



## ROADSIDE HERO

"I never thought this job would take me somewhere like this." Bison Driver Vijaydeep Sahasi. **PAGE 12**

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OPPOSITE  
PAGE **44**

December 2014  
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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

# MAKING \$\$ 2015 IN

**PAGE 38**

Winter's here. Need an APU?

**PAGE 40**

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**PAGE 30**

**TRUCK  
OF  
THE  
MONTH**

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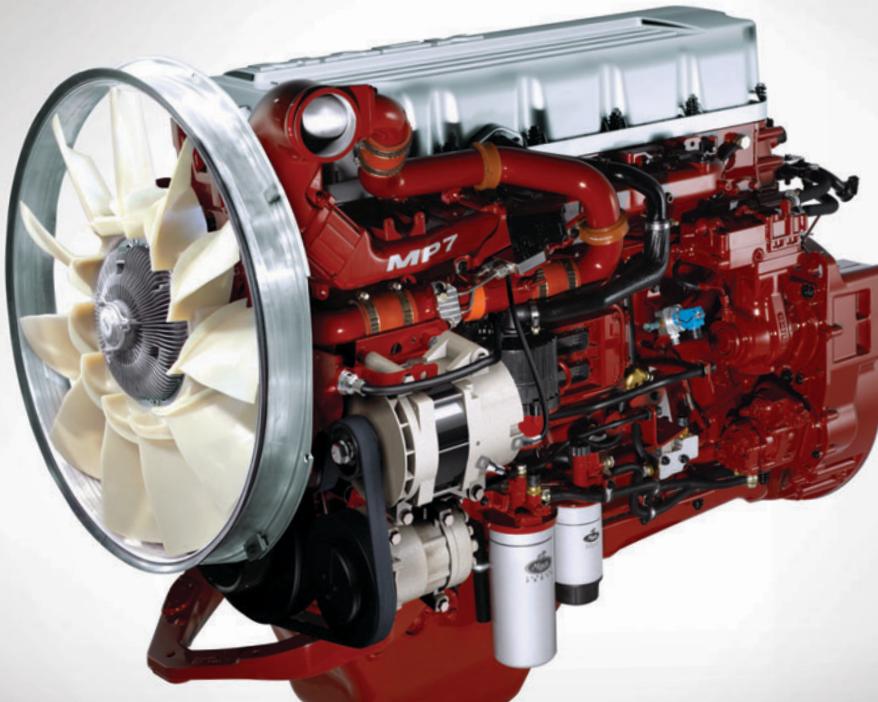


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**Mack's MP7** engine, available with 405-hp and 1,560 lb.-ft. of torque, is ideal for regional and bulk haul applications.



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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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## How's \$75K A Year Sound?

I agree that wages must be improved to attract new drivers to the industry. However as a driver with 26 years' experience, I recognize that there are already some very good carriers to work for who provide excellent wages and benefits. I am currently working for an Ontario-based OTR tanker carrier. The average salary is \$75-\$80K per year with most weekends off and options for getting home one or two nights during the week.

If a driver is looking for a more challenging and financially rewarding career, specialized work is the good way to go.

Trucking isn't just a job, it's a career. If one treats it as such it can be a very rewarding one.

— **G. Janosik**, Windsor, ON

## Then Again 25 Years Ago...

When I last drove for someone else it was 1990 and my T-4 was just short of \$70,000. I also had a daily meal allowance, paid showers, hotel room when held over and enough allowance for sundry travel costs so all of the \$70,000 (except for the government part of course) went home. My wife and I were able to buy a home, a pick-up and family car and go on a vacation or two. It was not unreasonable for my then employer to expect a level of dress, grooming and conduct in keeping to look and act like a valued member of a chosen profession.

Let's compare with today at \$60-to-70,000 per year with little or no travel expenses, etc.

No wonder we attract a very different driver than 25 years ago. I talk to many trucking company owners who would like to raise the pay bar but all of society will have to fund that. As I look back at what I earned, what I contributed and where that money went I believe that those that paid got back a very good return.

— **Barry Peters**, Burlington, ON

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## Fair-Trade Trucking

I have worked nearly 40 years in the industry as a driver for Verspeeten and YRC Reimer Express Lines, among others. Now, as a business representative for Teamsters, I negotiate with a number of major trucking companies in Southwestern Ontario.

The issue of pay rates is always one of the biggest hurdles at the bargaining table. Hourly versus mileage, pay for loading, unloading and breakdowns and time spent at customs all need to be addressed. The other aspect is the cost of benefits and pension plans. The issue today as I see it, is one of being paid for what you do. Earning \$60,000 a year is okay, but what do you have to do to get it? If you work 60 hours per week on a mileage pay schedule, that equates to \$20 per hour, which is at best only average for the industry.

The idea of; "Want more pay? Then drive more miles." doesn't cut it anymore.

When a driver reaches the end of his career, he should be healthy and financially set with his RRSP, pension and benefits to retire in comfort.

Treating an employee fairly and paying a livable wage seems to be an alien concept in some cases.

— **Douglas Pilkey**, London, ON





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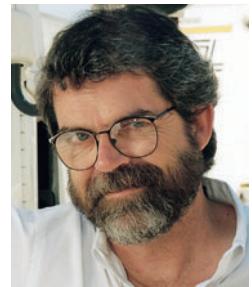
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By Rolf Lockwood



# An Engine That Fuels Itself

**It'll take radical thinking to wean trucks off fossil fuels. Good thing there's people on the case.**

Interest in natural gas as a truck fuel hasn't amounted to much amongst Canadian over-the-road fleets so far. Exceptions are Transport Robert in Quebec and Vedder Transport in B.C. The latter's chief, Fred Zweep, is an especially huge fan who has only good things to say. And now Daniel Goyette has joined them, with a significant and interesting switch.

Goyette is the adventuresome president of C.A.T.—Canadian American Transportation—in Couteau-du-Lac, QC, and he just signed a full-service lease deal with Ryder Systems for 100 Freightliner Cascadia sleeper tractors fueled by compressed natural gas (CNG).

Will those trucks ply regional routes? Nope, they're cross-border long-haulers that will roll between Montreal and Laredo, Texas. That's a first, pioneer territory. The nature of the infrastructure along that route—the filling stations—has yet to be disclosed but it must obviously be a done deal, or nearly so.

This bodes well for natural gas as an option to diesel, and I hope it works well for Goyette, but I must admit that I haven't been the world's biggest fan of this stuff as a truck fuel. Being a journalist I'm necessarily a skeptic, and I see issues, one of which has nothing to do with infrastructure or performance or any of those things. If natural gas works for you now, great, but as a society I think we should be taking a much longer view than we are.

I want something different than relatively short-term fixes. I want a plan for the future, and I think we need to be thinking way ahead—beyond fossil fuels like natural gas in the form we presently know it. Anything that keeps us from that search is not helpful in the very much larger scheme of things.

But hey, I understand. If you've got trucks rolling down the road in a hyper-competitive environment, you're not thinking years ahead, and certainly not decades. You're interested in saving a buck right now, as well you should be. Survival is the first priority, and profit would be nice too.

Conventional wisdom says there's a 100-year supply of natural gas sitting underground in various places across the continent. But what does that mean? A century's worth if we use it to power what? And how about the social and environmental costs of fracking?

Nothing comes free. And I fear that one of the costs of seeing natural gas as the savior will be a serious shortage of interest in other options that demand investment, research, and a longer view. We've already seen a dramatic slowing of user interest in

the diesel/electric hybrid, and Eaton's departure from that business is proof.

Our future cannot rest in fossil fuels, that's the bottom line. And that rules out electric vehicles in the long run if the juice they need comes via anything but nuclear power plants, for instance. In that case you just move toxic emissions from one source to another.

But wait, what if the vehicle could produce its own electric power and never need the electricity grid? Am I talking hydrogen fuel cells here? Nope, but close.

*If natural gas works for you now, great, but as a society I think we should be taking a much longer view than we are.*

A Liechtenstein company, nanoFlowCell AG, has produced a Tesla-like car that doesn't depend on imperfect lithium-ion batteries—or batteries of any sort. Already approved for use on European roads but not yet for sale, the Quant eSportlimousine uses flow-cell technology—with 80-percent efficiency. It's like a hydrogen fuel cell but uses a saltwater-based

electrolyte to create electrical energy. When that liquid passes

through a membrane between a pair of 200-liter tanks it creates

energy that's stored and distributed by super capacitors and used

by an electric motor at each wheel. That's good for a range of 600

km, and the only limit on that distance is the size of the tanks.

The car can be filled as easily as you now fill a diesel tank, and once discharged—not used up like liquid fuel, just depleted—the electrolyte can be re-ionized and used again. It's a perfect circle.

Power? How about 920 hp and more than 2000 lb ft of torque, with 0 to 60 mph in 2.8 seconds. Nice.

Is it useful in trucks? It's too early to say but the company does plan to tackle the marine and rail industries, so I'm guessing the answer is yes.

I mention this only as an example of the kind of research and development that we need to be doing to save ourselves from the finite nature and long-term perils of fossil fuels. Again, anything that keeps us from that effort is not in our collective best interest.

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

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# Dispatch

## TransForce Plans to Shed Truckload, Waste Operations

**T**ransForce plans to shed its truckload operations possibly in 2015 and waste operations in the next few years. Not only that but it's getting involved in e-trucking with Google.

President and CEO Alain Bédard told analysts recently he foresees TransForce becoming "a huge cash flow machine" in three years, focusing on three core areas of operation: package and courier, small truckload and logistics business.

### Balance sheet

TransForce reported that its third-quarter net income fell to \$41.5 million or 41 cents a share from \$44 million or 45 cents in the year-earlier period. Its revenue for the three months ended Sept. 30 soared to \$981.1 million from \$775.1 million a year earlier, mainly because of acquisitions.

"TransForce recorded a solid year-over-year growth during the third quarter essentially driven by our disciplined acquisition strategy," Bédard said. "Acquisitions led to revenue and EBIT improvements in all operating segments, while relentless efforts to increase the return on capital employed once again resulted in a strong free cash flow generation."

Bédard added: "As the Canadian economy is only modestly improving, with more signs of vitality in the United States, TransForce must continue to focus on maximizing profitability. We are making steady progress in certain segments, as evidenced by higher margins from existing operations, but more has to be done in terms of efficiency improvement, asset rationalization and acquisition optimization to

generate superior returns to the benefit of our shareholders. Precise execution on these aspects will maximize cash flow generation that, in the short term, will be used to reimburse debt."

In the meantime, TransForce is growing its e-commerce business, has partnered with Google and an unnamed U.S. national retailer to provide same-day deliveries in some major U.S. markets.

### COMPLIANCE

#### New Jersey Seizes Trucks Over Tax Compliance

The State of New Jersey seized 30 trucks for failure to pay the state Corporate Business Tax (CBT) in the last week of



October. The CBT applies to all trucking companies making any pickups or delivery in the state regardless if they have a terminal in the U.S. or not. New Jersey has, however, reached a voluntary compliance agreement with the

# ches



**HIGHWAY ANGEL — PG. 12**

**B.C. Trucker Transforms into Woman's Hero**

**DRIVING LIFE — PG. 13**

**St. Kitts' Travel Center Re-Opens After \$10-Million Facelift**

**IN MEMORY — PG. 14**

**James Ivan Service: Trucker, Sports Enthusiast, Role Model**

## DECK THEM HAULS!

Where would Santa Claus parades (or any parade for that matter?) be without trucks? In St. John N.B., parades are synonymous with Blacks Transfer, a proud family-owned firm that was launched 50 years ago by Dave Black, who still—with daughters Heather and Dale—runs it. And the Blacks—with everybody at **Today's Trucking**—wish one and all the very best in this holiday season and during the year.

Canadian Trucking Alliance (CTA) to help Canadian carriers comply with the tax and avoid late fees.

The CTA-NJ voluntary compliance initiative runs from November 15, 2014 to December 30, 2014 and offers

CTA members the opportunity to voluntarily come forward to register their business and file the appropriate taxes.

For the CTA members, the benefit of taking part in this program is that the carrier will be eligible for the favor-

able terms that are offered under the voluntary disclosure program. These include relief from the late filing and late payment penalties as well as a general look-back period of four years (three prior years and the current year).

The program also provides that no enforcement action will be taken by NJ investigators should the tax payer be uncovered while conducting compliance initiatives at weigh stations or checkpoints.

### Canadian carriers are eligible for the program if they:

1. Have no previous contact with the taxpayer by the division or any of its agents;
2. Are not registered for the taxes they wish to come forward on;
3. Are not currently under any criminal investigation;
4. Are willing to pay outstanding tax liabilities and file the prior year returns within a reasonable period.

To participate in the CTA-NJ voluntary disclosure program, please contact the provincial trucking association that you belong to and request the information package. For more information on the tax go to: [www.nj.gov/treasury/taxation/corp\\_over.shtml](http://www.nj.gov/treasury/taxation/corp_over.shtml).

### RADAR

## Smile Drivers, You're on Photo Radar!

Canada's highways are about to have more photo radar as the Quebec Liberal government has promised to triple the number of cameras on Quebec's roads and the province of Saskatchewan expects to launch a photo radar program of its own.

"We have a pilot project coming up on photo radar," said Earl Cameron, vice-president of SGI Auto Fund at the Saskatchewan Trucking Association's annual conference held in Saskatoon in October.

"Photo radar is probably one of the most polarizing traffic safety issue. Half the people think it's good and the other half say they don't like it," Cameron said.

Some folks complain that photo radar is just a hidden money grab, not actually meant to improve safety. But whether they're popular or not, the Liberal government announced earlier this month that they'll triple the number of cameras snapping pictures of speeding vehicles in Quebec, from 18 to 56 cameras.

