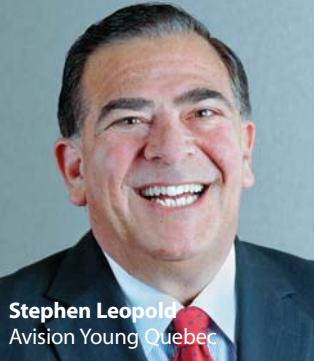


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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## Downspeeding

How low-rev high-torque engines affect your drivelines, PG. 28

### PLUS:

How Volvo's new XE package lets trannies & engines talk, PG. 31

### MORE:

Tips for preparing your gear (and people) for winter, PG. 21-25

November 2011

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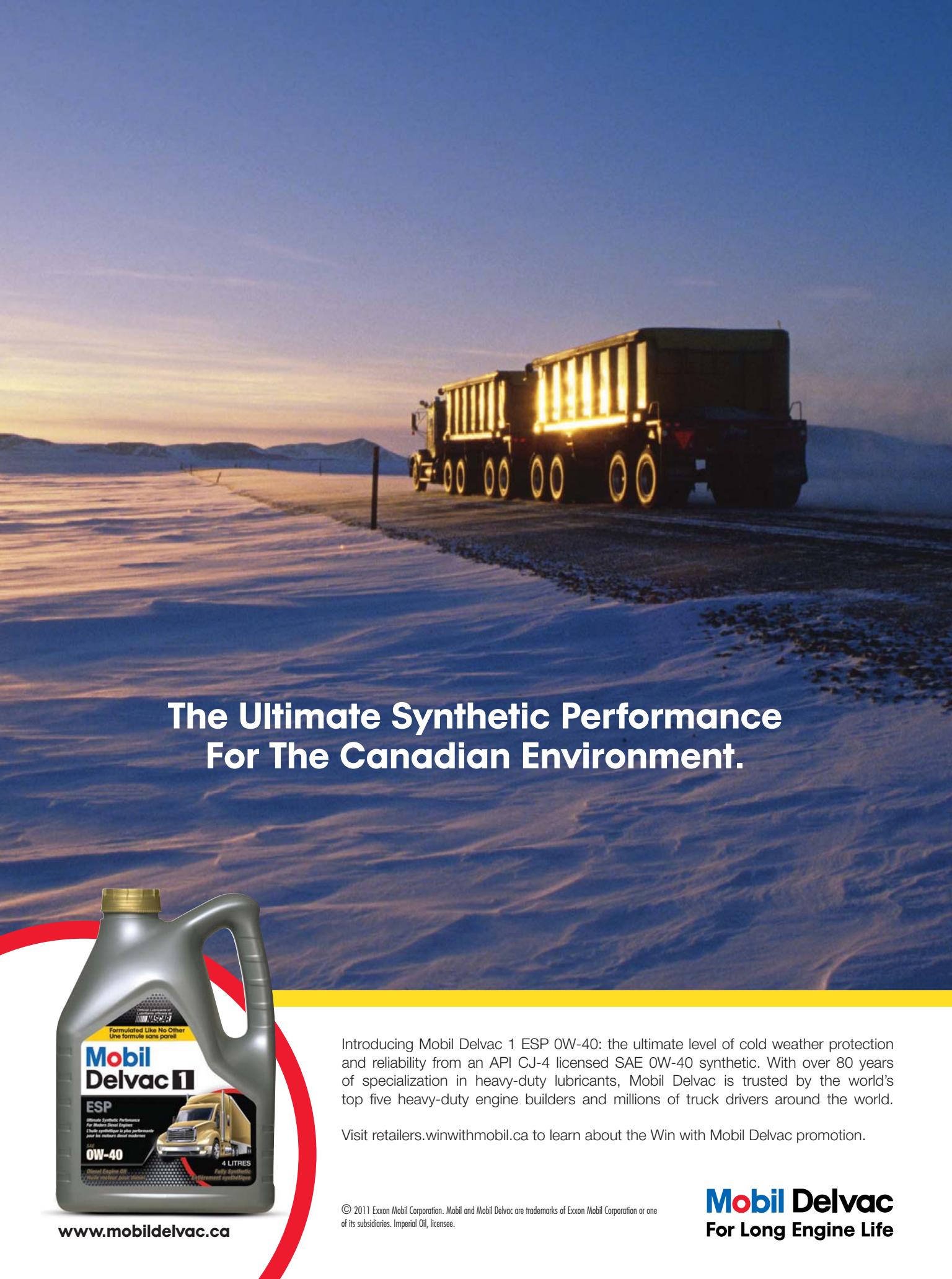
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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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**Kenneth R. Wilson**  
Award Winner

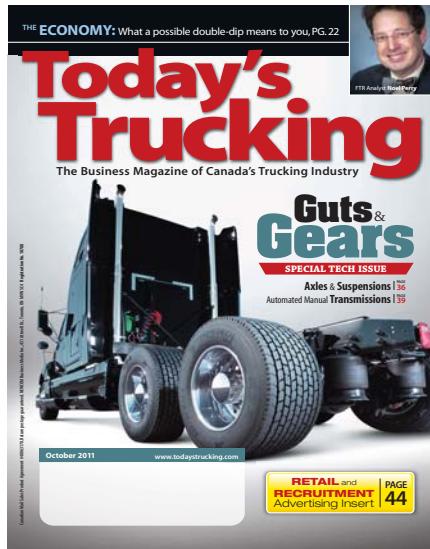
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## Needed: Road Wage

The simple solution to drivers getting mistreated at tardy loading and unloading areas is clearly visible across the pond.

In Europe it is illegal to pay mileage or percentage because it encourages the driver to run illegally to make up time wasted by shippers/receivers who don't have any reason to care about the driver.

Everyone is paid hourly; that way the driver doesn't care about being stuck at



the dock because he's still getting paid plus he doesn't have to run the gauntlet of dictatorial shippers. The reason I got out of a 25-year long-haul trucking career and into wrecking is because after 25 years I was still putting the same money in my pocket as when I started. Trucking is in trouble because kids coming out of school these days want to be able to get ahead instead of stagnating.

Jeff Griffiths,  
Kamloops

## A voice for loner-operators

Re: "You'll be marked on this," by Today's Trucking Staff, September 2011.

The American Trucking Associations (ATA) and the Canadian Trucking Association (CTA) are not your only voices when it comes to facing down the big governments.

If you are an independent driver, owner-operator, or small-fleet owner, in the U.S., you will be represented best by the Owner-Operator Independent Drivers Association (OOIDA). They have represented the best interests of independents for many, many years. They deserve our respect, courtesy and appreciation; they have earned it.

If you operate in Canada, you will be represented best by the North American Truckers Guild (NATG). The NATG has been representing independent owner-operators and small fleets for the past three years. The Owner-Operators Business Association of Canada (OBAC) is another group that represents independent owner-operators and small fleets.

Also, when it comes to Electronic On-Board Recorders (EOBRs), there is absolutely no supporting documentation to support or prove that EOBRs will make our roads safer with stricter hours-of-service oversight or level the competitive playing field.

All Canadian and American jurisdictions do not support the mandatory use of EOBRs. They do not oppose the voluntary use of EOBRs. They do support the mandatory use of EOBRs for carriers that are chronic violators of the hours of service rules.

The ATA and CTA have recklessly been pursuing the mandatory use of EOBRs for all commercial vehicles without any regard for the costs or compensation to the trucking industry.

The NATG and its affiliates have recommended to all North American governments that they should conduct a North America-wide economic impact study to assess the effect of EOBRs on our economy.

Ron Singer,  
Calgary



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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](http://www.todaystrucking.com).

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By Rolf Lockwood



# Assume Nothing

## We still face a technician shortage, but that's not the only problem in our shops.

Sometimes I think the sharp slowdown of the last three or four years hasn't been such a bad thing. That's a perverse notion, I admit, for all of us have been hurt in the process. But at least it's meant that the extreme shortage of technicians hasn't been felt to the extent that it could have been.

I'm back to that shortage, almost a full year after I wrote about a conversation I'd had with Gord Box, retired leasing industry veteran and latterly with the Canadian Trucking Human Resources Council (see 'Boys Under the Hood', December 2010). And I'm still trying to figure a way out of what is a very serious situation that just isn't being taken seriously by the industry at large.

Nobody talks much about it, yet for every four mechanics who retire these days, we're only able to hire one. This ain't good.

My chat with Gord did lead somewhere. Together with Rolf Vanderwaag, maintenance expert and the Ontario Trucking Association's techie guy, the three of us pulled together a meeting of concerned citizens who believe that action must be taken. We had truck dealers, major component suppliers, fleet guys from all corners of the field, and crucially, the CTHRC was there with a promise to help us quantify the extent of the technician shortage. The idea was to create a survey that would measure the problem as precisely as possible so as to reveal exactly what kind of shortage we're dealing with.

Are there, for example, regional disparities? Is the mechanic disappearing more quickly from some sectors than from others? Are particular skills in short supply?

The effort seems to have lagged a bit, and I don't have a survey to tell you about, but that's not why I'm writing this piece anyway.

I'm onto the subject again because I've spent most of the last week talking to technician trainers in both Canada and the U.S. and I've come across some disturbing realities, a couple of which surprised me. One of them, well, I've decided I can't talk about it without hurting some good people and causing a brouhaha that would get us nowhere. Suffice to say that air brakes aren't as well understood as we might think.

Another trainer tells of a very large and otherwise well respected fleet wanting its technicians to take a course that normally requires a whole day but demanding that it be done in just two hours. They got what they wanted but what did their mechanics get?

I mention this only by way of urging all of you to take training seriously, and not just for the juniors on your maintenance staff. Are your journeymen techs up to snuff? Assume nothing.

By way of a couple of horror stories, I was also reminded yet again that literacy is an utterly huge issue that's still being shoved under rugs all across the continent. And there's every reason to think that our maintenance shops aren't immune. Again, assume nothing.

Only 13 percent of Americans are in the fully proficient category in terms of being able to read and understand words and numbers. The number is a little higher in Canada, at 16 percent, but the two countries are much the same when you look at the bottom two of the five levels of proficiency. Rick would like to see this industry sending scouts into the schools, but not just on brief forays that are never repeated.

Well over 40 percent of all North Americans live down there, where the ability to read the instructions on a pill bottle is not always evident. But that's a big story for another time and a lot more space.

For now, let me go back to the technician shortage, and some thoughts expressed by one of the good guys, Rick Martin, who's manager of technical training at Meritor in Michigan. Like me, he thinks we should be working much, much more closely with high schools and maybe even the upper reaches of elementary schools in an effort to get kids to look at us as a legitimate career choice.

Rick would like to see this industry sending scouts into the schools, but not just on brief forays that are never repeated. I agree wholeheartedly, and I'd go so far as to urge that we form relationships with our local schools. I expect the good old auto shop class has disappeared from just about every high school in the country. Maybe we lobby to bring it back. Maybe we even fund it in some substantial way.

Outlandish idea? Possibly, but we're getting nowhere sitting on our hands. It's time to think big and different thoughts. ▲

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

# Dispatch

BY JASON RHYNO



## The Next Boom Province

**Northern Quebec is ripe with minerals, the provincial government is investing heavily in infrastructure, and Premier Jean Charest has been traveling the world, collecting foreign investors. Plus, the St. Lawrence is getting a new bridge. Is Quebec posed to go 'boom?'**

**T**here was an A-team of trucking and transportation professionals at this year's 25th Annual Conference on Transportation Innovation and Cost-Saving, held at Toronto's Woodbine Race track in September.

Stephen Leopold, chairman, Avision Young Quebec, was the first speaker of the

conference. If a horse named "Quebec" had been racing at Woodbine that day, Leopold would have bet on it.

"Quebec," he said, "will be seen as the Canadian comeback kid of the next decade."

For Leopold, Quebec is like North Dakota, and the two have more in common than "terribly cold winters and lots of barren land."



# ches

North Dakota is about to leapfrog ahead of Alaska, he explained, becoming the second largest oil-producing state after Texas. Real estate skyrocketed in North Dakota while it dropped 60 to 70 percent in other states, and unemployment is at 3.3 percent against the 9.1 percent national average.

"For decades, North

**VIVE LE QUÉBEC RICHE:**  
Quebec's north is loaded with minerals, but the outdated infrastructure is a major hurdle.



Dakotans sat on one of the biggest oil reserves in North America, and didn't realize it. Precisely the same situation exists in Quebec," Leopold argued. "Like Alberta, Quebec is quickly becoming not only one of the energy capitals of the world, but also one of the mining capitals of the world."

Premier Jean Charest's economic plan for northern Quebec, called Le Plan Nord, is a major factor in Quebec's comeback strategy. The plan, which Charest has been shopping around to other nations such as China and France, aims to pull in government and private sector spending upwards of \$80 billion dollars over 25 years to develop Quebec's north, an area rich in minerals.

And not just any minerals. In addition to nickel, cobalt, platinum, zinc, iron-ore, limonite and gold, there are significant deposits of lithium, vanadium and other rare metals that are typically used in new and emerging technology. With the global demand for green energy and technology increasing, those minerals will be highly valued for companies in the green energy and tech race.

Le Plan Nord also has extensive strategies to develop

"The language might be different, but the color of the check is the same and that applies to very big checks also..."

— Stephen Leopold



## A VERY FIT SWEDE INDEED

**T**O DAY'S TRUCKING Editor Peter Carter came across this one-of-a-kind truck during a recent Volvo factory tour in Hagerstown, Maryland. Built on a Volvo VHD chassis with a full-size crew cab and a pickup truck, the four-door, five-seat beaut is powered by a 500-hp Volvo D13 engine and features an I-Shift transmission. Designed and built by a team of engineers and production operators at the New River Valley plant, the 11-ft. truck dwarfs a conventional pickup. "This truck is like a pickup that's been seriously pumping iron," says Patrick Collignon, vice president and general manager at the New River Valley facility. "Everyone who sees it wants a photo. It will be a great addition to Volvo events."

There Patrick. Now everyone has a photo.

renewable energy. Hydroelectric and wind power will supply not only the towns in the area, but the industrial sites. That means reduced energy supply costs—a shiny, attractive lure for businesses and foreign investors.

