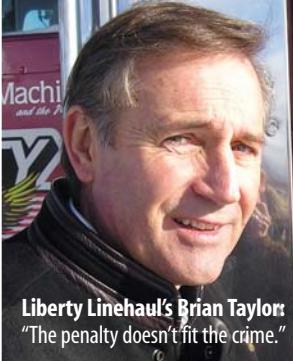


SECURITY: You can't take safety for granted, PG. 18



Today's Trucking

The Business Magazine of Canada's Trucking Industry

April 19-21, 2012
www.truckworld.ca



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TRUCKIN' *with* GAS

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December 2011

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We're betting our hat you can't
guess where this place is.



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Having a winning driver on your team pays huge dividends. There's free publicity. It's a morale boost, a proud flag to fly, and just entering somebody's name shows you care. The winning driver and his or her carrier are often used as expert sources in subsequent magazine stories. Nominate as many drivers as you want.

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The **Highway Star of the Year** award is open to **ALL** drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please submit your nomination as soon as you can. We'll be presenting the award during Truck World 2012 in Toronto, on Saturday April 21, 2012. **Forms are available on-line at www.todaystrucking.com.**



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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Kenneth R. Wilson
Award Winner

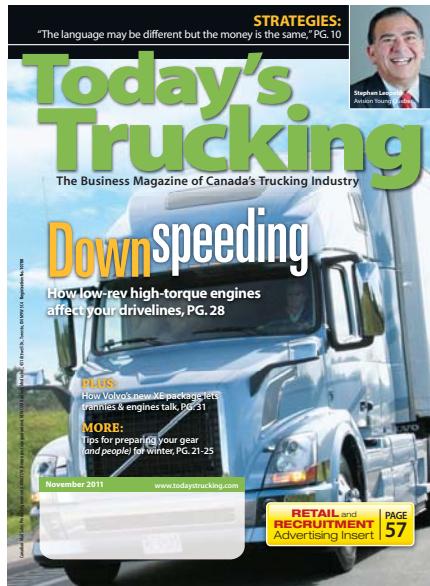
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Progress, in magazines and the trucking industry

I sent you a note on the demise of *Highway Star* magazine and said it would be missed. Fortunately, you released *Today's Trucking* to the free truck stop racks that *Highway Star* use to reside in. I like it a lot. It fits me better than even *Highway Star* did.

I am not and never will be into show-and-shines. Trade shows might attract me one day, but I am around too many people when I work so when I take time off, I go home to quiet (population in my part of B.C.: less than one person per square kilometer).

I started in trucking in the early 70's. Trucks and trucking do not so much change as evolve. One might note... evolution was not so great for dinosaurs.

Will super-singles' better fuel economy win out over their performance in slush?

A single-stick transmission was a big step forward; auto shifters even more so. To me, it comes down to this: Give me the right attitude in a driver, a safe attitude. No ego. No tailgating. Let the other guys pass.

A \$300 service call or \$7,000 for an auto



Mervyn Osborne

shifter is nothing compared to a call from a State Trooper at 2:00 a.m. telling you that your truck is laying on a bus full of kids returning home from the game. The trooper is not sure, but a couple of the kids may make it. You pick your skill set. I know my choice. I have about five years to go until I retire, and I see more hope for the industry that I did 10 years ago. Accidents are down; Out of service citations are improving.

And I think we might be getting closer to seeing drivers paid for all their time.

And that will take some sort of across the board electronic log. Is it taking away "freedom" or improving this industry for our children? Again, I know which side I'm on.

Mervyn Osborne,
Barriere, B.C.

E-Logs? Bring'em!

My employer made the switch to electronic logs in July and I have been approached by quite a few who ask "what's it like?" as one would ask a lion when he last ate.

I tell everybody the same thing. I love it. I love not having to fill out a paper log. It does take a bit to get into the habit of entering duty changes immediately, and the obvious disadvantage is it will not

allow the little white lies that have become generally accepted over the years. Carriers will just have to address this issue by improving trip planning, efficiency and training.

Drivers should embrace these new technologies and work with their employers to find ways to use them to our advantage.

Where drivers have really been left behind is in how we are paid. So this is the final frontier. If we want to remove the fear and ease the resistance of regulation and technology, all that is needed is a pay structure based on time and not on distance.

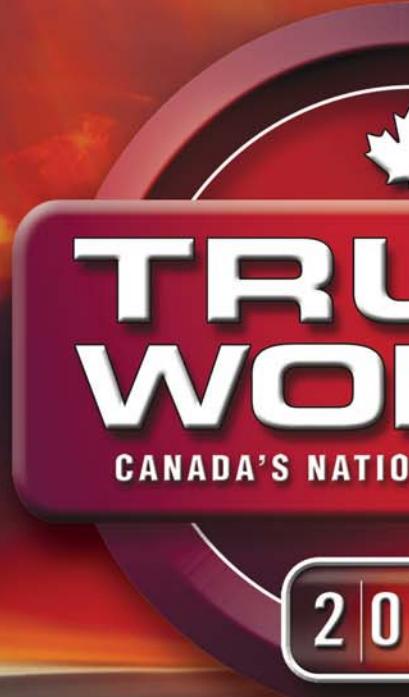
Elliott Willson,
Belle River, Ont.



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Mobil Delvac
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By Rolf Lockwood



A Made-in-China Economy

Even if the trucking industry is some ways a cheap knock-off of its former self, your loads will keep getting through.

Amazingly, the year's all but over, and I'm tempted to wrap things up with a look at what we might see down next year's road. But that seems a little formulaic, even trite, and in any case the standard-issue crystal ball doesn't work any more. All the predictable cycles we once took for granted, all the historical patterns, they're all worth... well, not a thing. Zippity doo dah.

It's a new game every day. There are no longer any precedents.

About 20 years ago we were all given to saying, as if it was the deepest, most original thought ever, that change was the new constant. Opportunists aplenty wrote books on that notion, and every management consultant on the planet made it the core of his standard-issue presentation. The idea got tired and tedious pretty quickly, not least because it was entirely self-evident in the first place.

But we had no idea what 'change' would become. We thought it meant the fallout from deregulation and free trade and a fluctuating, mostly falling loonie. Trifling nuisances in retrospect.

Those days, after all, were before the World Wide Web, 9-11, and then the astonishing greed of Wall Street matched with the equally astonishing lack of regulatory oversight in the American financial world. The evil latter pairing very nearly sent us all back to being hunters and gatherers. It might yet succeed because it hasn't been checked.

Now we have the European brand of insanity. Spineless so-called leaders unwilling to call a spade a spade, unbelievably stupid social-welfare excesses in countries like Greece and Spain that can't come close to affording them, and a witless citizenry with a truly frightening sense of entitlement that no politician is brave enough to challenge. With big banks and whole national economies teetering on the edge of doom, all of this could also send us back to making fire by whacking rock against rock.

Thank all gods for the Bank of Beijing. And Walmart for filling its coffers. We'd be in a deep pool of crap without China.

The funny thing is, with all that said, I'm not especially pessimistic. Humankind has been collectively, startlingly idiotic for millennia, yet somehow we muddle through. I've been putting together a long-term survival kit just in case, but I expect we'll continue muddling in such a way that most of us survive more or less intact.

That was the conclusion reached the other day when I had a lively chat over lunch with a couple of friends, one of them a guy

who might just be our industry's best salesman, the other a very bright contract strategist who works at high levels and examines the big picture for a living. One of them asked me what I saw in trucking's future over the next couple of years.

"You're joking," I said. "You actually think it's possible to see ahead?"

We agreed that future-gazing was an entirely useless endeavour but we did it anyway, concluding that North America will escape economic collapse and will actually grow, if slowly. That means trucking will move forward as well, at the same slow pace, with hiccups, though it may never get back to where it was a few years ago. Or so three of us think.

Do not take that to the bank. It's worth markedly less than a weak-at-the-knees coffee from Tim's brewhouse.



CHANGING THE SUBJECT, to something about which I feel no vagueness at all, I want to say a hearty farewell to my good friend Vern Seeley. He has finally retired after a long career with the Irving Group's trucking companies based in Saint John, NB.

Latterly Vern toiled away as specification manager/tech services for Sunbury Transport, Midland Transport, RST Industries, and other internal fleets, in charge of what trucks and equipment were bought and what weren't. 'Toiled' is a misnomer, in fact, because I don't know if I've ever met anyone who enjoyed his work more. Nor anyone who worked harder.

As I wrote in this space back in October of 2007, there isn't much Vern doesn't know about trucks and especially about tanker trailers. That knowledge will be missed.

Vern has been just as active and busy in his personal life, working very hard in fundraising for the Saint John Regional Hospital Foundation over the last 25 years, for example. He's had a hand in raising hundreds of thousands of dollars for the hospital.

In fact, Mr. Seeley is the kind of guy who helps the rest of us muddle through. A tireless volunteer and a leader. A model citizen if ever there was one.

Happy trails, Vern. And thanks for everything. ▲

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

Dispatch

BY JASON RHYNO

Inspiring Incentives

Ottawa sure makes it easy for other folks to “go green.” Why not truckers too?

Let's face it, says Stephen Laskowski, senior vice president of the Canadian Trucking Alliance (CTA), “Canada has become front and center and not all positive in regards to climate change.”

Back in November, Laskowski stood before the House of Commons Standing Committee of Finance in a pre-budget submission and presented a plan for how trucking companies and the federal government can partner to make the trucking industry environmentally friendly while helping the overall economy.

This isn't about making a case for the trucking industry only—it's about Canada's future as a whole.

Laskowski told the Committee that incentives—like those granted to other sectors—should be extended to the trucking industry, and that the tax system should be modified to reward truck-

ing firms that go green.

“Why has trucking—already complying with tough engine, fuel standards—not received similar consideration?”

Laskowski pointed to Environment Canada turning its attention to Greenhouse Gas (GHG) emission reductions from heavy trucks, which is almost entirely a function of fuel consumption.

The CTA supports Canada's first-ever fuel-efficiency standards for new commercial vehicles, but, Laskowski told the feds, the regulation will cost carriers a premium for moving to GHG-compliant tractors just as the introduction of mandated smog-free engines did before it.

“Fleets are aging when carriers should be replacing older vehicles and investing in GHG compliant trucks and aftermarket devices,” Laskowski told the



ches

Committee. "But because there is plenty of pre-owned, lower-cost equipment available, "truck buyers will have a choice not to purchase trucks that meet GHG regulatory standards."

GREEN MEANS GO

SOMETIMES: The trucking industry could offer the feds the PR help they need.



This also comes at a time of economic uncertainty, when tight access to capital continues to be a drag on investment in new, environmentally friendly equipment.

"The intent of our push," Laskowski explained to *Today's Trucking*, "is that the trucking industry has invested millions of dollars in this technology already but what has been shown in the past is that when governments offer incentives for this type of technology it leverages more money."

"The issue here then is that governments say, 'well, if there's a return on investment for this technology, why don't you go out and buy it?' Well, cash is king these days and cash is challenging in this type of economy. And these types of aftermarket devices cannot be financed through the banks, therefore they come from cash, and therefore government incentives offer folks a true incentive to say 'OK, I was thinking about spending the money here, I wasn't sure, but now I can leverage 20 to 30 percent of government money for this technology—I'll jump in.'

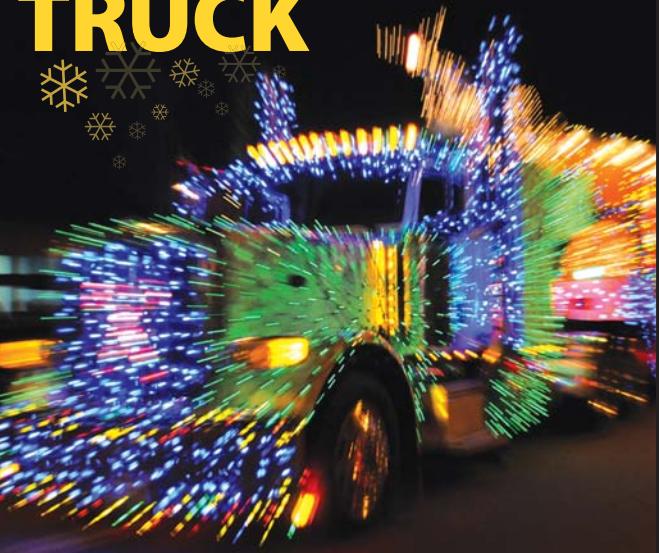
Laskowski knows the challenge of getting governments to invest in any type of

"Why has trucking—already complying with tough engine, fuel standards—not received similar consideration?"