Quebec Transportation Minister



## HIGHWAY ANGEL: B.C. TRUCKER TRANSFORMS INTO WOMAN'S HERO



If it weren't for the heroism of a **Bison** driver, a British Columbia woman would probably be dead today. This past August, driver **Vijaydeep Sahasi** was driving on a remote stretch of Highway 5 just past Merritt in B.C. when he stopped after he saw a parked car on the side of the highway and a man trying to flag him down.

"My wife's having a heart attack!" the man told Sahasi. Sahasi called 9-1-1 and rushed to the car, where he found the woman still strapped in her seatbelt.

The 9-1-1 operator instructed Sahasi to get the woman out of the car and lay her down on the ground. There was no one else but Sahasi and the woman's husband to help and Sahasi had not done CPR before.

He was nervous, he says, because he knew that in some cases, amateurs performing CPR have broken the victim's ribs or caused other injuries. But with the help of the 9-1-1 operator, Sahasi performed the necessary CPR procedure.

During the 30 minutes it took for first responders to arrive, the woman repeatedly started and then stopped breathing. Sahasi grew tired, but never gave up, stopping only when paramedics arrived and took over.

The woman was taken to the hospital and survived. The next day, her husband called Sahasi to share the good news: his wife was doing well, had no cracked ribs or significant problems as a result of the CPR.

Doctors said only about two percent of people would survive cardiac arrest in such a remote location and the woman was lucky to be alive.

Sahasi, a former bus driver who has now driven trucks for more than a year, commented: "It made me feel so good that the doctor said I did [the CPR] perfectly. If done too lightly, the heart wouldn't have started functioning. If done too hard, her ribs might have been fractured. Neither happened, and it is really, really rewarding to know she survived. I never expected this [truck-driving job] would take me somewhere like this."

For his act of kindness, the **Truckload Carriers Association** (TCA) has named Sahasi a **Highway Angel** and has presented him with a certificate, patch, lapel pin, and truck decal. Manitoba-based Bison Transport also received a certificate acknowledging that one of its drivers is a Highway Angel.

Robert Poeti said the new cameras will be clearly labeled and in places where they're needed to improve safety.

Cameron said that in Saskatchewan, they've learned from other provinces' mistakes.

"The cameras will be in fixed locations, so they won't be hiding around the corner or in high-speed corridors," he said.

Cameron also said the cameras will be clearly labeled with large signs.

But while the province of

Saskatchewan originally planned to have eight cameras installed by mid-October, the project has been delayed and only one camera will be installed by the end of the month, according to reports.

Possible locations for photo radar in Saskatchewan:

- Highway 1 and 9th Avenue in Moose Jaw;
- Ring Road in Regina;
- Circle Drive in Saskatoon;
- Highway 12 at Martensville;
- Highway 1 East between Pilot Butte and White City;
- At selected school zones in Regina, Saskatoon and Moose Jaw.

### DRIVING LIFE

## St. Kitts' Travel Center Re-Opens After \$10-Million Facelift

The Husky truck stop that is now the St. Catharines Travel Centre has been in the Palleschi family since 1984. Tracey Palleschi and her sister Sue McCafferty grew up in the business—and the truck stop that their parents used to run including a restaurant, garage, office building, motel (room rate—\$20 a night!) and drivers' facilities—that was a local landmark for years, employing at one point up to 35 people.

And last month, the place was celebration central as they welcomed the community to join them for a grand re-opening of the sparkling and sprawling rejuvenated travel centre.



Sue McCafferty

After almost a decade of planning, they had shut it down for more than a year. For 14 months, they had no customers; no income, just contractors and workers.

They extended the parking facilities. Built a brand new 122-seat restaurant and expanded the convenience store. They installed new fuel dispensers, including DEF dispensers and



dyed diesel pumps for local agricultural customers, and driver facilities. To the tune of about \$10 million.

The new facility has a showroom-fresh ambience and the new parking lot is pothole free.

"Officially we have room for about 100 trucks," McCafferty says, adding "but you can always find room for another truck."

It's the first truck stop on Canadian soil for anybody who crosses at the Queenston-Lewiston Bridge linking Ontario and New York. "Drivers can use the fax machines here to send in their ACE e-manifests before getting to the border," she says.

Husky Energy has approximately 500 locations across Canada; 50 of which are truck stops.

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## IN MEMORY

# James Ivan Service: Trucker, Sports Enthusiast, Role Model

**James Ivan Service** passed peacefully in his sleep at the Village of Humber Heights, on Sunday, November 9, 2014 at the age of 92.

Service was the president of Atripco

Delivery Service and a former board member of the Ontario Trucking Association. He purchased his first truck in 1938 and operated J. A. Service and Son Cartage, a local cartage



James Ivan Service

company serving the Toronto market until 1969.

In January 1970, he began Atripco Delivery Service, a same-day rush service and overnight courier.

He was a passionate entrepreneur, dedicated community member, and sports enthusiast. Service shared his kind heart as a Steward at Kingsway-Lambton United Church for years and will be remembered for his work as a director of the Ontario Trucking Association, his ongoing charitable contributions to the community, and for the strongest bear hugs a kid could ask for.

He was the loving husband to the late Edna May and father to their children; late Darla, Greg (late Jan), and Lloyd (Susan). He is survived by dear life partner Jeanne Eeles. He was predeceased by wife Bonnie, and was father to step-daughter Marnie.

Service was a role model to his many grandchildren, and great grandchildren. Cherished brother of Margaret Skidmore (Ray) and an uncle to many.

For those who wish, donations may be made to the Women's Habitat of Etobicoke, [www.womens-habitat.ca](http://www.womens-habitat.ca).

## ON DISPLAY

# Come to Moncton! Play Trucks!

Like trucks? Do you get a kick out of hands-on museums and science centers?

Next time you're in New Brunswick, visit Moncton's fantastic new transportation museum and discovery center, known as Resurgo Place.

The \$10-million museum recently opened and is located on Mountain Road; the splashy building's certainly easy to find, there's nothing else like it—architecturally or otherwise—in the Maritimes.

And trucking is very well represented.

In one of the displays, visitors get to "build" little trucks that run around a track and they can pick up trailers,

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**SPEC'ING MADE E-Z:** Visitors to the New Brunswick transportation museum are invited to assemble trucks and then "drive" them around a tabletop route. And the Mack grille on display once adorned a truck belonging to the Armour family, who are among the museum's most ardent supporters.



complete with local carrier names—Midland, Armour, Day & Ross, among others—on the sides.

Armour Transportation Systems CEO Wes Armour co-chaired the planning committee along with the late Rob Robichaud, former President and CEO of the Greater Moncton Airport Authority. Robichaud passed away in July.

Local carrier Donnie Fillmore of

Atlantic Pacific Transport and the chairman of the Atlantic Provinces Trucking Association (APTA) says the new discovery center is a welcome addition not just to the town but the trucking industry in general.

"Anything that helps polish up the image of our industry, I'm in favor of, and we're really proud of this discovery center. Full marks to everybody who helped bring it along," he says.



## Tired of waiting to get paid?

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# Heard on the Street

## Lorraine Card Joins AMTA

The Alberta Motor Transport Association (AMTA) has appointed a new executive director, **Lorraine Card**. Card comes from Alberta Transportation Carrier Services. **Richard Warnock** will remain as president and CEO for 2015.



Lorraine Card



Winston Stewart Bell



## Pioneer Bell Passes Away

One of Canada's trucking pioneers, **Winston Stewart Bell**, died last month at age 72. In 1985, Bell bought a one-truck operation, Merv's Moving company and rebranded it as **W.S. Bell Cartage**, which over time, became one of the largest carriers in Kitchener, ON. Today, W.S. Bell has about 90 trucks and 250 trailers. His three sons now run the company.

## DeVito Climbs Eaton Ladder

**Eaton** has named **Gerard DeVito**, vice president of technology for vehicle group. DeVito has worked for Eaton for the past 27 years, most recently as director of next generation transmissions, North America Truck.



## Auction Action

**Ritchie Bros. Auctioneers** has made several changes to its senior management. **Randy Wall** will be president, Canada region, **Jeroen Rijk** is the new senior VP for Europe and **Kieran Holm** is the new VP, managing director, Asia Pacific. **Jim Barr** is group president, emerging businesses, brand innovation and technology services; **Kenton Low** is chief marketing officer, **Bill Cooksley** is SVP information technology; and **Chris Connell** is now president of EquipmentOne.

## Happy Trails, Conny Weyers

**Conny (Cornelius) Weyers** is stepping down from the presidency of **Trailers Canada**, which has been around in one incarnation or another for the past 40 years. Trailers Canada is a full-service leasing, repair and sales organization with a fleet of about 1,200 vans. It's also the largest Stoughton dealer in North America. The new president will be Weyers' partner **Bob Breadner**, whose father started the business

in 1970.

"Conny's reputation in this industry is huge. He's an icon," Breadner said.

For more on Weyers and Trailers Canada, visit <http://goo.gl/bICQwD>

## Meet Navistar's New Brass

**Jack Allen**, 56, **Navistar's** executive VP and COO since April 2013, is retiring.

"Today is a new beginning for Navistar," said **Troy Clarke**, Navistar president and CEO. "We are introducing a new leadership team and organization structure that will guide us into the future."

**Bill Kozek**, 52, is now president, Truck and Parts; **Persio Lisboa**, 49, has been promoted to president, Operations and **Walter Borst**, 52, executive vice president and chief financial officer, is adding business development, mergers and acquisitions, and corporate strategic planning responsibilities to his portfolio.

## Dispatches

# logbook2014

## December

4

### Toronto Transportation Club –

#### Annual Dinner

Royal York Hotel – Toronto, ON

**Website:** [www.torontotransportationclub.com/events/2014-calendar-of-events](http://www.torontotransportationclub.com/events/2014-calendar-of-events)

4

### British Columbia Trucking Association

#### – Christmas Party

Surrey, BC

**Website:** [www.bctrucking.com/node/6631](http://www.bctrucking.com/node/6631)

10

### Vancouver Transportation Club – Christmas Party

Federico's – Vancouver, BC

**Website:** [www.vancouvertransportation-club.com/VTC\\_Events\\_v2.html](http://www.vancouvertransportation-club.com/VTC_Events_v2.html)

11

### APTA Annual Awards Dinner

Delta Beausejour – Moncton, NB

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

## January 2015

17

### Vancouver Transportation Club – Ted Anderson Curling Bonspiel

Richmond Curling Club- Richmond, BC

**Website:** [www.vancouvertransportation-club.com/VTC\\_Events\\_v2.html](http://www.vancouvertransportation-club.com/VTC_Events_v2.html)

21- 23

### Truck Loggers Association – 72nd Annual Convention & Trade Show

Fairmont Empress Hotel/Victoria

Conference Centre – Victoria, BC

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

26 - 29

### Heavy Duty Aftermarket Week

The Mirage – Las Vegas

**Website:** [www.hdaw.org/HDAW2015/public/enter.aspx](http://www.hdaw.org/HDAW2015/public/enter.aspx)

March 26-28, 2015

### Mid-America Trucking Show

Kentucky Expo Center – Louisville, KY

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



## February

6 - 7

### Mid-West Truck & Trailer Show

Peoria Civic Center – Peoria, IL

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

11 - 13

### National Association Trailer Manufacturers – 27th Annual Convention and Trade Show

New Orleans Ernest N. Morial Convention  
Center – New Orleans, LA

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

16 - 19

### American Trucking Association – TMC Annual Meeting & Transportation Technology Exhibition Information

Music City Center – Nashville, TN

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

## March

3 - 6

### SC&RA – Specialized Transportation Symposium

Atlanta Marriott Marquis – Atlanta, GA

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

4 - 6

### The Work Truck Show

Indian Convention Center – Indianapolis, IN

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

5 - 6

### Toronto Heavy Equipment Show

The International Center – Toronto, ON

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

8 - 11

### Truckload Carriers Association – Annual Convention

Gaylord Palms – Kissimmee, FL

**Website:** [tca.truckload.org](http://tca.truckload.org)

15 - 19

### Truck Renting and Leasing Association – Annual Meeting

Omni Amelia Island Plantation –  
Amelia Island, FL

**Website:** [www.trala.org/calendar\\_day.asp?date=3/15/2015](http://www.trala.org/calendar_day.asp?date=3/15/2015)

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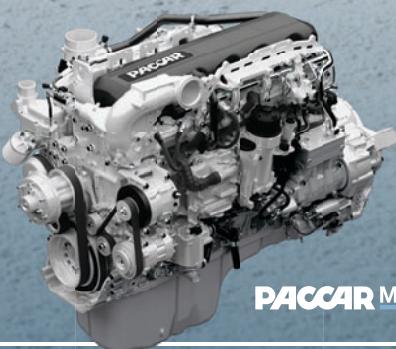
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# Trending *on* Today's Trucking.com

### What's Tweetin?

## 12K or Bust

When we started preparing this page for publication, [@Todaystrucking](#) had 11,800 followers. By the time we were finished, it was 11,900. Here's an example of the kinds of things you won't get anywhere else except by joining the throng!

