

SHOP STAR: Meet Canada's top maintenance guy, PG. 31



**Top Tech
Steve Plaskos:**
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about the tech
shortage
...or else"

Today's Trucking

The Business Magazine of Canada's Trucking Industry

July/August 2006 | www.todaystrucking.com

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The New LUBES

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PG. 63
TESTED: Mack's new
MP7 powerplant



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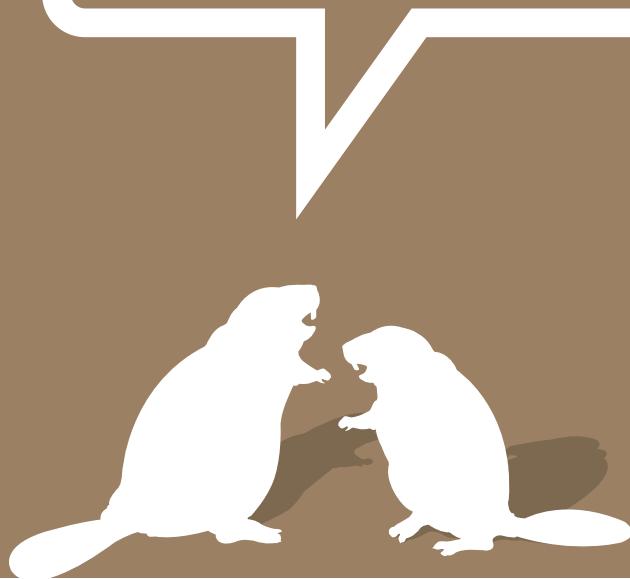
COVER PHOTO BY JIM PARK

Meet "Blossom," Paul Meilinger's 1985 Kenworth LW-model logger. He found the truck in Smithers, B.C., but it hauled logs in 10-ft bunks for most of its life out of the Prince George area. It's got a 460-hp Cummins N14, an Eaton 16915 15-speed transmission, and 48,000-lb Eaton rears.

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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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P.O. Box 370, Station B, Etobicoke, ON M9W 5L3
416/614-2200 • 416/614-8861 (fax)

Today's Trucking is published monthly except January and July by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Etobicoke, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus \$0.35 GST; one-year subscription: \$34 plus \$2.38 GST; one-year subscription in U.S.: \$40 U.S.; one-year subscription foreign: \$65 U.S. Copyright 2006. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in Today's Trucking. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatalogical, or in poor taste. Postmaster: Address changes to Today's Trucking, 451 Attwell Dr., Etobicoke, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No.40063170. ISSN No. 0837-1512. Printed in Canada.

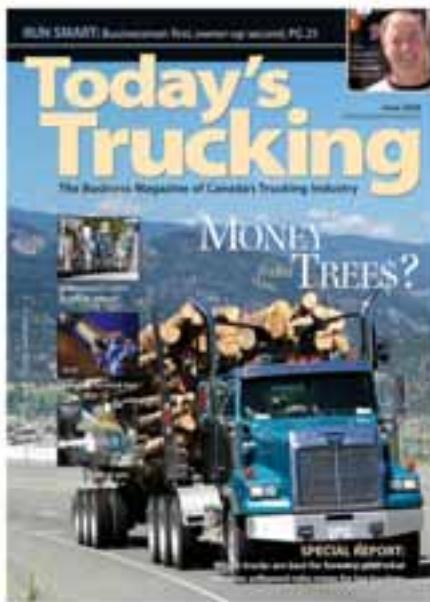
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When figures lie

Re: "Device sees driver fatigue," by Rolf Lockwood, June '06.

I dispute truck profiling.

The National Highway and Traffic Safety Administration claims that trucker fatigue contributes to 30 to 40 percent of all crashes. Ten percent is probably closer to the truth.

Politically incorrect trucks are easy targets to name as scapegoats. Truck critics and governments pretend to be concerned with safety and traffic problems, but they solely target trucks with bans and misleading reporting.

While trucking is highly regulated and restricted to hours worked, motorists are not and can legally drive endlessly. Further, most trucking is local or short haul—only 10 percent is longhaul.

Overlooked is the undeniable fact that cars cause most large truck/car crashes. Tractor-trailers are involved in only 6 percent of total traffic fatalities.

Truckers possess the safest driving records while young teenage males and elderly drivers are the worst. Why is there no interest in the thousands of car-created fatalities?

Safety is for all drivers and vehicles. Fairness is necessary. It's high time a non-partisan, non-political body looks at all

vehicles and traffic safety.

And, hats off to columnist Raymond Mercuri for "When the Trucks Stop" in the same issue, citing the goods that are taken for granted.

I wish truck critics and governments would take note.

Don Bell,
Mississauga, Ont.

Religious dissent

Re: "Lion at the wheel," by Peter Carter, April 2006.

I appreciate Mr. Bal's accomplishments, but I disagree with his comments on the Sikh religion. He states that a good Sikh must be disciplined enough to move with the times. If that was the case, the Sikh religion would not exist today. A good Sikh defends their faith, rights and freedom.

Balbir Singh Atwal,
Victoria, B.C.

Multi-media entertainment

Your story "FW: A Driver's Dream (by Peter Carter, March 06) not only made me laugh out loud, I shared it with a couple of owner-operators because it gave the most crystal-clear picture I have ever seen of what a driver has to go through. My hus-



band pulled the page out of the magazine and wanted to show it to some others, but it somehow got lost. I was gratified to learn I could find it on your website and print it off again. Thanks.

Pam Evans,
Stouffville, Ont.

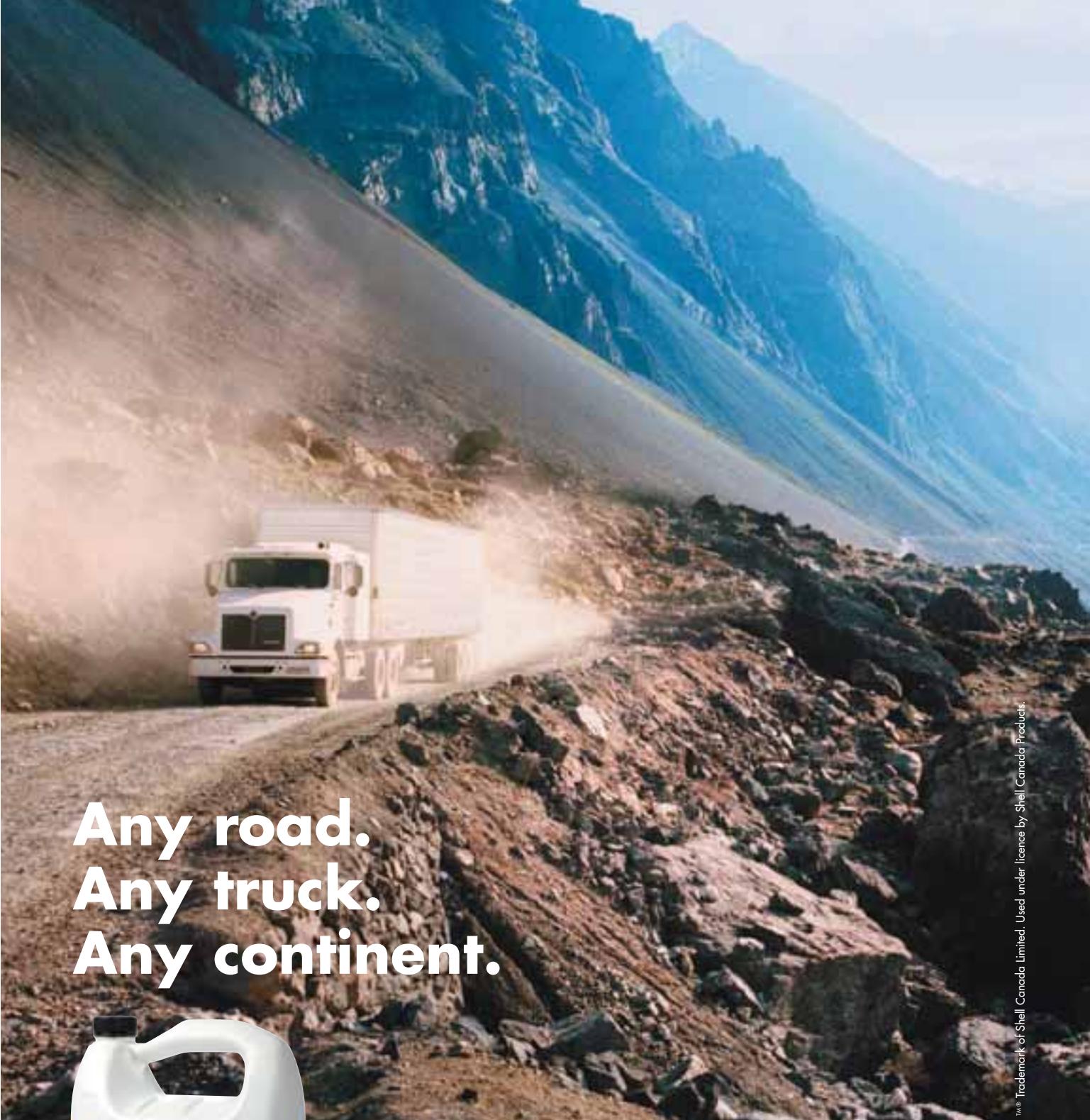
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By Rolf Lockwood

Our Kids Will Thank Us

It took a long while, but I've returned to my environmentalist roots. Mostly.

Let me establish some credentials here before I get to the meat of this piece. Two sets of bona fides, really. And I guess they're diametrically opposed.

First, I drive an SUV with a V8 engine. And I love the thing. Love the rumble, love the grunt. Is it fuel-efficient? Hardly. Do I feel guilty? No, but I'm starting to think about a change.

And second, way back in the early 1970s, I launched a newsletter with a sociology professor friend of mine. The Canadian Environmental Newsletter to be specific, aimed at informing the mainstream press about environmental matters. The tree-hugger movement was almost non-existent, and people writing for the newspapers and TV/radio news broadcasts didn't have a clue. So we aimed to inform them in the hope that they would in turn educate the unwashed masses.

So, in 1972 I'm on the cutting edge of the enviro movement, but in 2006 I'm getting maybe 20 mpg on the highway if I really cool it. What gives?

It's complicated. But in a word, I lost the faith and came to the conclusion—erroneous in retrospect—that our shared environment was in better shape than the green fanatics were claiming. As far as the V8 is concerned, after a lifetime of driving mostly under-powered four-cylinder cars and tedious V6 vans, I decided that for once I deserved the pleasures of a big 4.7-liter motor. And I don't regret it, though my next vehicle will definitely be more efficient.

Anyway, as I look at the world my children will inherit, I'm now convinced—once again—that we really are in deep trouble. More particularly I'm convinced that we in the trucking industry must act. And it's not as if we're without options.

This revised conclusion has been coming on gradually, and in some large measure I have Michelin to thank. Recently I enjoyed a few days in Paris where I was part of Michelin's 6th annual Challenge Bibendum, 2006 version. I've been to three of the others.

It's an extraordinary event, the pet project of the late Edouard Michelin who died a few weeks ago in a boating accident. It's a huge effort to promote the ideals of 'sustainable mobility' and there's nothing else like it—a three-day conference on the one hand, but also a monster display of future truck, car, and bus technologies representing some 150-plus manufacturers from literally all over the world.

The central idea is to create a massive exchange of information and opinion, all aimed at furthering the goal of hauling people and cargo with minimal impact on our increasingly fragile global

environment. Michelin invited 500 international journalists to take part, and collectively we jumped head-first into the world of fuel cells and hybrid engines and biofuels and you name the technology for a few very intense days. Most of the vehicles on display—some of them very weird—were available for us to drive at a huge test track.

In any case, there's an enormous amount of on-going activity—more than you might imagine—in the search for, among other things, either a replacement for fossil fuels or a means of reducing our consumption of them. For instance, I like Eaton's hydraulic hybrid idea—a diesel plus two or three variations on the theme of converting wasted braking energy into stored hydraulic power. Perfect for garbage trucks, P&D machines, and maybe even long-haul rigs. Quite a few test machines are running now and you'll see commercialization in 2008. Saves a whack of fuel.

I came back from Paris and a week later from Kalamazoo, Michigan to find the Canadian Trucking Alliance issuing its "14-point action plan to drastically reduce smog and greenhouse gas (GHG) emissions in the freight transportation sector." Not much

I'm convinced that we in the trucking industry must act. And it's not as if we're without options.

new in there but it's a good image builder, and I heartily endorse proposed measures such as a weight allowance for trucks sporting auxiliary power units and/or the extra weight of diesel particulate filters. I still can't, on the other hand, support the 105 km/h speed limiter idea, which is part of the CTA plan. I think

its effect on the industry's overall fuel consumption would be minimal at best, with negative impacts elsewhere, but I seem to have been outvoted.

The sum total of all this blather is that I believe we must all do something. I also sense that many other non-tree-huggers are now on the same page, so I urge you to seek ways to reduce your company's footprint on the environment we share. Look at hybrid power options. Investigate a heat pump to heat/cool your building. Get even smarter about routing your trucks. Don't let anybody idle! Our options really are endless.

And our kids will thank us. ▲

Rolf Lockwood is editorial director and publisher of *Today's Trucking*. You can reach him at 416-614-5825 or rolf@todaystrucking.com.

Dispatch

BY MARCO BEGHETTO

Sky's the Limit

Proponents of speed limiter legislation are making inroads by playing the green card. Are decision makers listening?

Support for mandatory speed limiters on commercial trucks is getting infectious among Canadian politicians as Quebec legislators say “oui” to voting on the controversial plan.

Once the last provincial carrier group to jump on the speed limiter bandwagon, the Quebec Trucking Association has now become the first regional lobbyist to convince local politicians that capping commercial vehicle speed at 105 km/h is a good idea.

Quebec's decision to legislate the activation of truck speed limiters between now and 2012 was contained in that province's Plan of Action on Climate Change—a proposal that includes, among 24 other measures, the speed limiter initiative as well as greater cooperation “between modes of transport, specifically, truck and rail.”

While it's still only a proposal, such a measure carries a lot of momentum in

La Belle Province, Quebec Trucking Association general manager Marc Cadieux tells *Today's Trucking*. Of all the other recommendations in the environmental action plan, the one referring to speed limiters is probably the least complicated to turn into a regulation, says Cadieux, since it can be done with an amendment to the Quebec Road Safety Code—up for reform next fall. “The timing might be very good to include the amendment on speed limiters,” he says.

But even though the plan is in motion, Cadieux insists Quebec won't go it alone. “We will support the implementation of the 105 km/h speed limit only if the rest of the country also goes with it. Otherwise, we will place ourselves in a position of competitive disadvantage,” he says.

Although all provincial trucking groups are united in pressing for speed limiter adoption in their own back-

GREEN MILE: The CTA claims speed limiters will cut tones of GHG from the environment. But the true impact, if at all, is anyone's guess.



Trucks

yards, the next domino could likely fall in neighboring Ontario, where the Ontario Trucking Association first drew up the scheme last summer with the promise that speed limiters would boost highway safety, reduce



pollution, and equal the competitive playing field for many of its members that already voluntarily cap fleet speed.

The Ontario campaign got its legs in late May when Progressive Conservative environment critic MPP Laurie Scott introduced a speed limiter bill on the grounds it would cut greenhouse gas (GHG) emissions.

While reducing truck crashes is still a key plank in OTA's speed limiter platform, the "safety benefit" argument has turned out to be a political hot potato. At a recent meeting, the Council of Deputy Ministers of Transport asked CCMTA to prepare a discussion paper on the policy implications of speed limiters and electronic on-board recorders, suggesting that various ministries of transport have some serious concerns about implementing the policy without further discussion. Ontario's MTO has yet to respond formally to OTA's pre-Christmas request to have speed limiter legislation written into that province's Highway Traffic Act.

It now looks as if the environmental implications of limiting truck speed seem to have gained more traction with Ontario politicians.



MORE ACTIVE SPEED LIMITING?

While the debate over the merits of mandatory speed limiters continues, it's worth considering how far technology may ultimately allow such rules to go. Over the past decade, researchers and regulators around the world have been looking at a variety of ways to manage speed in a more active, pervasive way.

In Britain, researchers at the University of Leeds used GPS and onboard computers to track a car's location against a database of posted speed limits. If you were driving 60 miles an hour and approaching a 30-mph zone, your engine computer would recognize your location from the GPS coordinates and take control of the throttle and slow down your vehicle to the posted speed.

In research circles, this is called Intelligent Speed Adaptation. Perhaps predictably, the study found drivers with active speed controls were frustrated in heavy traffic; they worried about being able to pass or accelerate to avoid a critical situation, and they felt more comfortable when all the vehicles around them were traveling at similar rate of speed. The researchers suggested that for such a system to be most effective at reducing accidents, it should be mandatory for all vehicles.

A less intrusive approach is to simply warn the driver when he's

speeding and leave it to his discretion to decide how to react. Perhaps a more elegant solution comes from Manu Kumar and Tammy Kim, researchers at Stanford University. They developed a prototype of a high-tech "dynamic speedometer" to track location in speed zones. The dashboard speedometer has a red-line area like you'd see on a tachometer, which shifts as the speed limit changes. If you're in a 65-mph zone, for example, anything above 65 will show up in red.

"People who want to speed are going to speed anyway," says Kumar. "Our goal is to address unintentional speeding, where you've been driving on the highway a long time and all of sudden you look down and you're going way faster than you thought you were going."

In order for the dynamic speedometer concept to work, the vehicle needs to know the current speed limit at any point in time and space. This is not too far in the future, says Kumar, as companies that provide GPS digital map databases have information on speed zones, which can be included in the vehicle's onboard database.

Ultimately, Kumar says, regulators and researchers have to remember that human beings are behind the wheel. Technology can help drivers make good decisions, but perhaps should not be making decisions for them. — by Stephen Petit

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OTA estimates limiting truck speed to 105 km/h would eliminate 140 kilotonnes of GHG emissions—the equivalent of taking 18,000 class 8 trucks off the road; while the Quebec Government guesses that speed limiters would cut GHG by 330 kilotonnes—more than twice the OTA forecast, despite there being fewer trucks registered in that province.

But one critic of the plan, Owner-Operator's Business Association of Canada Executive Director, Joanne Ritchie, questions how accurate the purported GHG-saving totals really are. Ritchie says the numbers are dubious since—by the OTA's own admission—the large majority of truckers currently don't go much over 105 km/h, if at all.

“Like the information they presented publicly on the safety benefits of speed limiters, CTA is long on the dramatics of emissions reductions, but short on

specifics,” says Ritchie. “It's easy to put a number on the amount of GHG produced per liter of diesel burned—it's 2.8 kg/L—but it would be absolutely impossible to accurately quantify the reductions achieved by simply limiting speed to 105 km/h. First, we'd need to know present fuel consumption rates for every truck in the country, and then we'd have to be able to quantify the fuel savings accrued by limiting truck speeds to 105.”

This, explains Ritchie, requires hard data on how many trucks are speeding, and by what degree. “Fleets with 105 km/h limits presently would realize no savings whatsoever by the imposition of speed limiters. CTA has never said what percentage of trucks operating in Ontario are speeding, or by how much, so unless they have numbers they aren't sharing with the rest of us, we can't possibly estimate the savings.”

Furthermore, says Ritchie,

certain trucks—depending on loads, gear ratios, and how they're spec'd—may actually run at cleaner, optimum efficiency at slighter higher speeds.

OTA vice-president Stephen Laskowski explains the GHG-saving numbers were extrapolated from an

Laskowski says the OTA started with a theoretical assumption that all class 8s in Canada are running 112 km/h, and then calculated the net GHG savings if they were then capped at 105. “There's no way to reflect the reality of what truck speeds are doing right now,”

The large majority of truckers currently don't go much over 105 km/h, if at all.

existing Environmental Protection Agency formula used to calculate emissions savings based on fuel consumption reductions.

“EPA has a speeding paper on its SmartWay website (www.epa.gov/smartway), and they've done a simple calculation which I duplicated to get our numbers,” he says. “They took an average estimated speed—drawn from past studies of truck speeds—of 112 km/h, and reduced the speed to 105, and calculated the potential fuel savings to illustrate the GHG savings.”

he says. “Could people argue that we're over the top in presenting a best-case scenario? I could say, yeah, not every truck is doing 112. We know that many fleets already have their speeds capped.”

Laskowski admits some of the criticisms that have been leveled at the OTA's numbers are valid. “However,” he says, “the purpose of this was simply to show what reducing from 112 to 105 would accomplish.”

Whatever the actual numbers, even a modest reduction in GHG is a progressive step for the trucking industry.



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7-10

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Dispatches

MADE IN CANADA ENVIRO-TRUCKING PLAN

Now that Canada's Conservative government has ditched the former regime's flawed international Kyoto protocol in favor of a made-in-Canada solution, the Canadian Trucking Alliance has weighed in with some suggestions as to how the feds can clean up the environment and help carriers at the same time.

In a document entitled Trucking: A Made-in-Canada Clean Air Act, the CTA proposes 14 measures that would lead to reductions in smog and greenhouse gas (GHG) emissions from the road transport sector—including mandating speed limiters on all trucks in Canada.

CTA's plan asks for tax incentives to encourage investment in fuel-saving technologies, and to speed up fleet turnover by getting low-emissions engines into service sooner.