— Stephen Laskowski

Jingle Bell, Jingle Bell, Jingle Bell

TRUCK



This beauty comes from the yard of **SLEGG CONSTRUCTION MATERIALS LTD.**, of Vancouver, and appeared in last year's spectacular Surrey's Santa Parade of Lights, held each year on the first Sunday of December. The event dates back to 2000 and organizers report that it has grown into a multi-level event attracting lit-up rigs from across the province. Truckers from further afield are welcome, too.

FOR MORE. CHECK OUT cloverdalebia.com

program during times like these, but in this case, he says governments have identified trucking as one of the single largest opportunities—next to the tar sands—as an opportunity to meet Canada's GHG commitment.

CTA's "enviroTruck" plan combines new, smog-free

truck engines with anti-idling, aerodynamic tech for both tractors and trailers. If Canada's fleet of 300,000 Class 8 trucks implemented the full plan, CTA says the industry could cut fuel consumption by 4.1 billion litres and reduce 11.5 million tons of GHG each year.

And unlike, say, the Canadian arts community, "This isn't an industry with its hand out," he says. "What we're saying is invest with us, and we'll leverage more investment, greater GHG reductions, and also provide some incentive to a new manufacturing sector that is developing a lot of this aerodynamic technology and it's right here in Canada."

And that's the other shiny lure that the CTA is hoping the feds will bite on: manufacturing.

"We've lost the majority of our truck and trailer manufacturing in Canada—here's an opportunity to get Canadian manufacturing back in Canada with regards to trucking," he says.

The vision here is one where Canada is leading the green tech sector—a young, growing market with untapped potential. "That's part of the main message here," Laskowski explains.



"We can get ahead of the curve, letting people understand what our industry is about, how progressive we are—a very technology-driven industry, a very green industry, and also an indus-

try that can bring a lot of jobs to Canadians by being our own suppliers."

Laskowski and the CTA are also leaning on the feds to "get ahead of the curve" on trailers. The GHG regula-

20-percent reduction you're leaving on the table."

Next steps? Wait. Environment Canada will release Canada Gazette I and the GHG Heavy-Duty Vehicle Regulation. What the CTA is hoping the regulation includes is, among a number of things, a classification of trucks that would allow tax departments to track what is a GHG compliant truck. If that is included, Laskowski and the CTA will continue to lobby for Canadian Capital Cost Allowance (CCA) rates for new tractors and equipment.

And then, of course, there's the next federal budget—but, hey, at least we have a majority government this time around. ▲

The vision here is one where Canada is leading the green tech sector—a young, growing market with untapped potential.

tion only applies to new tractors and engines, with trailers being excluded, placing limits on potential gains in fuel economy. "Trailers aren't going to be dealt with 'til 2018, but that's at least a



The Right Battery, the Right Application

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23-26

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Website: hdma.org

23-26

Heavy Duty Aftermarket Week 2012

The Mirage, Las Vegas
Following HDMA's Heavy Duty Dialogue, Aftermarket Week is jam-packed with educational seminars and educational sessions against a trade show backdrop.Contact: 708-226-1300
Website: hdma.org

january 2012

TRUCKING?
THERE'S AN APP FOR THAT

Man, are there ever a lot of apps out there. Trust us when we say that not all apps are created equal. Some are clunky and prone to crash at inconvenient times while others are overly complicated and about as intuitive as a boulder.

So we called up **Dan Dickey** (or as we know him on Twitter: @BCTrucker1), who runs between Vancouver and Calgary twice a week, and uses his iPod, which is mounted to his dash, to run his apps off of. He also helps maintain bctrucker.com, an extremely thorough website. He stays in touch with his friends and family via Twitter, which, he says, is "irreplaceable."

And he walked us through a couple of his favorite apps. (If one piques your interest, just google the name and it'll get you to the app store lickety-split.)

Highway MultiCam By Stanton Software



This was the first app Dickey mentioned, and with good reason. Normally, if you want to look at a traffic camera from your phone, you'd need to finger-tap your way through a series of menus, maps and an assortment of graphics to get to the camera you want. The MultiCam lets you get straight to the place you're headed. A Favorites List lets you see your most frequented routes—and MultiCam has eyes from Chattanooga to Ottawa and Toronto and Vancouver. The **\$2.99 price tag** is more than reasonable.



BorderTimes



Developed by GeoGrant.com, this app keeps it tight and simple. Pinpoint your location and the app gives you all the border crossings in your area with estimated wait times. Choose southbound or northbound, FAST or Nexus. Clean, simple, and **free**.



Trucker Tools

The only thing missing is the galley sink. **You get:** fuel prices, truck stops, scales, cargo insurance, weather, a message board, rest areas, Pegasus Locator, truck-stop coupons, a routing and fuel optimizer (costs extra), and, for some reason, Walmarts. Sounds fantastic but the Apple

App store reviews were less than favorable, and our own in-house testing found the app consistently slow. Graphic quality needs polishing and the yellow text on blue background makes

reading difficult. That said, the inspiration is there so with a proper re-design and re-think, Trucker Tools could be a great app.



Next Month Reviews:



Low Carb Diet Assistant



FuelBook



february

9-12

2012 Technology & Maintenance Council Annual Meeting

Tampa Convention Center, Tampa, Fla.
Contact: 703-838-1763
Website: truckline.com

march

4-7

Truckload Carriers Association (TCA) Annual Convention

Bayfront Hilton and Convention Center, San Diego, Calif.
Contact: 703-838-1950
Website: truckload.org

april

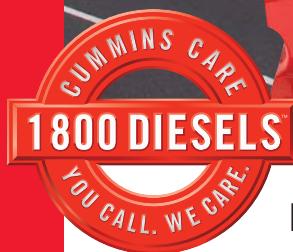
19-21

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Heard on the Street

the position of Show Coordinator. In that role, she will help manage Canada's two largest truck shows. Pamela brings considerable show experience to the job. She has worked on registrations and on-site at numerous shows and she has managed education for engineers and planned a variety of special events. Now, she says, she looks forward to helping exhibitors prepare for Truck World 2012, which takes place at the International Centre in Mississauga, April 19 to 21. — Truckworld.ca

Winds of change

When one of the most famous politicians in the country shows up to your ribbon-cutting, you know something big is going on. Hurricane Hazel McCallion herself was on hand recently to open **National Truck League** (NTL) Insurance Solutions' new office. "We've got a large client base of truckers," NTL president Rod Stiller told *Today's Trucking*. "Many of them owner-operators, and trucking companies, and we're talking to them all the time."

— Nationaltruckleague.com

It's showtime, folks

Newcom Business Media, which publishes this magazine and produces Truck World and ExpoCam, is pleased to welcome **Pamela Burnside** to



People on the Move

John Walsh has been named vice president of marketing for Mack Trucks, Inc. The transition should be a natural one for the media-savvy Walsh who's moving from his role as Mack's director of media and public relations.

Macktrucks.com

Wakefield Canada has appointed **Randy Klein** to the position of VP Sales, Commercial Division. Klein will head the Wakefield Commercial Division with a strategic focus on the diesel exhaust fluid (DEF) and commercial lubricants segment. Wakefieldcanada.ca

Pat Stanghieri, former vice-president of marketing for UPS Canada, has joined Livingston International Inc., to lead the company's strategic marketing efforts.

Livingstonintl.com; UPS.com

Schneider National has partnered with **CN Rail** to offer a new cross-border intermodal service. The service, called Canada Direct, aims to eliminate problems from cross-border rail moves and offer truck-like service. "We put down intermodal roots in Canada more than 20 years ago," says Steve Van Kirk, senior vice president of intermodal commercial management for Schneider National. Schneider.com

Mark Pillow is taking the reigns of Goodyear's business solutions portfolio, which includes the fleetHQ program, on-highway operations, and retreaded tire business. Pillow is leaving his position as director of commercial systems and off-highway tires for Goodyear Canada, a position he held since 2007. Pillow has put in 25 years with Goodyear. Goodyear.ca

Kenworth of Ottawa, a new full-service dealership, has opened at a freshly reno'd facility with expanded hours and easy access to Highway 417. The dealership is located on just over 3.5 acres in Ottawa's industrial area and is approximately one mile southwest of the Walkley Road exit from 417. Kenworth.com



↑ **Jeremy Harrower** is the new Technical Programs Manager at the Canadian Transportation Equipment Association (CTEA). He's replacing Ed Tschirhart, who is retiring after eight years with CTEA. "He [Harrower] has big shoes to fill," CTEA President John Michel of Raglan Industries said. Born in Timmins, ON, Harrower is bilingual and graduated as a Mechanical Engineering Technologist from Kitchener's Conestoga College. Most recently, he worked with SAF Holland. — ctea.com

Fit for Upfitting

SITED ON THE WEB

Western Truckers Adjust to Diesel Shortage

EDMONTON — The current diesel shortage in the west hasn't gutted the trucking industry just yet, but with the busy season fast approaching it could become an issue.

Several sources reported that due to a shortage of hydrogen sulfide needed for production, Suncor has been rationing the supply of diesel.

"We have a couple of small tankers in our yard that we filled up when we heard the rumors that this was going to happen," said David MacNevin, operations manager at Whitecourt Transport, to [todaystrucking.com](#).

Despite various cardlocks implementing restrictive hours, Whitecourt has been able to satisfy their fuel needs. "We haven't starved ourselves," MacNevin said, adding that due to the fluctuating prices, they had to raise their fuel surcharge prices.

[MORE @ <http://bit.ly/vqrMem>](#)

Truckers: Help Fight Human Trafficking

TENNESSEE — The state slogan of Tennessee is "America at its best." But drivers in the great state are being encouraged to be on the lookout for examples of America at its worst.

Specifically, sex slaves. People who are engaged in the sex trade against their will.

Experts estimate that they number in the hundreds of thousands across North America, and many are forced to work at truck stops and other places where transient traffic is steady.

Tennessee Governor Bill Haslam declared Nov. 6 to 12 the first ever Human Trafficking Awareness Week in the state and he's urging truckers across the country to join the fight.

[MORE @ <http://bit.ly/tJJAxU>](#)

Moustaches, Motorcycles, and Do-Good Truckers

CALGARY — Ralph Wettstein, the new president of Canadian Freightways, knew when he was taking over from the retiring Darshan Kally that he'd have huge Kodiaks to fill.

And the trucking and logistics expert Wettstein proved he has what it takes to get stuff where it's needed most.

Exhibit a: A pallet of barbecue sauce that needed transporting, on the cheap, from Ottawa to Kelowna.

A Kelowna-based group of do-gooders who organize the annual anti-prostate cancer fundraiser known as the Motorcycle Ride for Dad, had taken possession of the sauce, which they will use in the May fundraiser.

[MORE @ <http://bit.ly/uupTk6>](#)



Kendis Paris

TODAY'S TRUCKING on

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High School to Teach Kids How to Truck

BRAMPTON, ON. — In early December, parents and young people and other members of the public were invited to an information night at **Bramalea Secondary School** to learn about one of the country's most innovative educational initiatives—the high school's new truck-and-coach program.

Bramalea Secondary School is in the heart of the Ontario trucking country and the school's vice-principal who is championing the new program, Peter Gibson, used to operate Kingsley Transport, a liquid bulk carrier, before he joined the education system.

For the past two and a half years, though, he has been one of three vice principals at Bramalea and this year, under Principal Nancy Chew, he is eagerly anticipating next year's launch of the truck program.