### @todaystrucking

THRC's Tamara Miller on Succession: Trucking HR Canada has created an online tool to help with planning <https://www.truckinghr.com/en/content/succession-planning>. #apta2014

THRC's Tamara Miller: You're looking for people who are doing great work now but also people with leadership skills for the future #apta2014

THRC's Tamara Miller: Identify promising people who can grow into more senior roles. Focus on broad development of a few people. #apta2014

Instead of asking leadership what company's core values should be, survey employees to see what core values actually are. #apta2014

Dr. David Rock's 5 impulses that create positive responses in employees: Status, Certainty, Autonomy, Belonging, Fairness. #apta2014

TEC Canada's Mike Mallory on leaders. Work gives life meaning more than it used to because people are struggling to survive less. #apta2014

TEC Canada's Mike Mallory on leaders. Viktor Frankl: 3 sources of meaning in life: Struggle/Devotion/Work. #apta2014

TEC Canada's Mike Mallory on leadership. "The system that works best is to plan like a democracy and execute like a dictatorship." #apta2014

TEC's Mike Mallory on leaders. Power is the ability to influence those people whose cooperation you need to achieve your goals. #apta2014

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Alfy Meyer

## Game On

On our desks, that is. **Today's Trucking** was graced last week with a visit by the one-and-only truck-driving-novel-writing-healthy-living story-telling genuine eccentric **Alfy Meyer**, who now gets "board-game inventor" added to the list of adjectives. He demo'd his "Safe Driver" board game for us. Our hat is off to him for thinking this through and doing all the work (imagine all the hours it took to paint that board and print up the hundreds of playing cards); and he said playing this game at a party is the only time you're allowed to drink and drive. He could be onto something big here.

## Today's Trucking at your fingertips

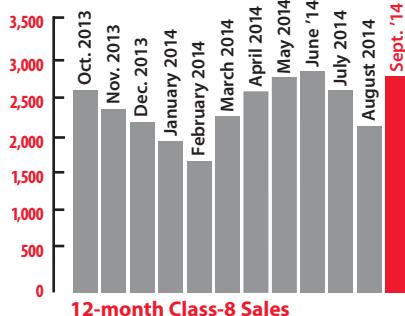


If you're not in front of a computer, but still want access to [todaystrucking.com](#), fear not. [Todaystrucking.com](#) has a fresh, new, mobile-friendly look for any size screen. With a smartphone, you can easily scroll through the most important late-breaking industry news. You've already got *Today's Trucking* in print, clearly, and now you can check it out on your phone as well. Heck, you can even subscribe to newsletters or email reminders that your next magazine issue has arrived.

## Canada – Truck Sales Index

September 2014

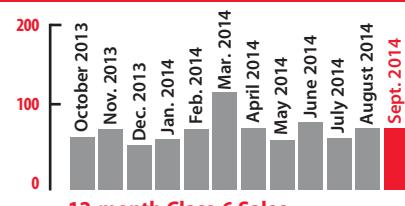
CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
<b>Freightliner</b>	861	5282	5190	24.63%	25.12%
<b>International</b>	370	2877	2888	13.42%	13.98%
<b>Kenworth</b>	493	3570	3781	16.65%	18.30%
<b>Mack</b>	172	1773	1646	8.27%	7.97%
<b>Peterbilt</b>	330	2873	2854	13.40%	13.81%
<b>Volvo Trucks</b>	348	3320	2511	15.48%	12.15%
<b>Western Star</b>	222	1750	1794	8.16%	8.68%
<b>TOTAL</b>	<b>2796</b>	<b>21,445</b>	<b>20,664</b>	<b>100%</b>	<b>100%</b>



CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
<b>Freightliner</b>	60	641	557	26.49%	25.18%
<b>International</b>	34	558	558	23.06%	25.23%
<b>Kenworth</b>	27	444	426	18.35%	19.26%
<b>Peterbilt</b>	45	433	379	17.89%	17.13%
<b>Hino</b>	34	344	292	14.21%	13.20%
<b>TOTAL</b>	<b>200</b>	<b>2420</b>	<b>2212</b>	<b>100%</b>	<b>100%</b>



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
<b>Freightliner</b>	21	220	224	35.77%	40.65%
<b>International</b>	7	150	131	24.39%	23.77%
<b>Hino</b>	37	242	183	39.35%	33.21%
<b>Peterbilt</b>	2	3	13	0.49%	2.36%
<b>TOTAL</b>	<b>67</b>	<b>615</b>	<b>551</b>	<b>100%</b>	<b>100%</b>



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
<b>Freightliner</b>	0	4	11	0.37%	0.93%
<b>International</b>	12	270	374	25.07%	31.59%
<b>Kenworth</b>	2	15	0	1.39%	0.00%
<b>Peterbilt</b>	0	1	4	0.09%	0.34%
<b>Hino</b>	80	704	708	65.37%	59.80%
<b>Mitsubishi Fuso</b>	7	83	87	7.71%	7.35%
<b>TOTAL</b>	<b>101</b>	<b>1077</b>	<b>1184</b>	<b>100%</b>	<b>100%</b>



## Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
<b>Freightliner</b>	74	150	24	45	372	152	19	11	4	10	861
<b>International</b>	16	53	7	13	169	73	29	5	1	4	370
<b>Kenworth</b>	66	212	33	0	105	70	7	0	0	0	493
<b>Mack</b>	13	18	10	10	87	24	5	5	0	0	172
<b>Peterbilt</b>	31	128	28	23	52	59	7	2	0	0	330
<b>Volvo Trucks</b>	44	33	12	24	159	62	14	0	0	0	348
<b>Western Star</b>	17	84	8	9	51	41	6	3	0	3	222
<b>Total</b>	<b>261</b>	<b>678</b>	<b>122</b>	<b>124</b>	<b>995</b>	<b>481</b>	<b>87</b>	<b>26</b>	<b>5</b>	<b>17</b>	<b>2796</b>
<b>YTD 2014</b>	<b>2182</b>	<b>5144</b>	<b>1112</b>	<b>936</b>	<b>7608</b>	<b>3263</b>	<b>764</b>	<b>311</b>	<b>25</b>	<b>100</b>	<b>21,445</b>

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

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

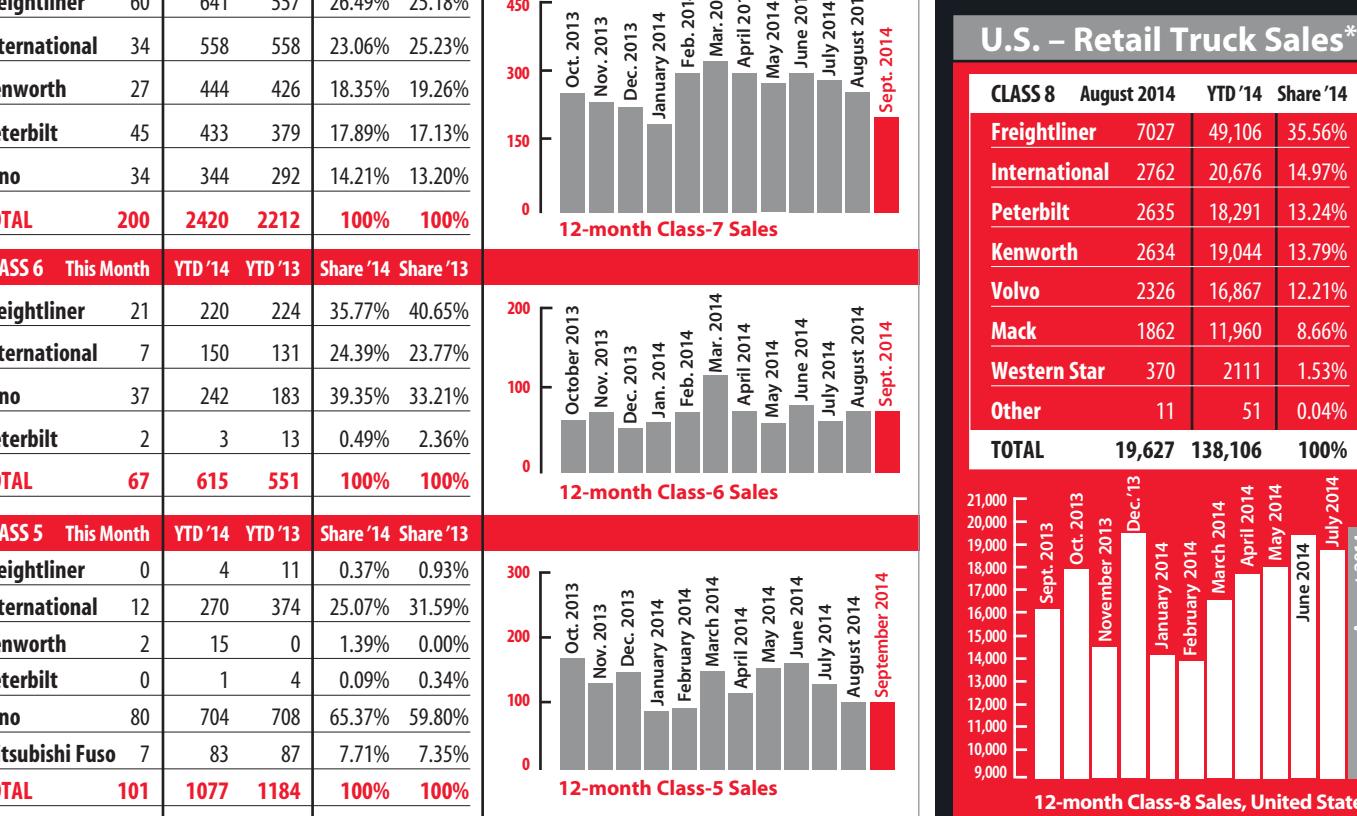
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# Street Smarts

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## INSIDE:

- 28 "You Wanna Be A Truck Driver? Figure it Out!"
- 29 Women with drive



**MOVERS AND MOVIES:** Naday took delivery of these American light military tactical vehicles for the Toronto filming of *Pixels*, with Adam Sandler, which will be released in July.

## Star Truck

*Meet the enterprising Pierre Naday—supplier of trucks to motion pictures. To get what he needs, he often has to go where no truck buyer has gone before.* By Stephanie Young

**T**his past summer, thousands of movie goers watched red flames flicker across the blue body of a huge new Western Star 5700 XE.

Rolling through the desert, the decked-out truck set the stage as Autobots and Decepticons battled, thrilling tech-heads everywhere.

The movie? "*Transformers IV: Age of Extinction*". And the Daimler product at the heart of the action was only a small part of a whole fleet of movie drivable rides, which in that flick were worth a few million. When it comes to Hollywood trucking, money seems to be a very tiny object indeed.

Toronto-based Pierre Naday is in the truck business; he's also in the movie business.

He's one of the team of experts that meets before movies and TV productions to discuss what vehicles will be needed; which ones are going to be blown to smithereens; and, of maybe greatest interest, where these vehicles can be obtained.

*Today's Trucking* caught up with Naday, a film veteran and transportation professional whose truck buying, selling

and blowing-up make him one of the most active vehicle brokers in the country.

Officially, Naday is the "picture vehicle coordinator" for big box-office names such as "*Pacific Rim*," "*RoboCop*" and, of course "*Transformers: Age of Extinction*" among scores of others.

No matter the scarcity of the product, Naday has to locate it. "You can't say no in the movie business. They can tell you 'I want a flying saucer. It's got to have pink polka dots.' You can't just tell them no. You have to say 'I'll get back to you.'"

Having been in the industry for 30 years, Naday needs to only look through a script before he offers up a budget for bringing vehicles on set. But snags are everywhere.

"I rented this enormous piece of military equipment in Vaughan, ON," he says about a prop featured in the film *Hell Boy*. "It cost me \$4,000 to move it." And since many film shoots take place in busy downtown Toronto, it becomes an ordeal to orchestrate the haul.

Considering the height, Naday says: "A guy is sent out with a 16-ft long stick and he ties it to the bumper of the truck and drives along the route to see if he

## MEANWHILE, IF YOU THINK TRUCKS WEREN'T GOING TO THE DOGS BEFORE...

When they're not pretending to be tough guys on reality TV show *Ice Road Truckers*, Winnipeg-based **Polar Industries** are hauling doghouses to help stray dogs in Northern Canada that may otherwise freeze.

Polar will ship doghouses built by students at Winnipeg Technical College to Norway House, a community of about 6,000 residents, north of Lake Winnipeg.

The trucking firm is helping **Norway House Animal Rescue** (NHAR), which ships dog food and supplies to Norway House. In 2014, NHAR flew more than 270 dogs from Norway House, which has about two dogs per household, to Winnipeg at a cost of up to \$200 per animal.

Polar shipped their first seven doghouses in late October and will continue to transport doghouses to where they're needed when space is available.



**NICE ROAD TRUCKING:** Jasmine Colucci and rescue dog Jet sit on a flatbed bound for Norway House.

hits anything. If he does, he needs to take another route."

Naday doesn't do it all by himself. "We have in our membership about 500 people in the transportation department," he says. "Most of them are truck drivers."

Hours are long and unpredictable. Start times vary, and films wrap up whenever the director—or mother nature—decides. "They come in at odd, crazy hours when

we finish shooting at two o'clock in the morning," he says.

It's moves that often cost most.

For example, Naday says although \$6.5 million was allocated for purchasing and renting vehicles for the 2014 remake of *RoboCop*, it required an additional \$10 million for transportation alone: fuel, driver's salaries, and other incrementals.

Pulling out his iPhone, Naday proudly

shares photo after photo, video after video of on-set action: London double-decker buses, a military tow truck circa '94, an old Toronto subway car sticking out of the ground, even a mock presidential motorcade.

Should you need something, Naday can probably find it.

"All I need is the slightest lead and I can find something," he says.

He's also a seasoned bargainer.

When he was working on *Pacific Rim*, Naday says he found a specific item he was looking for in Hamilton, ON, but the selling price was \$100 million. The movie only had a \$2-million transportation budget.

So Naday took another approach.

"It's just sitting there," I told him. "I'll give you 10 thousand bucks for the weekend and no one will know it's gone."

