

**LEST WE FORGET: ONE DRIVER'S PROUD REMEMBRANCE, PG. 21**



Larry Josie

November 2007

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# Today's Trucking

The Business Magazine of Canada's Trucking Industry



PG. 50

Dilemma in  
the oilfields

## Where The Money Is

How our rising dollar  
affects you, pg. 43

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**BETTING ON**  
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# Today's Trucking

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Everyone seems to be talking about ethanol and fuel made from food products. Good ol' diesel has a few solid years in her, yet. Make that a LOT of years.

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Truckers across the country are trying to make sense (and cents) of the fact that our buck's BIGGER than their buck. It's a struggle.

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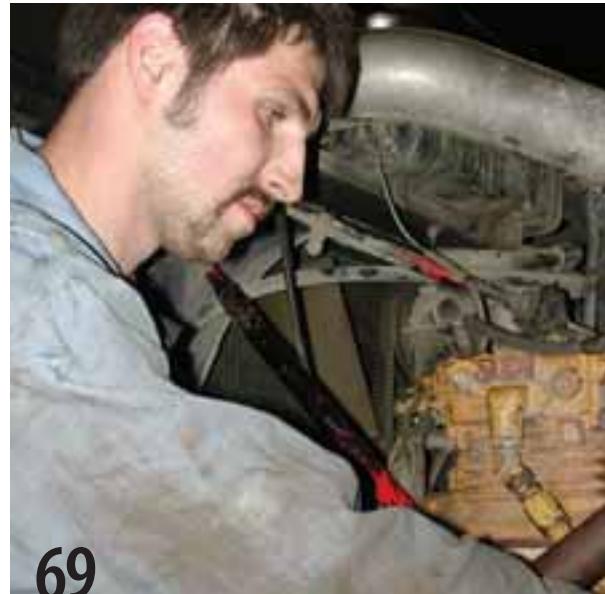
"We've seen a lot of changes over the past five years," one trucker says. "And it's not all good." A look at the good, the bad and the muddy of trucking in the oil sands.

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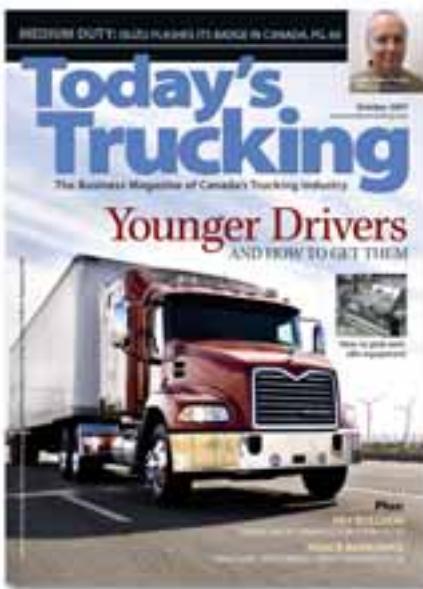
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Award Winner



Canadian Business Press



## Lean green grass of home

*Re: "Slow Workers Ahead," (Marco Beghetto, July/August '07).*

Scott Johnston, of Saskatoon's Yanke Group of Companies, says he offered to train laid-off union workers in Northern Ontario for a flip-seat team operation from east to west then U.S.-to-Toronto and home for a couple of days.

He states that he was amazed at the extent to which people would go hoping things would return to normal rather than move forward on a new journey.

He implies that we are not at all interested in relocating to greener pastures.

As one of the younger (age 50) employees of a large forest company that restructured from 1,200 to 200 and then to zero workers (Kimberly-Clark), I am indeed patiently waiting for things to return to normal, knowing that this will not happen.

I would rather keep doing what I'm doing, and no one can judge that unless you know what it's like. And there is quite a difference of opinion on the meaning of greener pastures.

After working long hours all our lives—but at least with the convenience of returning to our families—does Mr. Johnston expect us to accept jobs where we would be gone most of the time, especially when we are needed most at home?

## Letters

I'm thinking now of those of us whose parents are still alive but need help.

Also, if you were to figure out the hours spent away from home for some of these available jobs, I think you'd find that the worker would be earning below minimum wage.

Minimum-wage jobs are still available at home.

And, you get a much better quality of life in a single day helping people than you would get in 30 years working for a big company where you always remain just a number.

Perhaps companies such as Yanke could look at restructuring in a way that may be less cost effective short-term but more profitable long-term.

Some companies in the past have taken advantage of the fact that our communities in northern Ontario are located centrally, between Winnipeg, Toronto, and Montreal.

Those types of short hauls would mean that drivers would be home every other day, therefore adding to our quality of life and more value to the community and our lifelong investment of a home.

Another large drawback in recruiting good drivers is that the trucking industry is being regulated to death. As soon as you get behind the wheel you feel like a targeted criminal.

Drivers are now liable for all types of occurrences that are beyond their control. Your whole future rides on your licence. That means your life and career are dependent on how everyone else around you drives.

Everything is riding on the wheels, and keeping the shiny side up is not always easy.

My congratulations go out to all the good truck drivers who have kept up their reputation and who haven't been scared of greener pastures.

Marcel Beaudoin  
Longlac, Ont.

**HOW TO REACH US:** We want your feedback. Write [editors@todaystrucking.com](mailto: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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**By Rolf Lockwood**

# But What Do I Know?

**Trying to make sense of things in terms of future fuels is at best a bumpy road.**

**A**s far as I can tell, the world is not about to end. Well, not today anyhow. And probably not tomorrow. Al Gore and the sometimes rabid environmentalist movement might have you think differently, and it might well be that their scare tactics are appropriate in the face of some evidence that global warming is screwing up our tiny planet. The last bit of that sentence actually pushes me toward a discussion about the extreme dangers of human pride and the odd notion that we're alone in the universe, but that's another chat altogether. Best left to a free evening with bright minds and a bottle or two of Armagnac.

Getting back on track, I'm beginning to fear that the whole global warming thing might just be a 'swindle', to quote a documentary aired on England's Channel 4 television network earlier this year. It opened up the idea that the earth's history is one long story of climate change and that global warming is a natural process, not one caused by man. In the process, it noted that there was a mini ice age in the 17th century and an even warmer period than we're seeing today way back in medieval times. In both cases, long before we started making carbon dioxide, which is said to be the chief greenhouse gas and the root of global warming.

For that matter, the fact is that we're not even close to being the biggest cause of carbon dioxide emissions—it's made in far larger quantities by things like volcanic emissions, animals, bacteria, decaying vegetation and the ocean.

The point is that I'm in doubting gear. This represents a shift, I admit, because about a year ago I started to buy into enviro-worry and said so on this page. I had nearly hopped on the bandwagon. My old friend Dave Brennan, who used to head Fontaine Fifth Wheel in this country, made me look more carefully at things. He's a professional sceptic, he knows a ton about all this stuff, and he doesn't buy any of the David Suzuki shtick for a second. Says the environmental movement is really about money—a self-perpetuating industry of its own.

In any event, since then I've scoured the web and read all manner of articles and reports and yet more opinions on the subject. And the more I read, the less sure I become that our 'crisis' is painted accurately.

That's all by way of introduction, because I want to talk about fuels again. This space in our September issue had me writing, and not in an altogether complimentary way, about biofuels ('Biofuel Follies', pg 9). In my Product Watch e-newsletter I've been doing the same exploration, and in each case I've generated

quite a lot of reader comment. Not all of it kindly.

To recap, in September I said that the rush toward biofuel did not seem to be based on uniformly good science and in many cases showed clear evidence of misguided public policy. In the process I also said, with tongue partly in cheek, that farmers and the agribiz conglomerates were about to become the new oil barons. And that raised the ire of several westerners. A few phone chats later, I find I know more about western agriculture—like the fact that a bushel of wheat now brings in more than \$6.50, which hasn't been the case for 30 years, whereas farmers were lucky to get \$2 a year ago.

The truth is, I'm glad to see farmers—and the truckers who haul their product—making a decent buck for a change. I could hardly think otherwise. Just to set the record straight.

**The more I read, the less sure I become that our environmental 'crisis' is painted accurately.**

Now, getting back to biofuels, I've written a story in this issue (see 'Long Live Diesel', p.38) that explores the stuff that you're likely to be pouring into your saddle tanks in years to come.

The original object with this article was to explore the fuels that might power our trucks if and when diesel becomes too scarce or too expensive to be viable. Secondary objects were to pin down just how long diesel is likely to last and to isolate the truth about biofuels amidst an awful lot of hyperbole. As always, I first scoured the available information and collected an enormous digital pile of facts and studies and arguments and opinions and... well, BS.

I found supposed expert websites that didn't agree on the fuel that was first intended to run Rudolf Diesel's amazing engine—peanut oil or powdered coal? I found apparent lies. I found wildly divergent projections about this fuel and that. I also found that biofuel enthusiasts are part of what almost seems to be a religious cult. They're downright evangelical.

In short order, my head was spinning. But, editorial trooper that I am, I soldiered on. So have a look at page 38 where I've tried to sort things out in a preliminary kind of way. And do let me know what you think—by way of [rlockwood@newcom.ca](mailto:rlockwood@newcom.ca). ▲

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# Dispatc

BY MARCO BEGHETTO

## Lane Departure

**Is the so-called NAFTA 'Superhighway' fact or super-fiction?**

**C**ontroversial politics always makes for very strange bedfellows. The increasingly heated issue of even freer trade among the three NAFTA states has unified a very odd assembly of special-interest groups and lobbyists raging against what they believe are plans currently underway to create a North American union, controlled by—you guessed it—Washington.

The groups, which include the populist American far-right John Birch Society as well as the leftist Canadian Action Party, among others, claim that the Security and Prosperity Partnership (SPP) of North America—a trilateral approach to prioritizing trade and security between Canada, the U.S., and Mexico—is actually a secret Big Brother scheme cooked up by the three nations to establish a new continental order.

These two groups in particular—who likely would never be caught agreeing on

any other issue—recently held a press conference in Ottawa to condemn the conspiratorial agenda. They allege that hidden deep within the SPP are plans to expropriate huge plots of privately owned land to build a so-called NAFTA Superhighway.

You've probably heard of it before, although there are many versions floating around. The most talked-about design supposedly has the private toll highway connecting all three NAFTA countries from northern Mexico, through the center of Texas, up the I-35 through Kansas and the U.S. Midwest, and across the border to Winnipeg and beyond.

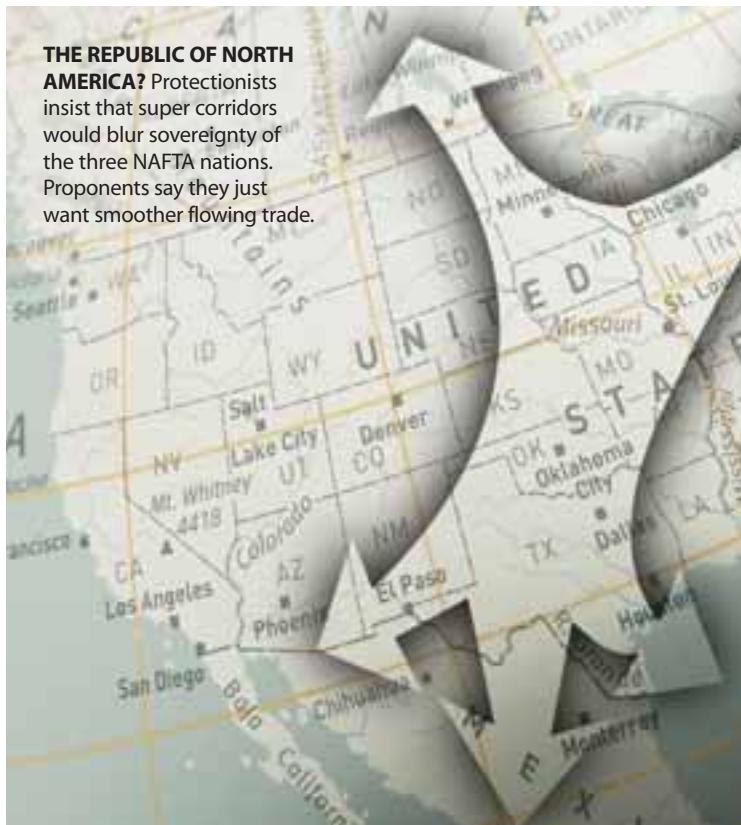
Branches would extend from the main artery to the west coast, and through Ohio and Michigan to Ontario border crossings. The highway itself, the groups warn, would be colossal: 10 lanes (or four football fields) wide,

with fiber-optic cables, oil pipelines, and rail lines running along either side. Whew!

So, is it true? Well, we know this: The governments of all three nations have, not surprisingly, denied such

claims while pledging their commitment to identifying “high priority corridors” to enhance trade flow. At the same time, there is no language in the SPP that proposes a new, separate

**THE REPUBLIC OF NORTH AMERICA?** Protectionists insist that super corridors would blur sovereignty of the three NAFTA nations. Proponents say they just want smoother flowing trade.



# Superhighways

superhighway cutting swaths of land through the continent. That said, bureaucrats are keeping many details of the SPP close to the chest. And where there's secrecy, there's fertile ground for conspiracy theories.

Frank Conde is director of communications for NASCO (North American Super Corridor Coalition)—a Texas-based group of trade interests from all three NAFTA nations. In an interview with *Today's Trucking*,



Conde comes out firing at his critics: "Let me say plainly as possible. As for a proposed gigantic NAFTA Superhighway, there is no such thing. None at all."

All that groups like his are promoting, insists Conde, is "the maintenance and upkeep of existing transportation corridors that were already in place and serving all three countries long before NAFTA."

That effort alone, he adds, is a tough-enough sell, considering there are precious few dollars available for infrastructure these days.

Conde says the North American highway system—in the U.S. in particular—is aging, over-capacitated, and polluted. The infrastructure has worn down with a 30-percent increase in the population over the last 50 years and likely won't be able to handle the expected 30-to-40 percent jump in freight tonnage by 2020. He adds that his group seeks to enhance existing north-south lanes between the Mexican and Canadian borders.

Work, the way he sees it, would include lane capacity expansion where possible and replacement of older, decaying structures. Conde also advocates building more



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The Quicksider is not a hybrid, which traditionally marries electric or hydraulic energy with diesel power. Without an engine or a transmission, this fully electric, direct-drive vehicle uses regenerative braking to capture energy normally wasted as heat during braking applications and stores it in four batteries running two separate electric motors inside the cargo area of the truck.

The 250-hp motor, which will be tested and evaluated on the streets of Toronto in the coming weeks, has a top speed of 110 km/h.

The Quicksider was the brainchild of Unicell back in 2000. Purolator joined the development team in 2003 and ArvinMeritor later jumped on board to design the electric axle drivetrain and suspension system,

regenerative braking system, and integration of the motors, gears and controls for a working vehicle.

This is arguably the most delivery-efficient courier vehicle in North America. Drivers who have to exit and enter their trucks up to 200 times a day will be sure to appreciate the automatic, hands-free side and rear doors. A one-piece, frameless fiberglass body and independent pneumatic front suspension allows the vehicle to "kneel" down to the curbside from the front, or down to ground level at the rear door.

The unique, aerodynamic design of the Quicksider is said to cut drag to half of a conventional stepvan. In fact, explains ArvinMeritor VP of Advanced Engineering and Product Strategy, Garrick Hu, engineers took both the Quicksider and a standard delivery truck to an airport runway to measure drag and rolling resistance.

The latter sped down the runway; the driver popped the clutch, put it in neutral, and researchers watched as the vehicle eventually rolled to a stop. On the Quicksider, says Hu, "we ran out of runway at 30 miles an hour."

For more on the **QUICKSIDER'S EVOLUTION**, check out the full story at [www.todaystrucking.com](http://www.todaystrucking.com). Type "quicksider" into the Search engine.

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## Dispatches

# DOWNTOWN CHURCHILL REAL ESTATE— BUY IT NOW!

**W**HO'LL NEED REEFER UNITS ANYMORE? The possibility of an arctic shipping lane could be a reality one day soon, according to the European Space Agency. The group reported last month that satellite photos show arctic ice has shrunk to the lowest level on record and that an ice-free passage is opening along northern Canada, Alaska and Greenland. Once impossible, the so-called Northwest Passage could evolve into the shortest shipping link between North American, European, and Asian markets. According to experts, the unexplored passage could trim thousands of marine miles and costs for shippers and importers. The route is said to be 7,000 km shorter than the 23,000-km Panama Canal route. It is also shorter than the 21,000-km Suez Canal route to Asia. Russia, Canada, the U.S. are three countries

vying to lay claim to the territory, which is said to contain about 25 percent of the world's untapped oil and gas resources.

The news bodes well for shippers and transport companies looking for future niche lanes.

Manitoba is one province putting itself in position to take advantage of what could one day become a major global trade corridor. The Manitoba International Gateway Strategy includes the possible establishment of the

Port of Churchill gateway, as the Prairies' most direct ocean link to Atlantic and Asian markets. A new Northwest Passage could turn Churchill into a major staging center for North American goods traveling north—way north. "Like in Winnipeg," says Bob Dolyniuk of the Manitoba Trucking Association, "when you're talking about cost and capacity, it's there."

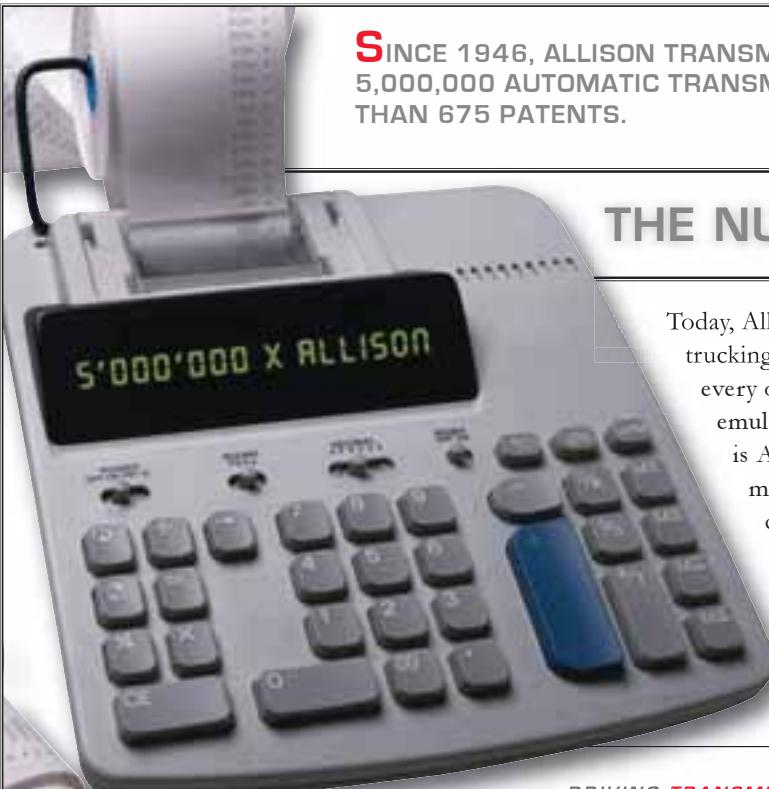


**COOL RUNNINGS:** Several nations are trying to lay claim to emerging Arctic trade lanes.

rest areas for truckers and "electrifying" main corridors for anti-idling, as well as for security tracking purposes.

As for theories that a superhighway would lead to a single currency, erase sovereign borders, eliminate jobs, and further pollute the environment, Conde describes them as "pure lunacy." He says he's bewildered by the kind of traction these "fringe" groups (who are supported by a handful of protectionist Republican politicians) have gotten recently in the media.

It's true that the groups are becoming successful in advancing the notion that new highways are an actual threat to the American way of life. CNN's Lou Dobbs gave the John Birch Society



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## Dispatches

some airtime last year. And more recently, after hearing about proposals to build a privately funded highway in Texas (supposedly the first leg of the NAFTA superhighway), Dobbs declared that it was a “mind-boggling concept,” and the politicians who promote it have “gone utterly mad.”

Canadian Trucking Alliance CEO David Bradley can’t help but laugh off such rhetoric. In fact, the way he sees it, all these efforts in the U.S. surrounding “supercorridors” don’t take the issue of international free trade seriously enough.

“I think it all has more to do with getting highways built in these jurisdictions,” says Bradley, who adds that some of these pro-highway coalitions need to do a better job of understanding freight patterns and Canadian border issues.

“If you want true NAFTA highways, then we need a true NAFTA environment, which includes such things as opening the southern border; an effort to harmonize weights and dimensions, and making sure that whatever we do to make the supply chain more productive, isn’t impaired by what happens at the border.”

Sure, from purely a truck-centric point of view, a new NAFTA superhighway sounds great in theory, says Bob Dolyniuk, general manager of the Manitoba Trucking Association. And while Manitoba is arguably the Canadian province that could have the most to gain

from a state-of-the-art separate “Midwest” freight corridor, Dolyniuk believes Winnipeg can once again become the main hinge at the top of a modernized North American trade triangle just with some enhancements and innovation to existing infrastructure.

It actually appears that both the feds and the province are starting to put in place the bricks and mortar for such a concept. The Manitoba International Gateway Strategy, for example, seeks to establish the province as a sustainable transportation and distribution gateway of choice for mid-continent trade. In theory, a share of Asian containers entering from western ports would be railroaded to Winnipeg, which—with low land and energy costs, and capacity to spare—would act as a major sorting and redistribution hub for goods destined to all points across the continent. The strategy would also include an inland port, marine port, and global air cargo center.

“Granted, a significant portion of Asia-Pacific container traffic comes through the west coast. But somewhere along the way, those containers are going to have to be sorted out and redistributed. What more logical place than Winnipeg?” asks Dolyniuk. “I would say that if the proper infrastructure is in place, Winnipeg would be a more effective consolidation center than

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Chicago or Minneapolis."

Clayton Gording, vice-president of operations for Reimer Express Lines, also foresees big opportunities for Winnipeg with or without a brand new "superhighway."

"Goods from Asia could come from Price Rupert and Vancouver to Manitoba, be de-stuffed and distributed for the U.S. That kind of thing can have a very big impact," he says. "Our location is so perfect, that you can reach so many places within 24 hours.

"But," he adds quickly, "I think we're still a ways off."

And if groups like the John Birch Society and Canadian Action Party keep having success spinning the issue, it'll be even longer still.

### **Compliance**

#### **HOS Stays; Delays Other Rules**

The American hours-of-service rules saga is starting to resemble a typical David Cronenberg film: It never seems to end, and no matter how many times it's explained, you can never figure out what the heck is going on.

The off-again, on-again HOS rules south of the border remain as you know them—at least until Christmas. Last month, the U.S. Court of Appeals granted a 90-day stay of its previous order to vacate the 11-hour driving, and the 34-hour restart provisions. As it now stands, the full hours of service rule will stay intact at least until Dec. 27.

