

Next Big Thing:

Tracking guru compares good computers to bad managers, PG. 25



Carrier Logistics'
Ken Weinberg:
"Buying I.T.'s like
buying a truck."

Today's Trucking

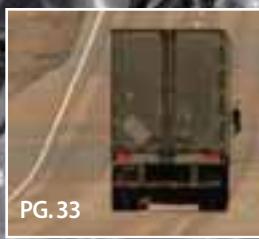
The Business Magazine of Canada's Trucking Industry

December 2007
www.todaystrucking.com

Canadian Mail Sales Product Agreement #40063170. Return postage guaranteed. NEWCOM Business Media Inc., 451 Attwell Dr., Etobicoke, ON M9W 5C4. Registration No. 10788

FREE HORSEPOWER?

WE TEST DRIVE D-D'S LONG-AWAITED POWERPLANT,
AN EXCLUSIVE REPORT, PG. 41



PG. 33
Outlook for 2008



PG. 48
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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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 \$0.30 GST; one-year subscription: \$34 plus \$2.04 GST; one-year subscription in U.S.: \$40 US; one-year subscription foreign: \$65 US. Copyright 2007. 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, scatological, 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.

We acknowledge the financial support of the Government of Canada through the Publications Assistance Program toward our mailing costs. PAP Registration No. 10788.



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Canadian Business Press



No place like home

Congratulations on the three-part series about driver recruiting. ("Slow Workers Ahead," "As the World Churns," and "Will Fit Drivers," July/Aug. '07, Sept. '07, Oct. '07, by Marco Beghetto)

I own a small carrier service located minutes from Windsor, Ont. We have six tractor trailers and 10 drivers.

I want to make something clear. My company, Parabrush Carrier Service, does not have difficulty obtaining three-year experienced, FAST-approved drivers.

Why? I underlined the the answer when I saw it in the most important sentence in your series. "It's home time that this new driver values most."

I am 32 years old and have been driving truck since my 18th birthday. But this industry is becoming frustrating.

Why would a high-school graduate with so much potential (especially with the ever-changing and fast-paced systems possessed by today's teenagers) place himself into a cab and drive?

Recently, we tried to quote on a great opportunity as a subcontractor for a very large carrier seeking lanes for Toyota out of the Cambridge/Woodstock area.

Of all the 187 trucks needed to operate westbound to the U.S.A., all are spec'd for teams that travel 22 to 23 hours each way. Some routes operate four to six per week.

Letters

How does a new driver with a spouse and children explain to his family that he won't be home until Saturday? And of course he should add, "my team driver will eventually know me better than my spouse!"

You truly make a great point, Mr. Beghetto. Drivers want and NEED to be home each day. All of our drivers are.

In my opinion, this industry needs to design a universal hub-and-spoke distribution system for all freight.

Regulate it if necessary.

If we got the top 100 carriers to "team up" and make each driver travel and work eight to 10 hours a day, I believe you would see a huge volume of new and fresh drivers.

Keep up the great stories.

Jason Stroud
Cottam, Ont.

EYES ON THE WEST

Today's Trucking has appointed Steven Macleod to the new position of Western Editor. Macleod will beef up our western Canadian content in print and on *Today's Trucking.com*, but he'll also be contributing general features, news, and profile stories that are relevant to our readers. Steve was born and raised in Calgary and attended journalism school in Edmonton at Grant MacEwan College. He lives in Edmonton. You can reach Macleod at stmacleod@shaw.ca or at 780-633-9113.

CORRECTION

A story on PeopleNet's new BLU in-cab driver interface, which appeared in both our Oct., 2007 print issue and online on Sept. 20, 2007, contained inaccurate information. The articles stated the BLU Driver Center runs on Windows XP and has LED display. It should have stated that the system runs on Windows CE and has an LCD screen. We regret the error.

HOW TO REACH US: We want your feedback. Write editors@todaystrucking.com, or Letters to the Editor, Today's Trucking, 451 Attwell Dr., Etobicoke, ON M9W 5C4; fax: 416/614-8861.



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EATON

By Rolf Lockwood

The Right Way

Incentives have made it attractive for European fleets to comply not just with the current emissions regime, but also with the next one.

There's a right way and there's a wrong way to do just about anything, some say, but in fact there's always a zillion variations on right and probably about as many on wrong. Hardly ever—except maybe in mathematics—is there a single option in either case. The result is what counts.

That said, I've long maintained that the U.S. Environmental Protection Agency—followed by Ottawa—has been just plain wrong in its approach to heavy-duty diesel emissions.

Sure, the result has been clean diesels, but our part of the North American industrial economy has spent untold billions of dollars to get there. We've done a remarkable job, and in most cases today's motor exhausts air that's cleaner than the stuff it sucked in to get the fire going. But the extraordinary expense and the extreme disruption were not, in my unhumble opinion, worth it because we could have achieved the same result by other, less draconian means.

I think that a legislated campaign to limit idling, and even the promotion of route-optimization software, would have gone a long way in reducing fuel consumption and thus the amount of harmful emissions. Combine those two with further gains in aerodynamics from truck and trailer manufacturers and especially with fuel-efficiency improvements from engine makers and I wouldn't be surprised if we ended up with a collective net emissions tally not far off where we are now.

As it is, we've lost serious ground on the fuel-economy front, having wasted at least 5-percent, maybe 10 percent or even more in some cases, on the various emissions-control strategies that the engine folks have had to employ since 2002. The untold billions of dollars spent on emissions since then, money that will never be recovered by the added cost of \$10,000 or so per engine, could have been more profitably spent on combustion efficiency and the like. We've done that anyway, but every gain there has been more than offset by the emissions penalty.

But I'll even allow that the EPA could also have established emissions standards. They could likely have been less rigorous and achieved the same result, I think, in combination with the other means I've described. And the whole thing could have been accomplished without the pre-buy phenomenon if some

imagination and a broad view had been applied to the task.

What we have yet to see, and what could still make a huge difference, is a system of incentives and disincentives to encourage adoption—instead of avoidance—of the latest clean engines. I write this after having spent quite a lot of time lately in Europe, talking about engines and emissions with three different manufacturers.

As you'll see in my European report ('Going Gangbusters', pg. 48) truck makers there can't keep up with the demand, partly because of Russia's exploding economy. But also because of the European approach to new emissions legislation.

Rather than creating ugly pre-buy situations, incentives—national, not Europe-wide—have made it attractive for fleets to comply with both the current standard and even the next one. Euro 4 rules, for instance, came into effect in 2005, but truck buyers have been able to buy Euro 5 vehicles since last year even though the standard doesn't apply until October 2008 (it's roughly equivalent to EPA '07). Euro 6 may be very similar to EPA 2010, but it's not yet formed and won't come before October 2012. Nonetheless, engine makers say they'll have Euro 6 engines on the street ASAP.

In some countries the incentives are very real, and the disincentives severe. In Austria, for instance, there's a night-driving ban on trucks that don't meet the Euro 5 standard. In London, trucks face a fee of about \$500—per day!—to enter the city if they aren't up to at least the Euro 4 standard and employ a diesel particulate filter.

Germany has offered a significant per-kilometer road-toll discount—two Euro cents per kilometer—since 2005 for trucks employing Euro 4 or Euro 5 technology. In England there's a \$1,000 discount on annual registration fees for Euro 5 trucks, and it continues for the life of the truck, not just for the first owner.

Not surprisingly, given that the upcharge for Euro 5 over Euro 4 is only about \$2,200 net, most big fleets are going with the newest technology. And by 'most', I mean almost all—at DAF, anyway, 95 percent of new truck sales are for Euro 5 machines.

There's a political side to this too. Fleets over there like to be seen going 'green', I'm told, and that's not to mention better resale value enjoyed by trucks built to the latest spec.

Could it be any more different than the situation we have here? Not much. Is it better? Yep. ▲

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

Who Stole Christmas?

The pre-holidays peak shipping season ain't what it used to be.

Ask fleet owners what they want for Christmas this year, and they'll probably tell you they yearn for a return to the good 'ol days of, well, 2004. Way back then, the pre-holiday, fall peak shipping season, was still just that—a peak. Depending on whom you talk to these days, the traditional surge before the holiday season officially starts ain't what it used to be.

That's not to say everyone is finding a lump of coal on their bottom line. The absence of an autumn boom period is almost exclusively an American phenomenon, affecting mostly stateside carriers and Canadian cross-border truckers that rely heavily on the U.S. retail, household goods market. However, there are signs that generational shifts in consumer behavior and shipping patterns are changing, to varying degrees, how some carriers consider and plan for the time-honored freight peak season.

South of the 49th, holiday retail sales are increasing at their slowest rate since 2002. American Trucking Associations Chief Economist Bob Costello recently said that the economic forecast is more pessimistic than it was during early summer. "The outlook has worsened in recent weeks," he told a gathering at a recent McLeod Software User's Conference. "At this time recession is not expected, but the probability of a recession has increased to 40 percent."

In an interview with *Today's Trucking*, Ken Hoexter, managing director of Airfreight, Surface & Marine Transportation for Wall Street economic analyst firm Merrill Lynch, explained that the housing market collapse and the credit crisis in the U.S. could trigger what is shaping up as the first consumer-led recession in 20 years. "We're already in a freight recession. Now it's about 'how deep does this thing go?'"

However, there are also structural changes at work here. Costello notes that shippers have made a concerted effort to spread their holiday shipping out over a greater length of time. That can be said also of many

large Canadian shippers and manufacturers, who, in an effort to mitigate the unpredictable post-Sept. 11 border congestion, are stockpiling loaded trailers and warehousing inventory in advance of the usual peak periods.



ries

Generally, supply chains have gotten more refined, so there isn't as much of a need for a single, strong peak season, says Hoexter. In some cases, that's a good thing because it makes it easier for shippers to manage the supply chain, but he adds, "[carriers] still traditionally want the peak season because it's usually when you depend on capacity getting real tight and makes the business hum. Seeing it not arriving anymore is, I think, a bit deflating."



TOUGH SLEDDING:

The Internet and gift cards have changed the dynamics of the pre-Christmas freight season forever. That's good for some carriers, not so much for others.

It's not just shippers, though, that have spread out the peak season. With more people buying gift cards to put under the tree, retailers don't need as many boxes on the shelves after Halloween. "As a result," says Costello, "we now are seeing a larger January increase in freight. Structurally that tells us we have a muted fall freight season."

Confirming the gift card effect on Canadian shipping patterns is Uwe Petrosche, president of retail household goods and electronics hauler Totalline Transport of Vaughn, Ont. "Historically, January was the worst month of the year. I would say that now it's as good as March and April, primarily because of the advent of gift cards and after-Christmas sales, which are more pronounced than what they used to be," notes Petrosche, who says that he's thankful the bulk of his pre-holiday Canadian freight is holding up, while his minority U.S. lanes are drying up because of the soaring Canuck buck and depressed U.S. economy.

Gift cards have become a part of the annual cycle of business versus an impact on the peak season length, according to UPS Canada's Director of Transportation

INCOMING: APTA CHAIRMAN SAYS IT'S TIME TO RE-THINK HUMAN-RESOURCE ISSUES

No other region in this country has been hit as hard by our human capital crunch as Atlantic Canada. Economic instability is nothing new to Maritime businesses, who find it difficult to keep pace with booming demand (and wages) for labor in central Canada, and now, the West.

So, in order to compete with those out-of-province industries, says the incoming chairman of the Atlantic Provinces Trucking Association (APTA), local businesses must learn from them.

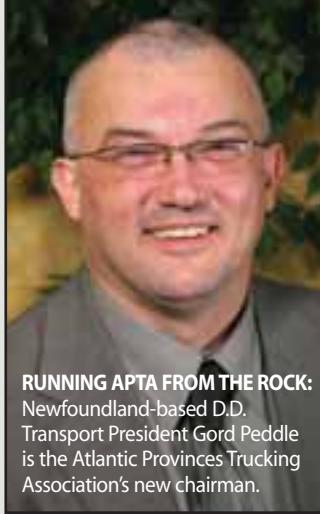
The trucking industry should be looking further afield for answers to its human-resources issues, says Gord Peddle. "I think we have to look at other industries, not at ourselves, to do the benchmarking we talk about," he told *Today's Trucking* in an interview. "What is the oil and gas industry doing for its people? What are other industries doing?

"Are we paying too little? Or too much? I don't know. But maybe it's time for us to think outside the box."

Admitting that this approach is "not getting much buy-in from other carriers" yet, he said it interests him greatly and he'll pursue it as the newest APTA chairman (he succeeds past-chairman Vaughn Sturgeon).

Peddle, who is president of family-owned D.D. Transport in Mount Pearl, Nfld., acknowledges that business conditions in his parts are tough and getting tougher.

"Most of us are of the opinion that hauls out of Newfoundland and out of Atlantic Canada have



RUNNING APTA FROM THE ROCK: Newfoundland-based D.D. Transport President Gord Peddle is the Atlantic Provinces Trucking Association's new chairman.

diminished a lot. We've always struggled in Newfoundland but now it's the entire region. Things are becoming very competitive," Peddle says.

A good part of that competition is coming from large carriers in Quebec and Ontario, he said, especially from companies more accustomed to plying north-south routes that have had to spread east to keep trailers filled and drivers busy. Unfortunately, that's hit Atlantic carriers at a time when they're in an economic trough of a local sort. Peddle says they're on "the tail end" of a housing boom and activity surrounding the Hibernia oil field. At this point, they're waiting for other projects to come on stream.

At least Peddle is encouraged to see that many small carriers are joining or at least expressing interest in joining the APTA. "Many of them are having trouble," he said, so the association represents a helping hand.

Go to www.todaystrucking.com to read the entire interview with Peddle, and type his name in the search engine.

Want more news? Go to todaystrucking.com
Send us your feedback. E-mail editors@todaystrucking.com

Dispatches

Joe Hynes. Still, the peak season for the parcel delivery giant is well defined, he says.

While UPS admits that it expects its busiest shipping day of Dec. 19 to be—in the words of its Atlanta-based Chief Financial Officer, Scott Davis—"flat" with last year's peak day, it and other package delivery carriers are less affected by downturns this time of year. Perhaps, that's because of the explosion of online purchases, which are carried almost exclusively by UPS and other package delivery competitors.

According to the results of a 2005 survey commissioned by opinion research firm Synovate, online consumers are more satisfied with the web retail industry than they've ever been. New web technology that makes it easier for customers to track their own shipments—plus the fact companies like UPS and FedEx are licensed customs brokers which expedite customs clearance—will only

continue to encourage Internet buying habits.

Petrosche admits that, going forward, seasonal freight volumes could continue to be dispersed among other sectors. "Potentially, what we may have been

At some point this will bottom out, but we're already in this for a year and a half.

receiving as truckload or LTL freight at this time of the year, could now be going through the FedEx's and UPS's on the strength of Internet purchases. That could be another big factor."

And sometimes online consumers are avoiding over-the-road trucks altogether. According to a recent article in the *Detroit Free Press*, there's been a noticeable increase of Canadian Internet buyers who, rather than cough up extra shipping fees and Canadian

tariffs, are forwarding purchases to the addresses of American friends and family, and then picking up the goods on their next weekend cross-border shopping spree.

There are no hard numbers available, but if U.S.-bound queues at border crossings on Saturday mornings are any indication, there must be millions in Canadian sales being lost to the U.S. since the loonie approached (and surpassed) parity with the greenback, guesses Jason Stroud of Parabrush Carrier Service—a six-truck auto parts hauler near Windsor, Ont. "I hear and see it everyday," he says.

It remains to be seen whether the trend takes a serious bite out of Canadian retailers' fourth quarter revenues, as well as shipment volumes. But so far, most retailers aren't acting like they're worried since they seem incapable (or unwilling) of bringing Canadian prices in line with the U.S. for the

same products.

In the meantime, consumers will continue to vote with their feet.

"If the pricing mechanism doesn't soon equal to the dollar being at par, we could have a big surprise these holidays," adds Petrosche.

What's in store?

Most analysts predict improved American and central Canadian freight volumes in '08, but you'd be hard pressed to find one that'll go on a limb and forecast a full-blown rebound. "At some point this will bottom out," says Hoexter. "But if we look at the past two freight recessions, these down cycles lasted about eight months. We're already in this for a year and a half. The trucking industry usually leads the way out, so that would indicate we're closer to the bottom, but it's still a bit early."

Noel Perry, corporate economist for Green Bay truckload giant Schneider



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January 13-17

[Transportation Research Board 86th Annual Meeting](#)

Washington, D.C. This year's program—Partnerships for Progress in Transportation—will attract nearly 10,000 transportation professionals from around the world to discuss the latest developments in transportation research and policy for all modes. Contact: 202/334-2934 or go to www.trb.org.

January 14-16

[Chemical Week 13th Annual Transportation & Distribution Conference](#)

New Orleans, La. The only event dedicated to supply chain, distribution, security and logistics within the chemical industry. Issues discussed affect transportation and distribution by truck, ship, barge and rail. Contact: 212/621-4978 or go to www.chemweek.com.

January 21-28

Heavy Duty Dialogue 2008 & Aftermarket Week, Mirage Hotel, Las Vegas. Presented by the Heavy Duty Manufacturers Association,

the dialogue will be held before the 3rd annual Heavy Duty Aftermarket Week. OEM leaders discuss all aspects of the commercial vehicle business. Contact: 708/226-1300 or click on hdma.org and www.hdaw.org for more info.