"But they wouldn't budge, so I start looking at manufacturing labels and found out that it's made in Hamilton so I went directly to the manufacturer. I got what I needed."

He also recognizes—and uses—Hollywood's natural allure. The fact is, owners or people he rents from are thrilled to know their trucks are showing up on the big screen.

"People treat their vehicles like kids, they really do. They're so excited to have their trucks or cars in a movie."

"People are, even," he says, "excited to have their tractors in a movie."

"I just did a movie that took place in 1955. It was about James Dean. And I'm reading the script and he's on the farm where he grew up with his uncle."

"I get a picture from the producer and he's looking at the picture saying 'we need this tractor'. And it's actually a picture of James Dean standing by the tractor."

After a bit of research and many phone calls, Naday was in talks with a farmer from Grand Bend, ON., the owner of three 1950 Minneapolis-Moline tractors.

Without ever meeting Naday, the farmer lent Naday his beloved tractor in anticipation of seeing it on the big screen.

"So I brought his family out to the shoot and he saw his tractor," Naday says.

"And better than that, the star of the movie was Robert Pattinson, so his teenage daughters were in heaven." **TT**

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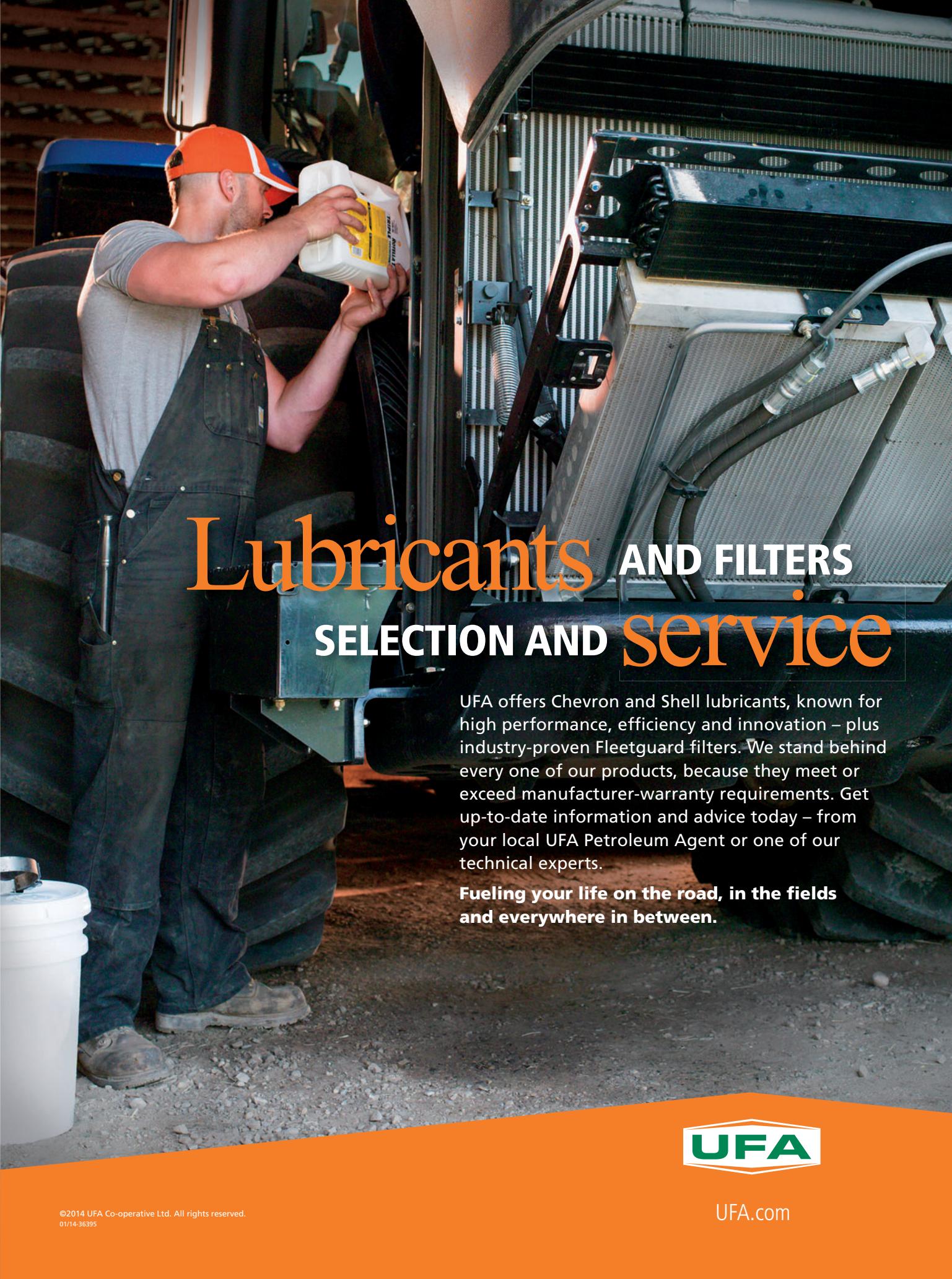
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\*Tests conducted by AJ Engineering Corp., Troy, MI. Base parameters: Internal engine coolant was stabilized at 0 F. Thermocouples were utilized to verify cold-soak stabilized temperatures. Engine: 7.6 L / 466 cu. In. Based on a \$4 gallon.



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# “You Wanna Be A Truck Driver? Figure it Out!”

*That kind of training doesn't wash anymore. And speaking of washing... By David Henry*

**S**ince I started driving some 30 years ago, trucking has evolved radically, but I daresay few changes have had as great an impact as the increase in the number of women drivers.

It's only going to continue. Fact of life.

So if you want your business to thrive in today's world, make it a place where women want to work. And this applies to one-truck operations as well as the big fleets.

I've had my share of experience in this field. And I've talked about it with women behind the wheel.

“The biggest challenge women face,” a Quebec-based driver named Margaret told me, “is support and respect from other drivers.” When asked about the challenges of being female in trucking, Catherine, from B.C. replied, “Training.

“And men thinking we shouldn't be driving, or can't do as good as them.

I'm talking about things like tarping and loading.

“I've asked questions about something I didn't know and was told 'You want to be a truck driver? Figure it out.'

“Seriously?,” she said. “People forget what it's like to be new and just learning. Everyone started at the bottom and everyone had to learn.”

Catherine and I were on the same road, the Tibbett-to-Contwoyto ice road in the Northwest Territories, at the same time and I asked the drivers who I knew were giving her a hard time what their problem was.

I pointed out that they themselves had spun out on a hill and had hit a snowbank (or two), while Catherine never did. I'm thinking she was more careful.

I also learned the training issue the hard way.

A few years ago I hired a woman to drive one of my trucks on a run that I felt was fairly simple. She lasted a day.

The problem was, she was a good driver. So I felt comfortable with sending her out solo early on.

Except I didn't listen when she stated that she felt she needed more training. Can you imagine one of your guys asking for more training? I think not. Seriously. Can you imagine any young guy saying "oh I better not get behind that wheel; I'm not ready."?

I should have spent a few hours with her to let her get familiar with the run.

Instead I lost a potentially good driver. She knew better than me but I didn't listen.

Twenty years ago, if you wanted to be a driver you had to suck it up and "be a man".

It was okay for the dispatcher to yell and cuss at you. If you complained about equipment you were told to just make the delivery and then still nothing happened.

Training? You were expected to know everything and never damage their lousy equipment.

When was the last time a woman was willing to drive an unsafe vehicle of any kind? Have you seen many women revving their cars at a stop-light, just itching to hit the gas? My point exactly.

Compare that to the testosterone-fuelled guys who are out to prove themselves.

When you hire women, don't just hire and forget. Listen to them. I really believe they are inherently more attuned to safety and to customers' concerns. They will also paint you a good picture of what you can do better. Act on that feedback. Your staff turnover and morale will improve.

What do women drivers want? Respect, training and the proper tools for the job.

And since that's what all of us want anyway, we should welcome more women into the field because they're going to help us get it. **TT**

**David Henry** is a veteran owner-operator with Continental Cartage.



## YOU ARE GOING TO BE HIRING MORE WOMEN. HERE'S WHY:

**R**egistration is now open for the Canadian trucking industry's first-ever **Women with Drive Leadership Summit**, scheduled for March 5 in Toronto.

The summit marks the first step in a three-year action plan to tackle challenges and barriers for women in trucking. The summit's agenda includes:

- **Mentorship Matters** – Women surveyed by Trucking HR Canada (THRC) have overwhelmingly said that mentorship opportunities would help eliminate barriers to women in the trucking industry. Learn about mentorship programs that fleets have already established across North America.
- **Best Practices from Other Industries** – A panel of leading women from other industries share their insights, challenges and lessons learned.
- **Women with Drive** – Learn more about Trucking HR Canada's Women with Drive project and the related action plan designed to recruit and retain more women in the trucking industry.
- **Chart your Leadership Path** – Discover ways to hone your personal leadership skills, enhance performance, and succeed in today's workplace.
- **In the Driver's Seat** – Women from Canada's trucking industry share their personal experiences as leaders in their organizations.

The summit is just part of THRC's response to a survey that reached out to women already working in trucking, male managers, and women searching for careers.

Future actions will include:

- Promoting trucking as a career of choice for women;
- Creating mentorship, training and professional development opportunities for women in trucking;
- Developing workplace procedures that support an inclusive working environment.

"We are taking steps to facilitate lasting change, transform business cultures, and support the women who pursue career opportunities in trucking," said Cavalier Transport's Vicki Stafford, chair of the national advisory committee. "Canada's trucking industry needs to recruit and retain far more women to maximize its potential and address an intensifying shortage of employees."

To register for the Summit, visit [www.TruckingHR.com](http://www.TruckingHR.com)



# TRUCK OF THE MONTH CLUB



## CHAPPLE OF LOVE

***The Chapples have been in the trucking business since the 50s and they couldn't celebrate a wedding without a truck present.***

**Wyatt** and **Jessika Chapple** had a special guest appearance at their wedding in September: a **2014 International 9900i**, complete with the iconic Eagle cab interior. It's powered by a Cummins ISX 15, 600-hp with an 18-speed manual transmission.

Wyatt's grandparents, Keith and Evelyn Chapple, founded **Chapple Fuels Limited** in 1950.

"Back then we were hauling cattle; we used to raise the cattle and transport it to Toronto. And we were a PetroCan marketer for some 30 years too, but we got out of that business and work exclusively in transport," says Wayne Chapple, current president of the Chatham, ON-based company and Wyatt's father.

Wayne and his brother Darrell, the vice-president of Chapple Fuels, have built on their parents' vision, have grown the company to 48 trucks and have expanded their services to include dry bulk and refrigerated services in addition to petroleum transport.

"The truck in the photos goes from Chatham to Toronto every day, hauling ethanol up and bringing back diesel or gasoline to different stations. It has some 300,000 km on it," Wayne says.

Wyatt wanted the truck at the wedding and organized it all, says Karen, Wyatt's mom, who is the Chapple secretary treasurer.

To get the truck ready for the reception and wedding photos, four people had to wash and polish it all through the Friday and Saturday prior to the wedding to get it to shine like brand new.

"They took up my wash bay for almost all day Friday," Wayne laughs. "It took quite a bit of work to get it to look as shiny as that; they had it at the reception hall at one in the afternoon on Saturday."

Wyatt, now a mechanic in the Chapple garage, started working in the family business at just 14. Back then he was responsible for—you guessed it—washing trucks.

Wyatt and Jessika now have a 10-month old son, Parker.



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We will be searching the country over the next few months for topnotch candidates and between now and year's end, we will be pounding the social media for input, likes, dislikes, comments, retweets and favorites. Later this month, we will be declaring one of the candidates **Truck of The Year**. **Why? Because we love our trucks, that's for sure.**

Send your ideas or photos to [peter@newcom.ca](mailto:peter@newcom.ca) or **Today's Trucking Magazine**, 451 Attwell Drive, Toronto, ON. M9W 5C4

Ford Transit



Isuzu Reach Van



Chevrolet Express

# It's All In The Delivery

December is package season. And more than ever before there's a roomy truck for every hauling need.

BY TOM BERG



Morgan Olson

Truckers looking for cargo-delivery vans have probably never had as many choices as they do now.

That comes from Morgan Olson, which pioneered the lightweight aluminum step van body with General Motors many years ago. Today it builds and installs them on platforms from Ford, Freightliner Custom Chassis, and soon Ram, according to Allan Young, director of sales.

This won't be a record year, falling at the low end of the 10,000 to 15,000-unit annual pace, he says, but it's

been "stable." And a new product, the UCV (Ultimate Contractor's Vehicle), is enjoying "amazing sales." It's a service body crafted of lightweight composites with stainless steel hardware that claims a payload of 5,000 pounds. It goes on an imported Sprinter chassis-cab platform. Morgan Olson is a preferred upfitter for the Sprinter, and there's also a Sprinter-based UDV (Ultimate Delivery Vehicle).

Another collaboration is that of Isuzu Commercial Truck and Utilimaster, which provide the chassis and body, respectively, for the Reach walk-in van. It's assembled by Spartan Motors, which also does Isuzu's NPR Gas truck. Its high-volume, impact-resistant composite body features easy access for drivers, and the three-liter diesel from the NPR EcoMax provides good performance and fuel economy.

"We've sold a little over 4,000," says Brian Tabel, Isuzu's director of marketing, "the majority to FedEx Express," which finds the Reach's 640-cubic-foot body just right for many routes. UPS has also bought some. "We also have some retail customers, who use it for deliveries," he says.