The American Trucking Associations (ATA) filed a

motion with the court, urging it to hold off on enforcing its decision so that the Federal Motor Carrier Safety Administration (FMCSA) could have sufficient time to address the objections raised.

Trucking groups on both sides of the border argued that the industry and its customers could not revert to the old rules or instantaneously shift to an HOS regime with a different daily driving limit and without the 34-hour restart. Rather, such a conversion would require months of preparation and retraining of newer drivers, dispatchers, and enforcement officers who may be unfamiliar with the previous standard.

Carriers now await the FMCSA's decision on how it plans to proceed during the 90-day stay. ATA says, it's confident the extra time gives rulemakers enough time to issue a new interim final rule that retains the two key provisions.

However, it's looking as if the HOS turmoil is setting back several other proposed regulations that were supposed to be dealt with this year. An expected rule on electronic on-board recorders (EOBRs), for example, is not imminent, admits a FMCSA official.

Speaking to fleet execs and trucking suppliers at the recent 2007 PeopleNet user conference in South Carolina, Debbie Freund said the agency was still reviewing public comments and that an official decision on EOBRs has not been made. The comment period for the proposal closed in April.



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**DOMINO EFFECT:** The uncertainty with hours-of-service is forcing regulators to keep pressing the snooze button on other impending rules.

The ATA's Dave Potts went on to suggest the HOS seesaw has thrown the status of the EOBR rule off track. He said any change to HOS could result in the need for new EOBR specifications, updates to software programs and additional time to train drivers, management and roadside enforcement.

According to the notice of proposed rulemaking

(NPRM) issued in January, the devices will be required for a minimum of two years for carriers and owner-ops deemed "most likely to be a safety hazard on the road." Carriers charged with two serious HOS review violations (with a rate of violation greater than 10 percent), in a two-year period, will have to fit their entire fleet with EOBRs. Industry insiders also say

that other regs—such as changes to the Unified Registration System, as well as long-awaited new stopping-distance rules for heavy trucks—are being put on hold because FMCSA and related transport agencies have "higher priorities."

### Trailer theft

#### Stealing Steel: PQ Tankers Targeted

René Rouillard's equipment is under siege. And he's not alone in his home province.

There's been a sharp uptick in tractor-tanker heists in Quebec recently, and not necessarily for the loads they're carrying.

Thieves in La Belle Province are stealing steel in tonnes—literally. Sure, a

flatbed loaded with the stuff makes for a good take, but apparently, so does the equipment itself.

Rouillard, president of Bessette & Boudreau Transport in St. Hyacinthe, Que., had a stainless-steel tanker stolen earlier this year. It was a 2001 model with a value of about \$80,000 that he had to replace with a brand new unit costing about \$135,000, including a new security system.

The thieves probably pocketed a quarter of that on the black market. The stainless steel making up a tanker goes for around \$20,000 to \$25,000 on the street.

Another nearby carrier, says Rouillard, recently had its aluminum B-train tanker stolen. It had been sitting in

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a dealer lot while the tractor was in the shop for repairs. The yard camera shows a separate tractor coming into the yard, coupling the tanker, and driving right through the gates with it.

In the last year, the trucking industry in Quebec has lost close to 20 tankers, says the Quebec Trucking Association (QTA). The units are usually targeted

when they're empty. In fact, one story has a stolen unit being abandoned by the thief when he realized it was full of chemical liquid. "It is a total loss, which is not even the case with most accidents. Nothing can have a bigger impact on insurance," Rouillard tells us. Many carriers prefer not to report the rip-off to insurance companies in order to avoid a substantial



### ONE TRUCKER'S TRIBUTE TO OUR TROOPS

**O**wner-operator Larry Josie says we all owe a great debt to Canada's veterans, and he fully supports the Canadian troops currently serving overseas. And it's not just lip service.

This Coburg Ont.-based trucker has created a rolling tribute to the men and women who serve Canada.

First, he decorated his tractor with the names and photos of several vets, plucked from the Department of National Defence archives.

The truck is a 2005 model, which was designated The Year of the Veteran in Canada.

Recently, with the help of Sign Design, he applied these stunning graphics to one of the two trailers he owns. The montage shows Canadian troops in action overseas, and includes men and women from all branches of the Service.

He's regularly asked to bring the truck to various Legion events, and he recently took the truck to CFB Trenton to rave reviews by fighters stationed there. He says he is now being asked to attend more events than he can manage.

"My truck is a personal thank you for what all those people [the vets] have done for Canada in years past, and I know in a small way I'm one of the benefactors of their sacrifice," Josie says. "I decided to do the trailer to send the same message to our current bunch of soldiers, sailors, and pilots. We owe them our support, and I want to make sure they know we're behind them."

Josie has a regular run between Coburg, Ont., and Montreal, and the truck is easy to spot on Highway 401 any day of the week. He also says he's looking for sponsors to support the cost of the artwork and possibly doing a second trailer. Anyone who's interested can reach Larry at 905-960-2680 or 905-372-4001.

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## Dispatches

# heard on the Street

### ■ TRANSX BOSS CROWNED WITH PRESTIGIOUS BIZ AWARD:

It's not often a trucker is recognized as one of the most important business people in the country. But **Louie Tolaini**, founder of TransX Group of Companies in Winnipeg, was recently named the recipient of the Prairies-region Ernst & Young Entrepreneur Of The Year 2007 Award. "We are very proud to present Mr. Tolaini with this prestigious award," said Barry Munro, director of the Ernst & Young Entrepreneur Of The Year Awards program. "His ambition and courage reveal not only a great entrepreneur, but a great Canadian."

Starting out as an underprivileged farmer in Tuscany, Italy, Tolaini came to Canada at 19, determined to make a better life for himself. His journey took him from a laborer in western Manitoba to the head of a



Louie Tolaini

multi-million dollar transportation and logistics empire. Tolaini purchased a trucking business in 1963, when he had five trucks, seven employees and one facility. Now, more than

40 years later, TransX is Canada's largest privately owned transportation company.

As the Prairies region award recipient, Tolaini will compete with top entrepreneurs chosen from the Pacific, Ontario, Quebec and Atlantic regions for the national honor of Entrepreneur Of The Year, to be announced this month in Toronto.

The awards honor those who have demonstrated excellence and extraordinary success in areas such

as risk taking, company development, innovation and personal commitment to their businesses and communities.

■ **Paul and Steve Harper**, owners of **HARPER GROUP INC.**, have launched a new leasing company, Harper Leasing Inc. The new division will offer custom leasing options on commercial vehicles, diesel engines, industrial equipment, power units and generator sets. It will initially launch with a network of 17 locations across Ontario and operate out of the Harper's 10 Diesel Drive location in Mississauga, Ont.

**Michael J. Donnelly** was named general manager of the new leasing franchise.

"The key driver for our industry continues to be meeting and exceeding our customer's requirements," said John Cosgrove, president of Harper Power Products. "Launching a leasing company was the next logical step in order for us to offer our customers a comprehensive commercial vehicle and industrial equipment product lineup in the Ontario market at the lowest operating cost," said Cosgrove.

■ **TRAILCON LEASING** of Mississauga, Ont. has headed west, opening a brand new branch in Edmonton. **Dave Ambrock**, most recently general manager of Legal Freight Systems in Edmonton, will be branch manager for the new location.

The new facility is a partnership with Gateway Trailer repairs, which will service the equipment. The company says Edmonton is a strategic location. With the new Fairview Container Terminal opening in Prince Rupert, B.C., the facility will serve as a link for containers heading to and from the coast and also act as a base for the thriving Alberta oilands.

"This new branch represents a major step in the growth and expansion of Trailcon into the western market," said Alan Boughton, president of Trailcon.

hike in premiums.

That means they have to swallow the entire loss out-of-pocket, says Rouillard, who recently organized a meeting with other area liquid bulk haulers to discuss preventative measures.

Rouillard and the QTA have also appealed to the public safety ministry for help. However, Rouillard says, they've been told that tanker stealing is a minor issue, which is not linked to a criminal network.

Even if that can be believed, it's tough to ignore the escalation of metals theft around the country. According to news reports, utilities reported millions of dollars worth of copper wire stolen last year. Aluminum has been ripped off the roof of buildings in Vancouver. In the Atlantic Provinces, breweries say thieves are scoffing stainless steel beer kegs. Even a two-tonne bronze statue disappeared from a public park in Toronto.

"This market is a free-for-all. Anybody can arrive at a steel buyer with a small drum of used metal and get out of there with a couple of hundred bucks cash in their pockets," says Rouillard.



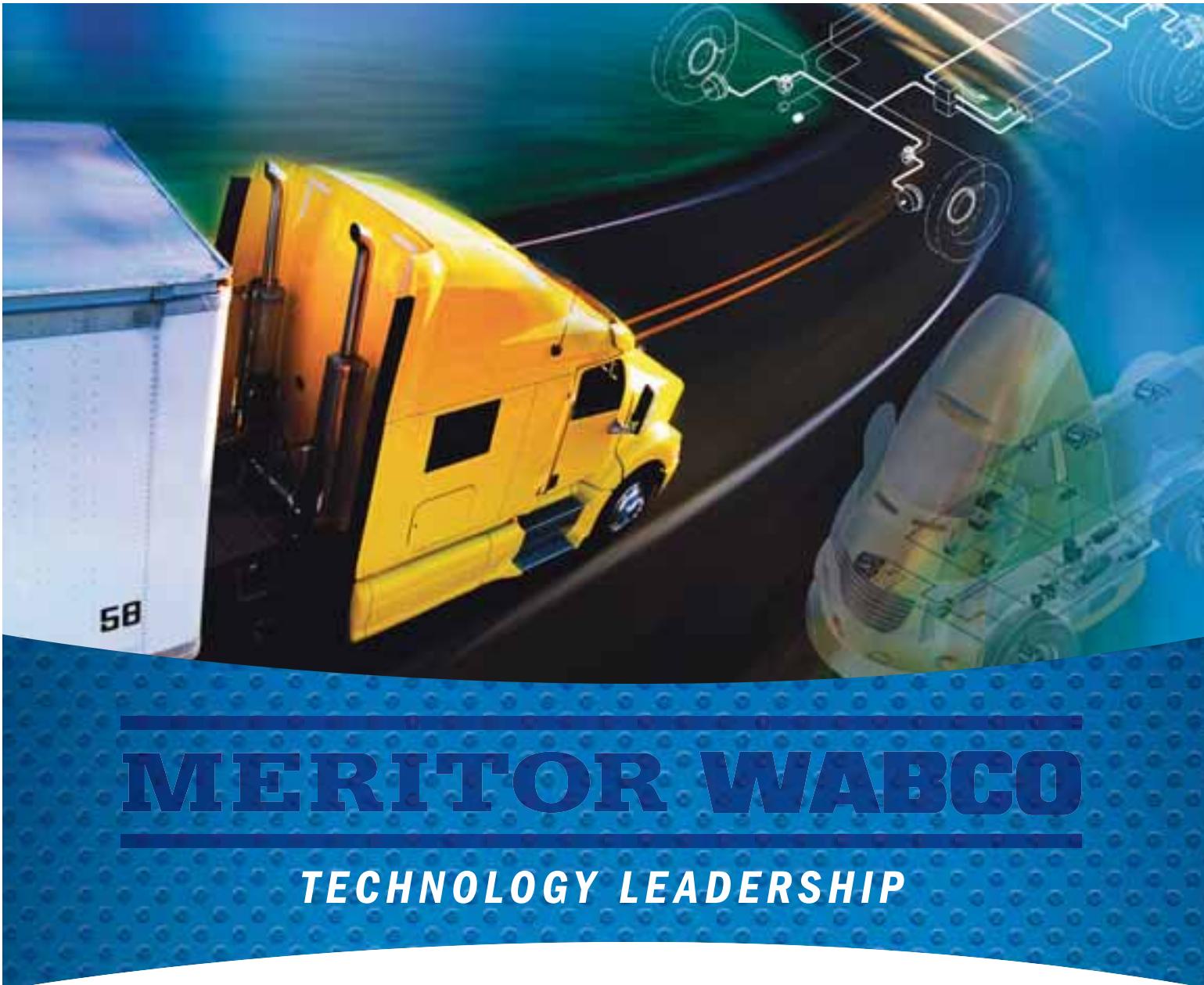
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\*To read this entire item, click on the Number Bar (1871) at [todaystrucking.com](http://todaystrucking.com)

### Drivers

#### BCTA Wants Driver-Training Standard

The B.C. Trucking Association (BCTA) says it is one step closer to achieving a minimum, non-mandatory professional driver-training standard after it received approval in principle by the Industry Training Authority (ITA)—a provincial agency that oversees the industry training and apprenticeship system.

A minimum professional driver-training standard is one of the main objectives of the BC Trucking Human Resources strategic plan. It allows access to student funding for trainees. Graduates would also be more likely to have the necessary skills to enter the trucking industry and be successful, says BCTA.

Even when a minimum training standard is achieved, individuals would still be able to obtain a class-1 without training by challenging the licence test. However, ITA certification



**SIMULATING STANDARD:** BCTA is lobbying for a special 'professional driver endorsement' for class 1 holders who complete the new training standard.

would provide greater consumer protection and assurance to students that they are receiving industry-supported training through a wider network, adds BCTA, which will be asking ICBC to support a "professional driver" endorsement on the class-1 licence so that graduates of ITA-approved training would be distinguishable from other class-1 licence holders. In addition, BCTA will be advocating that training school and instructor

standards, as well as the driver licensing test be strengthened and improved.

Over the next 12 months, work will be completed on the components of the training standard, as well as the development of a curriculum. A pilot project to test the standard is scheduled for September 2008.

Training standards has become a heated issue in the west, where several so-called licence mills have made headlines in both B.C.

and Alberta lately. Most recently, B.C. transport officials were trying to shut down a Surrey truck driving school accused of doling out forged class-1 licence documents to about 160 Indian immigrant drivers. ICBC has already yanked South West Driving Academy's licence to issue air brake certifications. Furthermore, all driver licences obtained from the school are under investigation.

### Oilpatch

#### Royalty Grab Triggers Layoffs

Western trucking and oilfield services provider the Mullen Group says it will be initiating 100 temporary layoffs at several of its business units due to "the uncertainty relating to oil and natural gas drilling activity in the region."

The trucking giant, Canada's third largest, is reacting to the appreciating Canadian dollar as well as the chill blowing through the industry, triggered by a



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#### November 10-13

**Intermodal Expo 2007**, World Congress Center, Atlanta, Ga. Presented by the Intermodal Association of North America, this event brings you up to date on what's happening in the intermodal industry, whether it's truck, train, air, or marine. Contact: 301/982-3400 or go to [www.intermodal.org](http://www.intermodal.org).

#### November 14-16

**29th Dangerous Goods Advisory Council Annual Conference and Hazardous Materials Transportation Expo**, La Fonda Hotel, Santa Fe, New Mexico. DGAC promotes improvement in the safe transportation of hazardous materials/dangerous goods globally. Contact: 202/289-4550 or go to [www.hmac.org](http://www.hmac.org).

#### November 15-16

**Ontario Trucking Association Annual Convention**, Toronto

Congress Centre, Toronto. Canada's biggest provincial trucking association invites carriers to gather to discuss current industry topics and "hot" issues at networking sessions. Special guest speakers and entertainers are always top notch at this event. Contact: 416/249-7401 or click on [www.ontruck.org](http://www.ontruck.org).

#### December 4-6

**The eyefortransport 6th North American Cargo Security Forum**, Hamilton Crowne Plaza, Washington D.C. Sponsored by EyeForTransport.com, this event provides fleet managers and dock supervisors with what they need to know about cargo theft prevention. Contact: 800-814-3459 or click on [www.eyefortransport.com/cargosecurity](http://www.eyefortransport.com/cargosecurity).

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proposed government plan to collect an additional \$2 billion in royalties from oil companies.

"... Many of our oil and gas customers have made it clear that they intend on reducing their capital investments in Alberta if the recently announced oil and gas royalty proposal, known as 'Our Fair Share' is implemented," said Murray Mullen, chairman and CEO.

"There is no doubt that if the royalty changes proposed are implemented ... the oil and gas service industry, and the hard working employees that generate their livelihood from the industry, will bear an unfair burden of these changes."

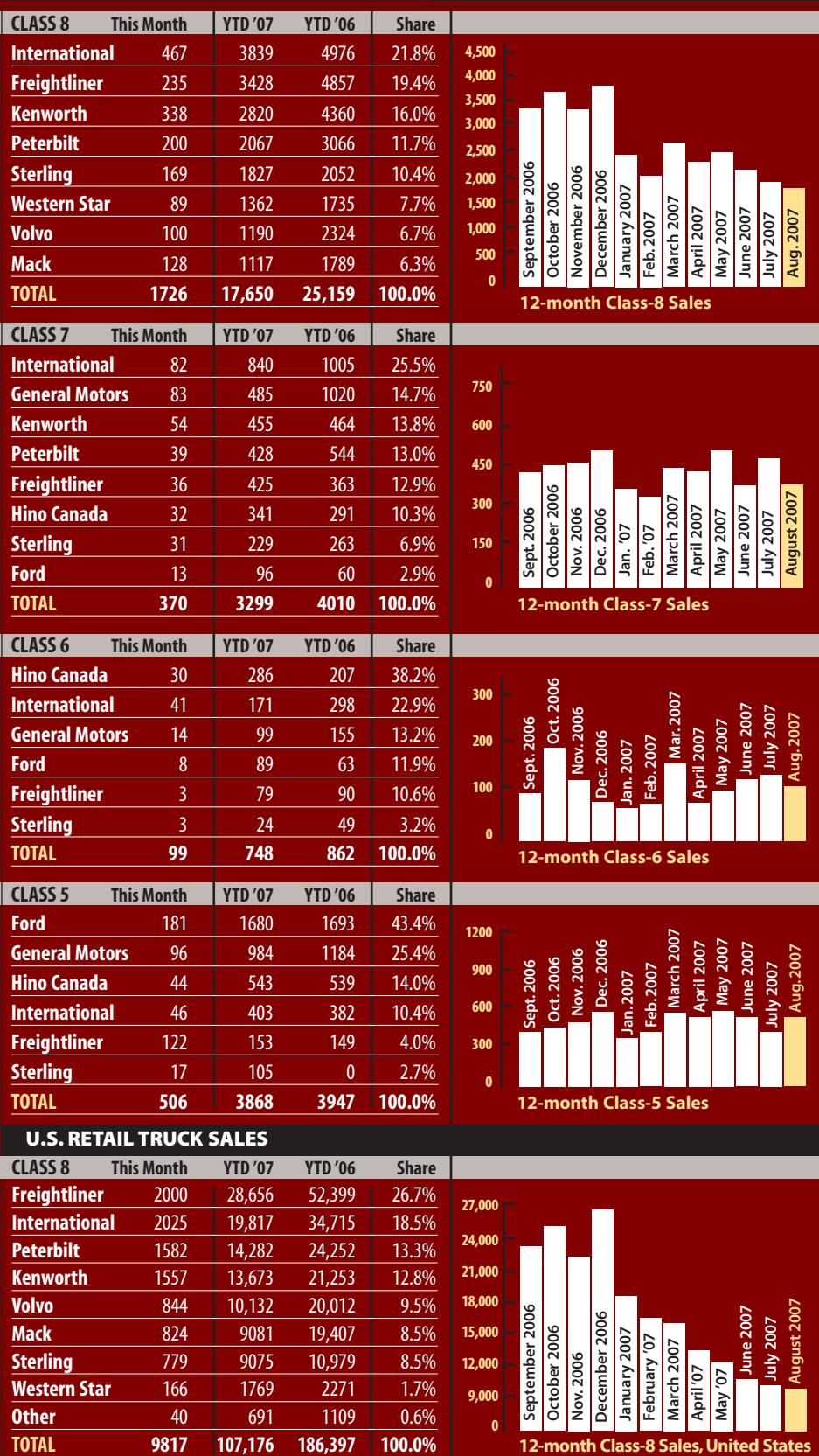
Furthermore, says Mullen, the number of drilling rigs working in Alberta continues to decline. That's having a direct impact on several oilfield service business units, he says.

Premier Ed Stelmach is now urging oilpatch companies not to overact by downsizing—at least until his government's final proposal is unveiled.

"I can only hope that Premier Stelmach and the members of the Alberta Legislature balance the need for increasing the Province's royalty take with the need to attract continued investment in the oil and natural gas industry. If they find the right balance, these layoffs may only be temporary and we can get our employees back to work," added Mullen. ▲

### truck sales index

August 2007



**Online Resources:** For more truck sales stats, go to [todaystrucking.com](http://todaystrucking.com)

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





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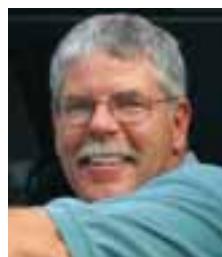
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## Enter the enviroTruck

**driver's side** CTA is pitching Ottawa for a little help and tolerance in reducing our environmental footprint. I'm onboard. By Jim Park

**T**he Canadian Trucking Alliance (CTA) rolled its "enviroTruck" concept into Ottawa in mid-October to show both the bureaucrats and the mainstream media that green and trucking can be used in the same sentence. I say hooray for CTA in this instance. There's a green tide sweeping over the country, and trucks can and should be part of it.

The association that represents motor-carrier associations in Canada is hoping to convince the federal government to work with trucking companies and truck and trailer manufacturers on initiatives to improve our environmental performance. It's hoping, as well, to enlist government's help in "accelerating the penetration of environmentally friendly vehicles into the Canadian truck fleet."

The 2004, 2007, and 2010 EPA emissions reductions mandates are good for our environment. Whether you buy the Global Warming message or not, reducing soot and NOx emissions from our diesels isn't going to do us any harm. Nor will reducing overall greenhouse gas (GHG) output from trucks.

But ironically—and David Bradley, CEO of the CTA, pointed this out to the bureaucrats and press—as trucks evolve and emit fewer grams of PM and NOx per brake-horse-power-per-hour, they'll produce more carbon dioxide (CO<sub>2</sub>), the so-called greenhouse gas (GHG), through reduced efficiency.

CO<sub>2</sub> production is directly related to fuel consumed. When burned, one U.S. gallon of diesel fuel produces 22.2 lb (10.1 kg) of CO<sub>2</sub>. There's no way around that. What's happened, of course, is that PM and NOx reduction strategies have, to some degree, rendered the engines less efficient, compromising fuel mileage—if only a little bit.

Bradley says that dramatic emissions reductions *and* improved fuel efficiency can be achieved. The technology is there, but it's expensive. And there are other measures, too, worthy of government's consideration.