February 4-7

TMC's 2008 Annual Meeting & Exhibition, Orange County Convention Center, Orlando, Fla. Presented by the ATA's Technology & Maintenance Council. The latest in truck technology and related regulatory issues is unveiled and discussed here first. Contact: 703/838-1763 or click on www.truckline.com.

February 25-28

The Work Truck Show 2008, Georgia World Congress Center, Atlanta, Ga. Held in conjunction with the National Truck Equipment Association annual convention, the event includes dozens of educational sessions, and the latest work truck equipment from Classes 1-8 displayed by over 500 exhibitors. Contact: 800/441-6832 or go to www.ntea.com.

National foresees modest pricing gains in the next six months. Stagnant truck sales for this year and most of 2008—combined with small carriers folding their tents in reaction to the downturn—means capacity utilizations will begin to slowly recover. Furthermore, Perry predicts that unless the industry's pessimistic mood changes dramatically, there likely won't be a significant pre-buy in 2009 in advance of another tough round of EPA emission rules. The pressure to reduce capacity right now, he says, is much greater than the pressure to avoid 2010 engines.

That could very well be true, says Hoexter. However, he cautions, "when '09 gets closer and there's more (attention paid) to 2010 engines hitting the market..."

He doesn't finish the sentence, but it's clear what he means. All bets are off.

EOBRs

Carrier Stops Paper Trail

Popular opinion is that electronic on-board recorders for the trucking industry are coming.

But one B.C.-based carrier isn't waiting for a government mandate. Coastal Pacific Xpress (CPX) in B.C. turned its back on the old paper system and went wireless in January 2007.

"We did two things at that time," explains Jim Mickey, manager and co-owner of CPX. "Once we turned on the e-logs in Canada, we went hard and fast with the new federal hours of service regulations."

The task of equipping all the U.S.-bound trucks with

WIRELESS WORLD: Voluntary adoption of EOBRs allows CPX to open up the purse strings and get drivers home more often.



electronic logs was a little more onerous and has taken a bit more time; but as of January 2008, the entire fleet—more than 300 trucks—will be running with electronic logbooks.

An electronic on-board recorder (EOBR)—or electronic logbook (e-log)—is tied into the GPS and the engine's ECM. The truck's positioning, speed, distance traveled and odometer, are automatically downloaded. The same display screen mounted in the cab and used to transmit satellite messages to drivers, doubles as the e-log.

"The entire issue of hours of service and paper logs, is a system that has bothered us for a long time," said Mickey. "You have to assume everyone is not honest and use outside auditors to ensure everyone is in compliance; we find it to be a bit of a farce and it's an industry-wide problem."

Although there may have been some skepticism at first among some of the

drivers, the system has been a welcome addition at CPX.

"Once a driver gets in and is comfortable with it, they say they'd never go back. It's so easy for them," says Kevin Johnson, manager of driver services with CPX. "They say they save about 20 to 30 minutes a day where they don't have to fill out the paper log; and they enjoy being compliant and not worrying about if their log is up to date."

The new technology also allowed the company to open up the purse strings and make it easier to get drivers home more.

"We decided, about two and a half years ago, we would over a period of time reduce the miles driven in a month and increase pay to accommodate a better work-life balance," says Mickey. "With electronic logs there's an absolute line where you're either in compliance or not; where as with paper logs there's interpretation as to what's in compliance."

As a result, CPX drivers and

owner-operators have seen their take-home pay increase by 45 percent in the last two years, and their time on the road decrease. Workday targets for drivers went from 13 to 14 hour days to 10 to 12 hour days, with a target of 500 miles instead of 650 miles.

"We aimed for a 10,000-mile month and worked out the pay so it would be equal to any semi-skilled construction-type job," explained Mickey. "It's put a dollar value on every hour of their day and everyone involved has the best interest to get that guy rolling."

There are growing concerns, however, that continued adoption of the technology is causing a log jam—so to speak—for the enforcement community.

The B.C. Trucking Association (BCTA) recently held a presentation for the Traffic Safety Committee of the B.C. Chiefs of Police Association regarding the use of EOBRs. "The problem for our members is technology has been getting ahead

Dispatches

heard on the Street

■ The development of a liquefied natural gas (LNG) engine for heavy-duty trucks is not only beneficial to the environment, but to the companies participating as well. B.C.-based **WESTPORT INNOVATIONS** and its industrial partner, **CUMMINS**, have received the **2007 Canadian American Business Achievement Award** from the Canadian American Business Council (CABC).

Each year the CABC reaches out to the business community, policymakers and government leaders on both sides of the border seeking information about innovative and successful alliances between Canadian and American companies.

■ **TRIMAC TRANSPORTATION** has completed the purchase of the petroleum-hauling business and related assets of Stan Fergusson Fuels. The

eastern Ontario-based business was purchased for \$4.1 million and includes a fleet of 17 tractors and 17 trailers with annual revenues of approximately \$5.6 million. "Fergusson Fuels expands our customer base and geographic footprint of petroleum operations in Ontario and is expected to be accretive immediately due to synergies associated with other Trimac operations," commented **Terry Owen**, CEO of Trimac.

■ The **TRANSPORTATION HEALTH AND SAFETY ASSOCIATION OF ONTARIO** (THSAO) and the **PRIVATE MOTOR TRUCK COUNCIL OF CANADA** (PMTC) have embarked on a working relationship that is expected to provide significant benefits to both groups. **George Iacono** joined THSAO earlier this year, and as a long-time member of the PMTC Board of Directors, he immediately saw the potential to establish closer ties with his former association. PMTC says it will jointly present a series of seminars on trucking safety along with THSAO.

of enforcement," said Louise Yako, vice-president of policy with BCTA.

Members contacted the BCTA with concerns that officers were unaware of how the technology worked and were asking drivers to transcribe the electronic data.

"The RCMP weren't accepting the integrity of the electronic log and wanted it written out, which is the law, so drivers needed to keep an empty log book and trans-

pose the e-log onto paper," said Kevin Johnson.

Johnson has met with RCMP officers privately to demonstrate the transparency of the EOBR system; and admits things are getting better on the road.

"Once they take time to look at the system and understand—and I'll make myself available as a resource—this will go away and make their job on the road easier," he explained.

While e-logs have yet to become common practice—similar to how e-mail has replaced regular mail—Mickey is satisfied with how the technology has penetrated the market so far. And he considers CPX at the forefront.

"I knew we would be early and I'm okay with it," he says. "We're feeling good about our operation and our compliance."

—by Steve Macleod

Compliance

HOS 'Unraveling' CTA Warns

Frustrated with the lack of effort by western provinces to harmonize federal hours-of-service rules, the Canadian Trucking Alliance is calling on Ottawa to withhold transport funding until they get on board with the program.

CTA says the provinces—Alberta particularly—are trying to back away from their commitment to adopt the new HOS standard that came into force at the beginning of this year. CTA says the jurisdictions are ignoring key elements of the new rules by exempting huge numbers of vehicles from it, and even creating their own rules.

The trucking association says it is so concerned about the "unraveling of the rules," which took over 10 years to develop, that it is calling upon federal Transport Minister Lawrence Cannon to invoke the Motor Vehicle Transport Act, or withhold highway infrastructure funds in order to force dissenting provinces to comply. Another option, suggests CTA, is revoking the



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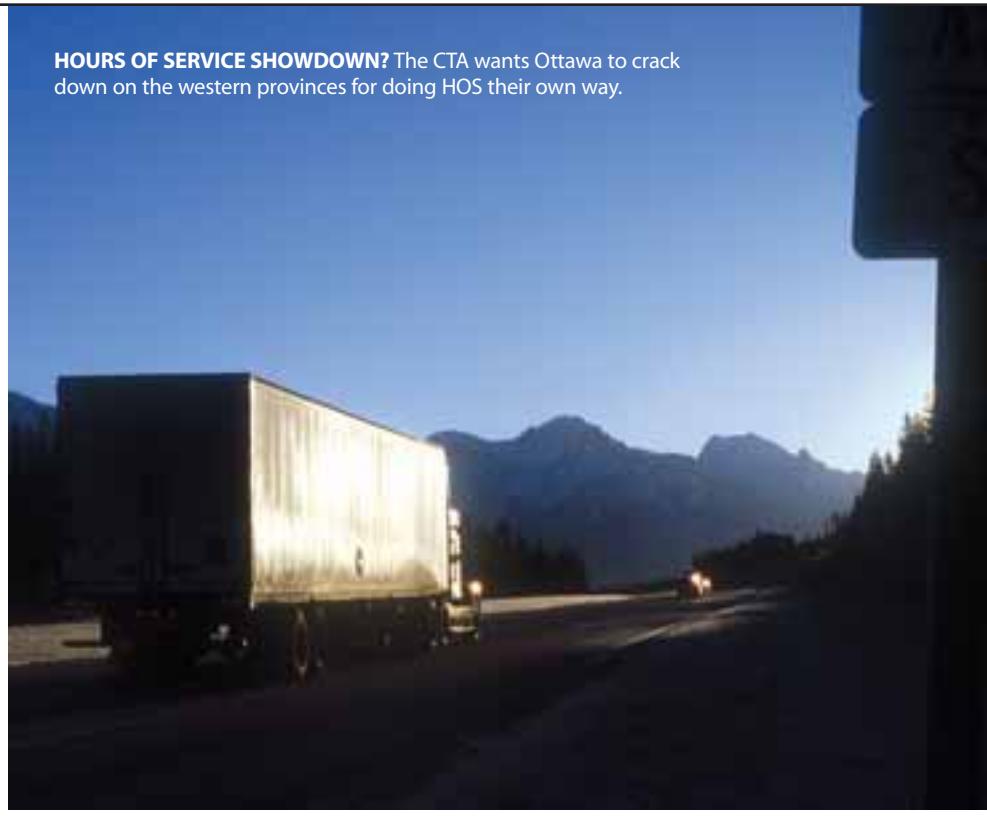
provinces' authority to issue federal safety certificates if they continue to provide exemptions to interprovincial carriers.

Nearly a year after the rules kicked-in, Alberta has still not mirrored the federal standard. As *TodaysTrucking.com* reported last month, B.C. recently ended the "educational enforcement" period of the rules. But the Commercial Vehicle Safety and Enforcement division also told us they have directed staff to "focus enforcement" on vehicles having a GVW in excess of 11,794 lbs. (the National Safety Code defines a commercial truck as a vehicle weighing more than 4,500 kg). Other provinces have exempted local drivers from the rules.

"... We see a disturbing trend emerging that if left unchecked, will negate the basic principles of safety and regulatory harmonization," says CTA chief executive officer David Bradley.

While he understands the new rules are generally more restrictive than the previous regime, Bradley stresses that its critical the rules are uniformly implemented so as not to confer

HOURLS OF SERVICE SHOWDOWN? The CTA wants Ottawa to crack down on the western provinces for doing HOS their own way.



an unfair competitive advantage on any company or industry sector by virtue of type of equipment operated or region of operation.

"How, for example, could truck drivers from one part of the country be considered fit to drive longer hours, or take shorter off-duty periods just because of the sector of the business they are in or the type of truck they drive, when truck drivers in other

sectors or in other parts of the country operating under exactly the same circumstances would be judged unfit?" Bradley says. "It makes no sense, from either a competitiveness or safety point of view."

A spokeswoman for Alberta Transportation and Infrastructure says she wasn't aware of Bradley's comments. However, when told of them, she didn't indicate

the CTA's pressure would propel the province to speed up its schedule. "We're continuing to consult with industry and stakeholders; and will continue to operate under the old provincial rules until such consultations are finished," explained Eileen McDonald.

Alberta may be moving at a snail's pace, but in Saskatchewan things seem to have ground to a halt. A



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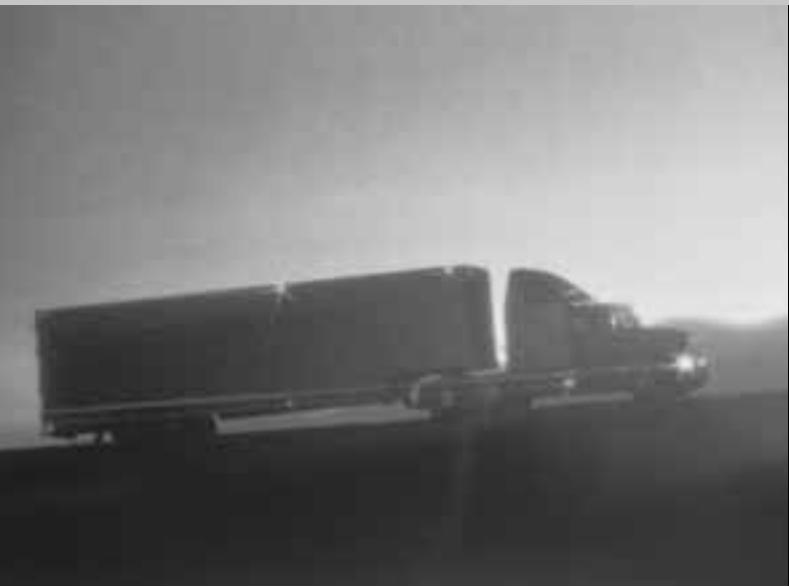
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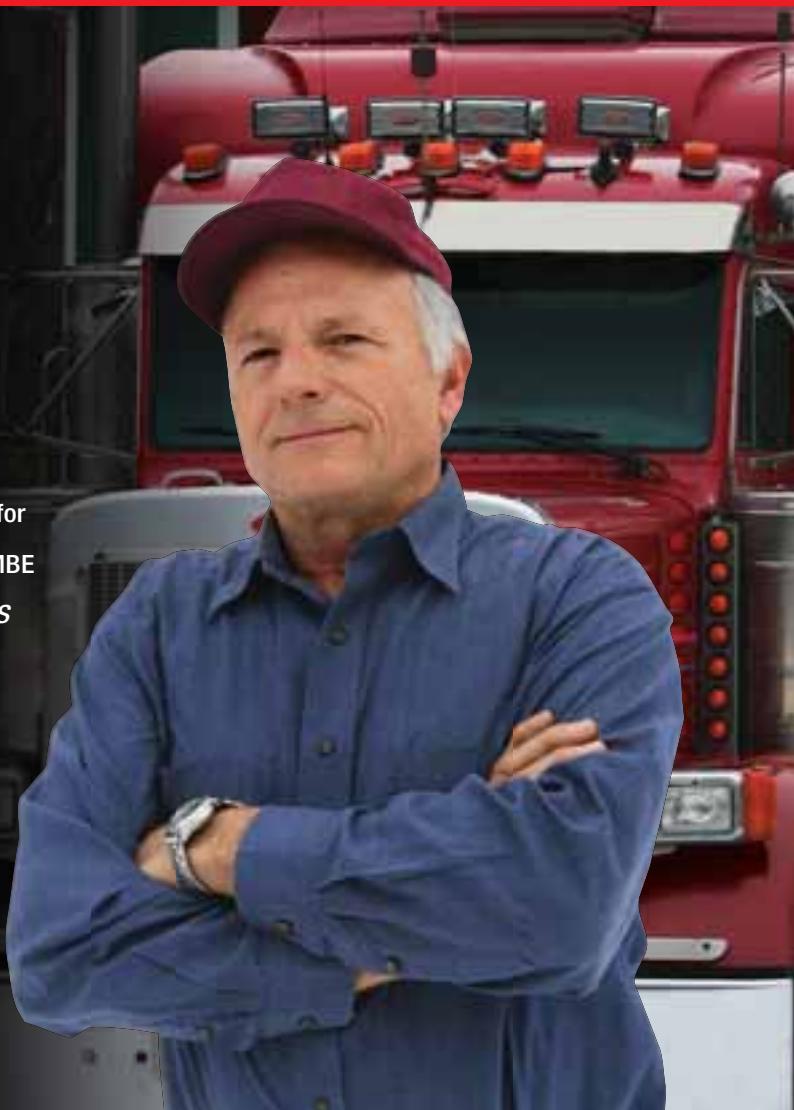
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recent change of the guard in the legislative assembly has put harmonization in limbo. "We have no position right now because we have no minister and are in a period of transition," explained Kirsten Leatherdale, with the Saskatchewan Department of Highways and Transportation. "At one point or another there will be a decision made on which way to go, but right now there is no stand or position."

That's probably not good enough for CTA, which—indirectly, or on purpose—may have sparked a showdown between the western provinces and Ottawa. It remains to be seen, however, just how Minister Cannon will respond.

Governors

Que. Accelerates Speed Limiter Plan

It's looking very likely that Quebec may be the first province to enact mandatory speed limiters after all.

A traffic accident near Montreal this past Halloween has ignited calls for the province to fast-track a bill that includes capping the speed of all trucks operating in Quebec at 105 km/h.

Hundreds marched through a Montreal suburb last month to remember three-year-old Bianca Leduc, who was killed by an out-of-control speeding car while hanging Halloween decorations outside of the daycare she attended. The tragic incident prompted

Transportation Minister Julie Boulet to declare that anti-speed legislation would be brought forth ahead of schedule (the proposal was on the verge



of being tabled at press time, in mid November).

The legislation involves a six-point safety plan, which

includes tougher penalties for speeding drivers; lowering the blood-alcohol limit from 0.08 to 0.05 percent; pilot projects for photo radar and red-light cameras; and a ban on hand-held cell phones.