## Euro unibodies

Sprinter was the original provider (in 2001) of Euro-style unibody vans in North America. Sales of Freightliner and Mercedes-Benz Sprinters are up 22 percent over last year, and up 35 percent in August, says Claus Tritt, general manager for operations. He notes that the Sprinter line last year got a major redesign, with new styling and safety features, and a new four-cylinder diesel with a seven-speed automatic transmission.

## It's All in The Delivery

New for 2015 is a Super High-roof option that will add another 10 inches to an already tall profile, plus electronic cross-wind-assist that uses automatic selective braking to counter high lateral winds, and, in January, an on-demand four-wheel-drive with a two-speed transfer case.

Introduction of competitor products from Ford and Ram have not hurt Sprinter sales, Tritt says, and show that "imitation is the highest form of flattery."

### 'Flexible' Transits

Ford Motor began building its large unibodied Transit in June. It's been so well received that it's already pushed aside the venerable and class-leading E-series cargo van, says Yaro Hetman, brand manager. The E continues as cab-chassis and cutaway-cab versions, and probably will into 2019. All Transit models are made with high-strength steel "so they carry 600 pounds more in payload, and fuel

economy is 46-percent better than the Econoline before it," he said.

Transit production is ramping up toward the planned 58 variants. There are three roof heights and two wheelbases, and two gasoline V-6 engines with a diesel coming later. So flexible is the Transit that "11 of the country's top upfitters have located facilities within 20 miles of our Kansas City plant," Hetman says.

The new compact stream-styled Transit Connect has also taken off well, and will probably exceed the success of the plainer, boxier TC wagon and panel van. It started a trend toward "right-sizing"—high volume in a small footprint with a small, economical powertrain for those who carry bulky but lightweight items. The new Transit Connect, built in Spain, comes with two wheelbases and two four-cylinder gasoline engines, including a 1.6-liter turbocharged EcoBoost rated at 23 mpg city and 30 highway.

### Ram's got a hit

The large Fiat Ducato-based ProMaster has been a hit, reports Bob Hegbloom, head of Chrysler Group's Ram truck brand. "We're coming up on our first birthday; 945 dealers are selling the product, so dealers are getting active in the commercial business. More important, we're getting more market share. We're now trending toward 18-20 percent of the Class 2 large van segment, the heart of the market where ProMaster plays," he says.

"So many people are using it in so many ways—construction trades, electrical, plumbing, carpeting and tile, landscaping," he says. Product and package delivery is the other major use, and FedEx Express is among its customers. DirecTV made good use of ProMaster's front-wheel-drive because "in a winter storm, they were the only vans that could make it on the road."

The Class 1 Promaster City is due to launch soon, with vehicles at dealers in late December, according to Rob Rizzo, marketing manager. Based on the high-selling (1.3 million in Europe and elsewhere) Fiat Doblo, it will be built in Turkey, have an 1,833-pound payload, good fuel economy, and 4.5 feet of room between wheel wells—important for pallet loading. Its



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Ram ProMaster



Nissan NV

gasoline powertrain includes a nine-speed automatic transmission. The ProMaster City will replace the Dodge Caravan-based Ram C/V, which will be phased out at the end of 2015.

### NVs small and big

Nissan is pleased at how the compact, unibody NV200 is doing since its sales debut in April, says Phil O'Conner, who heads the firm's commercial van opera-

tions. "Customers are happy with it – how it performs and its low cost of ownership. We're starting to run into some capacity constraints [at the plant in Mexico], and starting to look at ways to build some more. We want to make sure we're matching demand with capacity."

Sales of Nissan's large body-on-frame NV 1500, 2500 HD and 3500 HD vans are up 21.9 percent over last year, and go mostly to small business people. They're

built in Mississippi and come with gasoline V-6 and V-8 engines.

"We're an upstart," O'Conner says. "Our competitors have been in this for decades. We're now the only manufacturer building a full-size vehicle on a separate frame with a high roof. We know we have to prove ourselves and that's why the warranty"—recently launched 100,000-mile, bumper-to-bumper coverage for all commercial vans, small and big.

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## It's All in The Delivery

### Body-on-frame

Despite the popularity of the new unibody cargo vans, General Motors says it's seeing continued success with its traditional body-on-frame G-series vans, the Chevrolet Express and GMC Savana.

"We literally are selling every one we can build," says Joe Langhauser, product manager. "People we have never seen before are showing up on our doorstep because

they appreciate the body-on-frame design. They're less concerned about the outside sheet metal, but they are very much concerned about the underlying frame structure" that, if intact, allows a G-van to continue working even after panels are damaged. That might be a problem with the new unibody vans, he thinks.

Most Chevy and GMC vans are ordered by fleets, he says. Gone is the light-duty

1500 series and its 4.3-liter V-6, leaving only 2500- and 3500-series vans and a 4500 cutaway. These come with the 4.8- and six-liter gasoline V-8s, and the 6.6-liter Duramax diesel V-8. Among 2015 refinements for G-vans are less costly digital-only radios and LED lighting in cargo areas, replacing fluorescents.

The new compact Chevrolet City Express, a rebadged Nissan NV200, will be on sales lots in November. "From what we hear from dealers, they can't wait to get their hands on them. We expect to take our fair share of the market," Langhauser says. "Nissan had a year jump-start and it's performed close to where we expected. We expect to leverage our dealership network, which is significantly better (there are about 3,000 Chevy dealers), and we have over 500 Business Elite dealers [that focus on commercial accounts]."

### Mid-sizing a Mercedes-Benz van

Following on the success of the Sprinter, Daimler plans to introduce a mid-size van sometime next year. The Vito made its debut in Berlin, Germany in late July, but Daimler execs were coy on an actual



release date for the North American version, saying only that it would be introduced in the fall of 2015 in a MY 2016 designation as possibly the VS20.

It will be a rear-wheel drive with a 3.5-liter gasoline engine and come in cargo and passenger versions, with simple configurations and a long wheelbase. It will be sold only through Mercedes-Benz dealers. **TT**

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# Outlook 2015

**Fuel up the fleet. You're going to be busy. By Peter Carter**

Worldwide free wi-fi. Drones that do search-and-rescue work and put out forest fires. 3D-printers that let you "print" food, cars and perhaps even human organs.

Those are just a few of the sensational technologies a man described as Google's "Top-Rated Futurist Speaker" unveiled to a group of truckers in Toronto in November.

Thomas Frey of the Louisville-Colorado-based DaVinci Institute was a speaker at the Ontario Trucking Association's (OTA) annual conference and the picture he painted of future trucking could be viewed as either desperately grim or eye-squintingly bright.

"I predict that between 2030 and 2035, we'll have roads designated as 'driver-less-only' roads," he told the crowd.

They will be much safer, he says. And there'll clearly be less demand for OTR drivers.

Now pair that with the advent of 3D printing, which he foresees as having an impact that's "bigger than the Internet." Chinese researchers have already produced, if you can believe it, 3D-printed houses, created in 3D-printed factories.

Or visit [www.localmotors.com](http://www.localmotors.com). You'll see how people are producing 3D-printed cars. Really.

What's to become of trucks that deliver construction materials or auto parts?

For one thing, Frey says, people will still need stuff; but localized production will be increasingly important. "Manufacturing

will shift to local; and customization will expand. We'll be about to customize everything."

"Also, the Internet of things will virtually eliminate theft because we'll be able to track everything."

Frey's dog-and-robo-pony show trekked the audience from international high-speed travel via tube to Google contact lenses. "We're already shipping water, oil and other products via pipeline, why not people and freight?"

And the lenses on his high-tech glasses are indeed rose-colored. Frey's future is bright if radical. "Research shows that for every job lost by the Internet, more than two are created in the online world," he said.

No wonder the people who organized the OTA conference asked Frey to address the troops. "The future creates the present," he said, "It's images of the future that we have in our heads that determine our actions today."

"The main reasons companies fail is because they missed the future," he said, "I kind of agree with that."

Of course while you're waiting for your new car to roll off the printer, you might want to concern yourself with shorter-term business affairs.

And you don't need Frey's crystal-ball (he really does carry one around with him, for laughs) to see which way trucking's headed over the next little while. Because all indicators seem to show that over the

next few months, it's headed one way: Up.

Exhibit A: Between June and August, GE Capital surveyed a bunch of people in the trucking industry across Canada to get their views on the past, present and future of their industry.

Respondents represent companies with revenues ranging from \$1-million to \$1-billion.

And boy are they bullish. Here's a sample of the survey results:

- A majority of truckers increased their revenues over the past year, and 60 percent of them added jobs;
- More than three quarters expect increased revenue next year; and almost two thirds expect to hire new staff, too.

Everybody's worried about the driver shortage. It's no longer the bogeyman waiting around the corner. Economic



growth is creating strong demand and nearly all firms expressed concerns about recruiting and retaining qualified drivers.

And the trucking industry is less reliant on innovation for growth, and "adoption of new fuel technologies is likely to remain low for the foreseeable future."

Likewise, in its annual survey of members, the OTA found truckers to be very optimistic about where things are headed.

- 47 percent of the carriers said intra-Ontario freight volumes improved in the previous three months; a six-point jump from the Q2 survey;
- Three percent reported lower volumes within Ontario;
- 53 percent said volumes increased intra-provincially;
- 55 percent of carriers reported increased freight volumes for southbound U.S. lanes.

“Remarkably, for the second straight survey, no one reported decreased U.S. volumes—the first time ever that’s happened and an obvious indication Canadian carriers are aided from an improved U.S. economy,” the OTA claimed.

The U.S. economy is no longer in “recovery mode.” It’s growing.

Canada right along with it.

“We’re looking at 3.6 percent growth in Canada,” he said. Canada will also, he predicted, get an economic jolt in the lead-up to the next Federal Election.

“We’ll get a fiscal stimulus before the election and that’ll stimulate the economy.”

Maron also mentioned—as have reappearing headlines recently—the fact that freight traffic has been reaching historically high levels across North America.

Combine that with strengthening job, construction and retail sales numbers

personal investing advice, but in doing so touched on several key growth areas in the Canadian economy.

It’s time for Canadian investors, he said, to stop focusing on previously sure-growth stocks like oil and gas and peer into what he calls “the belly of the economy.”

“I’m talking industrials, discretionary materials, consumer staples, health, finance and info-tech.” Low energy prices will boost stocks like Loblaw and manufacturing companies that benefit from lower energy costs.

## And What Does This Tell You?

**Daimler Trucks North America (DTNA)** reported that its intake for class 6-8 NAFTA and exports markets reached 31,304 units in the month of October.

That represents the single largest order month on record for DTNA, but it also sets the new industry benchmark for order intake in a single month.

In October, month-over-month industry orders were up 61.2 percent, but DTNA’s own growth hit 116.9 percent. Its order share was 51.9 percent of the industry total of 60,307 units according to ACT Research (ACT). Numerous large fleet orders contributed to the record order intake, as well as accelerated order intake from small- to medium-sized fleets looking for expedited replacement of aging vehicles.

Considering class-8 truck orders alone, the industry at large hit 46,200 units, the second-highest level in history, according to ACT. Only March 2006, at 52,200, has brought a larger monthly total as fleets bought madly to avoid trucks with EPA 2007 emissions equipment.

This October’s class-8 total was up by 76.5 percent compared to October 2013.

DTNA continues to lead the North American market with nearly 38 percent of class 6-8 NAFTA retail sales. — *Rolf Lockwood*

across North America, and you have to conclude, he says, “things are looking up in the U.S.”

Experts agree that lower fuel prices will be with us for the foreseeable future and while that might take the glow off alternative energy sources and/or surcharges, other analysts say it will lead to an improved market for other products, the prices of which depend on the price of oil.

Craig MacAdam is a Portfolio Manager with the Equity team at the investment firm Aurion Capital, and he echoed Marion’s bullishness at the APTA conference.

“The Canadian economy one of the best in G-7 with regard to debt to GDP ratio,” he said.

MacAdam was touting one of his company’s top-performing funds in his presentation and was actually giving

Scotiabank’s Chief Economist and Senior Vice President Warren Jestin carried a similar message to a fall luncheon of the Toronto Trucking Association (TTA).

“The U.S. is buying more cars and that’s good for the folks in Oakville and Oshawa,” he said.

Investors are putting more money into the U.S. because of its safer economy and decreasing deficit and “they see a consumer culture that’s back in the game.”

China, too, is still in growth mode, albeit more subdued than in previous years. “It’s still the biggest automotive market in the world, selling more cars to its people than are sold through all of Europe.”

Here at home, Jestin reported—surprise, surprise—Canadian growth is best out west, but that benefits the entire economy.

“We’re still the envy of others,” he says. “Canada is the best country to live in, in the world.” **TT**

Couple that with Canada’s low dollar, and you get work for Canada’s previously waning manufacturing sector.

In a remarkably candid take on where the economy’s headed, a Managing Director of the National Bank of Canada Stefane Maron told the Atlantic Provinces Trucking Association (APTA) that as of September, the U.S. economy is officially in “expansion mode” and it’s taking





## Idling Options

*Love 'em or hate 'em, diesel and battery-powered APUs will be around for a while yet, and there's some promising improvements on the horizon.* By Jim Park

**O**n a recent driving trip between Toronto and Chicago, I encountered an unusual situation: a quiet rest area.

Of the 26 trucks I counted lined up in the parking stalls, only two were idling. I'm not sure how long they had been there or whether they were in the process of coming or going, but I thought perhaps

the tide has finally turned.

Strolling through truck stops and rest areas in recent years was to be bombarded by noise from the idling engines, usually set at high-idle of around 800 to 1,000 rpm to maintain oil pressure and/or pressure in the air-conditioning compressor and the heat in the cab heater core—or so the thinking went.