[MORE @ <http://bit.ly/uH95pj>](#)



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Canada: Truck Sales Index

September 2011

CLASS 8	This Month	YTD '11	YTD '10	Share
Freightliner	528	4633	2750	25.5%
Kenworth	485	3683	2780	20.3%
International	438	3585	3458	19.7%
Peterbilt	288	1989	1539	10.9%
Volvo	325	1827	1336	10.0%
Western Star	163	1243	872	6.8%
Mack	174	1221	816	6.7%
TOTAL	2401	18,181	13,551	100.0%



CLASS 7	This Month	YTD '11	YTD '10	Share
International	107	855	600	40.1%
Kenworth	48	384	269	18.0%
Freightliner	47	357	260	16.7%
Hino Canada	28	276	172	12.9%
Peterbilt	33	261	216	12.2%
TOTAL	263	2133	1517	100.0%



CLASS 6	This Month	YTD '11	YTD '10	Share
Hino Canada	22	290	151	42.6%
International	16	255	205	37.4%
Freightliner	27	126	70	18.5%
Peterbilt	1	10	31	1.5%
TOTAL	66	681	457	100.0%



CLASS 5	This Month	YTD '11	YTD '10	Share
Hino Canada	12	397	336	54.6%
International	33	286	115	39.3%
Freightliner	0	24	9	3.3%
Kenworth	2	18	32	2.5%
Peterbilt	0	2	8	0.3%
TOTAL	47	727	500	100.0%



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U.S.: Retail Truck Sales

CLASS 8	This Month	YTD '11
Freightliner	5367	36,251
International	3262	24,659
Peterbilt	2216	16,300
Kenworth	2099	15,158
Volvo	1772	13,291
Mack	916	8841
Western Star	304	1460
Other	1	14
TOTAL	15,937	115,974



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	22	35	16	31	298	91	16	13	6	0	528
Kenworth	58	172	29	44	80	92	10	0	0	0	485
International	20	70	9	19	176	94	25	14	0	11	438
Peterbilt	32	68	19	52	59	45	9	4	0	0	288
Volvo	45	16	9	18	163	54	15	4	0	1	325
Western Star	27	62	5	0	20	21	7	17	1	3	163
Mack	9	21	18	4	85	22	2	1	0	12	174
TOTAL	213	444	105	168	881	419	84	53	7	27	2401
YTD 2011	1526	3678	810	1089	6393	3389	800	346	28	122	18,181

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

POLICE LINE DO NOT CROSS

DRIVING IN THE FAILING LANE:
The perp who swiped the trailers had been busted at least once before.

Drivers, dope and strippers

theft *What we know about cargo crime is that it's seamy, lucrative and huge. And the authorities won't do much about it until you tell them.* By Jason Rhyno

Brian Taylor, president of Liberty Linehaul, was simply using the Hell's Angel's as an example of an organized-crime syndicate but he said he doesn't want to be quoted "too much" about them.

"They could turn up the heat and have half the stuff out of my yard tomorrow," he says.

Taylor, who operates a TL and LTL fleet across the continent out of southwestern Ontario, was talking about the need to have stiffer penalties for cargo theft crimes. His friend recently had some stolen and Taylor was considering accompanying him to the local Crown's office to advocate for tougher sentences for truck thieves.

"I'm not sure how much weight they'll put in a private business owner going to them, and saying, 'let's take the Hell's Angel's!'"

But then he reconsidered.

The Hell's Angel's, like any large crime syndicate, is organized, efficient, and armed with a deep well of resources and relationships.

"People think that it is somebody's kid who isn't working, and he gets caught and goes to jail and he's fixed," Taylor says. "These guys are all organized criminals."

However, "organized crime" doesn't necessarily only refer to large mafia organizations or biker gangs.

"All organized crime means is you've got a plan, you've got a group of individuals,

and you have the ability to deliver that plan," said Sgt. Dan Dambrauskas, coordinator for the RCMP's National Pipeline and Convoy at this year's Atlantic Provinces Trucking Association's (APTA) annual conference.

If the trucking industry wants to make a dent in the estimated \$5 billion being lost to cargo crime, it must, like the criminals, become organized with a plan to deliver.

Easier said than done, however. It not only means bringing together the industry but the police and insurance companies, too. And, of course, putting some pressure on the lawmakers for stiffer penalties.

During the time the Canadian Trucking Alliance (CTA) was working alongside the police and the Insurance Bureau of Canada (IBC) on the cargo-crime report (released earlier this year), the IBC told the CTA that they had the bones of a cargo-crime tracking system, and they could sure use some support.

Cargo crime has been a nasty, fast-growing weed within the industry, but

the data to support that simply hasn't been there.

"Here's a dilemma that I face," Dambrauskas began explaining. "I go to the table with the chief of police and other people in my industry and I say 'you know what, we have to throw more bodies at this, more training.' And they say the stats don't support throwing more bodies. There doesn't seem to be that much crime being reported, it doesn't seem to be that important to the industry."

"We have to start reporting the crime," Dambrauskas said plainly. "And there are some mechanisms in place."

Mechanisms like the Cargo Crime Incident Report, launched in October by the CTA alongside the IBC, as well as various police forces.

The database not only helps catalog information that Sgt. Dambrauskas can bring to his superiors, it will also be a centralized database that police from various regions across the country can tap to obtain and share information.

For example, a police officer in York region had nowhere he could go to check

if a cargo crime had been committed in Peel region, explained David Bradley, CTA president. For a regional-based industry that crosses many jurisdictions by its very nature, a centralized database is a key strategic resource in the fight against cargo crime.

Along with creating a shared database, the information collected can be interpreted to show trends in cargo crime. "One of the fields in the database is a dropdown list of four or five values," explained Evan Di Bella, auto and property and cargo claims manager with Markel Insurance, "basically four or five of our most frequent things. So then we'll be able to say, for example, 25 percent of the loads were identity theft."

The challenge here, however, is getting into the habit of reporting the data. "Thirty to 60 percent of cargo crimes go unreported in this country," said Dambrauskas. "We all know why that is: there's a fear that insurance rates will go up, it's going to

affect my deductible, and worse than that, my clients are going to lose faith in me, and they'll just stop shipping with me."

The cost, Dambrauskas stressed, is felt by everybody. "It does affect the average Canadian because there is a cost associated with that and the cost gets downloaded to somebody somewhere, at the end of the day."

Di Bella agrees. "People are skeptical of insurance by nature, and it is a concern—I appreciate that. However, if we don't stop this problem or limit the amount of cargo being stolen, everybody pays, regardless of whether it gets stolen from one carrier. If 25 percent of Markel's carriers they insure are getting their cargo stolen, we have to raise our cargo premium across the board to cover these losses."

The information collected for the cargo crime database is not shared with a trucking company's respective insurer, either. "The information that we are data basing



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is: what's the volume, what are the packages like? Were there serial numbers associated? How many boxes on how many skids? What was the name of the product—information that is truly not very sensitive,” explains Di Bella. “But we need to tell people that what they are looking for is ‘this’ so when they see it they can identify it.”

During a question period after Sgt. Dambrauskas’ presentation, a member of the APTA mentioned getting the run-around by his local police detachment—a legitimate concern. “I think that carriers became frustrated with what they thought was a lack of follow-up in many instances,” explained Bradley, “and people just stopped reporting them.”

“That’s my job,” said Dambrauskas to the APTA member, before handing him a business card. “One of the big things that we’re doing is starting to train our own people. They need to understand the industry, they need to understand about trucks, they need to understand the impact of cargo crime.”

Again, the database is the spark to get all of this running. But once it’s running, there are still challenges, perhaps none bigger than lobbying the government for stiffer penalties for people convicted of cargo crime.

Last November, two trailers loaded with about \$1 million worth of Sony PlayStations were swiped from Brampton, ON. The heist attracted widespread media, making it difficult for the thief to move the gaming systems, and about a month later, a man was arrested and charged with possession of stolen property. That same man had been arrested in November, 2009, and charged with possession of stolen property, failure to comply with probation and failure to comply with bail requirements.

And then there was the high-profile incident of a stolen truck leading police on a chase up and down the QEW in Toronto of this year.

The driver? The same suspect, according to reports, who had stolen the load of PlayStations.

Never mind the fact that this guy is

“They get B.C. bud, export it to the U.S. and trade it for cocaine, they give that to the strippers that are stripping at the strip joints.”

clearly bad at his job, the issue at hand is how he made bail and went right to stealing another truck.

“The biggest problem they have is that the penalty just doesn’t fit the crime,” Taylor says. “It’s a five-billion-dollar industry now, so you got that kind of money involved. Mexico didn’t deal with their drug problem for 20 years, and now it’s the equivalent of World War II at some of those Mexican towns. They made billions of billions of dollars on bringing dope into the U.S. We’re creating the same situation. That five billion dollars is going to criminals and imagine what they are going to be building up, and the channels and relationships to be able to fence this stuff quickly.”

Stiffer penalties aren’t going to happen until the average Canadian realizes the

impact of cargo crime—that it isn’t some kid next door stealing a CB radio, and that the money from stolen goods funds other crimes. “If they need a little bit of cash, they steal a truck and fence that off,” Taylor says. “It’s diversification in enterprise for them. It just funds other illegal activities.

“They get B.C. bud, export it to the U.S. and trade it for cocaine, they give that to the strippers that are stripping at the strip joints, they give it to the kids at the high school—I mean these guys do anything that they want to do.”

With the cargo crime database being built, and the growing involvement of the right organizations and people, lobbying the government is an important step.

“We’re not going to change the situation overnight,” says Bradley. “I think we made some great strides in terms of raising awareness, in terms of some of the advisory groups we’re now participating on with the chiefs of police, but I don’t think anyone should delude themselves; it’s going to take a lot more work before we begin to really crack this problem.” ▲

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drivers *What a driver tester can tell about job-seekers even before the truck hits the pavement.* By Geoffery Medweth

We take road testing very seriously where I work. We give candidates a copy of the road test well in advance of the test, and then we road test them for some two hours.

I classify candidates into three groups: The **good ones**, who know what they are doing (and study in advance); the **bad ones** who know not what they are doing and prove it; and finally **the seals**.

The seals are the ones who pass the test, but that's about all they can do.

I equate them to the trained seal playing "Row-Row-Row your Boat" at the local marine amusement park.

Sure, he might be able to play the song, but does that make him a musician? Because it's important to discern seal drivers from real drivers, I came up with this short list of "tells" and character types that help us make that all-important distinction.

THE LIST

1. Ralph Lauren meets Clem Kadiddlehopper

This is not a job with the CIA, so there's no jacket required. On the other hand, please do not show up looking like you just finished a hog-corraling competition. Either extreme—uber-formality or utter slovenliness—is suspect.

2. B.O. means K.O.

You may end up driving alone, but if I have to ride around with you for an hour or so, please do not inflict your pheromones on me. Bathe and brush your teeth before coming to see me. Please. (And is that really how you'd show up at a customer's?)

3. The Quizmaster

If you know how to do a pre-trip, then you will not have to ask me "what's next?" or "am I done?" If you need to ask, you don't know the answer.

4. Rickey Bobby and his amazing NASCAR pretrip

Sign number-one of incompe-

tence: Doing 500 laps of the truck, trying to pick off items. I might let you go back once if you immediately remember that something was forgotten, but after the third ring around the rose, I know you're on a fishing trip.

5. Flashing your Red Green card

Pointing at the a/c compressor and calling it the alternator does not instill confidence. Not knowing the difference between coolant and washer fluid tells me you will soon be cooking an engine for some other company.

6. Mr. "It seemed like a good idea at the time."

If you grab the king pin and shake it, telling me you do this to "ensure it's solid," you are in the wrong line of work. Consider that in two minutes you are about to hit it with all the force of a 19,000-lb truck. In pulling on it feebly, all you have managed to do is ruin a pair of gloves.



THE SHADOWS KNOW:
Does your demeanor reveal a darker side?

7. Showing off your amazing super-hearing powers

The same applies to sticking your head out the window and listening for air leaks. The proper way to check for leaks is to shut the truck off, release the brakes, apply hand and foot brakes and watch your gauge.

8. The strong silent (unemployed) type

Be prepared to talk. I never stand stoically with my clipboard like a road-tester from central casting. I like to ask about previous experience

and to get to know the candidate. It's part of the job application. If I sense you're not forthcoming with information, I'll wonder if you're being honest.

Finally, if you do the pretrip smoothly, prove that you can drive and be a half-decent conversationalist, you've made me actually enjoy this two-hour break from my office. What more could a driver tester want? ▲

Geoffrey Medweth is Milton Terminal Operations Manager for Arnold Bros. Transport.

— By Peter Carter

Surrey, British Columbia. Seven a.m. It's a November Monday morning. And it's raining out. Plus the trucking industry has seen better weeks. Among other woes, the American government had just announced the delay of the Keystone pipeline. What's more, the most-frequently visited story on the **Todaystrucking.com** news site that week was headlined "Western Truckers Adjust to Diesel Shortage."

"Today," Coastal Pacific Xpress (CPX) President Jim Mickey told *Today's Trucking*, "might not be the best time to ask if I'm optimistic about what's going to be happening next year in our industry."