The Alliance is also asking government to consider size and weight allowances that would mitigate weight penalties associated with the installation of anti-idling technology such as auxiliary power units; permit the use of more fuel efficient wide-base single tires without a payload penalty; allow the use of aerodynamic add-ons without impacting productivity; and permit expansion of a double-trailer network between Ontario and Quebec.

"There's a lot this industry can do to improve its environmental footprint, but most options come with a direct cost or productivity penalty. We're saying to government here, 'we're willing to do what we can, but you have to start taking down some of the barriers to progress,'" says OTA vice-president Stephen Laskowski. "If one branch of government wants to see improvements in air quality, we hope the other branches would start looking at what they could do to allow us to meet the challenges without incurring huge costs."

Despite earning a supportive reference to the carrier group's speed limiter policy in Québec's environmental action plan, OTA remains silent on that province's initiative to push for more intermodal cooperation.

"From an OTA perspective, our position [on intermodal] is whatever the business community wants to do with intermodal, we'll do. If it works, they'll use it. If it doesn't, they won't," Laskowski says. "But our silence on the issue speaks to what we think of the idea."

says Eric Gignac, CEO of Groupe Guilbault in Ste-Foy, Que. Gignac also makes no apologies for not wanting his fleet punished by the marketplace because he loses drivers to companies that allow unrestricted speeds.

"Our trucks are limited

at 98 km/h. Most fleets are limited between 90 and 100 km/h, but some don't limit their speed at all. It's unfair competition," he says.

Owner-op Marc Bellemare also voluntarily keeps his stunning 2005 Pete 379 steady at a conservative pace. He says he

saves thousands a year on fuel and maintenance by running at 95 km/h. So, does he support government intervention in requiring speed limiters? His voice raises a couple pitches when asked:

"Absolutely not. We are in a free country. Let's start to make sure that everybody, including four-wheelers, respects the 100 km/h limit that already exists in Canada," he says. "Put police out there to catch speeders. After one too many tickets, (speeding truckers) will get the message."

Clearly, it's not only owner-operators that oppose the idea. While many influential for-hire member carriers are fueling the speed limiter campaign, some private powerhouse fleets are actively against it. "Our board is unanimous in opposition and our membership at large also opposes mandatory speed limiters. Also, our members who utilize for-hire carriers point out that many of them are opposed to mandatory speed limiters as well," says Bruce Richards, president of the Private Motor Truck Council of Canada. "Truck manufacturers advise that you cannot simply put a speed limiter on an existing truck without a number of other changes to such things like gearing, for example ... It is not just owner-ops that are opposed."

The speed limiter proposal lacks any supporting evidence that would confirm that speeding trucks are a significant problem, says Richards, who points out MTO records show

speeding charges laid against Class A drivers averaged only 3.5 percent—and 60 percent of those incidents were for traveling between one and 15 km over the limit. "Also, the MTO can't identify from those numbers if those (class A) drivers were driving a car or truck at the time," says Richards. "As (OTA President) David Bradley himself has stated: 'trucks are the least likely vehicles to be speeding on Ontario highways.'"

That's likely not something anyone involved in this ongoing debate would argue with.

Emissions

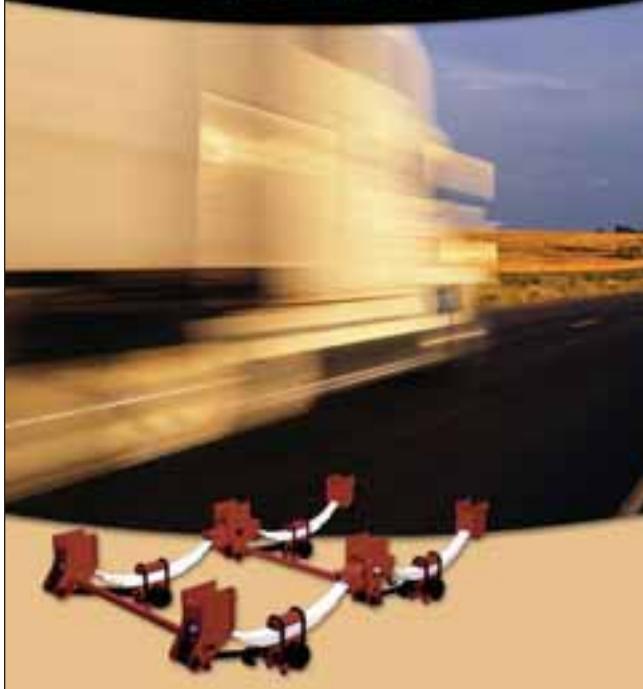
OEMs See SCR for O-Ten

Another North American truckmaker likes the idea of borrowing Europe's preferred emission reduction solution to comply with the most stringent round of environmental regulations yet on this side of the pond.

Mack Trucks has joined parent truckmaker Volvo and other OEMs in declaring selective catalytic reduction (SCR)—in conjunction with current exhaust gas recirculation (EGR) technology—will likely be used to satisfy the nitrogen oxides (NOx) portion of the 2010 federal diesel engine rules, which cut emission levels another 80 percent from the upcoming '07 standard.

The company also confirmed its "O-ten" solution will still feature the diesel particulate filter (DPF) being deployed for 2007, as the required particulate

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matter emissions levels remain the same for 2010.

SCR is what most European OEMs are presently using to comply with the Euro 4 emissions regulations. It is an aftertreatment system that involves injecting a liquid urea solution into the engine exhaust stream, which then reacts to produce ammonia to break down NOx.

Urea is a soluble nitrogen-based compound widely used in agricultural fertilizers and considered a non-hazardous substance by the EPA.

Critics of SCR—including Caterpillar, which last year warned the technology is not the best choice for North American on-highway applications—insist that regulating the required urea addition will be a challenge since new infrastructure must be built for the logically complicated North American market.

Furthermore, the combined cost for fuel and urea would negate nearly all of the fuel-saving benefits of SCR, claims Cat, which has been marketing its own proprietary ACERT technology since the 2002 emission rules took effect. Others also point out that urea is known to gel in cold climates and the tank system itself could be vulnerable to external damage.

However, most other engine manufacturers have either committed to or hinted that SCR is the only viable path for meeting the 2010 EPA standards. "We

NO NEED FOR NIC-FIT: FEDERAL CARRIERS NOT GOVERNED BY ONTARIO ANTI-SMOKE LAW

When the clock struck midnight on June 1, 2006, truckers' carriages didn't turn into pumpkins, but much to a few drivers' dismay, they did transform into non-smoking workplaces.

It seems, however, that the tough Smoke Free Ontario Act—which bans all smoking in enclosed public spaces and workplaces, including commercial trucks and taxis—doesn't cover most truckers.



That's because federally regulated carriers are bound by a separate federal anti-smoking bill instead.

The Ontario Trucking Association, which sought clarification of the rule, later confirmed that in an 11th hour decision the province agreed that federally regulated carriers are not subject to the provisions of the Ontario Act.

Those carriers instead fall under Ottawa's Non-smokers Health Act, which allows employers to designate smoking areas within the workplace.

"Our concern was over provincial incursion into an area of federal law and what precedent that might set in other statutes in future," says

believe it's the only technology that's mature enough to fulfill the [2010] emissions requirements," DaimlerChrysler's technical chief Dr. Gerald Weber said in a prior interview.

Proponents insist that the lack of a vast urea infrastructure won't be a prob-

lem, as the substance would be needed in much lower concentrations by 2010. Furthermore, gelling issues could be taken care of by simply adding a heater to the tank system.

Mack President and CEO Paul Vikner echoes that optimism for SCR. "We're confi-

OTA President David Bradley, adding the association doesn't endorse smoking.

Owner-operators, for the most part, are also exempt from the rule. Independent truckers may light up in their own trucks as long as no one else—not even a part-time driver, spouse, or friend—enters the cab at any time, including off-duty hours.

However, many private fleets and trucking companies that do not leave the province must still abide by the Ontario regulation. Those company drivers who like to spark up while on the road might want to tell the government to butt out, but that's exactly what they may be hearing from their bosses, who are now required to ensure employees abide by the prohibition. Employers must also post non-smoking signs in all applicable areas of the workplace, and remove all ashtrays in work zones, including truck cabs. The penalty for non-compliance averages \$10,000 per incident.

Nevertheless, many in the industry doubt whether the Ontario law is even enforceable when it comes to mobile workplaces. Nicotine-addicted drivers may lose their ashtrays (and non smokers may have to find somewhere else to dump their change), but that won't stop many from blowing smoke anyway.

When the topic came up during a discussion among fleet managers recently, one safety and compliance VP at a large Ontario carrier suggested many employers would likely look the other way in order to keep drivers in the seats. "Besides," he asks with a grin, "what are they going to do, have road-side inspections for smoking too?"



To read more on the Act as it applies to trucking, [go to Todaystrucking.com](http://Todaystrucking.com) and search for keyword "smoking."

dent that the combination of EGR and SCR is the best choice for our customers," he said. "We intend to continue working closely with EPA and other stakeholders to finalize the infrastructure to ensure the widespread availability of urea to our customers."

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Dispatches

HOS

A-OK: Transport Canada

It's unlikely the nation's provinces and territories will miss implementing Canada's new hours-of-service regime by the Jan. 1, 2007 deadline, says the chief of Motor Carrier Safety Policy at Transport Canada.

There's even a good chance that urea may not be as big a factor as first thought. As *TodaysTrucking.com* reported in an exclusive story recently, Eaton Corp. announced it is working on a new SCR-based diesel exhaust aftertreatment technology, which, quite uniquely, does not need urea to produce ammonia and therefore eliminates the need to carry the substance on board. The system makes its own ammonia. It's the company's first foray into the diesel exhaust aftertreatment business.

Vishal Singh, marketing and business development manager for new technologies at Eaton's Truck Business Unit, said the system uses a combination of fuel reformer catalyst with a doser, an SCR catalyst, and lean NOx trap (LNT).

The key to this technology is the LNT, which makes its own ammonia. (Read a complete report on this innovative breakthrough in the New Products section, on p. 78).

Vikner says the company has been successfully running SCR systems on prototype trucks since 2000, logging more than two million miles on 10 customer vehicles. He also noted that Volvo has logged more than 23 million miles of SCR road testing in Europe.

"Our experience indicates that vehicles utilizing SCR can achieve better fuel economy than those using only EGR for NOx control, while at the same time meeting the dramatically lower emission standards coming in 2010," Vikner said.

"My discussions with the provinces lead me to believe that everybody wants to be there at the same time," he said in an interview.

Orrbine also dismissed gossip that possible amendments to the language of the HOS rule could hold up the compliance deadline—although he did confirm Transport Canada plans to go forward with a few technical changes to the text of the regulations.

"We're not making any modifications to the concepts. Most of the changes are omissions or errors to (references) or conflicts between the English and the French text," he says. "There are no policy implications to the regulations. We're just doing clean-up."

While no formal acknowledgement has been made by any provincial government that the deadline might be delayed, the Canadian Trucking Alliance stated in a press release

June 4, 2006
Newcom wins 3 Gold and 1 Silver
Today's Trucking: 2 Gold & 1 Silver; Transport Routier: 1 Gold

NEWCOM

Wins a Record 4 KRW Awards

Newcom Business Media publications were nominated for a record 13 Kenneth R Wilson Awards in 2006 for excellence in Canadian business journalism. Each year the Canadian Business Press association sponsors its annual “best of the best” competition among business to business publications. There are 13 writing categories and one for best website. Newcom received its 13 nominations in eight different categories.

KRW 2006 Awards



GOLD

N1: Best Website
Today's Trucking, TodaysTrucking.com. Marco Beghetto, Editor; Rolf Lockwood, Editorial Director; Martin J. Smith, Webmaster. W1: Best Editorial



W13: Best How-to or Series of How-to Articles

Today's Trucking, Spec by Numbers. Jim Park, Contributor.



W5: Best Resource/Infrastructure Article

Transport Routier, Simple évolution. Steve Bouchard, Rédacteur en Chef; Marco Beghetto, Rédacteur Principal.



SILVER

W5: Best Resource/Infrastructure Article

Today's Trucking, Biodebatable. Marco Beghetto, Senior Editor.

TOP 5

W5: Best Resource/Infrastructure Article

Today's Trucking, Sounds like a Plan. Marco Beghetto, Senior Editor.

W13: Best How-to or Series of How-to Articles

Transport Routier, Le plaisir de recevoir. Steve Bouchard, Rédacteur en Chef.

TOP 10

W1: Best Editorial

Transport Routier, La chicane. Steve Bouchard, Rédacteur en Chef.

W2: Best Industrial/Manufacturing Article

Today's Trucking, 2007 Solutions. Jim Park, Contributor.

W5: Best Resource/Infrastructure Article

highwaySTAR, Shake 'Em and Bake 'Em. Jim Park, Editor/Author.

W7: Best Merchandising/Marketing Article

Canadian Technician, "Oil...and a lot More." Rick Cogbill, Freelance Writer.

W9: Best Profile of a Company

Today's Trucking, Everybody Loves Alain. Peter Carter, Editor; Steve Bouchard, Contributor; Anthony Evangelista, Writer.

W12: Best News Coverage

Today's Trucking, No Need for Speed. Marco Beghetto, Senior Editor.

W13: Best How-to or Series of How-to Articles

Transport Routier, Et si c'était vous? Steve Bouchard, Rédacteur en Chef.

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that "there is increasing concern among industry representatives that not all jurisdictions will be ready" and that there "are real concerns that different jurisdictions might implement the regulations on different timetables.

"So-called legislative windows are needed in some provinces, public hearings must be held in others, and in all of them the new regulations must be signed off by government lawyers and provincial cabinets," CTA continued.

The carrier group warned the Council of Ministers Responsible for Transportation and Highway

the situation by explaining that at a recent Canadian Council of Motor Transport Administrators annual meeting, some provincial stakeholders responsible for drafting an HOS interpretation guide could not officially commit on the spot to Jan. 1, '07 without being given "a legislative window to do their work"—something Orrbine says he's presently working on.

An informal canvassing showed that there is a desire to have complimentary regulations in place. Some could not commit to that being absolutely the case until they also had confirmation back home," he said.

"I think what you're hearing (apropos concern provinces may miss the deadline) is how some people are interpreting what some folks are saying around the table, which is, 'I can't absolutely commit to it now, but I expect to be there.' The question is, what do you want to take away from that? I take the positive side, which is the desire to do what has to be done to (meet the deadline).

Under Canada's new HOS regime the minimum off-duty time increases from 8 to 10 hours per day; the ability to split sleeper and on-duty/driving time for single and team drivers will be retained; drivers may reset their hours after 36 or 72 consecutive hours off duty, and they may use one of two cycles—70 hours in 7 days or 120 hours in 14 days.

TARGET '07: Transport Canada has its sights set for Jan. 1 implementation.

Safety that "slippage in the implementation date would put carriers across the country in an untenable position unless a significant amount of prior notice is given," which CTA said would be unlikely, "given that we are only a little more than six months away from the deadline date."

Orrbine, though, clarified

heard on the Street

■ Private fleets have some of the best eye candy splashed on the side of trailers, and last week the **PRIVATE MOTOR TRUCK COUNCIL OF CANADA** awarded some of the best looking companies in 2006.

Winners included: Neilson Dairy; Loblaw Companies; Fraisbec; Snugglers Furniture; Molson; Muskoka Transport; Prairie Driver Training; Trailcon Leasing; Assiniboine Zoo & Kitchener Utilities; Kriska Transport; and Roadline Transportation.

Meanwhile, **PMTC** and **ZURICH CANADA** honored some of Canada's safest fleets.

The 2006 award winners were: Pro Distribution Services, Burlington, Ont. (Small Fleet Category); Kraft Canada, Brampton, Ont. (Medium Fleet Category); and Hensall District Co-operative, Hensall, Ont. (Large Fleet).

■ **Frank Reimer**, a man who helped his son launch what would become one of Canada's largest and most successful LTL trucking fleets, passed away last month. Reimer, who with his son Donald started **REIMER EXPRESS LINES**, died one day after celebrating his 98th birthday. While he primarily ran a feed mill and popular supermarket in Steinbach, Man., Frank kick-started the trucking company by arranging loans for Donald, then 19, who started Reimer Express in 1952.

Engines

Cat Out of Paccar's MD Bag

Cummins' 6- and 8-liter diesel engines will be the exclusive spec for Peterbilt and Kenworth medium-duty conventional trucks starting Jan. 1, 2007. That means Caterpillar engines will be dropped from the medium-duty product line, although Cat will still be available on class 8 vehicles, stated Kenworth and Pete's parent company Paccar.

Although the engines will be built by Cummins, they will be badged as Paccar engines, effectively giving the truckmaker its own label and a more vertically branded powertrain. Cummins also supplies 4- and 6-liter

mid-range diesels to Paccar-owned European truckmaker DAF under a similar agreement. Those engines are branded 'Paccar'.

Paccar President Tom Plimpton said the new deal would help the company better compete with vertically integrated rivals that have their own proprietary MD engines. Furthermore, "the agreement will significantly reduce the cost of homologating multiple 2007 EPA-compliant engines in our chassis," he said.

Some analysts predict the move opens the door for Paccar to market its own engine for the third—and most stringent—round of emission regulations in 2010. It's known that Paccar is developing an existing DAF



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heavy-duty engine—the 12.9-liter Paccar-branded MX—for possible use in North America. That engine complies with current Euro 4 and Euro 5 emissions regulations by way of selective catalytic reduction (SCR), a technology likely to be used in North America in 2010.

The transportation equipment division of New York-based investment firm Bear Stearns suggests the decision also positions Paccar to capture additional engine aftermarket parts business.

"We also believe a Paccar-branded engine would increase the likelihood of capturing additional repair-

warranty work," the firm suggested. "Most importantly, though, the deal allows Paccar to build its own engine brand in North America for what appears to be little capital investment or technical risk."

Paccar felt it was important to have a medium-duty engine to call its own.

Jason Phelps of Caterpillar admits the company is disappointed with the decision, but points out that the change represents a relatively small volume of engines and there are still other OEMs that offer Cat's medium duty products.

Meanwhile, Caterpillar still values its strong relationship with Paccar, he tells *Today's Trucking*. "They still remain our single largest engine cus-

tomer. But we recognize that Paccar felt it was important to have a medium-duty engine to call its own."

Phelps said the Paccar-Cummins move is completely independent of '07 emission control issues. Cat set itself apart from other major engine makers for the 2007 EPA mandate by continuing with its proprietary ACERT technology rather than cooled EGR used by everyone else.

"We don't believe this is related to ACERT technology at all. In fact, we think our '07 solution is extremely strong—especially in the midrange market. We believe that Paccar simply wanted a Paccar-branded engine and Cummins was willing to offer that to them," he said.

Tires & Weight

BC Likes the Single Life

B.C.'s Ministry of Transportation's Commercial Vehicle Safety and Enforcement (CVSE) branch has made several changes to the Commercial Transport Act Regulations, including an amendment that makes it easier for some carriers to spec single wide-based tires.

In the Appendices of the Commercial Transport Regulations, there are notes stipulating a per-tire weight limit for singles of at least 3,850 kg—up from 3,000 kg. The exact weight threshold for wide-base singles varies. Depending on the axle configuration, the weight limit



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	Cat C15	Cummins ISX	
TEST 1 (Over the Road)	4.79 MPG	4.51 MPG	
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TEST 2 (SAE Type III)	3.2%	TEST 3 (SAE Type III)	3.8%

The first test, a two-day trip from Denver to San Antonio, demonstrated a 5.8% fuel economy advantage for the C15 over the ISX. Two additional tests, using SAE Type III (J1526) test standards, showed 3.2% and 3.8% better fuel economy for the Cat engine with ACERT Technology.

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TRIDEM/TRIDEM DRIVE AXLE	AXLE 1	AXLE 2	AXLE 3	MAX. TOTAL AXLE UNIT WEIGHT
CASE 1 – 1 SS Axle	8 000 kg	8 000 kg	7 700 kg (SS)	23 700 kg
CASE 2 – 2 SS Axles	8 000 kg	7 700 kg (SS)	7 700 kg (SS)	23 400 kg
CASE 3 – 3 SS Axles	7 700 kg (SS)	7 700 kg (SS)	7 700 kg (SS)	23 100 kg
TRIDEM AXLE (Logging Trailers)	AXLE 1	AXLE 2	AXLE 3	MAX. TOTAL AXLE UNIT WEIGHT
CASE 1 – 1 SS Axle	8 333 kg	8 333 kg	7 700 kg (SS)	24 366 kg
CASE 2 – 2 SS Axles	8 333 kg	7 700 kg (SS)	7 700 kg (SS)	23 733 kg
CASE 3 – 3 SS Axles	7 700 kg (SS)	7 700 kg (SS)	7 700 kg (SS)	23 100 kg

Super Single Tires = (SS)

per axle is between 7,700 kg and 8,500 kg on both drive and trailer set-ups. (see chart above).

While there's still at least a 1,300 kg weight penalty com-

pared with duals (which enjoy a weight cushion of 9,000 kg per axle), the amendment does close the gap for carriers hauling lighter loads. It also means that B.C. has become

the third province after Quebec and Ontario to allow a weight limit for singles that are uniform with U.S. limits of 17,000 lb, or 7,700 kg per axle. The weight penalty, if

there even is one, would therefore be inconsequential for U.S.-dedicated units.