On nights when temperatures dropped to low- to mid-teens Celsius, I could never figure out whether the driver had the heater or the air conditioner going. Neither was necessary, which made running the big engine at high idle all the more ridiculous.

An accepted rule of thumb says every 10 percent of idle time equates to about a one-percent penalty in fuel economy. Those chaps, idling away a cool fall evening, were likely hurting their overall fuel economy by about three percent. Not to mention the money wasted at a gallon an hour burned over eight hours. Clearly there is work to be done.

"Some small to medium-size fleets just aren't onboard yet with the entire idle-

reduction savings," says John Dennehy, vice president of marketing at cab-heater supplier Espar Products.

"I still see 50 percent of vehicles out there that still aren't implementing idle reduction."

Unfortunately, Dennehy's estimates are probably accurate, and that amounts to a lot of fuel used in a pretty unproductive manner. As for why uptake is still relatively low, the reasons run the gamut, and most are valid.

Diesel auxiliary power units (APUs) tend to be heavy and they take up precious frame space. Some have reliability issues, they require maintenance and they can be noisy. The big advantage to a diesel APU is that it will keep running long after a battery-powered auxiliary-power system has coughed up its last amp.

The electric systems, while generally lighter in both weight and maintenance, have duty cycles limited by their ability to recharge. While most systems now claim reasonable output for eight- to 10-hours, once the batteries are depleted they must be recharged.

That might not be a problem in high-mileage applications where the truck runs eight to 10 hours a day. However, when the truck doesn't run long enough, the available charge will be limited. This can also be a problem during an HOS reset interval in hot weather, where the truck is parked for 36 hours or more and air conditioning is required.

And there's another menace to electric APUs: CPAP machines. Drivers with sleep apnea require continuous positive air pressure machines to ensure a good night's rest, and some of those machines draw a lot of current, limiting the effectiveness of a battery-powered system.

Electric APUs also require deep-cycle batteries, which aren't good at starting trucks, and a heavy-duty high-output alternator. Both can add to the overall system cost.

Owner-operator, Greg Decker of Airdrie, Alta., has used diesel APUs for years and has run several different brands. He now has a popular unit that he says does an adequate job of cooling the cab when it's not extremely hot, but has a harder time warming the cab in the minus-40 Alberta winters.



## ELECTRONIC BACK-SEAT DRIVERS?

**O**ntario's Minister of Transportation **Steven Del Duca** has come out in support of mandatory electronic logging devices (ELD) and roll-stability technologies for trucks. He made the announcement at the recent **Ontario Trucking Association's** (OTA) annual convention.

What's more, Del Duca hopes the initiatives will catch on across the country.

Said the Minister: "Ontario believes an effective ELD mandate is one that is adopted nationally, and supports the work already underway by Transport Canada to determine if ELDs should be mandated on extra-provincial carriers. MTO will continue to work with Transport Canada, and our provincial-territorial colleagues to create a national solution—if a national solution is not reached, Ontario will look at other options."

Plus, he said, "stability control systems, such as Electronic Stability Control (ESC) and Roll Stability Control (RSC), are an effective tool that can help prevent rollovers and loss of control in certain types of crashes."

"We strongly encourage Transport Canada to develop a national standard that would require these systems on all newly manufactured large trucks and buses by a specified date," he said.

Del Duca had also recently endorsed mandatory entry-level training and introduced legislation that allows for an extension to the maximum overall B-Train combination length.

And he announced that the province will be allowing 12-month Longer Combination Vehicle (LCV) operations starting this year.

He supplements the APU's output with a small space heater in winter and plugs a block-and-coolant heater into the APU for engine heating. The unit has a closed-circuit HVAC loop, which Decker prefers to tapping into the truck's system.

"I had a coolant line fail on a previous unit," he says. "It drained all the coolant

from the truck and left me stranded with a huge service-call charge."

The diesel APU works for Decker, but he cautions prospective adaptors to do a lot of research before bolting one to the truck.

"I would rate the reliability and performance as good," he says. "I don't think there is a perfect APU on the market."

Rest areas and truckstops are quieter places thanks to drivers' willingness to suspend idling.



## IN PRAISE OF IDLING

**T**he need to reduce idling is self-evident, but eliminating idling may be a steep hill to climb. Mike Lynch, president of **Idle Smart**, says some idling can be more cost effective than totally eliminating it.

"It's less about what's best, and more about what's best for a given fleet," he says. "We use the main engine sparingly to keep the cab warm, to keep the batteries charged and to maintain startability in very cold weather. Idle Smart is a lot like your home thermostat that starts and stops the furnace as needed."

Idle Smart is an automated engine start stop solution that reduces overnight idle time while providing the necessary driver

comforts and truck protection.

Lynch says the system comes at a one-time cost, requires no on-going maintenance, and provides a return on investment in less than a year, in many cases based on reducing idle time by about 60 percent.

But the big concern might be, well, the engine is idling. That can't be good. It's easy to say idling is bad—almost as bad as smoking—but when you get right down to it, there are usually a few people in an organization that understand the real costs of reducing idling.

"We may be moving money around from maintenance to capital outlays, but at the end of the day a dollar is a dollar," Lynch says. "If you have a Certified

Clean Idle engine, idling is permitted despite local restrictions. We think idling a little can be a very cost-effective alternative to some of the downsides associated with some of the on-board power solutions."



And there are off-board solutions to consider as well, like electrified truck stops, shore-power installations and off-board climate control systems.

The network of electrified

truck stops in the U.S. hasn't grown the way some would have hoped. In the U.S., the **Shore Power Technologies** recently completed electrifying the I-5 corridor between Washington and California. There are now 14 truck stops along the corridor offering the service. It's a different story in many other parts of the country. The service is still sporadic at best, but Shore Power says it's expects to see upwards of 400 to 500 truck stops offering some type of off-board power within the next five years.

In Canada shore-power installations are virtually non-existent. Depending on the lanes your run, truck stop electrification probably won't be a big part of your idle-reduction strategy, but it can complement the systems that use battery-powered climate-control systems, when you can find one.

In the same category are the full-service installations such as **IdleAire**, **AireDock** and **Convoy Solutions**. These offer electric hookups as well as wired Internet access and in some cases heated or cooled fresh-air systems for climate control. Like the simpler electrified truck-stop concept, they aren't yet that widely dispersed and finding one when you need it might be more good luck than good management.

**IdleAire** recently announced it would begin building installations right at carrier terminals to capture fleet trucks in the turn-around process or for drivers awaiting their next dispatch.

Failing these options, there's always electric blankets, big plush sleeping bags and air circulation fans and even hotels.

"Buyers have to do their research and try to buy a unit that matches their price, duty requirements, mechanical abilities and the availability of service locations in areas they operate."

## What's Around the Corner?

While developing their SuperTruck for the U.S. Department of Energy's test program, engineers at Cummins and Peterbilt developed a system that used four 3,300-watt/hour lithium-ion (LI) batteries. Results showed it did a better job at powering real-world demand than what is commercially available, but there's a reason why it's not on the market.

As Cummins' team leader David Koberlein explains, "Those batteries are heavy and expensive.

"The capacity of this system is 13.2 kw/hr, which is significantly higher than current systems that support just HVAC systems," he says. "We were able to run a



fleet-specified load on the system, including a CPAP machine, microwave, TV monitor and other typical hotel loads, and we recharged from zero within six hours of the start of the truck."

That sounds promising, but LI batteries on that scale are still not cost effective for use as a truck APU.

The ROI just isn't there yet.

Espar's parent company, Eberspaecher, announced at the IAA truck show in Hanover in September that it expects to have a fuel-cell APU that converts diesel very efficiently to electricity in production by 2017. The company says the system would be most efficient when used to power almost all of the truck's auxiliary loads, including air compressors, water pumps, heaters and air conditioners.

Using catalytic convertors and reformers, diesel fuel is converted to "fuel gas" which is used to produce electricity.

Eberspaecher claims they can get the same output with about the same energy input, and nitrogen oxide, carbon monoxide and particulate emissions are 90 percent less compared with a diesel-engine APU.

Development is hardly at a standstill, but some revolutionary change from our traditional sources of auxiliary power is still a few years away.

Meantime, when alternatives fail or

leave you wanting, it's worth remembering that trucks bearing the Certified Clean Idle sticker are allowed to idle even in areas with idling restrictions.

If your APU works in, say 80 percent of the situations you find yourself in, that's fine. Idle for the remainder or get a motel. And if your truck is older and doesn't bear one of the aforementioned stickers, you can get one on eBay for \$4.99. [\[T\]](#)

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# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS

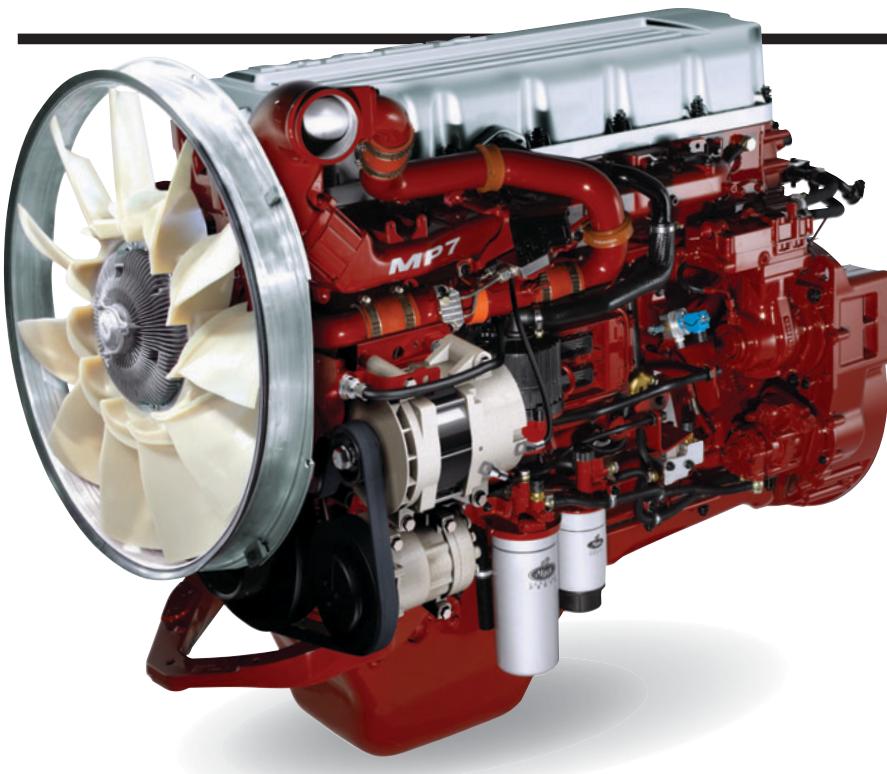


Online Resources:

For more new product items, visit

**PRODUCT WATCH**

on the web at [todaystrucking.com](http://todaystrucking.com)



## MACK'S MP7 405SE

Mack new MP7 405 Super Econodyne sports 405 hp and 1560 lb ft of torque.

**M**ACK TRUCKS recently unveiled its newest integrated power-train offering, the MP7 405 Super Econodyne (SE). It's available with 405 hp and 1560 lb ft of torque.

The SE system is designed with all-Mack proprietary components. The MP7 engine, Mack mDRIVE automated manual transmission (AMT), Mack proprietary drive axles, and Mack's custom software are said to work seamlessly as an integrated package to promote fuel efficiency without compromising power or performance.

Mack says that customers who spec the MP7 SE package with the overdrive AMT and its C125/126 axles can experience up to a 4% improvement in fuel efficiency compared with the standard MP7 and AMT package.

The lightweight MP7 is available in Mack Pinnacle models, intended for regional and bulk-haul applications up to 80,000 lb on predominantly flat terrain and up to 70,000 on rolling hills.

The Mack MP7 405SE is available for order now.

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

## FUEL-EFFICIENT DRIVE TIRE

GOODYEAR TIRE HAS INTRODUCED A FUEL-EFFICIENT LONG-HAUL DRIVE TIRE, THE FUEL MAX LHD G505D

**Goodyear Tire** has introduced what it calls "the most fuel-efficient" long-haul drive tire in North America. Available now, the Fuel Max LHD G505D is claimed to improve truck fuel economy by, on average, 2% compared to a leading competitor.

The estimated fuel-consumption gain is a result of changing all of the tractor's 8 drive-axle drive tires, the company explains. Class-8 tractor-trailer fuel consumption was estimated using the U.S. EPA's Greenhouse Gas Emission Model and ISO 28580 rolling-resistance coefficient data. Actual results may vary. Goodyear says.

The company says the new tire features a highly siped center rib and lateral grooves to help enhance all-season traction; its Tredlock Technology contains interlocking micro-grooves and a wide tread to help stabilize the tread for enhanced toughness; a steel-belt casing package for endurance and robust retreadability; and penetration protectors to help resist stone drilling.

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



## BIODEGRADABLE HYDRAULIC FLUID

CASTROL CARELUBE HTG 32 IS A BIODEGRADABLE HYDRAULIC FLUID FORMULATED USING VEGETABLE ESTER OIL AND ADDITIVES

**Castrol** Carelube HTG 32, distributed by Wakefield Canada, is a biodegradable hydraulic fluid formulated using vegetable ester oil and additives to prevent corrosion, wear, and oxidation. Unlike conventional mineral hydraulic oils, it's said to demonstrate superior biodegradation performance in accordance with the CEC-L-33-T82 and OECD 301B test methods. This readily biodegradable hydraulic oil ensures accidental leaks or spills have a reduced impact on the environment.

It also has good shear stability and a longer service life when compared to other vegetable-oil-based hydraulic fluids, Wakefield says. Its "extremely high"

viscosity index ensures lubrication and protection over a wide temperature range while helping it to maintain stay-in-grade performance and resist breakdown during high-shear applications.