The major hurdle, and this should come as no surprise, is Quebec's crumbling and outdated infrastructure. Leopold listed off a series of projects meant to improve transportation in the region, specifically around Montreal, like the new St. Lawrence Bridge

(see "Champlain Bridge is Broken Down") to the A30 ring road being built along the South Shore of Montreal that will connect to "the western extremes of Montreal," reducing congestion on Montreal's highway network. "The Vaudreuil-Dorion area is already bustling with new real estate, warehousing, distribution centers and transportation projects," Leopold said, adding that CP has bought 500 acres for inter-modal purposes.

Leopold was naturally positive about the coming improvements to Quebec's infrastructure, but rehabilitating roads to the north is easier said than done. It means integrating different



Stephen Leopold

modes of transportation into what is already there, plus unifying various government departments, and working with regional communities and businesses—that's no small task, and one that has to happen sooner than later.

A major Chinese mining

company, Jilien Jien Nickel Industry, recently doubled its investment to \$800 million in nickel extraction project near Nunavik. "The mine is expected to begin production in mid 2012," Leopold said. "And the infrastructure hasn't even been upgraded yet."

Still, if everything goes according to plan, it'll be a boon to the trucking industry. A thought-out Quebec presence will have a positive influence on any company's balance sheet, said Leopold, urging the audience to look past the language barrier.

"The language might be different, but the color of the check is the same and that applies to very big checks also..."

### Infrastructure

#### Champlain Bridge is Broken Down, My Fair Lady

Never mind wood and clay, if Red Green had all the duct tape in the world, he couldn't save the Champlain Bridge from falling into the St. Lawrence.

Thankfully, the federal government announced that a new bridge is going to be built over the St. Lawrence.

"We've all heard that this bridge is falling apart and costing the province a lot of money and the feds a lot of money, so I think that it was long-overdue," said Jen-Marc Picard, executive director of the Atlantic Provinces Trucking Association (APTA).



**MY MONEY'S ON DOUBLE COIN**

J. A. Bates of J&P Trucking located in Ider, AL is proud of his company's performance record. "Our trucks are 98% on time," he says. One reason for that record is the tires he chooses. "Quality makes all the difference in the world," says J. A. After testing out a set of Double Coin tires, he was impressed with how they last even longer than some expensive brands. Now he buys Double Coin tires whenever his trucks need new tires. "It all boils down to cost per mile," says J. A. "Double Coin saves me money... and gets me there on time."

See more smart money stories at [www.doublecoin-us.com](http://www.doublecoin-us.com)

THE SMART MONEY IS ON

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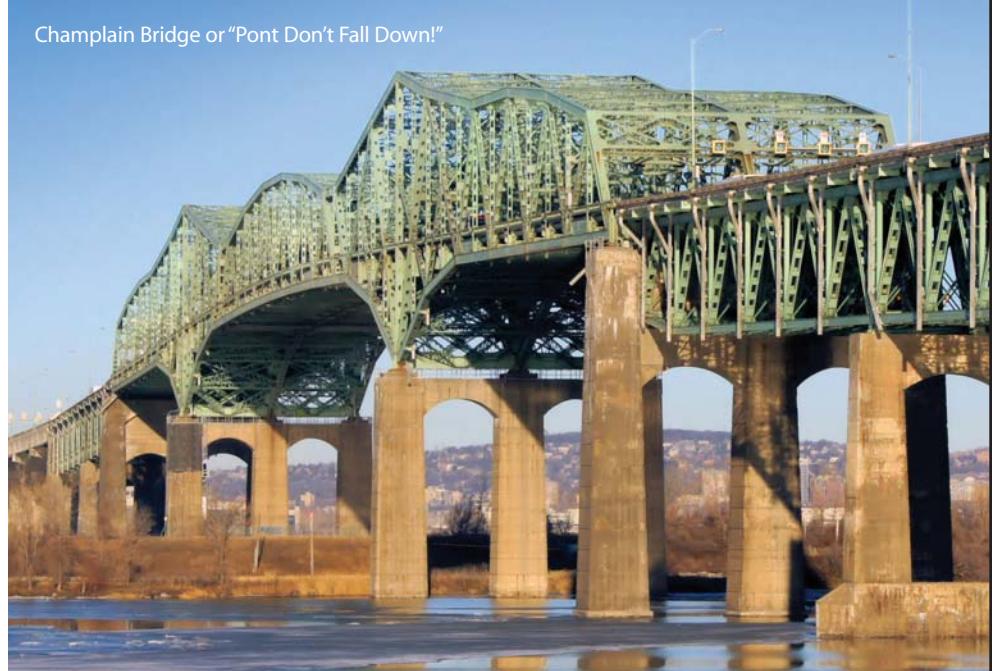
The congested six-lane bridge has been deteriorating at an alarming rate, and a 2010 report by engineering firm Delcan concluded that maintenance costs would be astronomical, and the lane closures necessary for repairs wouldn't help congestion on Canada's busiest bridge.

The total bill for the new bridge could come in at \$5 billion, and it is estimated it will take 10 years to build. It's also going to create 30,000 jobs, said Denis Lebel, Minister of Transport, Infrastructure and Communities.

While details are hard to come by, the next step, says the government, is to sit down and talk with various partners to figure out the way forward.

While the Champlain Bridge was tolled until 1990, debate has already begun around the issue of creating a toll for the new, as-yet unnamed bridge.

Champlain Bridge or "Pont Don't Fall Down!"



"I'm not too sure what is best," admitted Picard, before adding "we've got tolls out here in Nova Scotia and it works pretty good, and it pays for repairs—it's something they should really consider."

The 10-year estimated build time is also raising eyebrows. "Ten years is a

heck of a long time," Picard said. "We should look at how long it took to build the P.E.I. bridge and compare." (It took four years to build the Confederation Bridge, in case you were wondering.)

Details are still scarce, but the government said the next step is to sit down and

talk with various partners to figure out the way forward.

The name game has already begun, and according to a quick poll by the Montreal Gazette, "Jack Layton Bridge" garnered the most votes, with "Pont Don't Fall Down" and "Don't Crumble Bridge" making the list as well.



## LOG BOOK

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Lang and musical guest Lawrence "You're a Strange Animal" Gowan.

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

**2012**

### January 23

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

### January 23-26

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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:** [www.hdma.org](http://www.hdma.org)

### April 19-21

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International Centre, Toronto.

**Contact:** Joan Wilson, 416/614-2200

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





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### Cabotage

#### Canada Cracks Down

Historically, Canada hasn't been as strict on enforcing cabotage rules as the Americans, but it looks like the Canadian Border Services Agency (CBSA) will be paying closer attention.

The Canadian Trucking Alliance (CTA) issued a new Customs Notice on the point-to-point movement of domestic freight in Canada by foreign-based motor carriers, commonly referred to as cabotage.

Canada and the U.S. have nearly identical cabotage rules and only permit such movements in very narrowly defined circumstances. The Americans, however, tend to be a little more zealous in making sure foreign carriers don't deliver freight point-to-point on their soil.

The rules governing trucking cabotage generally forbid domestic hauls by foreign truckers, except when the move is "incidental to the international traffic of the imported or exported goods."

CBSA's notice now clarifies that to mean:

Only one incidental (domestic) move is permitted per international trip; the move must follow a route consistent with the international route of the imported or exported goods; domestic goods can be carried as part of a re-positioning move, but only if the vehicle is en route to pick up a scheduled load for export from Canada, and the drop off point of the goods is in a direct line to the pick-up of the export load.

The notice does not mean a change in the rules, which have been in place for well over a decade, but, the CTA notes, it's a reminder of what the rules are and perhaps signal that CBSA will be paying closer attention to the activities of foreign carrier operations in Canada.

CBSA has indicated it will conduct post-release compliance

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## Dispatches

verifications and issue sanctions against violators.

CTA President David Bradley applauded the announcement, saying it could finally equal the playing field between Canadian and U.S. cross border haulers.

"The rules are, quite frankly, very complicated—on both sides of the border—so whatever can be done to improve the level of understanding about them is a step in the right direction," he said.

But, Bradley said, there needs to be a joint approach to modernizing the cabotage rules in both countries, specifically by providing more flexibility to foreign carriers when moving empty trailers.

The CTA and its counterpart the American Trucking



### YOU SAY CABOTAGE, I SAY SABOTAGE:

Some call the current laws restricting inter-state and inter-provincial trucking archaic and bad for business.

Associations (ATA) appealed to the Environmental Protection Agency (EPA) that changing the archaic empty-trailer movement rules would be environmentally beneficial, but to no avail.

"We're not talking about wide-open cabotage," said

Bradley, "but I think if anyone were to take a step back and look at the situation, and see different rules for trucks and the people who drive them, and restrictions on something as simple as re-positioning an empty trailer, they would realize

that this is an area that is crying out for reform."

Until the policy is relaxed, Bradley says that it is imperative there be a level playing field in terms of compliance with the law. ▲

— *with files from  
Marco Beghetto*



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# heard on the Street

■ **MACK TRUCKS** recently named Stéphane Gauthier national fleet manager for its Eastern Canada territory. Gauthier brings more than 20 years of trucking and intermodal experience to the position, where he will be responsible for regional business development and sales.

John Clark has been appointed director of global brand management and marketing communications at **MERITOR INC.** Clark is coming from **ROUSH PERFORMANCE** where he was director of communications and brand management. Prior to that, he was president of **RACEFAN INC.**, a motorsports marketing and news distribution company. Clark will maintain Meritor's global brand, as well as the strategic direction and market execution for their truck, industrial, and aftermarket and trailer business segments in North and South America.

■ Spruce Grove, Ab.-based **ENTREC TRANSPORTATION SERVICES LTD** has begun expanding by signing two deals to acquire **TRAK EQUIPMENT HAULERS** and **JAY REID TRUCKING**. Both Jay Reid and Trak specialize in over-sized and over-weight equipment for the oil and gas and construction industries.

■ **WAKEFIELD CANADA** has increased its distribution fleet adding specialized trucks to carry diesel exhaust fluid (DEF) from its brand-new Toronto facility. The plant, housed in one of Wakefield's existing lubricant plants in Toronto, takes urea—the raw ingredient in DEF—and processes it into the final product, branded "H2Blu."

■ Portage-La-Prairie's eponymous carrier **PORTAGE TRANSPORT**, a temp-controlled and hazmat hauler, has acquired **LARK TRANSPORT**, also of Portage La Prairie. The Lark acquisition will add about 25 power units to Portage's fleet.

■ **THE ATLANTIC PROVINCES TRUCKING ASSOCIATION** and Casino New Brunswick donated \$25,000 to the Greater Moncton's Transportation Discovery Centre. It's a move in the direction of educating youth on the importance of transportation. "The schools will be able to bring in their students to educate them on the industry," said Wes Armour, CEO **ARMOUR TRANSPORT**, "and show them how important the transportation industry is in Atlantic Canada."

■ Five years and 25,000 service calls later, **EMERGENCY ROAD SERVICES** (E.R.S.) founders Dawn and Alvis Violo high-fived friends and clients in grand style at their company's birthday party in Mississauga. "What we really wanted to do was to show our appreciation to our customers and vendors for their ongoing support throughout the years," says President Dawn. She attributes the support to E.R.S.'s unique service and successful record of customer satisfaction. The Violos launched E.R.S. in 2006 with little more than an idea and E.R.S. now has a roster of more than 17,000 service providers across the

continent. Commented Violo: "When someone calls for emergency service, we put them back on the road in an average of less than two hours, anywhere in North America, utilizing our own 24 hours bilingual contact center."

■ **Claude Tessier** of **GROUPE ROBERT** claimed not one but two titles at this year's National Professional Truck Driving Championships in September in Alberta. Tessier was named Grand Champion as well as Rookie of the Year.

This year's event was sponsored by the Alberta Motor Transport Association (AMTA).

A total of 34 of Canada's top truck drivers participated in the competition which saw drivers compete in five vehicle classes—from straight truck to B-train, and vie for points in eight skill-testing challenges. Team Alberta won third place, Team Ontario won the team trophy.

The event pitted the provincial champions from B.C., Alberta, Saskatchewan, Manitoba, Ontario, Quebec and the Maritimes against each other in two-days of rigorous competition, including a written exam, pre-trips, and a series of precision driving exercises.

## AND THE BEST DRIVERS ARE:

**Straight Truck:** 1st Stewart Jutzi, ERB Transport, OTA • 2nd Kevin Corscadden, Sokil Express, AMTA • 3rd Chad

Kitkowski, Canadian Freightways, MTA.

**Single Single:** 1st Evan Hurst, Canadian



**TWIN PRIZES:** Transport Robert's Claude Tessier (accompanied by his companion Marjolaine Allard) won Grand Champion and Rookie of the Year at the Driving Championships.

Freightways, BCTA • 2nd Claude Guerin, Transport Bourassa, ACQ • 3rd Brian Weslowski, SLH Transport, STA.

**Single Tandem:** 1st Claude Tessier, Groupe Robert, ACQ • 2nd Bryon Winfield, Home Hardware, OTA • 3rd Dale Scott, Canadian Freightways, BCTA.

**Tandem Tandem:** 1st Rod Harrison, Canadian Freightways, AMTA • 2nd Preetpal Nijjar, Canada Cartage, OTA • 3rd David McEwan, Kindersley Transport, STA.

**B Train:** 1st Adam Besse, Canadian Freightways, BCTA • 2nd Shawn Pieschke, TDL Group, APTA • 3rd Brian Heyworth, SLH Transport, OTA.

## SITED ON THE WEB

### Turn Your Speakers On!

It started when **Today's Trucking** printed what Editor Peter Carter figured were the 10 best trucking songs of all time. They were:

10. "18 Wheels and a Dozen Roses"	5. "Eastbound and Down"
9. "I've Been Everywhere"	4. "Me & Bobby McGee"
8. "Truck Got Stuck"	3. "Give Me 40 Acres"
7. "Convoy"	2. "On the Road Again"
6. "Truckin'	1. "Six Days on the Road"

Among the many people who responded with their own comments and suggestions was Dwayne Rae, of Owen Sound, Ont., who offered the 50 Best trucking songs of all time. As you'll see, the response to Rae's list was long and fervent.

