

LEAN MACHINES: Hard times means more risk, PG. 23

RSA
Canada's
Paul
Lucarelli

December 2010

www.todaystrucking.com

Today's Trucking

The Business Magazine of Canada's Trucking Industry

Going Another Round

Get more mileage out of your tires

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The CAT is back

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**Kenneth R. Wilson
Award Winner**

Member



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Canadian Business Press



Falling on DEF ears

I recently wasted over an hour one night trying to find DEF for a truck whose reservoir was running on fumes. None of the three truck stops I went to in Mississauga had even heard about this product

In the end, I headed to a dealership. Yep, they had plenty in stock, but I was 11th in line at the parts counter. Finally I found product and efficient sales staff at another dealer.

For Pete's sake, I can understand if your average mom-and-pop gas station doesn't carry DEF, but truckstops?! It's comparable to three years ago, when we couldn't get ULSD in most American truckstops. Frustrating to no end.

Andre Perret,
Mississauga, Ont.

Truckers! Honk your own horns!

It seems to me that the issues that affect quality of work and life for truck drivers in Canada will continue to be ignored by politicians because we lack an effective lobby. Until truckers are able to put forth a strong and unified, voice we'll continue to be ignored.

If everyone who works for a trucking company started questioning the candidates in their riding about their position on issues affecting drivers, I'm confident that after a couple of elections we'd start to see a change in position on these issues.

If drivers don't take this opportunity to let their voices and votes be known to the candidates then I'm afraid they have forfeited their right to rant.

Joe Hunter,
Brampton, Ont.

MEET THE PRIZE-WINNING MARTA

MARTA IWANEK, 20, is in her third year of a four-year Journalism degree program at Toronto's Ryerson University. Last month, she was presented with the annual \$1,000 **ROLF LOCKWOOD SCHOLARSHIP** for excellence in business journalism.

Lockwood is one of the founders of Newcom Business Media, the company that publishes this magazine. In 2003, Lockwood was recognized by his colleagues in the Canadian Business Press as a leader when he was presented with the Harvey S. Southam Lifetime Achievement Award.

At that time and in his honor, Newcom President and co-founder Jim Glionna established the annual prize for a deserving Ryerson Journalism student. The prize goes to a student who in the second year of studies produces an outstanding piece of business journalism.

This year's winner, Iwanek, wrote a story about the financial difficulties faced by The Toronto Women's Bookstore.

If you want to read the story, google "women's bookstore faces red ink."

Iwanek also won the Jay Sussman Memorial Award, given to the second-year student demonstrating excellence in political studies and journalism.

In addition to publishing *Today's Trucking*, Newcom publishes *highwaySTAR*, *Truck and Trailer*, *Transport Routier*, *Canadian Technician*, *Plumbing & HVAC*, and *Canadian Car Owner* magazines. Newcom also operates attendant websites for the publications, *Truck Careers.ca*, and the professional shows *Truck World*, *ExpoCam* and *CamExpo*.



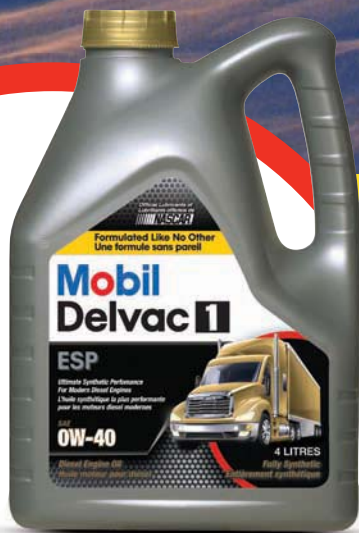
AWARD MAGNET:
Two scholarships went her way last month.



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Mobil Delvac
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By Rolf Lockwood



Boys Under The Hood

Can we learn anything from the trials and tribulations of a teenaged boy learning how to fix his car—and loving it?

My main ‘beat’ in this motor noter business has always been the techie side of things. It’s a predilection I come by honestly, having torn down my first engine in the parental basement at the age of 15. Mom complained mightily about the fumes and I complained—to myself alone—about what a complicated bloody job I’d taken on. I’ll be honest here and admit that I gave up, to much maternal joy. Then my oh-so-kind grandfather took pity on me, boxed up all the bits big and small, and took them to a local shop to have the thing rebuilt by a pro. My quite audible sigh of relief may still be reverberating around that town almost 50 years later.

Ah, but the good news lasted about as long as ham and eggs on a truckstop counter. One of my life’s lesser tragedies came three months later when, a licensed driver for all of a few weeks, I overcooked things in that little Morris Minor and sent a rod through the block. Such moments are unfortunate, downright terminal really, so that was the end of car number one.

There have followed dozens of other cars over the years, the vast majority of them old and tired and owned during impecunious stretches that forced me to get utterly filthy while fixing their faults myself. I was never terribly good at it, truth be known, but I kinda liked it. Even through a cold February week that saw me in the snowy driveway underneath my next Morris Minor three nights in a row as I replaced successive electric fuel pumps and still couldn’t get the bugga to send gas forward. I liked the process so much that I managed to laugh when one of Dad’s friends came by one night, suggested I might simply be out of petrol, and proceeded to start the darned thing after pouring a gallon or so down its gullet.

A learning experience.

To explain my public trip down this particular memory lane, I’ll tell you that it arises after a long conversation with one of

A veteran of some repute, he called to ask if I had any brilliant ideas about how we might do a better job of attracting young’uns to the heavy-duty mechanic trade.

trucking’s best and brightest. A veteran of some repute, he called to ask if I had any brilliant ideas about how we might do a better job of attracting young’uns to the heavy-duty mechanic trade. In a position to do something about this huge problem, he said the things we’ve done so far haven’t worked and a new approach is required. But he was bereft of ideas.

I countered by suggesting that we haven’t really done all that much, and he agreed, but all we could really achieve after an hour’s chat was an agreement to think on it and reconvene down the road a piece.

Since then I’ve been trying to think outside the box, as people like to say, and it led me to wonder if we might somehow tap into that urge to fix things that so many young guys—and some girls too, it seems—display in their teenage years. I know, the cheap cars they might be playing with are worlds apart from the simple 1950s and ’60s machines that I enjoyed so much, but it might be something worth pondering.

So I’ll leave you with a year-end challenge to expand on that fuzzy idea or tell me one of your own. There’s a zillion other issues in your working lives, I’m well aware, but I submit that the shortage of able technicians is going to bite us if we don’t find a fix. It already is.

SWITCHING GEARS, I have to pay tribute to one of our industry’s true gentlemen, Darshan Kailly. President & CEO of Calgary’s CF Managing Movement, part of the TransForce group, he’s decided to retire as of this month. After—get this—more than 50 years in trucking.

Darshan simply doesn’t seem old enough to have all those decades under his belt. But there’s an air of wisdom about him that such long service would bring, so I’m forced to believe the number. He also exudes dignity and not a little pride, as well he should after leading one of our game’s most interesting and successful fleets for 30 of those 50 years. Never shy, never afraid to voice an opinion, it’s fair to say that he has also led an entire industry.

Good luck to you, Darshan. And a merry Christmas to all. ▲

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

\$15,000 IN CASH

That's what's up for grabs for the next highwaySTAR of the Year. The winner receives:

- ★ \$10,000 in cash
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- ★ Special-edition leather highwaySTAR jacket with winner's name and highwaySTAR of the Year logo
- ★ Travel and accommodations for two to Montreal during ExpoCam 2011

★ 2011 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 2011 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 submit your nomination as soon as you can.

We'll be presenting the award during ExpoCam 2011 in Montreal, Place Bonaventure, on Saturday April 9, 2011. Forms are available on-line at

www.highwaystar.ca, www.todaystrucking.com,

or use the form on the opposite page to tell us about your nominee.



★ THE HIGHWAYSTAR OF THE YEAR HALL OF FAME ★



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NOMINATING IS EASY!

The highwaySTAR of the Year may be nominated by anyone with a business or personal relationship to the nominee. We will conduct follow up interviews with both the nominee and the nominator to ensure the accuracy of the information provided.

Step 1: Who are you nominating?

Name: _____

Company driver Owner-operator

Current employer/contracted to: _____

Home Address: _____

City: _____ Province: _____

Postal Code: _____ Tel. home: _____

Bus: _____ Mobile: _____

Step 2: Who are you?

Name: _____

Relationship to nominee: family ; employer ; co-worker ; friend ; self .

Address: _____

City: _____ Province: _____

Postal Code: _____ Tel. home: _____

Bus: _____ Mobile: _____

E-mail: _____

Step 3: Tell us about your nominee:

Send a written explanation of why he or she should be named the highwaySTAR of the Year. Be sure to cover:

- ★ Years of service
- ★ Business acumen
- ★ Unique approach to work
- ★ Hobbies and interests
- ★ Safety record
- ★ Ongoing training
- ★ Community involvement
- ★ Leadership
- ★ Problem-solving skills
- ★ Miles driven
- ★ Customer service
- ★ Positive attitude

Remember, we can only judge your nominee by what you tell us. Feel free to include supporting documentation with your nomination.