This new product can be used

in a wide range of industries where ISO 32 hydraulic oils are suitable for use. The vegetable-oil base stocks are said to provide superior lubricity as compared to mineral-oil products, which results in less wear and reduced fuel consumption.

Although any spills should be cleaned up and reported in the same manner as mineral oil, Wakefield says the base oils in Carelube HTG 32 will readily degrade in soil and water, and have very low toxicity to bacteria, fish, and assorted soil and stream biota, lessening the overall environmental impact of any residual material.

The new oil comes in 55-gal drums (208 liters or 45 Imp. gal). Wakefield says it's priced "very competitively for this type of specialty hydraulic fluid."

See [www.wakefieldcanada.ca](http://www.wakefieldcanada.ca) and [www.castrol.ca](http://www.castrol.ca)



## NEW BOOK CELEBRATES FRUEHAUF'S HISTORY

To celebrate the centennial of August **Fruehauf's** 1914 invention of the semi-trailer, the **Fruehauf Trailer Historical Society** has produced a book to tell the company's colorful history and that of the family behind it.

Called "*Singing Wheels: August Fruehauf & The History of the Fruehauf Trailer Company*," it was written by Ruth Ann Fruehauf—the founder's granddaughter—and Darlene Norman. Available for sale in both soft- and hard-cover, the 129-page book contains 90 pages of rarely seen original photographs from the family archives. It sells for US\$29.95 and \$39.95 respectively.

Fruehauf's story is an integral part of North American transportation history in the last century. The pioneering company facilitated the growth of trucking as a viable alternative to rail and came to dominate the trailer market.

In 1997 Fruehauf was ranked 75th among the largest companies worldwide, but difficulties internally and externally led to bankruptcy proceedings and the U.S. company was eventually bought by Wabash National, then disbanded. Yet Fruehauf trailers are still being produced elsewhere in countries like Germany, Mexico, and New Zealand.

It all began in 1914 in Detroit, where German immigrant August Fruehauf was a well known blacksmith and wagon maker. He created a sturdy two-wheeler for a local lumber tycoon that hooked to the rear of the fellow's Model-T frame and called it a semi-trailer. Henry Ford responded by cancelling the warranty on the Model-T.

The book is available directly from the Fruehauf Trailer Historical Society ([www.singingwheels.com](http://www.singingwheels.com)) or through Amazon ([www.amazon.com](http://www.amazon.com)).



## PURE SINE WAVE INVERTER

EATON'S TRUCK BUSINESS ADDS A STRONG POWER INVERTER TO ITS PRODUCT RANGE

**Eaton** has added a new DC-to-AC power inverter to its lineup of products for commercial vehicles. The new pure-sine-wave inverter produces either 1000 or 1800 watts of AC power output from a standard heavy-truck vehicle battery and can be used to power phone chargers, computers, heaters, microwaves, refrigerators, TVs, sleep apnea machines, and more.

Inverters can bring productivity improvements and fuel savings from reduced idle time, Eaton points out.

An optional built-in 40-amp charger and standard AC transfer switch automatically transitions between AC utility power and truck battery power to minimize battery discharge.

Safety features include DC and AC over- and under-voltage protection, over-load protection, backup fuses, and circuit



breakers. Designed exclusively for commercial vehicles, the Eaton inverters are UL certified and compliant with TMC and SAE recommended practices.

The inverters are available as OEM options or in the aftermarket.

To assure safety, inverter wiring harnesses are supplied by well respected Purkeys Fleet Electric. They meet SAE J1455 requirements.

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

## Product Watch

### SEVERE-DUTY OIL

CHEVRON HAS CREATED DELO 400 SD SAE 15W-30 FOR SEVERE-DUTY OPERATIONS

**Chevron** has unveiled a new category of motor oil designed to address the growth of severe-duty applications in on- and off-highway markets. Delo 400 SD SAE 15W-30 is an API CJ-4 heavy-duty diesel engine oil formulated with new technology.

The company says the nature of heavy-duty trucking is changing. On-highway operations include shorter haul lengths, a growth in inter-modal delivery, and more stop-and-go operations in heavy traffic. Off-highway applications have new energy-efficient equipment that helps minimize fuel



usage by cycling engines from load to no load. These conditions can make the temperature of critical engine components such as turbocharger bearings soar, increasing the risk of oil oxidation and deposit formation.

Delo 400 SD SAE 15W-30 answers those challenges, Chevron says. It's formulated with proprietary technology, and is claimed to have exceptional oxidation stability and deposit control. The company also claims improved fuel economy compared to SAE 15W-40 conventional oils—up to 0.7 percent more fuel-efficient in long-haul trucks.

The new oil is backwards-compatible with previous API oil-service categories and engine models where XW-30 oils are approved by the OEM.

See [www.thisissevereduty.com](http://www.thisissevereduty.com) and [www.chevron.com](http://www.chevron.com)

### CANTER ENGINE PROTECTION

A RETROFITTABLE ENGINE PROTECTION SYSTEM IS STANDARD ON ALL MITSUBISHI FUSO CANTER 2015-MODEL-YEAR TRUCKS



**Mitsubishi Fuso** says a new engine protection system (EPS), developed at the request of its fleet customers, is now standard on all 2015 models. It's also available as a no-cost upgrade on all 2012-14 model-year Canter FE and FG Series trucks.

The new system will shut down the engine in the event of critically low oil pressure and regulate fuel flow to reduce engine heating upon sensing elevated coolant temperature. It acts as an automatic back-up in the event that the driver fails to respond when the instrument cluster tells him things are amiss.

New 2015-model Canters will come from the factory with the EPS installed. But the company will also be installing the EPS on all of the Canters in inventory at ports-of-entry before they're shipped to the dealer network, and will retrofit the system for Fuso owners who request it from an authorized dealer. This is a software upgrade that takes advantage of sensors already installed on the truck, and can be performed easily during a normal maintenance visit. It requires no hardware changes.

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

### ANDROID GPS NAVIGATION

MAGELLAN HAS EXPANDED ITS FLEET PRODUCT LINE WITH AN ANDROID GPS NAVIGATION DEVICE AND APPLICATION, AND THE FLEET MANAGER DESKTOP TOOL

**Magellan** has expanded its fleet product portfolio with the new RoadMate RC9496T-LMB, an Android GPS truck navigation device optimized for fleet use, and the Fleet Manager desktop tool.

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SUSPENSIONS

## Product Watch

The new offerings will be available in fourth quarter 2014.

The RoadMate RC9496T-LMB is a 7-in. Android GPS truck navigation device with an HD multi-touch capacitive glass display, and is fleet ready with a serial port, dash mount, and black-box cable. The supplemental Magellan Fleet Manager is a desktop tool that enables central office management of bulk software and map updates, route planning, and SmartGPS Eco cloud content.

The Magellan Android Fleet application, included with the GPS device and available separately for use on fleet-ready Android units, provides "advanced" fleet navigation and protocol support. This includes Hours of Service/Log Book at the device and server level, and Automatic On-Board



Magellan RoadMate

Recording Device (AOBRD) capabilities. In addition, time- and money-saving content sourced from the Magellan SmartGPS Eco cloud provides drivers and fleet managers with real-time, local information on fuel pricing, weather (including five-day forecast and overlays), and IP traffic.

The Android Fleet application offers users a host of truck navigation features, including: customizable Truck Route that sets up a vehicle profile and calculates routes based on height, weight, width, length, and hazmat restrictions; it guides users according to their route preferences and vehicle profile.

The RoadMate RC9496T-LMB will be available through retailers in the U.S. and Canada, and online here. It has an MSRP of US\$399.

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

## PROSTAR GETS NEW TRANSMISSION

NAVISTAR HAS EXPANDED ITS TRANSMISSION LINEUP WITH A TREMEC 10-SPEED NOW OFFERED BEHIND ITS 13-LITER ENGINE IN PROSTAR TRUCKS

**Navistar** will offer the made-in-Mexico Tremec 10-speed manual transmission in its International ProStar model with the company's 13-liter engine. Tremec builds a wide range of transmissions with high torque-to-weight ratios designed for weight-sensitive over-the-road and city applications.

The company says the pairing will maximize payload for applications such as bulk haul, but has not offered detail as to the weight of the gearbox compared to others.

Tremec transmissions are well known in the world of high-performance cars, but the company makes heavier gearboxes and its components are used in transmissions throughout the commercial transportation industry. With Spicer transmissions in its DNA, the company is based in Querétaro, Mexico, with another plant in Belgium. It's owned

by Mexican industrial conglomerate Grupo KUO.

Navistar will offer four Tremec transmission options paired with the company's 13-liter engine, available with 370 to 450 hp and 1350 to 1700 lb ft of torque for linehaul and regional-haul applications in the U.S. and Canada.

The company also offers Tremec transmissions as an option in its ProStar with the Cummins ISX15.

Key features and benefits include: the patented Optilube system that provides an internal lube pump and pressurized distribution system to ensure adequate lubrication. The Tremecs are also said to have driver-friendly shift patterns, a wide choice of PTO applications, and deep first and reverse gears for maneuverability.

See [www.navistar.com](http://www.navistar.com) and [www.tremec.com](http://www.tremec.com)

## Diesel Price Watch



**TOTAL**

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	144.9	0.0	126.8
VANCOUVER *	144.3	4.0	99.8
VICTORIA	133.2	1.8	96.6
PRINCE GEORGE	140.9	3.7	107.5
KAMLOOPS	136.9	2.0	103.7
KELOWNA	138.9	2.0	105.6
FORT ST. JOHN	145.3	2.9	111.7
YELLOWKNIFE	144.9	0.0	124.9
CALGARY *	128.1	4.0	109.0
RED DEER	125.4	4.8	106.4
EDMONTON	125.3	6.4	106.3
LETHBRIDGE	130.4	9.5	111.2
LLOYDMINSTER	130.7	8.8	111.4
REGINA *	133.4	7.3	108.0
SASKATOON	135.7	11.4	110.2
PRINCE ALBERT	124.9	5.0	100.0
WINNIPEG *	131.9	5.4	107.6
BRANDON	132.6	7.7	108.3
TORONTO *	123.5	3.3	91.0
OTTAWA	124.4	3.5	91.8
KINGSTON	121.2	2.3	89.0
PETERBOROUGH	117.6	0.7	85.7
WINDSOR	119.6	3.5	87.6
LONDON	122.9	1.8	90.5
SUDBURY	120.8	-0.2	88.6
SAULT STE MARIE	129.2	4.3	96.0
THUNDER BAY	139.0	4.8	104.7
NORTH BAY	123.1	-0.2	90.6
TIMMINS	124.3	0.0	91.7
HAMILTON	121.1	0.4	88.9
ST. CATHARINES	118.6	-0.3	86.7
MONTRÉAL *	128.7	1.3	87.7
QUÉBEC	128.2	1.3	87.3
SHERBROOKE	127.9	1.5	87.0
GASPÉ	124.9	-1.7	88.3
CHICOUTIMI	125.2	1.9	88.5
RIMOUSKI	128.6	2.3	89.5
TROIS RIVIÈRES	128.4	1.8	87.5
DRUMMONDVILLE	127.9	1.0	87.0
VAL D'OR	127.4	2.0	90.4
SAINST JOHN *	131.3	2.3	93.0
FREDERICTON	132.4	1.7	94.0
MONCTON	132.7	2.2	94.2
BATHURST	134.4	2.2	95.7
EDMUNDSTON	131.0	1.3	92.8
MIRAMICHI	134.2	2.5	95.6
CAMPBELLTON	133.5	2.7	95.0
SUSSEX	132.4	2.5	93.9
WOODSTOCK	132.6	-0.2	94.1
HALIFAX *	127.6	1.3	91.5
SYDNEY	130.8	1.2	94.3
YARMOUTH	130.5	1.1	94.0
TRURO	129.3	1.1	93.0
KENTVILLE	127.8	1.1	91.8
NEW GLASGOW	129.0	1.2	92.7
CHARLOTTETOWN *	132.7	0.0	92.2
ST. JOHNS *	134.8	0.7	98.8
GANDER	136.6	1.6	100.4
LABRADOR CITY	140.1	1.2	103.5
CORNER BROOK	135.5	1.3	99.4
CANADA AVERAGE (V)	129.9	3.5	98.3

Updated prices at [www.kentgroupltd.com](http://www.kentgroupltd.com) • Prices as of November 11, 2014 • V-Volume Weighted. (+/-) indicates price variations from previous week. The Canada average price is based on the relative weights of 10 cities (\*).

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## Product Watch

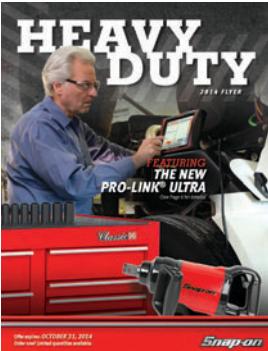
### SNAP-ON HD CATALOG

THE NEW SNAP-ON HEAVY DUTY CATALOG FEATURES THE PRO-LINK ULTRA ELITE DIAGNOSTICS KIT

The new **Snap-on** Heavy Duty Catalog showcases an assortment of hand tools, power tools, shop and tech equipment, tool storage units, mobile carts, and

chests. As well, special pricing is available on a majority of the featured products until Oct. 31.

Among the new products highlighted in the Snap-on Heavy Duty Catalog is the Snap-on PRO-LINK Ultra Elite Kit (EEHD704004) that provides diagnostics for commercial vehicles, from light diesels to class 8 heavy-duty trucks. It's claimed to deliver the broadest coverage ever offered in a sin-



gle handheld diagnostic tool. It offers licensed and tested, OEM-proprietary coverage for major systems such as engines, transmissions, ABS, instrument cluster, emissions, SCR, body controls, and more.