Although only a very small minority of commercial trucks speed excessively—and tragic accidents like the one that claimed young Bianca Leduc's life are almost always caused by errant car drivers—the proposal also includes a requirement to enact mandatory speed limiters on trucks.

In Ontario, where the speed limiter idea was first floated by the Ontario Trucking Association in 2005, newly-appointed Transportation Minister Jim Bradley confirmed to

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TodaysTrucking.com in a prepared statement that he would continue to pursue a speed limiter rule in that province as well.

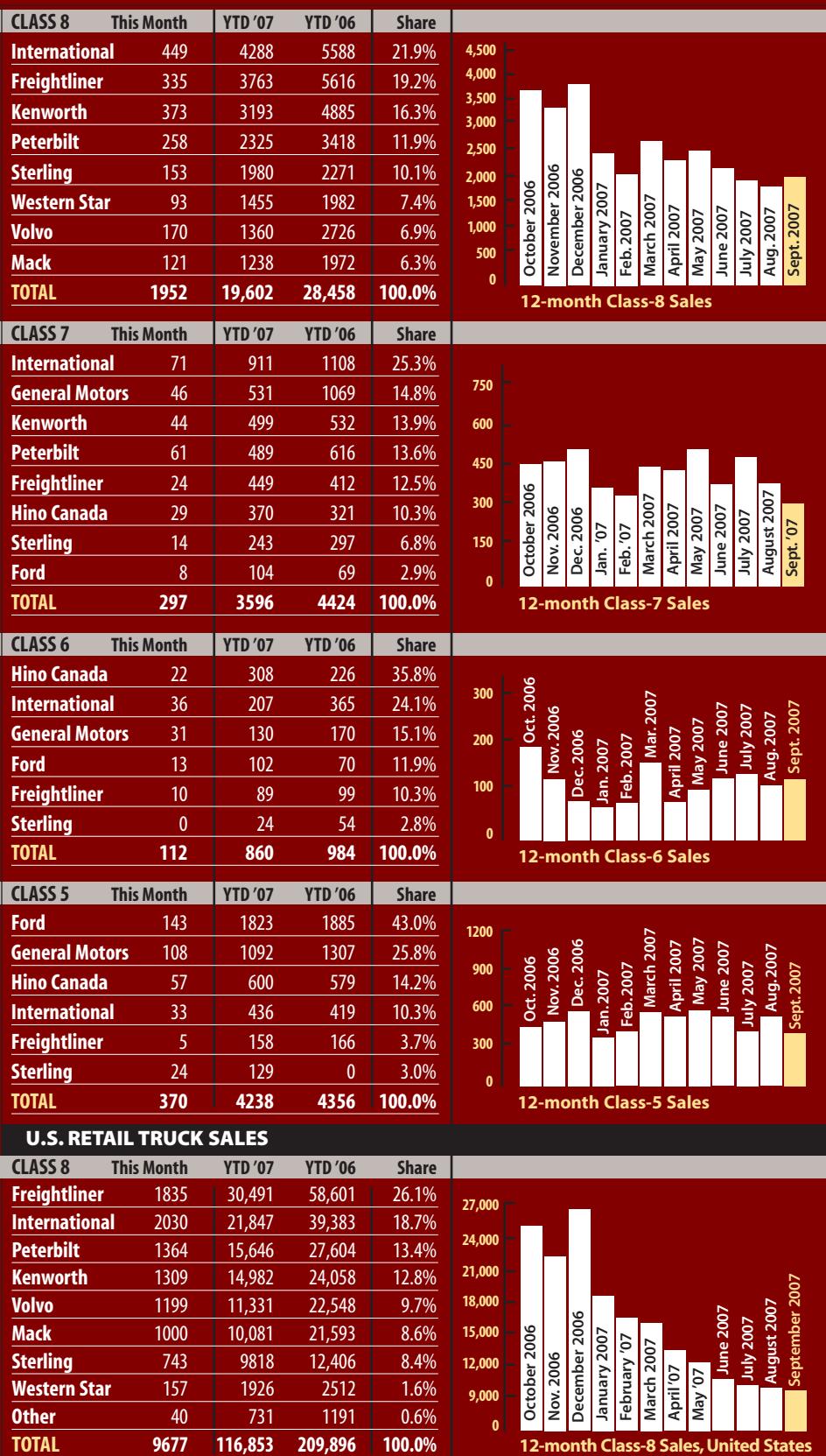
It's unknown at what pace this new MTO staff plans to move the proposal, nor could we ask the minister at this point whether he would consider waiting until federal transport authorities finished their own analysis of speed limiters before he tables legislation at Queen's Park.

Meanwhile, one of Canada's most influential transportation experts has publicly criticized the concept. In a guest column penned for the *Winnipeg Free Press*, Barry Prentice, professor of supply chain management at the University of Manitoba, concludes that the argument that mandatory speed increases safety "is weak." And while there's merit to the theory that capping speed on all trucks would save fuel and cut down on greenhouse gas (GHG) emissions, the estimated net reduction attributable to limiters assumes that the remainder of the traffic flow is not affected, he says.

Also, from an economic standpoint, if speed limiter regulation cannot be imposed on trucks based in other jurisdictions, especially from the U.S., then domestic regulated carriers could suffer a competitive disadvantage inside and outside their jurisdiction, predicts Prentice. ▲

truck sales index

September 2007



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

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



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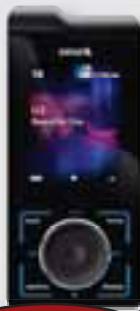
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Adjustments Ahead

driver's side *Maybe it is time to make a few adjustments to the way trucking does things. By Jim Park*

Those darned analysts. They have a way with words don't they? To call what's happening—or about to happen—to our cross-border truckload sector an "adjustment" is like calling *Titanic* a boating mishap. If our dollar remains high for any length of time, we could see a sizable drop in the net value of the Canadian fleet coupled with an unparallel exodus of labor. The current business model is unraveling. And it's unsustainable, especially as it relates to owner-operators.

There are an estimated 40,000 of them out there, and a very small percentage of them are truly flush today. I'd be willing to bet that two-thirds of them are at least two payments behind on their trucks, and most of those are living on borrowed money. As it relates to the structural soundness of this industry, the owner-ops' position places us all at some risk, I think.

If we can't adjust this situation somehow, the capacity owner-ops provide may simply evaporate. I'm not sure fleets could afford to replace that many trucks with company equipment.

Once viewed as "temporary capacity with almost no overhead," the owner-ops' role has changed. Some fleets now rely exclusively on contracted capacity, and wouldn't be in business if not for owner-operators. They're no longer a temporary part of the game plan, yet they're seen as

entirely dispensable. I don't think any one of them ever had a gun put to their head, forcing them to go the route they did, but if we're to rely on their services in the future, the owner-operator business model will have to change.



Trucks are too expensive now, and operating costs eat up the margins owner-ops once lived on. It's just a massive shell game with big expenses and only the faintest hope of a return on the investment.

To make it work, the owner-operator has to pay at least as much as the truck declines in value over time. You could do that in three years, not that long ago. Today, it can take up to five years, and there's often a balloon payment at the end. Most trucks aren't worth much at or beyond five years of age. The equity an owner could build in his or her business, at one time, has been eroded by the increase in the price of equipment.

The prudent owner-op could afford to set aside a fund to deal with contingencies like maintenance and repairs, and they were very aggressive with the repayment schedules, often paying considerably more in the early

months while the truck was fresh and warranty applied.

Today, they're taking as wages money that once would have been earmarked for maintenance—and even income tax. They're forced to spend tomorrow's money today, so who can be surprised that they come up short?

The finance companies did the owner-operators no favours by fiddling with trade-in values and rolling old debt into new trucks. All that did was create a never-never plan where the owner-op financed 110 or 120 percent of the real value of the truck. In order to keep the payments below the threshold of pain, repayment terms began creeping out to five, and even seven, years in some cases.

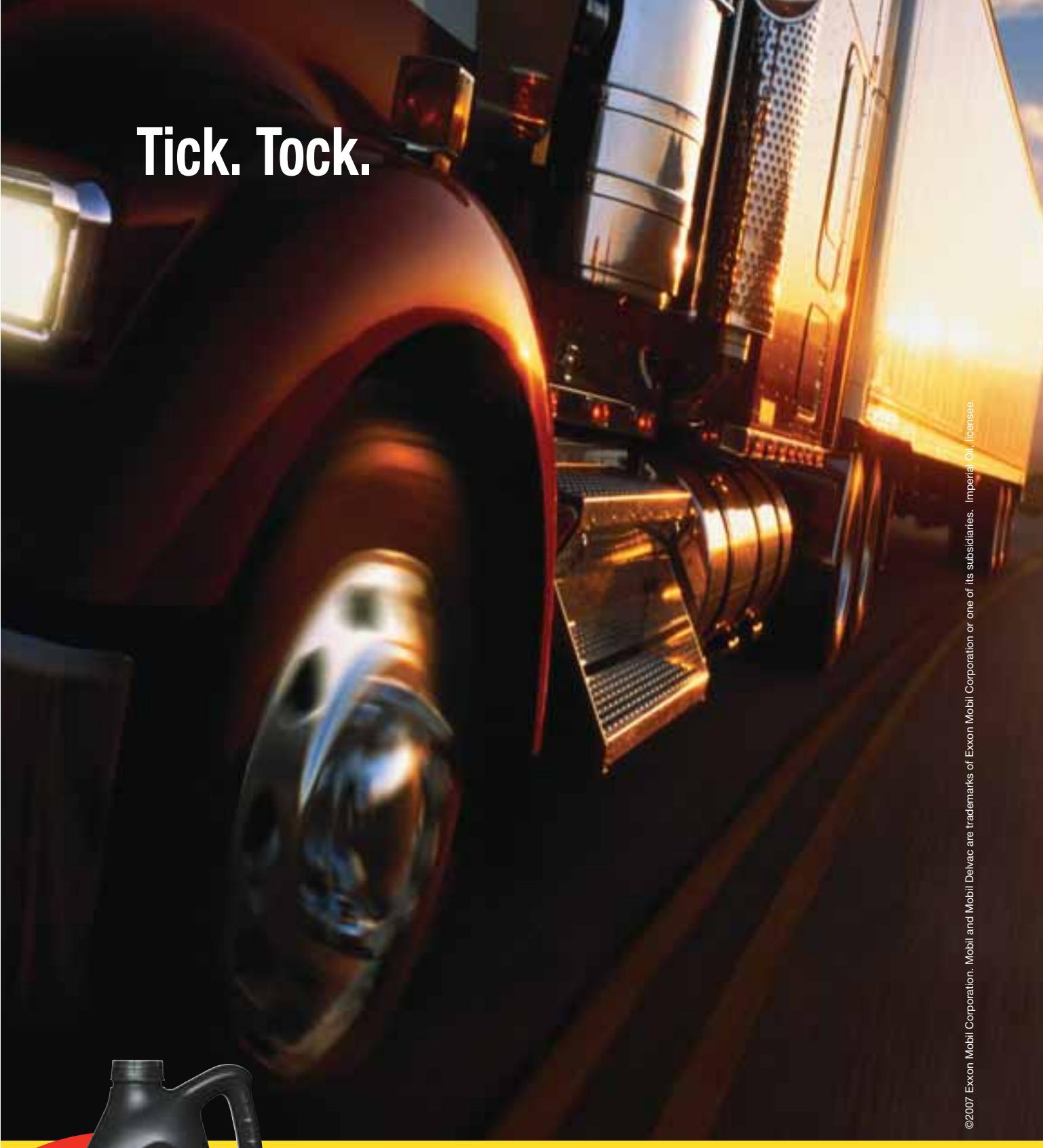
Those creative financing options began surfacing at a time when what was really needed was rate increases.

We might have kept this charade going for a few more years if it wasn't for the downturn in the market, coupled with the rising dollar and the crash in the value of used trucks. With the equity all used up in extended payment terms and fancy financing, many owner-ops are now significantly upside down. We have a small army of people whose businesses are suddenly no longer viable. The whole owner-operator business plan is falling apart—but then again, nobody has a gun to their heads.

If owner-operators are to remain player in this game, adjustments need to be made. Rate increases are necessary—significant ones, too. Fuel surcharges have to be passed through in their entirety. Owner-ops should have to qualify for appropriate credit rather than being hosed because they're risky borrowers. Those that don't qualify, need to be turned down. Flat. Maybe we need some kind of entry controls, too, to protect the serious players from the flakes.

If something isn't done, we'll all lose a lot more than a few thousand over-valued trucks. ▲

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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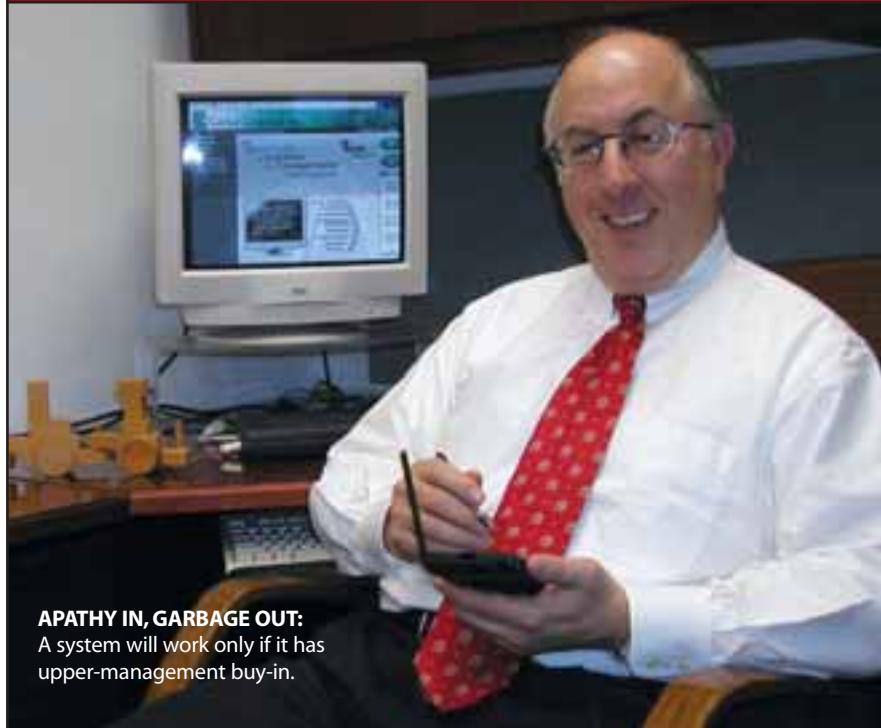
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INSIDE:

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recruited by a large transportation conglomerate, which wanted me to interface between a new computer system and the operating company they had targeted to use it. It was two IBM 360/65s and made up the largest privately-owned computer system in the world. Today, you have more power in the phone that's in the palm of your hand.

In the 1970's (CLI President Don Adams) and I started Carrier Logistics with the idea of developing a computerized approach to dispatching. By 1983, we had moved away from proprietary systems and moved to an open platform environment. We built our first computerized system, which we actually unveiled to the public in Toronto for the first time.

TT: *Is there any difference in how the Canadian trucking market accepts fleet technology compared to Americans?*

KW: To some extent. If I can generalize, over the years we've noticed that Canadians are more inquisitive when it comes to looking at new technology. The Canadians were always of the mindset of, 'well, I'm going to tell you right of the bat that we can't afford it, but we want to know what's available.' Whereas the Americans mostly have the attitude of 'we can't afford it, so we can't look.'

TT: *So, Canadians make better window shoppers?*

KW: (laughing). But that's a good thing. Because that way you're informed and you know what's new out there. So, when business gets better you know where to go. I don't know why there's a difference, but we've definitely noticed it over the years.

TT: *Your company is LTL-centric. Why did you choose to target that segment?*

KW: When we started, companies were just transport companies. There wasn't really a distinction between truckload and LTL. But when it started to change, we focused on transportation companies whose need for solutions were related to their assets and their terminal environments. After deregulation the companies that (veered) into LTL had more problems

Just Like Buying a Truck

interview *We ask industry guru Ken Weinberg hard questions about software. As in, can smart computers replace dumb managers? And what's the next big thing? By Marco Beghetto*

Youd be hard-pressed to find many people in North America with as much experience and knowledge of the fleet wireless communications game as Ken Weinberg. The vice president of Tarrytown, N.Y.-based Carrier Logistics—a 35-year-old developer of trucking software systems—was working on computers back when they could barely fit in a sleeper cab and stored about as much power as a modern digital wristwatch. In the late '70s Weinberg helped found Carrier Logistics, which became a pioneer in mobile data, and trucking dispatch and communications systems. It was arguably the first such provider to carve out a stake in what was, at the time, a remote, unknown Canadian market. Today, CLI markets its FACTS2000 total transportation system

mainly to the North American LTL market. It considers fleets such as Purolator, Cabano Kingsway, Gardewine North, and Sameday Right-O-Way, as some of its most loyal Canadian customers.

Today's Trucking was recently invited to CLI's annual user conference in Tarrytown, where we sat down with Weinberg to get his views on how far the wireless communications industry has come, where it's going, and how smaller Canadian LTL carriers can take advantage of emerging technology.