A detailed entry form can be downloaded from www.todaystrucking.com and www.highwaystarmagazine.com.

Send all supporting documents to highwaySTAR, 451 Attwell Drive, Toronto ON., or fax to 416 614-8861 or email to info@highwaystar.ca

Deadline for Entries is February 28, 2011

Description of selection criteria

In keeping with highwaySTAR's mandate, we are looking for a well-rounded, community-minded company driver or owner-operator who is active outside the trucking industry and takes the image of the industry personally. While driving record, years of service, and driving habits are important; they will be considered along with other aspects of the driver as a whole.

All nominees will be awarded points based on the extent of their community and industry involvement, efforts to improve our industry's image, general outlook on life, safety record, and years of service.

Nominations will be reviewed by a panel of editors and contributors to highwaySTAR magazine.

Dispatch

BY MARCO BEGHETTO

EPA-DOT Drop Fuel Efficiency Axe

First-ever diesel efficiency rules will change (once again) how commercial trucks and engines are built for sale.

If you've been around trucking longer than Obama's been president, then it's highly likely that when Jan. 1, 2010 hit, you knew it wasn't the last time EPA would meddle with heavy-duty engines.

Even well before the third and final phase of the agency's particulate/NOx-busting mandate kicked in, there was plenty of speculation that regulators were already working on another round of emission-related rules for nextgen diesels.

Mix in a dash of carbon derangement syndrome that is inflicting most governments these days, and it was inevitable that some sort of greenhouse-gas control would be next.

Last month we saw, at least in part, how all this affects the trucking industry

as the Obama administration announced new fuel-efficiency standards for class 3-8 trucks.

Starting with model-year 2014 equipment, combined engine and vehicle standards will have to achieve between a seven- and 20-percent reduction in carbon dioxide emissions and fuel consumption by 2018.

At first glance, the joint proposal put forth by the Environmental Protection Agency (EPA) and the Department of Transport's (DOT) National Highway Traffic Safety Administration (NHTSA) is rife with the possibility of confusion in terms of how vehicles are described, and the heads of both agencies were decidedly foggy on this point. They refer to all these class 3-8 vehicles as "heavy"—never clearly



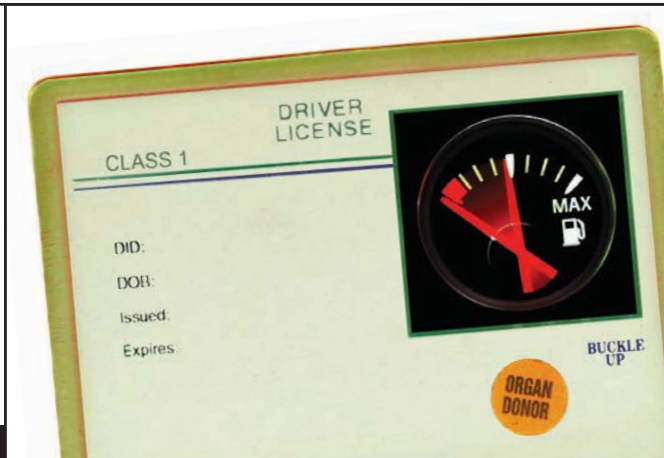
addressing medium-duty trucks, broadly seen as class 5 to 7, as distinct from class 3 and 4.

For "vocational" vehicles, and it's assumed medium-duty trucks are included here, the agencies are proposing engine and vehicle

standards that would achieve up to a 10-percent reduction by the 2018 model year.

For class 3 to 5 trucks—oddly characterized as "light-heavy" vehicles—the agencies are proposing separate gasoline and diesel truck standards, which

Chances



phase in starting in the 2014 model year and achieve up to a 10-percent reduction for gasoline vehicles and 15 percent reduction for diesels by 2018.

Off-road vehicles are so far immune, as are trailers, at least for now.

DOT Secretary Ray LaHood suggested that the fuel savings over the lives of these trucks and buses would account for

the extended life of a truck is unlikely to match fleet owners thinking of four-year trade cycles and two-year paybacks.

Performance standards cover not only engines but also the complete vehicle, and the EPA's well-established SmartWay program is expected to provide a model for these efficiency gains with its rating system for tires and aerodynamic aids and the like. As well, various weight reduction strategies will be at play.

The industry agrees, by and large, that currently available technology will be sufficient to comply with at least the early stages of the new rules and keep costs in check. After that, new technologies will be required and the price tags attached to them are completely unknown.

There was much discussion on this front when a panel of suppliers took on the issue at the American Trucking Associations' (ATA) conference in October.

Ever heard of exhaust waste heat recovery (WHR)?

According to a trio of truck industry execs, you will soon because every North American truck engine maker is pursuing it as a possible solution to satisfy the more demanding end of the schedule. Engineers figure that cap-

CLASS MPG LICENCE

Minding chocks and blocks, properly measuring pushrod stroke and not stalling in the middle of an intersection isn't all you'll have to do if you want to get a commercial driver's licence in Canada in the future.

With all the attention these days on fuel efficiency as a strategy to cut the transport sector's carbon footprint (see EPA-DOT story on the left), it was inevitable that eventually the government would want to filter out the fuel wasters. Luckily for carrier companies, this is one green initiative that'll help the pocketbook.

Lynda Harvey of Natural Resources Canada (NRCan) tells *Today's Trucking* that plans are underway to make fuel-efficiency practices and education part of the class 1 testing and certified driver training curriculums.

The five-phase project is still in the initial stages and expected to take as many as 10 years to complete.

So far, seven provinces have signed on and two others are reviewing the program.

The fuel-efficiency standards for licensing will be heavily based on the vehicle care and maintenance, fuel management, and driving skills and behavior components of Natural Resources Canada's FleetSmart-SmartDriver Highway Trucking training program.

The first phase, already underway, will be integrating fuel-efficiency information in provincial commercial driving handbooks. (Some provinces don't even have class 1 handbooks, but that's another story).

Secondly, relevant questions will be put into written tests.

Then comes integrating fuel-efficiency components into approved driver training curriculums and training materials; introducing appropriate FleetSmart tools and publications to regional licensing offices; and establishing links to SmartDriver from all territorial licensing websites.

Harvey says the program, when fully implemented, could save over 300 million liters of fuel and cut 2.1 megatonnes of green house gases over five years.

Meanwhile, Harvey also reveals that the Canadian Council of Motor Transport Administrators (CCMTA) is in discussions with the provinces about streamlining all the drivers' handbooks. It's unclear at this point whether the goal is to have a universal drivers' guide or to simply have as much complementary content as possible across all handbooks. Stay tuned.

AIRING IT OUT:

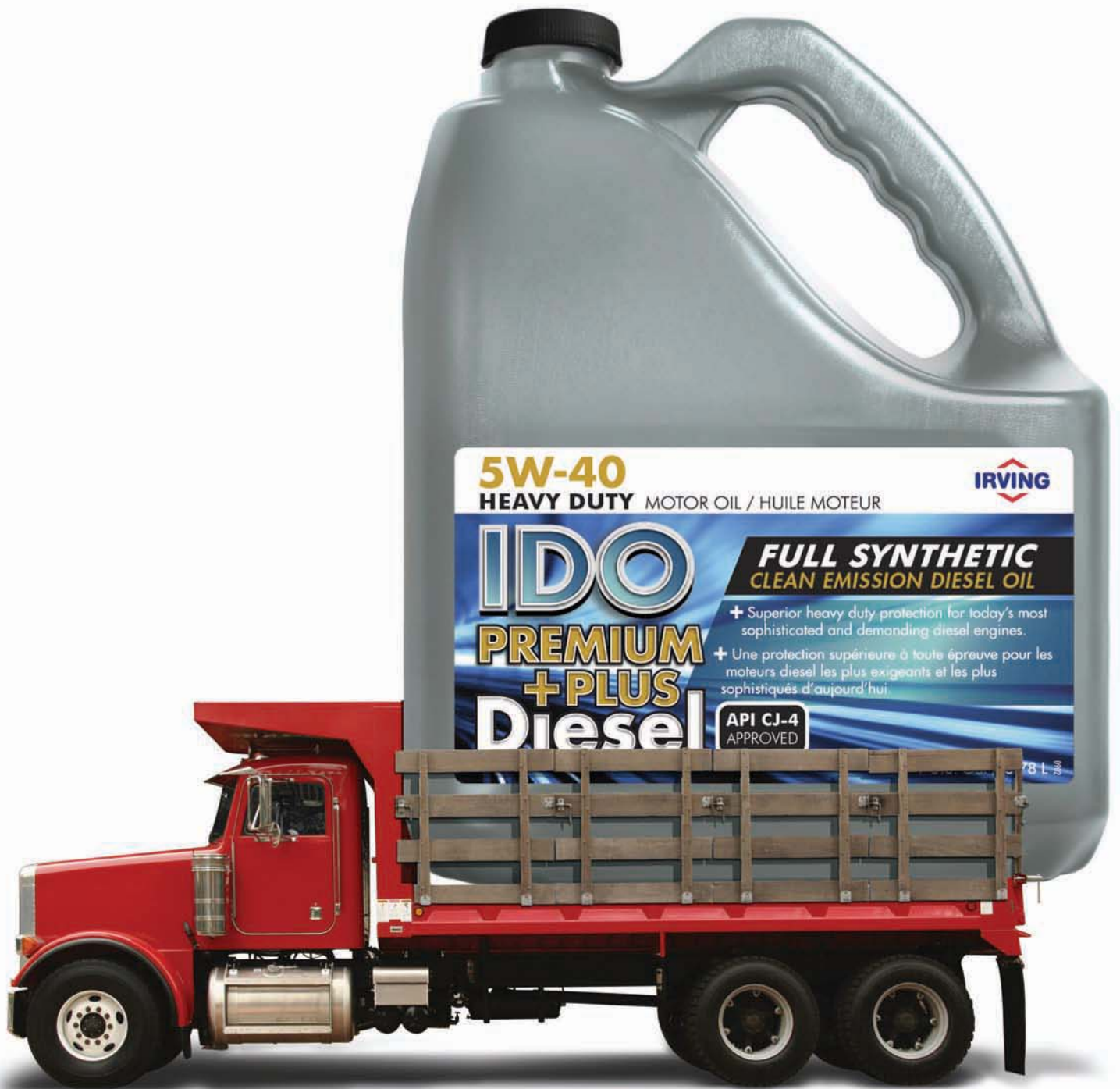
A proposal to make heavy trucks 5- to 15 percent more fuel efficient is the books in the U.S., with Canada to follow.