See your Snap-on representative or view the catalog online.

Visit [www.snapon.com](http://www.snapon.com)

### KENWORTH T880 ADDS NG OPTION

KENWORTH HAS ADDED A NATURAL GAS OPTION FOR THE TWO VERSIONS OF THE T880 VOCATIONAL TRUCK

The **Kenworth** T880 day cab and 52-in. mid-roof sleeper configurations can now be spec'd with a factory-installed Cummins Westport ISX12 G 400-hp natural gas engine with 1,450 lb ft of torque. It's available with manual, automatic, and Eaton's UltraShift Plus transmission options, including the 10-speed LAS and 13-speed MHP series.

The natural gas option is seen to be useful for T880 dump, mixer, refuse, and



pickup-and-delivery trucks, and others operating with up to a maximum of 80,000-lb gross combined vehicle weight (GCVW).

The Cummins Westport ISX12 G can run on either CNG (compressed natural gas) or LNG (liquefied natural gas) fuel systems. The engine uses a maintenance-free, three-way catalyst and does not require a diesel exhaust fluid tank, diesel particulate filter, or selective catalytic reduction technology.

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

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**Craig McGurn**, Manager, National Food Sharing, Food Banks Canada

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### STEERABLE SUSPENSION

WATSON & CHALIN HAS INTRODUCED THE SL13K-1190 TRU-TRACK LIFT AXLE WITH STEERABLE SUSPENSION

**Watson & Chalin** has introduced the SL13K-1190 Tru-Track lift axle with air disc brakes, a suspension that provides sufficient clearance for faster installation, proper torqued fasteners, and the ability to maintain track.

The SL 13K Series is the company's most popular steerable model and incorporates its quick-change ride-height system. It's said to be ideal for dump, mixer, refuse, and heavy-haul applications. Lightweight yet durable, says Watson &



Chalin, the axle's Super Short Rail version offers a more compact mounting design when space requirements become critical. All Tru-Track lift axles are backed by a five-year limited warranty.

The company notes that air disc brakes hold up better in extreme conditions, maintain stability, improve performance at cooler temperatures, reduce brake fade, and draw identical power from left and right brakes. Other benefits include easier brake pad changes, quicker adjustments, and greater downhill performance. They're available with an optional dust shield.

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

### GPS FOR TRUCK DRIVERS

RAND MCNALLY HAS RELEASED THE FOURTH GENERATION OF ITS INTELLIROUTE TND GPS

**Rand McNally** says its latest-generation IntelliRoute TND GPS devices for truck drivers have been redesigned inside and out, featuring new hardware, a faster processor, and two new graphical-user-interface options. The company claims they have 35 percent more

truck routing information than other GPS units plus new features like toll-cost estimates in route

planning. The 'Advanced Lane Guidance' feature, combined with enhanced junction views, shows the driver the best lanes in which to drive when approaching a turn or heading toward a complicated intersection.

The 7- and 5-in. devices feature a thin-

ner hardware design. Inside, their faster processing speeds allow for quicker route calculation, point-of-interest searches, and route comparisons.

New navigation options include an 'Avoid Areas' option that allows drivers to avoid areas permanently or temporarily to accommodate closures of bridges or other roads.

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



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## Product Watch

## MODULAR TRAILER SKIRT

TRANSTEX INTRODUCES EZEDGE, A DURABLE THREE-PANEL TRAILER SKIRT THAT'S EASIER TO SHIP, STORE, AND INSTALL

**Transtex Composite** says its new three-panel ezEdge modular trailer skirt is available now, sporting “the same durability and competitive price as its single-panel product,” but easier to store and install. The company says “a driver with an assistant can install the modular system in 40 minutes.” No special tools are required and an installation video and panel positioning guide accurate installation. An OEM can install the system in as few as 15 minutes.

Carriers should expect to save up to 7.3 percent in fuel costs, says Transtex. At that rate, the average carrier will find the skirts pay for themselves in under a year.

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

## MODULAR INGROUND LIFT

NEW ROTARY LIFT MOD35 MODULAR  
HEAVY-DUTY INGROUND LIFT SAID  
TO OFFER HIGHER CAPACITY, LOWER  
INSTALLATION COSTS

**Rotary Lift** has introduced the “next generation” of the modular, environmentally friendly, heavy-duty inground lift—the MOD35 Series. It’s claimed to offer best-in-class lifting capacity and clear bay space, patent-pending pendant controls, and lower installation costs.



## Transtex trailer skirt

The modular design of the MOD35 inground lift enables it to be customized for any application and location. It's available with two or three multi-stage hydraulic cylinders to provide lifting capacity of 70,000 to 105,000 lb.

The new, patent-pending pendant-only control comes standard with every MOD35 inground lift instead of a floor console. The pendant makes it easy for technicians to operate the lift from anywhere in the bay, for more efficient spotting and lifting. The pendant's joystick controls provide infinite variable speed control for positioning, raising and lowering the lift, as well as fine adjustment. A lower-to-lock button provides peace of mind. The exclusive pendant has been Class 1 Division 2 certified for use all the way down to the ground without worry. An optional cord reel will also be available.

By moving all of the MOD35's control and communication functions to the pendant, the standard electrical console is now smaller, to the point that it can be removed from the bay and mounted on a wall up to 100 ft away from the lift. As a result, facilities gain about five square feet of additional floor space, providing technicians with more room to work around the vehicle.

To protect both the environment and the lift, the MOD35 is totally contained in a six-foot-deep steel enclosure that has been sealed inside and out with Rotary Lift's exclusive EnviroGuard coating. The enclosure is warranted against corrosion and electrolysis for 10 years. This containment forms a barrier between the lift components and the ground to trap oil and shop fluids while at the same time locking out groundwater. The MOD35 containment unit also allows for easy access to all lift components and reduces installation costs.



**Carrier Transicold's** new APX remote panels add convenience and efficiency by placing controls in locations more easily accessible to operators.

The remote panels are available in two configurations: flush-mount, designed for mounting inside the trailer near the rear doors; and surface-mount for use on trailer exteriors.

Flush-mount panels are said to be especially useful at distribution centers, where personnel can configure the refrigeration unit control by walking into the trailer from a loading dock. Surface-mount panels are typically mounted near the front of the trailer, opposite the main unit control located behind the driver.

The new APX remote panels provide the same control functionality as the main APX control display common to Carrier Transicold's current X4 and Vector series trailer units. They also include the same dashboard display.

See [www.trucktrailer.carrier.com](http://www.trucktrailer.carrier.com)



The MOD35 builds on the company's MOD30 inground lift, more than 1100 of which have been installed since the product's introduction in 2002. The new lift includes all the features of the MOD30, plus enhancements, and it's said to be fast to set up for servicing any heavy-duty vehicle, from work trucks to articulated buses.

## FUEL FOR THOUGHT

# When The U.S. Revs, We Roar

As long as the loonie lies low, Canadians can compete

**A**s we approach the end of 2014 I would like to take a look at what I see as the future for various segments of the commodity markets.

## ENERGY

The world's energy markets have been turned upside down, to the benefit of North American users and producers of products in this area.

Crude oil will continue to sell off as North American production continues the tremendous growth seen in the past five years. The U.S. will become self-sufficient and the Canadian situation will continue to improve.

The U.S. will be importing less from OPEC nations and therefore will see their balance of payments ease. More importantly, the geo-

political situation will tilt away from OPEC's strong influence on the West and the U.S. will be able to assert itself more strongly.

Want evidence? Crude has fallen to its lowest level since 2012.

Lower crude oil prices have driven heating oil and diesel to their lowest prices since January, 2011 and gasoline to its lowest since November, 2010.

These declines will continue.

## THE CANADIAN DOLLAR

The most important factor for the Canadian economy is what is happening in the U.S. and in the past year, the U.S. has started to emerge again as one of the strongest economies in the world. Canada will benefit as the U.S. revs up.

Indeed while it is well known that Canada is the largest trading partner of the U.S., it is even more important to note that the second place in that relationship is not German, Britain, China or Japan but actually the Province of Ontario.

The Canadian economy will benefit, but a rising Canadian Dollar would make Canada's exports to the U.S. more expensive and hinder trade.

The Canadian Dollar trading at over 1.10 severely restricted exports. The Loonie is down to the high 80s now and that allows Canadian manufacturers to compete aggressively in the U.S.

It is, however, important to note that the Bank of Canada has indicated that a high Canadian Dollar is harmful to the Canadian economy so it has done a lot to keep the Loonie from rising, including keeping Canadian interest rates

lower than equivalent U.S. rates.

This will continue and the Loonie will remain in the low 80s.

## PRECIOUS METALS

The \$4-trillion that has been printed to pay for the U.S. Federal Reserve's buying of bonds from U.S. banks is over, but the effect on inflation has been negligible, and until the banks start to put these trillions into circulation, inflation will stay controlled.

However, when this money filters into the economy, inflation will increase dramatically.

At the present time this is not happening, and with U.S. interest rates rising, the precious metals markets will stay in the doldrums.

However, be prepared for an increase in inflation over the year ahead and when that happens, gold and silver will start to rise.

— By Bob Tebbutt

**Bob Tebbutt** is a partner with Armour Asset Risk Management Ltd.

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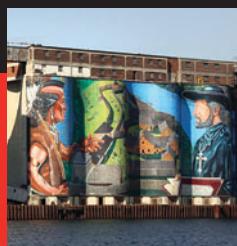
# YOU CAN'T GET THERE FROM HERE

## Huron Candid Camera

Last month's mystery location was the giant mural depicting a **Huron Chief meeting a Jesuit missionary**—a local Millennium project—in **Midland, ON**. As of press time, the only reader to correctly identify the picturesque silos was **Kevin Woods** of Waubaushene, ON, a few miles east of Midland. We award a free **Today's Trucking** cap to the first 10 people to identify the location. If you can guess where the unusual building depicted in this month's photo is, you, too, can be a member of the very exclusive **Today's-Trucking-Cap-Wearing Club**. Just contact **Peter Carter** at [peter@newcom.ca](mailto:peter@newcom.ca) or **416 614-5828** or at the address below.



### November Answer:



Giant mural depicting a Huron Chief meeting a Jesuit missionary in Midland, ON.

## YOU CAN'T GET THERE FROM HERE

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**Phone: 416-614-5828 • Fax: 416-614-8861**  
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**P.S.** If you call your answer in, don't forget to leave your contact details!



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By Peter Carter

# Welcome to The Rotary Club

## Why would I want to take a full second and a half to dial nine?

**O**SBORN 56120. That was our number. When I was a kid, the first two letters of OSBORN referred to the numbers six and seven on the phone dial.

I used to think it was our family's inside joke, referring to Marg Osburne, from *Don Messer's Jubilee*, a TV show that was as important to us Carters on Saturdays as church was on Sundays.

Then I learned a bunch of places did the same thing. My grandmother Carter's number in Ottawa was Parkway 86672.

(Holy. I sure have a whole lot of useless old numbers stored away in my brain. The number for our garage? 57975. The downtown office? 58456. We're talkin' 50 years here folks! Sure wish I could free that space up for important stuff.)

Anyway, back to the past.



OS56120 got you to our place: A three-bedroom one-phone house in which my folks managed to raise 10 kids. As well, for 16 out of the 24 hours of every day, OS56120 connected you to command central for our family business. The other eight hours; 9:00 to 5:00, we had official office numbers.

So that one phone was a lifeline. For our family; our employees' families; and for our customers and suppliers.

And it never stopped ringing.

On any given evening, my father would finish dinner and sit down with the *Sudbury Star* and "RING!" A bus was broken down on the side of 144 just outside Onaping. Somebody would have to head out.

Another night—same week, my mom would have gathered us all to say the Rosary (she was a good Catholic) and—"RING!" Somebody at the garage cut his hand and needs a ride to emerge.

With the buses, there was always something.

And then of course there was everything else.

Our house teemed with visitors, second-cousins, staff drivers, mechanics, job-seekers, uncles who drank too much, clergy who liked a snort every now and then and, although this never applied to yours truly, girlfriends or boyfriends. And housepets.

One of my favorite high-school teachers, the late Martin Finn, described it best.

Finn was much older than me, and I met him first when I found myself in one of his classes at Sudbury Secondary School.

"A Carter?" he said, learning his students' names. "You're an Eye Street Carter? Your house had people falling out the windows!"

It's true. And it was served by just one phone.

When it rang, it was either: A) trouble with the buses so one of us—seldom me because I was the youngest—but somebody—had to go out to work; or B) for somebody else.

Small wonder that around our house the instrument was called not so much the telephone as the damn phone. Its ring was rarely welcome.

But here's the thing.

See that photo?

I didn't swipe it off Google.

I took the picture yesterday, in our living room in downtown Toronto.

Get this: I—and several of my siblings—are members of what I call the rotary club. Yup.

In my living room, it still takes a full 1.5 seconds to dial nine. And I can't press "1" for anything.

I've seen more than a couple of young folks not know what to do around it.

I'm thinking Elyse, my six-year-old "grand Goddaughter"—my Godson Hugh's daughter (get it?) is the only one in her class who knows how to use a dial phone

I don't collect antiques.

I don't yearn for the "good old days." As my father used to say, "The best thing about the good old days is they're gone. I love Skype, texts and anything else that makes communication better.

So answer me this—those of you who grew up in a fleet family and wouldn't trade that experience for all the smart phones in Silicon Valley.

Answer me this:

If it was such a nuisance, why do I hang on to the damn phone? **TT**



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