**MORE @ <http://tinyurl.com/besttruckssongs>**

### Then along came Derek Staples of Plainfield, Ont.

A **Today's Trucking** fan who is actually teaching his darling 14-month-old daughter Jaidyn to read using our magazine (Editor's note: Hi Jaidyn!), performed some digital pres-tidigitation and came up with his choir of singing trucks in which he conducts a Cat, a Pete and an International ProStar doing the C.W. McCall classic "Convoy." We had no idea our covers had such great lungs.

**MORE @ <http://tinyurl.com/singingtrucks>**



### 9 tips for keeping your truck safe

In early August, an all-star team from across the ranks of Canadian trucking—fleet owners, drivers and representatives from the Canadian Trucking Alliance (CTA)—met face to face with Vic Toews, the federal Minister for Public Safety. On the menu: Issues affecting trucking. The main course: Cargo crime.

That law enforcement officials take cargo crime more seriously is the Canadian Trucking Alliance's (CTA) mantra these days. And, as you might have read in **Today's Trucking** last month, the bureaucrats have apparently been paying attention.

But while you're waiting for the cops to crack down, here are nine ways you can take matters into your own hands so thieves don't take your freight into theirs.

**MORE @ <http://tinyurl.com/safetrucks>**

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**twitter**



[twitter.com/todaystrucking](http://twitter.com/todaystrucking)  
Join the Conversation!

## Driver Attempts to Salvage Something Good from Tragedy

Truck driver Devin Hayes, 39, had just started his new oil-patch job in Bonnyville, Ab., with hazmat experts Clean Harbors when he received a telephone call that delivered the worst news a person can hear.

Back home in Beaverton, his wife and three daughters had been in an auto accident.

The four were headed home from a baby shower in nearby

Peterborough when their car collided with a pick-up truck. Hayes' wife, Kari, and 17-year-old Cassandra were airlifted to Toronto's Sunnybrook hospital, but 11-year-old Alexandria and Mikaela, 10, had been killed.

The driver of the pick-up was also sent to hospital, where he was listed in critical but stable condition.

The accident took place Aug. 28.

Cassandra has since been released from hospital but Hayes says Kari might be in for a few more months.

Now, he says, it's time to think about rebuilding.

His superiors at Clean Harbors gave him the support he needed at the time of the accident. "They've been very good," he says. He says that even though he was new on the job, his supervisor told him to take as much time as he needed; that they would fast-track his benefits and hold his job for him.

**MORE @ <http://tinyurl.com/devinhayes>**



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Today's Trucking - Everyone (Top Posts)

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Write something...

Today's Trucking asked: Is ten years way too long to build the new Champlain Bridge?

Yeah, way too long.  No, not long at all. And this way they'll build it right.

1 · Share - Tuesday at 1:37pm

Today's Trucking  
New Brunswick Truckers Drive Tribute to Fallen Pal, Roland Loggie  
<http://bit.ly/r140LC>

Today's Trucking: covering truck news - a Canadian trucking and truck industry news website and magazine dealing with truck issues including trucking regulations, fleet management, owners/operators, and the latest in new truck and new trucking products.

[Like](#) · Comment - Tuesday at 1:28pm · 8

Today's Trucking  
Champlain Bridge is getting a little help in the form of... another bridge:  
<http://bit.ly/rj0Dgs>

Go Ahead Given for New St. Lawrence Bridge - Today's Trucking, the truck news site.  
[www.todaystrucking.com](http://www.todaystrucking.com)

Today's Trucking: covering truck news - a Canadian trucking and truck industry news website and magazine dealing with truck issues including trucking regulations, fleet management, owners/operators, and the latest in new truck and new trucking products.

**MORE @ [www.facebook.com/TodaysTrucking](http://www.facebook.com/TodaysTrucking)**

Canada: Truck Sales Index

August 2011

CLASS 8	This Month	YTD '11	YTD '10	Share
Freightliner	550	4105	2388	26.0%
Kenworth	595	3198	2419	20.3%
International	520	3147	3100	19.9%
Peterbilt	260	1701	1358	10.8%
Volvo	193	1502	1091	9.5%
Western Star	197	1080	782	6.8%
Mack	110	1047	702	6.6%
<b>TOTAL</b>	<b>2425</b>	<b>15,780</b>	<b>11,972</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '11	YTD '10	Share
International	79	748	555	40.0%
Kenworth	49	336	236	18.0%
Freightliner	53	310	231	16.6%
Hino Canada	28	248	157	13.3%
Peterbilt	42	228	202	12.2%
<b>TOTAL</b>	<b>251</b>	<b>1870</b>	<b>1398</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '11	YTD '10	Share
Hino Canada	22	268	130	43.6%
International	35	239	205	38.9%
Freightliner	23	99	63	16.1%
Peterbilt	2	9	30	1.5%
<b>TOTAL</b>	<b>82</b>	<b>615</b>	<b>440</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '11	YTD '10	Share
Hino Canada	27	385	302	56.6%
International	50	253	109	37.2%
Freightliner	1	24	5	3.5%
Kenworth	2	16	32	2.4%
Peterbilt	0	2	8	0.3%
<b>TOTAL</b>	<b>80</b>	<b>680</b>	<b>468</b>	<b>100.0%</b>



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U.S.: Retail Truck Sales

CLASS 8	This Month	YTD '11
Freightliner	4477	30,884
International	3411	21,397
Peterbilt	2286	14,084
Kenworth	2039	13,059
Volvo	1696	11,519
Mack	1022	7925
Western Star	154	1156
Other	0	13
<b>TOTAL</b>	<b>15,085</b>	<b>100,037</b>



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	47	65	15	27	294	70	21	11	0	0	550
Kenworth	42	210	62	13	148	110	10	0	0	0	595
International	38	111	12	33	171	99	31	16	0	9	520
Peterbilt	31	90	28	22	40	27	18	4	0	0	260
Volvo	14	8	10	39	61	46	13	2	0	0	193
Western Star	40	58	10	2	30	40	8	8	0	1	197
Mack	6	12	12	2	58	13	6	1	0	0	110
<b>TOTAL</b>	<b>218</b>	<b>554</b>	<b>149</b>	<b>138</b>	<b>802</b>	<b>405</b>	<b>107</b>	<b>42</b>	<b>0</b>	<b>10</b>	<b>2425</b>
<b>YTD 2011</b>	<b>1313</b>	<b>3234</b>	<b>705</b>	<b>921</b>	<b>5512</b>	<b>2970</b>	<b>716</b>	<b>293</b>	<b>21</b>	<b>95</b>	<b>15,780</b>

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

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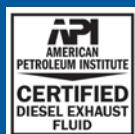
As the percentage of post-2010 vehicles in your fleet grows, so too will your demand for Diesel Exhaust Fluid. And at an estimated 1,500 litres of DEF per truck/year, now may be the time to look at how bulk DEF can save you money.



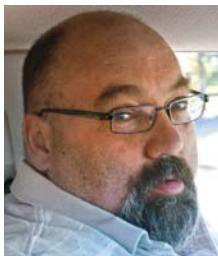
That's where the experts at MacEwen can help. We've been serving bulk customers for generations. Our DEF service team will analyze your requirements and design a 'right-sized' solution for your operation — from totes to tanks. And as your fleet grows, we'll make sure your DEF system keeps pace so you can continue to minimize your operating costs.

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# Taking a lickin' when the snow flies

**winter driving** Rip-and-post this column in your drivers' room so your people make wise cold-weather decisions. By David MacNevin

**G**rowing up on the south shore of Montreal in the winter had its memorable moments. Like that January day in 1963 when the mercury was about minus 32 and we dared our friend Danny Lecroix to lick a metal fence post. You know what happened next.

We called for help. Danny's mom poured some steamy hot water on the connection and then Danny talked funny for a while. But he survived. And don't tell me you haven't done something similar.

I'm not sure what was going through Danny's head when he was stranded against that post but sometimes up here in Northern Alberta, during the winter, when the blizzard is blinding and the roads icy, I know what I'm thinking: "What the heck are we doing here?"

However, here is where we are and here is where we have to face winter. We will continue to service our clients through steel-snapping cold and, on some days, near impossible visibility.

It's one thing to have our equipment prepared and ready for these conditions (See "Wind Chill Factors," by Jason Rhyno, pg. 23) but preparing the pilots of our 18-wheel chariots can be a challenge all its own.

The mantra that we preach to drivers is "slow down and drive according to conditions." Yet for some reason we still find ourselves yanking the odd unit from a fence

post in the ditch every now and then.

Back in Montreal we didn't need Cliff's Towing to get Danny's tongue off the fence, as warm water and a donation of flesh was the only cost. Freeing our trucks and trailers from fences is far

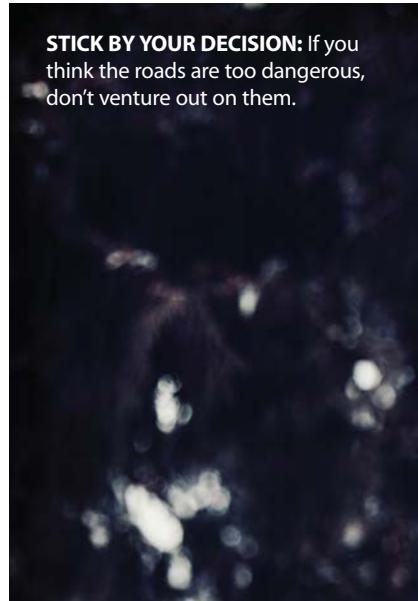
do not try to swing it back on the road. If the driver is savvy enough to go straight in, then his chances of a rollover are lessened.

Then there's the driver following a snow plough, less than 10 minutes from his destination and thinking he

and the other a zero. It's probably the other way around.

Yes, there are deadlines and time commitments, but you are the master of your domain; you call the shots and it's your attitude and decisions that will determine the outcome. If a driver feels unsafe, I would

**STICK BY YOUR DECISION:** If you think the roads are too dangerous, don't venture out on them.



more expensive. And it happens only because some driver didn't adjust to conditions.

**Scenario one:** A truck passes in the left lane of a four-lane highway where the left lane has about three or four inches of powdery snow undisturbed by vehicle travel. The passing 18 wheels whip the snow into a whiteout that renders the driver being passed blind, just long enough to catch the front tire in the deep stuff and hold on while the truck heads into the ditch.

Another mantra we preach: if you get hooked into the deep stuff, drive it in straight like you're parking it;

should pass the plough and make up all of two minutes. Invariably, his wheels will find the slushy thick piles of snow, he'll end up performing a wild 360, and his time-saving trick will turn into a very expensive delay.

Patience is a valuable commodity, particularly in winter driving. Use it and live longer. And do not let anyone push you faster than you feel safe.

Companies and dispatchers need to also adopt a winter attitude. Just because one driver made it through on the same snow-swept road that another driver pulled off from doesn't make first guy a hero

rather have him parked. A stressed-out edgy driver is far better laying in the bunk than behind the wheel.

Finally, remember that out there somewhere is another winter-driving, four-wheeling Danny who has not yet experienced the great Canadian tradition of welding his tongue to a frozen fence post. He's a winter-time accident looking for a place to happen. You have to drive doubly safe to make up for the likes of him. ▲

David MacNevin is Operations Manager at Whitecourt Transport Inc.

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# Wind Chill Factors



Winter air will decrease your fuel efficiency, no question. It might also make stopping more difficult. Here's what you need to know.

BY JASON RHYNO

**Y**ou navigated your way through a wicked whiteout and have just battled winter winds for 12 hours. The load was delivered safely, and on time, but now that you are back at the yard, you're greeted with questions about your poor fuel economy.

Fingers get pointed, excuses are made, and a black, wintry cloud forms over everyone's head.

It's no secret that winter driving is hard on fuel economy: plowing through snow on the road, tires that have lower pressure when the temperature drops, extra time to warm up oil and tires, slush chilling the differentials and axles, carrying a ton of extra ice under the trailer, heater and wipers on, and, of course, fuel density.

While fuel density does have an effect on fuel economy, dropping from 860 or 850 to 830 kg per cubic meter—about a three-percent decrease, depending on the location and time of year—may not be the primary reason for poor fuel numbers.

**AIR** that invisible gaseous substance that surrounds the earth can also kick the daylights out of fuel economy. Especially winter air.

"As humans, we really can't sense the density of the air," explains Ray Camball, head of Project Innovation Transport (PIT) Ontario division, which provides solutions for the transportation industry (see sidebar, pg. 25). "If you can imagine picking up a cubic meter of air, how much do you think that would weigh? It's over a kilogram! That's like picking up a liter of water! And it weighs more when it is cold."

## Wind Chill Factors

### THE MATH (+-x/=)

WANT TO MEASURE EXACTLY HOW MUCH HORSEPOWER THE COLD WEATHER IS GOING TO SAP FROM YOUR PARTICULAR FLEET?

Go to [todaystrucking.com](http://todaystrucking.com) and plug your own numbers into the formula at  
"Wind Chill Factors"

While the average human doesn't have a problem pushing through air, a truck would tell a different story.