500 million barrels of oil and 250 million metric tonnes of GHG emissions within the mandate's first five years.

"Lifetime," as far as we can tell, wasn't defined in the whopping 673-page rulemaking proposal.

Surely, EPA's thoughts on

IDO, big diesel protection



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turing exhaust heat and converting it into mechanical energy will eventually have to be part of the fix on the heavy side.

Cummins chief technical officer Steve Charlton said that for the 2015-16 time frame one key technology focus will be on reduced friction, but beyond that OEMs will likely have to turn to WHR, which could make truck weights trickier.

WHR is a simple concept using fundamental principles but it will mean “a complex package,” according to Tony Greszler, vice president government and industry relations for Volvo Powertrain. It involves multiple heat exchangers, he adds, and the heavier the load, the better it works.

Greszler was critical of Washington for its

poor understanding of trucking’s realities.

“Washington economics are not quite the same as your own,” he told his ATA audience. “Historically [real] costs have been underestimated and benefits over-estimated.”

Greszler was critical of Washington for its poor understanding of trucking’s realities.

Indeed. Without explaining how the figure was arrived at, NHTSA spokesman Ron Medford said truck operators would be investing some \$5,900 in buying a compliant truck while saving as much as \$74,000 at the pump over the vehicle’s life.

Needless to say, but Washington historically doesn’t have a sterling record in predicting the costs associated with mandates such as this one.

To their credit, though, the EPA and NHTSA say they’re aware of the danger of “unintended consequences” in

forcing the broad variety of work vehicles to adhere to these standards.

On this side of the 49th, meanwhile, Ottawa quickly followed up on the Americans’ monumental standards with a regulatory framework of its own.

The proposed regulations—which, like the U.S. aim to cut GHGs output from trucks by 17 percent—will be developed for pre-publication in the Canada Gazette in mid-2011. A final rule is targeted for December 2011, which is in-line with the U.S.’s implementation schedule.

Environment Canada also recognizes the need to distinguish in the rule the quantity of GHG emissions emitted per unit of work among a variety of different sized commercial vehicles.

“In general, vehicles with higher workload capacities are more efficient overall but do emit more as individual

vehicles depending on its duty-cycle,” Environment Canada said in a prepared statement. “The proposed regulations would ensure that these vehicles would not be penalized and that purchasers would maintain the ability to specify and buy the right vehicles.”

In this case, we’re hoping that EPA takes a page, or at least a paragraph, from its northern cousins.

— *with files from Rolf Lockwood*

Business Cycles

Peak Shipping Back?

Truckers, it seems, are back on Santa’s “nice” list.

After seeing a lump of (rail-hauled) coal attached to the bottom of balance sheets the last few fourth quarters, highway carriers may have noticed the first holiday peak shipping season in several years.



LOG BOOK

Go online for more events, visit www.todaystrucking.com

January 17

Heavy Duty Manufacturers Association’s Heavy Duty Dialogue

The Mirage, Las Vegas

Contact: 919/406-8847

Website: www.hdma.org

January 18-20

Heavy Duty Aftermarket Week 2011

The Mirage, Las Vegas

Contact: 708/226-1300

Website: www.hdaw.org

January 26-28

Associated Equipment Distributors (AED), 2011 Annual Meeting & CONDEX Show

World Center Marriott, Orlando, Fla.

Contact: 800/388-0650 x334

Website: www.aednet.org

February 8-11

2011 Technology & Maintenance Council Annual Meeting

Tampa Convention Center,

Tampa, Fla.

Contact: 703/838-1763

Website: www.truckline.com

March 8-10

The Work Truck Show 2011

Indiana Convention Center,

Indianapolis, Ind.

Held in conjunction with the 47th Annual NTEA Convention and the Green Truck Summit.

Contact: 1-800/441-6832

Website: www.ntea.com

March 13-16

Truckload Carriers Association (TCA) 73rd Annual Convention

Bayfront Hilton and Convention Center, San Diego, Calif.

Contact: 703-838-1950

Website: www.truckload.org

March 31 – April 2



40th Mid-America Trucking Show (MATS)

Kentucky Expo Center, Louisville, Ky.

Contact: 502/899-3892

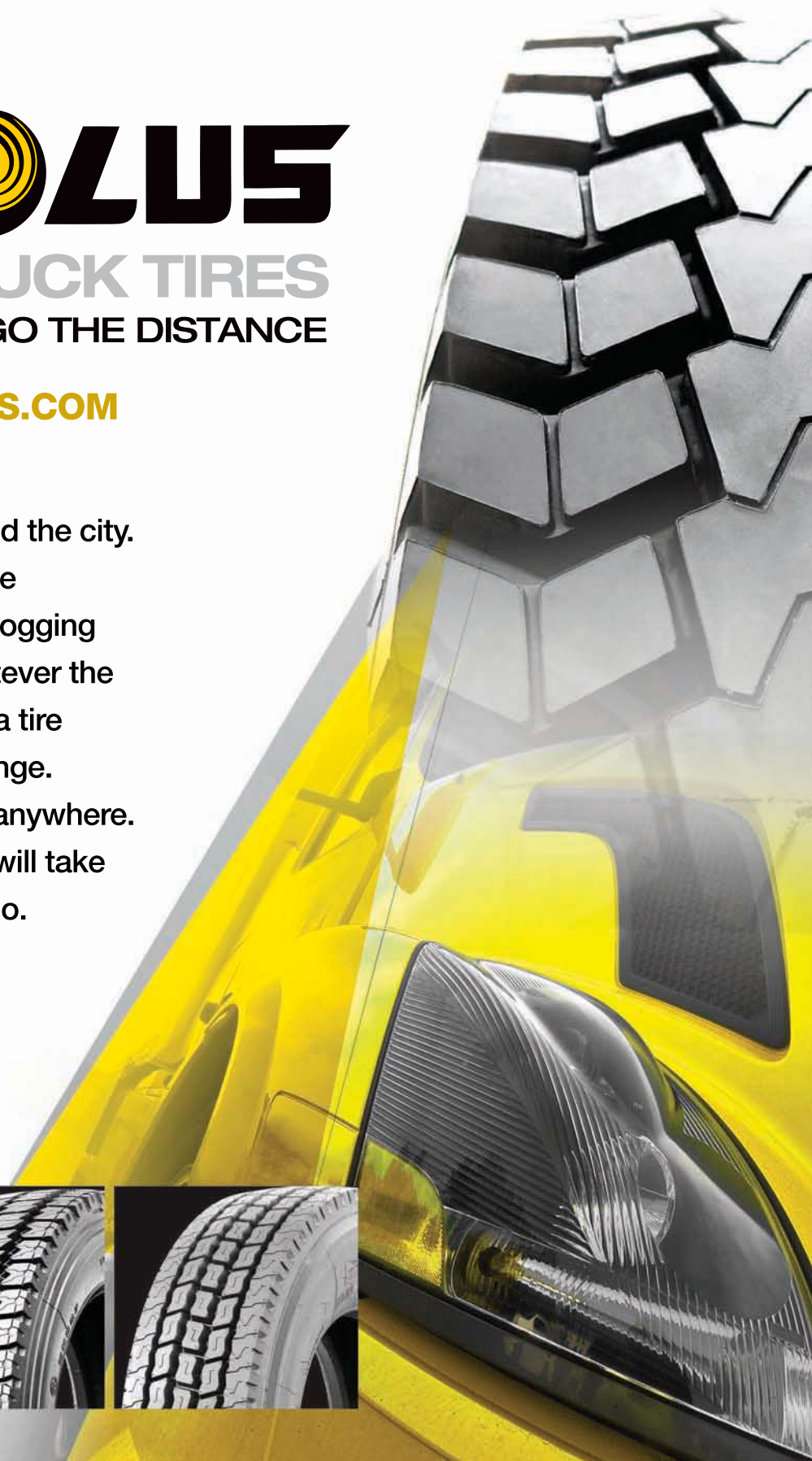
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Exactly how big the boost was this year, or whether it's sustainable has been a much bigger debate throughout the supply chain.