The way I look at it, government imposed these massive emissions reductions targets on this industry, the least they can do now is help us deal with the cost of it all. If not that, then take a serious look at how conflicting regulations coming from various ministries make it unnecessarily difficult for truckers to take advantage of all the emissions reductions and fuel saving technology that is currently available.

In addition to the enviroTruck concept just presented, CTA has suggested other measures that could help trucking move more freight per gallon of fuel burned (lowering overall GHG emissions), such as higher gross weights, LCVs, and more truck-friendly infrastructure. CTA has also been calling for adjustments to axle-weight limits to accom-

modate the additional weight of the various bits of EPA-mandated emissions reduction gear like bigger cooling packages, diesel particulate filters, etc., and to allow truckers to install certain relatively heavy anti-idle devices such as APUs and the like.

All ideas whose time has

for household appliances and more recently with the rebates for purchasing fuel efficient cars," Bradley said.

To qualify as an enviroTruck, a tractor-trailer unit would comprise:

- (1) A 2007 or newer tractor with a "smog-free" '07 engine;
- (2) A speed limiter set to a



come—in my humble opinion—but certain regulations get in the way. We've got weights and dimensions rules to deal with when it comes to adding a little weight to our power units, and trailer length restrictions to deal with when it comes to adding turbulence reduction measures such as boat tails and the like.

As well as raising awareness of the challenges of achieving improved fuel economy while reducing emissions, the CTA is asking Ottawa to consider a package of incentives that would apply to trucks that qualify as what CTA is calling an "enviroTruck".

"The key is to get this equipment out into the marketplace on an accelerated basis. The federal government can assist by helping to defray some of the costs and by identifying qualifying equipment much like they have with the Energy Star program

maximum speed of no more than 105 km/h; plus

(3) A number of pre-approved technologies/add-on devices for both the tractor and the trailer(s) that enhance fuel efficiency and combat idling, aerodynamic fairings to reduce drag, and low rolling resistance tires.

I like this enviroTruck concept—most of it anyway—and I really do believe it's high time government started to look at the whole picture here. Traditionally, government deals with issues like this one ministry at a time. CTA has at least succeeded in getting the Ministry of Transportation and Natural Resources Canada's Office of Energy Efficiency to the same table.

That's a start. ▲

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

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# Street Smarts

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

**INSIDE:**  
**35** Surviving a facility audit  
**37** Do you work in a punishment culture?



PHOTO BY: Mac McGill

## Punching Above Your Weight

**profile** *Business is slow, right? Maybe it's time to hire extra sales staff. By Peter Carter*

**V**isit HQ for McGill Transportation on the outskirts of the central Ontario town of Orillia, Ont., and the first thing that might strike you is the Martha Stewart-ish neatness of the place.

The lawn has a military-style brush-cut: The offices are uncluttered, the carpets clean.

More remarkably, the 17,000-sq-ft warehouse verges on sparkling: Cargo's stacked symmetrically; the floor's so dirt-free you could, well, you get the picture.

It's only natural to wonder if the company owner Susan McGill brought any of her previous professional experience to her role in running this company. After all, before becoming a trucker and logistics provider back in the early '90s, McGill ran a local Molly Maid franchise.

However, she also had three young kids to raise.

At just about the same time, Molly Maid was losing its luster. The payback was insufficient, given the amount of work that she had to put into it.

Enter McGill's father in law. He had operated Orillia-Barrie Transport but business was flagging. He offered his trucks to Susan who was, after all, the mom of his grandchildren.

Like hundreds of other trucking startups, the first incarnation of McGill Transportation consisted of four aging tractors using a flatbed trailer in a parking lot as a cross dock.

This year, McGill, with 15 Mack daycabs, one straight truck and its relatively new digs, hopes to top the \$2.2-million in revenue mark. And that's just the LTL division. Upstairs from the reception area sits her son Mac McGill, running the logistics end.

That part of the operation should top

the million-buck-mark. Most of the trucks spend their days carrying loads from local manufacturers: furniture, mining equipment and plastic film, for example, go to the Greater Toronto Area market, some 90 minutes south.

Part of the reason for the aforementioned cleanliness of the operation, she says, is that the place is new. They took possession a little over a year ago, after spending the first phase of life closer to downtown. Also, she says, they don't need as much space as they did before now; they contract out most of the fleet maintenance. Finally, she says, the logistics end of the business is growing faster than she'd anticipated. Indeed, McGill has a logistics sales rep and has just hired another person for the trucking side.

When she began, Susan McGill admits, her Molly Maid experience counted for

# A DIRECT LINE TO YOUR SELL WHEN YOU CAN'T BEAT THEM ON PRICE...

By Oliver Silver

**W**hat makes your delivery different from anyone else's? If your answer is simply that you're offering a lower price, you're probably in trouble.

If customers can't see any difference, why should they choose you? What happens when someone else comes along with lower-rates?

The factors that apply to your customers are the same as those that win you over personally, and keep you coming back.

Besides routine and habit, key influences include convenience, value, reliability, trust, personalized treatment, and having your individual needs understood and catered to.

Here are some keys for improving your sales edge. They'll also keep current customers from leaving.

**LISTEN WELL:** It's not about the product price, it's about the features you provide and how those features are of value to your customer. What benefit do you deliver?

How about delivery convenience—do you get there when they expect you to? Is your delivery always perfect—right product, right quantity, right condition?

**KNOW YOUR CUSTOMER WELL:** Understand exactly what they want you to do. Learn how what you do impacts them and how it helps their own customers. Be willing to adapt what you do and how

you do it to suit their needs. Treat each customer as special and not just like every account. You can become unique from their other alternatives, and appear different from competition.

**UNDER-PROMISE AND OVER-DELIVER:** The key here is not just meeting your customer's needs, like everyone else, but going further than their minimum requirements.

**CONSISTENCY:** Never let your customers down, and let them truly rely on you at all times. This is helped by a "can-do" response when they might have urgent or high seasonal volume periods, often when they are most pressured in their own business.

Become part of their payroll. After you have built consistency of customer trust, your customer will more openly inform you about their particular challenges. Use this inside information to be proactive with suggestions that further help their success. For example, grouping or combining shipments will cut costs and while that may reduce your own revenues modestly, it will position you as the resource they will rely on with more exclusivity and loyalty than other competitors.

**MAKE A CUSTOMER'S LIFE EASIER:** Remove and defuse their stress. — Oliver Silver is Director, Marketing & Customer Retention for Ryder Canada.

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less than her enthusiasm. And that's why, today, when you pass one of her trucks on its way to or from Toronto, the first thing you see on the side is "We're going to make you love us."

The company motto is a variation on the old Diana Ross hit "I'm gonna make you love me." McGill says that was her company motto from the day she started. Orillia-Barrie Transportation needs a reputation-makeover, she says.

What she also knew was, she wasn't the one to do it.

She needed a full-time sales rep.

"I knew I couldn't do the job. I had no credibility. I was a woman, and I had been in Molly Maid."

She asked around town for somebody who might help her make local shippers love her trucks and she found the man—



**NEAT IDEA:** McGill contracts out most of its maintenance, freeing up warehouse space.

Walter Henry. He would not only keep McGill Transportation alive, he would help it thrive.

Henry's a local sports hero. Google him and you'll learn about an Olympic boxing career that saw him box in the '64 Olympics in Tokyo and then in '68 in Mexico City. His entry in the Orillia Hall of Fame says: "He retired after a career that included 403 fights, losing only 18."

Says McGill: "Everybody in town knew him and loved him."

She brought Henry out of retirement as a full-time sales rep for the fledgling company. "We grew from four trucks to 10 really quickly," she says.

"It's important for people to recognize that not everybody is cut out for sales," she says. "I know I'm not."

McGill says that as unusual as it is for a small trucking company to include a full-time sales rep as part of the start-up

team—it's a job most leave to the owner himself—"I thought, 'why not?' I had nothing to lose. It's really easy to take big risks when you don't have money."

"He had the kind of face everyone liked, and no one would not welcome Walter into their business," she says.

A sales rep has to be ready to pound on doors and take jabs in the form of "no's."

"I couldn't take it," she says, "I'm too

emotional about the business. It's like my children and if people say anything negative about them, I get upset."

Henry brought just the right mixture of pushiness with gentlemanliness, McGill says. "It was a very indulgent thing to do and when I look back I don't know how we ever thought we'd pay him."

"It's a good thing I didn't know any better, or else we might not be here today." ▲

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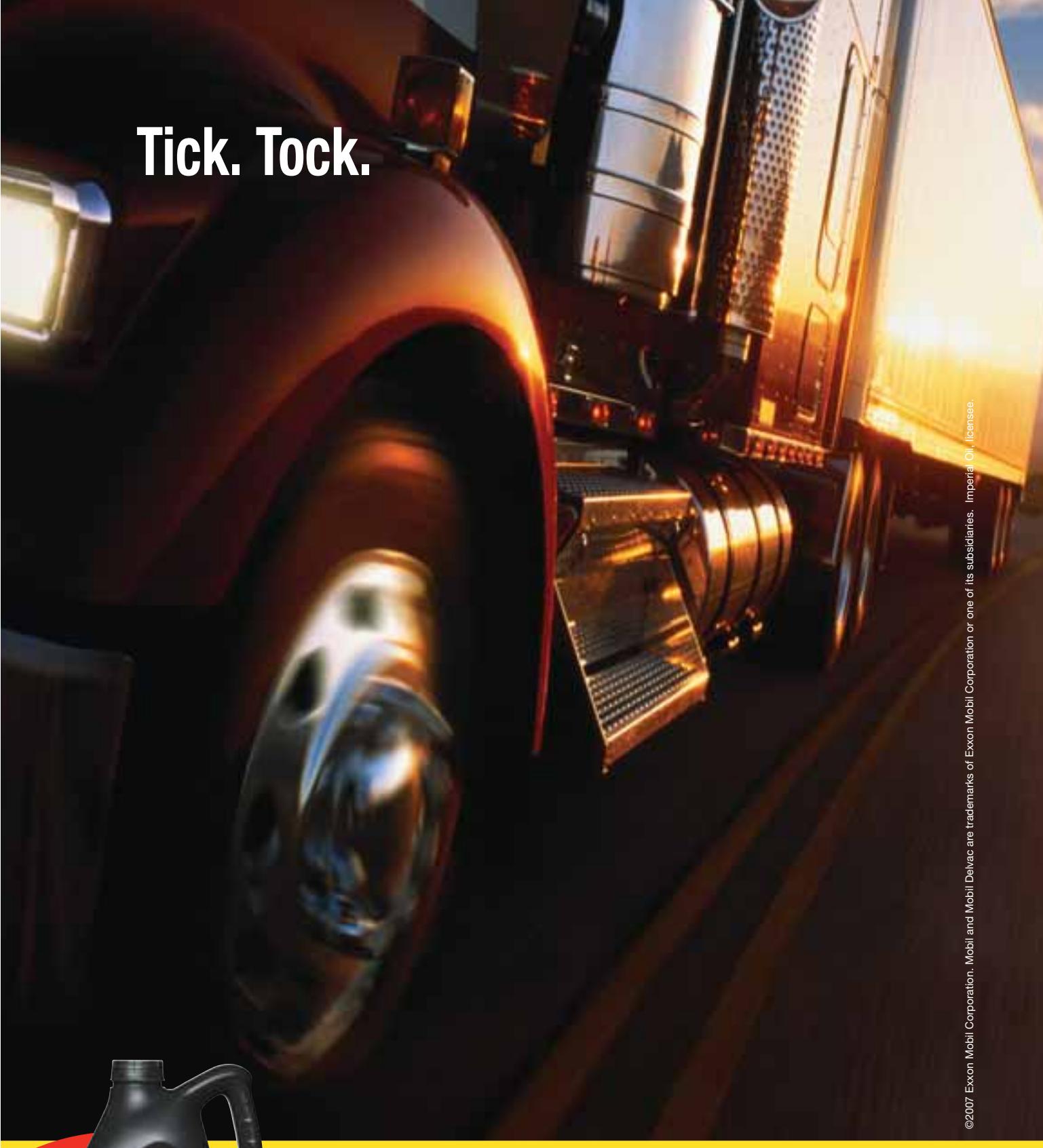
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# Nothing Facile About It

**safety** You never know when the provincial minister's auditors will arrive. You best be ready. By Brian Botham

If you have ever experienced a facility audit at the hands of your provincial or territorial ministry of transport, you'll know that it can be an intimidating and costly affair. If you're caught unprepared, an audit can be painful, too.

Sometimes, you receive two-to-three days notice before an auditor arrives, but occasionally he or she will show up on your doorstep without warning and then hang around for a few days. Either way, you will have very little time to prepare.

In this and subsequent issues of *Today's Trucking*, I'll be going through the facility-audit process so you'll know what to expect.

You can be audited for a variety of reasons. Perhaps you have crested a threshold on your safety rating and you're due for a checkup. Maybe you have been involved in a serious accident or had a vehicle impounded. In Ontario, a wheel-off will typically result in an audit.



**CSI YOU:** Be ready for a thorough examination.

Each province or territory is required to follow Standard 15 of the National Safety Code when conducting audits. For the most part, they do but some have modified the process a bit.

Generally, if an auditor arrives, you will be required to give him space to work and open your books for him. You should assign one individual to work with the auditor and I always recommend carriers

record everything they turn over to an auditor. If charges are laid, this will assist you in building your defence.

The auditor is going to look at key areas of your operation: your drivers, training, maintenance, record keeping, collision history, and they may also conduct CVSA level-five inspections.

The auditor will look at a specific number of your drivers and vehicles based upon

your fleet size. For example, if you have five trucks, the auditor will want to inspect at least two of them. If you have 15 drivers, the auditor will want to examine the books of 10 of them.

The auditor might also look at drivers and vehicles that are known to them. These are drivers and vehicles that have been involved in roadside events, such as CVSA inspections, citations, etc. The ministry might also include "no-stop observations," which is when enforcement officers record the date, time, location and unit or plate numbers of your vehicles while on the road.

I recommend complete compliance with any requests auditors make, as long as they are within Standard 15 guidelines. Ask your local ministry for a guide to audits so you'll know what you're in for. ▲

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



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# Beatings Will Continue Until Morale Improves

**training** Are you operating in a punishment culture?

By Jane Jazrawy

It's a normal day at the office of the Transportation Health & Safety Association of Ontario (THSAO). An instructor—we'll call him Mark—is preparing to teach one of his monthly defensive-driving classes. Nothing out of the ordinary.

Except for one thing. One of the drivers who attended the last class is back again—for exactly the same defensive-driving session as she attended before. Mark notices but doesn't think much of it.

Fast-forward another month. Mark is running his third d-d class and sure enough, the same driver shows up. Mark finally asks why.

The response? The driver keeps backing into things, she says, and the company policy is that everytime there is a collision, the driver involved must take a defensive-driving class.

That company has a "punishment culture". A driver does something wrong and the company reacts with punishment: Go to training. Perhaps she enjoyed the first class, but what about the second two? Defensive-driving courses are not going to help her back up properly. Training like this will not benefit anyone if it's done for the wrong reasons.

"Companies tend to react, panic and

address incidents in a reactive, rather than a proactive way," explains Dave Wallace, THSAO's regional manager for southwestern Ontario.

We know that kids routinely get standardized achievement tests in schools, but that testing isn't used to stigmatize students. Those tests help school boards measure staff performance.

If the company helped this driver practise instead of sending her off to a course, she would be less likely to back into something again and less likely to quit in frustration or get fired.

Further, if the company can help her solve the problem, it will demonstrate to her that there's been an investment in her career. Studies have shown that this investment increases employee loyalty.

There are other advantages of training and measurement.

Weaknesses in a company's processes are highlighted. If HOS infractions are generating high costs, it may be because of a confusing log form. Changing the form might have better results.

Specific drivers or other staff who need



**HUMAN RESOURCES:** As with "natural" resources, you should try to bring out the best in people.

Teachers—not students—often have to upgrade certain skills as a result of the test. Testing drivers in a fleet is similar—do it to figure out how the company can improve—not the driver.

You will see where your training gaps are and how you should shore them up.

Let's go back to our driver sitting through the same defensive-driving class. She doesn't have a knowledge problem—it's a skill problem. She needs in-cab practice. Clearly the company she is working for doesn't provide adequate training for its people.

help can be identified. Maybe you're training the wrong people. Is it your office staff or dispatchers that actually need it?

Once you have results, you can start the improvement process. Sometimes, it requires a change in a policy or process, or training. If training is required, make sure that you can measure the result.

Make training about improving your company and not punishing your drivers. ▲

Jane Jazrawy, Vice President of Product Development at CarriersEdge, can be reached at [jane@carriersedge.com](mailto:jane@carriersedge.com).



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## Future Fuels

BY ROLF LOCKWOOD

**U**nderstanding even the near-term future of transport fuel is tough for the ordinary mortal. There's way too much information out there, and more contradiction than you'll find in the average politician's collected campaign speeches. Making the right strategic decisions, always difficult, is in this case enough to render even the hardest fleet owner or manager nearly catatonic.

There isn't enough space in this magazine to pin it all down, but let's start with what we know.

Diesel engines will be around for a long time to come, and good old fossil-based diesel fuel can and will power most of your trucks for at least a couple of decades. But things really are changing.

"Liquid diesel-like fuels will be the mainstay for the foreseeable future but how those fuels are produced is already in a period of transition," says Shawn Whitacre, Director of Chemical Technology at Cummins Engine Company. "Diesel fuels are no longer exclusively derived from refined petroleum crude. Non-traditional sources including the oil sands in western Canada already have significant penetration. The recent run-up in crude prices have made the oil shale that is abundant in the western United States more economically viable. We are seeing biodiesel and other renewable fuels being embraced on a much larger scale."

"This expansion of the fuel-supply base, if it progresses responsibly, will be critical as our world supply of traditional crude diminishes—of whose estimate of petroleum reserves you believe," Whitacre says.

"There currently are not any legitimate alternatives to liquid-fueled internal-combustion engines that offer the efficiency, durability, low cost and abundant fuel supply that is required for heavy truck transport."

Volvo's position on the subject is more or less the same:

"In spite of carbon dioxide emissions,

increasing costs and declining reserves, conventional diesel fuel—gradually improved, including possibly synthetic fuel components—will probably remain the dominant fuel for commercial vehicles for at least two decades," says Volvo Group CEO Leif Johansson.

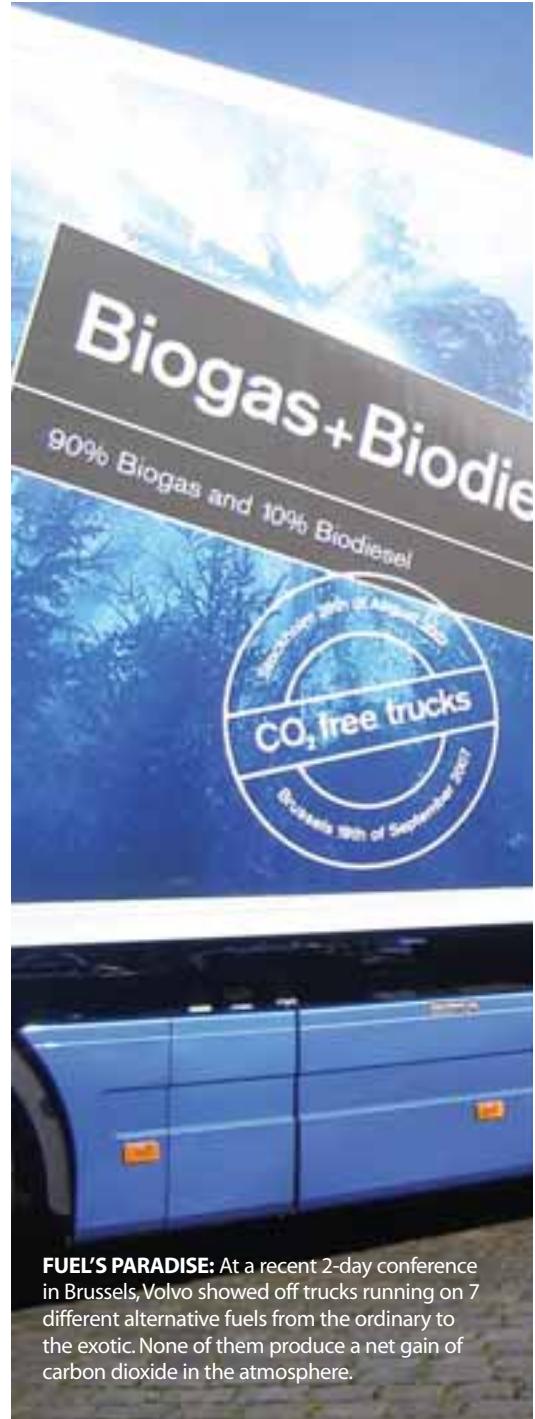
There are arguments about oil reserves, many of them, and the rising price of oil drawn from conventional sources means that exploitation of expensive non-traditional sources is viable, pushing up the reserves number significantly.

Still, data is scarce on the subject.

"Some 94 percent of the world's oil reserves are held by governments that don't know or won't reveal the size of their holdings," says Amory B. Lovins, co-founder, CEO, and chief scientist of the Rocky Mountain Institute (RMI), writing in *The Economist*. "But no matter how much oil there is, we should save it whenever doing so is cheaper than buying it, and nowadays that is always."

RMI, incidentally, is the Colorado not-for-profit consultancy that produced the "Truck Efficiency and GHG Reduction Opportunities" report just published by the Canadian Trucking Alliance (CTA). And Lovins will soon be presented with the prestigious Volvo Environment Prize, one of the world's top environmental awards for contributions to sustainability. It's the second major award he's won this year.

All of that said, there's broad agreement—though it's a long way from universal—that the diesel fuel we know and smell is bad news in terms of creating carbon dioxide, the main 'greenhouse' gas said to be



**FUEL'S PARADISE:** At a recent 2-day conference in Brussels, Volvo showed off trucks running on 7 different alternative fuels from the ordinary to the exotic. None of them produce a net gain of carbon dioxide in the atmosphere.

# Long Live Diesel



## The rush to replace conventional diesel fuel is the source of much confusion and not a little contradiction. We try to sort it out.

the cause of global warming. We won't get into that here because it would take many pages (see 'But What Do I Know?', pg. 11).

For reasons that usually have as much or more to do with national security as with environmental issues or efficient transportation, there has been an enormous amount of effort poured into diesel alternatives since the 1970s. We know about natural gas and propane, and we're moving fast into diesel/electric and diesel/hydraulic hybrids for niche applications, but what else is there? What's going to power your trucks in five or 10 or 20 years' time?

### VOLVO'S FUEL VIEW

Volvo says it's ready to build and sell, at just 24 months' notice, diesel-engined trucks that run on any of seven different renewable liquid and gaseous fuels that won't produce a net gain of carbon dioxide in the atmosphere after being manufactured, distributed, and burned.