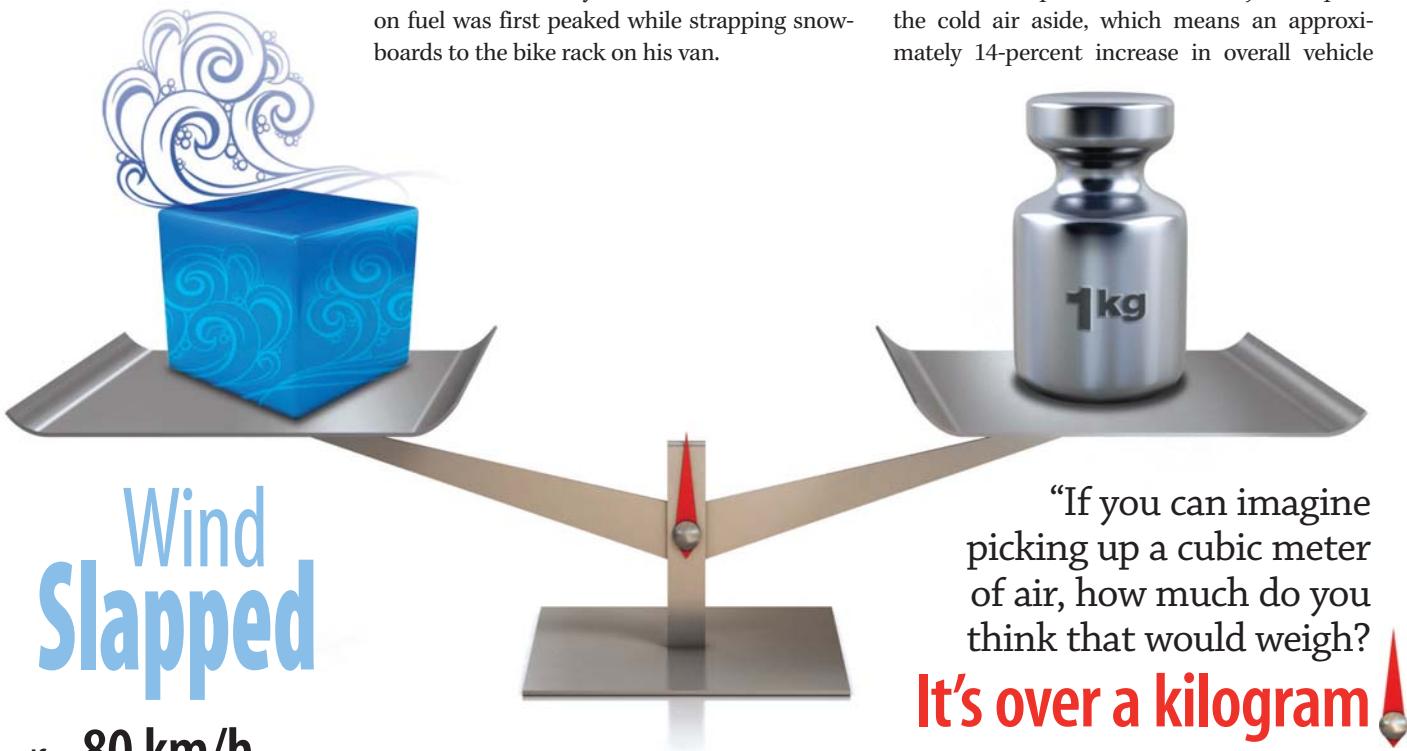
"As vehicle speed goes up four times, the force to push the air goes up 16 times, and the horsepower needed goes up 64 times," explains Camball. "At 100 km/h, the force gets serious and if you are heading into a 40-km/h wind, the force needed to push it out of the way is almost double of what is needed at 100 km/h when there is no wind."

Camball's curiosity about winter air's affect on fuel was first peaked while strapping snowboards to the bike rack on his van.

moist light summer air (90F, 32C) against going through cold dry air (minus-10F, minus-23C). The difference was astounding and far beyond a typical three-percent spread between summer and winter fuel.

While winter winds can howl at high speeds and destroy fuel economy, explained Camball, the more dismal news for winter drivers is that cold, dry air is 20-percent heavier than what you get in the summer months. Who knew?

As Camball explains, at 100 km/h the truck would use 20-percent more force just to push the cold air aside, which means an approximately 14-percent increase in overall vehicle



## Wind Slapped

If an 80 km/h winter gust hits the non-aerodynamic rear of your trailer while you're coming to a stop on a snow-covered road, that's approximately 650 lbs of push you won't appreciate —especially if you've shorted yourself on space. If that 80 km/h wind slaps the side of your trailer, that wall of cold hard air on the larger sidewall surface can start to turn a lightly loaded trailer where you don't want it to go.

"I noticed my fuel economy was not very good, so on the way back home, I turned the boards 90 degrees so they cut into the wind, and tucked them down a bit more," he explains. "It was dramatic in terms of fuel economy."

Years later when Camball started at PIT, he came across a question from a fleet member regarding fuel consumption, and thought the issue needed closer inspection. Other team members at PIT had published a newsletter discussing cold air lowering fuel economy years prior for their members, but Camball wanted to add more information. (All PIT results are kept confidential for members for a given period of time to provide members with a competitive advantage. Results are released later to the public. Information from the 2006 newsletter was made available to help with this article.)

Camball made a computer simulation comparing the air drag of a highway truck in warm

"If you can imagine picking up a cubic meter of air, how much do you think that would weigh?

**It's over a kilogram!**

That's like picking up a liter of water! And it weighs more when it is cold."

fuel consumption. (In windy conditions, this figure can jump to 20 percent overall when the wind is coming from the front or the side.)

Adding to the 14-percent increase in consumption is the three-percent loss for winter fuel as well as the three-percent loss for a spray chilled driveline, totaling 20-26 percent.

Parking the trucks for the winter and going to Florida is not an option for most people, so what does this mean for the driver and fleet?

Good driving habits, like looking far ahead and leaving a gap will still save fuel and help avoid accidents, but the driver will have to wait until summer to get fuel economy numbers that he can brag about.

# Why winter seems heavy

Air density at normal pressure of 29.92 inches of mercury

Temp	Moist Saturated Air	Dry Air
C	kg/cu meter	kg/cu meter
32 90	<b>1.0132</b>	<b>1.1563</b>
20 68	<b>1.1767</b>	<b>1.2045</b>
-23 -10	<b>1.3818</b>	<b>1.3835</b>

\* NOTE: Dry air is actually denser than moist air. (Example -clouds)

Fleets, however, will have to adjust their fuel economy expectations.

Strategy is important. Sheldon Hayes, one of the founding members of PIT and Director of Safety, Compliance and International for SLH Transport, has been addressing the problem head on.

"We have formed a permanent Fuel Economy Task Force whose primary role is to evaluate this and other fuel-saving research information to help our drivers squeeze out the best fuel efficiency, while doing it safely.

"We have tried to establish fair economy benchmarks with drivers by setting realistic seasonal, vehicle specific and regional fuel economy goals that recognize that the same good driving habits can result in very different results in good weather versus bad," says Hayes, adding that the SLH Fuel Taskforce also works with PIT to develop training tools for remedial and new driver orientation training.

"We try to avoid running empty trailers on days when winter winds are severe," says Al Thompson, Director of Maintenance at Meyers Transport. "In heavy crosswinds and bad winter weather, we leave it up to the discretion of the driver to decide if it is safe to proceed or pull off into a safe spot."

Mark Irwin, Terminal/Regional Maintenance Manager for Bison Transport, (who is also an aircraft pilot) notes that "Air temperature is a big factor in the lift of an aircraft, the spread between 40C to -20C will affect lift by 30 percent. How will this affect our trucks running down the road in cold air?

"In the aircraft industry the principle of lift is improved immensely (30 percent) however drag

will also increase as the air is much denser. In the trucking world drag is all we know, the cold air effects will improve the volumetric efficiencies of the engine but they are lost as the truck is being pushed through thick air. Can you imagine the effects of a cold head wind? We are definitely heading in the right direction as many manufactures are doing their best to reduce drag. We as an industry need to embrace the changes as a new look emerges for trucks and trailer."

Camball points out that while the fuel numbers are less in the winter, fleets shouldn't underestimate the value in having smoother aerodynamics.

"When the wind is denser and the vehicle can hold a straighter and safer course, it can penetrate through the wind blasts better than a blunt front end that tends to drift more in diagonal and straight on winds," he explains. "It is easier and safer for the driver to not have to fight and correct as much in gusts to keep in the lane on slippery roads."

But winter wind can also provide a boost. "While a wind on your tail may help fuel consumption," Hayes notes, "it poses additional challenges that require the driver to be more careful about speed and the need to be aware of leaving extra space to allow for increased stopping distances. As in any season, a key strategy is to drive according to road, traffic and weather conditions—even if that means that speeds must drop a bit to be safe." ▲

# The Fuel Density Factor

**FUEL DENSITY** is well managed by reputable fuel suppliers to provide heavier fuel in the summer (May 1 to Aug 31) and lighter fuel in the winter months (Nov 1 to Feb 28) and a blend in between. They also predict the cold weather areas and adjust for those areas. To avoid flow problems and get the best fuel economy, it is best to obtain fuel matched to the expected driving area.

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# Downspeeding

## How low-rev high-torque engines affect your driveline.

BY JIM PARK

**G**ear fast, run slow. It's become a mantra as much as a statement of fact. You want to keep the engine revs as low as they can practically go for optimum fuel economy. Today, on-highway line-haul trucks cruise at 1,200-1,400 rpm, thanks to the fat torque bands found on modern engines. A few engines, such as Volvo's D13 with the XE13 fuel economy package, will go down the road at a very economical 1,150 rpm at 105 km/h.

For every 100 rpm you reduce the engine speed while traveling at the same road speed, you save about 1.5 percent in fuel consumption. Without going deeply into a discussion about engine design and fuel mapping, drivability at low rpm hasn't always been spectacular, but that's changing. Low-rpm, high-torque engines are here to stay, and we can expect even more torque at lower and lower engine speed.

"Over the years, we've seen peak torque drop from 1,400 to 1,200 rpm, and now it's dipping even lower," notes Prashant Kulkarni, Engineering Manager, Mechanical Clutch Team, Eaton Corporation. "In the next few years, all engines will be producing peak torque at 1,000 rpm. The industry is going there regardless of the drivetrain vibration implications or clutch damper technology."

Torsional vibrations are the enemy of driveline makers, and they aren't exactly a trucker's best friend either.

Each time a cylinder fires, it sends a burst of rotational force to the crankshaft, which turns the driveline. It's problematic because the application of that force is not constant. A four-cycle engine fires once for every two rotations of the crankshaft.

That's one burst of power for a brief moment in time. The rest of the time, there's no stress on the crankshaft. When the cylinder fires, it's like striking the transmission input shaft with a sledgehammer.

In the old days, when eight-cylinder engines were the norm, torsional vibrations were less of a problem. There were more torque spikes per rotation of the crankshaft, but they were less pronounced because the engines were not as powerful as today's engines—a lot of little hammer strikes then compared to fewer but much stronger strikes today. The six-cylinder and even four-cylinder engines emerging now in medium-duty trucks create torsional stress on the drivetrains well, but at different frequencies than in years passed.

"Whenever you have equally spaced vibrations in a system such as a driveline, you have to be very cognizant that the frequency of that excitation coming from the engine must not coincide with the natural frequency of the driveline," says Kulkarni. "Otherwise, it's like soldiers marching on a bridge. They would often march out of step over a bridge to prevent it from going into resonance."

It's the same principle in a drivetrain, Kulkarni points out. "If the engine firing coincides with the natural frequency of the driveline, bad things happen."

The natural frequency of the driveline is determined by the stiffness and the mass of the components. A given driveline, sized for torque and other criteria, will have its own natural frequency. A change to any of the components in the torque path will change the frequency, but it's not something that can be changed on the fly. The only way to control the frequency of the driveline, to ensure that it is not in sync with the engine firing, is to alter the clutch damper.

"Clutch stiffness is the most important parameter in determining the natural frequency of the driveline," Kulkarni notes. "A six-cylinder engine will have the same frequency—based on its firing timing—at all rpms. The load will vary with power output,

# Engine Speed and Torque Rise Trends

**B**ack in the days of naturally aspirated engines, torque and horsepower were a fraction of what they are today. You might have 1,000 lb-ft of torque, and you got it at 1,600 rpm. Your horsepower was all up at 2,000 or 2,200 rpm.

"The power would start falling off at any engine speed less than 2,100 rpm, and it dropped right off anywhere below 1,600," says Volvo Trucks Powertrain Marketing Manager, Ed Saxman. "You had to wind the heck out of them, and never, ever, let the revs fall below 1,500 or 1,600 rpm."

The torque curves were pretty flat, but they peaked at fairly high rpm. The engine operating range was usually between 1,600 and 2,200 rpm. At those revs with a direct drive transmission, drive axles had a 4.11 or higher gear ratio.

Turbochargers added a pronounced hump to the torque curve, and lowered peak torque

to the 1,300 rpm range. That improved performance at lower rpm, this improving fuel economy, but drivers still liked to rev their engines high for better performance.

Electronic engine controls and later variable turbochargers allowed very precise control of engine power curves. The curves flattened out again, low-speed drivability improved dramatically, and the trend toward high-torque at low-rpm engines was in full swing.

Today, we get peak torque of up to 1,850 - 2,050 lb-ft at 1,200 rpm or lower. That has effectively shifted the operating range of a today's engines to between 1,000 and 1,500 rpm. And all that torque at such low engine speeds has forced driveline engineers to make big changes to clutches, u-joints, axle ratios, etc.

which changes the amplitude of the vibrations, but the driveline frequency will not change. So, the philosophy has been to understand where the natural frequencies are, and to appropriately size the torsional stiffness of the clutch damper."

The damped clutch is right after the engine, and right before all the components that might fail due to torsional vibrations, such as transmission input shafts, synchronizers, u-joints, axles, etc.

"Designing a clutch damper in such a fashion that you reduce driveline torsional resonances, you can eliminate a lot of reliability risks for the entire driveline," Kulkarni says.

## BEHIND THE CLUTCH

While the clutch and the damping system will mitigate harmful torsional resonances in the driveline, the splines, driveshaft, u-joints and even the bearings and axle gears are still subject to far more torque than was the case in previous years. With engine makers broadening the peak-torque band and lowering the engine speed where peak torque occurs, it's putting greater strain on the driveline for longer periods of time.

Of course, lower engine cruise speeds mean drive axle ratios have to change to maintain suitable road speed. While 4.11:1 and

## SOMETHING'S GOTTA GIVE:

Lower rpm is here to stay; so drivelines will have to adapt





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# IT KNOWS WHEN TO HOLD'EM

**V**OLVO'S new power-train package lets you cruise at 1,150 rpm at 65 mph. In fact, the sweet spot is between 1,050 and 1,500 rpm.

According to Volvo, that's about 200 rpm less than the average truck sold today and it's a huge fuel saver.

### HERE'S THE RECIPE:

- Volvo D13 engine with 425 horsepower and 1,750 lb-ft of torque
- Volvo I-Shift overdrive transmission
- Axle gear ratios of 2.64
- I-VEB Engine brake, which produces excellent retardation even at very low rpm.

Then, you let the specially programmed software make a lot of the shifting decisions.

"With the new package, the engine runs in its sweet spot at any given speed, never straying from its sweet spot at any point from zero through top speed," says Volvo Trucks product Manager and engine guru Ed Saxman.