Typically, Mickey exudes optimism. This year? Not so much. He managed to mention that CPX was in the middle of taking delivery of 500 new reefers, and that CPX has been raising rates regularly to keep their service at its expected high level of quality. He also mentioned that one of the budget items that's going to get boosted in the coming year is driver pay. He wants to be ready to cope lest the driver shortage arrives sooner than later. He didn't mention the fact that earlier this year the British Columbia Government recognized CPX's human-resources achievements by awarding it a special commendation for its staff health and well-being, but still. The company's going great guns.

So why the pessimism, Jim?

Mickey happens to be one of those increasingly rare individuals who actually think before they speak, and he gave considerable thought to his answer.

It's not CPX he's worried about, so much as trucking, in general.

"When the biggest retailer on the planet makes a promise to his customers that every day will be cheaper than the one before, something's got to give. Cheaper prices for consumers have an ugly side to them," he says. "In order to continue delivering lower prices everyday, somebody has to bite the bullet."

Right now, the bullet is not being bitten so much as dodged. And Mickey's certainly not alone in his assessment of how that's happening. Rate cutters run non-compliant and when they go out of business, others pop up in their places.

"I think this constant churn of substandard performance is unsustainable," says Mickey. "I can find all kinds of reasons not to be optimistic."

"It's like the power grid that's taxed to its maximum and if one person lights another bulb, the whole thing will blow."

A month earlier, the American Trucking Associations (ATA) held its annual management conference in Dallas. The question on everybody's mind? Where is the trucking industry headed? And the answer was—and you might find this surprising, given

OUTLOOK 2012

Good From Far but Far From Good

2012



"Somebody's got to bite the bullet."

— **Jim Mickey,**
Coastal Pacific Xpress

the desperate state of the economy in general—muddled.

Bob Costello is the ATA's chief economist. Here's his take: "Right now, freight demand is moving sideways, rather than falling off a cliff like it did in 2008," Costello said.

"That indicates to me that we might just skirt by another recession."

Talk about your lowered bar. Avoiding a recession is the best they can hope for.

Costello said the outlook for the trucking industry is muddled, with softening demand and rising costs on one hand, and capacity looking to remain tight on the other.

"No one is doing great," he said, "but it feels like larger companies and shippers are outperforming small businesses right now." This, Costello explained, is likely due to relationships with larger shippers.

Cost pressures on fleets were significant, he admitted, noting inflation rates on fuel, equipment, and driver wages are exceeding inflation rates for the broader economy.

Part of the reason for the hike in driver pay is the culling of the herd, partially attributable to CSA. Michael Baudendistel is a transportation analyst with the American investment firm Stifel Nicolaus and he says the driver shortage is surprisingly problematic in the U.S.



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NEWSFLASH: The secret to trucking success? PROFIT.

And the lack of the profit motive is what's eroding the quality of the industry.

But wait. It's not as 101-ish as it seems.

One of the primary reasons so many smaller players don't survive or run non-compliant trucks at bottom-basement prices until they go broke—or worse hurt somebody—is that they're not geared towards profits; they're happy with survival. Larger publicly traded firms must earn profits for shareholders and they're under a constant

microscope to do so. Cutting prices in order to survive will simply not work for long.

That's the opinion of Walter Spracklin, a transportation analyst with RBC Dominion Securities and one of Canada's leading truck-industry watchers. He's paid to monitor the large publicly traded carriers and his advice could well be heeded by owner-operators and smaller carriers alike, who often fail to add a line called "profit" on their budgets, if they have budgets in the first place.

"Private companies don't have the scrutiny or often

"You'd think that there'd be plenty of people around to drive trucks when unemployment is this high but now, they're not qualified people." This, he says, all bodes well for, once again, the good guys.

Things look good for a well-capitalized carrier that doesn't have debt issues and has good CSA scores and does a reasonably good job retaining drivers and the ability to replace the fleet when it needs replacing.

"The outlook for 2012 generally," he says, "is positive." Positive, that is, if you're already on solid ground.

Good carriers will be able to put through single-digit rate increases, he says, as long as the driver-shortage issue continues to be exacerbated by CSA and as long as the debt-ridden and non-compliant carriers get evolved out of the food chain.

Walter Spracklin—an analyst with RBC Dominion Securities here in Canada who gets paid to keep his eye on this country's biggest publicly traded players—says the driver shortage in Canada is not the same as in the U.S., and it hasn't limited capacity yet.

"The weak economy is masking the driver shortage affect."

Hence, capacity remains at large. Spracklin says in some areas of the country, like the oil patch, "Trimac's western operations are knocking the ball out of the park, especially in Montana and northwestern gas and oil properties."

"Contrans is telling me they're picking up some new contracts and losing a few to competitive bids.

"Ontario's weak, the west is strong, I'd have to say from 30,000 feet, it's generally flat. I'd say when we're talking about a global outlook, we're seeing a slowdown but not a recession." ▲

don't have the sophisticated shareholders who insist they remain focused on profitability," he says.

"But everybody running a business should be focused on profitability."

"There are some very well-run private companies out there but they don't stay out there like that for long because they get scooped up. You'll catch Alain's or Stan's eye and you'll get a call."



"Everybody running a business should be focused on profitability."

— **Walter Spracklin, RBC Dominion Securities**

"Why are you in business otherwise? If you're growing for the sake of growth you're only going to lose; you'll be pricing your business just to stay alive; unfortunately we see a lot of that," he says.

Another upside to running a smooth operation? You'll get wooed.

Alain, in this context is TransForce President Alain Bedard, and Stan is Contrans' CEO Stan Dunford. The week before Spracklin talked with *Today's Trucking*, TransForce purchased one of Canada's largest private carriers, Quick X, a \$200-million company with about 600 employees.

CHARTING THE COURSE TO PROFIT

In today's tough economy, transport companies are facing more challenges than ever. Factors like higher fuel prices, shrinking margins, and reduced shipping opportunities are forcing organizations to do even more with less. But in doing so, some organizations discover they don't have the internal resources needed to properly assess, manage and achieve the new expected level of performance. Luckily, they can look to Shaw Tracking to provide these resources. Shaw Tracking's Professional Services team can assist in the deployment of technology and help manage operations in order to take greater control over profits.

Professional Services Support

The opportunity for increased control over profits comes from implementing new technology within an organization's current operations. As with any new technology, it is common to question the most effective method of calculating its Return on Investment (ROI). The solution? Set up benchmarks prior to rolling out the technology against which the ROI can be measured. This is why Shaw Tracking's Professional Services has made its mandate as follows: To provide organizations with a proven methodology and the tools to effectively measure the greatest potential for ROI. Shaw Tracking understands that the groundwork must be laid before putting all of an organization's benefits and costs into any given profit-driven formula. After all, every formula is as unique as the business it's coming from. Shaw Tracking's Professional Services' step-by-step method to calculating true, attainable ROI provides:

- succinct and complete project definitions
- the scope and boundaries of the project
- the 'soft benefits' made tangible and quantifiable in monetary terms
- a solid, water-proof line of argument and attainable ROI document
- a sensitivity analysis of final results probability and the major risk factors that impact it

Automated Hours of Service

Shaw Tracking offers fleet managers the tools they need to accurately monitor and assess their performance, efficiency, safety, compliance, driver and truck information, all in near real-time. The Hours of Service application uses the electronic on-board recorder (EOBR) embedded in the MCP100 hardware solution, and complies with Canadian and US regulations.

This technology allows for improved dispatch decisions, increased productivity and maximized miles per truck per day. As such, the Shaw Tracking Hours of Service application was designed as a proactive management tool, enabling fleets to optimize their dispatch assignments by providing accurate, near real-time driver availability information to the load planning process.

As a web-based software service, the information is delivered to the dispatch system via a web interface. It can also be viewed online with a web browser. This automated record-keeping system helps reduce costs by eliminating the use of paper logs and

by mitigating the driver violations and fines associated with non-compliance. Additionally, the Hours of Service application runs on the OmniTRACS platform, which minimizes the need for up-front investment and driver training.

Proven Results

Over the past year, Shaw Tracking's Professional Services has delivered proven results and greater profits to many new and existing customers. On average, the following results have been delivered:

- an average savings of \$929,955 annually per customer
- an average savings of \$6,461 per truck per year

So if you're wondering whether Shaw Tracking is right for you, ask yourself this: With greater control over your operations and profits, can you afford to go without it?

Call 1.800.478.9511 or visit SHAWTRACKING.CA for more information.





AND THAT HAS GOT WHAT TO DO WITH THE PRICE OF OIL IN CHINA?

— Bob Tebbutt is vice president, Peregrine Financial Group

Despite the troubles in Europe over indebtedness in Greece, Italy, Spain and Portugal, the wholesale price of diesel on the New York Futures market has shown a steady rise since the start of 2009. The question is, will it continue?

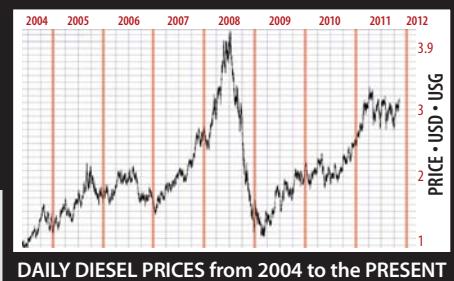
While U.S. and Canadian fuel costs have followed the accompanying chart—an increase of almost 182 percent from a low of \$1.20 a gallon (32 cents per liter) in January, 2009, to its current level of over \$3.00 (79 cents per liter).

THIS RISE HAS BEEN CAUSED BY A NUMBER OF FACTORS:

- The increase in demand for all fuels since the pit of the recession in January, 2009;
- Chinese increase in their economic

growth by a steady minimum of nine percent;

- Demand increases out of India, Brazil, and Russia;
- The slowdown in the world's economies cut back on drilling expenditures to find new sources of Crude Oil;
- The steady decline in output from the OPEC countries;
- The so called "Arab Spring" that unleashed disruptions in the Middle East, cut Libyan production down to a third of its normal and threatened even Saudi Arabia's potential production;
- The BP Crude Oil disaster in the US Gulf has meant a longer delay in getting approval for new drilling;
- The rise in value of the Chinese Yuan has



DAILY DIESEL PRICES from 2004 to the PRESENT

made crude oil and other commodities cheaper for that nation;

- The inability of North America to provide excess crude oil to the rest of the world despite high North American inventories. The price of crude oil has risen over \$20 and represents a 28-percent increase in the raw material since the first of October. The price of energy is going to continue to rise and that means that diesel prices will probably rise to near the highs we saw in 2008 within the next year. Are you prepared to deal with \$4-per-gallon (\$1-plus per liter) diesel? Or more importantly, are your customers prepared to pay? — Bob Tebbutt

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The Price of Gas These Days

The wildly expensive CNG/LNG truck is miles and miles outside the financial ability of any normal for-hire or private fleet. So why are some truckers tanking up?

BY ROLF LOCKWOOD

Natural gas is steadily gaining more adherents, even though—in Canada—subsidies are few and far between to help with the huge capital cost involved in buying NG trucks. And that's not to mention the fact that truck-fuelling infrastructure is almost non-existent.

But not completely. A Quebec project and another in B.C.'s lower mainland are about to change things. These two are the only provinces actively supporting the construction of such LNG filling stations, but there are already more than 100 in the U.S.

Canada's first liquefied natural gas (LNG) fuelling station opened recently in



Boucherville, on Montreal's south shore, where Robert Transport, Gaz Metro Transportation Solutions, and a slew of politicians came together to cut the celebratory ribbon. Robert is planning to have 180 LNG tractors on the road when the initial project is done.

Just a little later, FortisBC opened an LNG fuelling facility in Abbotsford to supply the gas to Vedder Transport. As with the Quebec project, the two companies worked together to construct the station.

Vedder Transport will now be able to refuel its new fleet of 50 LNG-powered trucks on their own premises at rates regulated by the British Columbia Utilities Commission (BCUC). Delivery of Vedder Transport's first LNG-fuelled Peterbilts has already begun and by the time you read this, 22 of them will be in service. All 50 are expected to arrive by early 2012.

Both the Robert tractors and those run by Vedder use engines developed by Westport Innovations.



PUMPED-UP RIGS: Vedder Transport now has an LNG fuelling facility in Abbotsford, BC. It has 22 of these Peterbilt 386 LNG rigs running now, will reach 50 soon.