"We are ready," says Leif Johansson with some passion. "Let's get going."

He was speaking at the recent 2007 European Transport Forum in Brussels, a two-day conference organized jointly by Volvo and Forum Europe. In his opening remarks, Johansson noted that by 2010

diesel engines will emit virtually no particulate matter or nitrous oxides. After that, the target will be CO<sub>2</sub>, and he estimated that cargo transport accounts for about four-to-five percent of total global carbon-dioxide emissions.

Each of the seven Volvo 380 trucks that rolled into view behind the outdoor podium as he spoke had a 9-litre diesel engine, modified in some cases, operating on a renewable fuel or combination of fuels. All of them produced from renewable raw materials, all of them providing no net carbon-dioxide contributions to the ecosystem. The fuels, some of them still pretty exotic and not yet readily available, are:

**Biodiesel:** Produced in Europe by the esterification of vegetable oils such as rapeseed and sunflower. The European Union, incidentally, has a target of 10-percent biofuel for all road vehicles by 2020, 25 percent by 2030. The present number is one percent. It's a non-toxic and biodegradable fuel with a higher flash point than petroleum diesel.

Biodiesel is available now, of course, though it's not easy to find in Canada. Here it's more likely to come from canola or corn if the source is a vegetable oil, or from animal tallow and recycled restaurant grease as in a Montreal plant operated by a Maple Leaf Foods subsidiary, Rothsay Biodiesel.

It has a higher cetane number than conventional diesel and it's said to produce fewer life-cycle greenhouse gas emissions, even though its energy content is inherently lower by as much as 25 percent and it takes more fuel to manufacture it than is needed to make diesel—a unit of fuel makes 2.5 units of biodiesel, but four units of ordinary diesel. Also, its cold-weather performance seems to be a little suspect. Additives can help in this regard, by all accounts.

Major engine manufacturers have approved a B20 blend—20-percent biodiesel/80-percent diesel—but will it prove to be a real alternative?

"No, not for widespread use," says Cummins chemist Shawn Whitacre. "Even with the most diverse base of feedstocks, there is not enough farmland available for purpose-grown crops to displace such a large fraction of our diesel fuel use."

"The U.S. alone uses more than 72 billion

## Future Fuels

gallons of diesel fuel a year. The most optimistic projections for biodiesel production capacity and feedstock availability are inconsistent with widespread blending of biodiesel above a B20 mix. If higher blends are used, it can only be practical in niche applications because there just won't ever be enough of it to go around."

**Biogas:** A gaseous fuel that's largely comprised of hydrocarbonated methane. It can be extracted in sewage treatment works, at garbage dumps, and at other sites where biodegradable materials are found.

**Biogas plus Biodiesel:** These two fuels are combined in separate tanks and injection systems. A small percentage (10 percent) of biodiesel, or synthetic diesel, is used for achieving compression ignition. The biogas in this alternative is in a cooled and liquid form that increases its range.

**DME (dimethyl ether):** A gas that's handled in liquid form under low pressure, produced through the gasification of biomass.

**Ethanol/Methanol:** Methanol is produced through the gasification of biomass and ethanol through the fermentation of crops rich in sugar and starch.

**Synthetic Diesel:** A mixture of synthetically manufactured hydrocarbon produced through the gasification of biomass. Synthetic diesel can be mixed with conventional diesel fuel without a problem, says Volvo.

**Hydrogen Gas plus Biogas:** In this combination, hydrogen gas is mixed in small volumes with compressed biogas (8 percent volume). Higher mixture levels are also possible. The hydrogen gas can be produced through the gasification of



**DIESEL FUTURES:** Volvo Group CEO Leif Johansson is keen on biofuels in the short term, synthetic diesel in the longer term.

biomass or electrolysis of water with renewable electricity.

Volvo chief Johansson said Volvo chose these seven fuels from a list of 30 or more but would not say that any one of them was superior in every respect.

"It depends on local conditions," he said, "though second-generation biofuels are very promising." Those include synthetic diesel and methanol.

Volvo's analyses of renewable fuels, and its choice of the seven best suited to carbon-dioxide-free transport, considered several elements—impact on the environment, energy efficiency, the relative efficiency of land use for cultivating crops to produce a given fuel, the amounts of the different fuels that can potentially be produced, the difficulty of vehicle adaptation required in purely technical terms, the cost of the various fuels, and how easy it would be to distribute them.

"The ideal answer would be one fuel

worldwide," Johansson said, "but that's not going to happen... We have to accept that there will be different fuels in different parts of the world."

Technology is not the challenge here, he said. The issue is availability of fuels, and he expressed some frustration that there are not yet any technical standards for his seven favorite fuels to meet. Future emissions standards will be tough to reach if those standards aren't created soon, he said, and they must be international.

"What we are trying to say is, take away the uncertainty."

Just days after the Volvo event, Scania, its arch Swedish rival, issued an interesting statement that went down a similar path, urging biofuel standards.

"In view of conflicting messages and opinions, vehicle operators must be able to feel confident about the renewable fuels they choose to use. Scania therefore proposes that a uniform system for



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# FOR MORE INFO

FINDING INFORMATION ABOUT FUTURE FUELS IS ALTOGETHER TOO EASY, BUT THE RESULT IS NOT ALWAYS USEFUL. HERE'S A LIST OF KEY WEBSITES, BUT IT'S FAR FROM BEING EXHAUSTIVE. AND DON'T FORGET TO LOOK AT THE **ENGINES AND THE FUELS & LUBES** DECISION CENTERS AT [WWW.TODAYSTRUCKING.COM](http://WWW.TODAYSTRUCKING.COM).

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		■ Volvo ( <a href="http://www.volvo.com">www.volvo.com</a> )

certification and marking of biofuels is developed," an official company statement said.

"To be viable, biofuels must give substantial net reductions in CO<sub>2</sub> emissions compared with fossil fuels without competing directly with food production or threatening biodiversity.

"Scania is convinced that biofuels can fulfill these criteria and that they can contribute to economic growth and welfare in developing countries."

### THE LONGER TERM

There seems to be general agreement amongst engine makers, both here and in Europe, that synthetic diesel—from fossil or renewable sources—is the fuel of choice for the future. Maybe 10 or so years out.

"Synthetic diesel fuels produced by the Fischer-Tropsch or similar processes can be produced from natural gas, coal, and from numerous types of biomass," says

Shawn Whitacre of Cummins. "These types of fuels have been made for close to 80 years but are now seeing more large-scale commercial production.

"These fuels, sometimes referred to as GTL (gas-to-liquids), CTL (coal-to-liquids), and BTL (biomass-to-liquids) have properties very similar to conventional diesel fuel and may provide additional benefits. They can be used alone or as a blend with conventional diesel fuel and can also be used to produce high-quality engine oils. We have some limited experience with them and plan to do continued research."

Their emissions performance compared to conventional diesel is good, with nitrous oxides down by about 18 percent, particulates down by something like 28 percent, and in the case of BTL fuel, CO<sub>2</sub> reductions up to 80 percent.

There doesn't seem to be a downside in performance or emissions terms, given that it can be mixed freely with ordinary

diesel fuel and is suitable for all diesel engines. And with gradually increasing mixing proportions, synthetic diesel produced from biomass could mean a smooth transition to renewable fuel for the entire diesel-powered vehicle population.

Production is being expanded both for GTL (primarily in oil-producing regions) and BTL fuels (local production possible in any country), but there's a very long way to go to replace all fossil diesel fuel.

In the meantime, you really don't have to do a thing except manage costs by getting the most out of your present equipment. Hybrids will make a difference in some operations, and if you have an environmental conscience, you can hope for a Canadian source of biodiesel. Just note that in the U.S., as of October 8, the average wholesale rack price for a little Yankee gallon of biodiesel was US\$3.40, and just US\$2.41 for diesel fuel sucked out of crude oil. Long live diesel? ▲



"What convinced me to purchase my 2008 Hino 308 is its reliability, exhaust brake and Diesel Particulate Reduction (DPR) system. The DPR system is great for the environment. My opinion of Hino is excellent!"

Hino 308

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 London - A&M Truck Parts, Ltd.  
 Markham - Neudoerfler Truck Supply, Inc.  
 Mississauga - Neudoerfler Truck Supply, Inc.  
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 Ottawa - Malmberg Truck Trailer Equipment, Ltd.  
 Sarnia - Pinewood Truck Parts  
 Stoney Creek - Transaxle Parts, Inc.  
 Thunder Bay - Fort Garry Industries  
 Walkerton - A&M Truck Parts, Ltd.  
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 Sherbrooke - Macpek, Inc.  
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**T**he last time the Canadian loonie was worth as much as the U.S. greenback, 'Saturday Night' by the Bay City Rollers was at the top of the charts and Jimmy "I will never lie to you" Carter was elected president of the United States. As if there weren't enough reasons to try and forget 1976.

As far as the Canuck buck went, though, parity was mostly a good thing 31 years ago. It's not as if 45 percent of Canada's GDP was based on exports—85 percent destined to the U.S.—like it is today.

Manufacturing-dependant central Canada has been bearing the brunt of the appreciating loonie (or, more accurately, freefalling U.S. dollar) over the last five years. According to RBC Capital Markets, about one third of the volatility in export levels is explainable by the exchange rate.

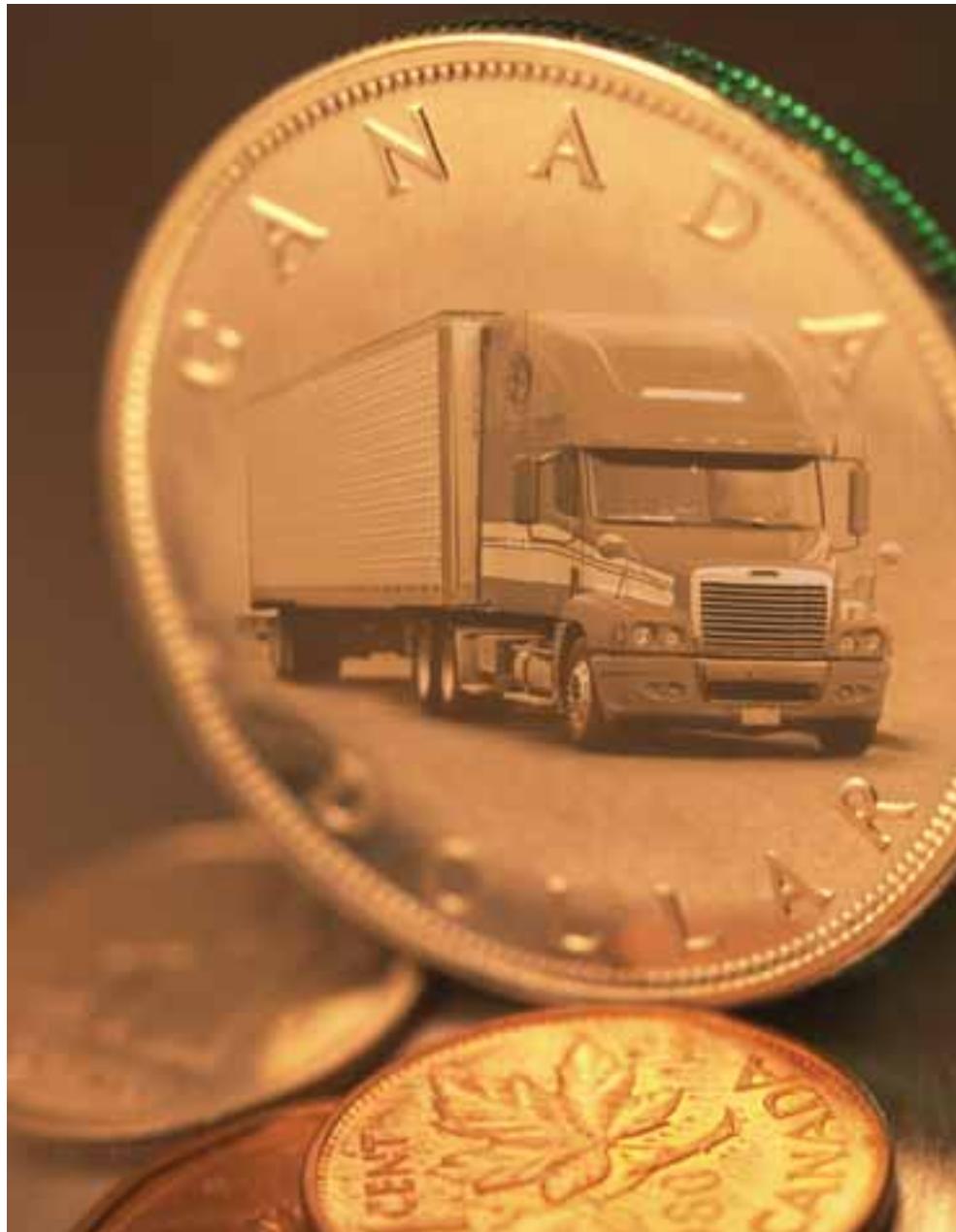
At first glance, that doesn't sound like a significant figure, but with a very large blend of factors affecting exports—taxation differentials, tariffs, relative consumer spending power, commodity prices—one third of the total variance represents a relatively large portion, if not the most significant factor affecting exports, says RBC analyst Walter Spracklin.

The impact on shippers and their transport providers is three-pronged: The appreciation of the dollar directly cuts into the profit margins of companies paid in U.S. funds; the rise of commodity and energy prices costs firms more to operate; and finally, depressed aggregate demand and cheaper U.S. competition bites into volume levels on southbound headhaul lanes.

"It's always easier to absorb costs if you're getting more product out the door," says Jayson Myers, chief economist for the Canadian Manufacturers & Exporters, "but if you don't produce as much, all the additional costs hurt more because you're not running at full capacity."

And if carriers and their customers weren't already being pinched hard enough with pricing pressures, consumers are now waking up to the fact they're still paying disproportionately more for the same product in the U.S., despite a supposed even-level buying field.

The price gap for immediate goods like



# Loonie Tunes

Truckers across the country are trying to make sense (and cents) of the fact that our buck's BIGGER than the American buck. It's a struggle.

**BY MARCO BEGHETTO**



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## Loonie Tunes

### U.S. DOLLARS per CANADIAN DOLLAR



Source: Pacific Exchange Rate Service

fresh food is starting to close in Canada, but for most other products—especially pre-ordered or warehoused items like electronics and machinery—retailers are reacting painfully slow to the exchange rate.

"As imports [from the U.S.] become cheaper, the companies that bring them in make money on them," says Myers. "So far, they haven't been under pressure to adjust prices and it's very profitable for them not to."

Until now, that is. If scenes at various border crossings along the 49th over the last month are any indication, consumers are voting with their feet. The Friday-afternoon car lineup at the Ambassador Bridge in Windsor these days looks a lot like the truck lane after Sept. 11 as Canadians flock to Detroit in search of better deals.

"I see it every day. The border is just jammed with cars with people crossing just to get milk and bread and gas; basic everyday stuff," says Moe Faddoul, president of 120-truck auto parts hauler Moe's Transport in Windsor. He says the added border congestion is playing havoc with his just-in-time scheduling. "Retailers [here] have to wake up."

But what side of the bed will they get up from? Rather than trim their own markups to get shoppers back in stores, big box retailers and large manufacturers—as they are in position to do in times of slack capacity—will likely attempt to make

**SLOW MOTIONS:** Despite more than a 35-percent jump over five short years, retailers are reacting painfully slowly to the new exchange rate.

up the difference by pressuring an already beleaguered supply chain to reduce costs even further.

"The capacity situation we enjoyed in mid-decade where we were more or less in balance between the demand and supply for freight is not there," says Ontario Trucking Association (OTA) President David Bradley. The result, he admits, is a return to some of the price wars that plagued the trucking industry throughout most of the '90s.

Bryan Miller, operations manager for Essex, Ont., auto components hauler, Ram Contract Carriers, confirms there are more "guys in this neck of the woods just trying to get money to change hands so they can stay afloat a little while longer." Miller, whose 200-truck fleet is almost all owner-op based, insists he won't chase rates.

In fact, he tells *Today's Trucking* that after the dollar crossed the parity line, he handed back a third of his business to GM. "I quoted these things back when [the dollar] was \$1.10 or a \$1.15. Now, with it at par—when you start taking those dollars away—I'm losing big. So, I told them they could give me a rate increase or they could take me off the lane."

At press time, GM had the contract up for re-bid, says Miller. "I'd rather have a 100

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## Loonie Tunes

trucks and stay somewhat profitable than 200 trucks and lose my ass."

Luckily, Ram recently launched a general goods and a reefer division, which Miller says allows him to keep most of his owner-ops busy. But, he admits, he doesn't know how many of those seats he can keep running if the dollar continues to rise significantly over par. "Even on [these lanes] it's getting tough to find high volume freight from places like Toronto going south," he says.

The ground beneath Canadian auto-industry suppliers and service providers is increasingly shaky, to be sure. Not only is the Canadian dollar less competitive than the greenback, but recent landmark cost-saving labor agreements between the United Auto Workers and GM and Chrysler in the U.S. could make homegrown production for those carmakers more attractive than it's been in decades. "If the dollar stays like this for a long period of time, you could see some of the Canadian suppliers getting cut out," says Miller.

David Bradley says Canada's skilled labor pool and robust productivity rates mean the bulk of Canadian auto manufacturing isn't going anywhere, anytime soon. But, he adds, "it behooves our parts manufacturers to compete in the global supply chain and be able to supply to the foreign manufacturers as well as domestic." Jayson Myers points out: "Buzz [Hargrove] and the gang will also have to make sure their own agreements are competitive."

Further west down the Trans-Canada, far removed from the economic grind that entangles the auto industry, the bullish loonie has delivered another blow to cross-border agricultural and lumber sectors, just as the storms of the softwood and mad cow disputes have begun to pass.

Already battling protectionist forces in the U.S., it's just a matter of time before many beef and lumber producers become less competitive than domestic firms south of the border.

So far, says Jim Ryan, the peak "fall run" season has somewhat buffered the cattle industry from the effects of the dollar. However, while southbound volumes haven't slowed much, the general manager of Butte Grain Merchants in Picture Butte, Alta., admits that in order to keep up with U.S. markets, slaughterhouses here have

## HEADING NORTH?

**M**ost American carriers and owner-operators have historically avoided the Canadian border as much as they could help it. Too many headaches—border congestion, FAST cards, pre-notification—and not enough return. But with a U.S. dollar now more competitive, could we see more stars-and-striped trucks on this side of the 49th?

The OTA's David Bradley says he isn't particularly worried about a massive influx, but wouldn't be surprised to hear stories of a return of "Friday night specials," in which Americans were able to poach headhaul freight from Canadian carriers immediately after deregulation.

While there will always be a preference for Canadian companies to use domestic carriers, Jay Myers of the Canadian Manufacturers & Exporters says he could foresee more Canadian shippers sending freight south on an American truck's backhaul. "I don't think we'll ever replace [Canadian cross-border lanes], but clearly, there could be an opportunity for more U.S. trucks."

RBC's Walter Spracklin predicts a "can't-beat-'em, join-'em" response from some Canadian fleets. That means more interline partnerships and acquisitions of American carriers. One CEO of a large western Canadian carrier recently told analysts that freight opportunities are now "three-to-one" on a backhaul [from the U.S.]. "Historically, you want more opportunities on your headhaul, so it makes sense for them to get the trucks to come up, and then filling the backhauls if they can," says Spracklin. "We haven't seen any big [acquisitions] yet, but I think we're going to see them down the road."

dropped prices in recent months. That'll likely put upward pressure on transport rates, which Ryan says "are already stagnant" since the border reopened to live cattle in 2005.

### Bright Spots?

The news isn't all that bad for everyone—specifically diversified linehaul carriers and those in larger specialized niche sectors.

ATS Andlauer, for example, has been able to generate above average results due to its niche focus on pharmaceutical sectors, as well as specialized temperature-controlled services. Trimac's focus on large bulk contracts, mainly in the west, gives it buying leverage and partially protects the carrier from the weaknesses stemming from the manufacturing sector, reports RBC, which covers the financials of both income trusts.

TransForce, Canada's largest holder of general trucking assets, is significantly exposed to eastern cross-border traffic volumes, but has been able to mitigate the impact of the loonie somewhat by scaling down capacity and re-allocating drivers to more profitable segments—at least in the Quebec market, where the carrier has significant scale.

But what if you're a smaller, general cross-border van fleet or owner-operator? Then, you're probably not so lucky, says Spracklin.

"If you aren't protected by a specialized market, you have less recourse to capacity management than a large carrier would."

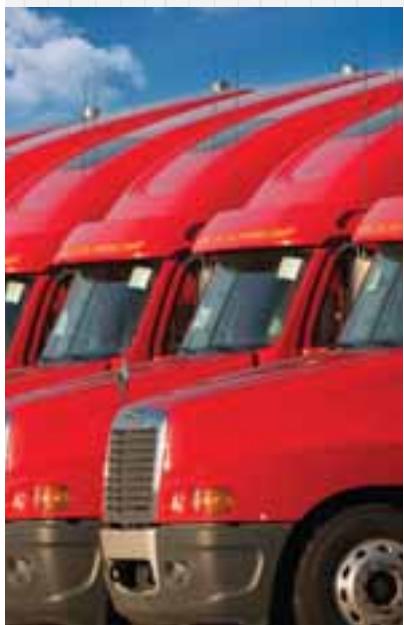
At least you don't have to be a huge player to take advantage of the slowly dropping prices for equipment, component systems, and technology. But while it's true the price of a new truck or a set of tires has come down, many fleets and owner-ops are still hesitant to buy when the economic picture is so cloudy, says Faddoul.

"It's a good time to buy, price-wise, but people are scared off because they're worried about losing work."

Ironically though, the economic environment has strengthened Faddoul's relationship with his employees and drivers. How so? "I notice that even my drivers are giving it more effort than they usually give," he says, adding that they're more conscious of cost-saving practices like fuel conservation and anti-idling. "They're very concerned about the economy and about what the future holds. For the first time, they're asking me 'What can I do? How can I help?' I've never seen anything like it before."

"This is the kind of attitude shift we all need if we're going to be competitive in the future." He includes trucking companies, drivers, shippers, and retailers, in his challenge. "Times are changing, and we have to change too." ▲

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# FORT McMONEY

BY ELEANOR BEATON

**"We've seen a lot of changes over the past five years," one trucker says.**

**"And it's not all good." Here's a look at the good, the bad and the muddy sides of trucking in the oil sands.**

**I**t's early Tuesday evening and the Fort McMurray Safeway is gridlocked with tired-looking shoppers, mostly men, absently loading carts with food. For the dozens of oil sands workers milling about the store, the fact that they are here means they have survived the marathon 2.5-hour, barely 100-km drive into town south along Highway 63, where mornings and evenings are marked by lines of headlights 10 km long. Tired, hungry, and utterly stressed out, they arrive here, to 10 log-jammed checkouts and a Starbucks line 12 bodies long.