The province still has a bit to go if it's going to match Quebec, which became the first Canadian province to eliminate the weight penalty for using single wide-based tires in Canada. By upping the standard from 8,000 to 9,000 kg and thereby removing the 1,000 kg penalty, Quebec truckers can now interchange wide-base tires or dual tires under the same load standards.

Ontario, which at the start of 2006 also increased its super single limit from 6,000 kg to 8,000 kg per axle, is currently testing wide-base tires before making a decision to follow Quebec and allow full parity. ▲

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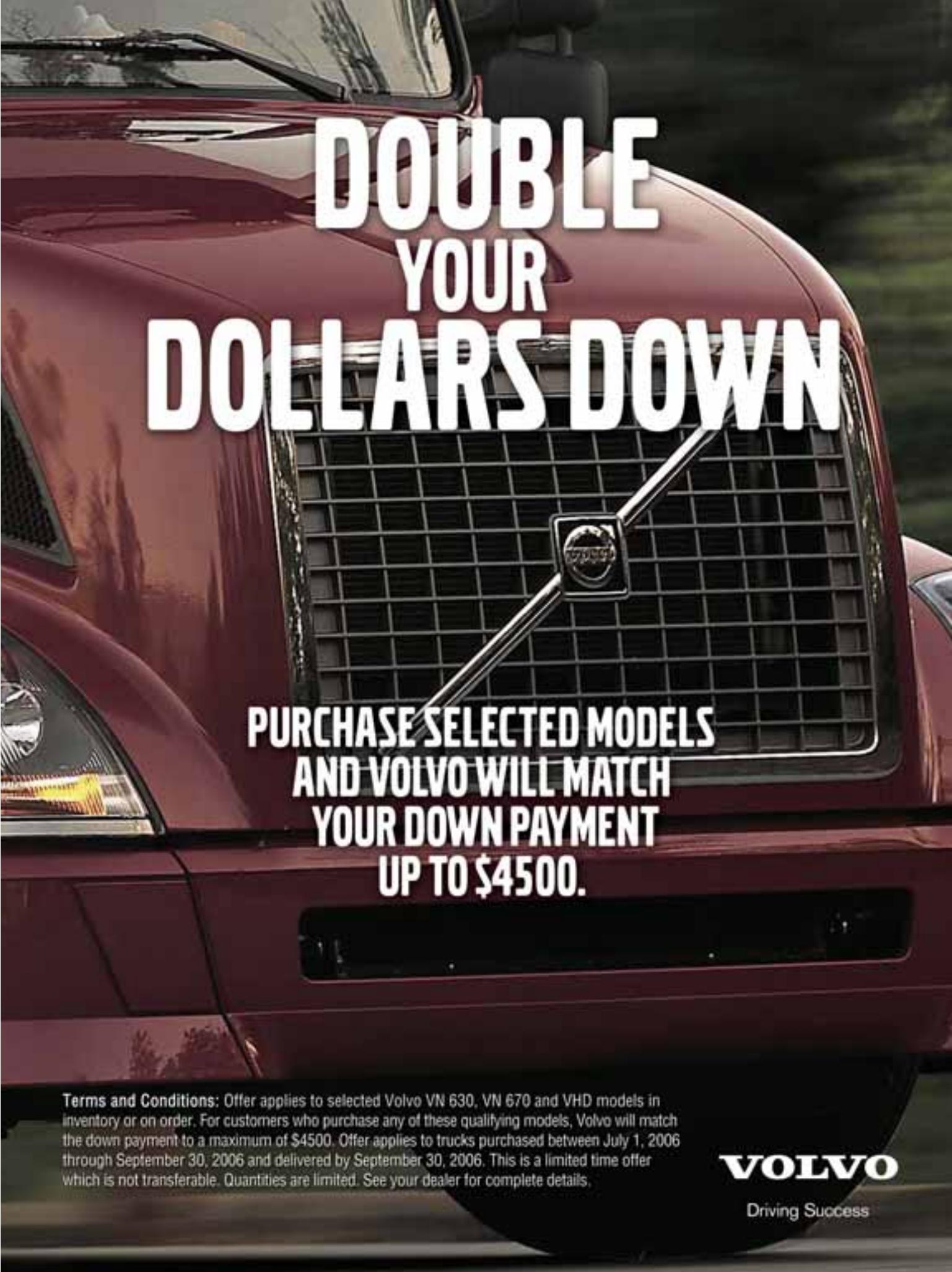
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Suppliers News

Navistar International and MAN Nutzfahrzeuge have strengthened ties in recent years and now the German truckmaker says it could envision a day when it owns a piece of its Chicago-based partner.

Europe's third-biggest truck and engine manufacturer said MAN intends to continue growing its relationship with Navistar, perhaps even venturing overseas and grabbing a stake in the company, which produces International brand trucks.

Chief Executive Hakan Samuelsson made the remarks in an interview with a Swedish newspaper, but said that no official talks with the company's American counterpart were under way. "We find Navistar interesting. I think that we should over time cement our cooperation, including by becoming part owners," Samuelsson was quoted as saying.

In 2004 International and MAN announced a joint strategic agreement to collaborate on design, development, sourcing, and manufacturing of diesel engines, as well as components and systems for commercial trucks. Last year, International unveiled its first proprietary heavy-duty, big-bore engine, which is based on MAN's European D20 engine.

Samuelsson also told the paper that a joint plant is on the agenda for 2007 and there's talk of further cooperation in axles and electronic systems.

Navistar Chief Executive Daniel Ustian said the two companies are exploring ways to expand their alliance, but a direct merger was not part of the plan.

International is a North American favorite in the medium-duty market. But the company made a big splash this year when it unveiled its long-awaited flagship class-8 highway truck, the ProStar.

truck sales index

May 2006

CLASS 8	This Month	YTD '06	YTD '05	Share
International	761	3063	3191	19.8%
Freightliner	691	3000	3245	19.4%
Kenworth	606	2730	1948	17.7%
Peterbilt	482	1852	1278	12.0%
Volvo	349	1453	1502	9.4%
Sterling	294	1289	834	8.3%
Mack	311	1097	886	7.1%
Western Star	273	980	875	6.3%
TOTAL	3767	15,464	13,759	100.0%



CLASS 7	This Month	YTD '06	YTD '05	Share
General Motors	276	852	271	31.8%
International	180	594	616	22.1%
Peterbilt	95	331	211	12.3%
Kenworth	60	273	232	10.2%
Freightliner	48	252	332	9.4%
Sterling	27	176	108	6.6%
Hino Canada	47	170	93	6.3%
Ford	9	35	33	1.3%
TOTAL	742	2683	1896	100.0%



CLASS 6	This Month	YTD '06	YTD '05	Share
International	34	176	301	31.8%
Hino Canada	23	121	64	21.9%
General Motors	67	116	155	21.0%
Freightliner	19	64	90	11.6%
Ford	10	40	27	7.2%
Sterling	1	36	21	6.5%
TOTAL	154	553	658	100.0%



CLASS 5	This Month	YTD '06	YTD '05	Share
Ford	239	1072	1009	48.1%
General Motors	189	775	577	30.1%
Hino Canada	64	361	353	15.9%
International	57	178	0	7.4%
Freightliner	2	6	24	0.5%
Sterling	0	0	0	0.0%
TOTAL	551	2392	1963	100.0%



U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	7132	32,723	30,109	28.5%
International	4386	21,550	18,972	18.8%
Peterbilt	3382	14,097	10,844	12.3%
Volvo	2555	12,617	10,080	11.0%
Kenworth	2728	12,425	9584	10.8%
Mack	2614	12,273	10,278	10.7%
Sterling	1781	7210	6008	6.3%
Western Star	376	1425	1177	1.2%
Other	153	607	189	0.5%
TOTAL	25,107	114,927	96,181	100.0%



Online Resources: For more truck sales stats, go to todaystrucking.com

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

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Numbers Don't Lie

driver's side *Compliance with the new HOS rules remains a problem in the US. With our problems still ahead, we should be studying their example. By Jim Park*

The annual June bloodletting—The Roadcheck Blitz—always creates its share of additional angst for drivers.

Pulling into an open scale during the 72-hour blitz is like walking through a shooting gallery. Fortunately, the event is well publicized, and all but those still living in caves should be well aware of it. If at no other time of the year, we all have enough advance notice to prepare for the heightened scrutiny. It's like studying for an exam.

At 20.3 and 21.7 percent respectively, the Canadian and American vehicle out-of-service numbers aren't surprising. Could it be better? Sure, if drivers would only inspect their equipment properly.

In my experience, a thorough pre-trip would reveal most if not all of the defects a roadside inspector might find. Are the pre-trip inspections not being done, or not being done thoroughly enough? Are the fleets suggesting drivers hold off on having the repairs done 'til they get back to the terminal to save a little dough? Did the defect occur sometime between the pre-trip and the rubber-glove inspection? Could be any or all of the above.

Brakes, not surprisingly, remained the worst culprit. Steve Keppler, director of policy and programs at Commercial Vehicle Safety Alliance (CVSA) headquarters, told me the brake-adjustment numbers were down overall but remained more prevalent than

actual defects—though the number of brake system defects was higher this year than last.

Keppler says that 78 percent of the North American fleet now sports automatic slack adjusters, but misunderstanding about manual adjustment of these devices remains a real problem. A vast number of the auto-slack adjustment issues could be solved overnight if drivers were taught the proper procedures for getting a properly functioning auto-slack to do what it was designed to do.

On the driver front, U.S. drivers fared worse than Canadians by nearly two percentage points. Keppler told

doing things the old way—and the recent CVSA results seem to bear that out.

Bill Graves, President & CEO of the American Trucking Associations (ATA) is on record as saying, "Given the recent changes and uncertainty over the status of the hours of service rules, we acknowledge that driver adherence to these new rules is a challenge."

I think there's more to it than that. Several of the fleet safety and compliance people I talk with on a regular basis say they see lots of HOS violations, and for all they do to prevent them, they keep happening. A few have said

Doug Howie, the training and development officer for CVSA's Region V (Canada), wasn't able to break the Canadian HOS violation numbers down any farther for me, but the slight 0.7-percent increase doesn't suggest anything nefarious. But wait 'til next year when our new HOS rules are in place. Even if we get a soft-enforcement period, it could be over before Roadcheck 2007 begins.

Howie told me he believes Roadcheck is highly regarded by fleets, and serves as a good barometer of how the industry is doing from a compliance perspective.



CVSA ROADCHECK 2006 RESULTS

	Driver OOS	Vehicle OOS	2005 OOS
US OOS RATE	5.6 percent	21.7 percent	4.4 percent / 22.5 percent
CDN OOS RATE	3.8 percent	20.3 percent	3.1 percent / 18.6 percent

me HOS violations accounted for 57.1 percent of the OOS orders, with 12.4 percent of those violations being clear and cited cases of falsification.

When the new U.S. HOS rules were announced, I predicted one of two things would happen: the industry would collapse, or nothing would change. If the rules were strictly adhered to, the industry should have collapsed. The changes wrought upon delivery schedules and the way drivers have traditionally managed HOS were that dramatic. But since nothing (or very little) seems to have happened, I have to conclude that drivers are still

they're nervous about their next US DOT audit because those violations are going to show up pretty quickly. Mostly it's not a matter of drivers misunderstanding the rules but thinking they can get away with doing things the old way.

It's easy to slide one past the DOT at roadside, but a lot tougher to pass an audit where the inspectors have the receipts and time markers to help them sort things out. Keppler confirmed that U.S. inspectors did a more thorough job this year of checking the receipts drivers had in their possession. Ergo, the higher number of falsification charges being laid.

I don't think all that many drivers see Roadcheck the same way. They're the ones stuck between the compliance requirements and the operational demands and realities. If there ever comes a time when it's easier—indeed, more profitable—for drivers to comply, only then will we see a shift in their perspective. All too often, it's to the driver's advantage to bend the rules. We need to turn that around so there's more advantage in complying than not. ▲

A former owner-operator, Jim Park is the editor of *highwaySTAR* magazine. Reach him at 416/614-5811 or jim@todaystrucking.com.



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Steve Plaskos is CFMS' Mr. Fix-it for 2006.



The Boy With the Most Toys Wins

techs mechs *He not only fixes trucks and trailers; Steve Plaskos has a few ideas for fixing the labor shortage too.*
By Peter Carter

When Steve Plaskos was growing up in midtown Toronto, he and his pals would zoom around on go-carts fabricated from parts scrounged in laneways around their neighborhoods—"they were made from old ironing boards and the like," Plaskos, 52, recalls. Then—via a stint at Centennial College and an apprenticeship with

International—he became a mechanic.

Now, as the manager of fleet services for Canada's largest city, it falls to Plaskos to spec, purchase, and maintain the mammoth fleet of vehicles used by the municipality in its everyday operations.

The fleet is a celebration of engines and wheels. And PTOs.

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INSIDE:

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Snow-melting trucks.

A sparkling new Acterra, that is a combination chipper/dump.

An aging but serviceable Ford L8000 that works as a sewer rodder. It has a huge hydraulic snake on the front end that cleans out sewers and shoots the gunk into the holding tank out back. It looks like a Dr. Seuss invention.

He's got about 300 garbage and recycle trucks, and virtually no two are clones.

Some are rear loading. A few have upper and lower chambers out back, and the regular garbage is on bottom and the recyclables go up top. One of his garbage packers uses only biodiesel.

One of the days I visited, Plaskos was on his way to the Freightliner factory in Mexico to oversee the assembly of some new class-8's that would be called into service as trash haulers.

Because he's paid by taxpayers, Plaskos says he has to account for every single penny spent and he has to purchase all his vehicles according to a strict "lowest-bid" system. There's very little wiggle room.

And, as his colleague Ross Petrini says, "whenever there's a puff of black smoke that comes out of a city truck, you get a call from an angry taxpayer."

Another thing that makes Plaskos' fleet unique is that it's the result of a marriage of six different municipalities, so he's still trying to make everything work together. "That," Plaskos says, referring to the odd collection borne of the merger, "can be a fleet manager's nightmare."

Plaskos also has to inspect the city's taxi fleet.

He faces the same emission control

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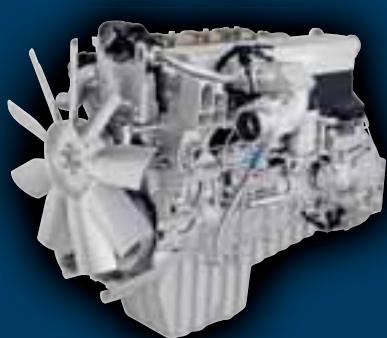
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regulations the rest of the heavy-duty industry faces.

His shop is unionized to the teeth.

You might say he has his greasy hands full.

No wonder Plaskos was recently named the 2005 Volvo Canadian Fleet Maintenance Manager of the Year, an honor handed out yearly at the Canadian Fleet Maintenance Seminar (CFMS). The only other time a municipal fleet guy won the prize was in 1991, when London, Ont.'s Art Lake was named top fleet man.

Plaskos was nominated by Ross Petrini along with Ed Roeder and Bill Dinino from the Toronto chapter of the Automotive Transportation Service Superintendents Association (ATSSA).

Every time black smoke comes out of a truck you get a call from an irate taxpayer.

"When we first hired him," Petrini says, "We'd use him for all kinds of trouble shooting and every time we put him someplace, he gave 100 percent plus. He was always coming up with solutions."

"He [Plaskos] has a great rapport with all the employees," Volvo Canada's Service Marketing Manager Don Coldwell said when he presented the award to Plaskos.

"And he's the kind of manager who embraces change."

Good thing, too. Not only is technology always morphing ("Mechanics have to be trained almost on a daily basis," he says.) the industry must brace for a huge challenge. A challenge faced by all fleets.

According to the best information available, Canada will be looking at a shortfall of about 30,000 techs by 2010. That stat includes auto mechanics as well as diesel engine fixers, but anybody who employs shop folks knows the market's getting tighter by the day.

It doesn't matter how many garbage trucks you have, if there's nobody around to fix a blown turbo when it needs fixing.

Plaskos says he noticed the pool evapo-

Because his fleet is on the public payroll, Plaskos has little wiggle room when buying trucks.



rating when the City of Toronto placed ads for new recruits in local papers.

"It has been getting worse over the years, and will continue to do so unless we try and make a difference."

Plaskos isn't one to let others step up to solve problems. He is the executive chair of ATSSA's Apprenticeships and Training Committee. From there, he's doing all he

can to attract new blood to the business.

"Where the industry has to get involved is to encourage students at the high-school level," he says. He hopes to organize field trips for students to shops as well as OEM plants, where they'll see how exciting the transportation maintenance business can be.

He has already arranged for high schools to send co-op students to his garages. "It took a lot of work and a few letters to set up, but it's been a great success."

When Plaskos won the Volvo award, he was quick to thank Petrini, Roeder, and Dinino for nominating him and he also commended Dan Cushing from Ryder Truck for his involvement in the Motive Power program at a local high school in Scarborough.

But he also issues a challenge to others in the transportation business. "I would like to challenge all fleet managers to get involved, give back to the industry. Our future is today."

"I'm sure at some time in your careers someone gave you the opportunity to get started. Why not give someone the same chance?"

Plaskos also thanked his wife Kita for her patience and encouragement. After all, somebody's got to maintain the maintenance man. ▲

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**HELP WANTED:**

Finding temp drivers when you really need them can be tough.

Temporary Insanity

dispatch *New ideas on how to avoid hidden fees, bungled directions, and miffed customers when dealing with driver-service drivers.* By Jennifer May

It's one of the worst dispatch situations that can happen—a driver quits unexpectedly right at the start of his afternoon shift and all of your other drivers are booked.

If that happens, you had better have a good temp agency in your back pocket. In this climate of fluctuating volumes and just-in-time shipping schedules, temporary drivers can be invaluable to a carrier. They provide flexibility and can often mean the difference between satisfying a customer and losing one.

Finding a reliable temporary agency that can provide drivers on short notice when you need them can be tough. Internet searches often turn up carriers looking for drivers rather than agencies that provide drivers.

The best resource can often be your local yellow pages. That's where I've had the most luck. An advantage is that you will either find a local agency or a larger agency that has a branch in your area.

Of course, finding the agency is just the first step. You must work on the relationship

so that they will continue to provide you with reliable drivers when you need them.

I asked Bill Smith, the Branch Manager for Labour Ready in Belleville, Ont., what a carrier can do to get the most out of a temporary agency. He says communication is key. Build a relationship with an agency—“constant communication is important,” he says, “whether it be by e-mail, phone, or one-on-one.”

Smith says that he likes to have a face-to-face meeting with a new client in order to determine needs. It's helpful if he has a

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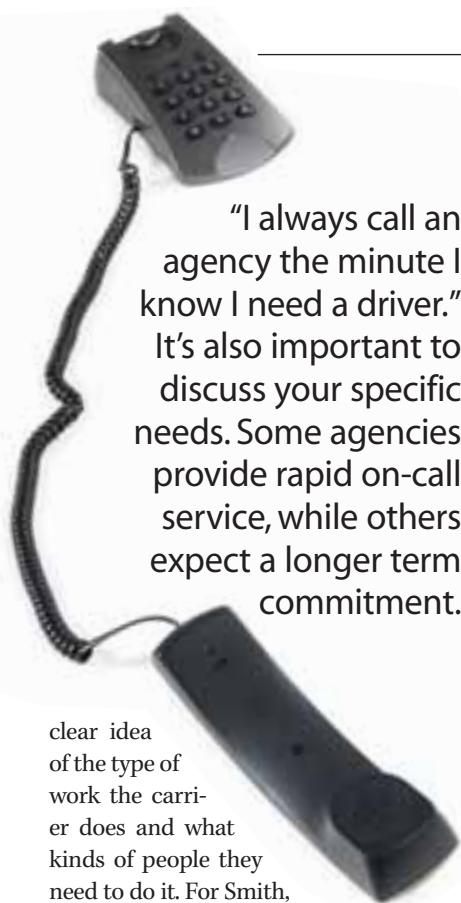
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"I always call an agency the minute I know I need a driver." It's also important to discuss your specific needs. Some agencies provide rapid on-call service, while others expect a longer term commitment.

clear idea of the type of work the carrier does and what kinds of people they need to do it. For Smith, once a working relationship has been established, timing becomes crucial. He "needs to know the customer's needs" as soon as possible to ensure there is a driver available.

"That's why," he says, "I always call an agency the minute I know I need a driver." It's also important to discuss your specific needs.

Some agencies provide rapid on-call service, while others expect a longer term commitment. You might want to use a driver agency to screen drivers before hiring them. If so, find if there are any fees or penalties with the agency you use. Some require a driver to work a certain number of hours or weeks under their payroll before they will let a carrier hire him, and others have buy-out fees ranging from \$250 to \$1,000.

Once you know a temporary driver will be coming in, planning becomes very important.

Dispatchers often use short-hand when communicating with drivers because a lot of the work involves repeat customers. You can't do that with temps.

New drivers have no experience with your paperwork, policies, and customers. In order to avoid lateness, headaches, and

other aggravation, ask the temporary driver to come in about half an hour before you want him to start his circle check.