"When cruising at speeds below 60 mph, the intelligent software is designed to prompt the I-Shift transmission to downshift only when necessary for maximum fuel efficiency."

Put another way, "the engine and transmission know all there is to know about each other. In certain situations the transmission has authority over the engine, in other instances, vice versa."

Saxman again: "Like the song says, the I-Shift software knows when to hold 'em and knows when to fold 'em."

Volvo claims that fleets that spec the XE13 - I-Shift package can expect up to a three-percent improvement when



compared to another overdrive transmission in a similar operation.

The company claims there's no sacrifice in drivability during steep mountain climbs or stop-and-go traffic.

To illustrate, Volvo invited a group of truck journalists to take two state-of-the-art Volvo VNL's 670s for a drive from Volvo

HQ in Greensboro, N.C. to the plant in Hagerstown, Maryland, a distance of about 300 miles.

The idea: compare the new XE spec with a more traditional combination, over a variety of terrains.

The first third took us north through the lush forests and hilly upper reaches of North Carolina to Roanoke, then it was on the interstate, first along the rolling hills through Virginia and finally through West Virginia and Maryland along flatter terrain.

One of the VNL's was equipped with the XE I-Shift package; the other with a 10-speed Eco-Torque with Volvo's unique Early Upshift feature.

Volvo says although the XE is designed to get its best performance on long-haul over-the-highway applications, there are no roads it can't handle.

No disappointment was registered for either truck and in the XE, the transmission made surprisingly few shifts. Many hills were easily climbed without any downshift at all and the majority of the trip was made in top (and often 11th) gear.

The D13 in XE guise spins out 1,750 lb-ft of torque from 1,500 down to 1,050 rpm. Good news on its own, but it still produces 1,400 useable lb ft at even lower rpm. And when it is running at about 900 or so, the engine doesn't emit that godawful chugging sound that other engines produce.

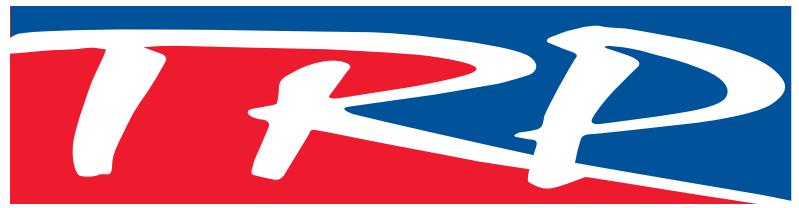


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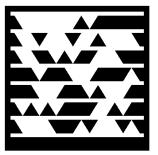
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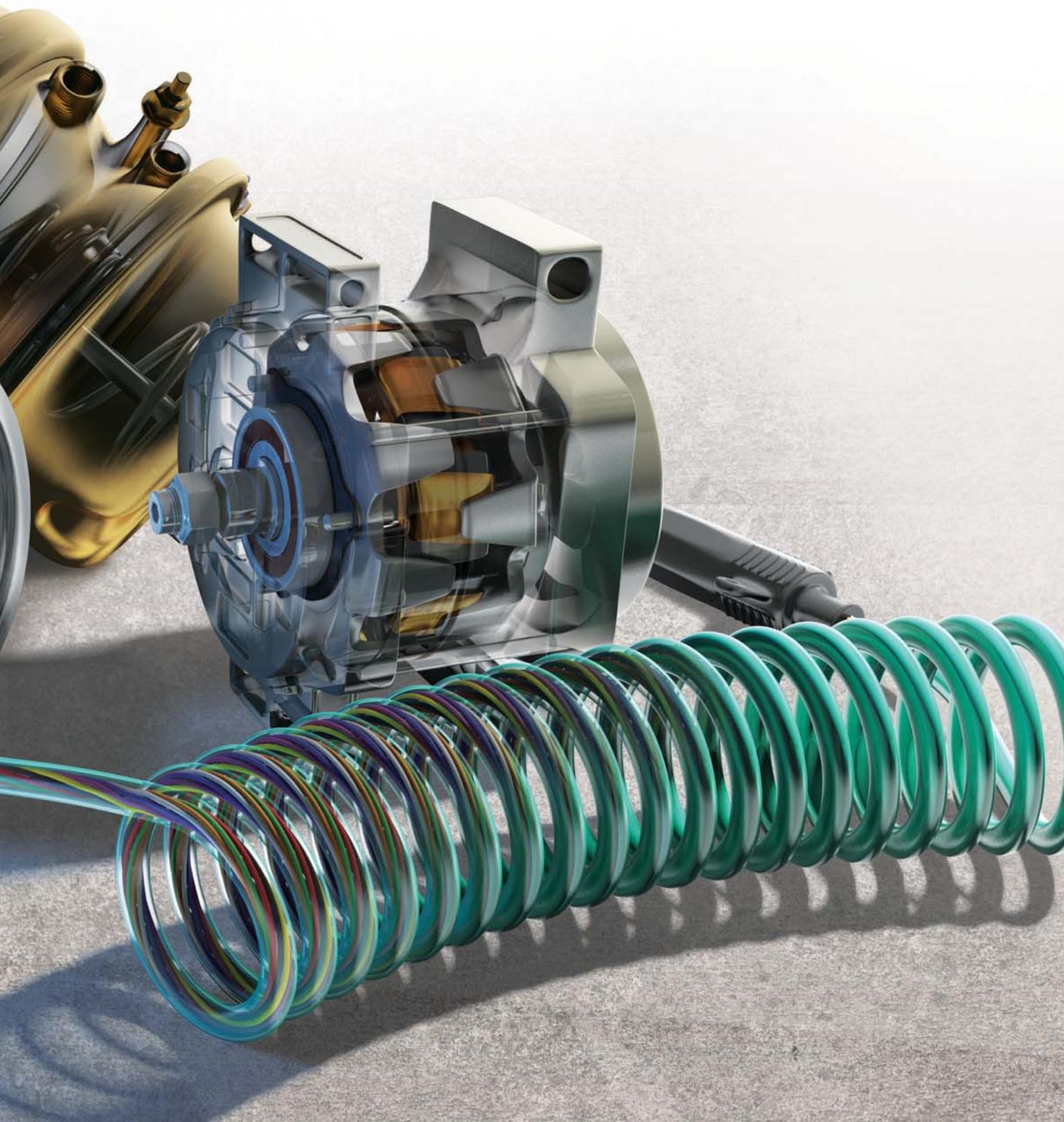
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3.90:1 were common ratios a decade or more ago, today we see rear-ends as low as 2.64:1. A tall set of gears like that would have driven yesteryear's Texas Bull Haulers just plumb wild.

All those changes—high-torque engines, lower driveshaft speeds—have created work for the driveline engineers.

"When you increase the torque going down the driveshaft, you're asking for those components behind the transmission to do more work than they did previously with the higher numeric axle ratios," says Steve Slesinski, Director, Global Product Planning Dana Holding Corporation Commercial Vehicle Products. "Roughly speaking, if you make a 25-percent change in the rear-axle ratio, you're asking the driveshaft to do about 40-percent more work."

In driveline terms, that means it's under greater stress from the increased engine torque.

"When you torque something, the big thing here is you are winding the parts up. You'll have deflection in the system, and that means you have increased stress on moving parts like the needle bearings around a u-joint trunion," notes Bob Ostrander, Chief Engineer for Drivelines, Axle Applications, and Customer Support at Meritor.

For example, for each revolution of the driveshaft, each of the cup assemblies in

**Premium lubricants with the required film strength will help extend the life of the driveline.**

a u-joint rotates back and forth twice. And when the system is under load, there is going to be deflection, and that means parts aren't running true to each other.

"There's a lot going on there, and we have to engineer our drivelines to tolerate those

high torque loads," Ostrander says.

Even though the engineers can deliver product that withstands today's engine loads, users need to be more aware of the maintenance and repair requirements.

Premium lubricants with the required film strength will help extend the life of the driveline, but Ostrander cautions that u-joints are a critical lube point.

"Some people still believe that one

drum of grease will take care of everything on the chassis, but frankly, it's not true," he says. "You really have to follow the manufacturers' lubrication recommendations. It's not a good area to cut corners on."

When considering replacement parts, consider the work the parts are doing. Is a White Label part or a will-fit really good enough anymore? The part may look the same and do the same job, but it's unlikely

that it was built to the same standards as the OE part.

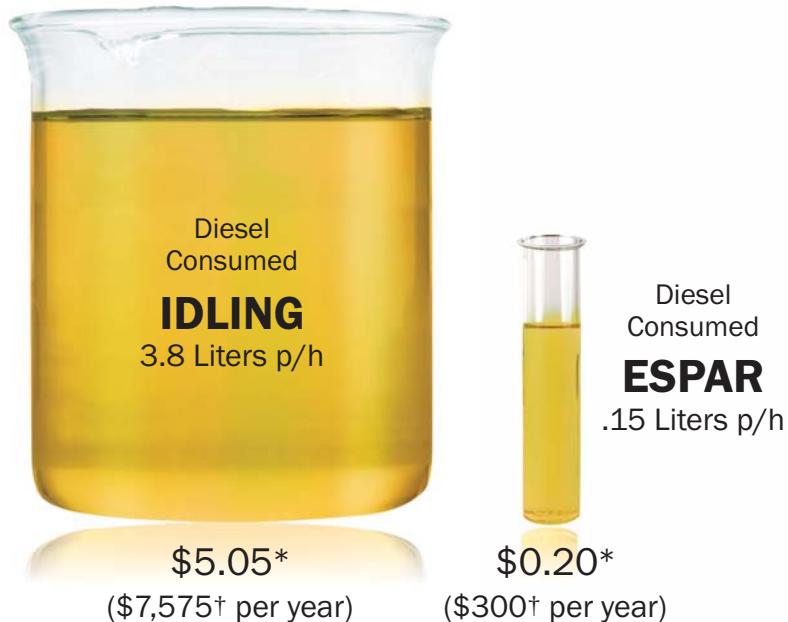
Remember, we're no longer talking about a 350-hp, 1,200-lb-ft engine twisting that driveline. Today it's getting massive amounts of torque at a very low rpm. That's the essence of downspeeding: less engine rpm for the same road speed.

From the driveline's perspective, it's more work that it sounds. ▲

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**D**iagnostics took a while to become a high art, though for quite some time it was a human one. You could easily argue that it's no longer a human activity at all, given how much can be accomplished by digital gizmos that can tell you who made a lousy shift in truck #6554 two Wednesdays ago just east of Regina at 3:19 in the afternoon. If you ask.

Things were different back in the days of horses and buggies, when hauling freight was a somewhat simpler mechanical enterprise than it is now. You could see every single part of your trailer and when something broke it didn't take a zillion hours of shop time to figure it out.

# The New Truck Whisperers

Engine diagnostics have come a long way since the days of standing there staring. It's a far more precise science now. And some of the new tools actually help you nip big problems in the bud.

This is good news. | **BY ROLF LOCKWOOD**

And, best of all, it was never a wiring issue.

Your one-horse 'engine'—maybe you hauled heavy and needed two—wasn't really a whole lot different. When the nag pulled up lame you probably just needed a new shoe, simple enough. And when he was just plain too old to move and turned around to give you The Look in response to your 'giddup', well, the story was clear.

Diagnostics was easy as pie.

Then, for a very long time, it was the era of The Stare. Once engines began to be made mostly of iron instead of equine flesh and bone, and we multiplied their paltry power by means of steel gears, the art of mechanical diagnosis was born. Really, from that point until the advent of the electronic engine—which was very recent indeed—mechanics were often to be found standing 10 feet away from the failed truck and staring at the darned thing. Sometimes they huddled in groups, maybe the shop super joined them, as if ingenuity could be expanded by piling one befuddlement on top of another. And with furrowed brows they... well, pretty often they just continued staring. As strategies go, it was rarely effective.

In the first few decades of this second era, the art of engine diagnostics began with desperately simple questions like, is it getting fuel? And in the case of gas motors, is it getting spark? Now we ask those same questions in very different ways.

There were many who stared a lot back in the day, certainly, but it really did become an art in that long era. For some folks, anyway, the intuitive ones, those with imagination. And the guys—always guys—who took it to its highest level were themselves elevated to star status in the shop, maybe even in the town at large.

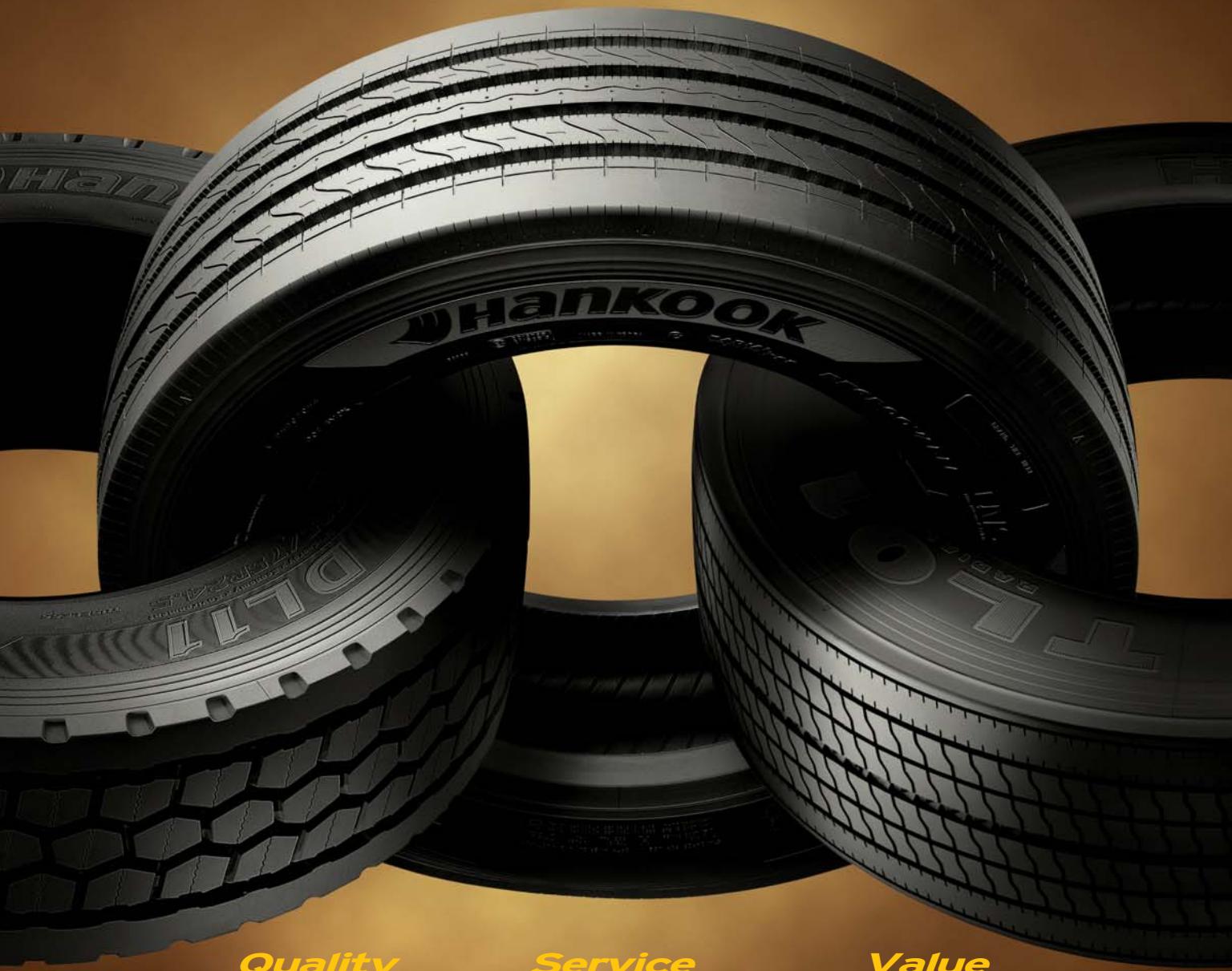
Truck Whisperers, they were called. Legends.