Welcome to boomtown.

At 40,000 sq. km, the Athabasca Oil Sands, located just north of the city, is almost double the size of Alberta's two other oil sands developments, near Peace River and Cold Lake. All that sand—paydirt, the locals call it—is making Fort McMurray one of the fastest growing cities in Canada.

In addition to the billions of dollars being pumped into oil sands expansions—Syncrude alone plans to spend another \$6.5 billion over the next few years—there are major housing and commercial real-estate projects slated. As many as six new airports are under construction, and dozens of other infrastructure projects are planned to outfit a town that busted through its old clothes three years ago.

For the trucking industry, all this growth spells turning wheels and booming business. Many firms report as much as four-fold revenue growth in as many years. Rates have almost doubled since 2002. But as veterans of the northern Alberta town point out, big growth has meant big challenges for trucking in Fort McMurray.

"We've seen a lot of changes over the past five years—and it's not all good."

D.B. Kidd of D.B. Kidd Transport Inc., a 30-truck gravel hauler that has run out of Fort McMurray since 1977, says oil is just about the only resource Fort McMurray has enough of. Everything else—drivers, mechanics, land, good roads—is in critically short supply. "Labor is the number-one concern for trucking companies anywhere—times that by 10 up here," says Kidd, who spends roughly double the time he spent three years ago in driver recruitment, in an effort to deal with 25-percent turnover rates.

"Finding the drivers is less of a problem than keeping them," says Rita Gushue, general manager of the Fort McMurray branch of Dukes Transport Inc., a 24-driver firm based in the city for 28 years.

"We find them and train them, only to see them switch to the [oil sands] plants themselves."

In fact, driver "slippage" to the major oil sands contractors is a



major source of frustration for local truckers. Some oil sands companies are perceived to offer a better deal for workers, including free flights home, higher pay and better perks. Fleet owners say this drives up the already high costs of doing business.

In order to work on the oil sands, drivers are required to take a drug test and complete a two- to five-day safety and orientation course at the local community college at a total cost of roughly \$500 dollars. That's an investment which, one out of four times, is "gifted" by trucking outfits to major contractors a few months—sometimes even a few weeks—after a driver is hired.

"It's a real challenge for us, and we're working to offset it, but what can we do? That's our reality up here," says Gushue.

Many firms have bumped up their offerings in an effort to keep workers. Last month, Dukes Transport began a \$400 monthly living allowance for drivers, for example. Paying for a driver's accommodations is another common practice, though at \$900 a month for a spot at an RV campground, it's a costly one. And because as many as two-thirds of the drivers in Fort McMurray are from the Atlantic provinces, paying for flights home is another lure.

Few of the roads around the oil sands projects are paved, so maintenance constitutes another major and skyrocketing cost for local firms. Service calls start at \$700, versus \$300 in Grasslands, the next closest town south. Shop rates are at minimum 40-percent higher than in Edmonton and it's not unusual for parts to be on back order.

In other parts of the country, a trucking outfit might just hire a mechanic and build its own repair shop. In Fort McMurray, it's not so easy.

The city is literally imprisoned by its own wealth. Surrounded on three sides by muskeg, the only developable land lies to the north of the city, where the oil sands are located. That has made the costs of owning or leasing real estate prohibitive.

Tom Galloway, president of T Galloway & Son Trucking Inc., an eight-unit gravel operation based in Fort McMurray since 2000, bypassed the challenge by building a mobile repair shop in a trailer he keeps near the RV park where he, his son, and most of their drivers live.

A scarcity of land has kept trucking companies small. Quite simply, there's nowhere to park the equipment that would allow firms to expand. According to D.B. Kidd, this has also kept firms highly specialized. "You can't afford to have equipment you don't use everyday," he says.

"As it is, there are companies up here that need three, four times as much space as they have to store trailers and equipment. But all the land's earmarked for housing."

Rick Johnson, president of Donatsville, AB.-based RJ Trucking Inc., an independent gravel operation, says the scarcity of land is as hard on drivers as it is on fleet owners. While the number of trucks operating in the city has, by some accounts, grown five-fold over the past five years, there is still not a single truck stop in the town. In addition, the lack of available housing has driven up costs so significantly—a mobile home on a small lot can cost upwards of \$300,000—that operators wonder, if, at the end of the day, it's worth it.

"The atmosphere up here is so unstable for business," Johnson says. "Is there opportunity? Yes. But some days you have to wonder if it's worth it."

## Oilpatch

Fort McCrazy, Fort McMone, Fort McStress: Coming up with names for this partially-constructed city is a favorite pastime.

This is another one: Fort McSafety. Mandated by the big oil companies, enforced and adhered to with the grim, all-business briskness that Fort McMurrarians seem to approach everything, safety is king in this industrial town.

“Safety is valued over production up there,” says Steve Black, an oil sands driver who arrived from New Brunswick three years ago. Speed limits are 30km/hour and 70km/hour on the oil sands and are strictly enforced. The list of things that can get a driver immediately and unceremoniously fired from a job is seemingly endless: Exiting his truck without a hard hat; not wearing an

orange safety vest at all times; speeding—even a little bit; not having his headlights on; talking on his cell; rolling through a stop even in the middle of absolute nowhere, even where there is not and will not be another vehicle for miles and miles and miles.

Trucks are subjected to monthly, sometimes even weekly, safety inspections onsite. All vehicles must be equipped with buggy whips—lighted orange-flagged antennae that stick five feet in the air so the guys in the giant 797 extraction bucket trucks can see them.

But for all the emphasis on safety, there exist some glaring oversights.

Many operators claim logbooks are non-existent here. Stoppages by the Department of Transportation, while routine in other parts of the country, are rare in northern Alberta. In his three years in Fort McMurray, Steve Black has been pulled over once.

“HOS seems to not exist in northern Alberta,” says one fleet owner who asked not to be named. “It’s like it’s something that’s just getting lost in all the work.” One driver estimated he could regularly work 20 hours per day with little trouble. Combined with the city’s high payloads—drivers can make as much as \$15,000 to \$20,000 per month—the hamstrung reality of the trucking industry seems to almost negate the uber-emphasis on safety in the oil sands.

“Safety is only a convenience [for the large oil sands contractors],” says D.B. Kidd. “It’s a way of passing liability down the line.” Kidd estimates his office staff spends up to 25 hours per week doing safety-related paper work, costs unrecoverable through rates.

But despite the gridlock in Fort McMurray, despite the soaring costs and stressful working conditions, fleet owners report increasing competition from out-of-province trucking operations flooding to the area. It has veterans like Kidd wondering how long they can last.

“I’ve done well from the boom because I’ve been established here for a long time,” he says. “But with all the costs and the headaches up here? You have to wonder if the new guys are really gaining anything.” ▲

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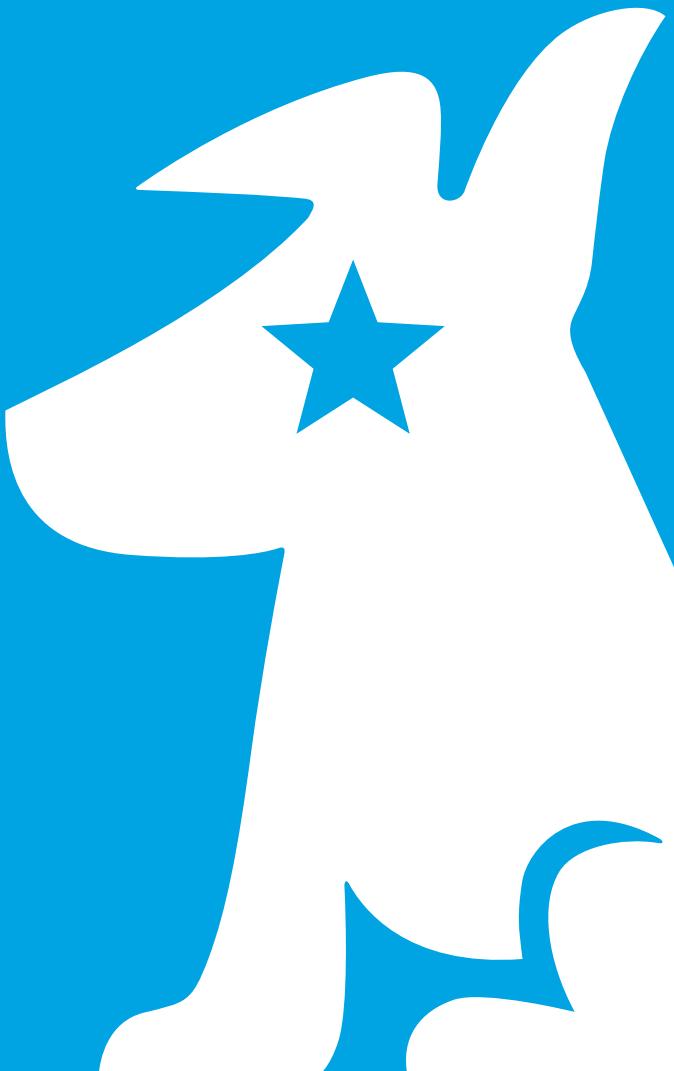
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# In Gear

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



## INSIDE:

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**TIRED ARGUMENTS:** Since the transition to steel-belted radials, steer-tire problems have decreased dramatically.

crashes are associated with truck tire failures. When tires do fail, especially those on the steer axle, the cause these days isn't usually the fault of the tire, but rather poor tire maintenance procedures.

"If you are going to make tire maintenance a priority at all, the steer tires are the two most important tires of the vehicle," says Guy Walenga, engineering manager for commercial products at Bridgestone Firestone North America. Not only are steers carrying the highest load per tire when a truck is loaded, but, he says, "these are the tires that are transmitting all of the directional inputs from the driver for directional change to the ground to get the vehicle to move," he explains.

While steer tire failures are a lot less of a problem than in the past, they do contribute more to deadly consequences than tire failures on other truck axles, according to the UMTRI study. How a driver handles his truck when steer-tire failure occurs can have as much an effect on how such a mishap turns out as most any other factor.

The general rule of thumb, says Bridgestone Firestone's Walenga, is to keep your foot off the brake and on the accelerator to help maintain directional stability and control. Back off the accelerator and gingerly apply the brake when you pull to a stop.

It's also important to keep a firm grip on the steering wheel, because there can be strong pull in a front tire failure situation, especially if it causes the truck to run towards the side of the road.

Steer tires have also greatly improved in the last generation when it comes to removal mileage. Getting 70,000 to 80,000 miles used to be the average. If you were really lucky you got 100,000. Today some fleets get 150,000 miles out of their steer tires. This is due not only to better tread compounding, but also to better tire maintenance by fleets, Walenga notes. ▲

## Steering You Right

**tire maintenance** *Why front tires shouldn't be blamed for problems they don't cause.* By Evan Lockridge

**S**ome people in the trucking industry—drivers and fleet folks alike—think steer tires are fraught with danger. And like many things, the steer-tire reputation was well deserved a decade ago, but not today.

There are very few steer tire problems out there these days, says Asa Sharp, a

commercial truck consultant and retired engineer who spent his career around truck tires. He says truck tires aren't made the way they used to be.

A study by the University of Michigan Transportation Research Institute (UMTRI) a few years ago found that only a very small percentage of fatal truck



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**H**ere are a few tips for winter tire maintenance, courtesy of Tim Miller, Goodyear's commercial tire marketing communications manager. An "aggressive" drive-axle tread pattern is very important for single drive-axle tractors and straight trucks.

A pattern with lots of lugs will dig into snow and provide better traction. If you run tandem-axle rigs, you're doubling the drive and traction and, depending upon the severity of weather, you can get enough grip with traditional over-the-road drive tires that are designed for good traction and long miles to removal.

The key is having lots of gripping edges for traction improvement in snowy or slushy conditions. Ice presents its own set of challenges that even the most aggressive tires can't handle.

One way to help fight ice and slippery road conditions is to have your tires siped. Many dealers have siping machines that cut grooves into your tires, which helps grip. However, some lug tires, when siped, may be prone to tread tearing on dry pavement. Ask your tire dealer for more information.

A tire with lots of tread will have more traction than a tire on its last 32nds. While most fleets remove tires with a worn tread-depth value of 4/32nds in the spring and summer months, that's not a recommended practice in the winter. In the winter, it's recommended that tread be removed at 8/32nds. Tires that are pulled early can be

placed on trailers or put in racks until spring arrives.

Drivers should check air pressures before the vehicle begins its workday, when the tires are cold. Air pressure falls one pound for every 10-degree F drop in the ambient temperature, so if you check your pressure in the heat of the day they may be two or three psi lower the next morning.

When the temperatures sink really low—we're talking minus 20 or 30—pressure loss is even greater than normal. In some parts of



the country when it's minus 45, you might lose two psi for every seven-degree drop in ambient temperature. If you have your truck in the shop for six hours and it's nice and warm and you fill to 70 psi, the inflation pressure may not be adequate for the kind of weight you're hauling. You might need 90 psi or more.

Another challenge: When you take an air-pressure reading, you get moist air coming out of the valve stem and freezing on the spot, which can cause the valve to stick. If you encounter bitterly low temperatures and need to check your air pressures, do it in the shop where it's warmer and you won't risk a stuck valve. When you fill the tires, just remember to compensate for the greater pressure drop that happens in extreme cold.



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# Straight and True

**wheel seals** With three different wheel-end lube methods, and nearly a dozen different hub caps in common use, can you tell when something's not right? By Jim Park

**T**he idea behind a wheel seal and wheel-end hubcap is simple: keep the lubricant in, and water and contaminants out. Lube depletion can lead to catastrophic bearing failure and a wheel-off incident. Contaminant incursion will eat the bearings up prematurely. Expensive and annoying to be sure, but corroded bearings might also send a wheel flying into the front seat of an oncoming vehicle.

For the record, we're discussing the hubcaps found on non-driving axles only. Drive axles do not have conventional hubcaps.

Daily driver visual inspections are required by the DOT, and are usually sufficient to ward off disaster—barring mitigating circumstances like loose cap nuts, spun bearings, and such that a driver isn't in a position to detect.

But with three different types of wheel-end lubricant in use, and close to a dozen different types of hubcaps in common usage, how is a driver supposed to identify the type of hubcap and the lubricant that's behind it before determining the wheel's fitness for duty? Here's what to look for on a trip inspection.

Visibly obvious leaks around wheel seals and hubcaps are almost always a by-product of oil-bath bearing lubrication. The seal fails and the oil leaks out. It's easy to see and fairly obvious to any diligent driver.

But what about wheel ends that use semi-fluid grease or even NLGI 2 grease? They tend not to flow as oil does, and they use a different type of seal.

## LUBE CHARACTERISTICS

NLGI 2 grease is chassis grease. The bearings are packed prior to assembly, the wheel end is sealed from the back and capped from the front, and barring a serious contaminant incursion, hardly anything can go wrong. Because the bearings are packed in grease and grease doesn't flow, it won't leak out. Bearings will never be starved for lubricant. NLGI 2 grease is used almost exclusively in Europe, but not very popular in North America.



**WHEEL SIMPLE:** Daily visual inspections are usually sufficient to ward off disaster.

Semi-fluid grease lies somewhere between oil and number 2 grease. Categorized as NLGI 00 synthetic, it's said to couple the lube advantages of a fluid with the "stay put" characteristics of a grease. It's thick enough to cling to metal surfaces, but thin enough to flow to some extent. For this reason, it's difficult to determine if an adequate quantity of lubricant is present in the hub. Unlike oils, it doesn't flow down to a point that can be measured in a sight glass, and unlike grease, it doesn't stay 100-percent in place. It can still leak, but it's touted to leak more slowly than oil, and it comes in distinctive colors so it won't be confused with oil or grease.

Petroleum or synthetic oils bathe the bearings in a highly viscous lubricant that is "stored" in a well in the hub. Oil-lubed bearings need a vented cap because the seal must be air-tight to keep the lubricant in and contaminants out. Because of its highly fluid nature, it will readily leak past a damaged seal, a poorly tightened cap, or a porous gasket.

## SPOT THE HUBCAP

With close to a dozen variations of hubcap design, it can be difficult to identify what kind of cap a driver is looking at and what type of lubricant may be behind the cap.

Grease caps are unique in that they have no sight glass, no vents, and no fill ports. They're usually installed on unitized wheel hubs, and require no maintenance or driver intervention. (see Number 2 grease caps, pg. 63).

Semi-fluid grease caps often have no sight glass, but sometimes they do. Those that do will usually reveal a colored lubricant inside (yellow to red, or pink in color). That's the giveaway. Can the driver check to ensure the lube level is okay? No. There's no way to verify the proper lube level in a semi-fluid grease-filled wheel end.

If the seal or cap is leaking or weeping, the driver will notice an accumulation of dust as it clings to the wet grease (see Semi-Fluid grease cap, pg. 60). This type

*continued from page 63*

## In Gear



**SEMI-FLUID GREASE CAPS:** Hubcaps like this are used with semi-fluid NLGI 00 grease. Typically, there is no fill port. When synthetic semi-fluid grease is used, the cap will have a vent. No vent is used with petroleum grease (above). If the hubcap has a window, the lubricant will often appear yellow to amber, or pink to red in color.

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**OIL-FILLED HUBCAPS:** Shown here are three different brands of oil-filled hubcap. The Stemco cap (above) is probably the most familiar, with the sight glass and a red fill/vent plug. The oil level should be visible between the full and add marks. Some seepage could occur around the cap, but this is not a cause for alarm.

The cap on the top right is a front wheel hubcap typically found on Freightliner products. It has a filler plug, but no sight glass. The plug would have to be pulled to check the lube level. It also has a filler port machined into the cap.

The lower right cap is a ConMet hubcap. It too has a fill plug which would need to be pulled to check the lube level. It should be close to the lip of the opening in the cap.

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**NUMBER 2 GREASE CAPS:** Grease caps like this are found on unitized hub assemblies, and are used with NLGI 2 grease—chassis grease. The bearings are packed in grease at the factory. NLGI 2 does not flow, so it won't leak. No vents are required on the cap; the inner seal is designed to keep contaminants out, not to keep the grease in. There's nothing here for a driver to inspect.



Notice the reddish material on the inside of the sight glass? Notice that the "fill" and "add" marks are dry? This is a typical oil bath hubcap that has been filled with semi-fluid grease rather than oil. There's no point in removing the red centre cap to check the fill level because the semi-fluid grease is coating the inside of the hub. Proper lube level cannot be checked visually.



This Sentinel hubcap from Stemco features a filtering system to eliminate contamination of lubricant from grime, dirt, or water. The red cap cannot be removed, but fluid levels can be checked using the sight glass. It has a fill-port machined into the cap itself. Sentinel oil hubcaps are used with oil or semi-fluid grease.

*continued from page 59*

of seepage is no cause for alarm. Wet streaks—as one might see with an oil leak—should be attended to immediately.

Oil-filled wheel ends come with a variety of hubcaps, and most will include a sight glass, a vent (often part of the sight glass), and a fill port. Vehicles should not be driven if the oil level is below the add mark, or if the plug is missing or the glass is broken.

Regardless of the type of lubricant present or the kind of hubcap that's used, drivers ought to physically touch the wheel hubs periodically while on a trip. They will become warm to slightly hot with normal use—depending on the axle weights and the intensity and duration of recent brake applications. Get use to what feels normal, and report any unusually hot or cold wheel hubs immediately. ▲

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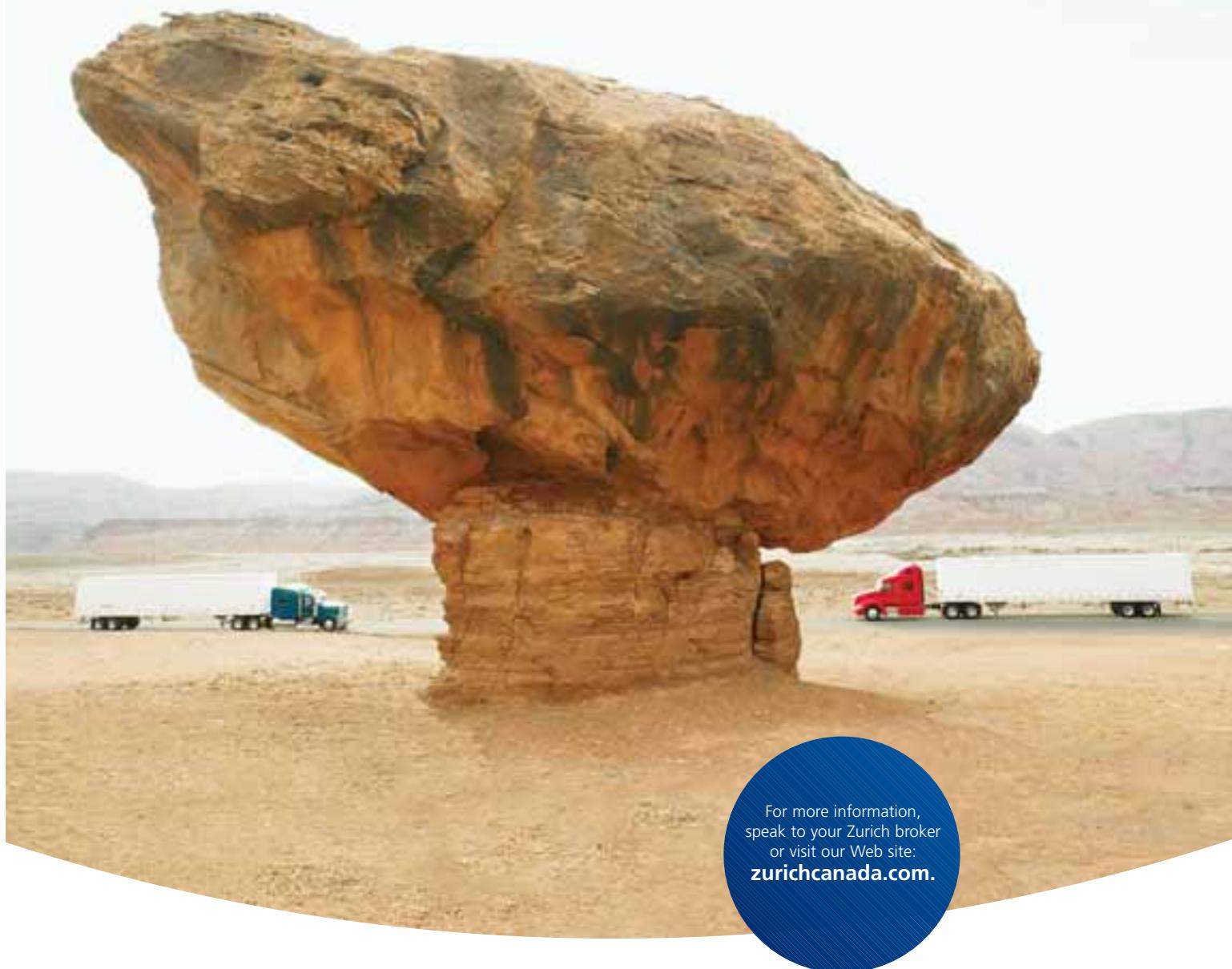
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# Medium-duty Idol

**medium-duty** *Hino dusts off an old favorite to rave reviews.*

By Peter Carter

**F**or the past few years, Hino Canada has been making headway into the medium-duty conventional truck market, but there's nothing conventional about the company's Canadian President Hiro Omori.