That gives you time to give them a quick orientation of your operation. You can use this time to find out a little bit more about the driver and answer any questions he might have.

It's a good idea to make sure you have samples of completed trip sheets and any other paperwork you require. Remember, the agency might have paperwork you need to complete for the driver as well and this will give you time to finish that. It can be easy to forget simple things that are automatic to your regular drivers, such as keys to the building, fuel cards, and after-hours emergency information.

One of my regular drivers, Bill Farr, originally came to me through an agency. I

asked him what made his job easier when he was a temp driver.

He told me that communication and knowing what he was supposed to do were the most important things. He said it was a lot easier to come into a new workplace when everything was "just laid out for him," the dispatch, paperwork, and any special instructions.

I've had more good luck than bad with agencies and temporary drivers, but like most things in life, we make our own luck.

Happily, I've enjoyed several years of good work from temporary agencies and their drivers. Several times they've been able to pull me out of a tight spot and I've been able to satisfy my customers seamlessly. ▲

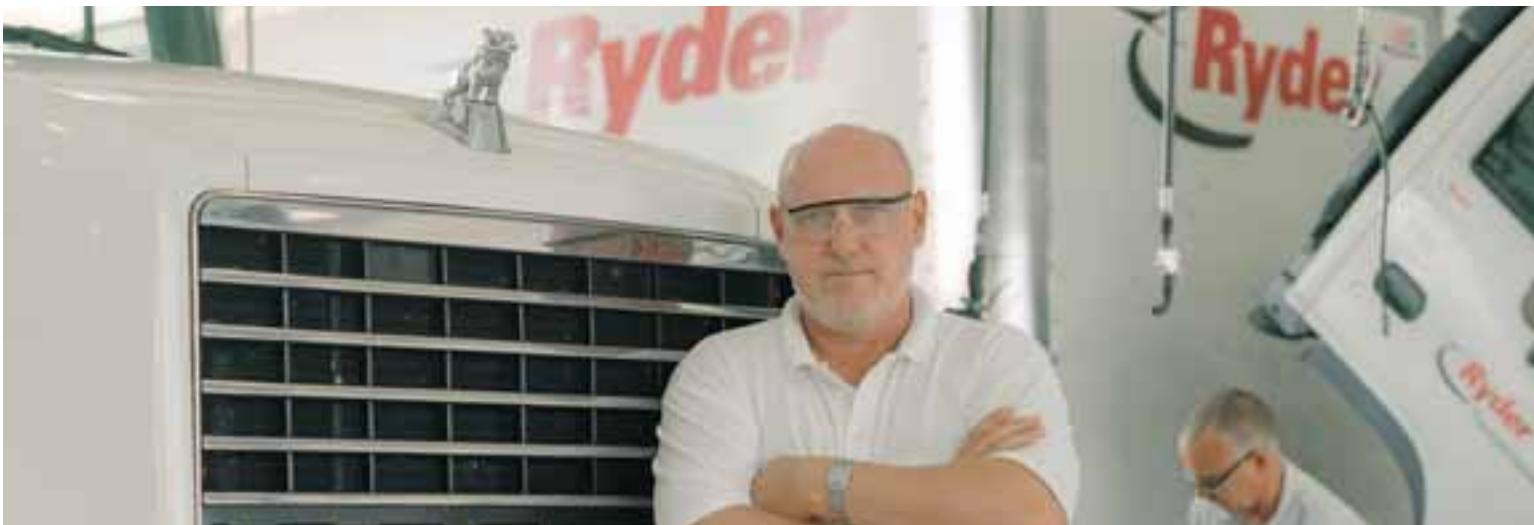
Writer Jennifer May is a dispatcher with B-Line Distribution in Belleville, Ont.

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The Good Samaritan

liability Does a driver have to stop and help at an accident scene? By Stephen Petit

On most nights, Doug Crawford pilots his Saia Motor Freight truck 570 miles from Dothan, Ala., to Jacksonville to Tallahassee and back. On August 25, 2005, the truck driver was dispatched to Atlanta.

Crawford was northbound on I-85 near Newnan, Ga., just before midnight when he saw a tractor-trailer a half-mile ahead

Highway Hero for 2005.

Herman Langford is grateful to be alive, because he knows that not every driver on the highway that night might have stopped to help him. "So many truck drivers are afraid of being sued," Langford says. "They're worried about moving an injured person, or the trouble that could come from getting involved."



suddenly veer across the grass median into the southbound lanes, hit another rig head-on, and explode into flames.

Crawford was first on the scene. One tractor was burning and so badly mangled that the cab was unrecognizable. What remained of the other tractor was on fire down in a ditch. Inside was Herman Langford of Leesburg, Ga.

When Crawford arrived at Langford's tractor, there was a gaping hole where the sleeper had been. Langford was trapped in the driver's seat and badly hurt. "All you could smell was diesel fuel," Crawford recalls. "We had too much fuel and too many flames. I had it in my mind to get to the truck and get him out."

Crawford sprayed the saddle tanks with his fire extinguisher until it quit and then pulled a barely conscious Langford from the burning cab moments before it exploded. For his actions, Ashford, Ala.-based Crawford was named Goodyear's

Laws designed to protect people who help someone who is injured are called Good Samaritan laws and their intent is to reduce the bystander's fear that he might be prosecuted for unintentional injury or wrongful death.

Good Samaritan laws are provincial and state laws, and their specifics differ from place to place. Except for Quebec, jurisdictions in Canada and the United States adhere to common law. Common law typically does not require a bystander to help someone in danger: if you are not involved in an accident—you were nothing more than a witness—you have no legal obligation to stop and help. The only people who have an absolute duty to render aid are those whose job it is to assist in an emergency, like a police officer or a paramedic.

There are exceptions where a failure to

act could result in both civil and criminal liability. One is if you create a situation that puts another person in danger, like after an accident on the highway. Another is where a "special relationship" exists. An employer may be obligated to help an employee injured at work.

Common law may not compel you to act, but let's say a sense of moral obligation does. As soon as you take steps to help, you no longer have any immunity for staying on the sidelines. For "good samaritan" protection to take effect, your help must be reasonable, voluntary, and with the consent of the person you're trying to assist. If the person being helped is unconscious, intoxicated, or incapacitated, he isn't rendering an objection, so consent is assumed.

Canada, of course, has two legal systems: civil law in Quebec and common law in the rest of the country. Quebec law imposes a duty on everyone to help a person in danger, so long as it does not pose serious risk to the person doing the helping or those around him.

If you do stop, there are steps you can take to limit your liability exposure, says Mike Langford of Scopeltis, Garvin, Light, and Hansen. Based in Indianapolis, Scopeltis is one of the largest transportation law firms in North America.

"Number one, secure your vehicle and secure yourself. Move to the side of the road, park the truck in a safe place, and use your flashers so you reduce the risk of creating a bigger accident than the one in front of you," Langford says.

**If you do stop,
there are steps
you can take
to limit your
liability exposure.**

"Number two, don't overreach your abilities. Don't try to do things that you're not reasonably capable of doing. For instance, if you don't know how to administer CPR, don't do it."

Then, he adds, don't put yourself in a situation where you could create more medical harm to the person you're trying to help. If it's reasonable to believe that someone has to be moved in order to save his life, then it's not likely you'll be held liable if other injuries are the result.

"Finally," Langford says, "as soon as you can, wherever you can, call for help. Get the professionals there who can render the best aid." ▲



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Your Predictable Performance

safety dept. You don't need a crystal ball to know what's going to happen. All you need is a plan. By Raymond Mercuri

Over ten years ago, I was hired to set up a fleet. My first task was to screen and hire a core group of 20 drivers.

I won't lie. It took longer than expected to build that team, even though we offered reasonable pay and realistic run times.

I had always placed high expectations on myself during my trucking career, and this was an opportunity to surround myself with drivers who approached our profession in the same way—with great expectations.

I insisted on proper orientation as well as a host of other fleet safety measures. The end result was a team that, in a few short years, ran over 20 million miles accident-free.

Since that job, I've evaluated fleet safety—and I am still surprised when I see carriers struggling with the basics.

It boils down to this: You cannot expect to achieve positive fleet safety results without an effective plan. Well-run fleets don't "wing it" or make it up as they go along. With a plan, these companies essentially plan for success.

For example, there are fleets with poor or no driver screening procedures and little (if any) minimum hiring standards. What level of safety can such companies reasonably expect to achieve when they run the chance of hiring drivers with poor driving histories and multiple

moving violations?

While a lack of a plan does not necessarily mean that you will hire high-risk drivers, you shouldn't be surprised when one of those drivers is involved in multiple losses for your company.

In this way, the results are indeed predictable.

Setting and enforcing higher standards is essential if you want a winning team of drivers. How? Do your due diligence and review a candidate's current driver abstract. As well, don't forget to really thoroughly check references.

If the abstract and references look good, have the

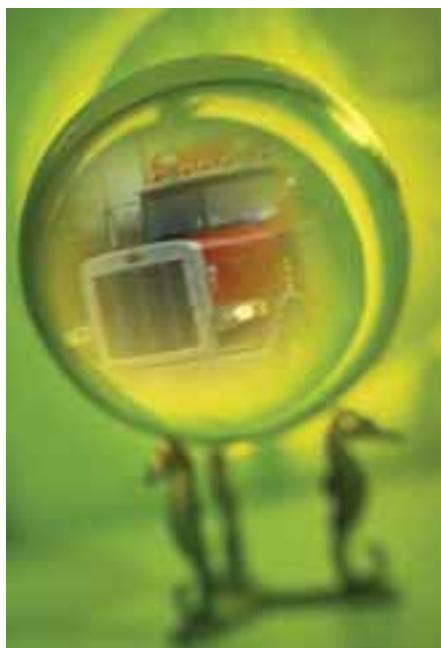
The system hardware is reliable, the results are immediate, and the price has come down drastically in the last two years.

candidate complete a pre-hire evaluation ride. Use a qualified driver evaluator to perform this critical screening function.

Don't settle for poor drivers, and don't allow operational pressures to divert you away from minimum hiring standards.

A plan to improve fleet safety ratings should also

include a strategy for good fleet administration. Maintain up-to-date incident records, which can help you determine your most common accident types. Armed with this information, you can seek appro-



priate training. The results can be immediate: improved safety ratings and financial returns in the form of fewer losses.

Embrace technology. This doesn't mean adopting every new gadget on the market. It means finding solutions that address your challenges.

One of my favorites is the "backing camera". In my experience, a large percentage of all fleet incidents involve backing and a device designed to aid drivers when backing up can help reduce the incidents. I know from

personal experience this technology works.

The system hardware is reliable, and the results are immediate. Its price has come down drastically in the last two years—a camera system today can be purchased for as little as \$300 per unit plus installation.

I managed a fleet that averaged 2.3 backing incidents per month over a two-year period. With backing cameras installed, this fleet operated for almost eight months before it experienced its next backing incident.

If an effective, forward-looking (and backward-looking) plan is implemented properly, chances are that positive results will follow. However, without such a plan, you shouldn't be surprised if you experience unexpected negative results.

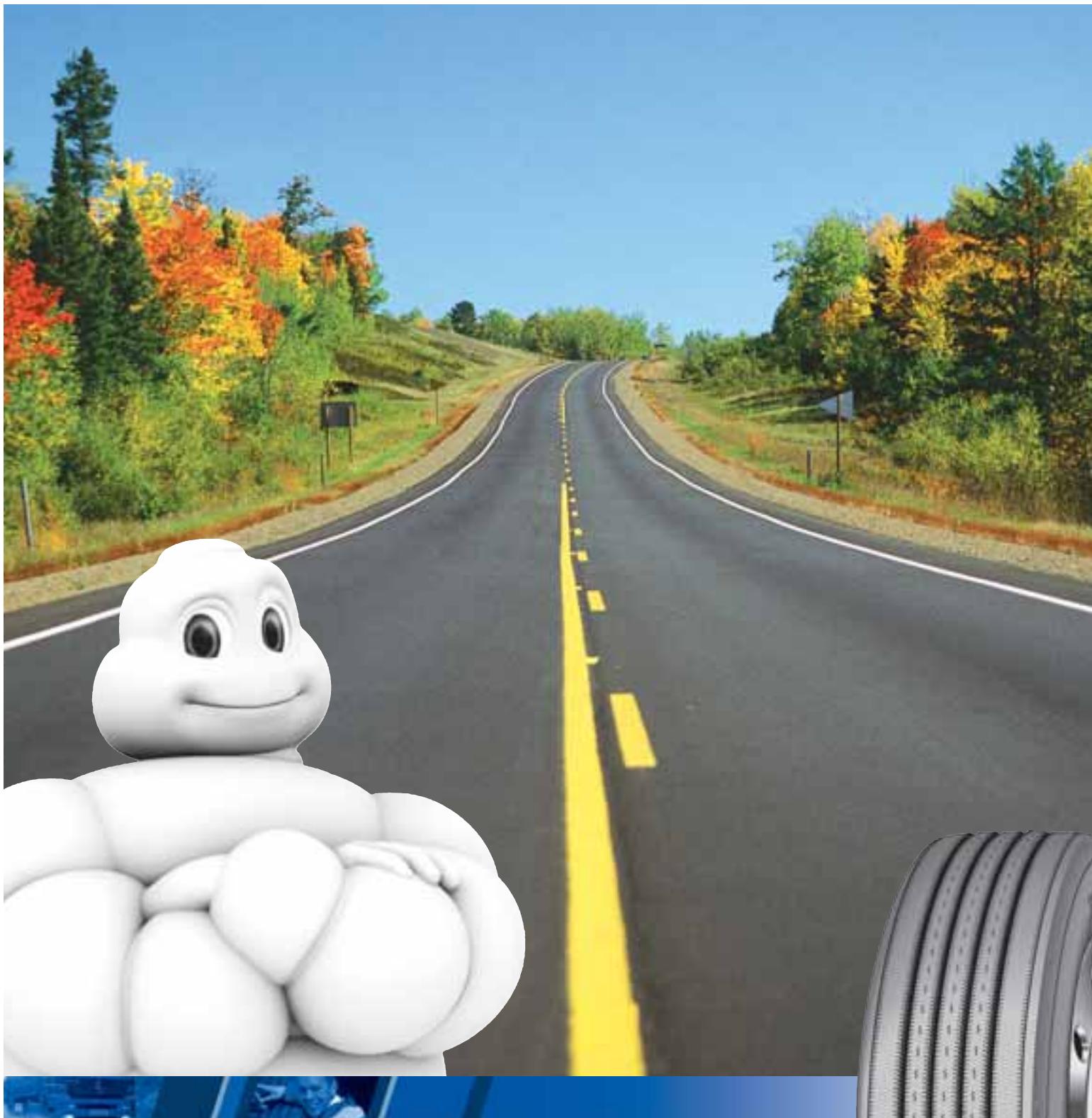
Do you pay your drivers poorly? The quality of the drivers you recruit—or lack thereof—should make your fleet safety ratings reasonably easy to predict.

Do you administer your hours of service processes vigilantly? If not, the results are predictable.

Do you pay your drivers by the mile? If so, they're probably running harder and longer than they should. The results in this case are indeed predictable.

You can plan for and predict positive—and negative—safety results. ▲

Raymond Mercuri writes about safety and training for *Today's Trucking*.



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Road Ready

big money Take out the tax to see the net price of fuel. By Scott Taylor

These days, truck owners are doing anything they can to save a buck on fuel. But before you strip off your bug deflector, you should plot your fuel stops and find out what you really pay for diesel. It might change your approach to where you fill up your tanks.

When you buy diesel, part of the price is taxes. The United States and Canada both levy a federal tax that's uniform across each respective country. In Canada, you pay GST or HST as well.

You also pay state or provincial taxes. And they vary from jurisdiction to jurisdiction. You don't really know how much fuel costs until you take all the taxes out. Say you're passing through Montana and Wyoming on a trip down to Denver. Why pay \$3 a gallon in Montana when you can hang on and pay \$2.90 US in Wyoming? One reason is the state fuel tax rates. Montana's is 27.75 cents a gallon. Wyoming's is 14 cents. Take out the taxes and fuel in Montana is \$2.73 cents, about 5 cents cheaper than in Wyoming.

Second, state and provincial fuel taxes really are fuel-use taxes, because what you owe is calculated based on where you burn the fuel, not where you buy it. If you travel 100,000 miles in Manitoba, but never buy a drop of fuel there, Manitoba still is owed fuel tax on that 100,000 miles.

In order to make sure each

jurisdiction gets its due, 48 states and 10 provinces are members of the International Fuel Tax Agreement, or IFTA.

Once you put an IFTA decal on the truck, each and every mile it travels becomes reportable, whether it's empty or loaded.

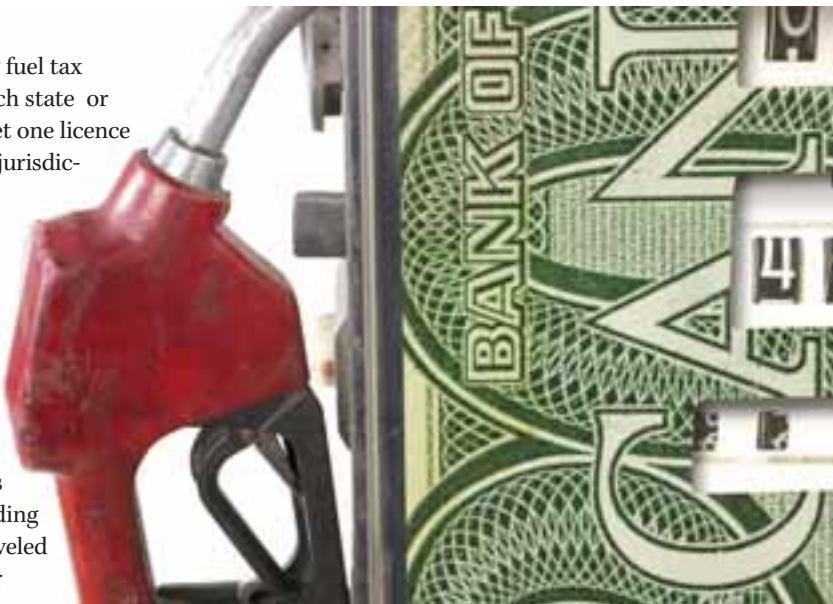
Instead of filing fuel tax returns with each state or province, you get one licence from your base jurisdiction, one set of decals, and file one quarterly fuel tax report that reflects the net tax or refund due. The base jurisdiction then apportions the taxes according to the miles traveled in each state or province. During a three-month span, you will have paid too much tax relative to the number of miles you ran in a given state or province and you'll be owed a refund. In others, you'll owe tax.

What you can do is buy as much fuel as possible from states and provinces with the best net price. You can see our free and regularly updated fuel-price comparison chart at www.tfsgroup.com/tfs/wheretobuyfuel.html.

If you're like most owner-operators, the carrier you're leased to is responsible for fuel tax licensing and reporting for your vehicle. Who actually pays state or provincial taxes is another question. Depending on your owner-operator contract, the carrier may pay all fuel taxes, in which case your only concern is the lowest pump price. But if the carrier charges you when you owe fuel

tant because more jurisdictions are combining IFTA audits with audits for other taxes that are apportioned by mileage, like vehicle registration (IRP) or sales taxes. Once you put an IFTA decal on the truck, each and every mile it travels becomes reportable, whether it's empty or loaded, or ends up staying in your home province all the time.

When IFTA auditors



taxes or pays you when you're due a refund, you should be concerned with where you buy your fuel so you can maximize your refund.

If you're required to file fuel tax reports yourself, your home jurisdiction will have a manual that details what information it needs regarding mileage and fuel purchases. You have to maintain your records for at least four years—16 quarters. Accurate records are impor-

review your reports, the failure to account for all miles is one of the primary errors auditors look for. The more accurate your trip data is, the more accurate the IFTA reporting will be, which will help to reduce your audit risk. ▲

Scott Taylor is Vice President of TFS Group of Waterloo, Ont. For more information visit www.tfsgroup.com or call 1-800-461-5970

Whether you're talking better headlights or easy-to-reach grab handles, smart fleets are finding lots of ways to make their iron more **"AGING-DRIVER"** friendly.

With power units, a fleet knows it's got four or five years of revenue service out of a tractor before it's trade-in time.

Drivers, on the other hand, usually just get better with age. No doubt your fleet's most valuable asset are the grizzled veterans—the 55-plus guys who've made trucking a career, know the ropes, and are your company's greatest ambassadors.

But like those aging power units, older drivers require a little more TLC, and the smart fleets are the ones that accommodate them.

With many people in the industry complaining about the shortage of good, reliable drivers, there are probably an equal number of older drivers questioning whether they should stay in the industry or shift to a different job after years behind the wheel.

For some, that aching lower back and knee problem can make a trailer floor look like it's a lot higher off the ground and a riskier climb than it used to be.

Some fleets see real value in doing what they can to allow and encourage a senior

driver to enjoy a longer career. With some attention and thoughtfulness, there are many things that can be improved to not only encourage senior drivers to spend a few extra years behind the wheel but to make things better and safer for all drivers.

As a former driver, John Lewis, SLH's VP of fleet safety, has a natural advantage of being able to identify with what a driver is going through on a daily basis and is in the position to be able to design equipment with an eye to being better for all drivers.