There's some conflicting data, but for the most part large carriers of consumer goods reported a noticeable uptick in volumes this past fall. Another good sign: Large big box retailers like Walmart and Costco project significant fourth-quarter year-over-year sales improvements.

That's not surprising, considering there's been nowhere to go but up from the miserable 2008 and 2009 seasons (when traditionally strong October truckload volume actually dropped from September). However, at least through early November, volumes reportedly held up reasonably better than they were expected to.

"In the traditional sense, yes, we are getting back to that peak shipping season," Eric Starks, freight trends analyst and president of Indiana-based FTR Associates, tells *Today's Trucking*. "Is it huge ... and will we go much higher? No, but the [buying] behavior we usually expect heading into the holiday season is back, by and large."

DOUBLE-DIP RESTS ON FORECLOSURE 'CRISIS'?

Jerry Seinfeld doesn't do it, but George Costanza does. We're talking about the dreaded double-dip—of the economy, in this case—not that famed episode where George goes for a second scoop of dip after already taking a bite from his chip.

Indeed, there's nothing funny about the potential risk—albeit a small one—of the economy slipping back into recession.

In a recent speech he described as "doom and gloomy," Economic Development Canada economist Peter Hall said that after a brief period of euphoria, the economy has slowed and is probably going to take between 12 and 15 months to recover, adding, "that's a very long time to have to wait for a restoration of normalcy."

Hunt said a number of factors combine to shape economic growth—or lack of same. They include the price of oil and other commodities, low interest rates, and the sputtering along of the U.S. economy.

On that front, BMO Capital Markets senior economist Earl Sweet says truckers should begin to see some improvement on volumes next year unless—and it's a big "if"—the foreclosure scandal in the U.S. further sinks an already very brittle housing sector.

If it plays out that way, then "all bets are off" in averting a double-dip recession in the U.S., which, of course, would deeply affect Canadian cross-border haulers and our export-based economy in general, Sweet told carriers at the Atlantic Provinces Trucking Association in Moncton.

At the very least, the so-called "crisis" could undermine an already bleak timetable for recovery.

The U.S. real estate industry—Ground Zero of the economic collapse in 2008—was shaken up again in October when regulatory officials in all 50 states launched investigations into possible wide-scale illegal practices by mortgage providers foreclosing on homes.

Up to nine million mortgages could face legal challenges. And as a result, even non-delinquent homeowners could see their property values continue to crater as neighboring homes remain vacant longer.

"As if we needed another downside risk to our forecasts," says Sweet.

No kidding.



While news that the North American economy is growing—albeit at a snail's pace—has provided some modest support to consumer confidence, it's inventory levels that have mostly driven consumer goods transport.

Despite reports earlier this year that the peak season would fizzle out early because of the risk of a summertime shipping vessel shortage and the fear shipments wouldn't come on time, inventory replenish-

ments didn't run their course before the fall. As well, retailers are said to be bringing in more products directly to the store rather than warehousing it so there's less backup of inventory than during the recessionary seasons.

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“In past years, on the consumer side the need to push additional holiday freight wasn’t there because there was enough inventory to meet demand,” says Starks. “This year, inventory hit rock bottom levels and while it doesn’t look like [retailers]

of increased restocking, inventories in the U.S. surpassed sales in October, the *Journal of Commerce* reported. (Similar available data lags in Canada but a parallel trend is likely here, too).

On the other hand, North American intermodal

unemployment and other less than inspiring macro-economic indicators—was quite puzzling to several economists that wrote about the issue.

Starks predicts some pullback in the New Year, although the degree also depends heavily on how inventories look after Christmas and how much consumers are willing to dish out for post-holiday deals.

So, is the peak shipping season back for good?

“No doubt, the recession wiped out savings, so as it returns, it returns at a new benchmark and you’re starting at a different level,” says Starks. “If incomes go up a little bit, so should discretionary spending and that’s likely to happen in the next couple of years.

“Even if it’s a three to five-percent growth, which is realistic, you’re going to see that peak shift by default because that’s when [retailers] want to take hold of the goods.”

Safety

Tests Expose Lift Axle Flaws

How safe is your lift axle?

Tests conducted by an RCMP forensic collision reconstructionist in Alberta apparently reveal that certain lift axle systems can cut tractor-trailer stopping distances in half under certain conditions.

The tests—first reported by the Edmonton *Sun* in October—were conducted by RCMP Cpl. Barry Red Iron in the wake of two traffic fatalities in southern Alberta.

The tests show that certain lift axle systems disproportionately transfer weight among axles when air is depleted from the suspension on fully loaded trailers, overstressing both axles and tires, which could reduce braking efficiency.

At a press conference, Red Iron stopped short of calling lift axles dangerous, but said some systems aren’t “functioning as they should be.”

Reportedly, Red Iron is no longer permitted to speak to media since the *Sun* article came out, but ARS Trucking owner Allen Scraba of Edmonton, whose trucks participated in the RCMP tests, told *Today’s Trucking* that the experiments were “eye opening.”

Tests on several Super B combos point to the possibility of a major flaw on at least one lift axle suspension system, which, in this case, was designed by the trailer manufacturer.

Apparently, explains Scraba, when there’s an air leak or if a tractor-trailer is operated without air in the

SPECIAL DELIVERY: Dreaming of a ‘normal’ Christmas.



are willing to increase inventory above what we’ve already seen, they’re keeping it at a threshold that if people do buy, then you can replace it, which is what is happening.”

More recently, though, there have been strong indications that the peak is eroding to wrap up the year. After nine straight months

container traffic—a key indicator of consumer goods cargo—was projected to be up another nine percent in November after a 20.3-percent increase in the third quarter from 2009.

In fact, the continued strength of international container traffic through October—in the face of low auto and housing sales, high

SUDS SHIPPER: TRUCKING NOT A PRIVATE AFFAIR

Shippers are unlikely to trend back to private trucking even when (or should we say, if) highway freight rates pick back up next year and beyond.

MOOSEHEAD BREWERIES President **Andrew Oland** told carriers at the Atlantic Provinces Trucking Association’s annual conference that he has no interest in running his own fleet again and doesn’t think the majority of shippers do either.

“We got out of the trucking business because we’re in the brewery business. I’d be surprised if a lot more shippers did it because many don’t have the core competencies,” said Oland in response to a question by Armour Transportation boss Wes Armour about how shippers might react to the increasing cost of transportation.

That’s good news for anyone who hauls hops scotch.

Matthew Bragg, of Nova Scotia’s Oxford Frozen Foods, one of the world’s largest blueberry producers, concurs. “I can’t imagine a manufacturer being better at trucking than manufacturing or better than most of the carriers [already out there],” says Bragg, who notes that his company even outsources the shunting of trailers around the yard.

There’s a wildcard, however. The impending driver shortage is top of mind for shippers, in this part of the country especially, and if the labor crunch is deep enough, Oland guesses that some shippers could move towards buying their own trucks in order to secure capacity long-term.

“I’m really worried where you’re going to find drivers five to 15 years from now and what that’s going to do for my quality and my costs as well.”



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Saskatchewan Trucking Association

January 14, 2011 | Saskatoon

To register, please visit www.sasktrucking.com

Alberta Motor Trucking Association

December 8, 2010 | Calgary

January 12, 2011 | Edmonton

February 9, 2011 | Calgary

March 9, 2011 | Edmonton

To register, please visit

www.amta.ca/Safety/Fleetsmart.html

British Columbia Trucking Association

February 23rd, 2011 | Langley

To register, please e-mail BCTA@BCTrucking.com

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Dispatches

suspension (as they sometimes are when, say, drivers pick up a loaded trailer at 3:00 a.m. and forget to put air back in the system), normal weight distribution among the axles can get thrown out of whack.

"When you flick the switch and dump the air out of the lift axle suspensions of certain manufacturers, it doesn't transfer the weight evenly. We saw very low weights on the front two axles and the back axle gets all the remaining weight," says Scraba.