Today's Trucking: *As a young man, you went from industrial engineering for the military to developing software systems for truckers. How did that happen?*

Ken Weinberg: After working in the (U.S.) Army as a lieutenant in various logistics capacities in Vietnam, I was

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Street Smarts

based on their size and assets. Canada, though, was a little different. Truckload remained with LTL because the carriers needed it for balance. In the U.S., LTL really broke away, creating unique requirements and complexity that needed addressing.

TT: *Is the dividing line between LTL and TL starting to blur once again, especially since large shippers want 'bundled' services from a limited number of carriers?*

KW: What we're seeing is more truckload carriers, who don't have much more to sell than their service of going from point A to point B, getting into the value-added market where they can provide additional value and therefore charge more. So, they're trying to get into the multi-stop market, but many of them are doing it without having the terminals. And because of the complexity of rates in LTL, many don't understand how the pricing and routing work.

TT: *Are these carriers, then, a growing segment for you?*

KW: Yes, because they want to change; they want to be more diversified. But they don't really know what they are yet. We call them hybrids. So, it is an area for us to address.

TT: *What about the other way around? Don't we sometimes see LTL carriers dip into TL freight—perhaps not so much now, but in times when truckload capacity is very tight?*

KW: That's always been the case in Canada. We've always seen LTL in Canada more ready to keep some truckload in order to get trucks back and keep them balanced. But in the U.S. we're seeing a little bit more of it too, though.

TT: *In trucking, we've seen more market penetration of wireless technology over the last five years than in the last 25. What happened to spur it on?*

KW: One problem for LTL has always been the cost and complexity of the entire project—the backbone. Now costs are coming down; we have a bigger footprint across any given area; and the hardware is smaller and less intrusive.

The other thing is that wireless solutions were at one point more necessary on the truckload side because they had no way of reaching the trucks. LTL always had alternatives. At the very least, they could have the driver go into the shipper's

site and ask to use the phone to call dispatch. That's why wireless satellite went there first.

TT: *How does a small carrier set out to shop for fleet communications software? How does one know whether an off-the-shelf package or a customized solution is right for his business?*

KW: Generally, for a small carrier I'd recommend something off-the-shelf. The costs and complexity are still too high to go out and build your own. More importantly, it's difficult for small companies without (IT staff) to support it after the fact.

But overall, the first thing a fleet owner has to do is sit down with his people and put together a needs-requirement document. What is it that their customers are asking for? How applicable are those requests? The next thing is for us to take that document and go through their operations. Then, we hold it up against the software and determine if everything they need is there. And if it isn't there in phase one, then we'll see what needs to be added, if anything.

TT: *What's the number-one mistake carriers make when buying a solution? Do you constantly see customers pursuing technology as a substitute for proper management?*

KW: A number of companies will acquire technology, but they think it's like taking two aspirins and calling the doctor in the morning. It's true that many problems that companies are trying to fix through technology are actually management system issues. Any solution has to have the buy-in from the top and properly managed on down by the project people.

Also, too many carriers simply fall back on the costs when making decisions, instead of making sure what they buy provides the proper functionality. It's just like buying a truck—no different ... Go out and see it run in an environment like your own.

TT: *What's the next big thing in wireless? There's a lot of noise being made now about voice-over-internet (VOI). Should we believe the hype?*

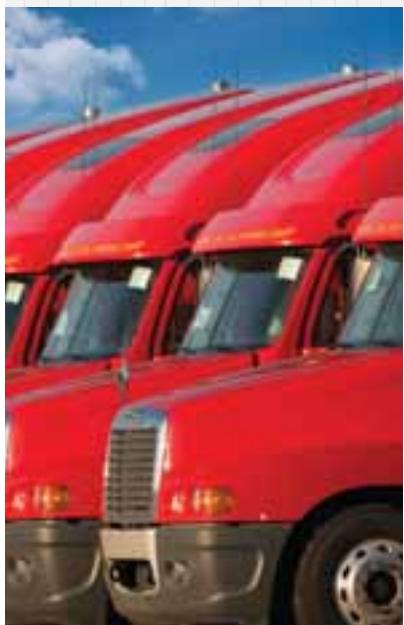
KW: It's major. It's bigger than you realize. VOI is really taking a foothold in the transportation industry. It allows companies, especially in LTL, to tie all their terminals and employees together at a very low base cost. It'll replace entire phone systems soon enough. ▲



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Drivers in the Crosshairs

safety *The perils of failing a facility audit—part II. By Brian Botham*

So the facility auditor is on the premises. Not only is he going to fine-tooth-comb your fleet and operations, he's going to take a long hard look at your drivers.

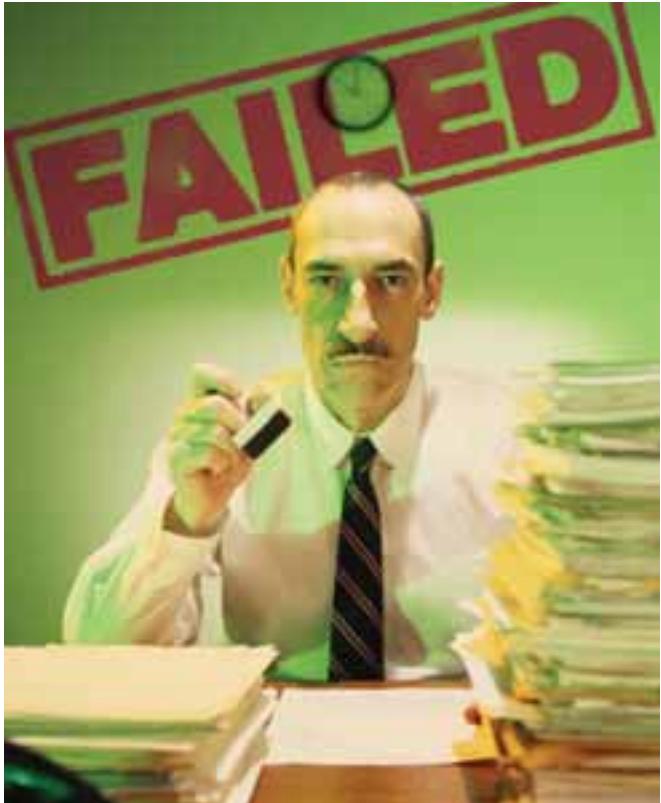
Here's what he's going to be investigating.

First, the auditor will verify that all your drivers have the licenses they need for the equipment they operate. He will also verify that none of those licences were ever suspended or revoked while the drivers were operating one of your vehicles.

The auditor will want to ascertain that you obtained drivers' records before hiring your drivers and that you have kept track of any convictions, collisions, or criminal charges related to driving. He will as well ensure that all your drivers—if required—have current air-brake endorsements, dangerous-goods training cards or and long-combination-vehicle endorsements. Be prepared to demonstrate how you train your drivers for TDG or any other endorsements they may have.

Up for examination next will be your drivers' log books. And that's where it gets really interesting.

The auditors will choose how many drivers to audit based on the size of your fleet, and they can look back over six months' worth of driver logs if they so choose. More commonly, though, the auditor will examine two months' worth of logs and will take note of verified time markers



During an audit, the auditor can lay charges based on lousy record-keeping.

such as roadside inspections or citations that your drivers may have received.

Then the auditor will compare other time markers to the logs; things like fuel receipts, toll receipts, bridge crossings, etc. He will want to look at bills of lading and trip envelopes to ensure that your drivers' logs match everything they say they've done. The auditor will also check the logs for form and manner violations, to see if your drivers have completed all the required information; signatures, total hours, mileage, cycles, etc.

Finally, the auditor will determine that drivers have not exceeded daily limits, reported cycles incorrectly or recorded off-duty time inaccurately.

Don't forget that the new HOS regulations require you to monitor all of your drivers' logs and when you find a problem, you must document the offense and show that you've dealt with it. If you haven't, you'll face what's known as a "Did Permit" charge. Translated, that means a single HOS log book violation can result in two charges being laid, which doubles the

points upon conviction.

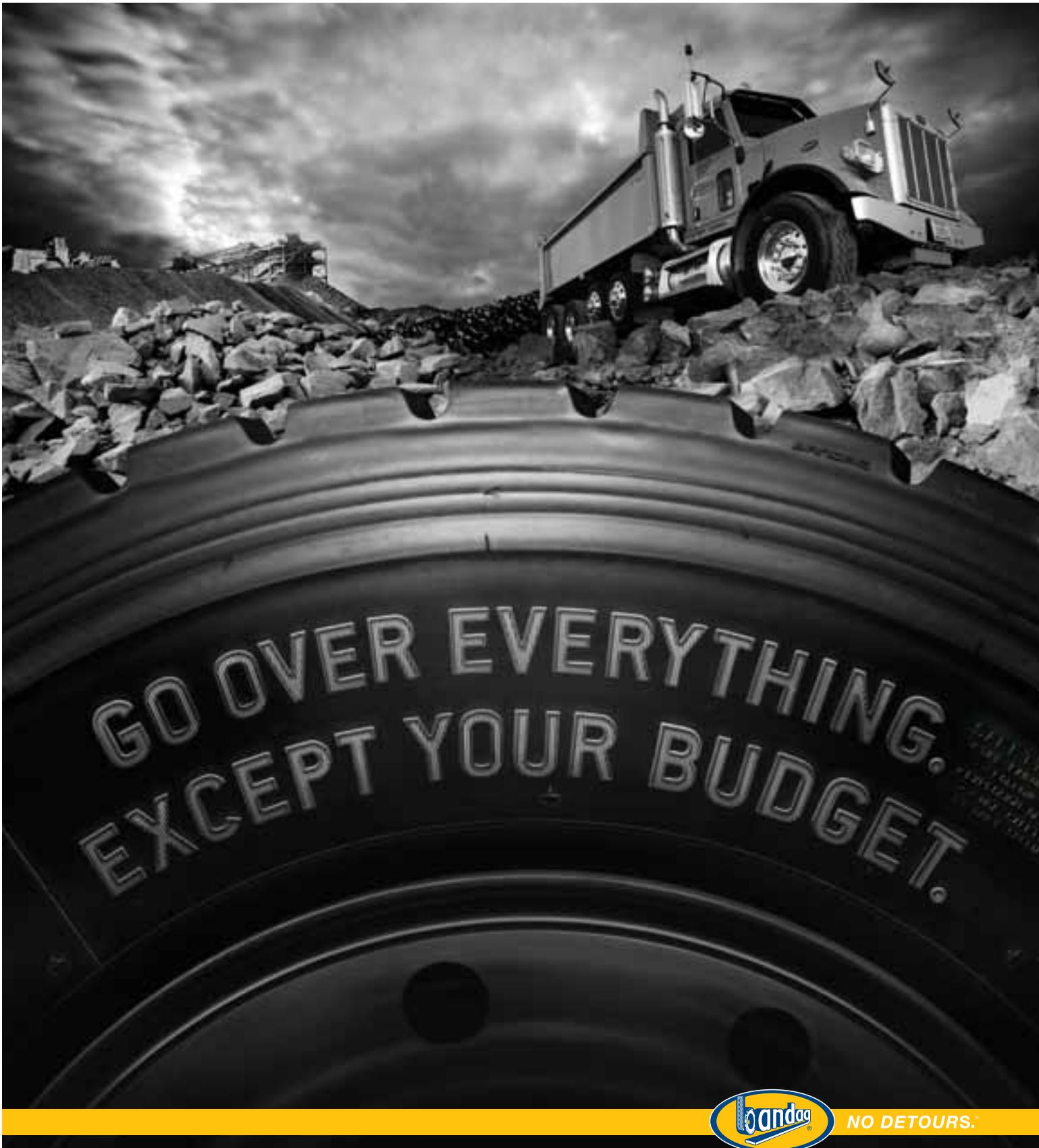
Something else to keep in mind regarding your log books and time markers; the legislation says you must keep six months' records of all these documents and they should be in order by date and driver. If you are having a hard time finding these records or can't produce them during an audit, the auditor can lay charges based on failing to keep your records. In severe cases, if a carrier fails to produce records, he might actually lose his operating authority.

Once the auditor has completed his examination of your drivers, he will, based upon the number of violations found, either fail or pass you on that portion of the audit. A failing mark in the driver department could lead to you failing the entire audit which will quite likely result in a conditional or unsatisfactory rating.

Also, if an auditor does discover violations, you can expect charges to be laid. I've seen drivers hit with \$5,000 fines and their companies forced to pay several times that amount as a result of audits. Clearly, it pays to pass these audits with full marks.

Next month we will look at the maintenance side of the audit process and what to expect there! ▲

Brian Botham, CDS, is a Certified Director of Safety through NATMI. He can be reached at 519-533-3656 or bbotham@cmvsafety.ca.



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To Tell the Truth

drivers *Why you're probably not getting the whole story from drivers who quit.* By Ellen Voie

Tom had worked for the same carrier for the last eight years and had always felt that the company treated him fairly...until very recently. Two months ago, his former fleet manager had received a promotion, and Tom got stuck working with a jerk.

His new supervisor, Wayne, didn't seem to really care about drivers. He was reluctant to listen and Tom started believing that if he questioned one of Wayne's decisions, he'd wind up with a horrible load. Wayne made only a halfhearted attempt to get Tom home for family events, and too many were missed.

The final insult came when Tom lost his quarterly bonus because he idled his engine too much. Tom tried to explain that he needed the extra a/c during a Texas heat wave and that his former fleet

manager would have given him the green light to do whatever it took. But Wayne didn't agree.

For the first time in many years, Tom started looking at the recruiting ads of other carriers. After comparing mileage pay and delivery areas, he found a company that seemed to be a good fit, so he decided to leave Wayne and his current carrier.

When he told Wayne that he was quitting, Tom said it was for "better pay." So, as far as the senior executives at the company knew, they lost another driver because of their pay scale.

Drivers are just like most people and don't want to tell their managers why they are really leaving a company. For one thing, they don't want to burn bridges in the event the new job doesn't work out. But more importantly, nobody likes con-

fronting a boss with negative information. It's easier to cite a reason that isn't personal, such as low pay, than to tell your fleet manager that he is a jerk.

People don't leave companies, they leave managers.

If you rely on a manager to tell you why your drivers are leaving, you are probably not getting valid information. One truck-load carrier that used a system of internal termination codes found that only one driver (from the thousands who had left) in the past year had cited "management relationship issues" as a reason to quit.

Go figure.

So, wouldn't it be great to know exactly why your drivers are leaving? If there's serious dissatisfaction within your ranks, you ought to know about it so you can fix it, right? And it seems that you'll never know if you rely on what your managers hear from the quitters.

While exit interviews are valuable in any case, they're best done by an outside independent expert, rather than somebody who works for you. At the very least, you could try asking a staff member from another department to interview departing staffers, but if the quitting individual is concerned that his criticism won't remain confidential, he will be less candid.

Finally, if you do get a valid exit interview and the drivers are candid about why they're leaving, be prepared...the reason could truly be that their manager was a jerk. ▲

Ellen Voie is a former recruiting manager for one of North America's largest TL fleets



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Fluke Transportation targets fleet efficiency for improved operations and productivity

TELUS Fluke Transportation Case Study

Fluke Transportation is a just-in-time truckload and less-than-truckload carrier serving Southern Ontario and upstate New York. The company provides tandem, dry van, tri-axle, tri-dem and multi-axle flatbed vehicles as well as heater and refrigerated services to confectionery and household goods providers.

Fluke measures value by how quickly it can ship to its customers while minimizing equipment related costs. Fluke was having issues tracking the location of its equipment, which led to cost and resource inefficiencies.

"If customer requirements spiked on short notice, we brought in more equipment and dealt with tracking our fleet after the fact," says Jack Mayes, President, Fluke Transportation. "In the end, we had to rent more equipment than we needed, which created unnecessary fuel, maintenance and labour costs for us."

Real-Time Fleet Information

Fluke implemented the TELUS Fleet Tracking Bundle to address its efficiency challenges, specifically fleet locations in the field. The goal is to use the capabilities and information to improve day to day operations and productivity including dispatch, field communication, maintenance and driver security/safety.

"Having insight into our fleet enables us to reduce costs in all areas," says Mayes. "Adding GPS modems to our vehicles allows us to know where our trailers are at any given moment. That way, we can improve the quality of our maintenance checks and avoid having to send out drivers to track equipment locations."

The solution also enables Fluke to improve accountability to customers by reducing pick up and delivery wait times. When servicing grocery distribution centres for example, Fluke's trailers get tied up for long periods of time. Instead of relying on the driver to fill in his trip sheet accurately, Mayes and his team can track that time right through the system. This enables Fluke to bill more accurately and allows its customers to gain insight into their suppliers' efficiency for loading and unloading product.

Mayes intends to use the solution's reporting features to further target vehicle productivity improvements, driver safety and cost reductions. "In our business, time is money, so having the ability to track driver productivity is a huge win for us," says Mayes. "We can also gain insight into driver speeds, which will contribute to reducing our fuel consumption."

The solution will also assist with driver safety and equipment security. Knowing where drivers are at all times can ensure quick response in case of emergency. And the system's geo-fencing capabilities will enable Fluke to have immediate notification if a trailer moves from its position in the yard.

"We have been long time users and enthusiasts of TELUS' Mike® Push-To-Talk® system and its rugged handsets," says Mayes. "So to extend those capabilities with a TELUS GPS solution was a natural progression for us and a logical fit for our business processes. Now, we can track our vehicles and our handsets. Beyond the obvious productivity, cost and safety improvements, having the GPS system integrated into our business processes is an excellent sales tool. It shows customers and potential drivers that we are serious about what we do and have the vision to use technology to innovate in our industry."