Things got progressively more complicated, as you know all too well, so we devised another means of multiplying ingenuity amongst mortals. We began calling mechanics 'technicians.' It was a brilliant stroke in theory, the logic being that the moniker made the mechanic more confident and thus better matched him to any given problem's complexity.

When electronically controlled engines rolled onto the scene in the mid-1980s, some of them sputtering, dashboards awash with mysterious twinkling lights, some operations went so far as to equip their shops with computers. Never mind that they were usually tired old machines that the front



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office had butchered for a few years before sending them out back to the poor old maintenance lads.

The technicians out there could finally live up to their names. Except that many of them spent as much time diagnosing desktop computer glitches as they did programming engine parameters and figuring out their faults.

## Simpler Now?

Today, removing editorial tongue from cheek, nothing's as clear as it sometimes was in all those earlier analog years. The nature, the very concept of complexity gets redefined every day, but the diagnostic art has changed radically and become easier than ever. There are, however, those fleet managers who haven't exploited the wonders of the microchip and the literally countless diagnostic tools now available. And if we're to believe a recent survey by Arsenault Associates, makers of Dossier fleet-management software, that's a whole bunch of folks.

According to that survey, admittedly an informal one, less than 44 percent of fleets maintain their vehicles using software designed for that specific purpose. More than 16 percent use generic, off-the-shelf software such as Word, Excel, or Access, while six percent use a module of their company's accounting, purchasing, or payroll systems. The most interesting observation is that almost 34 percent reported that they still use either paper and pencil—or nothing at all—to keep maintenance records.

An abundance of anecdotal evidence backs this up.

We can presume, I think, that if truck and trailer maintenance is managed this way, then at least a third of fleets definitely aren't equipped to answer the driver's question as to what that flippin' red light means. And they certainly don't know it's shining until he calls. Thankfully, the combination of a technician shortage and the increasing complexity of our machinery has meant more and more fleets are leaving diagnostics to the professionals.

Probably not such a bad idea in most cases, but are truck owners—and drivers,

for that matter—actually helpless?

Not at all, and that gets more true all the time because every modern-era truck has more sensors than the Yankees have fans. Or detractors.

The other key in all this, of course, is the killer combination of GPS and satellite and/or cell-based communications. No

everybody who plays in this arena. We'd need the entire issue.

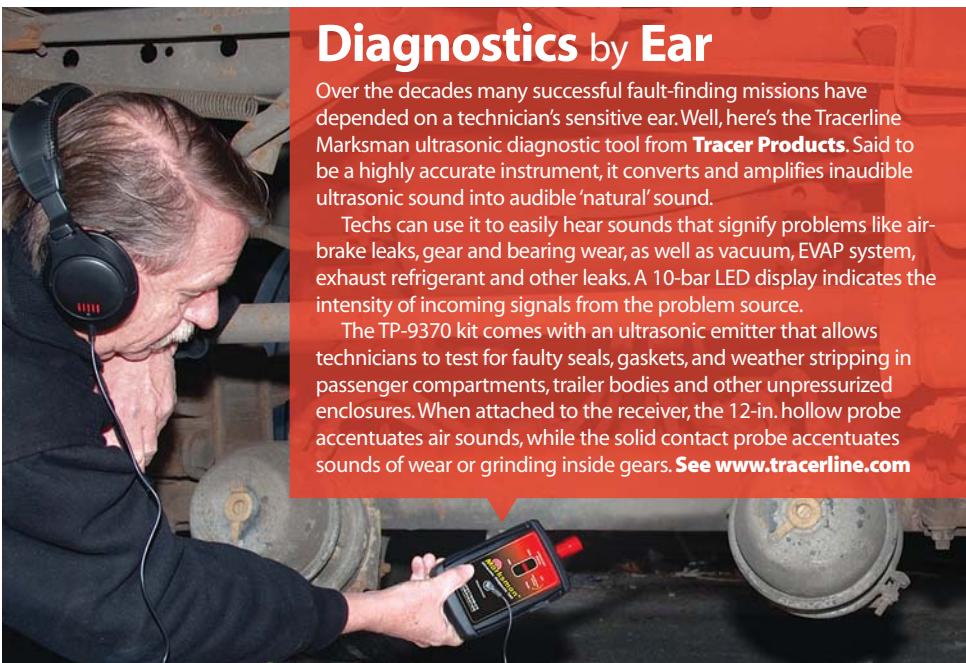
Instead, a brief update on the onboard diagnostic systems that the Environmental Protection Agency made popular with the advent of 2010-model-year engines. The more you look at this, the more it seems to be good news.

## Diagnostics by Ear

Over the decades many successful fault-finding missions have depended on a technician's sensitive ear. Well, here's the Tracerline Marksman ultrasonic diagnostic tool from **Tracer Products**. Said to be a highly accurate instrument, it converts and amplifies inaudible ultrasonic sound into audible 'natural' sound.

Techs can use it to easily hear sounds that signify problems like air-brake leaks, gear and bearing wear, as well as vacuum, EVAP system, exhaust refrigerant and other leaks. A 10-bar LED display indicates the intensity of incoming signals from the problem source.

The TP-9370 kit comes with an ultrasonic emitter that allows technicians to test for faulty seals, gaskets, and weather stripping in passenger compartments, trailer bodies and other unpressurized enclosures. When attached to the receiver, the 12-in. hollow probe accentuates air sounds, while the solid contact probe accentuates sounds of wear or grinding inside gears. See [www.tracerline.com](http://www.tracerline.com)



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longer does a truck have to be in a shop bay and plugged into a laptop in order to lay its soul bare. That can be done from anywhere.

It's astonishing how many diagnostic tools are out there to catch all that data and make sense of it, and not just the obvious 'traditional' analyzers from the likes of Snap-on that you see on serious shop floors. In fact there are so many that we couldn't possibly do the traditional round-up article here, getting comment from

## OBD is NBD

That is to say, onboard diagnostics (OBD) equals No Big Deal. OBD is the quiet component in the Environmental Protection Agency's (EPA) 2010 emission regime, a demand that truck manufacturers install diagnostic systems to make sure that emission control systems are working as they should. They must alert the driver if a repair is needed and retain that diagnostic information long enough for repairs to be made.

The rule, truly massive at 474 pages, is essentially the same as a California program instituted several years ago, and not unlike rules for passenger cars and light trucks that were cast in stone way back in the mid-1990s. (See [www.epa.gov/obd/regtech/heavy.htm](http://www.epa.gov/obd/regtech/heavy.htm))

The new standards apply to all major emission control systems and their sensors in diesel and gas highway trucks with gross weights over 14,000 lb, but they're

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## The New Truck Whisperers

being phased in. In model years 2010 through 2012, manufacturers will have to meet the requirements in just one of their HD engine families. Starting in 2013, all engine families will have to comply.

Cummins, for example, has OBD working on 'Family 1' ratings in its ISX15 line. That means the lower power ratings of 400, 425, and 450 hp. Come 2013, all remaining 15-liter engines plus the 11.9-liter motor will be included. In fact, says Ben Zwissler, the company's chief engineer in charge of diagnostics/OBD, Cummins already has OBD working on all its engines right now, the main difference being that only ISX15 Family 1 motors have the driver-alert dash lamp engaged.

The EPA even specifies where that lamp must go, by the way, namely mounted on the left side of the dash. It has to be amber in color and be bright enough to be visible under all lighting conditions.

The new EPA rule also changed things for engines in trucks under the 14,000-lb level, though they already had a diagnostic requirement. Previously their warning sys-

tems were set off when a given component was about to fail completely. Now they have to be calibrated to a lower threshold, the same one set for heavier trucks.

The only controversial part of the OBD rule is the so-called 'right to repair' issue, namely the access that independent shops have to repair and maintenance information. This isn't fully resolved in practice, but the EPA rule specifically says the requisite information—along with the most capable tools, website access, and training—must be made available to anyone who services an engine's emission control system. That includes any information that is provided by the OEM to franchised dealers.

So how much will this cost you? Not much, maybe a \$60 hike in the truck's price.

Will it change anything in the way you operate? Yes. Since the system is detecting faults at lower levels than ever before, the

amber light is going to shine long before anything appears to be wrong. And your truck may thus be in the shop more often. But it will spend less time in there than in

days gone by because the chances of getting the repair right the first time are greatly improved.

And it will almost certainly run properly—and efficiently—more often.

"There's benefit there by keeping the truck at peak efficiency," says Tom Gana, Cummins director of heavy duty performance. "Also, there's a benefit in service procedures. Diagnosing the fault is almost done for you. I may be oversimplifying but the engine controller is capable of nearly coming to the root cause automatically and informing the technician of the issue. So that makes service practices a lot more efficient."

In fact, the finely detailed data we're now able to get from engines is leading us closer to the day when we can predict when a



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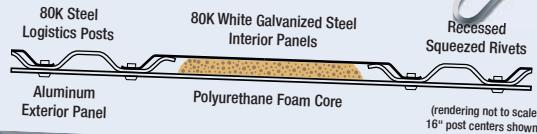
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repair will be required. That's called prognostics, the art of predicting mechanical failure and acting on it before the failure occurs. A slightly lesser variation on the theme is called condition-based maintenance (CBM) instead of the preventive kind.

With the latter, says Itamar Levine, director of maintenance at Bison Transport in Winnipeg, "Half the time you do it too early, half the time you do it too late."

With CBM, you're told that it's probably time to change your alternator or your brake shoes or just your oil. Many car dashboards do this now, and some trucks too, but it depends on having very accurate sensor data. And reliable sensors, which are more often a weak point than other components up to this point in our experience with 2010 engines.

### Creating Insights

One of the chief reasons why shopless small fleets can succeed these days, at least on the maintenance front, is that their trucks—if they run modern ones—can send a ton of operational data every which way without anybody actually doing anything.

Every truck maker has built this capability into their products to one extent or another, but one of the best examples is the 'Virtual Technician' remote engine diagnostic system that's standard on 2011 Freightliners and Western Stars. Assuming they're equipped with Detroit Diesel engines.

It's a unique, proprietary program that delivers real-time vehicle system analysis through remote tracking systems. Again, we're getting close to 'prognostics' here because the program develops what Daimler Trucks North America calls "insights" as to the truck's condition. The system gathers data based on engine diagnostic codes from all manner of existing sensors, then analyzes them and creates a series of reports and recommended remedial actions.

The advantages are obvious in terms of maintenance planning and service scheduling, with attendant gains in uptime. Diagnostic time in the shop can also be radically reduced, among other benefits.

Interestingly, Dale Allemand, VT program manager and director of field service at DTNA, says all this is possible because

of all the paraphernalia required to meet EPA 2010 emissions mandates. Current engines simply monitor more functions and create more data.

"However, so much raw data is static until you put it to work. We began working with Virtual Technician to develop an integrated system to compress the information into meaningful reports and diagnostics. What we found is that issues and

potential resolutions could be delivered and acted upon in real-time," he said.

Ironically, our trucks are just as transparent now as our horse-drawn wagons were more than 100 years ago. They're wildly complex machines but the vast array of data streaming out of them makes the diagnostics task no harder than seeing the bad spoke on a wooden wheel. On a good day. ▲



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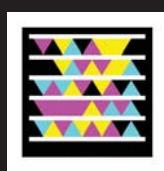
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# In Gear

**INSIDE:**  
**51** Lockwood's Products  
**60** You Can't Get  
There From Here

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



## Trailer-made savings

**trailers** *This tale of two trailers proves that there's savings to be had in some of the unlikeliest places.*  
By Today's Trucking Staff

**A** team consisting of Manac Trailers, Cascades and FPIInnovations has developed a standard van trailer that can reportedly cut your fuel consumption by six percent.

FPIInnovations is the Quebec-based, private-sector, not-for-profit research center. Manac is one of Canada's most respected trailer manufacturers and Cascades is of course the paper-products-and-recycling giant.

In September they announced that thanks in part to a \$50,000 grant from Quebec's Ministry of Transport (MTQ), they have produced a 53-ft trailer that boasts a 12-percent reduction in aerodynamic drag.

The trailer doesn't appear radically different from standard vans.

FP Innovations' Director Yves Provencher told *Today's Trucking* that Cascades set the design criteria.

"We wanted to keep the same volume, the same door sizes and the capability to back up to the docks so that the trailer can be easily loaded," Provencher says. "To save cost for the prototype, we used an existing trailer."



Yves  
Provencher

"The front top corner of the trailer is rounded. The modifications were only made in the top part of the trailer. If the performance of this trailer proves to be positive, a new design would be totally redone, including the suspension."