In mid-September, Omori invited Hino dealers to a meeting in the southwestern city of Woodstock, Ont., so he could inspire them to earn even greater market share in the coming year.

After a ride-and-drive of the new 2008 models at Hino's testing facility, which shares real estate with the 132,000-sq-ft truck assembly plant that the company opened just last year, Omori welcomed the dealers back to town to assemble in the historic Theatre Woodstock auditorium.

There, Hino brass extolled the virtues of the new lineup.

At one point, the presentation was punctuated with applause. That was when Hino announced the resurrection of the class-4 cabover model.

Back in 2004—and to the dismay of many longtime Hino buyers—the Toyota subsidiary had abandoned the COE in North America in favor of conventional models, but local demand has led to its re-introduction, due to hit the streets next year.

It will be styled after the popular Japanese "Dutro" Model and will use Japanese components but be built in Woodstock. The familiar blunt-nose design—ideal for urban P&D work—is a 14,700-lb-GVW truck powered by a 175-hp four-cylinder Hino diesel mated to an Aisin four-speed automatic transmission.

But back to the aptly named Woodstock gathering. The theme of the meeting was "Hino Rocks." The conventional truck wasn't the only thing that got applause.

The show opened with a four-piece rock band fronted by an Alannah Myles

clone who got the crowd clapping with cover versions of songs like Queen's "We Will Rock You." For some reason, they also churned out AC/DC's "Highway To Hell."

After all the marketing and technological announcements were done, out to the stage came Hiro Omori. And rather than

**BACK TO THE FUTURE:** Hino Canada's resurrecting its COE and introducing the 358.



delivering a speech, which is what most people expected, the president—in black pants, shades and black shirt—strutted around the stage with his seasoned Ibanez six-string, jamming with the band and even at one point hoisting his axe up over his head and playing behind his back.

By paying homage to what Hendrix did at that other Woodstock a few decades ago, Omori has arguably earned himself the title of Coolest Truck OEM President

On the Planet. (*Today's Trucking* senior account manager Jack Meli was in attendance. Meli himself is an accomplished musician and former professional bass player. His comment about Omori's debut? "I knew he played but I didn't know he was that good.")

Omori is also a good OEM executive. Not only has he persuaded head office to reintroduce the cabover into Canada, his company has increased its class 5, 6 and 7 market share every year since the mid-'70s.

For 2008, Hino has announced a wide range of improvements and upgrades

across its complete range of products, from the introduction of an exhaust brake to the company's smallest bestseller, the 18,000-lb-GVW model 185—to the heralding of an entirely new vehicle—the model 358, with a GVW of 35,000 lbs.

Not only that, the company has a 4x4 in the works.

First, the new truck. The 358 is a heavy-duty version of the 338, Hino's top-selling class-7 truck. The 358, with its 23,000-lb rear axle and optional 120K-psi heavy-duty frame with a driver-controlled locking differential, is designed for delivering heavier loads over unimproved roads.

In addition to other applications, Hino's



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hoping this model will make greater headway into some of the coveted building-materials, small-reefer and tanker markets.

The 358 is powered by Hino's most powerful engine: a 7.6-litre, six-cylinder, turbocharged diesel that develops 260 hp and 585 lb. ft. of torque. It comes with either a standard six-speed Eaton 6406A manual or heavy-duty five-speed Allison 3000 RDS automatic with PTO capability. Wheelbase on the 358 ranges from 187 to 271 in. Brakes are ABS air and clutch is self-adjusting (on the manual model); oil-lubricated front wheel bearings and long-life engine coolant add to the list of cost-saving features.

Other changes to the lineup for 2008 include:

- The 258LP is now available with air suspension and air brakes.
- Hino's exhaust brake will be standard equipment on all models.
- The 165 and 185 models will be available with optional five-speed Allison 1000 automatic transmissions.
- The smaller, models 165 and 185 come



**GEAR JAMMIN':** Hiro Omori rocks Hino's dealership meeting.



with standard five-speed Eaton manual but they're also available with Aisin four-speed automatics, or a five speed Allison 1000.

- Trucks with the Aisin transmissions now come with standard aluminum wheels.
- All wheelbases also have an optional Allison 1000 HS five-speed automatic.
- All models have updated their driver information displays, and Denso brushless alternators are now standard equipment on all models.
- Hino has also upgraded the exterior cab lighting, interior trim and the mirrors on all models.
- Chrome bumpers, mirrors and alu-

minum steps are available as optional equipment and vertical exhaust systems are options on models 258, 268, 308, 338, and 358.

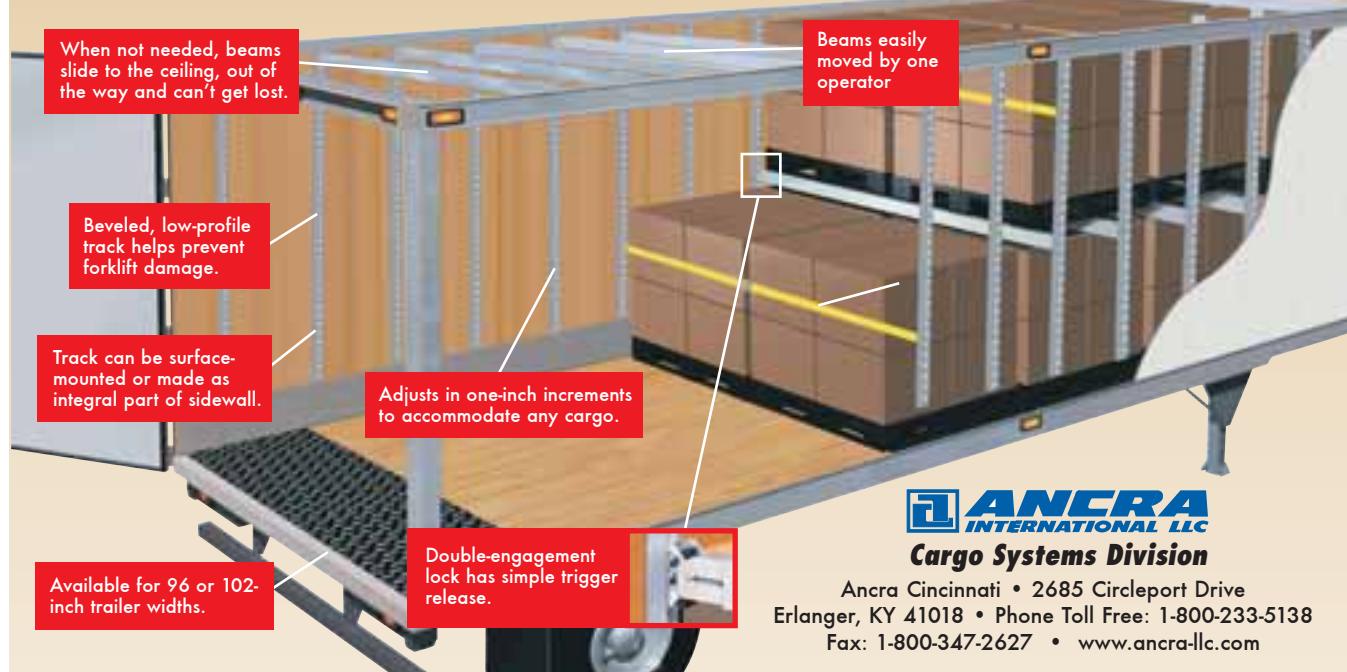
- Finally, Hino is now offering air suspension even on models with hydraulic brakes.

Among its customer lures, Hino is including a new Owner Protection Plan, which provides five-year engine and transmission warranty, three-year road side assistance, and one-year/50,000-km scheduled maintenance, at no extra charge. ▲

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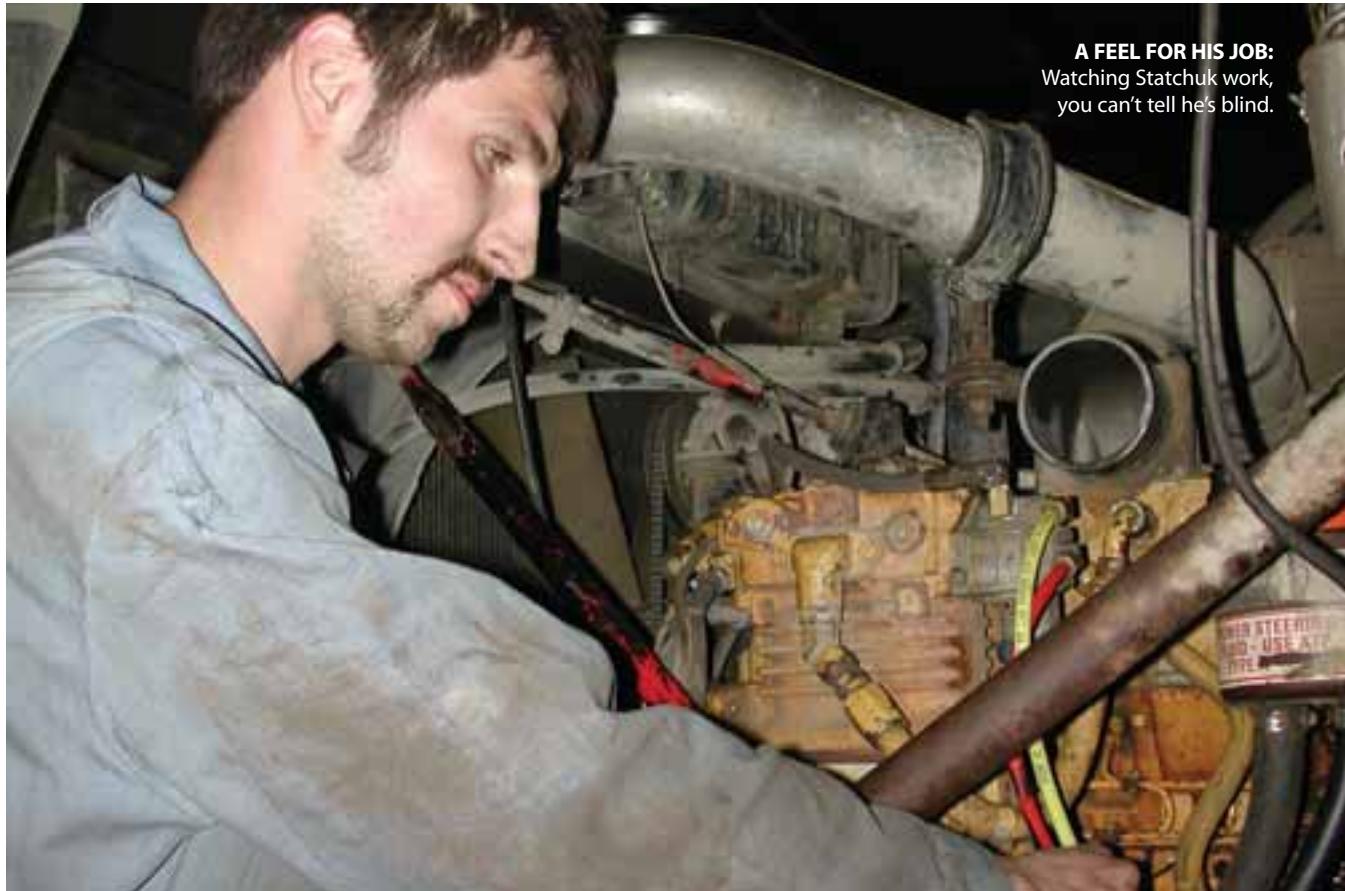
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**A FEEL FOR HIS JOB:**  
Watching Statchuk work,  
you can't tell he's blind.

## Working In The Dark

**techtalk** *There's no telling who your best tech's going to be.*

By Allan Janssen

**T**hink you could rebuild a transmission blindfolded? How about overhaul an engine in complete darkness? Eric Statchuk can.

The 22-year-old truck technician in Yorkton, Sask., was born blind. He gets by with a finely tuned sense of hearing and touch—and by all accounts, he's one heck of a technician, a top producer with almost no comebacks.

"He's one of my best guys," says Dave Fyck, a co-owner (with his brother Dean) of Truck Proz, a busy shop in the northeast end of town. "He can diagnose things better than most. If I could have two or three more guys like him, I'd be thrilled."

Statchuk started wrenching three years ago, and has shown a remarkable aptitude for the job.

"I'm up for anything," he says. "It could be a clutch re-and-re, it could be a simple

oil change and grease... shackle pins, anything. One day I'll be replacing the brakes on a truck, the next I'll start a complete engine overhaul.

"Every day's different," he says.

Amazingly, his brother Shane was also born blind and also works as a truck technician, but he's at the provincial department of highways across town.

The brothers first showed their fascination with mechanics on the farms they visited as kids. In their early teens, they worked on half-tons and old cars. When it came time to make career decisions, they enrolled in a 'tri-trades program' where they learned the basics of agriculture, truck-and-bus, and heavy-duty maintenance work.

At the time, Fyck worked as foreman at another shop. He supervised Eric Statchuk during one of his co-op placements, and went to bat for him to be hired full-time.

"On his first day a truck came in with a 'clunk' and we told Eric to pull the diff plugs and check for pieces. He said there were no pieces there, so I was about to call the customer, but before I did, Eric called out, 'I found the problem! It's a U-joint.' Well, the rest is history."

Fyck eventually left to start Truck Proz, a full-service truck garage, with his brother Dean. Statchuk moved with him.

Watching him work, it's hard to believe that Statchuk is blind to everything but the greatest contrast between light and dark. ("If the bay door is open, he can tell there's more light at that end of the shop, but that's about it," says Fyck.) He's completely confident both under the hood and under the trailer, and some people don't even know he's blind until they're told.

He has his limitations, of course.

"I don't do a lot of electronics," Statchuk says. "If it's a simple wiring job or changing a plug with six wires, I'll do that. Or wiring up a light, that's pretty easy. I might have to ask someone the colors of the wires, and then I bend them in a different way so I know which is which. But

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**CAN DO ATTITUDE:** Eric's brother Shane, also blind, repairs machinery for the department of highways.

I'm not the wiring guy in the shop."

Fyck says Statchuk is being modest. "He manages electrical work by holding his test light right against his eye to see if it lights up. Or he'll feel if the bulb's hot. He'll work through it."

"He just rebuilt an old transmission. There are only about five of these particular transmissions in Canada and we couldn't get parts for it, so he completely rebuilt it himself," says Fyck. "Stripped it all down, cleaned it up, put new gears in it. I wouldn't even have tackled a job like that. But he's fearless."

Statchuk recalls another milestone in his career.

"My first engine overhaul was pretty amazing" he says. "That's an expensive job because it takes you three or four days straight, at nine and a half hours at a go, and there are a lot of details to keep in mind. My first one, I thought, 'This thing is either going to run or it's going to blow apart.' And it ran. That was pretty awesome."

Are customers worried having a blind man service their trucks?

"Some of them, sure. The ones who know me, no," he says.

"At the beginning, if a customer looked at Dave funny about me working on their truck, Dave would tell him, 'Eric's working on it, and if you don't like it, you can take your truck somewhere else.'"

Fellow technicians have also had to warm up to the idea of working with someone who is blind.

"Some technicians have been rude about it, but I don't care," he says. "More often, guys will stand there and watch me work, and I hear them saying, 'That's amazing.'"

Brother Shane has also had to quiet his critics. He had to prove himself, and now

has the respect of his co-workers.

"We've got a good crew here. And if anybody says I can't do something, I just show them I can," he laughs.

The work isn't without its dangers, but

both say that's just part of the challenge.

"I've hit my heads on lots of things, but not enough for stitches or anything," says Eric.

"Yeah, he's stepped in the odd oil bucket, or grease bucket. Or banged his head on a mirror," agrees Fyck. "We all do that, though. Especially those trucks with the mirror on the hood; you open the hood and walk around, forgetting about the mirror and crack your melon on it. He's no different from the rest of us that way. We just try to keep things a little neater for him."

Adds Eric: "I do the best job I can because if another tech looks at my work, I want them to say I did a good job. I tie the wires up nice, and clean all the surfaces neat. There are techs who can see, who leave a great big mess behind them." ▲

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## Western Wheelers improves service delivery and safety with TELUS Tracker service.

### TELUS Western Wheelers case study

Located in the heart of central Alberta, along the thriving Calgary-Edmonton corridor, the town of Ponoka is home base to Western Wheelers Inc., an 11-truck company that provides rig moving and heavy hauling services to companies operating in Western Canada's Oil Patch.

Western Wheeler's dispatcher works from Lethbridge, Alberta, and the company's trucks can be almost anywhere in the province at any time. As a result, the company is heavily dependent on its communications. "Our drivers have cell phones, so we can always reach them when they're on the road," says Administrator, Rita Odenbach. "However we wanted a way to better confirm how much time they spent on each service call."

The management team at Western Wheelers began doing some research and quickly found a TELUS solution. TELUS Tracker™ uses GPS monitoring to track fleets in real time, allowing the fleet owner to improve dispatch and scheduling and streamline vehicle maintenance. It also establishes an in-vehicle platform that can easily integrate with other applications such as drivers' logs or vehicle monitoring solutions that can provide head office with information about tire pressure, the way the vehicle is operated, excessive idling and more.

After receiving an information package, Western Wheelers spoke to their TELUS representative about customizing a solution to suit their needs.

### Real time tracking information

Every Western Wheelers truck is now fitted with a cellular-based GPS modem. This device captures real time information about the truck's current status – its location, speed, direction of travel and ignition on/off state – transmitting it directly to the TELUS Tracker application installed at head office and on a number of laptop computers operated by employees in the field. "Now we always know how close our drivers are and how long it will take them to respond to a service call," says Rita Odenbach. "If clients want to know when to expect us, we can go online and tell them exactly."

Thanks to the solution's scalability, Western Wheelers was able to choose the capabilities it needs now, knowing they can leverage others at any time. "We know we have a lot of idle time and we don't really need to keep track of it," says Odenbach. "However, we can use the solution to monitor the operation of our trucks, making sure that both our drivers and their million dollar loads are safe at all times."

Finally, the solution will allow Western Wheelers to provide accurate billing information. "If a client ever asks, we can tell them precisely what we did and when we did it," says Odenbach.

Western Wheelers drivers still submit their timesheets, but now the company has access to real time and historic data and can generate reports on all truck activities for verification. Employees know they will be paid for actual hours spent on the job, clients can be kept informed and Western Wheelers is confident that jobs are completed safely and in a reasonable amount of time.



## WE HAVE THE TECHNOLOGY...

If only 50 percent of the heavy-duty trucks in Canada adopted some of the fuel-saving technologies and devices that are currently on the market, trucks in this country would drink 1.2 billion fewer liters of diesel fuel per year.

If all the commercial trucks in Canada adopted available technologies, the industry's fuel consumption would drop by 4.1 billion liters. Greenhouse gas emissions would decrease by 11.5 million tonnes, which would be the same as taking about 64,000 trucks or 2.6 million four-wheelers off the road.

That's the message that the Canadian Trucking Alliance (CTA) brought to the Harper Government in Ottawa last month, in an elaborate display of environmental unanimity.

Organizers are hoping the demonstration will persuade Ottawa to provide meaningful incentives to fleets and OEMs to reduce emissions.

In a very graphic illustration of how far along emission technology has come, the CTA invited Tory MP Brian Jean, Parliamentary Secretary to Transport, Infrastructure and Communities Minister

Lawrence Cannon, to conduct a hankie test; i.e., hold a clean handkerchief over the exhaust of a new operating diesel. It came out white.

He was then invited to ride shotgun in one of Claude Robert's "green" Volvos.

Senior officials from Natural Resources Canada and the U.S. Environmental Protection Association also attended the Parliament hill event.

Additional initiatives the CTA was encouraging included: Mandatory speed limiters, which CTA insists would save some trucks up to 10,500 liters of diesel annually; anti-idling devices such as auxiliary power units which could cut a long-distance truck's consumption by up to 7,200 liters a year; low-rolling resistance tires and wide base tires; aerodynamic add-ons such as side-fairings, and cab extenders; and finally, longer double-trailer combinations, which could save up to 260 million liters a year.