FOR INFO

Transport Groupe Robert
www.robert.ca

Gaz Metro
www.gazmetrost.com/index-en.html

Vedder Transport
www.vtlg.com

FortisBC
www.fortisbc.com

Peterbilt
www.peterbilt.com

Westport Innovations
www.westport.com

SmartWay
www.epa.gov/smartwaylogistics

Canadian Trucking Alliance
www.cantruck.com

THE BLUE ROAD

As part of a C\$5.4-million demonstration project called the “Blue Road,” the Boucherville LNG station is the first of several that are planned to open along the 800-km corridor between Quebec City and the Toronto area. The next one will open in Mississauga, ON, just west of Toronto, and a third in Quebec City, two hours east of Montreal. There are nearly 50,000 truck trips along that route each week.

The Blue Road project is based on the Quebec government’s incentives for heavy-duty trucks running on natural gas. It established a \$1.8-million grant to set up the infrastructure needed to develop LNG technology and has offered significant tax incentives for the purchase of trucks.

At the centre of all this is Claude Robert, president and CEO of Robert Transport, the seventh largest for-hire fleet in Canada with a vehicle count of about 4,500. Almost exactly a year ago

he and Peterbilt announced his purchase of 180 LNG trucks, mostly model 386 (his latest is pictured here). They’ll be used on routes between Montréal and Québec City, and Montréal to Toronto, though not all of those trucks have yet been delivered.

“This is a win-win for both the environment and our company,” Robert said at the time. “Our goal is to find alternatives to diesel and to reduce our greenhouse gas emissions by 20 to 25 percent.”



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HOMEGROWN GAS

The estimate for Vedder's GHG emissions drop is 27 percent compared to diesel, according to FortisBC, and the fleet will be using LNG from right in BC. So Vedder is not just helping create a new market for natural gas but also helping the province's economy and its climate action plans.

"At Vedder, we're committed to protecting the environment for future generations," says Fred Zweep, president of the Vedder Transportation Group. "Adding natural gas trucks to our fleet will help us reduce transportation-related emissions, ultimately improving air quality while reducing fuel management expenses."

The company specializes in the transportation of food-grade products in a bulk liquid or dry state and offers truckload and LTL services across the continent. The new trucks, subsidized by small grants from FortisBC, will be used on routes within southern BC.

PERFECT ALTERNATIVE?

Natural gas is not the answer to all our transport-fuel needs, not least because government help will be needed if it's to become a major player. Forgetting the infrastructure challenge, there's the simple cost issue. The wildly expensive CNG/LNG truck is miles and miles outside the financial ability of any normal for-hire or private fleet unless there's significant access to public coffers.

This point was clearly made a year ago when a report was released by the Canadian federal department of Natural Resources, entitled 'Natural Gas Use in Transportation'. The report acknowledges the cost issue, as the Canadian Trucking Alliance (CTA) had been—and still is—urging governments to understand.

"The current premium for an LNG tractor is in the neighbourhood of up to 100 percent or even greater over that of a conventional unit," said CTA chief David Bradley at the time. "LNG has the potential to serve as an important niche in the trucking marketplace. It won't be suitable for every type of operation... But as part of a broad, comprehensive strategy for reducing GHG emissions from trucking, it definitely has a role to play. It is certainly of more potential benefit than biodiesel, for example."

Among the recommendations: fiscal measures to reduce the upfront and ongoing capital risk for investing in LNG.

"We'd much rather that the federal government focused on these real solutions than trying to push things like biodiesel down the industry's throat," said Bradley.

The benefits of natural gas are nonetheless real, led by lower CO₂ (carbon dioxide), NO_x (oxides of nitrogen), and green-

house gas emissions. It presently costs less too, in the range of 25 to 40-percent less than diesel. Proponents also claim lower maintenance costs because natural gas burns cleaner so engine parts stay cleaner.

And while it means more in the U.S. where 'energy security' is a much bigger issue than it is here, the abundance of natural gas in Canada is no small deal.

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BLOOD SWEAT AND GEARS

A DOZEN THINGS YOU SHOULD AND SHOULD NOT KNOW ABOUT TODAY'S OIL AND COOLANT ANALYSIS.

— By Deborah Lockridge

OIL and **COOLANT** are like your blood and your sweat respectively and they have to work together to keep you alive. That's from Dave Tingey, senior data analyst with Polaris Laboratories. "If your body is sweating while you're running, you're healthy," he explains. "If you stop sweating, your blood is going to heat up, and you're going to die. If your coolant doesn't do its job, it's going to oxidize that oil prematurely, and next thing you know, your vehicle's going to die."

Like your body, your engine fluids should have regular tests to check on their health. Here are 12 things you should know about today's oil and coolant analysis.

1 It's not your granddaddy's engine anymore. New engines, new fuels and new coolants have affected various aspects of fluid analysis. "With the constant reformulation of your coolants and your oils, the constant upgrading and redesign of your engines to meet emissions specifications, the loads put on oil have to be understood, and you have to realize how to best manage that piece of equipment," says Tingey. "Oil and coolant analysis give you the ability to do that."

Elizabeth Nelson, coolant program manager at Polaris Laboratories, also notes that today's cooling systems have higher temperatures, higher coolant flow rates and higher pressures. "There's a lot more going on than back in the '70s because of the evolution of that engine."

One area of significant concern is coolant leaks in oil over the past few years. With exhaust gas recirculation coolers a feature on new trucks since 2007, labs and fleets also have reported a frustratingly high number of EGR cooler leaks. In fact, according to



Mark Betner, heavy-duty lubricants manager with Citgo, 50 percent of premature lube-related engine failures in on-highway trucks are related to coolant contamination.

Oil analysis can help catch coolant contamination in the oil before you see significant engine damage, and coolant analysis can help detect something wrong with the cooling system.

2 There have been advancements in testing. For instance, the advent of ultra-low-sulfur diesel (ULSD) has required a change in the way labs look for fuel dilution in the oil. Without as much sulfur, Polaris has switched to gas chromatography to measure the amount of raw fuel in the oil. ULSD also has affected the importance of measuring TBN—total base number, a measure of the acid neutralizing capacity of oil. Says Stede Granger, OEM technical services manager with Shell Lubricants, "With the use of ULSD, we don't generate sulfuric acid in the crankcase anymore. There are other acids that form, but they are not as hard. So the focus on TBN just doesn't have to be what it was before."

Blood Sweat and Gears

Another advancement in testing, says Peter Thompson, director of marketing for Valvoline, is microscopic particle examination. "It really gives detailed information on different wear particles," he explains.

Chuck Hamilton with CHS notes that ferrous metal (iron) content testing has become available at many used oil analysis labs, using a Particle Quantification Index (PQI). This test will pick up the presence of larger iron particles, such as a gear tooth or slivers.

3 Oil analysis

can prevent premature wear and catastrophic failure. With oil analysis, "You can see problems that are coming down the line with the engine," says Henry Neicamp, field services manager for Polaris Laboratories. "So you can correct that situation instead of waiting till the engine has a failure. It doesn't cost that much to do oil sample analysis, but the cost avoidance is significant as opposed to a significant engine repair and its resultant loss of productivity and downtime." Shell's Granger says with oil analysis, "you can actually see if you're starting to inhale dirt into the combustion chamber, because you see that in the crankcase in elevated silicates. Years ago I saw an engine where that had happened; it's amazing the amount of engine wear that took place."

Because oil analysis can alert you to situations where the oil's no longer protecting the engine as it should, it's a must if you want to extend your oil drain intervals beyond the standard recommended by your engine maker.

4 Coolant analysis is more than checking additive levels. It's not just oil analysis that can help catch damaging problems early. Traditionally, coolant testing in the field has focused on additive levels and whether there's the right concentration of coolant vs. water. But coolant testing can do much more. People tend to put coolant in and forget it, but there are mechanical things that take place in the

cooling system that will destroy that coolant, and the coolant in turn will attack the metals in the engine.

Laboratory testing can catch cooling system problems early, such as combustion gas leaks, electrical ground problems, localized overheating issues and air leaks.

For instance, Nelson says, pH levels can not only tell you if someone mixed a conventional fluid with an extended-life organic additive coolant, but also whether there is a chemical reaction taking place in the cooling system. Glycol, the foundation ingredient of coolants, can break down in excessive heat, forming degradation acids, and that can cause severe pitting in the cooling system. And that can come from something simple like a defective pressure cap, or corrosion and dirt plugging up cooling system passages. Polaris Laboratories recommends twice a year, before summer and before winter.

5 More coolants mean more potential for mix-ups. Increasingly popular extended-life coolants are based on organic additive technology, which doesn't work the same as traditional coolants. Sometimes even different brands of extended-life technology don't play well together.

As Shell's Granger explains, "We do not recommend mixing, because your corrosion protection could significantly suffer. The additives in the [traditional] silicate product protect against corrosion in a much different manner than an extended-life coolant. When you mix the two, you may end up without enough of either type of additive to protect against corrosion."

There are some test kits out there. Shell, for instance, just introduced a new coolant contamination test tool for its Rotella extended-life coolants and other leading brands, which uses two vials and three simple color indications. Its purpose is to make sure traditional coolant has not been mixed in with the ELC. But don't automatically assume that a test that works for one brand of extended life coolant will work for another. In addition, there's a new "waterless" coolant on the scene. Evans coolant, because it's made with glycols undiluted by water, boils at a higher temperature than regular coolant, allowing for reduced fanon time and fuel savings, according to the company.

This also means a very different additive package—without water, non-corrosive additives aren't required, for instance. So for this coolant, the biggest thing to test for is the accidental addition of water.

6 Alternative fuels

can change things. If you're running alternative fuels, fluid analysis may be even more important and you'll need to check with your lab or supplier about special tests to run. When using a biodiesel blend in your engines, you need to keep an extra-close eye on fuel dilution in your oil. Natural-gas engines may run hotter than comparable diesels, and compressed natural gas may cause nitration in the oil.

7 Test results are easier to understand than before. Once upon a time, you mailed off an oil or coolant sample and it took weeks to get the results back in the mail—and then all too often it was a confusing mishmash that it seemed you needed to be both a mathematician and chemist to understand. Today, however, the information is transmitted electronically. "Instead of reading the old paper reports, more and more companies are utilizing software and better electronic delivery methods from used oil labs to receive quicker data and help them better manage their maintenance programs," explains Len Badal, commercial sector manager, Chevron Lubricants.

With most programs, you can pull up the results via a website and analyze individual vehicles, slice and dice by make of engine or other parameters.

8 Be careful when switching analysis. Different laboratories may test for different contaminants and chemicals in different ways. So if you switch oil-analysis providers, the results may not be comparable. Tingey explains that you can see if the old lab and the new lab are using the same testing method by looking at what ASTM method they're following. For instance, he says, some labs may test for fuel dilution using FTIR, which has a

certain ASTM method associated with it, while Polaris Laboratories uses gas chromatography, which is a different ASTM method. Another thing to look for when choosing a lab is whether they are ISO17025:2005 accredited. (This is an international standard for calibration and testing laboratories.)

9 It won't do any good if you don't do it right. You need to establish a trend, a fingerprint, for each particular engine. That way, when you get a marked departure in wear rates or oil condition trends, you'll have something to compare the data to. Keep in mind that results can vary by engine manufacturer, engine type, oil capacity, whether there's a bypass oil filtration system, etc. Valvoline's Thompson says the first thing a fleet should do is work with their oil supplier or lab to figure out what the sample schedule should be, which will vary based on the compartments you're sampling (engine oil, coolant, axles). You need to identify the sample points you're going to use, and use the same sample point each time. Take care when taking samples to avoid contamination—don't just grab any jar that happens to be lying around—and make sure the machine is at normal operating temperature.

10 You can't file away the reports. The key to making fluid analysis worthwhile is twofold: One; understanding the results and two, acting on them. Polaris Laboratories' Neicamp says too many maintenance managers just print out fluid-analysis reports and put them in a filing cabinet. You need to work with a lab that will help you understand your results. "The key value derives from establishing what the fleet wants to measure, along with establishing it as part of their maintenance program," says Chevron's Badal.

11 There are more ways fluid analysis can help.

There are some other benefits oil and coolant analysis can offer:

- Increase resale value by being able to provide complete fluid analysis history.
- Prove to yourself the value of premium-quality oils.
- Use it as a tool to measure maintenance quality at different shop locations.

- Use it as a tool to compare equipment to help in future purchase decisions.

12 Analysis is not enough. All too often, truck owners give up on oil analysis because it didn't show anything wrong, and the engine failed the next day. Oil analysis is just one tool; it can't show you everything that can go wrong in your engine. The same, of course, goes for coolant

analysis. Nevertheless, it's important. "We have done a lot of different stuff with engine oil," says Steph Sabo, of Nashville's Norrenbern's Truck Service, "from testing different oils to running bypass oil filtration. The one thing I have really learned is that engine oil is like a person's blood. You better keep it clean, or the body shuts down. We have shut down some engines from 'bad blood'... and that's real expensive." ▲



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In Gear

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

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PRECISION IS PARAMOUNT: With tolerances no more than the width of a couple of human hairs, there's little room for guess work when torquing wheel bearings.