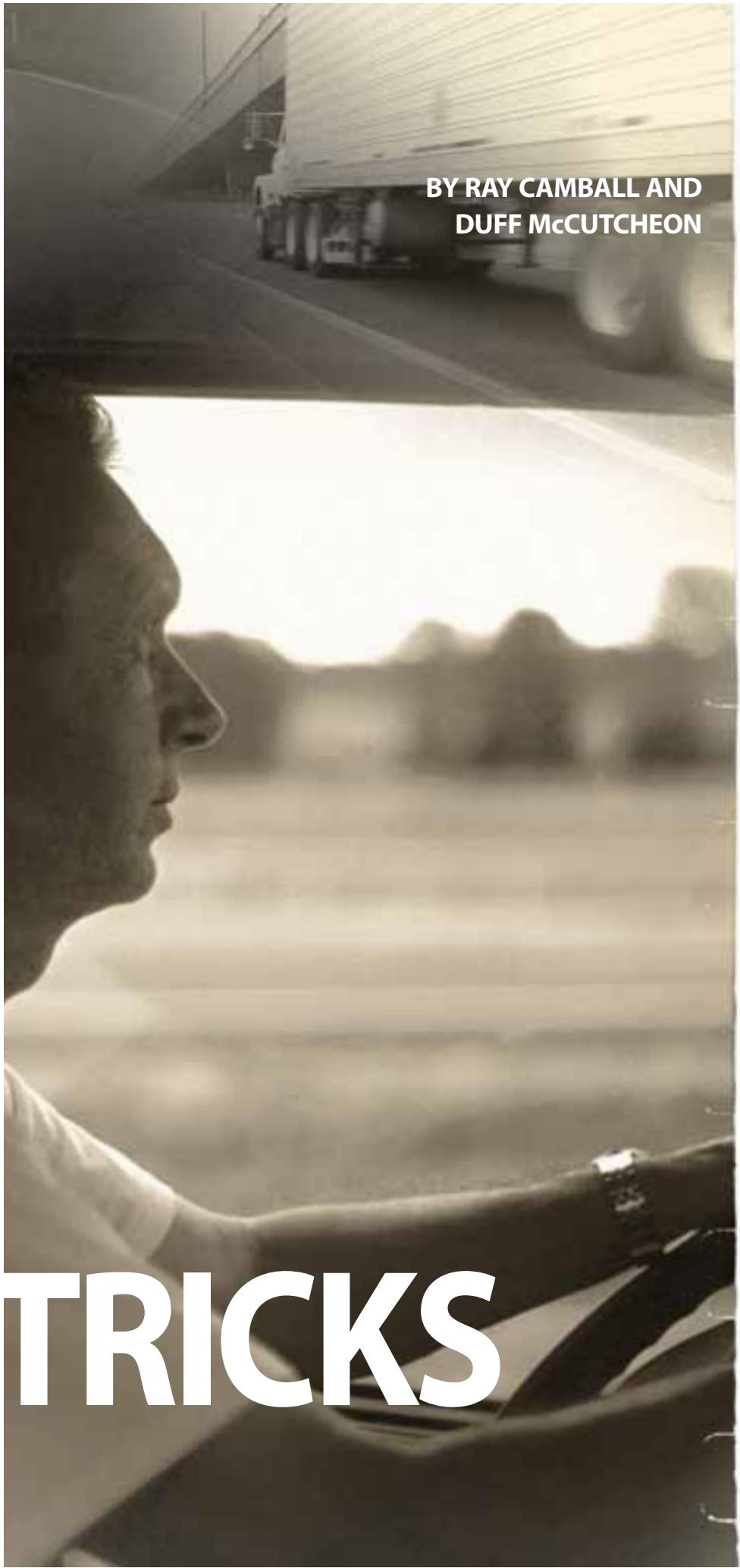
"The improvements are simply a result of putting yourself in the other person's shoes, climbing in and out of side doors and checking that everything works as it should, and working with suppliers to improve problem areas," says Lewis.

"Safe three-point contact for climbing, steps that are anti-slip and in the right places to match with grab handles, easy-to-see brake stroke indicators, easy-to-slide bogie release handles, good light inside vans, watching for potential sharp cut points, visibility of lights when backing are some of the many areas that we constantly watch.

"We've all had some days when the back or arm is sore from getting out of a trailer the day before, or wrestling with a handle that is tight, and I try to keep those things in mind when dealing with suppliers to have good safe equipment for a driver of any age."



OLD DOGS NEW



BY RAY CAMBALL AND
DUFF McCUTCHEON

TRICKS

There are also benefits to the bean counters, he says. Spec'ing equipment to assist drivers also reduces injuries and worker's comp claims.

"You don't want your best, most experienced drivers off with injuries, and this assists in cost payback for the accounting people."

Frank Haselden, VP of maintenance at TST Overland, is another strong believer in driver-friendly spec'ing. He says providing drivers with well-designed equipment is a win-win proposition, with happier drivers, better fleet performance, and lower maintenance and problems.

Haselden says TST looks at things like cab ergonomics, premium seats for maximum comfort, safe grab points and steps, van doors that work smoothly, safe reachable positioning of hazard placard holders, minimal trailer floor ledges for easy manual pallet moving, easy-to-use decking beams that store at the roof, premium landing gears, and careful attention from maintenance to correct problems.

For P&D drivers, TST has also designed a built-in handle at the back of its delivery trucks that greatly aids drivers in safely entering and exiting the van.

"It's nothing fancy," he says. "Basically it's a built-in handle that the driver can grab. We've taken the pins out of the rear door hinges and replaced it with a long rod—it's like a long handle built into the back. Normally you can't put a handle on the back of a trailer because you'll break it backing it into a dock. They can grab that, and along with the steps, it keeps them in full contact when entering the trailer and vice versa."

"We're also experimenting with lighter, plastic doors in the trailers that require a lot less effort to open and close."

They've also spec'd translucent roofs in their P&D trucks to make it easier for older eyes to read inside the cab.

All these details aren't just for senior drivers, stresses Haselden. "It's for all drivers—our primary goal is to prevent injury. Sure, the senior guys are more prone to physical injury. They're not as flexible and they don't recover as fast. But for all employees the cost of having a lost-time injury is extremely high. We want them all at work. A young guy can twist his ankle jumping off a truck the same as an old guy."

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Over at Erb Transport, corporate fleet and service manager Steve Haus says his fleet has been experimenting with automated transmissions as a concession to aging elbows.

After years of wrestling with the stick shift, some older drivers find their elbows and shoulders aren't what they used to be, and Haus says he's heard nothing but favorable comments regarding the automatics. "It just makes the job simpler and it's one less thing to concentrate on," he says.

Erb has also been working to improve the headlights on a lot of its tractors after receiving complaints from older guys with glasses.

"They seem to be having more vision issues at night, so we changed some of our headlights. We've gone to a halogen extra vision lamp, which is a couple of steps above what you'd get from the factory," Haus says.

And they've improved the living quarters considerably for the guys on the longer runs. "We've gone to low wheelbase, 72-in. highrise bunks to give the guys some room. They're a far cry from the

For some, that aching lower back and knee problem can make a trailer floor look a lot higher off the ground and a riskier climb than it used to be.

good old days when we were running to Thunder Bay with TriStars. The interiors of these new tractors just make things so much better for the drivers." Especially the older guys that remember the good old days when truck cabs were considerably more Spartan.

"The trucks are spec'd now for comfort and I think everybody's going that route now for driver retention," Haus continues. "If you can keep the older guys just a tick more comfortable then you've got yourself a winner."

At Trailmobile in Mississauga, (where co-author Ray Camball is fleet sales manager) there is a growing trend to spec user-friendly equipment. While some buyers

look primarily for the lowest cost van, the companies that are growing their business over the long term seem to be more respectful of drivers and their value to the company—especially highly competent senior drivers. It is easy to see how a good combination of grab handle and step can reduce the risk of a problem. The Trailmobile staff gets a lot of the excellent, well-thought-out suggestions on specs from senior drivers.

When you know that a person has served your customers well for decades and notice that the loads always seem to get there on time without hassles or accidents and when you see a good work ethic, it makes good business sense to encourage that person to stay a little longer. It also sends a good signal to younger drivers that long dependable service is respected. ▲



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Bird Flu

BY MARCO BEGHETTO

Trucking, arguably more than any other private-sector industry, rises tall in the wake of disaster. The folks who command the heaviest vehicles and those who pilot them are routinely counted on to save lives by hauling food and emergency supplies into—or people out of—areas devastated by Mother Nature's cruel irony.

But what happens when the crisis isn't hurricanes or earthquakes knocking down buildings, but instead a silent, invisible threat that takes out working people—with truckers included among the casualties?

If this industry's motto is, "everything moves by truck," then how much of "everything" is paralyzed during such a crisis?

H5N1—more commonly known as avian influenza or "bird flu"—has been stuck on the front pages for over a year. It's a deadly virus carried by birds and for the most part transferred within the species.

There are, however, hundreds of documented cases of bird-to-human transmission, and to date 130 people in nine countries are known to have been killed by the virus—mainly in China and other parts of Asia where the flu originated, but cases have also spread to Africa and Europe.

Health officials and scientists from the World Health Organization (WHO) and other agencies say it's inevitable the virus will eventually affect North America. (Last year, a low pathogenic strain was suspected in B.C. Thousands of birds were culled as a precaution).

Worse still, even though the disease is strictly an avian pattern confined to birds, many experts suggest the virus—like almost all flus—could mutate into a human-to-human (H2H) strain.

"Right now the influenza is still an avian pattern—even when it's transferred from bird to human," John Read, director general of Transport Canada's Transport Dangerous Goods Department, said during a recent presentation to the Private Motor Truck Council of Canada. "All the

conditions for a human pandemic are present except a human pattern."

There are a few anti-viral products on the market in very limited supply, but their track records at preventing contraction of H5N1 is highly debatable. A vaccine for possible human-to-human (H2H) transmission cannot be developed until at least six months after medical officials pinpoint the exact strain of the pattern.

DISASTER DUD?

Not since Alfred Hitchcock had them trap Tippi Hedren in a phone booth on the Big Screen have birds raised this much anxiety among humans. And really, haven't we already fallen for too many of these Y2K-type disaster dud scenarios?

Is Chicken Little behind bird flu?

Well, no. The truth is, as John Read admits, "when it comes to avian pandemic we just don't know how bad it'll be."

Assuming the virus confines itself to an avian pattern in North America, industry on both sides of the 49th would be reasonably well-prepared for containment, says Fletcher R. Hall, executive director of the American Trucking Association's Agricultural and Food Transporters Conference.

"I think in the U.S.—and this is true of Canada too—one advantage we have is that the poultry industry has been integrated for so long. From the time an egg is laid to when a chicken ends up on a dinner plate, it is a very controlled environment that the industry has created in order to prevent any major disasters."

"All people and supplies going to these areas are inspected and kept under strict controls. This is a major factor that doesn't happen in other parts of the world—including Europe."

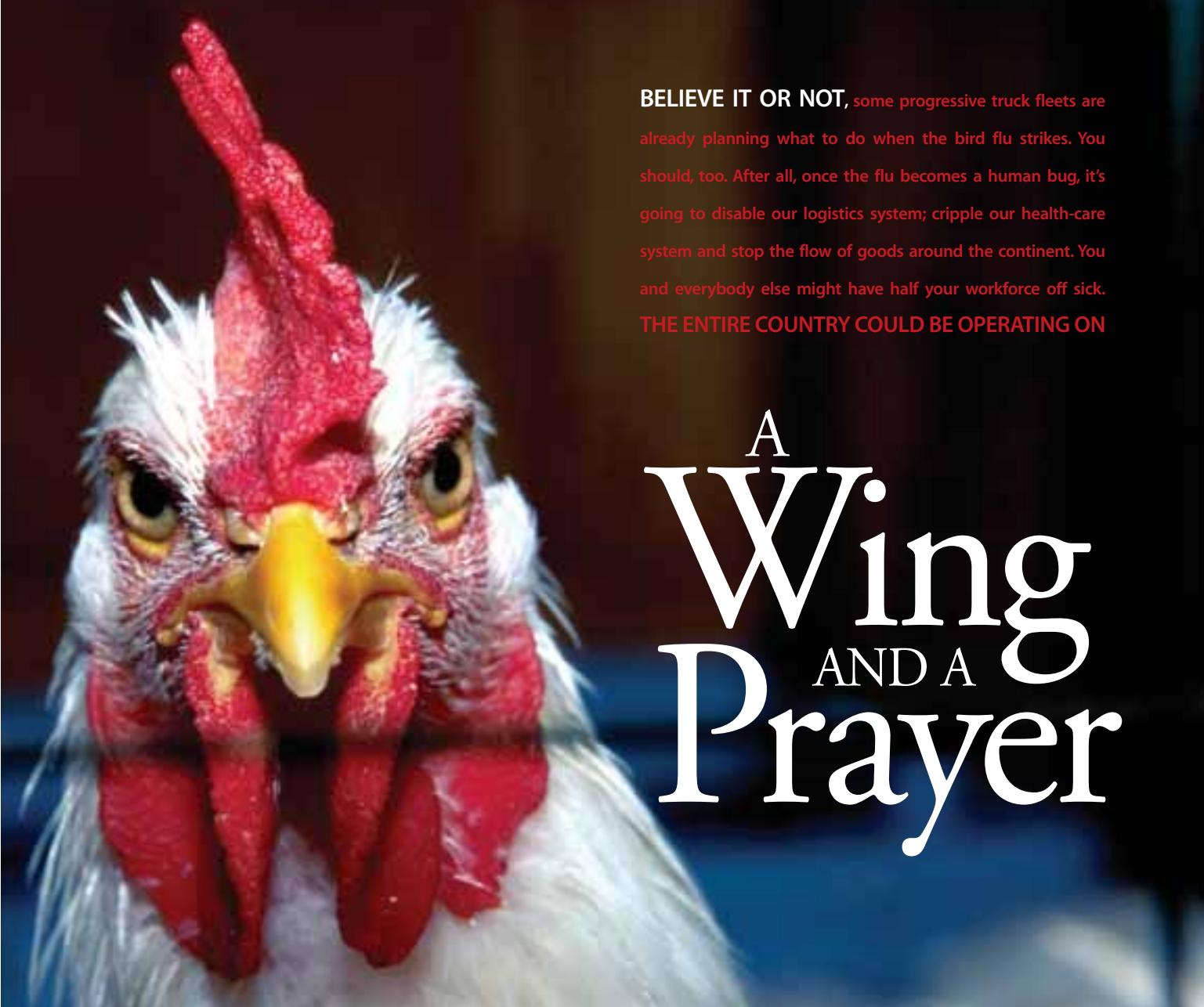
Predicting the full effect of possible H2H mutation on this side of the pond, however, has proven a much thornier task. What experts do agree on, though, is if the bug bites, it'll bite hard.

Current planning requirements for H2H transmission (not an official predic-



tion, stresses John Read) suggest that 70 percent of the nation's entire population would be exposed. Half of those people would become ill with a mortality rate as high as 57 percent. Very young children, the elderly, and people with weak immune systems would be hit hardest.

According to the Public Health Agency of Canada (PHAC), if the flu mutates into a H2H strain anywhere in the world, it would reach Canada within three months. It would spread like other colds and flus—through airborne particles and by attaching to surfaces—except much faster. Because H5N1 symptoms take longer to show up in people than the average flu, those who are carriers are likely to mingle longer with the general population while they're infectious.



BELIEVE IT OR NOT, some progressive truck fleets are already planning what to do when the bird flu strikes. You should, too. After all, once the flu becomes a human bug, it's going to disable our logistics system; cripple our health-care system and stop the flow of goods around the continent. You and everybody else might have half your workforce off sick. **THE ENTIRE COUNTRY COULD BE OPERATING ON**

A Wing AND A Prayer

A pandemic would arrive in at least two waves over the course of a year, the first of which would overtake a community and last six to eight weeks. "During that time, roughly 35 percent will be exposed. And then it'll come a second time and people will be exposed again," says Read.

Translation: There could be between 34,000 and 138,000 hospitalizations in Canada and anywhere from 20,000 to 60,000 deaths.

During either of these waves, between 30 and 50 percent of a given region's workforce could be out of commission. That includes those who have contracted the virus and have fallen ill; those who abstain from work to care for sick family members; and those who are simply too afraid to show up.

That latter group might be legally entitled to stay in bed rather than show up to haul your freight or dispatch drivers.

According to the Canada Labour Code: "An employee may refuse to...work in a place or to perform an activity, if the employee while at work has reasonable cause to believe that ... a condition exists in the place that constitutes a danger to the employee."

Some large unions in both Canada and the U.S. have already promised work stoppages in the event of a pandemic.

Says Read: "This is not a flood. It's not an explosion; it's not going to knock down buildings; it's not going to destroy highways, it's not going to wash out bridges; nor is it even going to wipe out data off of your computers. This is all about the loss of people. Period."

ECONOMIC PROPORTIONS

After all, it's people, more than any diesel engines or in-cab software that keep trucks rolling down the highway.

A possible hatching of an H2H bird pandemic, says Dr. Mike Tretheway, would have a much more serious impact on manpower than other disasters like Hurricane Katrina in New Orleans, where "the local trucking force is removed from the productive base in the economy, but you have truck drivers available elsewhere in the country that are brought in or see opportunities and respond to it."

Tretheway, who's the executive vice-president of the Vancouver-based transportation planning firm InterVistas Consulting Group and adjunct professor at the University of B.C.'s Sauder School of

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Business, explains that a pandemic disaster is different because there would be an across-the-board shortage of labor,

"This is why the WHO is so concerned, because the impacts are far more broad based as they tend to crack the foundations of the economy rather than a small corner of it that you can draw resources to fix," he says.

Dr. Tretheway—an economist—isn't convinced that markets would balance themselves out because a pandemic would reduce overall demand for goods and services while production and transportation capacity is down.

"What we observe throughout the world in terms of disasters is that while demand for some goods and services will generally decline—for example, there might not be a high demand to buy the latest Cheryl Tiegs (clothing) line at Sears in quite the same volumes—there will also be some types of goods that will go into extremely high demand immediately... such as groceries, as people tend to stockpile food in these events," Tretheway tells *Today's Trucking*.

"That would cause huge supply-chain pressures because the system which includes production lines, inventory, and transportation, is not in a position to respond immediately."

Such supply-side gaps could pose problems for carriers already grappling with a shortage of qualified drivers, mechanics,

and operations personnel.

The so-called churning effect could go into overdrive as all available drivers and owner-ops would simply migrate from lifeless lanes to sectors with newly emerging demand.

Because of the equipment-dependant nature of the industry, some carriers may find it difficult to react as quickly to changing consumer behavior and gear up in response to high-need markets—not to mention answering the call from governments and utilities to provide emergency services—while at the same time struggling to find profits in traditional lanes sunken in a post-pandemic recession.

GESUNDHEIT! NOW WHAT DO WE DO?

Fleets that are taking steps to become as diversified as possible are the most likely to survive such a crisis, says Prof. Yossi Sheffi, director of the Center for Transportation and Logistics at the acclaimed Massachusetts Institute of Technology.

"You bounce back from a disruption in two ways," says Dr. Sheffi, author of the recent book "The Resilient Enterprise: Overcoming Vulnerability for Competitive Advantage." First by having as much redundancy as possible—capacity, safety stock, back-up sites.

"Second, you need to build flexibility into the operation. Interchangeability of parts, inventory, and people, creates flexibility."



Refrigerated trailers are likely to be one of the most sought after pieces of equipment during an avian flu pandemic transmitted from humans to humans. Not only will they be in high demand to haul essential medicines and food products, but, more morbidly, they'll also be required by hospitals to store victims of the illness. One large refrigerated carrier admits hospitals are already inquiring about rates for renting reefer units.

Caleb Lauer of Transport Canada acknowledges the units will be in high demand, but says so far they've been somewhat difficult to secure.

"The problem isn't so much availability

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SIGNATURE (MUST)

DATE

* ATTENTION TRUCK OPERATORS... YOU MUST ANSWER QUESTIONS 1 THRU 5 IN FULL.

* NON-TRUCK OPERATORS USE BOX BELOW ONLY

NAME _____	TITLE _____	
COMPANY NAME _____		
COMPANY ADDRESS _____		
CITY _____	PROV. _____	POSTAL CODE _____
TEL () _____	FAX () _____	
E-MAIL _____		

① HOW MANY VEHICLES ARE BASED AT (OR CONTROLLED FROM) THIS LOCATION? PLEASE INDICATE QUANTITIES BY TYPE

TRUCKS _____ TRUCK TRACTORS _____

TRAILERS _____ BUSES _____

OFF ROAD VEHICLES _____

② ARE ANY OF THESE VEHICLES ...

A. In any of the following Gross Vehicle Weight Classes?

Class 8: 33,001 lbs. GVW & Over Yes No
Class 7: 26,001 to 33,000 GVW Yes No
Class 6: 19,501 to 26,000 GVW Yes No
Class 3,4, or 5: 10,001 to 19,500 GVW Yes No
Class 1 or 2: Under 10,000 lbs. GVW Yes No

B. Refrigerated Yes No

③ DO YOU HAVE MAINTENANCE SHOP FACILITIES AT THIS LOCATION? YES NO
How many mechanics here? _____

④ INDICATE YOUR PRIMARY TYPE OF BUSINESS:

Check ONE category only.