To learn more about the TELUS Fleet Tracking Bundle and other TELUS GPS solutions please visit
telus.com/FleetSolutions or email transportationsolutions@telus.com

Canada is doing well.
The U.S. is tanking.
Trucking's caught in
the middle. 2008 will
be a challenging year.

BY JIM PARK

At one time, in the not too distant past, when we'd have been licking our lips anticipating the volumes of pre-Christmas traffic, we are, today, battenning down the hatches for what could be a long and nasty downturn. What a difference a few quarters makes.

There will be no pre-Christmas rush this year, according to ATA economist, Bob Costello. The Internet has changed all that, he says. More and more people are ordering gifts online rather than buying retail. That's shifting freight to the small package carriers that deliver door-to-door rather than to the big trucks that deliver to retail outlets or distribution centers. Another sign of changing times.

We'd better get used to change, there's lots of it coming our way.

The biggest change, the one that's driving almost everything else right now, is the value of the dollar.

Economists say we're competitively positioned when the loonie is valued at about 80 to 85 cents. But our dollar has been steadily gaining ground on the Greenback since it hit an all time low of 61.79 cents (U.S.) on Jan. 21, 2002. Today, with the dollar at par and higher, we've lost more than 40 percent against that record-high exchange rate.

To make matters worse, exports are down and imports are up—thanks of course to, you guessed it, the exchange rate.

Not only is cross-border volume disappearing, we're having to compete with lower-priced American carriers, and they may soon be coming north into Canada with what used to be our loads.

Outlook 2008

DOWN THE ROAD AND AROUND THE CORNER

2008 is going to be a difficult year. The slide's just begun, and no one is too sure when we'll hit bottom.

Historically, Canadian trucks have hauled the lion's share of international trade, but it's becoming cost-prohibitive to run south empty or at a loss to pick up north-bound loads. Canadian carriers could lose certain lanes to U.S. carriers who can cost-effectively move freight north into Canada. They have only to run empty as far south as the border to reload again.

Ironically, the thickening of the U.S. / Canadian border could help us here. The Yanks don't like crossing the border. We're used to the hassles.

Recently, U.S. truckload giant, Contract Freighters Inc., of Joplin, Mo., announced a new driver-inspired pay package that included making trips to Canada voluntary rather than mandatory. CFI president Herb Schmidt said he was surprised by his driver's reluctance to travel into Canada. "We had no idea the paperwork was seen as such a problem for drivers."

Small consolation, it's true, but with rates paid to contract owner-ops in the U.S. running consistently under a dollar-a-mile (plus a fuel surcharge), it's going to be tough going head-to-head with pricing like that.

BROTHER, CAN YOU SPARE A LOAD?

In 2005, carriers were adding to their fleets as fast as the supply of drivers would allow. And many more fleets bought heavily in 2006, getting in under the EPA 2007 wire. Now we have too many trucks chasing too little freight.

We've already seen several major international truckload carriers announce rate cuts to owner-operators and drivers, as well as lay-offs of contracted help in an effort to shed capacity. Inevitably, some carriers will soon be folding their tents—voluntarily or otherwise.

"Some will take measures to address the capacity situation voluntarily, others will be forced into it," says David Bradley, CEO of the Canadian Trucking Alliance. "Continuing to chase freight that doesn't pay just to keep trucks rolling is not sustainable."

"It all comes back to rates," says Liberty Linehaul's Brian Taylor. "For what some shippers are squeezing us for, they have to know that it's unsustainable."

Taylor says many shippers are trying to compensate for the ground they're losing to U.S. pricing. A quick check of some



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DRIVER SHORTAGE? WHAT DRIVER SHORTAGE?

This period of excess capacity comes at a dangerous time. Carriers might be tempted to lay off drivers and park underutilized trucks, but there remains the question of what will become of our displaced workforce.

In case you haven't noticed, Canada's economy has taken off like gangbusters of late. Our national unemployment rate is at 5.8 percent—the lowest it's been in 33 years. Nearly every province in Canada posted huge job creation numbers in October: Nova Scotia added 5,300 mostly full time jobs to its economy; Quebec added 10,000 jobs, with big gains in construction trades; Alberta and B.C. added 3,800 and 5,800 jobs respectively, mostly in the trades.

Jim Mickey, co-owner of Surrey, B.C.'s Coastal Pacific Xpress, says there's no factor that he can see that will cause a net increase in the number of people who show up for work in this industry. Even if a bunch of carriers go out of business next year—or five years from now—we're all sharing the same pool of



web-based load boards revealed some frightening figures:

- A van load from Niagara Falls to Chicago: \$600.
- A van load from Boston to Halifax: \$750
- A flat from Calgary to Tampa: \$2,680

Oblivious of cost, freight is moving at vastly deflated rates. Sooner or later, Taylor warns, it's going to become a safety issue.

"You can't maintain a truck for long at those prices," he says.

Interestingly, this undoing of the market comes at a time when enforcement is being stepped-up on both sides of the border. Anyone who travels Ontario's Highway 401 in the Windsor area will have noticed the new "super-coop" that the Ministry of Transportation (MTO) has opened on the eastbound side.

It's going to be tough to get away with running shoddy equipment.

"I can tell you—anecdotally—of all the dealers in the Toronto area, all our parts and service business is down 30 to 40 percent," says Nelligan. "Fleets aren't doing any better than owner-ops. Our parts sales to fleets are down too."

People are not spending enough money to keep trucks in the condition they should be in because they can't afford it, Nelligan warns. "They're saying patch it, do whatever you can. I can't afford to redo it completely."

With fleets running 20-percent fewer

miles, and less-than-compensatory rates, nobody is spending any more money than they have to.

That too is an unsustainable situation. If this (insert the R-word here) lasts long enough, these issues are going to show up on the carrier safety records. That's when the insurance companies will take notice. Can anyone afford a hike in premiums because of a bad showing at a ministry audit? But they think they can afford to haul buck-a-mile freight.

THE DOMESTIC OUTLOOK

With the U.S. economy teetering on the edge of recession, the overall economic outlook for Canada remains healthy. It has been suggested, recently, that our economy may be in the process of "decoupling" from the U.S. economy to some extent.

We haven't yet been sucked down the tube along with the U.S., this time, because of a shift in trade patterns. Our commodity exports to countries like India and China are keeping our heads above water for the moment, and imports from those countries are driving up traffic in marine containers over here. Granted, the railroads do the long-haul work, but local and regional cartage operations in parts of the country near railheads are doing very well.

Vocational sectors are doing well in most parts of the country. More freight is moving east-west these days, and rates there are

workers. It doesn't matter how many carriers are in the game, we have a declining number of drivers spread among us.

"We simply can't afford to lose any more drivers," Mickey says. "Those who think the pressure on the labor front is easing because the freight volumes are declining are kidding themselves."

Mickey is concerned about the large numbers of drivers and owner-operators that could be forced out of the business by layoffs and foreclosures. The poorer ones will likely become company drivers, so there's no net loss there. The tragedy will be in the loss of the good drivers and owner-ops.

"You'll lose the very best because they'll say 'forget this.' They'll go do something else because they have choices. They can be successful in some other business," Mickey points out.

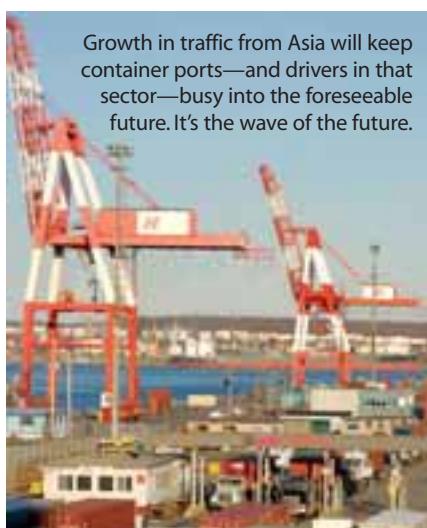
"I'm basing all our go-forward strategies on the fact that we're going to have a declining number of competent, capable owner-operators in western Canada," says

Mickey. "We're going to have no choice but to augment our company fleet at a higher rate, because we'll no longer have the supply of owner-operators available to us as an industry."

holding, we're told. The problem is, more U.S.-focused carriers are diverting idled equipment to domestic service, putting downward pressure on rates in popular lanes, like the Montreal-Toronto corridor.

It's hard to see any silver lining to the dark clouds hanging over 2008. It's going

Growth in traffic from Asia will keep container ports—and drivers in that sector—busy into the foreseeable future. It's the wave of the future.



to be a rough year, and there will be losses, and an overall realigning of the workforce and the carrier population. We'll see many mergers and acquisitions over the coming months, and we'll see many fleets and drivers disappear.

Adjustments are a necessary part of any business cycle, and ultimately, the stronger, smarter operators survive. I hope you're one of them. ▲

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Poof. Just like that, as the Canadian dollar rose in value against the American dollar the value of Canadian trucks and trailers evaporated.

Macro-economically, our industry has experienced a tremendous slide south in the net asset value of the companies concerned. Anyone today that's not thinking about it may not even realize that somebody has reached into his back pocket and pulled \$20,000 out of it.

It's just simple math; take a \$100,000 truck and a 20-percent decline in value because of the U.S. dollar's exchange slide. Do that driver by driver across the industry, and it can get to be a pretty eye-opening number. Do the math on a hundred million or a billion dollars worth of assets across the industry. These swings are not insignificant when you're talking a 20-to-30-percent exchange rate differentials.

Of course, the loss remains invisible until you have to act on it. And when a truck gets to be five years old, you no longer have much of an option. It's time to fix it or deal it. Either way, it's going to hurt. Fleets and owner-ops will feel the decline in equity when it hits the books—either when you sell, or when you trade.

Surpluses of used trucks, coupled with eroding equity will keep equipment prices down.



"I can't remember the last time a guy walked in [to the dealership] with real equity in his truck," says John Nelligan, the General Manager at Harper Ontario Truck Centre in Mississauga. "It's all manufactured equity. They just keep dumping it from the old, and adding it to the new."

And it's not just owner-operators. There are many creatively financed fleets around today too, insists CPX's Jim Mickey. "They got in no-money-down, but left themselves with huge balloon payments to keep their cash flow in line. Some of them are underwater already," he says. "Maybe even more so than your average owner-operator because they have the leverage to force lenders to give them the bigger residuals."

It's those residuals that'll kill ya, especially if your banker starts getting nervous.

Nelligan described one fleet he knows trying to shed 40 trucks that are worth half of what the fleet owner needs on the trade. "He's twenty grand upside down on every truck," he says.

CPX has a yard full of trailers that were built in Utah, and paid for in U.S. dollars. "Every time the exchange rate moves up, we're losing value in those assets—almost hour-by-hour it seems

these days—simply because the replacement market for a four-year-old trailer is being affected by the new price on a trailer built today," observes Mickey.

Once the equity is gone—whether it's an exchange rate issue or just the world recessionary influences—you have a lot of businesses that are suddenly not viable. The asset isn't worth what is owed on it, and with little or no ability to fund a new one, the whole business plan falls apart. Poof.

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THE DETROIT SOUND

BY JIM PARK

POUNDING LESS PAVEMENT: Axle-weighed full of fuel with no driver, the steer axle of this DD15-equipped Cascadia tipped the scale at 11,020 lb. The steer axle of the Cat C15-equipped Cascadia I drove in June weighed 11,660 lb.

Our exclusive test drive of the brand-new clean-slate-design **Detroit Diesel DD15**. It's like nothing you've ever driven before.

W

e're witnessing a huge change in the way trucks and engines come together. We saw it first with Volvo's D-platform engines (shared with Mack and Renault). International is sharing an engine platform with European truck maker MAN (the MaxxForce Big Bore engines). And PACCAR is moving forward with the North Americanization of the European 12.9-liter Paccar MX engine that powers DAF trucks overseas.

In October, following an investment of \$1.5 billion, Daimler Trucks AG unveiled the DD15 engine at Detroit Diesel's Redford, Mich., assembly plant. It will be the first in a three-displacement family that will eventually power all Daimler Group trucks worldwide.

Developed from the get-go as a global engine platform, the DD15 will replace the four distinct engine series used today by Daimler Trucks brands around the world. Fully 90 percent of the

componentry will be common, and as the engine rolls out in different markets over the next three years, they'll be tailored to local demands and local emissions requirements.

The first model we'll see in Canada, with full production set for next April, is the 14.8-liter version of the DD15. In 2010, we'll see a larger 15.6-liter version, which will be essentially the same engine save for a longer stroke—giving it the larger displacement. Detroit Diesel says we'll see 630 hp and 2,050 lb ft of torque out of that one. The 12.8-liter DD13 will launch in 2009, as the MBE 4000 heads for retirement in 2010.

EVERYTHING'S NEW

This engine isn't a repurposed and repackaged Series 60. It's a brand new clean-slate design, born EPA-'07-compliant. It'll meet the next round of EPA regs by way of cooled EGR and a particulate filter, and it's ready to meet EPA '10 with the addition of a downstream selective catalytic reduction (SCR) exhaust aftertreatment system to meet the lower NOx standards. It'll go out way beyond 2010, too, because engineers went with a long-term emissions-reduction strategy.

The DD15 is a 14.8-liter, in-line-six with four valves per cylinder and two overhead camshafts. Detroit Diesel says the hollow camshafts lower the weight and inertia of the camshaft, improving throttle response. The camshafts play no role in building pressure at the fuel injector so the cams can be tubular and still have more than adequate strength. A gear-driven high-pressure pump maintains pressure in the common rail, with the pressure

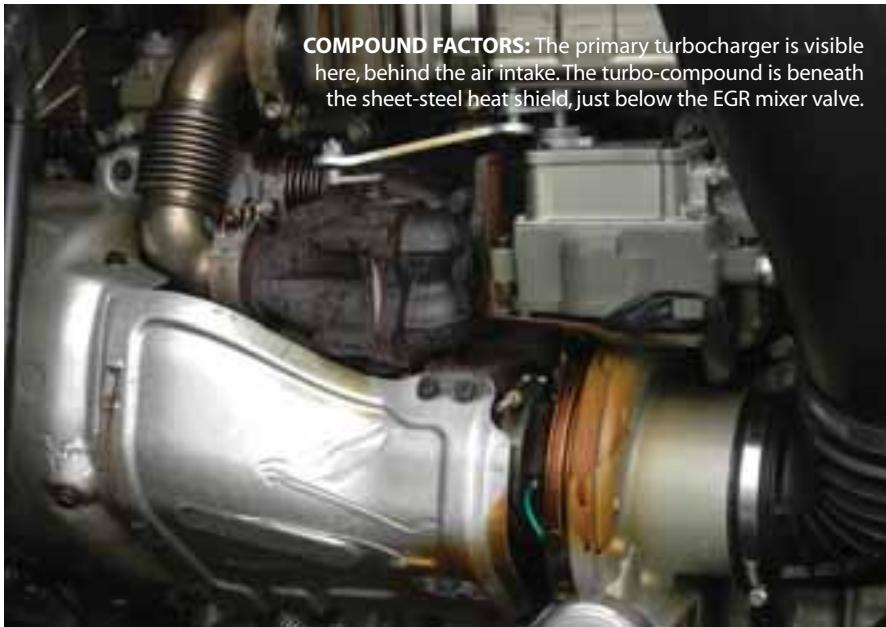


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COMPOUND FACTORS: The primary turbocharger is visible here, behind the air intake. The turbo-compound is beneath the sheet-steel heat shield, just below the EGR mixer valve.

RECYCLED HORSEPOWER?

Turbo compounding isn't a new concept, but the DD15 is the first heavy-duty truck engine to use the heat and the flow of the exhaust twice, recovering useable power—about 50 hp and nearly 200 lb ft of torque, Detroit says—from otherwise wasted energy.

The exhaust travels through the primary turbo, and then enters the turbo-compound—a one-sided axial input turbine that is linked to the geartrain on the rear of the engine through a viscous clutch mechanism.

The axial turbo's other job is to provide the back-pressure for the EGR circuit. The viscous clutch manages the power transmission from turbo through variable engagement stresses, which varies the out back-pressure in the exhaust stream, forcing exhaust gas into the EGR loop when necessary.

In other cooled EGR engines, the variable geometry turbo charger manages the pressure differential in the EGR loop, but at a power cost: the turbo simultaneously boosts intake air pressure, while building pressure in the EGR circuit. The DD15 seems to have resolved that conflict, with stunning results. Drivability is improved quite dramatically.

amplification accomplished inside the injector within the cylinder head.

The DD15 has a stiffer, stronger cast-iron alloy block that dramatically reduces noise and vibration. It's got a rear gear train, and a forged-steel, counter-weighted crankshaft with huge main-and rod-bearing journals for long life and high load-bearing capacity.

The cylinder liners feature a unique bottom stop that allows the bottom of the liner to rest in the block. This mounting method also allows for improved coolant flow around the liner. The liners are thick too, which, Daimler says, leads to longer life and minimizes vibration.

Liner cavitation shouldn't be an issue at all with the DD15. This engine was

designed with higher coolant flow and optimized coolant galleries to avoid hotspots, which could lead to cavitation, and the rad header features a very efficient surge tank to maintain cooling system pressure while de-aerating the coolant.