Specifically, the tests show the front axle on the lead B trailer getting 200 kgs, about 500 kgs on the middle axle, and a whopping 23,000-plus kgs on the last axle. On the pup trailer, the weight discrepancy was less dramatic, but with 1,300 kg on the last axle the flaw is consistent.

"If you're moving all that weight to those axles and your air goes, you have no idea that you have no brakes," says Scraba. "...The wheels are spinning when you come to a dead stop."

When the *Sun* first reported on the tests, Alberta transport officials downplayed the results, adding that air system failures specifically with lift axles are rare.

However, Transport Canada agreed to review the RCMP tests.

While no determination has been made yet, *Today's Trucking* learned that Transport Canada officials broached the topic with members of the Canadian Transportation Equipment Association (CTEA) in a closed-door meeting at the

group's annual conference in November.

Transport Canada did not provide comment before we went to press, but there's some chatter that the government is acknowledging a problem does exist to some degree.

Don Moore, executive director of the CTEA, said he couldn't provide details on the meeting, but confirmed that it took place with trailer stakeholders and suppliers to "exchange information." Moore did add that despite the absence of hard evidence at this time, CTEA is taking the "fact gathering" process seriously.

Ferries

Marine Atlantic Drowns Reservation Rule

After months of receiving complaints from angry truckers over the controversial ferry reservation system, Marine Atlantic says it will return to load and go—at least temporarily.

The embattled Crown corporation admitted it had little choice to suspend the policy after the Atlantic Provinces Trucking Association withdrew its support at the group's annual meeting.

In mid November the ferry service stopped taking reservations and spots on the vessels were once again awarded on a first-come, first serve basis.

Recent mechanical problems with two of the vessels further exposed problems with the commercial reservations, said president and CEO Wayne Follett.

heard on the Street

“Commercial reservations have significant benefits for our commercial customers and their clients; however, the approaching severe winter weather and the need to make the transition from the current vessels to the new fleet are important considerations,” he said.

Many small fleets and owner operators spent the last eight months steaming over the reservations system, which, they say, allowed larger carriers to block book reservations and cancel them in the waning hours before the ferry set sail.

It’s clear, though, that Marine Atlantic hasn’t given up on the reservation policy. Follett said it could be re-launched when two new larger ferries enter service

■ **Henry Thiessen**, one of the founding brothers of family fleet **T & T TRUCKING** in Saskatoon was awarded the prestigious Service to Industry Award at the annual Saskatchewan Trucking Association (STA) general meeting.

The award, presented by the STA and Shaw Tracking, is often bestowed on a trucking executive for his commitment, contribution, and dedication to the trucking industry. Also honored at the banquet was Regina’s **Harvey Gording** of **REIMER EXPRESS**, who received the Driver of the Year Award presented

next summer.

“With the peak season behind us, we can temporarily suspend commercial reservations while we implement additional capacity

and improve the commercial reservation processes,” said Follett. “We know there are commercial carriers who will be unhappy with this decision, as well as their cus-

tomers as there have been many silent supporters of commercial reservations.”

There are likely just as many, if not more, that couldn’t be happier. ▲

by Volvo Trucks Canada. And Frontier Peterbilt of Saskatoon handed the Dispatcher of the Year Award to **Robert Funk** of **Q-LINE TRANSPORT** in Saskatoon.

■ Keeping with great Prairie businesses, **Jay’s Moving & Storage** was recently named Saskatchewan’s Business of the Year at the 27th



annual Achievement in Business Excellence (ABEX) awards. The Regina company was founded 46 years ago when **Dennis Doehl** moved a Saskatchewan family to Toronto with a half-ton. Today, it’s a fleet of 600 trucks and trailers, with a staff of 400.

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GUYS GONE MILD: SURVEY SAYS TRUCKERS' ROSY OUTLOOK FADES

After some reasonable optimism this past summer, a big ol' bear has parked itself in the path of many Ontario carriers.

A few months ago, almost 75 percent of truckers responding to an Ontario-based survey said they were optimistic about the future of their business.

Now, just 62 percent have that rosy outlook—most likely in reaction to expectations the U.S. economy is not going to significantly improve anytime soon.

The quarterly survey, incidentally, is the work of the Ontario Trucking Association (OTA). It says that at least compared to last year, business is on the rebound for 60 percent of carriers, but a soft third quarter is coloring the truckers' outlook.

According to an interpretive statement from the OTA, "economic growth optimism in the industry may have indeed peaked—at least for the time being—last quarter."

U.S.-bound volume? Thirty six percent of respondents say it has improved over the past three months; 21 percent say it has decreased. "The percentage of carriers stating that southbound volumes were improving is still the lowest of the four markets examined," says OTA.

Some other figures:

- Rates are strongest in the northbound U.S. market, where 42 percent of the carriers reported improving rates, compared to only 9 percent who thought rates are worsening.
- Most carriers (82%) are satisfied with fuel surcharges.
- The length of time that it is taking shippers to pay their freight bills is on the rise, and continues to be an issue.
- And approximately 64 percent of the carriers said that credit conditions are staying about the same.

More at <http://tinyurl.com/otasurvey>

BITS & BITES



Trash is Treasure

Niche, specialized sectors, are pulling some big carriers through the recession.

"The economic recovery is not as robust as some predicted," says TransForce CEO Alain Bedard, but the overall improvement in the third quarter was propelled by recent acquisitions in higher margin, specialized segments like courier, waste management and oilfield services.

Calgary-based Mullen too says its most recent balance sheet was saved by a 15-percent increase in drilling activity in the 'patch.

As well, Contrans turning its attention to more specialized "recession proof" segments such as waste hauling helped offset the impact of dried up general freight demand.

More at <http://tinyurl.com/nichetrucks>

Driving? There's a Google app for that too

Google is the latest company to take a shot at inventing a vehicle that drives itself.

It's a long way from being mass produced, of course, but after spending about \$10 million in R&D, Google dispatched a Prius equipped with sensors, GPS, video cameras, radar and laser

Paper Tigers



From Marco Beghetto's **Right Turn Blog**

Industry opponents of the electronic on-board recorder rules pushing through the regulatory system in Canada and the U.S. appear to have an inconvenient ally.

Apparently, some trial lawyers don't like the rule either because—get this—it doesn't make it any easier for lawyers to sue truckers. As if they needed any more help, right?

Carriers who are concerned that it's just a matter of time before "creative" plaintiffs' attorneys push to get at sensitive EOBR data probably aren't wrong. Whether they end up winning is another question. Some law firms are complaining that the proposed Senate bill on EOBRs will give carriers the cover they need to appear safe when they're not. The only way to prevent this, (drum roll, please), is to open up all EOBR records to lawyers.

Consider this scaremongering press release from one, Kinnard, Clayton & Beveridge in Nashville:

"Under the proposed law, electronic logbook information would not be available to attorneys representing the victims of trucking accidents ... The self-interest [of the trucking industry] is undeniable, because as initially drafted, the proposed law would be a great aid to trucking companies involved in litigation following an accident ..."

It gets better:

"Today, when accidents happen on America's highways, the driver's logs are often critical windows into the driver's condition at the time of the accident. Often, drivers at fault in a crash have been shown to have falsified their log books."

Uh huh. So, if I'm following this, paper logbooks are better for highway safety because log falsifiers will be exposed in court, right?

Or, perhaps—and I'm just throwing this out there—EOBRs will take many HOS rule breakers off the road and a reliable revenue stream for personal injury attorneys will pretty much dry up, at least without access to other, non HOS-related goodies buried somewhere in a truck's data.

Talk about self serving.

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range finders (among other innovations) to wind its way through several California streets.

Rest assured, a human behind sat behind the wheel, ready to over-ride the technology.

The Prius not only found its way through a maze of neighborhoods, it reportedly merged on to Highway 101 and kept up with the fast-moving traffic through, appropriately enough, Silicon Valley.

More at <http://tinyurl.com/googlecar1>



Logistics: That's Amore!

When the moon hits its eye, UPS apparently feels like changing its worldwide ad campaign.

The package delivery giant is replacing the "What can Brown do for you?" catch-phrase with the slogan, "We [Heart] Logistics" as part of a new global ad campaign to promote its expanding logistics business to small and medium-sized companies.

The campaign's ads (you might have seen them already on TV and online) feature a new jingle set to the tune of the Dean Martin classic "That's Amore."

"When it's planes in the sky, For a chain of supply, That's logistics."

Seriously.