- (A) For-hire (Common & Contract Trucking)
- (B) Lease-Rental
- (C) Food & Beverage Production/Distribution
- (D) Farming
- (E) Government (Fed., Prov., Local)
- (F) Public Utility (electric, gas, telephone)
- (G) Construction/Mining/Sand & Gravel
- (H) Petroleum/Dry Bulk/Chemicals/Tank
- (I) Manufacturing/Processing
- (J) Retail/Wholesale/Delivery
- (K) Logging/Lumber
- (L) Bus Transportation
- (M) Moving & Storage
- (N) Waste Management
- (O) Other

⑤ DO YOU SPECIFY, SELECT OR APPROVE THE PURCHASE FOR ANY OF THE FOLLOWING?

Check ALL that apply.

- A. New vehicles & components
 - 01 Trucks, Tractors
 - 02 Trailers
 - 03 Powertrain components (engines, transmissions, axles)
 - 04 Vehicle systems (brakes, lighting, suspensions, cooling, electrical)
 - 05 Tires, Wheels (new or replacement)
 - 06 Vehicle appearance (paints, markings - new or replacement)

B. Replacement Components, Parts & Supplies

- 07 Replacement parts (filters, electrical, engine parts, brakes, suspensions, exhaust)
- 08 Major replacement components (engine, transmissions, exhaust)
- 09 Oils, Additives & Lubricants
- 10 Shop equipment and tools

C. Fleet Products & Services

- 11 Equipment Leasing
- 12 Computers, Software
- 13 Financial services, Insurance
- 14 Fleet management services (fuel reporting, permits, taxes)

D. 15 None of the above

TO BE COMPLETED BY NON-TRUCK OPERATORS ONLY!!!

What best describes your basic business as it relates to truck/bus fleets? (Check Only ONE)

- MANUFACTURER (including factory branches) of trucks, buses, trailers, bodies, components, parts, supplies or equipment.
- NEW/USED VEHICLE DEALER/ trucks, tractors, trailers.
- HEAVY DUTY WHOLESALER/ components, parts, supplies or equipment.
- INDEPENDENT FLEET SERVICE/REPAIR SPECIALIST
- OTHER (Specify) _____

Smaller carriers affixed to one specific industry should be scouting a variety of sectors, even if they don't necessarily specialize in them at the moment, Sheffi says. If, for instance, you haul poultry and the floor falls from under you during a pandemic, you'd be in better shape than your competitor if you had gambled months back and purchased a few reefers in anticipation of what's likely to be a sharp, short-term spike in the foodstuff market.

"The other thing I'd be doing if I were a trucking company is to be in discussions with municipalities about arranging contingency contracts," says Sheffi. "Assuming other parts of your business are not doing well, you want to be on call for anything [the city] may need you to do."

For the most part, it seems trucking companies—at least most belonging to carrier associations that are in the government loop—are taking the threat seriously.

Patty Kiral of Erb Transport, a New Hamburg, Ont.-based truckload and LTL refrigerated carrier, says execs have been meeting biweekly for months to review a variety of business continuity strategies.

"It's difficult to guess what the overall impact will be, but we're trying to guess things like how we'll have enough dispatchers to get trucks on the road, how we'll protect drivers as much as possible," says Kiral, adding the company is stocking up on hundreds of surgical masks and latex gloves for employees.

Some companies are making lists of employees' special skills. Grant Horner, safety and environment manager for Praxair Canada's fleet, says the company has assigned him to the role of pandemic manager to track employees and equipment.

"We're thinking about what to do with people that are not drivers, but can perhaps load and unload," he says. Those workers, adds Horner, might accompany drivers to shippers and consignee facilities where there is no available personnel to accept and load freight. "We could supply that person so that the product still gets delivered."

Proactive companies are currently cross-training people for a variety of positions to cover as many bases as possible during an abrupt worker shortage, says Dr. Sheffi.

Trucking execs, he says, should invest in training for drivers to come off the road to learn dispatching; or perhaps retraining

former drivers to haul loads once again.

"Interchangeability of people is absolutely an element of flexibility. Being able to move people in and out of functions will be essential," he says. "But it takes some investment. People need to do different jobs for a while beforehand so they're not doing them for the first time when a disaster strikes."

While some vigilant carriers are taking

steps to keep wheels rolling at home, the federal government and industry groups are working feverishly on joint contingency plans via several task forces.

Rather than wait and see how market forces collide on their own, Transport Canada is solidifying partnerships to ensure the logistics of high-need products like food, pharmaceuticals, and hospital equipment is secured.



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Bird Flu

WASH UP: A B.C. poultry farm got a scare in late 2004 when a low-grade strain of avian flu was suspected.

"This way when the event occurs you don't have to rely on spontaneous civic duty but have a history of planning that takes on a momentum of its own," says Caleb Lauer, economic officer at Transport Canada.

Ottawa right now is looking to prioritize freight in two categories. "We've defined it as 90 percent of freight in category A should be delivered before 70 percent of freight in group B," says Lauer, who notes government and industry are still discussing what commodities and products should belong on each list.

Assuming a H2H pandemic disaster strikes, and in a worse case scenario half of an already-tight driver pool is bedridden or worse, the government is fully aware it would be called upon to open up additional transport capacity.

"During these events, you have to look at the whole regulatory structure, which effectively removes capacity that is actually present in the system," says



CP Photo/Richard Lam

InterVistas' Dr. Tretheway.

"In trucking, a percentage of the capacity is wasted. If Canada is affected by a pandemic that's taking a toll on trucking, you want to remove any impediments for capacity because of silly 1930s protectionist regulations."

Suspending cabotage regulations; liberalizing hours-of-service constraints; and considering "weight rules by conditions

not calendar" are all options currently being discussed.

Although it's not on the table, Lauer admits that permitting longer road trains might also be worthy of discussion.

Thinking even further outside the box, some officials are quietly considering calling on the tour bus industry—expected to crash in the event of wide-spread infection—to help deliver emergency supplies.

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The trick, admits Lauer, is loosening the regulatory reigns while still maintaining a safe road environment.

"We're not going haywire. We're not saying 'move the stuff at all costs,'" says Lauer, "but we're interested in those kinds of regulatory interventions for the short-term and with short notice."

IN ALL SERIOUSNESS:

A company owner's most critical mistake doesn't occur in the middle of a pandemic crisis, says Dr. Sheffi, but months before, when planning against the threat. Or worse, not planning.

After all, pandemics have a long history of wiping out entire populations. The Spanish Flu of 1918 killed more people than WWI—between 20 and 40 million. Scientific innovations have since helped quell such global disasters, but human ingenuity hasn't advanced far enough to eliminate what we still don't fully understand. Remember, there's still no cure for the common cold.

While it's important to take the threat

SYNTHETIC SYMPTOMS

Even if you think bird flu is a project cooked up by the Pentagon—as some lonely talk-radio conspiracy junkies like to muse at 3:00 am—business owners and government officials should still be taking the threat of a global pandemic quite seriously, says Transport Canada's John Read.

A post Sept. 11 awakening has lead to the realization that Jihadists are more than capable of mixing up a pandemic cocktail in the lab. Read says "synthetic chemistry" for research purposes has led to the reproduction of past pandemics like the 1918 Spanish Flu. In fact, excluding a couple of key ingredients, the recipe has already



been published in scientific journals.

"All you need is 100 grand and a Master's degree and you can build it," says Read. "We should be thinking of making contingency plans in case avian flu gets loose, but it would also serve us well to have a plan in case it got into the wrong hands."

seriously, business leaders and the media must also be careful to balance the seriousness of the danger with the reality on the ground. Widespread fear mongering, as well as downplaying the crisis, could be the biggest impediment against a quick recovery, warns Lauer.

"Any attempt to spin the reality of the threat is going to make things worse for companies. Those that communicate properly are going to alleviate the fear that exists in the workplace and put their team in a better position to pull through the crisis." ▲

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TIME FOR AN OIL CHANGE

BY DEBORAH LOCKRIDGE
AND JIM PARK

At least we won't need new tires come Jan. 1, 2007. Little else, it seems, will emerge unchanged come the New Year. Frames, mufflers, electronics, fuel, engines of course, and more, are being tweaked and tuned to meet EPA's 2007 low-emissions mandate. Count engine oils in the mix too.

The change is big. Here's how International Truck and Engine's fuel and lube specialist Dr. Rodica Barenescu sums it up:

"In all my years in engines I don't recall all these elements changing at the same time. It's a tall order."

The engine makers required a new oil formulation to meet the new mandate; specifically, lower levels of sulfated ash, phosphorus, and sulfur, along with new additive packages tolerant of higher temperatures. That new oil category, which comes into effect on October 15, CJ-4, comes with numerical limits on the amounts of these additives in the oil to prevent fouling of the exhaust aftertreatment devices.

The problem is, those very same compounds are what oil makers have used for decades to neutralize acids and prevent wear.

"In previous categories, the primary objective was to focus on oil's contribution to engine durability or maximum engine life," says Mike Dargento, Chevron's commercial sector and brand manager for on-highway.

For 2007, there are two new elements in the mix: diesel particulate filters (DPFs) and ultra-low-sulfur diesel fuel. "In 2007," he says, "in addition to looking at engine dura-

CJ-4 oils are a must for 2007 engines, but PRE-'07 ENGINES will like them too.



bility, we looked at DPF life, as well as the utilization of ULSD, and those two elements became design targets for the oil category."

Cleaning intervals of the DPFs will depend on a number of factors including duty cycle, oil consumption, and type of oil used, suggests Cummins.

"The exact interval will vary by application. We expect between 200,000-400,000 miles for a typical linehaul operation," says Cummins spokesperson Cyndi Nigh. "And the low sulfur content of CJ-4 oil will help insure proper operation of the diesel oxidation catalyst (DOC)."

Other engine makers make similar claims regarding their ash-cleaning intervals.

The primary goals in creating the CJ-4 category were to sustain emission-control system durability, where particulate filters and other advanced aftertreatment systems are used. "These oils must also be better at handling increased soot levels and heat generated by higher EGR rates present in '07 EPA compliant diesel engines," says Jim Putz, Petro-Canada's category manager, commercial transportation lubricants. "We also wanted to ensure that our customers would be able to maintain previous extended drain intervals experienced with DURON heavy-duty engine oil."

International's Barenescu says she won't predict yet whether oil-change intervals will be shortened or lengthened with the new oils. "This won't be found out now," she says, "only once it's been tested in certain applications."

So, the new oils were designed to withstand higher temperatures, with better oxidation resistance and better deposit prevention, plus better dispersancy to handle higher levels of soot, explains Alex Bolkhovsky, commercial vehicle lubricants technical advisor for ExxonMobil Lubricants. "And of course, higher heat requires an overall rebalance of the oil to make sure it really performs better in all areas, including wear and detergency. The minute you have higher levels of heat, things tend to degrade faster."

The oil blenders got a bit of a break with the introduction of ULSD for 2007. While higher EGR rates would force more acids into the oil, there's less sulfur in the new fuel to begin with (a maximum of 15 ppm of sulfur, compared to today's 500-ppm levels) that can be transformed into sulfuric acid during the combustion process.

Bolkhovsky compares the challenge to food: "It's like saying, 'This pizza tastes great, but I want a low-fat pizza that tastes even better.' That's what we had to do—design an oil with fewer conventional components that worked even better."

According to Petro-Canada's Putz, to be DPF-compatible, CJ-4 oil had to meet chemical restrictions not in place for the previous API CI-4 Plus category:

- 1.0 percent ash;
- 0.4 percent sulfur; and
- 0.12 percent phosphorus.

NEW ADDITIVES

The low-ash requirement of CJ-4 posed quite a challenge for the lubricant engineers, and that meant going to entirely different additives. "We've had to start looking at more novel and new anti-wear chemistries, detergents, dispersants, which before now were either prototypes or were only used in niche applications," says Steven Goodier, technology manager for BP Lubricants (Castrol).

Dan Arcy, technical marketing manager for Shell Lubricants says sulfated ash has traditionally been used to neutralize acids. This ability is measured by the TBN number. "Under traditional chemistry," he says, "lower ash means lower TBN."

It worth pointing out that although the new oils have lower TBN numbers to start with the new additives, they're said to be able to maintain stable TBN numbers well throughout the drain interval.

"Higher quality base oils (Group II and higher) will now be required to pass the engine sequence tests (new and old tests) and six bench tests set at higher pass limits than the previous category API CI-4 Plus," Putz points out. "The higher sulfur limit of 0.4 percent also minimizes the possibility of using higher-sulfur Group I base stocks."

All that to say API CJ-4 really is a different motor oil than we've seen before. But will it work in pre-'07 engines?

The short answer? Barenescu says, yes, it will. But it gets complicated.

When the new oil classifications for the 2007 engines were first discussed "there was massive panic in the industry," recalls Castrol's Steven Goodier. "People thought there would have to be a compromise between performance and backward compatibility."

"Historically in North America, when new specifications come out on the market, they replace the old ones. With the introduction of CJ-4, you'll have CI-4 oil still out there, to allow people operating older vehicles to continue to have access to these products."

"You've got 95 percent of the on-highway truck population made up of earlier models," says Chevron's Dargento, "and those older vintages don't necessarily require the CJ-4 formulation. So we're seeing the market somewhat fragmented for the first time, seeing demand for different formulations in the same sector for the first time."



AS TODAY'S TRUCKING GOES TO PRESS, THREE OF THE MAJOR ENGINE LUBE PRODUCERS HAVE FORMALLY ANNOUNCED THEIR CJ-4 PRODUCT SPEC'S.

CHEVRON

Chevron will offer both a CJ-4 and a CI-4 Plus version of its Delo and Ursa branded oils based on customer feedback and expected market demand. The Delo CJ-4 product, to be known as Delo 400 LE (Low Emissions) Multigrade SAE 15W-40, will be offered alongside the CI-4 Plus specification oil, Delo 400 Multigrade SAE 15W-40.

See www.chevrontdelo.com.

The new Texaco Ursa CJ-4 product will be known as Texaco Ursa LA (Low Ash) SAE 15W-40. The company expects to have both CJ-4 products available on Oct. 26, 2006, the API's intended first licence date for the new engine oil specification.

PETRO-CANADA

Petro-Canada will go with a one-product solution for EPA 2007, DURON-E, to reduce inventory carrying issues and to simplify spec'ing. CJ-4 compliant DURON-E will complement the current DURON line, offering choice and flexibility to both on-road and off-road customers.

DURON-E will be available in three performance offerings: DURON-E 15W-40, DURON-E XL Synthetic Blend 15W-40, and DURON-E Synthetic 10W-40. DURON-E is formulated to meet 2007 OEM specifications for engines equipped with exhaust aftertreatment devices, but DURON-E is completely backward compatible, carrying the API CI-4 Plus, CI-4, CH-4, CG-4 licenses required by pre-'07 diesel engines.

See www.petro-canada.com.

SHELL LUBRICANTS

Shell Lubricants has reformulated its Rotella T brand to meet CJ-4, calling it Rotella T with Triple Protection technology. Rotella T already meets the specification requirements for all the OE engine makers, including Caterpillar's ECF-3, and Detroit Diesel's 93K218. In addition Shell ROTELLA T has gained Cummins CES 20081, Mack EO-O Premium Plus 2007, and Volvo VDS-4 approvals. It's suitable for use in pre-2007 engines, too.

The new oil will be available in bulk and drums beginning July 1st, and in quart, gallon, and pail packages beginning October 15th. Shell will soon be introducing a new brand to meet the needs of medium to large fleets; it's called Shell Rimula Super, and it will meet the new API CJ-4 specification.

See www.rotella.com.

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— Gary Coleman, President, Big Freight Systems, Inc.
Steinbach, Manitoba, Canada



The changeover could potentially take several years. As Putz points out, fleets acquiring '07 engines will be required to stock CJ-4 engine oil, however, this equipment will represent a very small percentage of the overall equipment population in the early stages.

"Given the performance benefits associated with CJ-4, I suspect these fleets will convert entirely to CJ-4 given the complexities of stocking dual engine oil inventories for both '07 low-emission equipment and legacy engines," he says.

"For fleets not acquiring '07 engines or owner-operators with legacy engines, they'll need to conduct a cost benefit analysis to determine whether the performance benefits from CJ-4 and related cost savings outweighs the increased cost of CJ-4 engine oil. I think they'll see that running CJ-4 engine oil will cost them less in the long run when they factor in savings resulting from reduced maintenance costs, less top-oil, extended engine life, etc."

Given the fact that a large percentage of diesel engine oil demand comes from off-road equipment (particularly in Canada) where EPA's low-emission requirements do not take effect until 2010, and given the small percentage of '07 EPA compliant

engines put into service over the next couple of years, the transition to CJ-4 may be slower than any previous API category change.

Mark Betner, heavy-duty lubricants manager for CITGO, predicts a three-year window where CI-4 Plus oils will still be

CJ-4 oils will offer the benefits of improved wear protection, improved oxidation and deposit control, and better soot handling.



available. "By 2010, as time goes by and the high-sulfur fuel disappears totally, we'll be able to evolve back to a one-oil thing."

Between now and then, fleets planning to use both CI-4 and CJ-4 will need to make room in their storage tanks for the new product. Not much at first, but as more '07 engines are brought into the fleet the need for bulk storage will be there. Dan

Arcy of Shell suggests you start filling with CJ-4 now to purge the old oils from the system. Depending on the capacity of the tank, it could take as many as five fills to render the residual CI-4 product innocuous enough to be used in '07 service.

CJ-4 oils will offer the benefits of improved wear protection, improved oxidation and deposit control, and better soot handling.

"You definitely don't want a mix here," he says. "You'll be plugging DPFs right, left, and center if you aren't careful."

Also, maintenance managers should begin training drivers to use the proper oil in all new engines to avoid a mix up down the road.

Of course, the changeover isn't going to happen overnight. You won't be turning the entire fleet over to '07 all at once, so there's time to think the process through.

At the end of the day, the CJ-4 oils will offer the benefits of improved wear protection, improved oxidation and deposit control, and better soot handling. Yes, they'll cost more, but you'll be buying a better oil. Compared with the cost of everything else associated with EPA 2007, CJ-4 oil might seem like a bargain. ▲

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



Small Block, Big Performance

road test *Mack's entirely new MP7 delivers what Mack fans have come to expect, and then some. By Jim Park*

When Mack's Walter May and Win Pelizzoni co-designed the Maxidyne constant-power profile in 1967, they set a standard for engine performance that endures today.

Incorporating high torque at low rpm and smooth transition to higher horsepower (relatively speaking: 237 hp, 860 lb ft at the time), the two engineers gave the engine a distinct personality that set it quite apart from other brands, giving Mack engines a sort of performance trademark.

Dyed-in-the-wool Mack customers worried that might be lost when the company announced it would be tapping into a "new family of Volvo Group engines" to meet EPA's 2007 regulations. The basic architecture of the two engine lines was to be more or less the same; block, pistons, crank, gear train, camshaft, etc. The differences would come from the ECM—the electronic controls of the engine. The "differences would be more obvious than the similarities," we were told.

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You know what? They were right. The May/Pelizzoni profile is quite successfully maintained in Mack's new MP7 engine.

I was recently invited to test drive a 2006 Mack MP7 engine, and I will attest that this new engine still has that legendary Mack grunt in the low end of the power band, as well as very smooth transition from torque to horsepower when upshifting. And when climbing a hill, the lower the rpm went, the harder it pulled. Does that or does that not sound like a Mack?

Having not yet driven MP7's green counterpart, Volvo's 10.8-litre D11, I can't say how it feels, and therefore can't compare the personalities. I'm comfortable telling you, though, that Mack has delivered an engine that Mack fans will feel right at home with.

Mack will launch its 12.8 L MP8 (415-485 hp, 1450-1700 lb ft) in time for 2007, followed sometime later, probably, by a 16-L MP10.

THE MOTOR

The MP7 is a "clean slate" design for Mack. It's an entirely new engine. While the common elements shared by Mack and Volvo (as above) provide tremendous synergy and savings in design, testing, and manufacturing costs, key unique features, like Mack's V-MAC IV electronic engine controls, differentiate the products.

And being a new engine, it comes with none of the baggage customers might be concerned about, such as coolant burping back out of the surge tank—and of course, the failing turbocharger vanes.

"If anything," notes Dave McKenna, Mack's powertrain products marketing manager, "we were oversensitive to these and other concerns. If I were a Mack customer, I'd be watching the new product pretty closely too. Having said that, I can tell you we've literally changed the entire design, so a recurrence of the old problems isn't physically possible."

The coolant issues, for example, were more of a plumbing problem associated with the Vision chassis than the ASET engine, McKenna says. But that's been taken care of, too, thanks in large part to the

company's new Advantage highway chassis.

You'll see a fresh new cooling package from Mack as it moves into 2007. Pinnacle models will incorporate a 1,380 sq-in radiator with new engine-mounted shrouds and fan rings designed for maximum efficiency. A 32-in fan will be standard, with a choice



Mack's Pinnacle Cab

of three fan clutches: on/off; E-Viscous, electronically modulated; or a heavy-duty multi-speed fan that can be locked on.