Close enough ain't good enough

tech tips *Wheel end bearing adjustment is a critical maintenance item. Many techs, it seems, think close is okay. It's not. By Jim Park*

Wheel-off incidents always make headlines. More so when a passing motorist is involved. Much has been written about wheel-offs and wheel-end maintenance since a rash of incidents in Ontario during the mid-90s focused national and international attention on the problem. While the number of *reported* wheel-off incidents has declined over the past 15 years, there remain some wheel-end maintenance issues that haven't yet been satisfactorily resolved.

These aren't of the headline-making ilk. Just routine and annoying but costly problems that fleets seem prepared to suffer with rather than digging down to the root of the problem. Just ask any tire dealer how many claims they see for "bad tires" result-

ing from edge wear or cupping problems.

Then there are those intermittent but persistent ABS faults. Techs spend endless hours chasing phantom fault codes from the ABS sensors, but there's just nothing physically wrong. Must be a bad sensor, right?

Could be, but chances are it's your wheel bearing adjustment. Excessive end play in the wheel bearings allows the wheel to run in negative camber (top of the wheel tilted inward relative to the vertical centerline of the wheel).

That affects the clearance between the ABS sensor and the tone ring, or exciter ring as it is sometimes called, which triggers those annoying fault codes and lights that damn ABS lamp.

Loose wheel bearings play havoc with tires, too. Cupping is a common symptom of a wheel that's not running true. That mysterious inside shoulder wear on the inner tire in a dual assembly can often be attributed directly to negative camber caused by improperly adjusted wheel bearings. And it doesn't stop there.

Tom Runels, engineering manager for drum brakes at Bendix Spicer Foundation Brake, says the bearings' culpability in certain brake-related concerns is often overlooked.

"As the hub moves around relative to the brake linings, you're going to see uneven pad wear. You'll see inboard wear on the edge of the top lining, and outboard wear on the edge of the lower lining," he says. "That will have a negative impact on brake torque output, but it's even more critical to disc brakes. The rotor would be moving inboard to outboard with the hub, meaning the pad will be touching the rotor. That wears the pad while creating a low spot on the rotor."

Unfortunately, symptoms like uneven brake wear, tire cupping, and ABS faults (some may call them problems) take time to develop. You could have a bearing adjustment problem, but may not become aware of it for thousands of miles.

"The truth is people usually become alert to a problem only when it becomes visibly obvious. Lining wear, tire edge wear and ABS faults are both visible and obvious," Runels says. Loose bearings usually aren't."

Even if you double the maximum recommended end play of five thousandths of an inch (.005 in.), the amount of hub movement would be almost imperceptible without measuring it.

The difference between good and bad in the wheel-bearing world is a very fine line. About the width of two human hairs to be imprecise. That's not much of a margin considering the potential consequences of improperly adjusted wheel bearings.

PROCESS AND PROCEDURE

Setting the correct bearing tightness (amount of end play) requires diligence on the technician's part, and of course adherence to procedures. It wouldn't be too much of a stretch to suggest this isn't always the case—and the preponderance of the problems mentioned above should be a hint that bearing adjustment isn't always done correctly.

Mike Beckett of MD Alignment in Des Moines, Iowa, claims that no less than 80 percent of trucks and trailers, new and in-service, have loose wheel bearings.

The difference between too-loose or too-tight, according to The Technology and Maintenance Council's Recommended Practice RP 618 for wheel bearing adjustment, is between one and five thousandths of an inch (.001 - .005). To achieve the desired amount of end play, RP 618 offers a nine-step process. If all nine steps are followed, you'll get there. If not ...

"First of all, very few shops use dial indicators to verify end play," Beckett says. "Secondly, they follow most of RP 618, but usually leave out step eight—the part that



WITH BEARING IN MIND: A dial indicator is the only way to accurately measure bearing end play.

instructs the tech to use a dial indicator to measure end play. Often, they just torque the wheel nut on, back it off, torque it again, and then back off a quarter or half turn of the nut. That's where they get into trouble."

The torque values and suggested back-off turns indicated in RP 618 assume a lot, Beckett says. First, that you're using a calibrated torque wrench, and second, that the spindle threads are in like-new condition and haven't stretched or deformed, and that no contaminant is on the thread face that could influence the torque. Lubricant spilled on the threads will affect torque, as will rust and dirt. So, how certain are you

that the 200 lb-ft recommended by RP 618 in the initial tightening is actually 200 lb-ft?

The second problem, Beckett points to, is the travel of the nut across the thread pitch. On a 12-threads-per-inch spindle, one full turn of the nut will move the bearing 83 thousandths of an inch (.083). If

you back the nut off 1/4 of a turn, it will back away from the bearing about 20 thousandths of an inch (.020)—or about four times RP 618's maximum recommended end play of .005 in.

There's a good reason for that additional "slack," but without verifying the final amount of end play, you could wind up with a loose hub.

Mark Stangl, sales manager at Timken Company, say the additional slack is there to compensate for the weight of the truck that will eventually be applied to the bearing.

"The weight of the truck, when the

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Beyond today's standards.



wheels are on the ground and the bearings are loaded, will push the rollers up into the raceway," he says. "When the truck is up a jack, the 50 lb ft torque applied in step four of RP 618 does the same thing. When you back it off, you're freeing up the bearing to accommodate the weight."

If the technician stops there, there will be problems.

"You could meticulously follow the first seven steps in RP 618 but you still won't know exactly where you are if you don't follow through and use the dial indicator to verify the final amount of end play," Stangl says. "All the variables in there could easily compound and leave you outside the acceptable range."

PERILS OF PRELOAD

Loose wheel bearings aren't the end of the world. A little annoying and inconvenient at times, costly in terms of tire wear, leaky seals etc., but short of having the wheel come right off, there's little real threat to a loose wheel bearing.

On the other hand, excessive preload (tightness) could fail a bearing within a

WHEEL BEARINGS AND WIDE-BASE SINGLE TIRES

We've written much about the additional stress placed on bearings when converting from duals to wide-base single tires. When using two-inch offset wheels, the bearing load-line is shifted outboard, which places additional load on the outer bearing.

MERITOR has just released a white paper

on the subject called *Understanding the Impact of Wide Base Single Tires on Axle and Wheel-end Systems*. It describes in detail the affect the increased loads have on the outboard bearings. The paper features illustrations of various wheel-end configurations and their

associated problems. It also shows examples of the damage that can occur when overloading bearings.

We'd call it a must read for any fleet considering conversions from duals to wide-singles.

MERITOR



HOW TO MEASURE A 20-INCH OFFSET WHEEL'S BEARING PRELOAD

If a wheel is to be converted to a 20-inch offset wheel, the bearing preload must be checked. If the bearing is too tight, the wheel will not turn. If the bearing is too loose, the wheel will not hold its position. The bearing preload must be checked to ensure the wheel turns easily and the vehicle has sufficient grip.

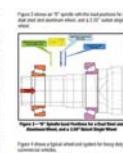


Figure 1 shows an 18-inch wheel with the load position for a 10-inch offset wheel and maximum offset, and a 20-inch wheel offset.

Figure 2 shows a 20-inch offset wheel with the load position for a 10-inch offset wheel and maximum offset, and a 20-inch wheel offset.

IT'S AVAILABLE ONLINE AT: tinyurl.com/wheelends

few hundred miles. And that could be part of the problem. Techs reluctant to over tighten a wheel bearing may err on the side of caution, preferring a slightly loose bearing to one that is too tight. Nobody wants burn up a bearing and risk a wheel-off occurrence.

Preload—the opposite of end play—is

where there is no hub movement at all relative to the axle. In a perfect world, the bearing would be loaded so there was zero endplay. But Stangl says preload cannot be measured (it can be measured by measuring rolling torque, but that has its own set of variables), so it can't be determined that the bearing isn't in fact dangerously tight.

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THE PRESET SOLUTION

Before you start thinking your scribe is 15 years behind the times with this talk of manually adjusting wheel bearings, fear not, I saved the best part for special mention.

While there are still lots of manually adjusted hubs and bearing sets sold on new equipment, preset or pre-adjusted hubs are now the most common OE drive axle spec. Preset and pre-adjusted hubs are set up at the factory and can be installed without the need for bearing adjustment. That's not to say you can slap them on and go, but installation is much simpler, and the chances of a poorly adjusted bearing leaving the shop are minimal.

The introduction of pre-adjusted and preset hub caused some confusion when they first came to market, but they are better understood now. There's a spacer between

the inner and outer bearing that clamps the cone race of the inner bearing against the shoulder of the spindle. The clamp force is transmitted through the spacer to the cone race of the outer bearing. When you torque the nut,

you're loading the spacer rather than the rollers on the outer bearing.

"ConMet's Preset Plus hubs are all pre-assembled, torqued and tested at the factory," says Roger Maye, national service manager for Consolidated Metco. "When the hub get into the field and installed by a technician, as long as the instructions are followed and the correct torque values are applied to the nuts, there's almost no way to install these hubs incorrectly."

Installation procedures are different from those in RP 618 because this is a different design. There's no need to verify bearing end play because the spacer is designed to give between one and two thou of endplay over to one or two thou of preload, Maye says.

"Preload isn't necessarily bad, it's just bad when you can't measure it," Maye stresses. "We measure it all before it leaves the factory, so we know it's in spec." — Jim Park

"The one- to five-thou range recommended by RP 618 is a compromise between too loose and too tight," Stangl says. "At zero end play, we're into preload, but we can't measure how much. Between zero and one thou, we could be measuring deflection and still be in preload. Between one and five, we know the bearing is not preloaded, and it's not so loose that it will cause other problems downstream."

Proper bearing adjustment, alone, isn't enough to ensure your wheels will stay where you put them, but it's step one in preventing a host of other inconvenient and costly wheel-end issues. If you don't already have one, invest in a dial indicator, and instruct your wheel-end people in its use. Your tire supplier will appreciate it. And so with the motorists in the next lane. ▲

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†Based on DOE/Argonne National Laboratory estimates: 1,500 hours overnight idling.

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THREE HANKOOK TIRES

THREE NEW TIRES AIMED AT SHORT- AND REGIONAL-HAUL WORK

HANKOOK TIRE CANADA has expanded its portfolio with the introduction of three new tires, the DH06, the AH15 (pictured), and the AH24. Designed with the company's e3 (e-Cubed) technology, the tires focus on economy and are aimed at medium-haul applications.

The DH06 tire features 'zig zag' grooves and open shoulder to enhance traction, and its "optimized" block size is said to prevent irregular wear. Its unique tread design aims to decrease stone retention.

Designed for high-scrub applications and emphasizing endurance, the AH24 combines straight and zigzag grooves for

good traction. Its closed shoulder rib promotes stability and even wear. The tire has a sidewall protector rib to resist cuts and abrasions from curbing and other impacts.

The multi-purpose AH15 is for mixed service and traction in many road conditions. Its multi-step groove shape ensures "excellent" traction, Hankook says, while its deeper grooves and wider tread extend tread life.

The DH06 and AH24 are available in 6 sizes, including 11R22.5 and 11R24.5 in both 14- and 16-ply ratings. AH15 is available in 385/65R22.5 in 18-ply rating.

See www.hankooktire.ca

PERIMETER LAMP

TRUCK-LITE'S NEW LAMP MEANS SAFER LOADING/UNLOADING

Truck-Lite has developed what it calls the "first ever" LED perimeter lamp, providing brightness where there normally isn't much at all because traditional dome lamps won't reach either side- or rear-door liftgate areas of a truck or trailer. The safety bonus using this white-light LED is quite real.



When mounted at an ideal height, Truck-Lite's perimeter lamp directs about 20 sq ft of illumination, attributed to "innovative mounting and optical design," says the company.

Truck-Lite says the new lamp is a robust piece of work, and using just four diodes it delivers 365 lumens of light output. Constructed of a heavy-duty, corrosion-resistant, die-cast aluminum housing, the low profile lamp's design protrudes only 2.5 in. from the vehicle surface. The lens is made of impact-resistant polycarbonate and rear fins keep heat away from the LEDs and lamp circuitry, allowing for increased light output and lamp longevity.