More at <http://tinyurl.com/upsamore>

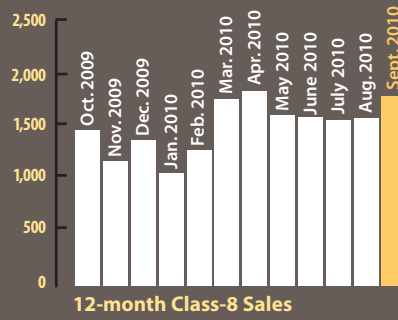
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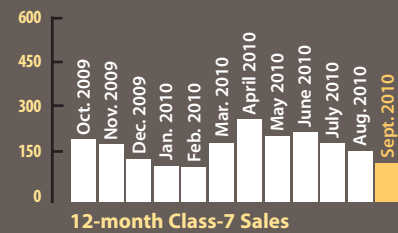
Canada: Truck Sales Index

September 2010

CLASS 8	This Month	YTD '10	YTD '09	Share
International	358	3458	2861	25.3%
Kenworth	361	2780	1263	20.3%
Freightliner	362	2750	1977	20.1%
Peterbilt	181	1539	741	11.2%
Volvo	245	1336	984	9.8%
Western Star	90	872	683	6.4%
Mack	114	816	771	6.0%
Sterling	1	133	700	1.0%
TOTAL	1712	13,684	9980	100.0%



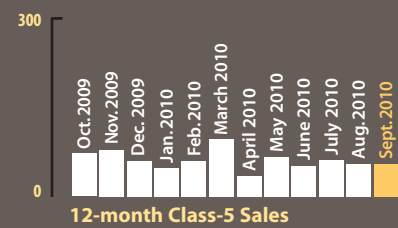
CLASS 7	This Month	YTD '10	YTD '09	Share
International	45	600	441	39.1%
Kenworth	33	269	228	17.5%
Freightliner	29	260	156	16.9%
Peterbilt	14	216	270	14.1%
Hino Canada	15	172	170	11.2%
Sterling	0	17	84	1.1%
TOTAL	136	1534	1349	100.0%



CLASS 6	This Month	YTD '10	YTD '09	Share
International	0	205	204	43.7%
Hino Canada	21	151	187	32.2%
Freightliner	7	70	49	14.9%
Peterbilt	1	31	19	6.6%
Sterling	0	12	32	2.6%
TOTAL	29	469	491	100.0%



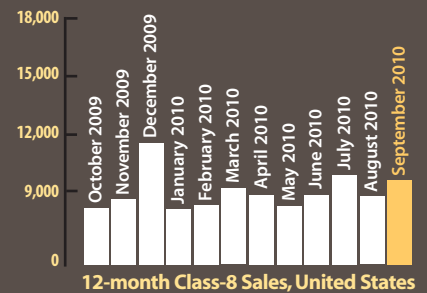
CLASS 5	This Month	YTD '10	YTD '09	Share
Hino Canada	34	336	292	65.6%
International	6	115	131	22.5%
Kenworth	2	32	47	6.3%
Sterling	0	12	252	2.3%
Freightliner	4	9	4	1.8%
Peterbilt	0	8	9	1.6%
TOTAL	46	512	735	100.0%



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U.S.: Retail Truck Sales

CLASS 8	This Month	YTD '10
Freightliner	3382	24,907
International	1804	21,603
Peterbilt	1358	8905
Kenworth	1151	7970
Volvo	781	6452
Mack	850	5989
Western Star	75	779
Sterling	0	466
Other	1	21
TOTAL	9402	77,092



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	13	43	15	10	175	75	9	4	0	14	358
Kenworth	47	120	16	12	73	82	11	0	0	0	361
Freightliner	15	25	11	25	167	43	61	13	2	0	362
Peterbilt	9	67	13	20	37	31	3	1	0	0	181
Volvo	7	12	11	13	127	63	9	2	0	1	245
Western Star	15	26	1	1	11	18	3	11	0	4	90
Mack	7	7	7	1	75	13	2	1	0	1	114
Sterling	0	0	0	0	0	1	0	0	0	0	1
TOTAL	113	300	74	82	665	326	98	32	2	20	1712
YTD 2010	975	2242	610	758	4804	3077	719	378	18	103	13,684

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

Street Smarts

INSIDE:

25 Keeping it simple

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

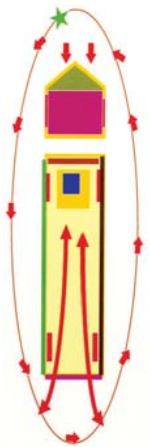


17-Point Solution

Even if your trucks aren't actually stolen, they can be used as "mules" and your drivers become unwitting accomplices. The U.S. Customs and Border Protection's Customs-Trade Partnership Against Terrorism (C-TPAT) has issued a 17-point truck-and-trailer-inspection guide designed to spot smuggled goods.

THE POINTS ARE:

1. Bumper
2. Engine
3. Tires
4. Floor inside truck
5. Fuel tanks
6. Cab/storage compartments
7. Air tanks
8. Drive shafts
9. Fifth wheel
10. Outside/undercarriage
11. Outside/inside doors
12. Floor inside trailer
13. Side walls
14. Front wall of trailer. (Smugglers have been known to install false walls behind which they stash illegal goods or drugs.)
15. Ceiling/roof
16. Refrigeration unit
17. Exhaust area



The Fence Mechanism

cargo theft *Half a million bucks worth of stuff is stolen in southern Ontario every day. Here's a clip-and-save guide to staying outside that stat. By Steve Macleod and Peter Carter*

According to FreightWatch International's bi-annual cargo theft report, the amount of stolen cargo that was reported in the U.S. increased by five percent during the first half of 2010 compared to the first six months of 2009.

Not only is the increase itself a little alarming, 2009 was already a record year for cargo thieves. There was an average of 72 heists a month in the U.S., a 12-percent increase from the year before.

In Canada the numbers aren't so clear.

"We know, in the insurance industry, that only one of six thefts are reported to us," says Greg St. Croix, senior vice-president with Marsh Canada.

"In the GTA/Mississauga/Scarborough triangle—known as the shopping triangle for cargo theft—\$500,000 a day is stolen. The GTA is the epicenter of cargo theft."

There are other urban centers in Canada where cargo theft is on the rise; namely Montreal and Vancouver, says St. Croix. If you add it up, it's a problem costing Canada between \$5 and \$9 billion each year.

Says Marsh's St. Croix: "There's nothing specific being targeted."

"The common belief is electronics and pharmaceuticals get stolen more, but it's also toilet paper and food that are being taken. If it's on a truck, it's targeted."

In fact, this year food and beverages surpassed electronics as the worst hit.

Toilet paper and foodstuffs can make their way into corner stores and flea markets. Because of today's economy, everybody is looking for a bargain and it's incredibly difficult to trace a bottle of

ketchup, says St. Croix.

While the criminals don't seem to be picky about what they steal, their techniques are becoming more systematic. And drivers who turn their backs on loads for even a minute are taking a huge risk.

A recently aired CBS news report showed a thief breaking into and roaring away in a stolen Freightliner in less than 30 seconds. (To see the thief in action, go to www.todaystrucking.com and check out Marco Beghetto's "Right Turn" blog.)

Here are just a few rules for keeping freight safe:

- Drivers must remain aware of their surroundings;
- Loads cannot be discussed on the CB or in truck stops;
- Drivers must stay in as constant communication with dispatch as possible;
- Drivers should receive hijack training;
- Drivers should be paid sufficiently to keep them from temptation;
- Circle checks must be mandatory;
- Planned routes must be adhered to;
- Where possible, drivers should not stop within the first 200 miles of a trip;
- Only pre-approved parking areas may be

used. ("It's uncanny how many trucks get parked in back lanes with no lights. I wouldn't even park my car there," notes St. Croix.)

- Doors must be kept locked;
- Drivers must be instructed, in the case of a threat, to get as much information as possible, such as the assailant's size, coloring, clothing, etc., but to not risk injury or worse.. "Never risk your personal safety, not for a load of diapers," adds St. Croix. ▲



WEAR'n'TARE: Lucarelli says if you're pushing your equipment harder you're upping risk.

Do Try This At Home

PAUL LUCARELLI is the Underwriting Director for Fleet, Casualty and Marine at RSA Canada, which has been supplying the trucking industry for 30 years. Lucarelli, himself with 15 years under his belt, advises that trucking companies can decrease their exposure to loss by—surprise surprise—inviting an insurer over for a visit. We asked Lucarelli for a few tips for loss prevention from the ops manager's perspective:

Today's Trucking: *Have you seen any changes in fleet safety practices related to the economic downturn?*

Lucarelli: We are seeing fleet sizes decrease and more equipment is being laid up, which requires more physical protection measures rather than road exposures. Also, vehicles on the road are running more miles which can result in increased need for loss control to combat vehicle wear and driver fatigue and illness.

TT: *Have you observed any risk-increasing cost-cutting measures that should be stopped?*

L: If you're using fewer vehicles and running them harder, you increase vehicle wear and the potential for driver fatigue and illness. All of these practices can result in downtime for your fleet and cost you money in the long run.

TT: *For those fleets that have increased their risk by cutting costs, what advice would you have, besides "stop it."?*

L: Cutting loss-control measures is a very short-term fix that usually results in higher costs or business downtime in the future. Loss control shouldn't be seen as a business luxury, but rather a critical

component of operating an efficient, safe and profitable fleet.