Look for a new rad-mounted expansion tank, new coolant piping, new charge-air-cooler piping, new air intake piping, new power steering coolers, and a new cross-flow charge-air-cooler. While the '07 hood profile hasn't changed, under-hood airflow has been optimized for better circulation. A new bumper features a cut out for better airflow across the bottom of the rad.

"We've also gone with a stepped-vane variable geometry [Holset] turbo—entirely different from the old one—knowing that design would provide extraordinary life, as well as improved engine brake performance," McKenna adds.

THREE POWER PROFILES

Mack has maintained its three power profiles—or performance options with the MP series engines. The Econodyne version (1,200 rpm-to-1,800 rpm) is ideal for typical interstate and less-than-full engine-load applications where fuel economy is a priority; MaxiCruise (1,200 rpm-to-1,950 rpm) provides performance that's needed for rolling interstate and full engine-load applications; while the Maxidyne (1,200 rpm-to-2,100 rpm) provides the power for high-performance, severe-duty service typically associated with off-road applications.

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YET TO COME FOR 2007

THE ENGINE I DROVE AT BURNS MOTOR FREIGHT WAS A 2006-CONFIGURED MP7. A FEW THINGS HAVE YET TO BE CHANGED FOR 2007:

1 The EGR mixer will be moved from its center-engine mounting position to a forward position to "clean up" the installation. The move saves about 36 to 40 inches of EGR plumbing and provides better service access.

2 Today, Mack uses a "mass-flow" sensor tube to calibrate EGR rates. That will switch to a set of pressure-differential sensors. They're said to provide more accurate measurements, and are easier to service.

3 The Centri-Max centrifugal oil filter will disappear, replaced by two full-flow filters and one by-pass filter. The MP7's cleaner combustion process produces less soot, making the Centri-Max redundant.

4 Mack will switch from an air cooled plate-and-fin style EGR cooler to what Dave McKenna calls a liquid-cooled tube-in-bundle style heat exchanger that's said to be more efficient and less susceptible to damage and clogging of the fins.

According to McKenna, the above alterations will have utterly no affect on performance when the transition to '07 is complete. Increased EGR rates will affect fuel economy to a minor degree, as will the introduction of the lower energy yield ultra-low-sulfur fuel—not to mention the possible extra fuel consumed during active regeneration events. "Even with the losses from the EPA mandates, we still expect a two-percent gain in fuel efficiency over today's engines," McKenna claims.

the Econodyne profile, which McKenna admits isn't the engine he'd recommend for that particular application. "But if it performs well there," he says, "we're doing something right." The Maxicruise profile would have been a better choice, given its even broader power band. But that's not to take anything away from the Econodyne's performance—it did a splendid job in a tough environment.

The 10.8-L MP7 is in the same league as Cummins' ISM, but it's a notch smaller than Cat's C13 (12.5 L) and the MBE4000 (12.8 L). Torque-wise, its 1560-lb ft rating stands it 190 lb ft lighter than the Cat, and only 90 lb ft lighter than the MBE4000. For a medium-displacement engine, it's a powerhouse, especially when you consider the highly misunderstood value of torque.

Torque really is king these days. Horsepower is just another word for high fuel consumption. The 1,560-ft lb MP7 did a fine job on the two-lane Appalachian trails where I drove it, and I believe—geared properly—will do an equal or better job out on the Interstate.



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THE MOUNTAINS

The truck came courtesy of Burns Motor Freight, a relatively small general commodities carrier based in out-of-the-way Marlinton, WV. They agreed to let me drive as I wanted on a regular day's work for the truck. We moved two loads of wood chips at about 77,000 lb, and an 82,400-lb load of sawdust from various sawmills in the area to a paper mill in Covington, Va.

Those familiar with the area—northeast of Beckley, WV/north of Roanoke, Va.—will be aware that it's all narrow, twisty two-lane road with barely 500 consecutive meters of straight-and-level pavement to be found anywhere. The Appalachian Mountains provided dozens of 8 to 12-percent grades, and more hairpin turns than an old James Bond movie.

Mike Miller, the truck's regular driver, has worked for Burns doing more or less the same job for more than 25 years. He's as smooth and competent as drivers come, and earned my approval as one of the best drivers I've ever run with.

He loves the MP7, noting that it pulls



BUMPER SHOT: The molded air dam in the bumper will improve airflow to cooling package in 2007. The hood profiles remain unchanged.

better than the 427-hp Mack ASET AC engine he used to drive (MP7 outperforms the ASET by a significant margin: compare ASET's 1,460 peak torque at 1,300 rpm to MP7's 1,560 peak torque at 1,100 rpm). He says the MP7 is quieter, easier to shift, and burns five gallons less fuel on the same run as the larger-displacement 427.

From the driver's seat, that means more pulling power across a broader rpm range. Countless times, we'd rounded a tight little turn and just started climbing. With no

room to take a run at a hill, all you can do is stuff your foot into it and let it pull.

Over the course of the day, we turned 452 miles, and I'd say that engine was running at or close to peak torque 75 percent of the time—at a very reasonable 180-205 degrees F—except when coming down the hills. And that's where Mack's new PowerLeash engine brake shone.

Despite the relatively small 10.8 L displacement, PowerLeash still manages 400 retarding hp at 2,100 rpm. The fan was programmed to cut in as well, upping retarding capacity by about 50 hp.

Had I known what I was in for that day in terms of driving environment, and before driving the MP7, I might have thought the 395-hp engine was under-spec'd for the application. And I'm sure there will be others thinking along the same lines. It's a testament to the wonders of electronics and the Holset variable geometry turbocharger that an 11-liter engine can very effectively manage 80,000-lb loads on eight percent grades. This smallish motor is up to more than you might want to throw at it. ▲

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Standard Features...

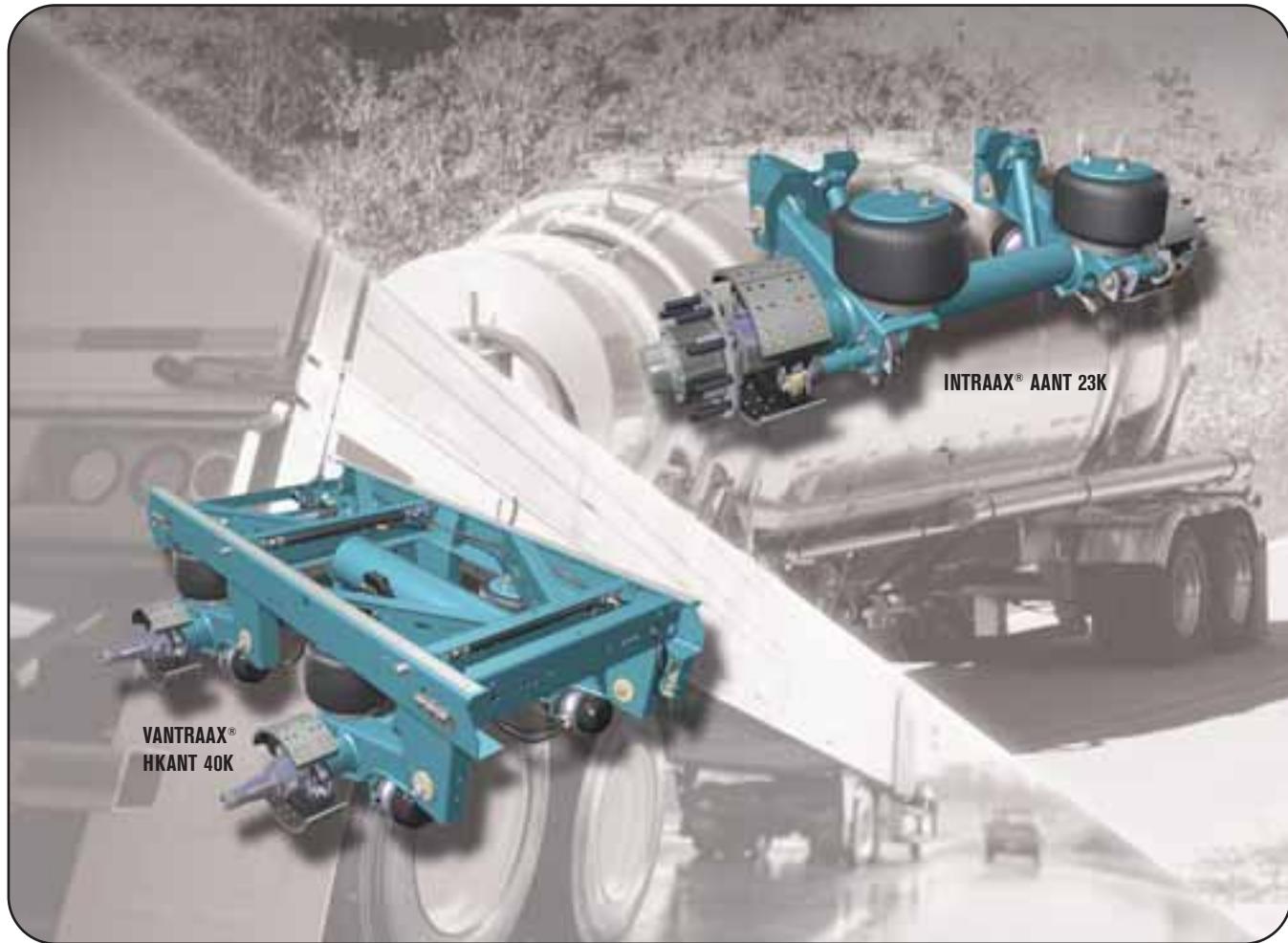
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WESTERN STAR EXPANDS SLEEPER LINE

THREE NEW STRATOSPHERE MODELS

The three new Stratosphere sleepers from **Western Star Trucks** are for both over-the-road and vocational customers. They include 40- and 54-in. sizes as well as an 82-in. Ultra High model, said to be the industry's largest sleeper by interior volume. The new configurations are now available for order on Western Star 4900 EX, 4900 SA, and 4900 FA models. They join the existing 68- and 82-in. Stratosphere sleepers and feature the same walk-through design, roof-mounted air horns and marker lights, and flat floor.

A key design feature in the Stratosphere line is the amount of additional headroom provided in the area between the driver's and passenger's seat—there's no crouching or bending

over when the driver or passenger stands up and walks through the cab to the sleeper. And unlike some others, the floor is flat.

The 40-in. sleeper, the shortest walk-through model offered in any class 8 truck, is ideal for specialized hauling, construction, oil field, logging, and other vocational uses. You get the same stand-up room as a larger sleeper but without the reduced visibility, which is crucial in some applications. You can also order four optional windows—front Vista, left- and right-hand side, and rear—amounting to more than



16 sq ft of added glass. It weighs less than 500 lb and sports a 31-in. bunk.

The 54-in. Stratosphere sleeper is designed for heavy haul, regional haul, and construction applications, especially for weight-conscious customers. It has a 35-in. bunk and full roof fairing with side extenders.

The big one, the 82-in. Ultra High sleeper, is 13.8 in. higher than the original 82-in. Stratosphere and offers more than 30 cu ft of additional living and storage space. It allows for a fixed upper bunk that can be used in conjunction with a dinette seating option. From ground to



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top of sleeper, it measures more than 13 ft, improving air flow over a standard 13-ft, 6-in. van trailer.

Options are many, including painted steel or stainless steel exterior sun visor; composite aluminum or severe-service galvanized steel cab floor; premium insulation; and automatic climate control.

See your dealer or visit www.westernstartrucks.com.

EATON FULLER ULTRASHIFT LEP

WITH OPTIMIZED SHIFT CALIBRATIONS

The Fuller UltraShift LEP is the newest addition to **Eaton's** UltraShift family of automated transmissions, 'LEP' standing for Linehaul Efficient Performance. The company has also announced two product extensions of the UltraShift LST (Linehaul Standard)—the Overdrive Multi-Torque and the Direct Drive Multi-Torque.

The UltraShift LEP is designed with optimized shift calibrations to keep engine speed low and in its 'sweet spot' while maintaining performance and drivability. Created to work in select engine families, this optimized shift calibration is obtained by computer-controlled shift points within a relatively tight window of close steps unique to that family. These shifts enable the LEP transmission to stay within the engine's fuel map contour for maximum efficiency and performance.

It's a 13-speed box with three reverse ratios and overall ratio coverage of 14.25:1. Specifically designed for on-highway use in any terrain, its torque capacity is up to 1,750 lb ft, and it's good for an 80,000-lb gross combined weight at cruise speeds up to 105 km/h. Eaton says it's working with truck and engine makers to tune the LEP specifically to the unique operating characteristics of each engine for the most efficient match-up.

Eaton says that in a computer-driven duty cycle simulation, an UltraShift LEP has demonstrated a 2 percent fuel savings potential—but it cautions that

these were simulations, and that a fleet's actual mileage could vary widely.

Nonetheless, the company says that in a well-spec'd truck and powertrain, there is the potential for an UltraShift LEP to pay for itself over a 10-speed AMT within two years.

Like all transmissions in the UltraShift product line, the LEP offers fully automatic operation based on Fuller manual transmission technology. It also offers a manual mode, which holds the current gear and allows driver-selected shifts for additional flexibility in changing conditions, and a low mode to provide maximum rpm during downshifts to increase engine braking and control.

The UltraShift LEP is available in two torque capacities, the standard 1,650 lb ft model and a 1,650 'M' (Multi-Torque) model for 1,750 lb ft in the top two gears.

The new UltraShift LST Overdrive Multi-Torque also has torque capacity coverage up to 1,750 lb ft in the top two gears, allowing a truck to be spec'd with a "gear fast, run slow" configuration while maintaining superior gradeability.

The new UltraShift LST Direct-Drive Multi-Torque features a 1:1 gear ratio that reduces drivetrain friction and oil churning, which in turn improves efficiency and saves fuel. It's available in two models: one with torque capacities of 1,450 lb ft in the first eight gears and 1,650 lb ft in the top two; and the other good for 1,550 lb ft in the first eight gears and 1,750 in the top two.

The LEP is currently in 'limited quantity release' with full-volume production scheduled for the first half of 2007.

See www.roadranger.com.

CAT'S NEW AIR COMPRESSOR

THE 270 OFFERS GREATER RELIABILITY

Caterpillar has introduced a new air compressor for the on-highway market. The Cat 270 is designed to provide cleaner air along with greater reliability, the company says, along with significantly less vibration and quieter operation than



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current models. The new air compressor is now available on the Cat C13 engine in selected chassis and will be available on all Cat engines in all chassis in 2007.

The 270 uses two cylinders instead of one, said to result in better balance that delivers up to four times less vibration in selected chassis. Noise is claimed to be up to a full two decibels lower than competitive models, resulting in a much more comfortable ride. The new Cat air compressor should provide up to twice the reliability of current air compressors, the company says.

Reliability and durability are said to be enhanced by a cast-iron piston that is stronger than the typical aluminum piston. Another advantage is that fewer



parts and hardware are required to simplify the installation of the compressor to the engine. The Cat air compressor has a high-strength forged-steel crankshaft and heavy duty bearings.

The Cat 270 is also claimed to offer superior oil control, reducing oil carryover that degrades cleanliness of the air supply. Longer head bolts and the unique full-length water-cooled cylinder bores provide optimum clamp loading and cooler discharge air. These contribute to reducing bore distortion and improving oil carryover.

See www.cattruckengines.com.

ROTELLA T OFFERS

TRIPLE PROTECTION TECHNOLOGY

It's API CJ-4 compliant, and then some.

Designed to optimize the durability and performance of DPFs, **Shell's** Rotella T heavy-duty engine oil with Triple Protection technology offers improved wear protection, better control of piston deposits, significantly lower iron wear, and higher resistance to viscosity loss through shear down and soot-induced thickening.

Based on extensive industry-recognized engine wear tests, Shell ROTELLA T with Triple Protection technology provides on average 50 percent greater wear protection (ranging from 27 percent to 88 percent reduced wear) than the previous formulation, Shell claims. The results of over 5.5 million miles of on-highway testing with current generation engines revealed significantly lower iron wear.

In seven out of the seven lab tests where standard Rotella T was compared to the new Triple Protection Technology formulation, significantly less wear was observed. For example, Shell says they found 50 percent less cam wear, 46 percent less wear on the roller followers, and 54 percent less crosshead wear.

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adjustment, you're going to save money, not to mention the added value that comes from the improved life expectancy of the engine," says Phil Barnett, Shell's global brand manager for heavy-duty engine oils.

In addition, Shell ROTELLA T with Triple Protection technology is formulated with

30 percent more active ashless chemistry for better protection against deposits and sludge. The new and improved ROTELLA T meets or exceeds API CJ-4 specifications for all EPA '07 engines. A lower ash content

in the oil will mean less frequent servicing of the DPF, and viscosity will remain consistent across the drain interval due to better soot handling capabilities. And it'll do as good a job in any legacy engine



too—it's fully backward compatible.

Shell ROTELLA T with Triple Protection technology will be available in bulk and drums beginning July 1st and in quart, gallon, and pail packages beginning October 15th. *For more information, see www.rotella.com.*

UPDATED MAINTENANCE SOFTWARE

EFFICIENT WAY TO STORE VEHICLE INFO AND SET UP PM SCHEDULES

J. J. Keller & Associates has just introduced an updated version of its Maintenance Manager, a software program to help safety professionals track and manage preventive maintenance on vehicles and equipment.

The software provides an efficient way to store and access vehicle information as well as set up vehicle-specific PM schedules. The software provides alerts and reminders of key maintenance needs/service requirements and tracks tire wear and maintenance cost information to help users analyze expenses.

The new version provides advanced technology to help users save time and more efficiently manage their PM program and a host of other vehicle-related tasks and costs. The software's new home page allows users to obtain instant updates of scheduled vehicle maintenance, generate priority "to-do" lists, and create enhanced reports to monitor operational efficiencies. It also tracks company-required inspections; monitors licence and other date-sensitive renewals; and allows for the importing of fuel data for additional reporting (separate fuel module required).

Users can also create reports and print/e-mail repair orders that detail maintenance instructions, mechanic hours and part(s) costs. With the Parts Inventory Module, they can also establish a parts inventory program that indicates reorder points, vendors and cost tracking.

Call 1-800-327-1342, ext. 2100, reference Action Code 02124 when ordering. See www.jjkeller.com.

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CANADIAN TRUCK HERO AWARD

KENWORTH STEERABLE LIFT AXLE

AXLE HAS GREATER CAPACITY AND IT'S 150 LB LIGHTER

Kenworth now offers a new 13,200-lb steerable lift axle on selected class 8 vocational truck models for dump,



Kenworth Lift Axle

mixer, heavy haul, logging, and other vocational applications.

The Watson & Chalin Tru-Track Alumilite steerable lift axle provides greater payload capacity, reducing tare weight by nearly 150 lb compared to the company's previous Tru-Track models. Extended-life bushings help make the lift axle more durable.

Other key features include a quick-change ride height system with ride heights of 7 to 18 in., 13-1/2-in. axle travel, up to 11-in. axle lift, pre-loaded locking fasteners, parallelogram design, and 5-year warranty. See your dealer or visit www.kenworth.com or www.watsonSuspensions.com.

COST-EFFICIENT TRUCK REEFER

THERMO KING'S MD-100 CUTS FUEL COSTS

Thermo King's new MD-100 refrigeration unit for trucks is said to increase reliability and performance while reducing fuel and maintenance costs. It uses the TK 370 three-cylinder liquid-cooled diesel engine, which meets all EPA requirements and—with its sound-reduction system—allows for quieter operation. The MD-100 features the advanced Smart Reefer microprocessor



with its simplified keypad design and TherMax system to provide faster defrost and superior heating capacity. Two belt-driven, dual-vaporator fans deliver air flow and allow faster box temperature pull-downs, minimal temperature fluctuations, and virtual elimination of hot spots and short cycling.

Thermo King's Cycle-Sentry technology stops the unit's engine when refrigeration is not needed and restarts it when refrigeration or battery charge is necessary, to increase component life and provide additional fuel savings of up to 85 percent. Standard fare is a comprehensive two-year warranty package.

See www.thermoking.com.

POWER CLOSE LIFTGATES

ANTHONY MAKES DRIVERS' LIVES EASIER
The new PCR Medium RailTrac series of hydraulic liftgates features large platform sizes along with effortless operation. From **Anthony Liftgates**, these new products feature Power-Open, Power-Close, and Power Latch operation, which saves time and reduces physical labor. Drivers don't have to unfold, fold, and latch the liftgate during deliveries. In



addition, there's Anthony's large 90x55-in. plus 12-in. platform with dual cart-stops and models with up to 3000 lb lifting capacity. So palletized loads, oversized material-handling racks, and large finished goods can be hauled and delivered in one shot.