FUEL AND AIR MANAGEMENT

There's a lot of new stuff going on inside the DD15, but two particular features give the DD15 its personality and performance characteristics: the Amplified Common Rail System (ACRS) fuel injection system, and turbo-compounding.

ACRS develops injection pressures up to 32,000 psi in a two-stage process. A gear-driven high-pressure fuel pump produces pressures in the common rail of

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12,000 psi, while the final pressure boost is achieved hydraulically within the injector itself. The system is capable of up to five injection events per cycle, optimizing combustion efficiency while reducing noise dramatically.

And last but certainly not least are the turbochargers. There are indeed two of them, but they're not series turbos as we see on Caterpillar engines. The DD15 uses a simple pre-1999 design—without complex waste-gating or variable-geometry vanes—primary turbo to boost manifold pressure for intake air management.

The second turbocharger creates the manifold pressure differential required for exhaust gas recirculation, and it pumps an extra 50 hp or so back into the drivetrain (see 'Recycled Horsepower', pg.43).

The combination of ACRS, turbo-compounding, and the rapid response of the primary turbocharger means that the DD15 exhibits up to 75-percent better torque response than the current Series 60 engine—meaning it spools up to peak torque very quickly, in 1.5 seconds as opposed to more than four seconds as is the case on many other engines.

SPEC SHEET

DD15 ENGINE POWER RATINGS

Horsepower (@1,800 rpm)	Torque (lb ft)
455, 475	1,550
455, 475, 505	1,650
475, 515	1,750
485, 500, 530, 560	1,850

DD15 MULTI-TORQUE POWER RATINGS

Horsepower (@1,800 rpm)	Torque (lb ft)
455	1,550/1,750
475	1,650/1,850

DD15 ENGINE CRUISE POWER RATINGS

Horsepower (@1,800 rpm)	Torque (lb ft)
455/475	1,550
455/475, 455/505, 475/505	1,650
475/515	1,750
485/530, 500/560	1,850

LIFECYCLE AND OPERATING COSTS

Detroit Diesel says the DD15 has a B50 life—an engineering term that means the point at which half the engines produced will still be running—of 1.2 million miles. That's the highest in the heavy-duty industry, the company says.

Service intervals have been improved thanks to a large 47.5-quart sump, and

high-capacity oil filters. The head was designed with an access plate to make valve-lash adjustment easier. Oil and filter, and fuel-filter changes have been synchronized at 50,000 miles. Valve lash adjustments are scheduled at 60,000 miles.

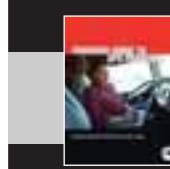
As for maintenance and serviceability, we got a few words in with the folks who have been tending to the reliability growth test fleet in Portland, and they

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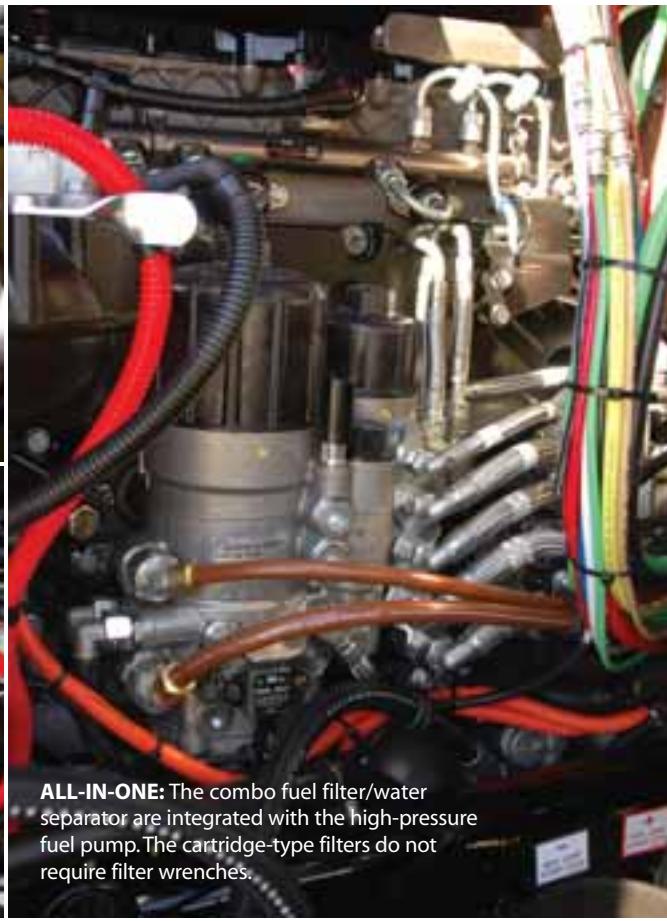
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SECRET INGREDIENT: The "hot" side of the DD15 features a redesigned EGR heat exchanger, the EGR mixer valve, the primary turbocharger, and the new turbo-compound (under the heat shield).



SECRET INGREDIENT, PART 2: The "cool" side of the DD15 sports a new EGR throttling valve, the common-rail fuel injector line (usually under a cover), and a brand new surge tank.



ALL-IN-ONE: The combo fuel filter/water separator are integrated with the high-pressure fuel pump. The cartridge-type filters do not require filter wrenches.

tell us it's a pretty easy engine to work on. There will be a few new procedures to contend with, and there will be a bit of training awaiting your service techs.

THE SUM OF DD15'S PARTS

Journalists who attended the launch got about 10 minutes of wheel time with the DD15 on the test track at the Chrysler Proving Grounds in Chelsea, Mich. That just piqued my curiosity, so I cashed in nearly all of my chips with my friends at Freightliner and Detroit Diesel and got

permission to take the truck out on my own for six hours the following day.

I think drivers are going to be really, really, happy with the DD15—once they get used to the fact that it has quite a different personality than anything they have driven before. They might mistake it for flat and unresponsive. I can promise you, the DD15 is anything but flat and unresponsive.

What's missing is the turbo lag present on virtually every North American engine currently in service. On other engines, it

takes a moment for the turbo to spool up and build boost pressure after an upshift. When the turbo is up to speed and the manifold pressure reaches 20 to 30 psi, the driver hears the whine and feels a surge of power. Turbo lag is virtually non-existent on the DD15. It spools up to full boost in about 1.5 seconds, compared to three or four seconds on other engines. Drivers will barely hear the turbo whine, and they won't feel the post-lag surge they're used to because the turbo comes up to speed almost immediately.



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JD Factors



DD'S QUIET DIET: Freightliner's Cascadia equipped with the DD15 engine should prove to be one of the quietest, most fuel-efficient trucks on the road.

At the low engine and road speeds of an urban environment, shifting becomes much less of a challenge than I've found with some VGT engines. You just don't need any more than 1,000-to-1,200 rpm in any gear short of eighth and up, so you don't have the torquey shifts and finicky pedal response common to some VGT engines.

The truck I had was equipped with a 13-speed transmission behind a 450 hp, 1,550/1,750 engine. Given the breadth of the peak torque range of this engine, a lighter, cheaper 10-speed transmission would be an ideal match.

That means that after an upshift, with the rpm down around 1,000 or 1,100 rpm, the engine comes up to 90 percent of peak torque before the hammer is halfway to the floor.

The Chelsea test track has a few steep grades to play on, so we ran the DD15 up a seven-percent grade at 30 mph. That was no challenge at all, so I took a second pass, deciding to try an upshift on the hill. From a near-stop at the bottom of the hill in fourth gear, I made my way up through two gears before cresting the hill. The DD15 was still powering up the hill at as low as 900 rpm.

Out in the real world the following day, I headed north to Saganaw, and over the Zilwaukee Bridge. At four percent, it's not much of a grade, but it's the only substantial grade within 250 miles of Detroit. I hit the hill on the first pass at cruise speed (60 mph, 1,300 rpm) and dropped only 5 mph at the top. On my second pass, I hit the hill at 50 mph (1,000 rpm), and the engine dropped only 2 mph going over the top. It drifted down to 950 rpm and stayed there all the way up.

EVERYDAY DRIVING

Did I mention how quiet the engine is? Aside from a pleasant low rumble, and a bit of diesely cackle when the engine is heavily loaded, you can barely hear the thing. There's virtually no whistle from the turbo. And that's not all because of Cascadia's superb sound attenuation. It's really quiet outside too.

Cruising at highway speeds, the foot feed is very responsive at any point in the useable engine speed range. The turbo reacts almost instantly, giving the truck an almost automotive feel.

I can't report accurately on fuel economy because I didn't fuel the truck after the trip. There was a prototype fuel economy readout on the dash, but Freightliner tells me it hadn't been properly calibrated. Too bad—it was showing 9.67 avg. mpg for the trip.

I can say, though, that the fuel usage meter was working, and I monitored the fuel through-put over a 31-minute period. The meter showed exactly four gallons consumed. That's four gallons over 30 minutes/miles, or 7.75 mpg at 65,000 lb GVW.

I predict this engine will be very well received by drivers, mechanics, and fleet owners alike. There's a lot to like about the thing, and if the B50-life and the extended maintenance intervals live up to the billing, this will be an engine the market is ready for. ▲

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Going Gangbusters

BY ROLF LOCKWOOD

We recently explored Paccar's European operations, visiting a British DAF dealership and two DAF plants, as well as the 2007 edition of the European Road Transport Show in Amsterdam.

Truck sales may have plummeted here in North America, but exactly the opposite is true in Europe. There, dealers for many brands are literally begging for trucks that the factories can't supply even though they're running at full steam. The wait for a new truck is routinely 12 months, and for some models it reaches into 2009.

Sales have been strong for eight or nine years, says Lancashire DAF sales director Paul Entwistle, and in large part he attributes the current order backlog to the growing demand for trucks in Russia and elsewhere in eastern Europe. Major infrastructure and production investments in the east are also leading to increased transport demand in western Europe.

Based in Preston, in the industrial heart of northwestern England, Lancashire DAF is a full-service dealership that for many years sold Leyland trucks.

The current capacity crunch, not unique to DAF, is pretty frustrating to sales chief Entwistle. In the first five months of this year, his team sold just 257 trucks, down from 473 for the same period in 2006. He could sell many more but he just can't get the trucks, so it's a good

thing that truck sales account for just 25 percent of annual turnover, he said.

"Dealers relying on sales for profit today are in trouble," Entwistle told me, echoing a common North American refrain, though for a different reason.

Those former eastern bloc economies are going strong, to say the least, and they're straining capacity at the two DAF plants in the U.K. and The Netherlands. Many other manufacturers are in the same straits. Swedish truck-maker Scania, for example, reports first-half 2007 sales 15 percent ahead of last year, and to meet the increasing demand it's building a plant in Russia that will add capacity of 10,000 trucks by 2011.

DAF has been coming on strong in recent years since being bought by Kenworth and Peterbilt's parent, Paccar, in 1998. Last year DAF's share of the U.K. market was a healthy 28 percent, and it's a fast-rising 14 percent in Europe with an apparently reachable target of 20 percent. It's headquartered in Eindhoven, The Netherlands, where the original DAF plant has been making trucks since 1949 and engines since 1956. It's been making its own axles in a third plant in Belgium since 1958.

The company was founded in 1928 and made only trailers until starting to build trucks after the Second World War. In 1958



it began making small cars featuring a unique automatic transmission, the continuously variable belt-drive Variomatic. It built 820,000 cars before Volvo bought DAF's car business in 1975. Since then the company has concentrated on trucks.

The legendary British nameplate Leyland has been retired, and the former Leyland plant near Chorley, Lancashire has been given over to producing DAF trucks since 1996. It was bought out of

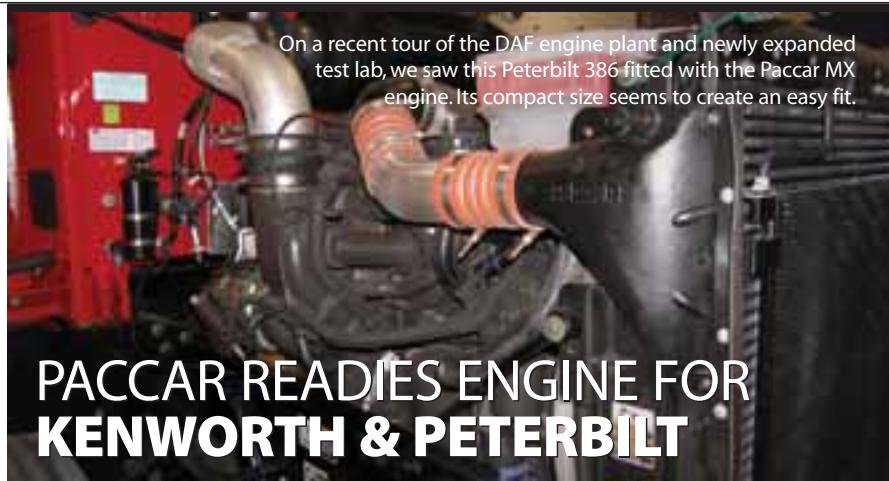
receivership by managing director Stuart Hays and other managers in 1993, then taken over by DAF in 1996, and by 1998 it was building 6,000 of the Dutch trucks annually. That was the year that Paccar came on the scene, and after an investment of more than \$150 million, the production figure has risen substantially—to 17,200 trucks in 2006 and likely 21,000 in 2008. This year they'll hit 17,500 but an expansion is underway that will boost capacity to 25,000 annually. By all accounts, they'll need it.

Many laps in each of a couple of tall XF105 cabovers at the DAF test facility in Holland showed that the Paccar XM 460 is a mighty smooth and tractable engine with healthy torque characteristics. The XF105 was European Truck of the Year for 2007.



That Leyland plant, not incidentally, is a model of efficiency and excellence overall, having won the Paccar quality prize in five of the last seven years, competing against all the company's manufacturing facilities globally.

Burgeoning eastern economies aren't the only reason for the capacity crunch felt by DAF and other truck makers across the Atlantic. The other key source of new truck sales is the European approach to



PACCAR READIES ENGINE FOR KENWORTH & PETERBILT

Paccar, parent company of both Kenworth and Peterbilt, is moving forward with the North Americanization of the European 12.9-liter engine that will be offered in its trucks here in 2010. Known as the Paccar MX engine in Europe, it's now built in the DAF plant in Eindhoven, The Netherlands. It will eventually be built in Paccar's completely new 400,000-sq-ft engine plant in Columbus, Mississippi, now under construction and set to be finished in 2009.

DAF has been designing and building engines for a very long time, incidentally, and it's actually responsible for the invention of turbocharger after-cooling. Paccar has owned the Dutch truck and engine maker since 1998.

In Europe the MX powers the big DAF XF105 cabover, voted Truck of the Year for 2007, the company's flagship tractor. It's available with outputs of 410, 460 and 510 hp, with maximum torque up to 1845 lb ft. In every rating, the torque curve is absolutely flat between 1000 and 1500 rpm.

In Euro 4 and 5 emissions trim it uses selective catalytic reduction, but Paccar hasn't yet decided on its 2010 emissions strategy for North America, according to director of marketing Alan Treasure.

The engine, an inline six, was designed by DAF completely from scratch, front to back. Its features and innovations include the design of the cylinder block and one-piece head which integrate as many pipes as possible to minimize the number of engine components. Also pretty interesting

are the engine's projected B-50 life of a million miles plus (the point at which half the engines sold will need a rebuild) and its oil-change interval which can stretch out to maximum 150,000 km (93,000 miles).

Another unique and interesting technical detail is the full encapsulation of electric cables and connections—by a technology called 'over mold'—that aims especially to protect sensor wiring.

It uses wet cylinder liners (a first for DAF) in order to obtain more direct cylinder cooling. The engineers opted for a camshaft in the block, which gives the advantage of low engine height, fewer



components, and maximum integration of functions. The 'Smart' high-pressure fuel-injection system, developed in co-operation with Delphi, is completely integrated into the cylinder block.

Depending on the circumstances, pre-injection, post-injection or a combination of both can be used and the injector opening pressure can be varied electronically. No soot filter is needed to meet the Euro 4 and 5 emission standards.

Other interesting technical details are the fully encapsulated electric cables and connections, Poly-V belt drive for the alternator and air conditioning, the valve cover with integrated crankcase ventilation, the timing gear at the rear of the engine, the combined steering pump/fuel supply pump, the aluminum flywheel housing and, as a completely new development, rocker assemblies with integrated decompression brake. The engine brake has an output of 440 hp and is available at 2,100 rpm.



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new emissions legislation. And it's the polar opposite of the hammer applied by the U.S. Environmental Protection Agency, a combination of incentives and disincentives that make it attractive from a business standpoint to buy the latest engines (for more on this see 'The Right Way' editorial on pg.9).

THE RAI SHOW

At the RAI—the European Road Transport Show in Amsterdam—it was no surprise to find a buoyant mood and much activity. Somewhat smaller than the show in Hannover, Germany, with which it alternates year by year, the RAI is still a very big enterprise. And it runs for 10 days, the first of them being given over exclusively to the press and small numbers of big customers.

This year the talk of the floor was hybrid trucks and Euro 5 engines, including a new 680-hp V8 diesel from German truck-maker MAN. Producing 2,215 lb ft of



Renault showed this dramatic diesel/electric hybrid concept vehicle. It looked too good to be destined for refuse duty.

torque, it's the heart of the company's flagship tractor, the new TGX, Europe's Truck of the Year for 2008 (as voted by a jury of journalists). Its debut was at the RAI show.