See www.truck-lite.com

IT'S CALENDAR SEASON

COOL 2012 CALENDARS FROM FREIGHTLINER AND SHELL

The 29th anniversary edition of the **Shell Rotella SuperRigs** calendar, featuring 12 of the finest working trucks on the road, is now available. It's free with the purchase of a minimum 10-gal heavy-duty oil change of Shell Rotella T Triple Protection, Shell Rotella T5 or Shell Rotella T6 from November 1st to 30th at participating service facilities. Also included is a dashboard mini calendar to keep in the truck.

The 2012 calendar includes many of the winners from this year's Shell Rotella SuperRigs competition. The cover and



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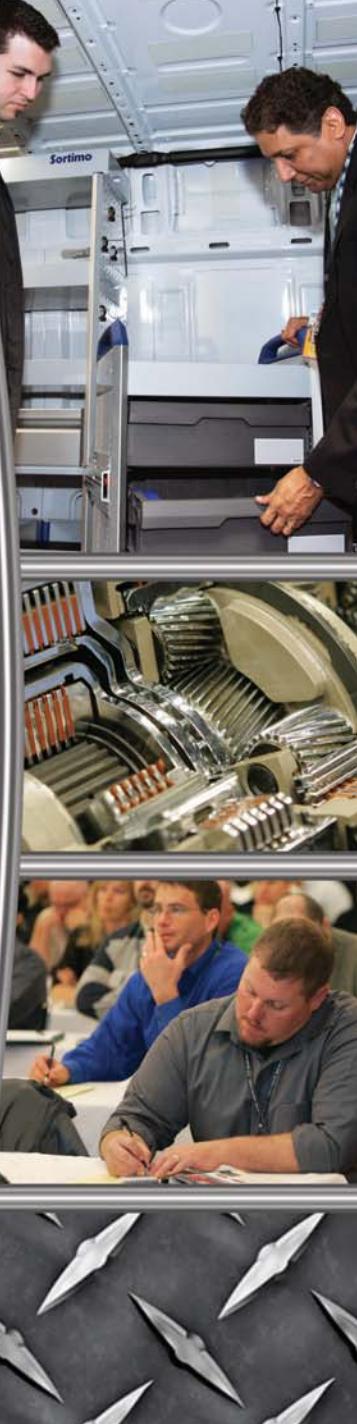


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the month of May feature the 2011 Peterbilt 389 of Joe Rondeau and October features the 2003 Peterbilt 379 of Best in Show winner Jerry Heiderscheit.

It's also available for order at www.rotella.com beginning December 1 for US\$10.00 plus shipping and handling.

Freightliner Trucks offers its 2012 Official Hauler of NASCAR calendar, showcasing many teams and their fleets.

Such as Front Row Racing, Joe Gibbs Racing, Michael Waltrip Racing, Penske Racing, Richard Childress Racing, Richard Petty Motorsports, Robby Gordon Motorsports, and Rusty Wallace Racing. They all use Coronado tractors.

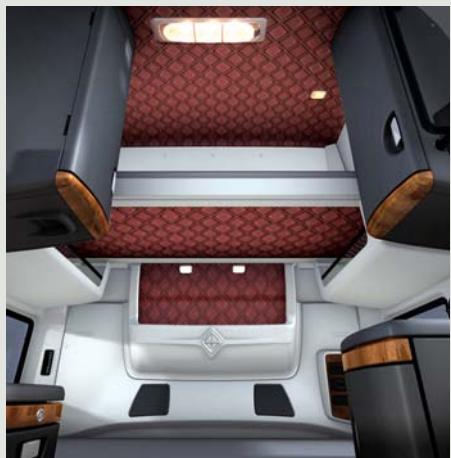
Freightliner is in its sixth year as the Official Hauler of NASCAR.

The calendar, along with other gear and merchandise, can be ordered from www.freightlinertrucks.com/motorsports.



INTERNATIONAL DRIVE FEATURES

NAVISTAR has unveiled several "driver-centric" features on two of its most popular models, the International ProStar+ and the TranStar. At the recent American Trucking Associations show in Dallas, it showed a ProStar+ with a new 'Diamond' interior trim package but also announced several functional options like an in-dash GPS featuring prognostics, fault code and tire-pressure monitoring. Then there's the MaxxPower battery-powered HVAC system for no-idle heating and cooling solution, with an automatic stop/start feature.



The Bendix Wingman Advanced collision mitigation system is now an option, providing the driver with following-distance alerts, and it will brake if necessary. As well, the Bendix AutoVue lane-departure warning system is also available. And a Bendix all-wheel air-disc package is now an option too.

And on the TranStar, you'll be able to order the new Allison TC-10 transmission in mid-2012. Combining a torque converter with a twin countershaft design, this 10 speed plans to do battle with Eaton's UltraShift Plus and the Volvo/Mack iShift/mDrive.

See www.internationaltrucks.com



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– Brian Brandenburg, Fleet Maintenance Manager, ThyssenKrupp Logistics, Inc.



MID-RANGE CABOVERS

KENWORTH INTRODUCES K270 AND K370 MEDIUM-DUTY CABOVERS

Kenworth has expanded its medium-duty product line with the introduction of the new K270 class 6 and Kenworth K370 class 7 cabovers targeted at urban operations. The 63.4-in. BBC (front bumper-to-back-of-cab distance) on both trucks provides a 55-degree wheel cut for good maneuverability.

The 33,000-lb K370 cabover will be offered in a 4x2 class 7 truck configuration and will sport the Cummins-made 6.7-liter PACCAR PX-6 engine with a standard 220-hp rating and 520 lb ft of maximum torque. Optional ratings are 240/560 and 250/660, available with Allison 2500 HS and RDS 5-speed transmissions.

The chassis will consist of 10-1/4-in., 120,000-psi steel frame rails on a wheelbase range of 166 to 214 in. You'll also get mechanical rear suspension, 45-gal fuel tank, and horizontal



aftertreatment system with a 6.6-gal DEF (diesel exhaust fluid) tank.

The 26,000-lb class 6 K270 cabover spec is the same with a couple of exceptions. It gets the Allison 2100 HS transmission instead of the 2500 model, and frame rails have a 9-7/8-in. height. On the front axle you'll find air disc

brakes instead of the K370's drums.

Both new models have a wide cab to accommodate up to three people with a driver air-suspended seat and two-person bench seat.

Full production launch is scheduled for early 2012.

See www.kenworth.com



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WHEEL SAFETY

THE BUD-EZE WHEEL-FASTENER COVER COMES FROM CALGARY

Bud-Eze Systems offers a simple airtight cover for wheel fasteners that promises to reduce wheel-off incidents just by keeping those fasteners clean and free of corrosion. Fastener maintenance is a rare part of any tire servicing, company owner Scott Rand points out, but it's critical to wheel integrity.

The first version of the cover was developed in 1985 by Robert Rand,



Scott's father, then a heavy-duty mechanic in Calgary. Robert ultimately sold 250,000 bud-eze nut covers to individual owner-operators, many of them still in use. After 24 years and significant changes in flange-nut design, Bud-Eze has a new patent-pending version of the nut cap that's claimed to be better than ever.

The covers are manufactured from a high-impact polyethylene that won't break or crack in extreme temperatures, and are currently available in 33 mm. They simply fit tightly over lug nuts and stud ends, with a claimed 100-percent contact for a "perfect" seal. The covers are sized to within five thousandths of an inch to ensure the necessary tight fit.

Rand says it's the only such product on the market that will accept a loose nut indicator, adding that it will fit the highest standard of lug-nut fasteners such as Euclid and Securex. No special tools are required for removal.

See www.budeze.com

HUB-HEAT SENSORS

SPECTRA'S INEXPENSIVE HEAT-SENSING DECAL COULD SAVE YOUR BACON

From **Spectra Products** comes the Hub Alert heat-sensing label, an inexpensive early warning system that will alert you to above-normal wheel-end operating temperature.

The normal operating temperature of hubcap grease or oil should not get above 225°F (107°C), notes Spectra. Dana and Meritor both recommend that when the temperature reaches 250°F (121°C) you'd better do a more detailed wheel-end inspection.

DTNA CREATES NEW DETROIT BRAND

At the recent American Trucking Associations show in Dallas, **DAIMLER TRUCKS NORTH AMERICA** (DTNA) unveiled its new 'Detroit' brand. Developed to encompass all powertrain-related components, not just engines, the company was a bit tight-lipped about what's coming but we know that it includes what will be Detroit-branded

axles, and likely transmissions. That is, Daimler-made axles and gearboxes, though others

will also be offered. We'll hear details at next year's Mid America Trucking Show.

This expanded vertical integration was inevitable, North America being pretty much the only global market where customers can pick and choose componentry from various suppliers. From a manufacturer's viewpoint that's wildly inefficient when economies of scale are so readily available, as with Daimler.

"By launching the Detroit brand, DTNA is reinforcing its intentions to respond more quickly and efficiently in developing an optimized line of vertically integrated components," said Andreas Renschler, Daimler's commercial vehicles chief. "DTNA and Detroit Diesel have embraced Daimler Trucks' strategy through implementation of uniform production standards and processes, and a modular strategy for engine development, engineering and manufacturing processes that draws upon Daimler's global resources." The Detroit family of powertrain components will be available across the entire DTNA product family, as well as other OEMs such as Pierce Manufacturing.

See www.daimler-trucksnorthamerica.com



Catching bearing and seal issues early will reduce the need for over-the-road emergency repairs and will avoid additional and costly repairs due to a failure. Might prevent a fire, for that matter.



The Hub Alert thermosensitive area is hermetically sealed against moisture, oil, grease, fuels, solvents, water and steam. The sensor decal will turn black once the hub/hubcap surface has reached the critical temperature. A new heat-sensing label is applied once the issue has been resolved.

See www.spectraproducts.ca

HIGH-LIFT STEERING AXLE

TITAN TRAILERS OFFERS THE PARAMAX STEERING-AXLE SUSPENSION SYSTEM

The high-lift ParaMax suspension system is said to offer a more comfortable ride plus longer tire and trailer life for haulers who operate on rough roads and off-road sites. It's designed and built by Ontario's **Titan Trailers**, which makes custom-built trailers specializing in severe-duty

applications such as forestry, aggregates, scrap, and waste hauling. Single-axle ParaMax suspensions are now available on its full line of live-floor trailers.

The ParaMax high-lift steering-axle system is rated to 25,000 lb with steer angles at 30 degrees. The suspension was designed to provide extreme travel and high-lift capabilities of up to 10.5 in.



and 13.5 in. of the total axle travel for demanding conditions. It lifts the axle higher than other steer axles, Titan says, allowing travel where other trailers can't go.

The design of the suspension allows the left side to vertically adjust to a different height than the right side, thereby relieving potential stress on the axle and the suspension as well as on the trailer itself.