The wedge design means the floor is sloped by five inches but capacity remains the same.

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**Other advantages:** The new trailer meets American and Mexican as well as Canadian regulations and offers a possible 14-ton reduction in CO2 emissions.

FPInnovations estimates the North American trailer market for this sort of van is about 64,000 units per year, worth over \$1.5 billion.

According to Marc Berthiaume, Manac Engineering Department Manager, "Manac is always interested in participating in initiatives leading to the development of eco-energy technologies, especially with a team of partners as dynamic, painstaking and inspiring as this."

**Adds Provencher:** "Our team has put together the best knowledge and cutting-edge technology for the benefit of the transportation industry—in this case, the trucking sector."

The next step is to take the trailer out of the wind-tunnel stage and compare its performance to standard three-axle trailers in actual use.

At the same time as FPInnovations was working up its scheme, another trucker,



**A NOSE FOR SAVINGS:** Polar specifically honed the front end of the trailer, which usually accounts for about 30 percent of its aerodynamic drag.

Ryan Viessman, of Gary, S.D., was dealing with a different trailer dilemma.

Viessman's fleet, CVI, runs about 70 pneumatic bulk trailers that haul refined sugar, flour, and starches from shippers throughout the Midwest.

Side skirts and other fairings—so effective at improving the aerodynamics of dry vans and reefers—generally aren't practical for pneumatic bulk trailers. They're

hard to install without interfering with access to piping, outlet valves, and other equipment, and they can add several hundred pounds to the weight of the vehicle.

"Bulk fleets everywhere face the same problem," Viessman says. "How do we bring aerodynamic improvements to the trailer that are simple and low cost, have zero impact on our operations, and require little or no maintenance?"



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as 2,200 pounds over other vehicles. So you can deliver more in fewer trips using less fuel. Service intervals have been tripled to 30,000 km, too. That's cost-of-ownership no other truck can beat, backed by an industry-best 5-Year/280,000-km powertrain warranty\*. Higher performance. Lower cost-of-ownership. Only in the new Canter. Visit our website or your nearest dealer.



\*See dealer for complete warranty details.



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The company challenged its long-time trailer supplier, Polar Tank, to find the answer.

Trailer aerodynamics directly affect your total horsepower needs and, therefore, your fuel economy, says Duane Plumski, Research and Development Engineer, Polar Tank Trailer. The typical van or refrigerated trailer accounts for 65 to 75 percent of a tractor-trailer combination's total aerodynamic drag.

"A pneumatic trailer is more streamlined than a flat-fronted trailer, but there are elements like external rings, hand-holds, and piping that disrupt the airflow," Plumski says. "We analyzed virtually every aspect of the trailer to see what we could do to reduce the aerodynamic drag and potentially improve fuel economy without affecting capacity or operations."

He and Polar engineers put their 3D modeling tools to work.

"With our software, we can design, visualize, and simulate the trailer's drag effects before it's built," Plumski notes. "We can predict how design changes will affect not only fuel economy but the strength, durability, and operation of the vehicle."

To improve aerodynamics, Polar engineers first focused on the overall shape of the trailer, starting with the front face.

The front of a trailer accounts for approximately 30 percent of its aerodynamic drag. Polar engineers lowered the tank's front end-cone and tipped it forward slightly to reduce the profile and soften the impact of air coming over the tractor.

They also reduced areas along the trailer that disrupt the air flowing over the trailer.

One obvious source of drag: the external side rings, which wrap vertically, like ribs around the aluminum tank. The benefit of external-ring bracing is a smooth interior; in contrast, a trailer that's smooth on the outside will have struts inside the tank for structural support.

"In our experience, cleaning trailers with internal ribs is a major issue," says Joey Viessman, who manages the company's fleet in Renville. "Product collects around the bracing and makes it hard to unload or clean out."

Plumski says his engineering team made sure those transition points between

the internal ribs don't hinder the ability to empty the trailer completely.

"Our priority was to ensure that no change would alter the capacity of the tank, the distribution of the payload, or the ease of loading or off-loading product," he says. "We preserved the round sloping interior surfaces and designed the ribs so that the trailer will empty cleanly but you get the aerodynamic benefit of

the smooth exterior."

To date, CVI has two aerodynamic pneumatic trailers from Polar and has ordered four more. They haul an average 55,000-pound payload on round trips of 500 miles a day behind day cab tractors.

**The result:** all things being equal, the new Polar trailers average roughly 0.3 mile a gallon better than the externally ringed trailers. ▲

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# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



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

## CAT'S CT660 IS ON THE ROAD

NOW IN PRODUCTION, THE NEW CAT TRUCK IS READY TO ORDER



**C**ATERPILLAR'S much anticipated CT660 vocational truck, first shown to the world this past winter, is now being delivered to customers. It's been in full production since September at Navistar's plant in Garland, Texas.

Based on an International PayStar, but much modified, it features Cat-branded engines built by Navistar. The Garland plant actually builds both trucks interchangeably on the same assembly line, alongside International WorkStars plus military and other vehicles in Navistar's product stable.

The two companies first announced a joint truck development and manufacturing arrangement, and much more, in June of 2008, though they've had a strong working relationship for many years. Together they created a diesel fuel-injection system more than a decade ago, for example. A separate joint-venture com-

pany, NC2 Global, has already produced a conventional truck for markets outside North America and is about to launch a new cabover, too.

The CT660 was the star attraction during a recent press event at Caterpillar's Edwards Demonstration & Learning Center just outside Peoria, Illinois, where reporters had the chance to drive it along gravel roads through the lush 720-acre property. Four loaded dump trucks were available, identical except that two sported an Eaton 8LL manual transmission and the other pair had Cat's own CX31 torque-converter automatic.

The truck appears to live up to its 'premium' billing. Fit and finish seem impeccable, cab-interior materials are of

superior quality, and the new dashboard features a unique combined speedometer and tach. The aluminum-alloy cab is derived from the International PayStar but bears little resemblance to it inside. In fact, only the back panel and roof remain, and they're not unchanged. Among the useful improvements are piano-style door hinges. New cowl-mounted mirrors are free of vibration though they do somewhat restrict the width of the door opening.

Cat says everything above the frame is new, but even some chassis components were re-designed and replaced. The pitman arms, for instance, are unique to the CT660, and the steering system at large is new.

Driving the CT660, albeit briefly, showed an excellent ride over gravel and dirt roads. That's thanks in part to a modified rear cab air suspension with the air bags outside the frame rails. And there's a new trunnion-style cab mount up front.

The cab is also quiet, which should come as no surprise because Cat says its design goal was to be best in class against premium-truck competitors. And testing,

**Driving the CT660, albeit briefly, showed an excellent ride over gravel and dirt roads.**

they say, indicates that their efforts paid off: they beat their target by 3 dBA. And the way decibels are measured, that means cutting noise by half.

That was partly achieved with the cab mount and suspension but also by an "optimized" rear engine mount. Cat won't divulge what was changed with the latter.

Engineers also paid special attention to the elimination of squeaks and rattles, successfully it would appear. To do that, they did things like making the glovebox simply a bin, removing a latch and a pair of hinges with the potential to make noise. Attention to that sort of detail is evident elsewhere.

The CX31 transmission seems very capable and will suit many applications,



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broadening the driver pool in the process. Cat will also offer the CT660 with Eaton manual gearboxes as well as the UltraShift Plus automated mechanical tranny.

Right now only the CT11 and CT13 engines are available, with horsepower as high as 475 and torque up to 1,700 lb-ft. Coming in Q1 2012 is the CT15 which will offer power from 450 to 550 hp, torque from 1,550 to 1,850 lb-ft, in six different ratings. All governed at 2,100 rpm.

A year after that, in Q1 2013, we'll see the CT680 truck with set-forward axle and BBC lengths of 116 and 122 in. It will have a new cooling module and an option for twin external air cleaners on the long-hood version, the same offered on the longer version of the CT660.

Caterpillar's telematics offering, Product Link, which is already standard fare on other Cat machines, will be free for the first three years on the CT trucks.

The CT660, according to George Taylor, director of Caterpillar's Global

On-Highway Truck Group, competes mainly with Kenworth, Mack and Peterbilt products.

Asked about pricing, he allowed that the CT660 is at a premium level and will list at more than the equivalent Kenworth, for example.

While there is some call from logging and fuel-hauling customers for Cat to produce a short-sleeper version of the CT trucks, Taylor said that's not presently in the cards. He didn't, on the other hand, rule it out.

*See [www.drivecat.com](http://www.drivecat.com). For more info on Product Link, see [www.cat.com/itpaystoknow](http://www.cat.com/itpaystoknow)*

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**Navistar** has introduced International-branded brake drums manufactured to the same standards as Navistar OE specs. In fact, these are the same drums that will be used for factory production on

many of the company's truck models later in the year.

Made to SAE and ASTM standards, these drums are said to be subjected to stringent quality audits. Many models feature "machined-to-balance" engineering, resulting in weight savings of two-to-four lb per drum, says Navistar. They're also claimed to show improved heat dissipation when compared to traditional designs, which should deliver both improved cost per mile and a longer life expectancy through a better heat transfer process and anti-corrosion protection.

The drums are available through International/IC truck and bus dealerships and offer a one-year/unlimited-mileage warranty.

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



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## Product Watch

### WESTERN STAR OPTIONS

WESTERN STAR INTRODUCES FUEL-EFFICIENCY AND AUTO-HAULER PACKAGES  
**Western Star's** 4900 model lineup has been improved with the addition of new fuel-efficiency and auto-hauler packages, both available now, among other new options.

The 'FE' fuel efficiency package is offered on 4900-series trucks with set-back front axles and 129-in. BBC. Buyers get a more aerodynamic hood; chrome wrap-around bumper; underhood air cleaners; and horizontal or back-of-sleeper exhaust. Power options for the FE models—a variety of sleeper and daycab configurations—include Detroit Diesel DD13 and DD15 engines rated up to 530 hp and 1,850 lb-ft.

The fuel-hauler package sports a low 101.5-in. ground-to-top-of-cab height without needing third-party modifications to the cab roof. The only power option is the Cummins ISX15 engine with ratings from 400 to 600 hp and up to 2,050 lb-ft of torque. A horizontal aftertreatment system is standard.



Western Star's auto-hauler

It comes with a BBC of either 123 or 132 in. in daycab or sleeper configurations. The company says there are no compromises to full-height headroom or sleeper access. Available sleeper options include 40-, 54- and 68-in. models.

On the daycab you get a 190-gal fuel tank matched with a 13-gal DEF tank. Uniquely, this model has its batteries situated in the cab. Tanks max out with the 68-in. sleeper model, offering 250-gal fuel capacity

and a 23-gal DEF tank.

The interesting new in-cab three-battery setup—arranged under a specially designed seat—is actually offered on any Western Star daycab and up to 40-in. sleeper models equipped with DD13 and ISX engines. It frees up scarce chassis space, with battery cables routed through the floor and under the deck, while reducing the vibration stress that's common with frame-rail mounting.

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

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### SURVIVAL KITS

ALBERTA COMPANY BRINGS AVIATION-QUALITY SURVIVAL KITS TO TRUCKING. Initially developed by a Rocky Mountain-area pilot who was unhappy with survival tools available in rental planes, the crash kits offered by **Crashkit**

**International Corp.** were subsequently refined with the help of an ex-military survivalist and other pilots. For more than just aviation use, there are now 19 models available, some aimed at truck drivers as well as others like hunters and snowmobilers.

The Transport Kit 2 shown here is meant to sustain up to four people in a survival situation for 72 hours, or one person for longer presumably, but smaller versions are available. A kit of this sort is probably a must-have when traveling in questionable weather conditions, and not just in the rugged north.

This particular kit includes 119 of the most essential items needed in case of an emergency situation. Packaged within a Pelican 1200 case, this kit is indestructible, as well as being easily stored within

Transport Kit 2 by Crashkit International Corp.



any vehicle. Every item included in the kits has been thoroughly tested and approved to ensure it performs when needed, the company says.

In that case are a 9-volt Pak-Lite with red flasher and other items running the gamut from food bars to body warmers,

duct tape to flares with a launcher.

Emergency drinking water is included, of course, along with first-aid supplies and a very loud whistle that also incorporates a compass, magnifying glass and thermometer.

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



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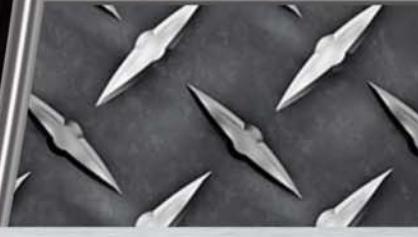
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## TRAINING COURSES

### COMPLI EXPANDS SUITE OF TRAINING COURSES

**Compli**, which specializes in HR and compliance-management training for the trucking industry, has expanded its list of fee-based courses from leading training providers such as PureSafety, WeComply, and Pro-Tread. This expanded suite will help drivers and employees stay current with industry practices while mitigating risk exposure for fleets, the company says. There are no specifically Canadian course on offer.

There are courses focused on human resources, professional development, environmental health and safety, and injury and illness prevention, as well as more specific subjects such as each of the seven CSA BASIC's. These courses are said to be "seamlessly" integrated within the Compli platform that keeps a record of course activity inside each employee's electronic personnel file.

Fleets can efficiently assign required trainings to employees and track their completion, at the touch of a button, Compli says.

Among the new lineup of courses are these: Conflict Management for Managers; Workplace Violence Prevention; Performance Reviews; Effective Supervision; Managing Stress for Managers; Preventing Back Injury; People with Disabilities at Work for Managers.

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

## MAINTENANCE HISTORY

### 'INSTANT RECALL' IS A NEW FUNCTION OF DOSSIER SOFTWARE

**Arsenault Associates** says that 'Instant Recall', a new function of its Dossier maintenance management software, instantly and automatically displays maintenance history information when a new repair order is initiated.

Calling it a "game changer," Arsenault says access to previous repair data before work begins makes for better, quicker decisions, much less rework, and lower costs. It can also capture warranty dollars that might otherwise be missed.