The all-new V8 sports common-rail fuel injection technology and meets the Euro 5 standard without SCR. It replaces a V10 and makes the TGX Europe's most powerful production truck.

Equally dramatic, though at the other end of the power spectrum, Renault's Hybrys concept truck offered a futuristic design in an urban hybrid truck that aims at vocations like refuse collection. It looked entirely too stylish for such a fate, though its asymmetric exterior is said to have been designed to give drivers the sort of outward vision that a city truck needs.

Not surprisingly, it has no mirrors, relying instead on cameras integrated into the cab.

Its interior is similarly 'progressive', but the truck is otherwise a fairly typical diesel/electric hybrid. Power comes from a 320-hp diesel plus an electric motor working through an electronically controlled automated gearbox. Accessories like the power-steering pump are run electrically, the parking brake too, so it's a true and totally

electric vehicle at times. It uses regenerative braking, of course, to capture brake energy.

Daimler Trucks premiered the liquefied-natural-gas-powered Mercedes-Benz Econic NGT 1828 as a tractor for urban and short-haul use. With its short wheelbase the truck should be pretty maneuverable, and its LNG engine's credentials include CO₂ emissions that are said to be 20 percent lower when measured against

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a comparable diesel (it's CO₂-neutral if regenerative biogas is used), far less particulate discharge, and a substantial reduction in noise levels. All of that makes it well suited to city-centre deliveries in the early hours of the morning. The Econic on display at the RAI was headed for Dutch logistics firm Harry Vos, and it had another unique feature—a roof-mounted sleeper cab custom-built for the carrier.

Also on exhibition was a CNG (compressed natural gas) variant of the Econic with a range of around 350 km, while the LNG version—an ongoing development project—has a range of some 800 km.

The Econic with gas engine complies with Europe's EEV (Enhanced Environmentally-friendly Vehicle) regulations, which are even tighter than Euro 5. It can also cut fuel costs by between 30 and 60 percent overall, says Daimler.

Over at the DAF stand there was an EEV version of its medium-duty LF and the prototype of a hybrid truck, among other featured products. The company is one of the first truck manufacturers to offer all its models in a Euro 5 emission spec.

By fitting a passive soot filter, a further 50-percent reduction in particulate emissions can be achieved over and above that



On display at the RAI show was this Mercedes-Benz Econic tractor with a custom-built rooftop sleeper. It's powered by a quiet and efficient natural gas engine suited to urban use.

level, which puts it even 25 percent lower than the EEV gas standard. DAF has already started to supply 9.2-liter Paccar PR EEV engines for use in buses, and they'll also become available in the spring of 2008 for the light-heavy DAF CF75 distribution vehicles with power ratings from 250 to 360 hp. EEV versions of the 12.9-liter Paccar MX engine in power ratings from 360 to 510 hp will also be available for the DAF CF85 and XF105 and will also

be equipped with a passive soot filter.

DAF's prototype hybrid LF truck on display featured hybrid technology with which we've become familiar—behind the new 4.5 litre Paccar FR (EEV) 160-hp diesel is an Eaton six-speed Autoshift gearbox, and between the clutch and the gearbox is an electric engine that serves as both drive and generator. Energy released during braking is stored in lithium-ion

batteries for re-use during acceleration. The first prototypes will be sent for customers field tests around year-end.

In this particular arena of the diesel/electric hybrid, as elsewhere, there's evidence that the Atlantic is becoming less an ocean than a pond. Increasingly, underneath the bodywork, we're working with global technologies. And the expertise is flowing in each direction. ▲

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



EEEK-MAIL: Long forgotten electronic messages can come back to haunt you.

Tangled in the Net

web *How to avoid careless and horrendously costly emails.*
By Russ Fairley

The following is a variation of an email that showed up on my monitor a few weeks ago. A middle-management guy (not one of ours) fired it off to a handful of his colleagues and one of them forwarded it along to me for consideration.

The text read: "Did you guys see Bob at the client reception-thingie? Sure was looking heavy! Plus I think the knucklehead was hitting on Judy. LOL."

On the surface, it's a pretty harmless bit of office gossip. But believe it or not, this sort of thing is all it takes to cost a person a job, and in some cases, much more.

The first issue is, simply, airing any negative comment about a co-worker. That kind of activity—via email or over coffee or anywhere at all—creates an uncomfortable working environment. It will certainly have a negative affect on any professional dealings Bob has with his colleagues. And spreading dirt would surely conflict with anything in the email writer's employment contract and would probably be enough to get him fired. But the fact that his gossip was spread via email fuel-injects kerosene to the fire.

Emails can be lethal.

Let's say that Bob is a company driver

and later gets into a truck accident and he's charged with careless driving. Then the mishap is followed by a lawsuit and an investigation to determine whether Bob was at fault in the accident, and if he and his carrier are liable for damages.

When the prosecutors try to prove that Bob is inept and was indeed responsible, they could very well subpoena email records from work. When the inboxes are opened up they will come across this email and it'll be proof that to some degree Bob's coworkers thought that he was a knucklehead. Inept, even. And do you really want to be on the record as having knuckleheads behind your wheels?

That's right. Emails can be subpoena'd. So used incorrectly, that crackberry of yours might be one of the most dangerous assets in your entire company.

By their very nature, PDA devices such as Blackberries or Palms make it easy to

NETIQUETTE 101

Before joining *Today's Trucking* as the webmaster, I experienced various corporate situations and some of the tech companies I worked with were experts in web etiquette, or "netiquette".

Much of what we were taught were dubbed "CYA," or Cover your you-know-what. This applied not only to mine, but also to the company's backside. This meant keeping email and internet usage restricted to work-related pursuits at all times.

It also meant keeping messages positive. Save negativity for discussions "off the grid". However you conduct yourself online, know the risks.

Alternatively, if you're the one making the decisions on the network, and it's your employees that are being monitored, you will need to be thoughtful of how, where and when you monitor your employee emails.

Make your policy public and explicit so there are no surprises. Also, it is a good idea to have internal policies for how you manage archived information, how long you hang on to it, and how you put it to use. — *Russ Fairley*



send emails in a hurry from anywhere at any time. Handy, right? Sure. It's handy to be able to send an email when you're waiting to meet a customer, or when you're out Christmas shopping.

What about at other times? Is it handy

to get an email when you're driving? Or at 7:00 p.m. on a Sunday after supper? Or when you're out to dinner?

Is it handy to be able to finally answer an email that you've been dying to respond to all day when you and your

friends are out having a few drinks after work? I know that I don't really want to go on-the-record in that situation. But that's what happens when you dash off an email.

If you think that content in your workplace emails belongs to you, you're wrong.

In most cases it does not, and even when it does, it sort of doesn't. While free external email services such as Hotmail and Yahoo will go to some lengths to protect your privacy and keep the content yours, they will still fork over the contents of your inbox to the police in the event it is needed in an investigation.

Your office email is another story. It probably doesn't belong to you at all.

Many workplaces already have some sort of email and internet-usage policies that specify that staffers can only use the internet for work purposes and not to look at dirty websites.

The policy will also state that the content of the emails is the property of the company you work for, and that the company brass can monitor and read your emails at their convenience.

New Fuel. New Problems. Same Solution.

The processing required to produce Ultra Low Sulfur Diesel (ULSD) removes naturally-occurring lubricity agents. Reduced lubricity leads to premature failure of critical fuel system components including fuel pumps and injectors. ULSD also has poor cold flow characteristics that increase the likelihood of gelling/waxing. DIESEL AID will increase overall fuel system lubricity and improve the ability of the fuel to operate in the cold by depressing the pour point. DIESEL AID will also totally disperse water eliminating fuel line freeze-ups.

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Keeps fuel system lubricated
Prevents premature failure of fuel pumps and injectors
Contains 10% Anti-Gel
Controls waxing and gelling
Inhibits wax crystal growth
Totally Disperses Water
Eliminates fuel line freeze-ups
Eliminates sludge, rust and corrosion

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Dealer Inquiries Always Welcome

After all, they pay for and provide the service for the express purpose of company-related communication and they are liable for any action taken as a result of having inappropriate material on their email servers.

The good thing is, it seems most people have come to accept this over-the-shoulder monitoring. As lawyer Barbara MacIsaac wrote in her book *The Law of Privacy in Canada*, (one of the very few references on the subject), "Notwithstanding a relative dearth of Canadian case law on the subject, most discussion of computer and e-mail surveillance in the workplace assumes that employees enjoy little or no expectation of privacy within the workplace."

What about those old favorites, Yahoo or Hotmail? Will sticking to those mail services during work hours keep your email out of the clutches of Big Brother?

Hardly. If you are writing to somebody else's work address from your Hotmail account, the recipient's company can monitor messages coming in from your account.

Even the most private messages become public the minute you click "send".

There is no way to guarantee that the recipient will be the only person to read what you've written, and in the event that somebody you have written to is investigated, there will certainly be cause to subpoena your Hotmail mailbox content.

Finally, what real reason do you have to be checking personal email on work time anyway? Especially if you're clogging the network with the videos, images and downloads from your messages. It simply isn't appropriate, and there are security risks in using an email address that the office can't track.

Admittedly, it can be tough, keeping work and personal emails separate, especially if you're on the road all the time.

You may not have a corporate email address and will need to use a web mail service to communicate personally and professionally. This is pretty risk-free, but in the event of an investigation, what you have written at any point to anybody can be brought out into the open. ▲

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mitsubishi's new lineup

THE 2008 RANGE INCLUDES REDESIGNED CLASS 6/7 FK/FM TRUCKS

For 2008, **Mitsubishi Fuso** has added a new class 3 truck to its FE series, refined its class 4 and 5 FE series, and completely redesigned its class 6 and 7 FK/FM series. The all-cabover line will be joined by a new class 4 crew cab and 4WD models next fall.

The class 3 FE125 offers a 12,500-lb GVWR on the same basic chassis and same cab configuration as its heavier-duty class 4 and 5 siblings. The frame is made from steel with a 51,200-psi yield strength, in a straight ladder configuration. It has hydraulic disc brakes at all wheels and stabilizer bars front and rear, powered by a 4.9L DOHC turbocharged inline-four diesel producing 185 hp and 391 lb ft of torque.

Both the FE125 and the class 4 FE145 (14,500 lb GVWR) now come with an

Aisin electronic 6-speed overdrive automatic transmission as the only gearbox choice. The class 5 FE180 (17,995 lb GVWR) features the same Aisin automatic as standard, but also offers a Mitsubishi 6-speed overdrive manual transmission option.

The latter two of those trucks, plus the class 5 FK200, get a 7.5L SOHC turbocharged diesel, an inline six pushing out 243 hp and 516 lb ft of torque.

On all FE models, the shift lever is mounted on the dash and the parking brake is mounted between the seats, so the floor is free of obstacles, providing more center-seat leg room and allowing the driver to easily exit from the curbside door when that's the safer path.

The completely redesigned FK and FM class 6 and 7 models offer major

improvements in driver ergonomics, environmental impact, and safety and performance, the manufacturer says. These trucks are powered by a completely rebuildable Fuso 7.5L in-line six, a turbocharged diesel that generates 243 hp and 514 lb ft of torque. An Allison automatic transmission is standard; a Mitsubishi 6-speed manual transmission is optional on the FK200 and the FM330. Stopping power is provided by air-over-hydraulic drum brakes on the FK200 and full air brakes on the FK260 and FM330. An air-operated exhaust brake is standard on all models.

The new FK-FM cab has been refined to produce better aerodynamics—a four-percent improvement with van bodies, Mitsubishi claims, and a whopping 25-percent gain with flatbeds and other

low-profile bodies installed. A semi-floating cab mount, optimized cab roof structure, and redesigned interior combine to reduce vibration and interior noise. In fact, the 2008 model is said to be eight-percent quieter at idle than the 2007 truck.

The revised roof structure also provides more headroom across the cab, and both tilt and telescoping range have been increased with the new steering column assembly. Seat adjustment range has been increased to accommodate a larger range of drivers.

Every new Mitsubishi Fuso truck is covered by the '3-4-5' warranty that includes a three-year/unlimited-mileage bumper-to-bumper vehicle limited warranty, a four-year/unlimited-mileage rust-through limited warranty, and an "unmatched" five-year/175,000-mile (FE models) or five-year/250,000-mile (FK/FM models) powertrain limited warranty. The powertrain warranty covers not only internal engine components, but many bolt-on components like starter motors, turbochargers, and alternators.

See your dealer or visit www.mitfuso.com.

TRAILER FAIRINGS

FUEL SAVINGS FROM CARRIER

TRANSICOLD

Carrier Transicold and its North American dealers are now the coast-to-coast distributors and installers of Freight Wing trailer fairings, which can reduce fuel consumption significantly. The patented fairings reduce aerodynamic drag in the underside and front of a trailer, and Carrier says they've been proven to reduce fuel consumption by as much as six percent in SAE/TMC J13231 tests.

Carrier offers two fairing types: belly and gap. Belly fairings are a relatively lightweight panel-and-bracing system that extends the trailer sides downward in front of the rear wheels to divert air flow along the exterior. They're available for 48- and 53-ft dry van and refrigerated trailers. For dry vans, Carrier also offers gap fairings, which attach to the front of the trailer to divert airflow that would normally stream into the gap behind the tractor.



International's 5900i Set-Back Axle

Belly fairings improve fuel economy by four percent, and gap fairings add another two percent, Carrier says.

The belly-fairing figure is actually 4.2 percent at 65 mph, to be precise, according to wind-tunnel testing sponsored last year by the National Research Council (NRC) of Canada that was open to several developers of aerodynamic technology. The NRC has one of the world's largest and most sophisticated wind-tunnel facilities, based in Ottawa. Test results showed a 5.9-percent reduction in wind-averaged drag coefficient at 55 mph with the belly fairing.



"At speeds greater than 50 mph, aerodynamics is the most important factor in tractor-trailer fuel economy. At 65 mph, more than 50 percent of a truck's fuel is used to overcome drag," says Ralph Bott, general manager of Carrier's Performance Parts Group.

See your Carrier dealer or visit www.trucktrailer.carrier.com and www.freightwing.com.

PAYSTAR 5900I SET-BACK AXLE

INTERNATIONAL'S SEVERE-SERVICE TRUCK

International Truck and Engine will soon be unveiling the newest model in its PayStar line—the 5900i Set-Back Axle (SBA). Its new axle configuration addresses customer needs for front load distribution and improved maneuverability.

Powered by Caterpillar and Cummins diesel engines with up to 625 hp and built on standard 12.25-in. frame rails, the new truck also offers a lightweight aluminum cab with an aggressively sloped hood that allows good forward vision.

Other features include: a redesigned front grille for improved cooling; outside air cleaners for better air intake and reduced service intervals; upcoming standard wide-track axles for increased maneuverability; standard dual power-steering gears that require less steering effort (for front axles 14,600 lb and higher); standard 'Whisper Cab' sound insulation package; and a new heavy-duty front bumper with tow pin (to haul more than 80,000 lb) or tow hooks (to haul less than 80,000 lb).

The PayStar 5900i SBA is also available as a tractor, and it's ready for ordering now but will not be officially introduced to the public until the ConExpo-Con/Agg trade show next March.

See your dealer or visit www.internationaltrucks.com.

HYBRID REEFER TRAILERS

UTILITY'S TRAILER PREP PACKAGE

Utility Trailer Manufacturing says it has designed a special prep package for the 3000R refrigerated trailer "to match the significant improvements in reliability,



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CITY	Price	(+/-) Previous Week	Exd. Taxes
WHITEHORSE	115.6	0.7	97.8
VANCOUVER *	109.2	-0.3	78.0
VICTORIA	109.2		81.6
PRINCE GEORGE	103.7	1.3	78.8
KAMLOOPS	109.5	3.3	84.3
KELOWNA	105.9	0.7	80.9
FORT ST.JOHN	103.9		79.0
YELLOWKNIFE	105.9	-7.0	86.8
CALGARY *	102.5	4.1	83.7
RED DEER	99.9	3.7	81.2
EDMONTON	101.3	4.2	82.5
LETHBRIDGE	101.6	2.8	82.8
LLOYDMINSTER	104.9	5.0	86.0
REGINA *	105.6	3.7	80.6
SASKATOON	103.1	1.2	78.3
PRINCE ALBERT	101.9	3.0	77.1
WINNIPEG *	102.3	4.2	81.0
BRANDON	101.9	3.0	80.6
TORONTO *	98.9	1.2	75.0
OTTAWA	97.6	0.3	73.8
KINGSTON	99.5	1.6	75.6
PETERBOROUGH	99.9	2.0	75.9
WINDSOR	97.7	1.2	73.9
LONDON	99.9	1.0	75.9
SUDBURY	100.4	0.9	76.4
SAULT STE MARIE	99.4		75.5
THUNDER BAY	104.1	3.0	79.9
NORTH BAY	98.8	1.3	74.9
TIMMINS	107.2	2.8	82.8
HAMILTON	99.7	2.6	75.8
ST.CATHARINES	96.4	0.5	72.7
MONTRÉAL *	110.2	1.8	76.5
QUÉBEC	110.7	2.5	77.0
SHERBROOKE	109.9	2.0	76.2
GASPÉ	108.9	3.0	75.4
CHICOUTIMI	107.4		74.1
RIMOUSKI	109.9	2.7	74.1
TROIS RIVIÈRES	110.6	4.7	74.1
DRUMMONDVILLE	106.9	2.0	74.1
VAL D'OR	110.4		74.1
SAINT JOHN *	113.1	6.0	78.3
FREDERICTON	112.7	4.1	78.0
MONCTON	112.6	1.5	77.9
BATHURST	113.9	2.1	79.0
EDMUNDSTON	113.7	3.4	78.9
MIRAMICHI	113.5	2.0	78.7
CAMPBELLTON	111.9	2.5	77.3
SUSSEX	112.7	3.1	78.0
WOODSTOCK	114.9	3.0	79.9
HALIFAX *	111.4	4.4	78.3
SYDNEY	114.4	2.8	80.9
YARMOUTH	113.2	2.7	79.9
TRURO	111.8	3.4	78.6
KENTVILLE	111.8	2.7	78.7
NEW GLASGOW	113.2	2.7	79.9
CHARLOTTETOWN *	107.9	2.8	77.6
ST.JOHNS *	114.5		79.9
GANDER	114.0		79.5
LABRADOR CITY	121.9		86.4
CORNER BROOK	113.1	-0.2	78.7
CANADA AVERAGE (V)	104.7	2.3	78.6

V-Volume Weighted

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

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

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

www.espar.com

In Gear

performance and life expected with hybrid [refrigeration] systems." It provides an engineered interface between the trailer and the refrigeration system.