TT: *Can you offer fleets one piece of "do tomorrow and you will see results" advice?*

L: Implement simple loss-control measures. Enforce pre-trip inspections, hold safety meetings for drivers and mechanics as part of your daily routine, and create incentive programs for staff members who demonstrate fleet safety. Loss control should be the culture of your business. It's how your company does the right thing.

TT: *What about smaller fleets that can't spread small cost cuts out over a large number of trucks?*

L: Loss-control programs can be as simple as placing cameras and emergency kits in the cab should an accident occur. Road testing your drivers and keeping maintenance records of your fleet will all contribute to building a loss-control program that is appropriate no matter the size of your fleet. Also, speak to your insurer or broker for risk control advice. We do not see enough small fleet owners reaching out on how they can implement a safety program for their fleet.

TT: *What about fleets that are in growth mode. As they steer ahead out of the recession; any notions on where not to waste money?*

L: Growth in a business is good. But, it is critical that your safety program is growing with your fleet and changing with your business.

TT: *Can you illustrate how investing in technology can cut costs?*

L: We have seen the positive effects of installing GPS tracking systems in a fleet. It gives the fleet manager great insight as to the routes of the fleet, distance traveled, and driver behaviors. From an asset management perspective, if a vehicle is stolen, it can be located through the GPS system. Together, these factors give you more control over the fleet and reduce the potential for down time.

TT: *Are fleets safer these days compared to, say, five years ago?*

L: Awareness of the importance of fleet safety has definitely improved.



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A Game of Numbers

drivers *Trucking's more complicated than ever. It's your job to fight that.*

By Geoffrey Medweth

When I first started driving truck, log and inspection books were not required in Ontario.

My truck was graciously appointed in painted metal and had a cardboard headliner. No radio; music or C.B. It did have a dash-mounted fan, which cooled the interior to a frosty 110 F in the summer. In the winter, you needed it to blow on the windshield, as the heater fan was not strong enough to defrost much more than the bottom inch of the windshield. No air conditioning either, we had that dash mounted fan, remember?

Since that time, with the countless improvements in trucks, from ABS to automated transmissions and drivers' seats Christine Magee herself would approve of, they have been made easier to drive.

Trailers, too, are far better than they used to be. More durable, longer, they're also indicative of how much better things have gotten.

Or have they? During a recent walkaround, I looked at trailers from three different years. I counted warning label, decals and various other pieces of "literature" stuck to the sides. A 26-year-old pup that we now use for storage had 11. A 13-year-old reefer had 39. A 2010 reefer has well over 40.

I understand that most of the decaling on the newer units is placed there not for informational purposes by the manufacturer but rather, by manufacturers'

legal departments.

These decals include warnings, disclaimers and explanations, promising all manner of recrimination, such as, part failure, total loss of control, the expulsion of noxious/toxic/poisonous fumes and bodily injury up to and including death!

Inasmuch as our machines have become easier to handle,

again. Recruiting and retention will be the buzzwords.

What kind of enticements can we use to attract this dwindling resource? Around our place we offer sign-on bonuses for new hires, and bounties for finding candidates. Safe-driving bonuses as well, are always enquired about by drivers thinking about switching companies.

jump companies for solely monetary reasons.

If you are getting them the miles and money and they are still leaving in droves, you have to look in the mirror and wonder what you are doing wrong.

Could it be something as straightforward as not living up to your recruiting



MATH MADE E-Z: It takes a genius to keep things simple.

there's another aspect of trucking that has become far more unwieldy over the years; and that's the legal complexity. And for a job and industry that outwardly already have image and status problems, the notion of making it even more difficult for our key labor cog, the driver, creates a huge obstacle for enticing anyone into it.

With CSA, sleep apnea and electronic logs, our driving force will either be reduced or simply be working less. Fewer high-quality candidates makes this a driver's market

Enticements such as these might get people in the door, but they will not keep them with you over the long haul. Plenty of people have worked short term with a few hundred extra in sign-on money and moved on to the next sign-on bonus.

Money is not always the answer. Sure I could hang a sign out front that said "Company drivers wanted, 65 cents a mile or \$30 an hour to start + benefits: Five openings." And I'd fill all five spots in ten minutes. But I don't think that many drivers really

promises? Maybe you're taking the job they want—driving—and ruining it with administration, paperwork and non-driving activities—just like those trailers with all their numbers all over them.

Perhaps increasing complexity and the path we are headed down, is best summed up by Albert Einstein, "Everything should be made as simple as possible, but not simpler." ▲

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



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11 FOR '11

Issues that'll drive the 2011 agenda at the same time as they drive you to distraction.

BY MARCO BEGHETTO AND PETER CARTER

1 BIODEBATABLES

It's easily made with vegetables that no one likes to eat; governments tripped over themselves to subsidize it; and Willie Nelson loved to sing about it (and smoke to it). So, what happened to biodiesel?

Well, as some "...For Dummies" book probably says somewhere, "it's the economy, stupid."

Despite all the green-rage in the last decade, biodiesel demand still lags drummed-up supply in areas where it isn't mandated by government. Ottawa, which once pledged a nation-wide B2 or B5 rule, still hasn't pulled the trigger. Perhaps it's because there's emerging evidence that there's little, if any, net environmental benefit from mass biodiesel production and it's been outpaced by other alt power advancements, like LNG. Expect even more large for-hire and private fleets to make LNG investments in 2011, putting that technology at the forefront of the green vehicles market.

Hybrids, meanwhile, are expected to rebound in 2011. At the recent Hybrid Truck Users Forum, attendees heard that the hybrid sector is "beyond science projects" and despite some recessionary speed bumps, the market is poised for a breakthrough. (See "Hello, hybrids," on pg. 32).

2 CSA IN HIGH GEAR

It's been described as one of the most significant safety enforcement overhauls in the history of trucking. Earlier this month, CSA (assuming it wasn't delayed again just before press time) replaced the outdated SafeStat safety-rating module. It's in mid 2011, though, when full-scale enforcement kicks in, that many carriers will really start to notice the change. The tougher rules scrutinize equipment and driver fitness more than ever before and if you're not in compliance (pre-CSA records count!) we're sure you'll be hearing from the DOT soon. In fact, the agency expects to send out warning letters in the six-figure range early next year to carriers who fall short in even one of the seven safety categories. For the many who still don't even know where they stand, it'll be baptism by fire.

Also coming along sometime in 2011 is a separate Safety Fitness Determination rulemaking that would automatically assign carriers their official safety designation (satisfactory, conditional, etc.) based on their active CSA scores.

Still, there's plenty of tweaking to be done. Last month, the agency announced several more changes—mostly good. One is doing away with the term "deficient" to describe carriers that score below the allowable threshold. Carriers felt (and the agency agreed) that sort of pejorative language could be used by aggressive plaintiffs' attorneys against them in court.

3 EGR vs SCR

Those who've been wondering how many emissions credits Navistar has left in the bank recently got their answer. The stock-piled credits, which allow the company to sell engines that exceed the 0.2g NOx limit of the EPA's 2010 emissions rule, will likely last another two years. How do we know? Well, the company announced that it does finally have a NOx-compliant engine, but it won't hit the streets until 2012, when its credits are used up. Until then, Navistar will continue to push its preferred 13-liter MaxxForce, although a Cat-based 15 liter will be reviewed by the EPA for certification in 2011.



The specific technology Navistar will use to meet the NOx standard—whether it remains strictly EGR or not—is somewhat unclear at this time, however.

Navistar had been researching a number of alternatives, including a "dry" ammonia system that some consider to be a non-liquid, urea-based SCR system.

When asked for details by *Today's Trucking*, a Navistar spokesman would only confirm that the "0.2g NOx MaxxForce 13... will achieve emissions 'in-cylinder.'" Stay tuned."

Rival engine makers have said that their decision to switch from EGR to SCR for EPA 2010 was mainly because the 0.2g NOx limit couldn't be met—as one engineer told us—"[with] any semblance of fuel economy."

Since Navistar says the 0.2g NOx models do in fact improve fuel economy, the company has either proved its competitors wrong or another technology beyond EGR could be at play.

Also worth watching in '11, now that Navistar's emissions solution is reportedly near complete, is whether the company tones down its marketing and legal campaigns against competitors and the EPA for certifying rival SCR engines.

4 A.D.D.: ATTENTION DEFICIT DRIVING

It's a worldwide "epidemic," don't you know? No, not famine, debt, or spend-obsessed governments. We're talking about distracted driving. At least that's what the Obama administration is saying as it attempts to lead the world in curbing talking and texting from behind the wheel.



We're not sure if this qualifies for another Nobel Prize, but the U.S. government is taking the problem of distracted driving very seriously. Its first shot as part of the safety campaign was aimed at interstate truck drivers. Pushing states to adopt legislation that bans local commercial drivers from using hand-held devices will likely be a priority in 2011. So, at some point next year, there'll be very few jurisdictions where using a hand-held device will be tolerated.