The new function automatically displays recent repair and maintenance information on a panel that appears on the right side of the screen as soon as the

## ALLISON TO UNVEIL NEW AUTOMATIC TRANS

A direct competitor for Eaton's UltraShift Plus 10-speed coming in 2013

**T**he **ALLISON** TC10 TS ('tractor series') will be aimed primarily at short-haul and regional tractors that run on-highway but see a lot of gear shifting, as well as some vocational tractors that don't go off road. And the company says you can expect performance and fuel economy superior to that of competitors' products. It weighs 1,030 lb, with overall system weight about the same as a 13-speed Eaton UltraShift Plus.

The TC10 will complement but not replace Allison's fully automatic 4000 RDS transmissions that see on/off-road service in straight trucks. The 4000 HS (highway series) works well for some heavy on-highway applications but is not a good fit for long-haul tractors, says Allison. But the TC10 will be.

It combines a torque converter with a 10-speed mechanical gearbox. The 'TC' in the name also refers to 'twin countershaft' in the main gearbox's mechanical layout. Power flow alternates between the counter- and mainshafts, depending on which gear it's in.

Engine power is continuously delivered via wet clutches in both the main five-speed gearbox and the two-speed range box. The latter also uses planetary gears and a synchronizer (for forward-to-reverse stationary shifts only). With its 'power shifting' ways, there's a constant flow of power and torque during gear changes, and that's said to contribute to brisk acceleration.

The TC10's competition will be the Volvo/Mack I-Shift/mDrive automated mechanical transmissions as well as Eaton's UltraShift Plus. Their power-interrupt shifting is seen by Allison people as a detriment to both performance and economy. Each power pause causes the vehicle to momentarily lose momentum that the engine must then recover, burning an extra bit of fuel each time, Allison contends.

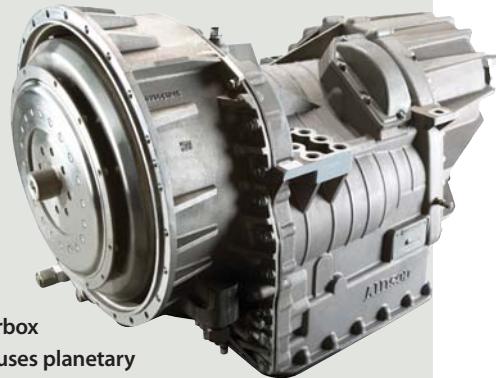
The TC10 will be warranted for five years and 750,000 miles (1,207,000 km). The only scheduled maintenance is a changing of the synthetic fluid at 500,000 miles (805,000 km).

It will initially be rated for use with engines making up to 600 hp and 1,650 lb ft of torque, with a higher torque rating to follow.

The TC10 will be sold to truck makers for less than an Allison 4000, and at a price targeted to be competitive with existing automated mechanical transmissions. 'Competitive' here means "acquisition cost plus value," the company says.

Production begins in October 2012 and ramps up in 2013.

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



vehicle's ID is selected when a new repair order is opened.

As more information is added to the repair order, Instant Recall automatically drills down into that vehicle's history to match the entered information, the company explains. The technician can clearly see if the same kind of work has previously been performed on a vehicle and when. He can also see any repair's reasons and what parts were installed. The working screen will also show a specific

previously completed repair order or complete repair history.

Arsenault notes that Instant Recall uses VMRS (Vehicle Maintenance Reporting Standards) codes. They've been adopted by most equipment manufacturers and parts suppliers to make it easier for parts ordering, warranty recovery, defect reporting, and other issues.

See an Instant Recall animation here: [www.arsenault.com/content\\_pages/view/dossierinstantrecall](http://www.arsenault.com/content_pages/view/dossierinstantrecall)



## Beyond Your Expectations

Step into the cab of the all new Hino 155 and Hino 195 for an experience beyond your expectations.

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## Product Watch

### COOLANT HEATER KIT

ESPAR OFFERS ENGINE PRE-HEATER KIT AND ON-DEMAND HEAT

**Espars Heating Systems** has introduced the E-Delivery Truck Kit. All-inclusive, it comes with the well known 17,000-BTU Hydronic 5 fuel-operated engine pre-heater in aluminum-covered box, but in this case it adds a set-and-forget



programmable timer with a multi-function dash-mounted switch that's tied into the truck's fan settings. It allows for on-demand heat while drivers are on delivery.

The simple switch can be set to run from 5 to 60 minutes and monitors battery levels.

Increasing pressure for fleets to reduce idling while parked at loading docks and customer locations, says Espar, makes this option attractive to grocery, beverage, and any other fleet making multiple daily deliveries. Typically a standard Espar truck kit is operated by a timer that's used for a pre-set period to engage the heater prior to daily operation.

The Hydronic 5 and other Espar coolant heaters work independently of the engine and thus pre-heat the cab and engine alike.

The heaters are integrated in the engine's cooling system. The thermal energy gained is then distributed through the vehicle's own heat exchanger as forced hot air, heating the cab via existing air vents. The engine is warmed up with the residual heat in the cooling water.

Espars products are available through all truck OEMs, Thermo King dealers, and many other aftermarket distributors.

See [www.espar.com](http://www.espar.com) and [www.espar.com/html/service/download/videos.html](http://www.espar.com/html/service/download/videos.html)

### SELF-SEALING WIDE BASE TIRES

GOODYEAR EXPANDS DRIVE AND TRAILER LINES

**Goodyear** has introduced its G392 SSD drive and G394 SST trailer wide-base tires for long-haul and regional-haul applications. The new wide-base tires, which feature Fuel Max Technology, are the first in the industry to offer flat protection, thanks to Goodyear's DuraSeal Technology, a gel-like inner liner which instantly seals punctures of up to 0.25-in. in the repairable area of the tread. (DuraSeal does not seal sidewall punctures.)

"We feel our new wide-base tires are game-changers in the wide-base tire segment," says Donn Kramer, director of marketing for Goodyear Commercial Tire.

"If a standard wide-base tire hits a nail or other debris and goes flat, there is no limp-home capability, and in about 30 percent of the cases, the tire deflates to a level where it ruins a \$450 wheel.

DuraSeal has been in use in mixed service and trailer tires for several years.

The G392 SSD and G394 SST are SmartWay-verified.

Goodyear claims long-haul dual tires with Fuel Max Technology deliver up to five-percent better fuel economy over other non-SmartWay-verified tires. And



now that it's combined with the wide-base tire, the savings should even be greater, the company says.

"The combination of our G392 and G394 can save more than 1,100 pounds over a dual assembly, and achieve comparable fuel economy numbers to other SmartWay-verified tires in the marketplace," says Kramer.

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

### Retail Diesel Price Watch

Find out how Espar Heaters can **SAVE YOU MONEY**.



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#### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of October 11, 2011 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	135.9	3.5	118.2
VANCOUVER *	135.9	3.3	95.0
VICTORIA	133.2	2.7	98.0
PRINCE GEORGE	124.7	1.0	93.3
KAMLOOPS	123.4	0.0	92.1
KELOWNA	124.3	3.0	93.0
FORT ST. JOHN	127.9	1.7	96.4
YELLOWKNIFE	128.6	0.0	109.4
CALGARY *	112.6	2.0	94.2
RED DEER	112.9	3.3	94.5
EDMONTON	110.6	1.3	92.3
LETHBRIDGE	118.9	5.5	100.2
LLOYDMINSTER	110.9	0.0	92.6
REGINA *	116.6	1.7	92.0
SASKATOON	119.3	2.0	94.6
PRINCE ALBERT	115.9	0.0	91.4
WINNIPEG *	112.3	0.0	91.5
BRANDON	114.4	1.0	93.5
TORONTO *	127.9	1.8	94.9
OTTAWA	125.6	0.0	92.8
KINGSTON	124.4	1.0	91.8
PETERBOROUGH	127.4	1.7	94.4
WINDSOR	122.7	0.7	90.2
LONDON	123.9	2.0	91.3
SUDBURY	123.9	1.5	91.3
SAULT STE MARIE	124.7	2.0	92.0
THUNDER BAY	128.3	3.7	95.2
NORTH BAY	123.4	0.8	90.9
TIMMINS	128.9	0.0	95.8
HAMILTON	122.5	0.7	90.1
ST. CATHARINES	120.6	0.0	88.4
MONTRÉAL *	130.9	0.5	92.7
QUÉBEC	129.9	0.0	91.8
SHERBROOKE	129.1	-0.2	91.1
GASPÉ	130.4	0.0	96.1
CHICOUTIMI	128.9	1.0	94.8
RIMOUSKI	130.4	1.0	94.2
TROIS RIVIÈRES	129.9	0.0	91.8
DRUMMONDVILLE	125.9	0.0	88.3
VAL D'OR	128.4	0.0	94.3
SAINT JOHN *	129.5	0.8	91.4
FREDERICTON	129.6	0.5	91.5
MONCTON	130.7	0.9	92.4
BATHURST	132.2	0.8	93.8
EDMUNDSTON	131.8	0.7	93.5
MIRAMICHI	131.2	0.7	92.9
CAMPBELLTON	131.2	0.6	92.9
SUSSEX	129.8	0.8	91.7
WOODSTOCK	128.0	-4.9	90.1
HALIFAX *	125.0	0.4	89.3
SYDNEY	127.8	0.0	91.7
YARMOUTH	126.8	0.0	90.9
TRURO	125.6	0.0	89.8
KENTVILLE	126.3	0.0	90.4
NEW GLASGOW	127.0	0.8	91.0
CHARLOTTETOWN *	121.8	0.0	91.8
ST. JOHNS *	134.1	2.5	98.2
GANDER	130.6	2.6	95.1
LABRADOR CITY	139.6	0.0	103.0
CORNER BROOK	134.8	2.5	98.8
<b>CANADA AVERAGE (V)</b>	<b>124.3</b>	<b>1.6</b>	<b>93.7</b>

V-Volume Weighted

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

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

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



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## YOU CAN'T GET THERE FROM HERE

Itching To Win A Hat? Tell Us Where This Is



**You Can't Get There From Here** is our new feature for readers who know a thing or two about the highways and side roads of this great country of ours. Every month, we'll publish a photo of some landmark that's available from a major artery and it doesn't matter if you drive past it in your truck, your pick-up or aboard your snowmobile, if you're among the first 10 readers to I.D. the site and tell us where it is, we'll send you a fabulous *Today's Trucking* cap. **Last month**, quite a few Highway-401 regulars identified the 1,000 Islands Charity Casino at Gananoque, Ont.

We at *Today's Trucking* happen to think that this month's critter ought to be the official symbol of its home province, if you catch our drift. If you know where it is, contact Jason Rhyno at:



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**October Answer**  
1,000 Islands  
Charity Casino at  
Gananoque, Ont.





By Peter Carter

# Getting things done 101

My pal Kevin's homegrown solution for increasing your workplace productivity

**M**y friend Kevin Healey insists we really ought to get rid of the shoulds in our life, and I agree. By shoulds, I mean the vague statements of intention that never go anywhere: the weak-kneed promises that you'll get around to doing something. As in "I really should eat better."

Should, according to Kevin, is a bad word. An 'f' word. (Or maybe an s word.) In fact, Kevin says "should" is downright harmful.

Shoulds are for people who complain but don't do what needs doing. As in "somebody really should find out where all our trailers are." Or, "we should really implement some H-R policies with teeth around this joint."

Kevin says shoulds are also useful for people who beat up on themselves needlessly. They just make matters worse.

"I really should cut down on my scotch intake" doesn't do your liver any good. If anything, Kevin says, "shoulding" salts the wounds because it layers guilt on top of the problem you're trying to solve.

How about "I should do more chores around the house"? Either do the chores or talk about something else is what I say.

Kevin's my neighbor. A self-employed contractor, he's in his 40s and from England. I've quoted him before. ("85 percent of statistics are made up on the spot" and "you can eat an elephant if you do it one bite at a time.")

He's one of those guys you can always rely on for an erudite observation or two. And maybe it's because I was weaned on Monty Python, but I find people who talk with British accents make funny things sound even funnier.

The "shoulds" conversation came up after I ran into Kev recently at a neighborhood street party. I really did run into him, too. The street was closed to traffic, I was pedaling my daughter's bicycle and when I saw Kev standing on the roadway with his back to me, I inched my way up and hit the back of his legs to get his attention.

He turned, said "hi" and offered me one of the British beers he was holding. I popped it open, cheered him, and one of the first things he said was, "So you think you're the only writer around here, do you? Well, you're not. I wrote something, too."

Then he told me about the anti-should column he penned for a community newsletter. It was about how shoulds follow you around and gnaw away at you.

I gave it 15 seconds thought. "You're darn right," I said, and tilting my beer can in his direction, added: "I agree! Shoulds must go."

Either do something or don't. Change if you want to but don't just talk about it. Saying you should do something also lets you off the hook if you don't do it. I think shoulds should be banned from the workplace, I said. Kevin and I drank to that.

Upon further reflection, I suggested Kevin could write a book about the harm shoulds do. Or go on a speaking tour.

How much more productively we'd work if we replaced all "shoulds" with "am going tos."

My chat with Kevin reminded me of a meeting I was at a few years ago, in Ottawa.

It was the annual dinner of the Canadian Transportation Equipment Association (CTEA). Among other responsibilities, the CTEA unites upfitters and specialty manufacturers who turn bare-naked truck chassis into capable task-specific workhorses. A more practical bunch of problem-solvers you'd be hard pressed to find.

The guest speaker was Jean-Francois Carrey, an Ottawa-Valley-born Franco-Ontarian who, at 24, became the youngest Canadian to summit Everest.

In his presentation, Carrey said that after he decided he was going to climb the mountain, he decided to tell as many people as he could of his intention.

And then he had a t-shirt made, with the statement "I am going to climb Mt. Everest" printed on it. And that pretty much clinched it.

The T-shirt did not read: "I should climb Mt. Everest."

At the time, I remember thinking: "I should write something about this." Then after my chat with Kevin, I changed that to, "I am going to write something about this." Et voila. ▲



**A LITTLE ALP FROM HIS FRIENDS:** Canada's youngest Everest summiteer J.F. Carrey assiduously avoided the 'S' word.

THE BEST WAY TO PREDICT THE FUTURE  
IS TO INVENT IT.



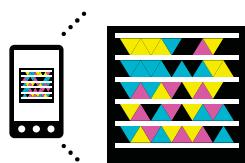
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