Utility says it recognized that this interface has an impact on overall performance and reliability, especially in demanding applications like multi-temperature, where heavy fork-lift traffic, multiple door openings and movable bulkheads make them more prone to damage and wear.

Among the newly engineered features specifically for hybrid multi-temp applications is a flush, heavy-duty, divided aluminum trough that houses refrigeration lines and electrical cables in separate compartments; a full length, grounded, copper channel surrounding the high-voltage cable; and a quarter-inch thick trough cover to better protect the high-voltage cable from damage from fork truck masts and shoring bars.

See your dealer or visit www.utilitytrailer.com.

XTRA LEASE TRACKING

FLEETS GET MORE MONITORING TOOLS

XTRA Lease has added new flexibility to its trailer tracking service, enabling users to set up customized groups to monitor their fleet activity.

Now, fleet managers can assign leased trailers to groups they create, such as pools or dedicated contracts, and then monitor these trailers based on group activity. It should improve trailer utilization performance and the ability to respond quickly to business and shipping changes.

Users can also receive temporary emergency notifications to monitor specific activities, such as door openings or unplanned trailer movements. For example, a fleet manager may want to keep an eye on a high-value trailer load over a weekend more closely than usual tracking provides. With the new capabilities, the manager can set the temporary notification feature to generate an e-mail alert any time an activity occurs during the time period he or she specifies, meaning better security and assurance that loads reach their destination as planned.

Other new enhancements include geo-fencing capabilities; exporting trailer history; and capabilities that enable users to assign customized monitoring plans to trailers in their fleet.

Earlier this year, XTRA Lease introduced a new trailer tracking system for its fleet, a customized version of Qualcomm's T2 Untethered TrailerTRACS asset management system.



The tracking devices use solar-powered charging, combined with seven-way power, to increase battery life. A new Web-based interface enables XTRA Lease customers to immediately hone in on trailer dormancy and utilization, and locate trailers quickly.

Since its introduction in March, XTRA Lease has installed the new devices on more than 90 percent of its rental vans. This trailer tracking is offered as a free service on dry van rentals as a way to help educate the industry on the service's value as a productivity tool.

See your dealer or visit www.xtralease.com.

ON/OFF-ROAD ENGINE LUBE

PETRO-CANADA'S DURON-E SYNTHETIC

Petro-Canada has launched DURON-E Synthetic 0W-40, an extension of its "next generation" heavy-duty engine oil product line. Specially formulated to help on- and off-road fleets perform in the coldest conditions, the new lube is said to offer longer protection in extreme cold temperatures, smoother start-ups, very good soot dispersion and top-up performance, plus



extended drain capabilities. As well, there's a conservation benefit through ease of engine starts and reduced viscous drag.

The design for the new Synthetic 0W-40 is based on the same performance-additive technology used for DURON-E 15W-40 and is suitable for use in 2007 and pre-2007 engines.

See www.petro-canada.com.

LED AUXILIARY LAMPS

TRUCK-LITE RELEASES 33-SERIES

Truck-Lite has expanded its line of 33-Series products, offering high- and low-intensity auxiliary lamps in six different colors. As auxiliary lamps, these lamps were not required to meet any output standards, but were designed for creative and appearance applications. Just like Truck-Lite's current 33-Series Mini-Marker, these lamps require a standard three-quarter-in. drill for mounting both the grommet or flange versions. The lamps are so small, they can be carried into protective extrusions or mounted below mechanical features, unlike larger traditional style lights.



The expanded 33-Series will meet many applications such as cab interiors, glove boxes, trailer interior of trailers, and exterior show lighting if mounted on a separate switch. Products are offered in both standard and high-intensity versions. The high-intensity line has been labelled 'Super 33's', designed at 0.120 amps, whereas the standard line will be called 'Model 33's', drawing only 0.03 amps. The expansion offers colors in red, amber, green, blue, purple, and white, all in both high and low intensity.

The lamps are about the size of a penny, making a very small target as compared to traditional lamps. In addition, all lamps are hardwired and easily retrofitted.

See www.truck-Lite.com.

INVERTER/CHARGER

WEATHERPROOF XANTREX IP1012 AL

The new **Xantrex** IP1012 AL inverter/charger converts 12-volt DC battery power into 1,000 watts of standard 120-volt AC household current. Mounted on the frame rail of a heavy truck, it means the driver can operate a small air conditioner, microwave or other appliances, electronics and tools from any dual-purpose battery bank.

The built-in 50-amp battery charger quickly recharges batteries to full capacity in three automatic stages when the unit is connected to shore power. While the batteries are charging, the system seamlessly feeds shore power to any AC loads connected to the unit, and manages the incoming power automatically, preventing nuisance tripping of the shore power breaker.

Certified for ignition protection, the Xantrex IP1012 AL can be safely mounted in a battery box that's mounted on a vehicle, freeing up valuable interior cabin



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In Gear

space. Said to be rugged, and completely sealed in a weatherproof aluminum enclosure to provide dust and water resistance, the inverter/charger can also be mounted in areas exposed to the elements, without damage to the unit. It uses a weatherproof AC wire harness and has been tested to operate within a temperature range of minus 40°C to plus 40°C.

Its 1,000-watt continuous output comes with 3,000-watt surge capacity, and it's similar in size to a Group 31 battery. The built-in 20-amp transfer switch automatically transfers between inverter power and AC power. Xantrex says the unit is rigorously tested for industrial class vibration, emissions and environmental requirements. It comes with a remote switch control, an integrated sensor for temperature-compensated charging, automatic over-temperature and over-current shutdown, and intelligent low-voltage cut-out based on 10.6 volt DC threshold. Warranty is for two years.

See www.xantrex.com.

2008 KENWORTH CALENDAR

HOT OFF THE PRESS AND AVAILABLE The six-page, 2008 **Kenworth** wall calendar is highlighted by two Kenworth family photographs—in one is the heavy-duty group, while the other shows off Kenworth medium-duty trucks. The wall

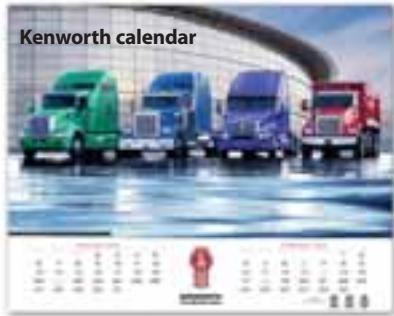
calendar is 26-1/4 in. tall by 28 in. wide.

There's also the 2008 Kenworth appointment calendar that offers 12 different photos including the six wall calendar photographs, and three paired photographs of the T660 Extended Day Cab and T660 86-in. Studio AeroCab, T800 dump truck and W900S mixer,

and K360 class 7 and K260 class 6 cabover models. Three separate photographs focus on a T800 fire tanker, C500 and T270 hybrid. The appointment calendar is 9-3/4 x 13 in.

To order the calendar, visit your Kenworth dealer or go to www.shopkenworth.com and click on 'Calendar'. Cost is US\$15.95 for the 2008 Kenworth wall calendar and \$10.60 for the appointment calendar. Prices don't include shipping and handling. The calendars can also be ordered at 1-800-791-0913.

See www.kenworth.com.



LED-ARROW SIGNAL

GROTE LAMP FOR TRAILERS

The new LED-arrow turn signal lamp from **Grote Industries** is said to produce "a more piercing, brilliant light". The large, bright amber LED arrow signal lamp gives drivers of following vehicles crucial extra time to notice them making a turn. Grote notes that a recent U.S. study found turning vehicles to be at the root of about 10 percent of truck-vehicle crashes.

The lamp is claimed to offer up to 3 ft of extra stopping distance for every 10 mph a following vehicle is traveling.

A shock-resistant LED, with advanced optics and a permanently sealed circuit board, it offers dramatically increased life compared to incandescent products. The lamp is constructed with LEDs rated to last 100,000 hours, compared to just 500 hours for a more fragile incandescent lamp bulb.

The new LED turn lamp comes with a three-year warranty.

See www.grote.com.



HEAVY-DUTY LIFTGATE

WALTCO'S NEW WDL-XT

Waltco Truck Equipment says its new Waltco Direct Lift (WDL) Extra Tough (XT) rail-type liftgate is suited to the most demanding applications. It's available in four weight capacities—3,500, 4,500, 5,500 and 6,500 lb—and in both steel and aluminum platforms.

The liftgate represents the next generation of the WDL series, the maker says, with a number of new design features. Closed-circuit, volume-balanced lift cylinders, for example, are said to ensure an even lift under any loading condition, without the use of a flow divider valve. The self-bleeding lift cylinders, which are matched to gate capacity, also help reduce installation time. All wiring and connections feature a 'plug and play'



"It is nice to have confidence in your truck when you start the day and now that I bought a Hino, I do! The truck works great and the new DPR filtration system is easy to understand and works excellent. I certainly will entertain another Hino in the future."

Hino 258

Terry Leblanc,
Atlantic Oliver Retread,
Dieppe, NB,
Tire Sales



design and meet or exceed all Technology & Maintenance Council recommended practices. The hydraulic system, which incorporates a thermally protected power unit, is said to maximize the fluid flow rate, enhancing the liftgate's operational performance while minimizing amperage draw requirements.

Other standard features include hardened-steel rollers mounted on tapered roller bearings that minimize friction;



sealed roller bearings to reduce contamination; and pneumatically assisted deck opening. Lower columns are reinforced

with a one-inch steel wrap to reduce the potential of damage caused by backing into loading docks, while LED lights are fully recessed to minimize both damage and theft.

See www.waltco.com.

CARD COLLECTORS ALERT!

CAT SCALE RELEASES SERIES SEVEN

CAT Scale Company has just released its Series Seven Super Trucks Limited Edition collector cards in sets for purchase. Series Seven contains 60 cards and were originally distributed at CAT Scale locations in 2005.



The cards are from the original printing and have been shrink wrapped in sets. All proceeds from the sale of the cards will be

donated to the Iowa 80 Trucking Museum to be used for further promotion of the trucking industry's importance in our everyday lives.

Collector books are also available through participating CAT Scale locations. Each collector book contains

MICHELIN LIGHTS UP TIMES SQUARE

In New York City Michelin recently launched a bold announcement to the world that energy-saving 'green' tires make a difference. They call it the 'green meter.'

On the NASDAQ and Reuters boards in Times Square, for four straight days at the beginning of November, these meters showed the fuel savings and reductions in CO2 emissions achieved since 1992 when Michelin's energy-saving tires were first introduced. Naturally, they featured the world-famous Michelin Man.

In fact, Michelin actually projected such meters simultaneously in four major cities around the world—Berlin, Paris and Shanghai as well as New York.

The company's 'green' tires include a variety of passenger-car, light-truck and commercial truck tires optimized for fuel economy. In 15 years, compared to conventional tires on the road, the 570 million such tires sold worldwide have reduced fuel consumption by an estimated 2.38 billion gallons, Michelin says, resulting in a reduction of CO2 emissions of 25 million tons. That, says the tire maker, is the equivalent of the amount of CO2 absorbed by 880 million trees in one year. You can read more at www.michelin-green-meter.com.



plastic sleeves to hold a complete set of Super Trucks cards. They can also be ordered online at www.catscale.com or by calling 1-866-446-9280.

SMALL FRONT LOADER

HEIL'S HALF/PACK LINE EXPANDS

The newest member of the **Heil** Environmental family of Half/Pack front loaders is also the smallest. The 20-cubic-yard Half/Pack sits on a single-axle chassis with a tag axle. While a standard 28-yd Half/Pack has a wheelbase of 210 in., the new unit's wheelbase is just 185. Yet it retains the 12-yd hopper, curved body, patented clamp-on arms and interlaced subframe of the larger models. It's a full-eject unit with a flat tailgate featuring Heil's Shur-Lock hydraulic tailgate lock system, which means the operator can unlock the tailgate, discharge the load, and then secure the tailgate, all without leaving the vehicle cab.

The 20-yd Half/Pack is said to be gentler on city streets than larger refuse-collection vehicles, says Heil. It's aimed at both commercial routes and residential collection, and can be used on manual, semi-automated or automated routes. Heil developed the smaller model in response to a fleet's request for a single-



axle residential front loader because local ordinances of some cities in which it operates forbid the use of tandem-axle vehicles, in order to reduce wear on the streets.

Heil Half/Pack front loaders are also available as 23-, 28-, and 32-yd models.

See www.heil.com. ▲

Online Resources: TODAYSTRUCKING.COM

These products and many more, some in greater detail, can also be seen online in the Product Watch section at www.todaystrucking.com. While you're there, you can also subscribe to a FREE e-mail newsletter, **Lockwood's Product Watch**, that will keep you up to date on the latest products—with commentary attached—every two weeks. Why not stay at your computer and let the very best product news come to you?

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By Peter Carter

Highway 400 Heroics

Go ahead. Make your drivers' days.

A decade and a half ago around this time of year, my wife Helena and I were headed north from Toronto to Sudbury and about 120 klicks into the trip, just after the four-lanes of Highway 400 ran out, so did the coolant in our aging Cutlass.

There's nothing like the smell of burning rad hose to take the charm out of a winter's drive.

Helena knew instinctively what had to be done. She got out of the car, reached into the back seat, extracted our tiny twin daughters Ewa and Ria—one in each arm—stood out behind the Olds and smiled at passers-by.

The first truck to approach was a straight job full of Coca-Cola and no sooner did the driver spy the missus than he braked, pulled over and hopped out of his pop truck.

It took him all of 15 minutes to tape up our hose and top up the rad. He would neither accept a few bucks for his trouble nor tell me his name.

The next day, in Sudbury, my dad and I visited the local bottling plant to see who the Samaritan was, but no luck.

So a decade and a half later, wherever you are pal, thanks.

You saved four butts and won my wife's eternal gratitude. (A Dr. Phil Editor's note: Want to steal a mother's heart? Be nice to her kids.)

Anybody who tells you that roadside chivalry's a thing of the past is dead wrong.

Listen to this. In early February of this year, just a few minutes from where Helena and I ran out of steam, MacKinnon Transport driver Tim Ferguson was headed south and he spotted a person standing on the side of the road, her toes at the pavement. He knew something was wrong. He started to brake. Fast.

When he was about 20 ft north of the poor girl—turned out to be a teenager—she jumped in front of his rig. Fortunately, Ferguson had stopped. He leapt from his cab, calmed her down and accompanied her to the roadside.

Just as he was catching his breath, out on to the highway she ran again, this time past his truck and into the southbound lanes.

When Ferguson told me what he did next, he prefaced it by saying he wouldn't have even tried, if he'd given it a moment's thought first. He followed the girl out into traffic, holding back the cars and slowing people down.

Later, a police report showed that the girl had been trying to commit suicide.

Ferguson—this is a guy who rides bulls for fun in his off hours—said she was so hysterical he didn't think he could calm her down. But he did.

And waited with her until the cops and an ambulance showed up to take her to where she could get help.

Everybody went on their way.

The fact is, acts of heroism—like taping up my rad hose as well as the more sensational, such as what Tim Ferguson did for that girl—go with trucking the way getting wet goes with fishing.

I only know about Ferguson's otherwise unreported actions

because a few months later Ferguson was named the 2007 Bridgestone Firestone Canadian Truck Hero of the Year and I was present at the awards ceremony.

It reminded me that the time has come to submit nominations for the annual *highwaySTAR* of the year contest.

Your driver doesn't have to be a hero to win the great prizes, but it seems that if

you scratch any decent driver's record, you'll find that there's some, unreported event, that makes them worthy of recognition. And I think you should consider putting one or more of your drivers' names into the *highwaySTAR* hat.

You can read more about the booby on page 52 of this issue, but what the ad doesn't say is that if you do name somebody from your outfit for the (swell) prize, you really should let him know that you did so, even if he doesn't win.

In these tough and unsure times, being told you're doing a good job and that the boss is proud is a pretty fair prize in itself. ▲

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



EVERYDAY HERO: Tim Ferguson was driving south, stopped, saved a life, and then drove home.



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