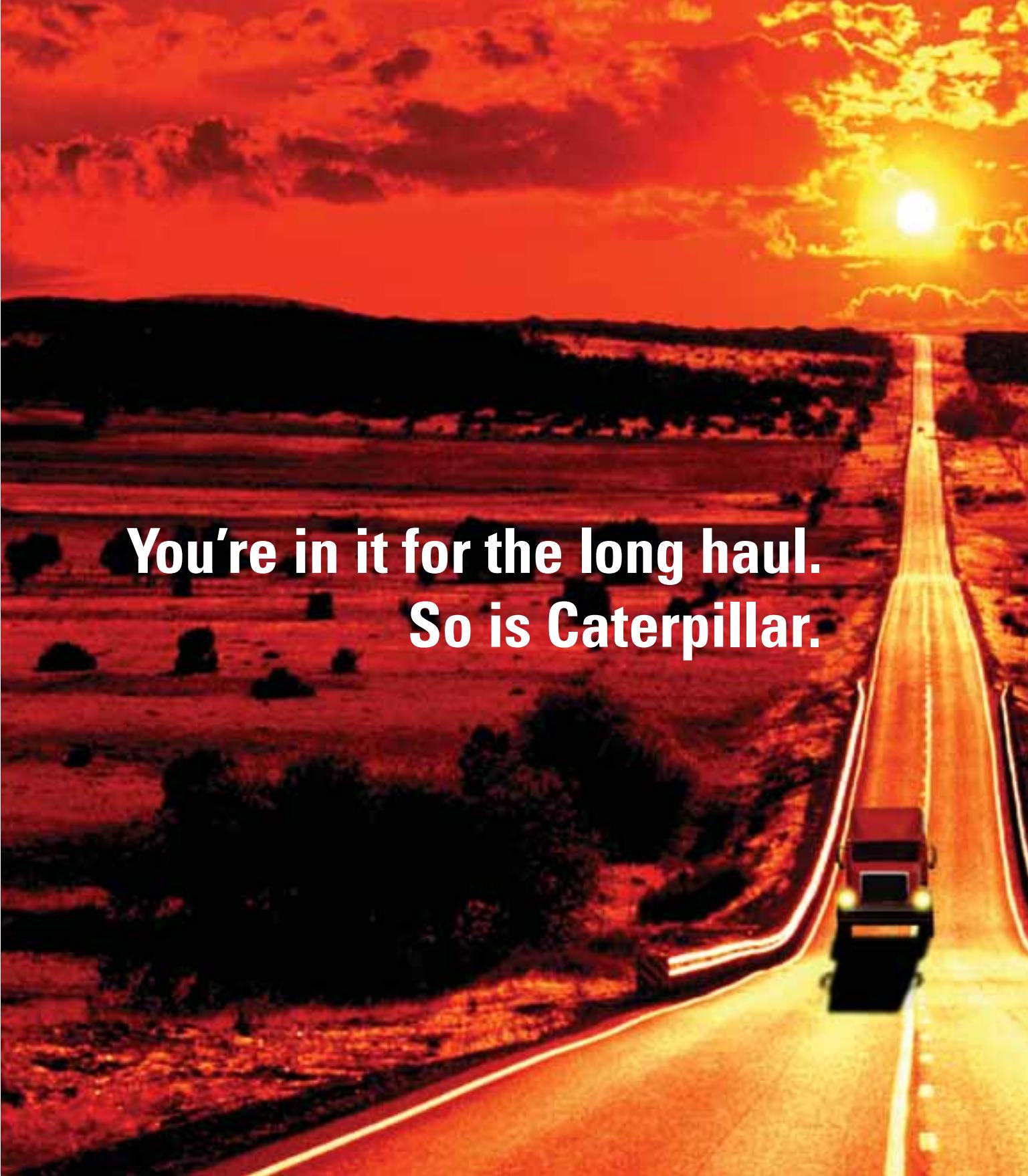
According to the CTA, estimates show that if most of the 294,000 class-8 trucks operating in Canada adopted the full package of energy-efficient technologies, truck owners and operators would save about \$4.1 billion annually. —Peter Carter



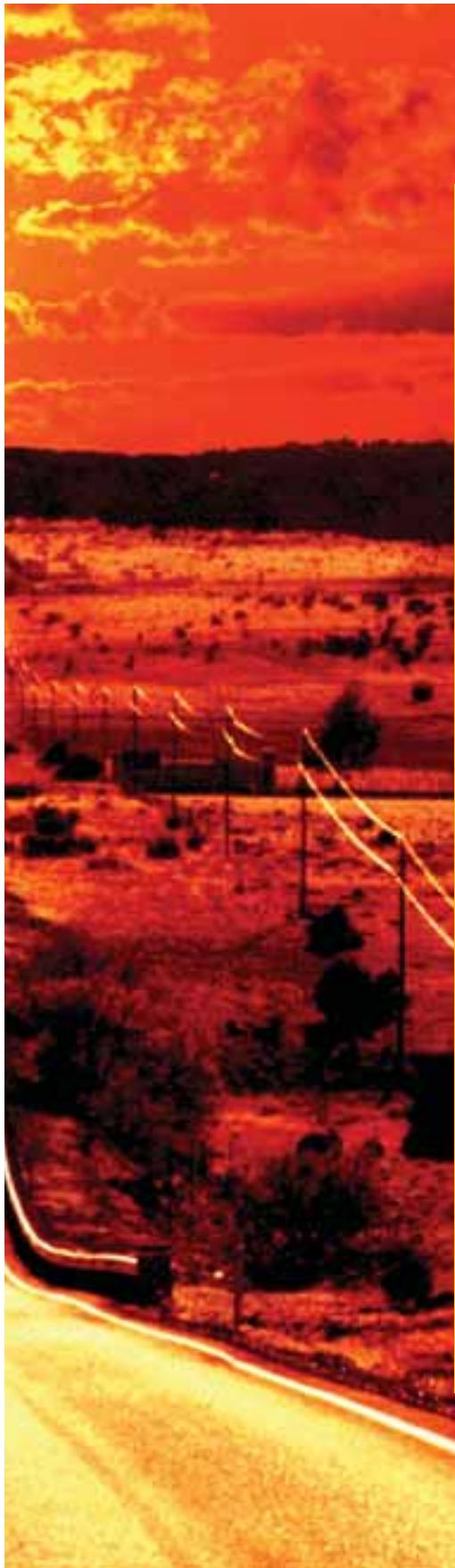
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A photograph of a long-haul truck driving on a highway at sunset. The sky is filled with warm, orange and red hues, and the road stretches into the distance under a setting sun. The truck's headlights are on, and its motion is blurred, suggesting speed. The landscape is arid and open, with a few small bushes visible on the left.

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These engines haul. Buckle up and go.

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#### Committed to 2010

2010-compliant engines are already in the lab and on the road. Right on schedule.

*"We're currently running 222 Cat '07 C15s. We had heard some rumors about the new Cat engines. But we put all those to bed. The average fuel economy on the new C15s is 7.2 to 7.4, compared to our fleet average of 6.7. And the drivers have been bragging about how they've been getting better pulling power over the hills. The reliability is there, less breakdowns. That's why we've got 200 more on the way."*



— Robert Long, CFO, USA Logistics Carriers

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## COOL ROUTEMAX

INTERNATIONAL'S REEFER ALTERNATIVE

**T**he new RouteMax system from **INTERNATIONAL** offers an alternative to refrigerated transportation developed by Johnson Refrigerated Truck Bodies. Available only on International DuraStar trucks, buyers get a self-powered, extended-route, cold-plate refrigeration system used exclusively in Johnson bodies. It charges devices called 'cold plates'—coated steel plates with tubing that contains a salt-brine solution—to maintain a cool temperature.

A traditional cold-plate refrigeration system requires overnight plug-in to re-freeze the salt brine. With RouteMax, the plates are also recharged during the route by a condensing unit that quickly restores the body's internal temperature and removes heat from the cold plates.

The power to charge the condensing unit comes from International's Diamond Logic PowerPack 3—said to be the industry's first OEM factory-installed 3,000-watt AC power solution. It offers fully integrated, on-demand power, available on International DuraStar and WorkStar models.

International says the system offers savings of up to \$6,000 per truck annually

compared to traditional mechanical refrigerated units, as well as lower operating costs—a claimed 80-to-90-percent saving in overall operating costs when using the electric solution versus diesel fuel. RouteMax is said to be "virtually maintenance free" with a 15-year lifespan. As well, the system is environmentally friendly because it cuts CO2 emissions significantly.

While traditional cold-plate systems hold the body's temperature during daily delivery runs of between 10 and 12 hours, the Johnson RouteMax solution is said to suit customers who deliver cold products for 16 to 20 hours per day. With RouteMax, the temperature is continually maintained because the cold plates are charged when needed by the PowerPack 3 system.

Fleet managers or customers can monitor the truck body temperature remotely from a password-protected Internet site thanks to 'Aware Vehicle Intelligence', an optional GPS-based solution from Navistar Electronics that monitors the truck and body performance.

*See your International dealer or visit [www.internationaltrucks.com](http://www.internationaltrucks.com) and [www.johnsontruckbodies.com](http://www.johnsontruckbodies.com).*

## KENWORTH CLASS 5

### NEW T170 MODEL EXPANDS PRODUCT LINE

**Kenworth** is entering the Class 5 market with its new T170 trucks. In a 4x2 configuration, it has a gross vehicle weight rating up to 19,500 lb. Standard features include the Paccar PX-6 engine rated at 200 hp and 520 lb ft of torque, with 8,000-lb front axle and 11,500-lb rear axle. Others include hydraulic brakes, low-frame-height chassis with 19.5-in. wheels and tires, power door locks, passenger-side electric windows (optional on driver's side), and Kenworth DayLite doors with right-hand peeper window. Customers can choose a manual or automatic transmission. The 6.7-liter PX-6 engine offers a high horsepower-to-weight ratio and a two-year warranty with unlimited miles.

The T170, available with the Kenworth Medium Duty Van Body Program, incorporates a single-piece, painted steel bumper forward of the hood to help



**Kenworth T170**

reduce impact damage. The new 'Metton' quarter fenders add durability and impact resistance, says KW. The new sheet molded composite (SMC) hood offers good access to the engine compartment with a 90-degree tilt. New halogen projector low-beam headlamps provide up to 30 percent

# CUMMINS BIG-BORE ENGINES WON'T NEED SCR IN 2010

NO NOx AFTERTREATMENT REQUIRED, BUT MID-RANGE DIESELS ARE DIFFERENT

**C**UMMINS has announced that its 2010 heavy-duty engines won't need a small tank of urea hanging off one of the truck's frame rails to feed a selective catalytic reduction (SCR) system. In fact, meeting the stringent 2010 nitrous-oxide emissions limits won't demand any other form of NOx aftertreatment either. Many truck operators will consider it a big advantage, not having to keep a urea tank full.

At the same time, the Indiana engine maker's medium-duty diesels, unlike their big brothers, will indeed use SCR as their NOx-reduction system for 2010, on top of cooled exhaust gas recirculation (EGR) and a diesel particulate filter (DPF). It's not new technology to the company, which launched its European mid-range engines certified to the Euro 4 standard using SCR in 2006.

It's the right technology for mid-range engines, Cummins says, in part because of the widely diverse applications in that world. As well, the company believes that "urea availability, usage rates and fill intervals are more favorable for mid-range applications."

Speaking at a recent press conference in Nashville prior to the fall meeting of the Technology and Maintenance Council, Dr. Steve Charlton, Cummins executive director of heavy-duty engineering, says the big-bore 2010 engine will be an evolution of the existing '07 product. It will employ "next generation" cooled exhaust gas recirculation (EGR), a variable-geometry turbocharger that's proven very successful since 2002, advanced electronics, and a diesel particulate filter (DPF), plus a new common-rail fuel system. Not the same engine in every respect, but a variation on existing themes, so there's little added complexity.

"We're confident that we can hold the line on fuel economy," Charlton says, adding power, torque, and maintenance intervals will also stay the same.

A key component of the Cummins 2010 product will be the XPI high-pressure common-rail fuel system developed jointly with Swedish truck and engine maker Scania. Injection pressures will be about 32,000 psi, approximately the same as now, but the common-rail

system is much more flexible, allowing multiple injection pulses and pressure on demand.

It's long been assumed that SCR would be needed to meet stringent 2010 NOx limits in heavy diesels, though Cummins has been hinting more and more obviously in the last year or so that an in-cylinder means could possibly be employed. It has also said repeatedly that its 2010 solution would be devised with customer needs at the top of the priority list, that it would devise the right technology to fit.

Both Detroit Diesel and Volvo/Mack have committed to SCR in 2010, while Caterpillar and others have yet to announce their plans for mid-range or heavy-duty motors two years from now.

Charlton also said the company will introduce two new displacements, at 11.9 and 16.0 liters, to complement the existing 15-liter ISX engine. The three will be referred to as the 'X' range and will share common architecture, though the new 11.9 will actually be derived from an all-new 13-liter diesel being developed for the Chinese market. The present ISM engine will be phased out in 2010 for North American on-highway markets but will continue to be sold elsewhere. The 16-liter size will provide the displacement required to

make EGR work at higher horsepower ratings.

While the details of Cummins '10 technology were not divulged at the press conference, it's clear that one of the things to change on the new X engines as a result of the XPI system will be the loss of one of its two overhead camshafts. Charlton confirms this.

One addition will be a new close-coupled oxidation catalyst, actually mounted on the engine, not the DPF, to get maximum temperature into the oxidation process.

Air flow, and the air-to-fuel ratio in particular, is another key to the Cummins 2010 X product. That ratio was 28:1 in 1998, 24:1 in 2002/04, down to 21:1 by way of combustion optimization in '07, and it will drop further to 19:1 in 2010. The key effect is minimized heat rejection.

First field tests of the new Cummins engines in customer hands will likely happen in May, 2008. See [www.everytime.cummins.com](http://www.everytime.cummins.com).



**FROM ACROSS THE POND:** The XPI high-pressure, common-rail fuel system to be used on 2010 Cummins engines is seen here on Scania's new 13-liter Euro 5 engine, available in European and world markets now.



"I am very satisfied with my 2008 truck. With the Diesel Particulate Reduction (DPR) system, I contribute to the environment and the truck is even quieter. The new dash board allows me to see if the DPR needs regeneration (very simple). It is a very good truck to buy."

**Hino 338**



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more light down the road and three times longer life than sealed beams. The T170 also comes with a steel battery box, fuel tank, and ABS cover, plus heat-treated frame rails.

Inside, there's a wrap-around instrument panel with large, easy-to-read, gauges—and no doghouse, which reduces interior noise. Key options include a telescoping/tilting steering wheel, a workstation with two 12-volt power ports for laptops or printers, optional corner windows to aid in backing and negotiating tight spots, and an electronic shift module.

See your dealer or visit [www.kenworth.com](http://www.kenworth.com).

## SYNTHETIC TRANS FLUID

EXXONMOBIL TEAMS WITH ALLISON

In a collaborative effort to enhance the performance of automatic transmissions, **ExxonMobil** and **Allison Transmission** have teamed up to release a new synthetic transmission fluid that meets the demanding requirements of the

TES-295 certification.

Branded Mobil Delvac Synthetic ATF, the new lubricant will be available in drums, pails and gallon jugs, and will replace the current severe-application ATF sold under the same name. The TES-295 specification is one of the industry's most stringent specifications for automatic transmission fluids.

The new Mobil Delvac Synthetic ATF meets or exceeds these specifications and is ideal for use in trucks, buses, utility vehicles, haulers and vans.

Allison certified the new lube as a TES-295 fluid based on the results of a number of different performance tests, including the fluid's resistance to oxidation, viscosity stability, anti-foaming capabilities, extreme temperature performance, and anti-wear properties. This performance was demonstrated in the laboratory as well as during extended field tests.

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

## CAB HEATERS

PROHEAT AIR SAVES FUEL

**Teleflex Power Systems** has launched a new line of Proheat Air advanced auxiliary cab heaters for heavy-duty trucks. The diesel-powered air heaters are available in either 2 or 4 kW models, and are said to reduce fuel consumption by up to 95 per-



cent compared to engine idling, while supplying heat more quietly and efficiently.

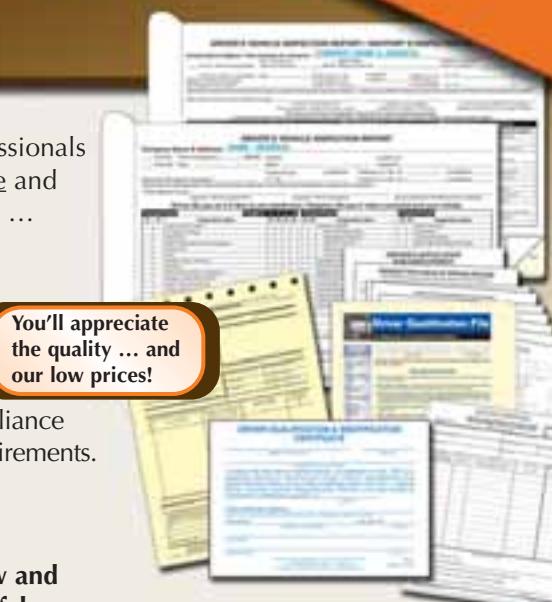
Proheat Air includes a remotely mounted control panel with digital display for easy set-up and control of the heater from inside the truck cab. The control panel incorporates advanced timers that allow drivers to start Proheat Air at a specific time so the truck is

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# An inside look at the new Mack.



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Mack MP engines. More muscle. More efficient.



warm when they arrive. It also allows drivers to specify an ambient temperature inside the cab, just like at home.

Proheat Air heaters are distributed nationally by Carrier Transicold's truck/trailer dealer network and are available now.

*See your Carrier dealer or visit [www.teleflexpower.com](http://www.teleflexpower.com) and [www.trucktrailer.carrier.com](http://www.trucktrailer.carrier.com).*

### UPGRADED TRUCK LIFT

#### ROTARY'S PARALLELOGRAM LIFT

**Rotary Lift** says it takes only 60 seconds to raise a truck in the air with its parallelogram lift, and now the company has upgraded the finishes used on its lifts. That's largely because many fleets use parallelogram lifts in wash bays as well as the shop. The new finishes are more resistant to the chemicals used in the cleaners, as well as the road de-icers that are rinsed off of vehicles in colder climates. Rotary's parallelogram lifts now feature a galvanized base coat to prevent rust from shortening their service life, the same coating used on highway guardrails.



Rotary parallelogram lift

Rotary has also patented a clear floor design that provides access under the truck from both ends as well as the sides of the lift. This enables technicians to easily wheel toolboxes and equipment under the vehicle from either side, rather than having to walk all the way to the end of the vehicle and back.

The parallelogram lifts include standard mechanical locks, wheel chocks and a full-length safety strip. The PLC power unit can be programmed with multiple height presets to quickly raise

different sizes of vehicles to the proper height. The PLC power unit also monitors all functions 40 times per second and alerts users to any issues. Optional rolling jacks can be added to allow the front, rear or all wheels to be lifted off the runways for brake, tire, alignment and suspension work. Other optional productivity features include built-in lights and quick disconnects for compressed air at the front and rear of the lift, as well as a drive-thru ramp kit.

Rotary offers three installation configurations for its parallelogram lifts: flush mount, surface mount, and recessed surface mount. Lift capacity ranges from 25,000 to 130,000 lb.

*See [www.rotarylif.com](http://www.rotarylif.com).*

### MILEAGE GUIDE

#### PROMILES RELEASES KINGPIN

**ProMiles** says this new version of its long running mileage guide is named for its inclusion of more vehicle configuration settings than any other mileage guide. Kingpin combines ProMiles' 15 years of experience with Tele Atlas'

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digital maps, including 'last mile' and 'logistics specific' routing attributes, to better enable truck navigation on local road networks in the continental U.S. and Canada. It's said to cover virtually all commonly used vehicle configurations.

Kingpin features door-to-door routing and enhanced road attributes, leveraging digital map data and content from the Tele Atlas/Logistics database, which covers 7.5 million miles of road in North America. Kingpin has 187 different types of truck routing attributes covering 12 different vehicle types and a total of more than 26 million truck routing attributes applied to the digital map data. With all of this truck routing data, Kingpin can route vehicle configurations ranging from local delivery trucks, to dump truck and ready-mix trucks, to the peddle runs on short trailers, to Long Combination Vehicles running on the toll roads and rural highways in the west.

And ProMiles says it's the first mileage guide ever to fully cover all trailer kingpin regulations in North America. The company says it has identified 14 different variations of kingpin regulations, and can manage the potential complexities.

For example, a driver picking up a legal load in Texas heading to Florida could easily be faced with the dilemma of having to slide the trailer tandems to meet Florida kingpin regulations, but in doing so become overweight on the trailer. The Kingpin edition will be the first mileage guide, says ProMiles, that will help identify these types of problems—including jurisdictions like Florida that apply national regulations only to specific roads.

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

## AN APU FOR 2008

RIGMASTER IS '08-COMPLIANT

**RigMaster Power** has worked with emissions-control specialists DCL International to come up with its 2008 model auxiliary power unit complete with Tier 4a-compliant engine and diesel particulate filter. It was on display at the recent Great American Trucking Show in Dallas.

RigMaster says the unit's diesel particulate filter was designed by DCL specifically for RigMaster to lower diesel particulate matter by the requisite 90



**RigMaster APU**

percent. Submission for certification was presented to the California Air Resources Board in the summer and the product will be available in time to meet 2008 requirements.

See [www.rigmasterpower.com](http://www.rigmasterpower.com) and [www.dcl-inc.com](http://www.dcl-inc.com).

## TRAILER SUSPENSION INFORMATION

HENDRICKSON GOES DIGITAL

The **Hendrickson** Trailer Sales, Parts and Service Literature Library is now in digital form with the release of a CD featuring comprehensive product information. The red binder literature set that covers this ground will no longer be supported with literature updates.

Periodic mailings of new and revised literature will keep the new and comprehensive CD library of air-ride trailer literature current.

Additional CDs can be ordered through the Web site (see URL below). All literature pieces remain available in hard copy and can also be downloaded, printed and ordered from the site. Documents are in PDF form, so printing is easy and files can be e-mailed readily.

See [www.hendrickson-intl.com](http://www.hendrickson-intl.com).

## STROBING LED LAMP

oval smart lamp from Peterson

**Peterson Manufacturing's** latest-generation Piranha-brand LED lamp comes with built-in intelligence offering multi-function safety lighting for a wide range of service/utility/construction vehicles.

Called the Smart Lamp, the new auxiliary strobing LED has computer-driven functionality and instant LED response in a slim 6-in. oval design that fits where standard round lights won't. Amber in color, it meets J1318 specifications and can install on thinner rails to replace the original turn lights.

The new oval Smart Lamp is hard-wired to accommodate both dual and quad flashing patterns. While its internal microprocessor keeps left/right strobes in sync, it also co-ordinates strobe light functions with rear turn signals, canceling and activating the strobes when turn signals are operated. No external power source, control box or switching is required.

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



*"Our purchase is a very good choice because it is economical, versatile and very reliable. We appreciate the new Diesel Particulate Reduction (DPR) system."*

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## REMOTE TRAILER SECURITY

MAGTEC SYSTEM LINKED WITH PEOPLENET  
Calgary's **Magtec Products** has entered into a "development partnership" with PeopleNet that will see its M5K security system integrated into PeopleNet's g3 computing and mobile communications platform.

The M5K is "state of the art" technology providing security that focuses on driver safety and management, vehicle control, asset protection, and cargo theft prevention. Through PeopleNet's g3 services, dispatchers will be able to communicate remotely with the M5K to alter driver authentication codes or idling times, receive tamper notification, or access Magtec's Acceleration Control System to remotely and safely slow a vehicle down to a point where it can be shut down completely.

"Our development teams have experienced great results from the field testing that has already taken place," says Mark Ochitwa, Magtec vice president. Beta testing has been done with six major carriers that are existing PeopleNet customers. The system should be available now.

Magtec launched a similar relationship with Qualcomm earlier and its M5K system will be integrated in Shaw Tracking's communications offering in the near future.

See [www.magtecproducts.com](http://www.magtecproducts.com) and [www.peoplenetonline.com](http://www.peoplenetonline.com).

## ROADRANGER LUBES

### TESTS CONFIRM FUEL EFFICIENCY

**Roadranger Marketing** has released the results of recent fuel-economy tests revealing fuel savings of more than one



Lubricants for transmissions and axles. The tests compared Roadranger lubes to traditional synthetic and semi-synthetic blends, two of those trials done with major U.S. fleets and a third at the Southwest Research Institute in San Antonio, Texas.

With the fleet tests, both linehaul carriers realized an average fuel economy savings of 1.029 percent. The Southwest Research test generated a fuel savings of 1.112 percent. Each test adhered to established TMC and SAE protocols, one the SAE Type III 1526 test, the second the TMC/SAE J1321 test, and the third a modified J1376 test.