See www.titantrailers.com

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CITY	Price	(+/-) Week	Excl. Taxes
WHITEHORSE	145.4	2.0	127.3
VANCOUVER *	141.6	1.4	100.4
VICTORIA	138.9	0.3	103.4
PRINCE GEORGE	132.6	0.9	100.9
KAMLOOPS	132.4	1.0	100.7
KELOWNA	138.1	3.4	106.1
FORT ST. JOHN	136.9	0.0	105.0
YELLOWKNIFE	134.6	2.7	115.1
CALGARY *	122.9	1.0	104.0
RED DEER	123.2	2.0	104.4
EDMONTON	122.2	2.3	103.4
LETHBRIDGE	126.9	2.0	107.9
LLOYDMINSTER	127.6	1.3	108.5
REGINA *	129.6	3.3	104.4
SASKATOON	128.7	3.4	103.6
PRINCE ALBERT	124.9	0.0	100.0
WINNIPEG *	128.1	3.0	106.5
BRANDON	128.9	6.0	107.3
TORONTO *	132.9	1.3	99.3
OTTAWA	134.2	4.3	100.5
KINGSTON	129.9	1.5	96.7
PETERBOROUGH	129.4	1.5	96.2
WINDSOR	127.7	3.3	94.7
LONDON	127.9	4.0	94.9
SUDSBURY	133.4	4.0	99.8
SAULT STE MARIE	132.9	3.5	99.3
THUNDER BAY	139.9	3.6	105.5
NORTH BAY	130.3	3.0	97.0
TIMMINS	134.2	2.3	100.5
HAMILTON	128.8	5.0	95.6
ST. CATHARINES	128.6	2.0	95.5
MONTRÉAL *	139.0	-0.5	99.8
QUEBEC	137.2	-2.0	98.3
SHERBROOKE	135.9	3.5	97.1
GASPÉ	137.4	4.5	102.2
CHICOUTIMI	130.9	-1.0	96.5
RIMOUSKI	136.4	0.5	99.4
TROIS RIVIÈRES	136.9	-3.0	98.0
DRUMMONDVILLE	132.4	-1.5	94.0
VAL D'OR	136.2	3.8	101.2
SAINT JOHN *	137.7	2.8	98.7
FREDERICTON	137.7	2.5	98.6
MONCTON	139.9	3.8	100.6
BATHURST	140.6	3.0	101.2
EDMUNDSTON	139.3	2.7	100.1
MIRAMICHI	139.7	3.0	100.4
CAMPBELLTON	139.8	3.0	100.5
SUSSEX	136.6	1.5	97.6
WOODSTOCK	140.3	1.5	101.0
HALIFAX *	135.0	3.4	97.9
SYDNEY	137.8	3.2	100.4
YARMOUTH	136.9	3.3	99.6
TRURO	135.5	3.3	98.4
KENTVILLE	136.3	3.2	99.1
NEW GLASGOW	136.9	3.0	99.6
CHARLOTTETOWN *	132.8	5.9	102.3
ST. JOHNS *	141.4	2.2	104.6
GANDER	137.8	2.1	101.4
LABRADOR CITY	146.7	2.1	109.3
CORNER BROOK	142.1	2.2	105.3
CANADA AVERAGE (V)	132.7	1.3	101.5

V-Volume Weighted

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

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

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

www.espar.com



Product Watch

BUNK-SPECIFIC SHEETS

FROM JAKE'S CAB SOLUTIONS IN MONTREAL COMES A UNIQUE SHEET SET

Jake's Cab Solutions offers the Nap Time sheet set that includes one bottom sheet with elastic fitting and two side-pockets, a top sheet, and two pillow cases (20 x 30 in.). The sheets and pillowcases are made with soft-touch brushed microfiber material, not cotton, giving a soft



"cashmere like" feel. The fabric is extremely easy to care for and doesn't require any ironing to stay looking crisp, the company says. The sheets are said to wash with no shrinkage.

Some sets are offered by dimension while others are specifically sized for various specific truck brands. Regardless, they're all one price, a very reasonable \$35.00.

Sheet sets can be ordered directly from the company's website for shipping across North America.

See www.jakescabsolutions.com

FLEET TRENDS ANALYSIS

TELETRAC'S FLEET DIRECTOR 8.5

SPOTS TRENDS IN SAFETY AND PERFORMANCE DATA

Fleet Director 8.5 is the latest version of **Teletrac**'s fleet-management telematics system. Its claim to fame is a new trending analytics feature, meaning managers can "instantly" spot performance peaks and valleys over any recent three-month period and thus improve critical profit-and-loss factors such as fuel consumption and safety performance.

The newest version also delivers Microsoft Silverlight mapping that's said to be faster, more interactive and more detailed than ever.

Teletrac also recently released its latest in-cab color terminal, featuring a QWERTY keyboard and other improve-

ments such as predictive text for quicker, easier data and address entry.

With trending analytics, managers can quickly answer key questions. Like, how much does fuel consumption rise and fall with changes in safety performance over time? Do excess idle time 'hot spots' show up in recurring patterns, such as with certain drivers in specific locales? Do speeding violations show patterns, among drivers, vehicles, locales, times of day, highway vs. street?

Users can view data in hourly or daily increments, and also filter and search on trend reports.

See www.teletrac.net

SEVERE-DUTY TIRES

CONTINENTAL ROUNDS OUT CONSTRUCTION PORTFOLIO WITH STEER AND DRIVE TIRES

Continental Tire the Americas says its HSC1 (heavy steer construction) is a steer tire with tread pattern and compound chosen for optimal original mileage with "excellent" self-cleaning properties in a three-groove design.

A wider tread and shoulder ribs are said to improve wear and increase performance, while the patented tread pattern and contour provide reduced stone retention and improved impact resistance. The HSC1 is available in sizes 11R22.5 and 11R24.5 for load range H, with 12R sizes too.



There's also an extra-deep drive tire for construction service, the HDC1 (heavy drive construction) with a full 32/32 in. tread depth. The company says the tire's optimized contour ensures higher load capabilities with less deformation.

Available sizes are also 11R22.5 and 11R24.5 in load range H.

Continental claims that a premium four-ply belt with reinforced second and third belt for both new tires prevents fatigue fractures and withstands highly concentrated pressure.

See www.continental-truck.com

HYBRID SAVES 30-PERCENT FUEL, SAYS BAE

BAE SYSTEMS says it's done road tests showing that commercial trucks powered by its green HybriDrive parallel hybrid electric propulsion system use 30-percent less fuel than trucks running on traditional diesel. Predictably, the system performed best on stop-and-go cycles where average speed is between about 8 and 30 km/h, making it especially useful for refuse collection and delivery trucks. BAE says that translates into payback within three to five years.

The parallel system—currently used in more than 3,500 transit buses worldwide—is designed for heavy-duty truck



applications that include construction, P & D, and utility vehicles, as well as refuse. The system is suitable for vehicles from 19,500 to 80,000 lbs. total gross vehicle weight.

BAE is developing a truck with Crane Carrier, to be rolled out in 2012. See www.baesystems.com

AERODYNAMIC MUDFLAP

THE ANTI-SAIL V-FLAP LETS AIR PASS THROUGH BUT BLOCKS DEBRIS

From **Mudguard Technologies** comes the patent-pending V-Flap, a truck mud-flap that's said to be both eco-friendly and aerodynamic, with spray suppression and a "true" anti-sail design.



Manufactured with specially compounded polyethylene plastic material to withstand road abuse, the V-Flap can withstand cold weather and remain flexible.

While a solid mudflap creates wind resistance that can mean 0.5- to-one-percent additional fuel cost, says the company, its carefully engineered V-Flap allows air to pass through the flap efficiently. Fuel savings are expected to pay for the extra cost of a V-Flap within a few months.

The V-Flap is said to suppress splash and spray up to 70 percent. Vertical vanes control sailing and thus block flying debris displaced by rotating tires, the company says.

See www.vflap.com

ONBOARD MECHANICAL SCALE

NEW TRUCKWEIGHT SCALE FOR MECHANICAL SUSPENSIONS EASILY INSTALLED IN AN HOUR

TruckWeight has introduced a new scale for mechanical suspension systems that

can be quickly mounted as an aftermarket installation. It needs no welding or special tools and can typically be installed in one hour on tractors and trailers with walking beam, leaf-spring and other mechanical suspensions, the company says.

Targeted primarily for refuse, aggregate and logging vehicles, the new product consists of a set of strain gauges or sensors, transmitters and a handheld receiver. With a range of 500 ft, the receiver displays axle group and gross vehicle weight readings in three-second intervals, essentially providing real-time truck weights.



TruckWeight scale

Previous TruckWeight strain gauges needed to be mounted to a metal bar that had to be welded to the suspension. The upgraded gauge mounts directly to the suspension with a high-strength adhesive. The new system results in better accuracy—to within one percent on level ground—and reliability, the company claims.

See www.truckweight.com

COMPACT PTO

PARKER CHELSEA OFFERS THE NEW 870 SERIES PTO

Power density is what you'll find in the Chelsea 870 Series PTO, says its manufacturer, **Parker Hannifin**.

The new series provides a compact housing that helps eliminate clearance issues, with two assembly arrangements to maximize installation possibilities.

High-capacity bearings and what the company calls "superior" gear designs provide torque ratings up to 670 lb ft, and there's no need to de-rate the PTO for continuous applications.

The 870 Series has a 10-bolt mounting pattern that will fit on popular automatic transmissions. It features six shift options, four of which are integrated into the PTO housing, requiring one hose for a simplified installation. Eight internal gear ratios are offered, along with available Electronic Overspeed Control (EOC).

The direct-mount pump flange options are available with the Chelsea wet spline design that's claimed to provide increased PTO and pump-shaft life.

See www.parker.com ▲

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YOU CAN'T GET THERE FROM HERE

Care to take a shot at where this photo was snapped?



Welcome to our feature for readers who know a thing or two about the sideroads and highways of this great country. Every month, we publish a photo of some landmark that's viewable from a major artery and regardless whether you drive past it in your truck, your pick-up or aboard your snowmobile, if you're among the first 10 readers to identify the site and tell us where it is, we'll send you a splendid *Today's Trucking* cap. **Last month**, lucky winners recognized the giant mosquito in Komarno, Manitoba.

We at *Today's Trucking* happen to think that **this month's** locale handily bridges the gap between the interests of four-legged creatures and other highway users. If you know where it is, contact Jason Rhyno at: **You Can't Get There From Here**.

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**November
Answer:**

Giant mosquito in
Komarno, Manitoba





By Peter Carter

A Peter-Built Christmas Story

Here's a cause you might want to lend your good name to. I did.

God will get me for this but many years ago, I was on jury duty and during our deliberations one of the other jurors looked me square in the eye and accused me of cutting the poor guy on trial more slack because his name was Pete.

I'm fairly sure she was mistaken. And the poor guy got sent up anyway.

But the fact is, I've never met a Pete I didn't like.

All the Peters I've ever met are swell guys. My sister Norma's son Pete—a brilliant handsome hilarious credit to the species—certainly falls into that category.

One of my favorite journalists and one of the best bosses of all time is Peter Worthington. He was founding editor of the *Toronto Sun* and to my knowledge the first person ever to be offered the senior's discount at a bungee-jumping facility.

(While we're on the topic, if any, say, truck manufacturer, is interested in hiring or maybe renting the "I've never met a Pete I didn't like" phrase, you know where to reach me.)

Back in the days when Tim Horton was still playing hockey and my dad ran his bus garage in Sudbury, the guys in Dad's shop would get us kids to fetch coffee from Pete's Lunch on the corner of Arnley and Lorne. That coffee-brewing Pete with the frothy double doubles in Styrofoam cups and oniony burgers was always smiling and quick with the to-go stuff.

Of course I know now his real name was probably Chinese and he just used Pete to make life easier for the rest of us. How he knew to pick the perfect name was beyond me. Whatever. He ruled. He let us skinny punks play pinball.

I was reminded of the Pete phenomenon recently when I was emailing back and forth with Pete Dalmazzi, the brains behind **Trucks For Change**, (TFC), the not-for-profit service that links needy groups with people in the trucking and logistics industry who have services or empty space out back that they can put to good use.

TFC is sort of like one of those online dating services, except with TFC, neither party lies about length or weight.

When I first met Dalmazzi, earlier this year, we shook hands, and I said, "I've never met a Pete I didn't like."

He thought about it a half a second and agreed. Then we went and laughed for an hour over lunch.

After 27 years with Ryder Logistics, Dalmazzi retired young but his wife convinced him he had to find something worthwhile to keep his hands busy so he invented TFC.

He tapped into the contacts he had in the trucking industry, did a bunch of due diligence, established a board of directors and presto! Trucks for Change was a reality.

Not only does TFC get stuff to where it's needed most at low cost, it helps divert materials that would otherwise be headed for the landfill.

So if you join TFC, at the same time as you help, say, the local food bank or Habitat for Humanity, you can reassure your kids that you're being environmentally conscientious. If the young people in your life are anything like the ones in mine, helping save the planet is more important than beer. Go figure.

Some of the most respected fleets in the country have already thrown support behind TFC, but Pete says he also has at least one

TRUCKS FOR CHANGE
NETWORK

UNCONVENTIONAL PETE:
Botoxing the industry image, one truck at a time

seven-truck outfit on board. As long as you're dependable and check-out-able, Pete says, size doesn't matter.

TFC is also good for the image of trucking, at large, which is something we're all supposed to worry about, right?

I don't have to tell you Christmas is coming. (I happen to believe Walmart staff can put up Christmas decorations with their right hands while taking down Hallowe'en junk with their lefts.)

And you've probably already been hit up for one of your rigs for the local Santa Claus parade.

But do yourself a favor. After you finish reading the rest of this issue, click on www.trucksforchange.org.

You'll feel better about you and the industry you're in, immediately. Plus you might be able to help some people who don't get enough to eat get enough to eat.

Then, join for Pete's sakes. ▲

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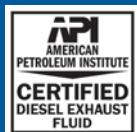
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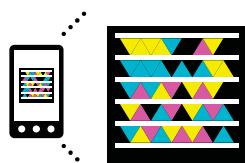
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