Operation is straightforward: disengage the street and curbside travel latches and press the 'down' switch. The platform will automatically lower and unfold, ready for normal liftgate operation. Then the driver holds down the handle of the auto-close mechanism and presses the

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of July 4, 2006 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Week	Excl. Taxes
WHITEHORSE	113.9	1.5	96.3
VANCOUVER *	106.7	-2.3	75.7
VICTORIA	106.4	-1.0	78.9
PRINCE GEORGE	104.7	1.0	79.7
KAMLOOPS	104.8	-1.2	79.9
KELOWNA	106.2		81.2
FORT ST. JOHN	106.9	2.7	81.8
YELLOWKNIFE	111.4	-0.4	92.0
CALGARY *	94.9	-0.1	76.5
RED DEER	96.7	3.5	78.2
EDMONTON	96.3	0.5	77.8
LETHBRIDGE	98.0	3.8	79.5
LLOYDMINSTER	97.9		79.4
REGINA *	99.8	1.0	75.1
SASKATOON	98.8	1.1	74.2
PRINCE ALBERT	99.6	0.2	74.9
WINNIPEG *	98.1	1.4	77.0
BRANDON	95.0	0.1	74.1
TORONTO *	98.3	-2.4	74.5
OTTAWA	99.2	-0.3	75.2
KINGSTON	97.2	-0.3	73.4
PETERBOROUGH	99.4		75.5
WINDSOR	96.2	-0.5	72.4
LONDON	97.0	-0.9	73.2
SUDBURY	100.2		76.3
SAULT STE MARIE	102.2	-0.3	78.1
THUNDER BAY	100.2	1.3	76.3
NORTH BAY	101.1	-0.3	77.1
TIMMINS	104.9	-0.3	80.7
HAMILTON	97.9	-0.6	74.0
ST. CATHARINES	96.8	-0.1	73.0
MONTRÉAL *	107.6	-2.6	74.2
QUÉBEC	107.5	-1.1	74.1
SHERBROOKE	107.4	-1.0	74.1
GASPÉ	106.9	-0.5	73.6
CHICOUTIMI	106.6	-0.4	73.3
RIMOUSKI	107.9	-1.5	73.3
TROIS RIVIÈRES	106.9	-1.0	73.3
DRUMMONDVILLE	103.4	-0.5	73.3
VAL D'OR	108.7		73.3
SAINT JOHN *	110.6	-4.0	76.1
FREDERICTON	111.3	-3.8	76.7
MONCTON	111.8	2.4	77.2
BATHURST	112.1	4.7	77.4
EDMUNDSTON	110.7	3.5	76.2
MIRAMICHI	110.9	2.2	76.4
CAMPBELLTON	112.6	3.1	77.9
SUSSEX	107.9		73.7
WOODSTOCK	113.9		79.0
HALIFAX *	105.2	-1.3	72.9
SYDNEY	107.9	0.7	75.3
YARMOUTH	107.7	-3.2	75.1
TRURO	105.5	-2.7	73.2
KENTVILLE	106.4	-1.6	73.9
NEW GLASGOW	107.5	-2.9	74.9
CHARLOTTETOWN *	108.8	-0.7	77.8
ST. JOHNS *	117.4	-0.5	82.5
GANDER	117.6	2.5	82.7
LABRADOR CITY	122.3	-1.1	86.7
CORNER BROOK	114.8	-0.3	80.2
CANADA AVERAGE (V)	101.3	-1.5	75.3

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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In Gear

EATON OFFERS UNIQUE 2010 EMISSION SOLUTION

EATON CORP. is working on a new diesel exhaust aftertreatment technology to meet 2010 U.S. Environmental Protection Agency (EPA) emissions requirements. With a prototype now installed in a heavy-duty truck, it's claimed to be "more efficient and cost-effective than many competing systems."

It uses the selective catalytic reduction (SCR) solution broadly expected to be employed in 2010 to control nitrous oxides (NOx). What makes it unique, however, is that it doesn't need urea as a source of ammonia and thus there would be no need for trucks to carry liquid urea on board. Nor would there be a need for the costly urea infrastructure required to keep those trucks supplied.

The system makes its own ammonia.

Eaton says it's been working on the solution for three years at its Detroit-area Innovation Center and has engaged in talks with engine and truck manufacturers globally. It's the company's first foray into the diesel exhaust aftertreatment business.

Vishal Singh, marketing and business development manager for new technologies at Eaton's truck business unit, said the system uses a combination of fuel reformer catalyst with doser, SCR catalyst, and lean NOx trap (LNT). The key to this technology is the LNT which, like all such traps, makes ammonia.

"This is not a 'me too' technology," says Singh. "We have proposed a novel aftertreatment system that combines a fuel

dosing unit, fuel reformer catalyst, an LNT catalyst, and an SCR catalyst in series to scrub NOx from the system. While most SCR systems being proposed today use urea as a means of carrying the ammonia needed to catalyze the NOx, Eaton's system generates its own on-board ammonia. The result is a cost-effective system that meets EPA requirements and eliminates the need for urea distribution and infrastructure or on-board urea tanks."

Singh stressed that much work remains to be done in the next three and a half years to bring this technology to market in time to meet 2010 emissions regulations. More extensive vehicle testing will begin in the third quarter of 2006.

Assuming the technology can be made to work as Eaton expects it can, an interesting 2010 scenario could be drawn—with some truck and engine makers choosing the SCR/urea solution for 2010 and others using the patent-protected Eaton answer. If nothing else, Eaton's technology could make the requisite urea infrastructure more expensive if not everyone is using it.

And don't forget ArvinMeritor's 'Plasma Fuel Reformer' technology for 2010, which achieves hydrogen-assisted NOx trap and particulate filter regeneration. It introduces a small amount of hydrogen-rich gas into the NOx trap and is said to have the potential for very high overall NOx reduction efficiencies (more than 90 percent). It would also obviate the need for on-board urea. —R.L.

'up' switch. When the platform begins to close, he releases the handle and continues raising the platform until it stops. It locks automatically in the stored position for safe travel.

Other standard features include lifetime-warranted slide runners, a one-piece aluminum extrusion with no plastic inserts to wear and replace. Dissimilar metal slide channels (aluminum and steel) reduce friction and extend runner life. A marine-duty potted control switch and a heavy-duty steel switch box provide all-weather protection. Inside the switch, the terminals and connections are permanently separated

and sealed in epoxy to eliminate corrosion and electrical failure. As well, there's a large-bore, double-weight hydraulic cylinder that allows the system to operate at a lower pressure, increasing service life for all hydraulic components.

See www.anthonyliftgates.com.

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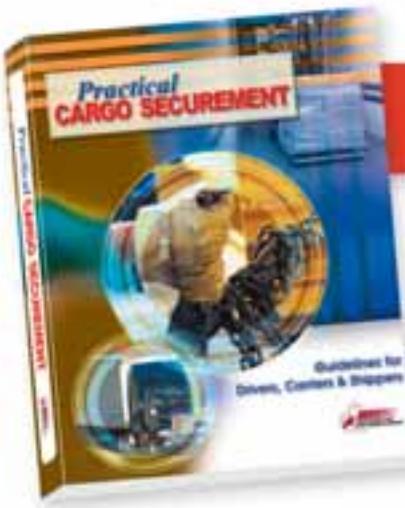
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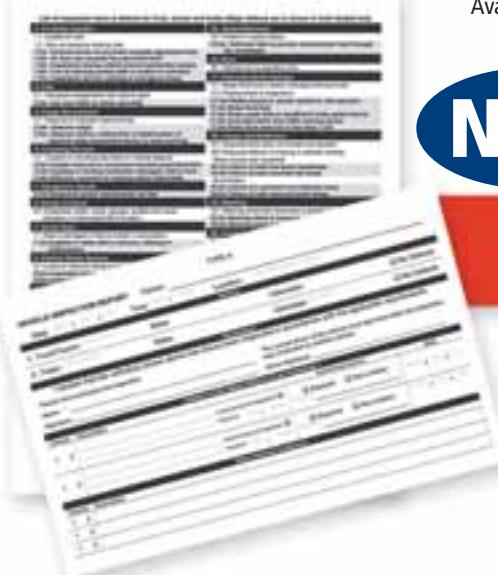
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NEW

TRIP INSPECTION REPORT FORMS

New Trip Inspection Requirements are now in effect in Saskatchewan and will come into effect in the other Provinces over the next 12 months. The Provinces have agreed to allow carriers to adopt the new requirements even before the laws are changed.

This means carriers can choose the best time to make the switch. Revised forms, training and awareness materials are in development and will be available over the next couple of months. Contact your provincial association for more information.

***French language versions coming soon**



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benefits are solid—avoid downtime; prevent damage to your battery and extend its life; prevent damage to your electronics and devices; save unnecessary service costs; and, with one of the three available models, reduce the risk of vehicle theft. Installed in minutes on the vehicle's positive battery terminal, all Battery Brain models monitor the battery charge to detect if the charge is being drained—like when you leave interior lights on—below the level required to start the engine.

The Type I model monitors the batteries and disconnects the electrical system if it detects the batteries losing sufficient charge, thus preserving enough to start the engine. A manual reset button under the hood only needs to be activated to



reconnect the circuit and start the vehicle. The Type II offers manual or remote-control reconnection. And on the Type III, the remote can also be used to disconnect

the batteries as an anti-theft feature—the truck can't be started or hot-wired in disconnected mode.

The Battery Brain disconnects all electrical connections other than the ones you desire to leave on, such as alarms (those can be wired directly from the fuse box to the butterfly connector on the unit). It's very small (1 3/4 x 2 1/8 x 2 in.) and in most cases installation is said to take no more than a few minutes, a do-it-yourself job.

See www.batterybrain.com.

PHILLIPS GLADHAND FILTER SCREENS

AIMS TO STOP SMALLER PARTICLES

Phillips Industries has updated its gladhand filter screens to stop smaller particles from entering the truck's air



system. Recent changes to Canadian regulations

require the prevention of any particle larger than .33 mm or .013 in. from passing into the gladhand. The new filter screens now being supplied will catch these minute contaminants as required.

See www.phillipsind.com.

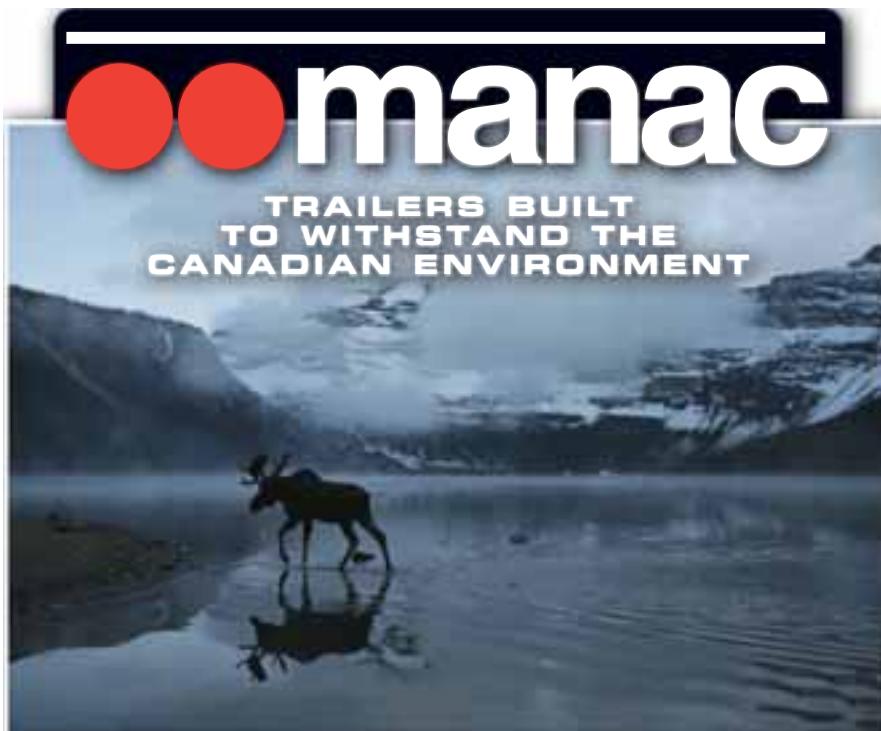
UTILITY DRY VAN'S PATENTED SIDE WALL

COMPANY SAYS NEW 4000D-X

RAISES THE THINWALL BAR

Utility Trailer says its new thin-wall 4000D-X dry van features patented side-wall engineering that raises the standards in the thin-wall segment. The patented design was engineered to compete squarely in the thin-wall segment by

forging an aluminum exterior skin with 80K steel interior panels separated by a foam core material. The 4000D-X 101 version provides a full 101.25 in. of inside width from lining to lining and 101 in. from wearband to wearband with 4,085 cu ft of productivity. The 100 version has deeper side posts with increased stiffness for bulge loads. Pre-painted white galvanized, high-strength interior



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Manac van trailers are now available with Holland's CB4000 suspensions.



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In Gear

lining panels provide a "Snag Free" surface and a full 100 in. of inside width from wearband to wearband.

The thin-wall segment is comprised of dry vans that increase the inside width within the same exterior dimensions. Thin-wall models accounted for approximately 45 percent of Utility's dry van production in 2005, compared to about 5 percent in 2001, the company says.

See your dealer or visit www.utilitytrailer.com.

BANDAG'S SPREAD-AXLE TRAILER TREAD

NEW TREAD RESISTS SCUFFING AND TEARING ON LARGER TRAILERS

Bandag has a new tread offering, called BTL-SA—Bandag Trailer Linehaul-Spread



Axle. Specifically engineered for spread and multi-axle trailer applications, the tread features tough shoulders for tires

ZERO TO BUSY IN SIX MONTHS

The inflated Canadian dollar might be sending chills through the manufacturing and transportation sectors but it's not deterring the folks at **HINO MOTORS CANADA** from bullishly forging ahead with their brand new 132,000 sq ft truck-building facility in Woodstock, Ont. And in a display of efficiency commonly associated with Asian industry, this new factory, with the capacity to turn out 2,000 trucks a year, went from con-

cept to reality in record time. "We went from an empty warehouse to a working factory in six months," Vice President and General Manager Joe Beamson told the crowd of visitors on opening day. "I still can't quite believe it."

Until now, the class-4 to class-7 Hinos sold in Canada were built in California. Hino is a division of Toyota, and does not build or sell class-8's in North America, even though they are sold in the Far East.



that twist, scrape, and scrub as lateral stress is created when trailers corner.

Bandag says that tires on the forward axle of larger spread axle trailers really take a beating. The shoulders on the BTL-SA design are said to resist scrub-induced belt separations caused by

dragging the forward axle tires in tight turns or while maneuvering at crowded loading docks. The new design has a 16/32-in. tread depth and is now available in 210, 220, and 230 mm sizes.

See your dealer or visit www.bandag.com. ▲

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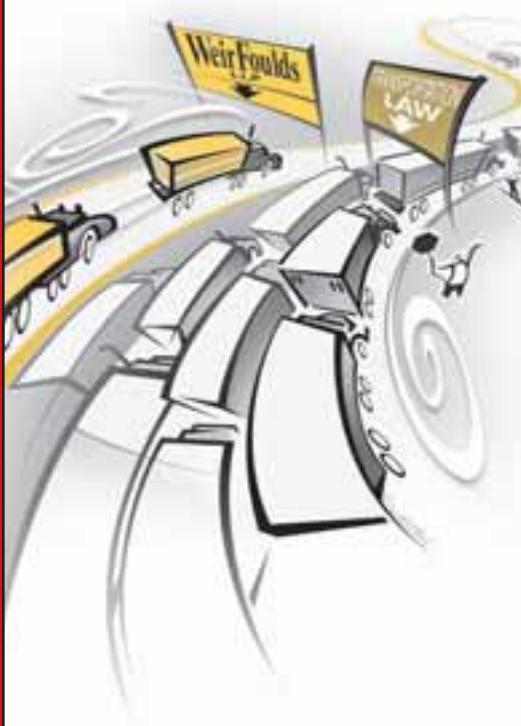
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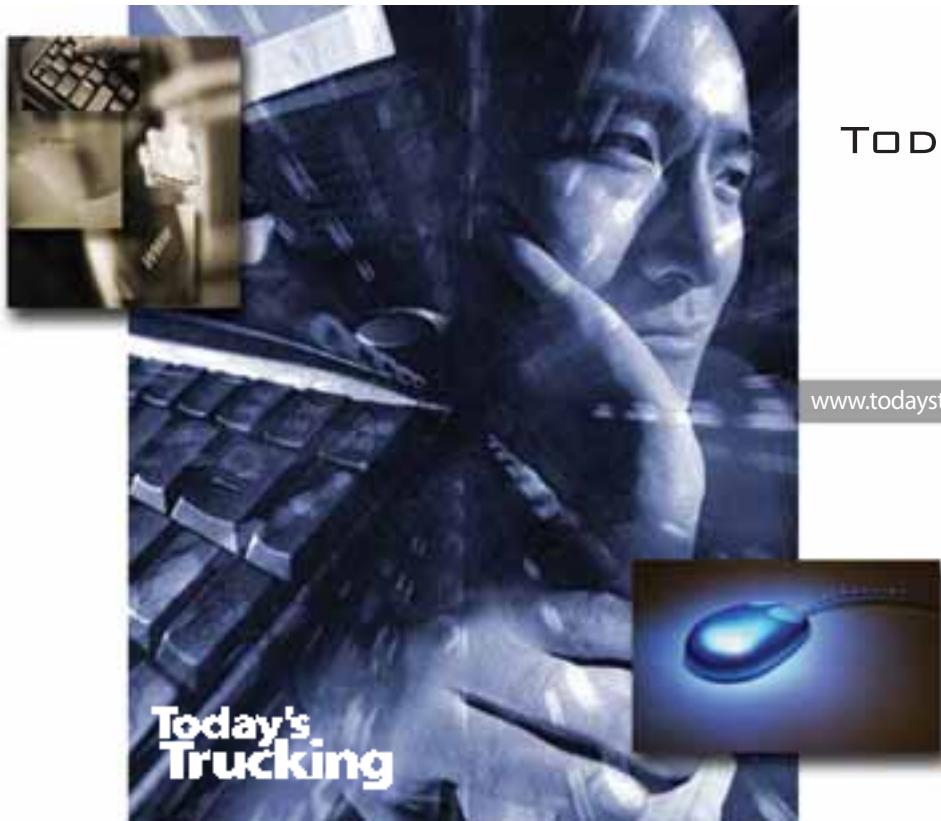
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By Peter Carter

Step Right Up

Try Newcom's amazing money-making formula.

The disposable-lighter-sized vials on the drugstore counter—right between the Beano and health-department's safe-sex pamphlets—cost \$17 a pop.

At that price, I thought, whatever was in the vials must be pretty potent.

The label said "Oil of Oregano."

I asked the pharmacist what it was good for. "Arthritis," he said.

Then he added "And allergies. Indigestion, too. Acne. Cancer. I think even suicide."

I don't know about oil of oregano—people used to scoff at acupuncture—but I do know that on this matter, Mr. Druggist and I were reading off the same prescription pad.

One of these days, we figured, somebody's going to figure out how to extract oil directly from the snake and market it under its real name.

Goodness knows there's already enough of it out there—and it's not limited to the pharmaceutical world.

I'd estimate that in a normal week you and I between us receive about 100 or so new trucking-related products and service announcements; all of which are touted to do one or all of the following:

Increase mileage; Cut emissions; Boost horsepower; Decrease staff turnover; Maximize wheelcut.

Make your lover beg for more. (Okay, okay. That one's not about trucks. But still.)

A fellow journalist recently mentioned to me that about 70 percent of his job is discriminating between snake-oil and the real goods. And that's something we at *Today's Trucking* do best.

We're your own personal chaff-detectors. Your early-b.s.-warning devices.

Want proof? Last month, a few of our writers here won some great prizes. The awards are called the Kenneth R. Wilsons (KRWs). They pit Canada's business-to-business publications—along with their associated websites—against one another.

The company that owns this magazine is Newcom Business

Media. In addition to operating three truck shows, this magazine and its affiliated website *Todaystrucking.com*, Newcom publishes *highwaySTAR*, *Transport Routier*, *Canadian Technician*, *Plumbing and HVAC Product News*, *Truck&Trailer*, and *Truck&Trailer West*. At the most recent KRW awards, Newcom took home three Gold Awards, one Silver, and three other Top Five honorable mentions—more than any other magazine company.

Right now, there are more than 150 business-to-business magazines in this country. There are magazines for jewelers, cow-punchers, florists, and accountants. Metallurgists. Allergists. Until recently, there was even a publication for exotic dancers.

And they all publish "how to" stories. A building-contractor magazine might include "How to buy cost-effective light fixtures." A retailing publication—"How to use music to attract customers." A stripper magazine? How to, um, use your imagination.

They are all about how to make more money.

So check this out. Of all the hundreds of how-to stories published in business magazines last year, our man Jim Park's How to Spec for Fuel Economy was best.

The same applies to the *Todaystrucking.com* website. Everybody has a website, but *Todaystrucking.com* has been judged fresh, useful, easy to navigate. Not only really good, but best.

Today's Trucking's Senior Editor Marco Beghetto and *Transport Routier* Editor Steve Bouchard also swept the Best Resource-Infrastructure category. Their joint-byline piece on wide-base tires was awarded Gold. Another separation of b.s. from prime rib.

Marco also took a silver with *Biodebatable*, a story detailing the pros and cons of biodiesel. His "Sounds Like a Plan"—an exclusive analysis of NY traffic guru Sam Schwartz's solution to Windsor's border woes—was recognized in the Top Five. As was a story I worked on with Bouchard and Newcom's resident business expert Anthony Evangelista (CMA, MBA). It was about TransForce's acquisition strategy, entitled "Everybody Loves Alain."

Am I bragging? You betcha.

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Peter Carter is the editor of *Today's Trucking*. You can reach him at 416/614-5828 or peter@todaystrucking.com.





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