Roadranger-approved synthetics are required in Eaton's Fuller transmissions and Dana's Spicer axles in order to qualify for extended warranty coverage and up to 500,000-mile initial drain approvals. They're also distributed by other lube providers under many different labels.

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

## DEEP-CYCLE BATTERIES

### ODYSSEY HAS HIGH CRANKING POWER

**EnerSys** has introduced its Odyssey 65-PC1750 battery, which combines deep-cycle capability (creating a quick-

percent with use of the newest generation of Roadranger Synthetic

charge characteristic) with five-second cranking power, which is said to be double or triple that of conventional batteries. A 12-volt dry-cell battery, it provides simple constant voltage charging with either an alternator or an independent charger. It's ideal for heavy-duty applications, the company says. The battery offers rugged construction with superior vibration resistance, EnerSys adds, so it can tolerate exceptional mechanical abuse.

The new 65-PC1750 battery features cold cranking amps (CCA) of 930. Additionally, it offers 140 minutes of reserve capacity and a deep-cycle capability of 400 cycles at 80-percent



Odyssey 65-PC1750 battery

depth of discharge. The battery weighs 60 lb and measures 7.40 in. in height, 7.20 in. in width, and 11.80 in. in length. It's a direct replacement for BCI Group 65 battery.

Other features include a promised six- to 10-year service life, a two-year storage life, corrosion-, explosion-, and vibration-resistance while also being leak-proof. It's covered by a four-year free replacement warranty.

See [www.enersys.com](http://www.enersys.com) and [www.odysseyfactory.com](http://www.odysseyfactory.com).

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## Retail Diesel Price Watch



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### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of October 9, 2007 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Exd. Taxes
WHITEHORSE	110.6	-0.2	93.1
VANCOUVER *	102.5	-0.5	71.7
VICTORIA	101.4		74.2
PRINCE GEORGE	98.8	1.0	74.2
KAMLOOPS	100.5	0.2	75.8
KELOWNA	103.2	0.3	78.4
FORT ST. JOHN	103.9		79.0
YELLOWKNIFE	112.9		93.4
CALGARY *	95.8	0.8	77.4
RED DEER	94.5	0.9	76.2
EDMONTON	93.6	0.3	75.3
LETHBRIDGE	96.2		77.8
LLOYDMINSTER	96.9		78.4
REGINA *	98.2	0.3	73.6
SASKATOON	99.4		74.8
PRINCE ALBERT	96.9		72.4
WINNIPEG *	94.3	-0.2	73.5
BRANDON	94.9		74.0
TORONTO *	97.3	-1.4	73.5
OTTAWA	97.2		73.4
KINGSTON	96.3	-0.3	72.5
PETERBOROUGH	97.4	-1.0	73.6
WINDSOR	93.7	-0.4	70.1
LONDON	93.7	-2.2	70.1
SUDBURY	98.4	-1.5	74.5
SAULT STE MARIE	99.6	-1.0	75.6
THUNDER BAY	99.4		75.5
NORTH BAY	97.8		73.9
TIMMINS	104.9		80.7
HAMILTON	97.0	-1.0	73.2
ST. CATHARINES	94.9	1.1	71.2
MONTRÉAL *	106.9	-0.7	73.6
QUÉBEC	105.7	-2.0	72.6
SHERBROOKE	105.9		72.7
GASPÉ	104.4	-1.0	71.4
CHICOUTIMI	104.7	-2.0	71.7
RIMOUSKI	106.9		71.7
TROIS RIVIÈRES	107.9	-0.3	71.7
DRUMMONDVILLE	105.4	-0.5	71.7
VAL D'OR	106.9	-2.0	71.7
SAINST JOHN *	108.2	-2.1	74.0
FREDERICTON	108.9	-0.7	74.6
MONCTON	108.9	-0.4	74.7
BATHURST	109.2	-0.4	74.9
EDMUNDSTON	109.9		75.5
MIRAMICHI	109.3	-0.5	75.0
CAMPBELLTON	109.4	-0.2	75.1
SUSSEX	108.5	-0.3	74.2
WOODSTOCK	111.2		76.6
HALIFAX *	104.6	-1.0	72.3
SYDNEY	108.0	-1.1	75.3
YARMOUTH	107.0	-0.8	74.5
TRURO	105.4	-1.1	73.0
KENTVILLE	105.8	-0.7	73.4
NEW GLASGOW	108.2	0.2	75.5
CHARLOTTETOWN *	106.6		76.4
ST. JOHNS *	115.5		80.8
GANDER	115.0		80.4
LABRADOR CITY	122.9		87.3
CORNER BROOK	114.1		79.6
<b>CANADA AVERAGE (V)</b>	<b>100.1</b>	<b>-0.5</b>	<b>74.3</b>

V-Volume Weighted

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

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

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

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



## In Gear

### COLD-WATER WASHER

KÄRCHER'S FULL-SIZED ELECTRIC WASHERS

**Kärcher** has introduced a new line of full-sized, electric-powered, cold-water pressure washers for both indoor and outdoor cleaning.

The four models deliver cleaning power at up to 3,200 psi with a flow rate of up to 4.5 gpm (gallons per minute). Kärcher's ergonomically designed equipment is said to limit fatigue while

its pulsation dampener system eliminates the hammering effect associated with traditional power cleaning equipment.

Other features include: pressure-controlled auto start/stop to ensure that motor and pump shut down automatically when the trigger is released; infinitely variable water pressure, volume temperature control and detergent metering; and a triple touchless changeover nozzle that can instantly switch between spray patterns of zero and 25 degrees as well as low-pressure detergent injection for faster cleaning.

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

### KENWORTH PREMIERCARE

COMBINES PM, EXTENDED WARRANTY

The new PremierCare Freedom Package represents the first time **Kenworth** has combined an extended basic vehicle warranty with a two-to five-year preventive maintenance program. It can be purchased with a new Kenworth truck and wrapped into a finance package. It's available with T660, T800, W900 and T2000 models, and it offers "some terrific savings" compared to purchasing the two separately.

The Freedom Package provides added vehicle protection plus all proper maintenance via B-level service (lube, oil/filter and 121-point safety inspection) and C-level service (comprehensive service with 147-point inspection)

fulfilling the annual DOT, the quarterly California and most other inspections. KW says the cost per mile for maintenance can be as low as 4.2 cents per mile based on a five-year package.

Customers can schedule vehicle maintenance at any Kenworth dealership in Canada and the United States, plus it includes automatic enrolment in Kenworth's PremierCare Roadside Assistance Program.

*See your dealer or visit [www.kenworth.com](http://www.kenworth.com).*

### PANASONIC TOUGHBOOK

TOUGHBOOK 52 LAPTOP

COMPUTER CAN TAKE IT

The latest model in the **Panasonic**

Toughbook mobile computer lineup is the semi-rugged, wireless-ready Toughbook 52, a desktop-replacement notebook. It's built on the new Santa Rosa chipset from Intel.

Building on its predecessor, the Toughbook 51, this new widescreen unit has additional security features, a new carrying handle and optional embedded access to next-generation wireless data networks. The military-spec-certified notebook also incorporates durable design features like shock-mounted hard drives and LCDs.

The computer includes a shock-mounted screen, easily removable hard drive, and battery life of four to six hours. It's tested to withstand drops of up to 2.5 ft on all six sides.

The hard drive itself is tested to withstand a drop of three feet. It also includes a spill-resistant keyboard.

All Toughbook notebooks incorporate a wireless-ready design that allows customers to purchase, or later upgrade to, embedded access to next-generation data networks. Integrated WLAN and Bluetooth are standard, and Toughbooks come with a standard three-year limited warranty which includes 24/7 U.S.-based phone support for the life of the product.

The Toughbook 52 is available now in

two configurations, standard (estimated street price of US\$1,699) or optimized for improved video and Vista-performance (estimated street price of US\$2,499). Standard processor is an Intel Core 2 Duo.

See [www.panasonic.com/toughbook](http://www.panasonic.com/toughbook).

## SYNTHETIC GEAR LUBE

TRITON SYNTHETIC 75W90 AND 80W140

**ConocoPhillips Lubricants** says its newly introduced Triton Synthetic Gear Lube 75W90 and 80W140 is certified to meet the latest Dana SHAES 256 REV C specification for extended-drain gear oils.

The new lube will replace the following ConocoPhillips products: 76 Triton Syn Lube EP 75W90 and 80W140; Conoco Syncron HP Synthetic Gear Oil 75W90 and 80W140; and Phillips 66 Philguard Synthetic Gear Oil 75W90. Existing branded products are now integrated in a single offering, the company says, which will minimize product complexity.

Meeting the new specification, Triton Synthetic Gear Lube 75W90 is approved for 500,000-mile drain service in Dana

heavy-duty final drive axles under OEM's extended warranty. The SHAES 256 REV C spec replaces the previous SHAES 256 (formerly Eaton PS 163) spec and sets a higher standard for gear oils used in 500,000-mile drains. Dana now recommends only 75W90 grade gear oil for 500,000-mile extended drains.

Triton Synthetic Gear Lube 75W90 and 80W140 also meet O-76 N (75W90) and O-76B (80W140) for 500,000-mile drain service in ArvinMeritor heavy-duty axles. It also meets Mack GO-J Plus (75W90) approval for extended-drain service in Mack axles.

See [www.lubricants.conocophillips.com](http://www.lubricants.conocophillips.com).

## HEIGHT-CONTROL VALVE

HENDRICKSON VALVE REDUCES

MAINTENANCE

**Hendrickson Trailer Suspension**

**Systems** says its new integral height control valve (HCV) and automatic dump valve help maintain load stability over the road and facilitate loading-

dock activity as well.

Specifically designed and tested for Hendrickson air-ride suspensions, the integrated unit features a high-flow design for rapid dump and fill times to save drivers time and effort.

Triggered by the trailer parking brake, the valve automatically discharges with the setting of the brake and begins air-up of springs with release of the brake.

For improved trailer maintenance, this HCV eliminates the need for an add-on dump valve, reduces plumbing, and presents fewer potential leak points, Hendrickson says. The integrated valve comes in kits that include 3/8-in. tube fittings and bolted linkage. The new integrated unit replaces the add-on dump valve and HCV combination.

See [www.hendrickson-intl.com](http://www.hendrickson-intl.com).



HCV dump valve

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## In Gear

### SUPRA TRUCK REEFER

CARRIER UNIT HAS HIGH OUTPUT, LOW NOISE

The new Supra 950 truck refrigeration unit boasts the highest output of any truck unit made by **Carrier Transicold**, and its sound output is said to be significantly lower than its predecessor. It completes a two-year transformation of Carrier's single-temperature truck-refrigeration line, which also includes the Supra 550, 650, 750 and 850.

It will be popular for frozen applications, says Carrier, and for the leasing industry. At 100 F ambient with its setpoint at 35 F, the Supra 950's cooling



capacity is a significant 32,000 BTUs.

Like others in the series, the Supra 950 was acoustically engineered to reduce sound output. A new, all-composite bottom panel seals against the housing, helping to buffer and redirect engine noise.

Basic inspections can be performed without opening doors or removing panels. Operators and technicians can easily check the engine oil level, check and add engine coolant and inspect the refrigerant level without opening the unit.

The Supra 950 uses a 1.1-liter CT3-69 TriVortex diesel engine and a six-cylinder compressor. The large engine and com-

pressor deliver high-capacity refrigeration while running at relatively low speeds, which is said to reduce wear and tear on the mechanical system while conserving fuel. The unit can be optionally equipped with an electric standby motor for times spent at the loading dock.

*See your dealer or visit [www.trucktrailer.carrier.com](http://www.trucktrailer.carrier.com).*

### CAR-HAULER SCALE

NEW AIR-WEIGH ON-BOARD SCALE

**Air-Weigh** has a new on-board scale designed to meet the unique weighing challenges faced by auto haulers. It includes components from the 5800-

series in-dash tractor scale kit with Air-Weigh's standard 5802 series trailer scale to provide a complete on-board weighing solution. The auto-hauler scale is said to provide accurate weights for the steer, drive, and trailer axles along with the GVW, and net payload.

The auto hauler scale adds a deflection sensor for the steer axle. The steer axle weight is a challenge for auto haulers because vehicles loaded onto stinger headramps put more weight on the steer and drive axles than a typical van or flatbed trailer.

*See [www.air-weigh.com](http://www.air-weigh.com).*

### BLINDSIDE HELPER

SIMPLE SOLUTION MEANS SAFER

TRAILER BACKING

The **Blindside Helper** is a supplementary mirror that attaches to a truck's passenger-



side sun visor and allows drivers to see their blind side during a backing-up maneuver. Safety is thus much enhanced.

The mirror means drivers don't have to get up many times in a row to make sure that the trailer is correctly positioned. Nor do they have to adjust the electric mirror many times. It attaches quickly to the sun visor and can be transferred from one truck to another. At \$29.99, it's very affordable.

The Blindside Helper is the brainchild of two Quebec native professional truck drivers, Michel Rocheleau and Jean-François Carrier. Not available in stores, it can be ordered online (see URL below).

*See [www.blindsidehelper.com](http://www.blindsidehelper.com).*

### XM SATELLITE RADIOS

THE NEW XPRESS-R AND XPRESS-EZ

Satellite radio company **XM Canada** has unveiled two new devices, the XpressR and XpressoEZ, both made by Audiovox, useable in both home and vehicle.

They'll drag in a wide range of programming on more than 120 channels.

The XpressR is said to be the industry's first satellite radio with split-screen display and advanced features like a 30-minute pause/replay.

The split screen allows listeners the



"Initially we chose the Hino for its fuel efficiency, maneuverability, payload and because it was assembled in Canada. We have not been disappointed in any of these aspects. We also have been impressed by the complete lack of smoke and smell due to the new Diesel Particulate Reduction filter... The cab is also surprisingly quiet which reduces the stress on long trips."

**Hino 258**



**HINO**  
A Toyota Group Company

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

ability to view six different XM channels simultaneously. It shows the current channel on the left side and five additional channels on the right. All six can be viewed by channel name, artist or song title. It automatically adjusts the level of brightness from day to night.

The 30-minute buffer continuously and automatically saves the last 30 minutes of programming for users to replay even after they change the channel. XpressR users can also pause their active XM channel with the option to play back the program within 30 minutes.

The new XpressEZ is an entry-level radio that includes a large and bright three-line display for viewing channel, artist and song title; the ability to program 10 favorite channels; and a convenient tuner dial for simple and quick navigation.

See [www.xmradio.ca](http://www.xmradio.ca) or local retailers.

## LUBER-FINER E-CATALOG

COVERS MEDIUM- AND HEAVY-DUTY TRUCK FILTERS

**Luber-finer** has introduced its new 'Luber-finer' e-catalog, with all information about the company's broad filter offerings on an "easy-to-use" CD that can be loaded onto any PC running Windows 2000 and above. It should mean faster and more efficient filter look-up, application specifications, and cross-reference capabilities.



Users of the e-catalog will be notified in the future of Web-based updates which will come in the form of automatic downloads that will be fast and "virtually effort-less" for the end-user to access. Each quarter, those that have uploaded the Luber-finer e-catalog will get a pop-up that alerts them to new updates via the Web, eliminating the need to send out more CDs to load and reload the program.

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

## COMPOSITE AIR TANK

YOU COULD BE A BETA-TESTER

**Polygon Company** is announcing the first fiber-reinforced thermoplastic composite air tank designed exclusively



Polygon's new composite tank

for the over-the-road class-8 truck and trailer industry, as well as the service vehicle market. The tank is designed to meet the rugged environments encountered by truck fleets, while at the same time offering new composite technology, says the maker. It's not on the market quite yet.

Polygon's new tank incorporates designs fundamental to composite laminate theory, as well as newly advanced composite raw material inputs, the company says. This new approach uses thermoplastic resin matrices forming a pressure vessel that can be literally hammered without creating stress cracks.

These new composite air tanks provide an impact-resistant tank that's 20-to-30-percent lighter than any metallic tank on the market, Polygon claims, while being price-competitive.

Polygon is working on setting up an automated line in a new Indiana facility for the manufacturing of these air tanks. The company is also looking for parties interested in beta-site testing for the new air tank.

Call 800-918-9261 or visit [www.polygoncompany.com](http://www.polygoncompany.com).

## FAN-DRIVE UPGRADE

HORTON IMPROVES FRICTION LINERS

**Horton** has enhanced its current friction liners for high-torque DriveMaster spring-engaged fan drive applications. The liner material remains unchanged, but the new, dual-lipped backing-plate design stiffens the assembly to improve durability and reduce maintenance intervals. The new liners are now installed in high-torque applications including DriveMaster PolarExtreme and Two-Speed PolarExtreme fan drives, as well as in PolarExtreme repair kits that include a liner.

See your dealer or visit [www.hortonww.com](http://www.hortonww.com).

## AFTERMARKET TURBOS

FROM BORGWARNER FOR CAT 3406E

The aftermarket folks at **BorgWarner Turbo and Emissions Systems** have introduced the S410G turbo for Cat 3406E, 475-550 hp applications. This turbocharger features extended-tip compressor wheel technology for improved air-flow and higher-pressure ratios.

The S410G also encompasses the latest in turbine side design, the company says, which gives the turbo improved spool characteristics. The newly released turbo will be a direct replacement, requires no fitment



S410G turbo

modifications, and is covered by a 12-month, 100,000-mile service or replacement warranty.

The S410G for the Cat 3406E 475-550, identified by BorgWarner part number 177148, is available through the network of BorgWarner service partners. A geographic list of these service partners can be accessed by visiting the company's website.

See [www.turbodriven.com](http://www.turbodriven.com) and [www.borgwarner.com](http://www.borgwarner.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](http://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?

The search has begun for the

# 2008 highwaySTAR of the Year

We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2008 highwaySTAR of the year.

The highwaySTAR of the Year award is open to

ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please take the time to complete the nomination form and return it to us as soon as you can. We'll be presenting the award during Truck World 2008, at Toronto's International Centre on Saturday April 19, 2008. Forms are available on-line at [www.highwaystar.ca](http://www.highwaystar.ca), [www.todaystrucking.com](http://www.todaystrucking.com), or use the form on the opposite page to tell us about your nominee.

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*Jim Park, Editor highwaySTAR*

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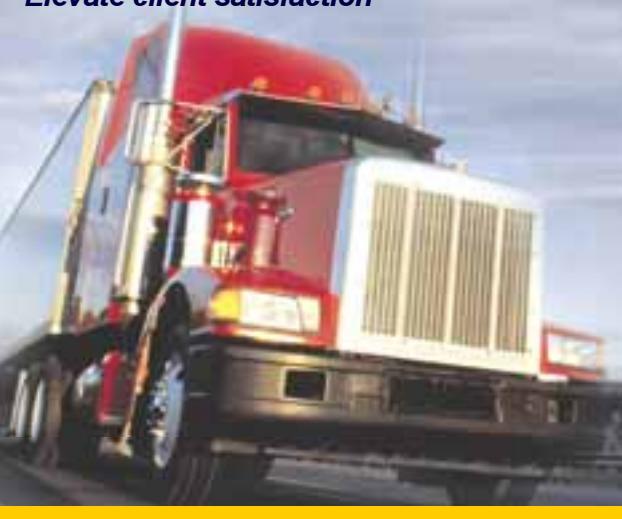
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By Peter Carter

# Vegetables on Parade

Why we older guys are still ready to learn new tricks

I think I put the fear of God into my friend and colleague Kaitlin Bovenizer last week. I told her that when I go to the Winnipeg Truck Show in May, I'm taking my new accordion with me.

I can, I told her, play it for any of my Ukrainian friends who might be coming in from Dauphin.

A word of explanation: The company that owns this magazine, Newcom Business Media, produces industry shows, and the Winnipeg one will be among the coolest.

Kaitlin's the show manager and she says one of the highlights of the two-day event (Fri. May 23 and Sat. May 24) will be a Friday-night tailgate party. With refreshments and live entertainment.

It got me thinking.

Winnipeg is already famous for producing fabulous musicians—The Guess Who and Crash Test Dummies spring to mind—so I'm sure the locals would like hearing me wring a reel or two out of my squeezebox. That's what I told Kaitlin.

Maybe Winnipegger Chantal Kreviazuk—I bet she's Ukrainian now that I think about it—will hear about me and ask me to join her backup band.

I happen to know that Paul Brandt the country singer (as opposed to the Manitoba-based fleet owner) has Ukrainian roots, too.

The West is full of accordion lovers, I told Kaitlin.

I said I thought I was on to something big.

She said she thought I was on drugs.

She knew, after all, that I had just recently received the accordion as a Father's Day gift from my thoughtful wife Helena but that I couldn't squeeze so much as "Happy Birthday" out of it.

What she didn't know is that I'm taking lessons. Starting from note one.

By the time the Winnipeg Show rolls around I will have reached page 44 in the Palmer-Hughes Accordion Course book and will have mastered "Vegetables on Parade."

See what I mean about scaring her?

I was just kidding about carting the instrument to Winnipeg, of course.

Kaitlin has apparently lined up first-rate entertainment and I wouldn't want to scare her customers away with my accordion.

However I am deadly serious about my lessons. If you'd asked me a year ago if I'd like to attend a little upstairs studio once a week and learn a song called "Vegetables on Parade," from a

guy three-quarters my age, I would have responded with "not in this lifetime."

But I've changed my tune.

After only a mittful of sessions, I'm almost embarrassed to admit how great it feels to coax a primitive melody out of a new instrument. When my accordion teacher Bill Lowe showed me



BOVENIZER: Gearing up for Winnipeg.

Kaitlin says one of the highlights will be a Friday-night tailgate party.

how to adjust my straps and put my fingers in the right spots and play a simple scale, I felt a sense of accomplishment that surprised the dandruff out of me.

The old hound was not only learning a new trick, he was doing it with pride and a sense of victory.

I've even set aside home time, time previously reserved for goofing off, to practise the thing.

It brought to mind something about our industry that I think bears mentioning.

You're never too old to learn.

Your drivers and staff might be puttering around on big Harley fatboys and sprouting gray whiskers but you shouldn't ever feel like they're beyond some good old-fashioned refresher courses.

I've been driving a motorcycle for the past 30 years but just last summer my neighbor Pierre showed me a little maneuver that makes cornering far easier and more fun. And here I thought I knew everything.

If you've been considering investing in training but feel dis-suaded because either a: you think your people are too old to learn, or b: they tell you they're beyond it; you're all wrong.

Want proof? Go to a trade show or conference. I have to attend lots in my job and every time out, it's the same thing. I learn. It's fun.

Better yet, go to Kaitlin's show in the 'Peg. Tell her you came to hear "Vegetables on Parade." ▲

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

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