That's more or less the case in many Canadian provinces too. Ontario followed Quebec and New Brunswick's lead last year with sweeping anti-text and cell phone legislation for all drivers.

Alberta is one of the few provinces that still doesn't have a rule, but don't chalk it up to lone-wolf status. In fact, the province is expected to pass the toughest legislation of its kind in Canada at some point next year. Not only will it ban talking and texting, but all sorts of other activities behind the wheel, too. Any trucker who's witnessed that Oakville soccer mom's less-than-perfect lip grooming skills in the rearview mirror will probably admit that the broader law is a perfectly sensible idea.

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5 NEXTGEN ENGINE STANDARD

You can read a lot more about this regulatory bomb elsewhere in this issue ("EPA-DOT drop fuel-efficiency axe," pg. 10), but the EPA's decision to standardize the fuel-efficiency output from truck diesel engines will be top of mind for truck and engine designers, suppliers, and buyers between 2011 and 2014. The rule proposes an incremental five to 15 percent fuel reduction for a variety of diesels by 2018. The first wave of engines to come under the rule should meet the standards with currently available technology and add-ons, but

later on engineers might have to look further to meet the toughest cuts by 2018. (Trailers will not initially be subject to the rules).

Canada too is feverishly working on its own set of efficiency guidelines that should mirror the U.S. proposal in many ways. An ironed-out proposal is expected by mid 2011 and, if bureaucratic scheduling is to be trusted, we could see a final rule by next December.

The challenge, as even Enviro Canada admits, is to keep the rules consistent across the whole range of commercial vehicles. Finding uniformity with the U.S. standards, while also accommodating the significant differences in Canada's operating environments, will also be something rulemakers will have to navigate.

6a) HOURS OF ACRONYMS

Last issue, one of our feature articles detailed how 2009 was the safest year on record for trucks, culminating a steady fall in truck-involved accidents and fatalities during the ought years. No matter. While it boasts about those stats, the Federal Motor Carriers Safety Administration (FMCSA) apparently agreed with the Teamsters and Public Citizen that something's broke and needs fixin' and so it announced it would rewrite the hours-of-service (HOS) rules—again.

Last we heard, a new HOS rule was expected to clear the White House this month, so you should be hearing some details early in the New Year. There's speculation that the union-friendly Obama admin will cave in some way to the special interest groups, possibly by cutting behind-the-wheel time from 11 to 10 hours (One particularly influential group of anti-truck activists who go by the name Public Citizen, laughably, wants eight hours); trim total workday hours down from 14; extend the consecutive sleeper berth time; alter the 34-hour restart provision, or a combination thereof.



6b) Two-eleven will likely be the year of the black box (or more formally, the electronic on-board recorder). You can't talk about HOS these days without including EOBRs. That's because both the U.S. and Canada are in various stages of finalizing mandatory EOBR usage to better monitor hours-of-service rules, whatever they may end up being. America's interim proposal so far only targets repeat violators but, like what Canada wants, a broader mandate for all truckers is what we should see in early 2011.

This one, though, is far from settled. The EOBR proposal is already being challenged by owner-op groups who insist that most EOBRs don't accurately record drivers' hours and they infringe on privacy. Some suppliers, meanwhile, are still scrambling to market a low cost device that can meet all the complex regulatory demands.

7 POP GOES THE DIESEL

A buck forty. That's what a gallon of diesel was costing you two years ago. Keep reminding yourself of that as you watch the pump price go higher with every passing day. We're not up to that level yet and neither do diesel-price watchers think we're going to get there. Yet.

Bob Tebbutt of Peregrine Financial makes his living betting against the vagaries of the crude by selling diesel futures and options on diesel futures.

He says the increased demand of recent weeks is clearly coming from the commercial users, such as trucks and trains. Which is a good thing. Means your business is up.

"While we do not expect prices to rise back up to the highs seen in July of 2008 we do see good reason to expect a trend that will take diesel prices higher over the months ahead," he told us.

When you're talking long term, the International Energy Agency (IEA) has told the world that global oil prices could surpass \$200 a barrel by 2035 as supplies are strained by rising demand in—you guess it, India, China, Brazil and other emerging markets.

That's more than twice what we're paying now.

By 2015, prices will likely be in the \$100 range, the IEA predicts. They were hovering around the \$80 mark at the time of this writing.

All the more reason truck builders, carriers and public agencies have to take more serious looks at alternative fuels.

So in 25 years, you can expect more carriers to have much higher rates. And their bosses to have much higher blood pressure.

8 SEEING THE TRAILERS FIRST

There's an old Desi Arnaz/Lucille Ball movie, "The Long Long Trailer." Just toward the end of the adventure, Desi says to a guy at a park. "Been married long?" The guy: "31 years." Desi: "Many fights?" Guy: "Nope." Desi: "Want to keep it that way?" Guy: "Yes" Desi: "Don't buy a trailer."

He was talking about a mobile home but still, in the eyes of too many people, long combination vehicles (LCVs) are fightin' words.

They are here to stay but some folks on the sidelines have decided to target them as if they were unsafe or environmentally unsound. (They're both safe and very environmentally sound, among other attributes.) Watch as anti-trailer politics make strange bedfellows, as Conservative MP Dean Del Mastro has cited the fact that the Teamsters share his anti-LCV sentiments.

Ironically, Del Mastro started publicizing his "Trains Belong on Tracks" campaign days after the Ontario Ministry of Transportation (MTO) reported that the pilot program in that province was such a success that it will likely be expanded next year.



As always, even in the face of two years' worth of record low numbers of OOS designations in the annual Roadcheck blitzes, your industry will continue to attract naysayers and people who just won't ever like big trucks.

Here're a few facts to keep at the ready in case you need them: They're not heavier: Weight restrictions on LCVs make them suitable for freight that cubes out rather than weights out. They're better for high-value retail goods. (The stuff the anti-LCV people typically have in their homes.) They are among the safest vehicles on the road and operate under extremely restrictive conditions (they can't travel in winter, for instance) and academic studies in the U.S. have shown LCVs provide significant improvements in transportation costs, congestion, improved distribution and driver availability. And they save oodles of fuel. (Look for more on this in our next issue.)

9 BORDERLINE CRAZY

Just when you think things are settling down, along comes some Yemeni fool with exploding toner cartridges.

And thus border security must remain on the qui vive.

Your servants at the Canadian Border Service Agency (CBSA) are trying to accommodate the need for increased security at the same time as they're streamlining the customs-clearance process and figuring out ways to run leaner.

Most recently, CBSA developed the Advance Commercial Information (ACI) program to get a closer look at suspicious ship-



ments while letting the safer, low-risk (read: the vast majority of) freight get through lickety-split.

To make things work even more smoothly, a recent step was the intro-

duction of the emanifest program. This fall, after a couple of false starts, CBSA opened up its own electronic data interchange (EDI) system to transmit manifest information to the border before the trucks arrived. It's open, that is, to carriers who have completed registration and have tested their systems to ensure they're compatible with the border people's.

Expect to see the emanifest implemented across the board throughout 2011. After it's up and running, if you can't arrange to have all your documents at the border an hour before your truck gets there, they'll just have to wait.



Sound complicated? It is. Lucky for you there's an entire cottage industry springing up to help you get ready. Just google emanifest.

Meanwhile, the CBSA is also trying to cut costs, much to the dismay of people like Michael Leahy of Franklin Centre, Que., who is fighting to keep the crossing on Rte 209 open. It's scheduled to close April Fool's day. Leahy runs a huge 230-employee orchard and trucks between 50 and 75 loads of apples across the border every week. The border closure would cost him about 100 grand a year.

Finally, Detroit entrepreneur Matty Maroun will keep his lock on the primary Windsor-Detroit crossing for the time being. The Michigan Senate just postponed voting on the development of a new crossing at that border. Canadian border watchers are hopeful the discussion gets revived soon but we only got that opinion before the Republicans captured so many seats in the U.S. elections in November. It's another border issue you'll just have to wait at.

10 TO BUY OR NOT TO BUY

If you spend the next couple of months looking out at the trucks in the yard wondering whether to replace them, take some satisfaction knowing you're not alone. Is this a good time to be selling used?

Or buying new?

Says Jon Starks, the director of transportation analysis at FTR Associates, "Demand went down so deeply [over the past two years] that the idled truck overhang rose to record levels. This problem will take several years to correct and should keep new vehicle demand well below its recent high in 2006."

As for used trucks, the consensus outlook is for modest growth.

"With such a large overhang of idled equipment, we expect residual values for traded trucks to remain soft well into this recovery. These lower trade values will help to keep the lid on a stronger rebound for new trucks."

Kenny Veith, president and senior analyst with ACT Research, says the gap between new and used is itself a barrier to growth.



"At this point," Veith says, "the gap between new and used class-8 pricing and discretion on the part of truckers vis-à-vis the sustainability of the economic cycle appear to be the biggest impediments to a near-term major cyclical turn in demand."

"It was not too many years ago when truckers pre-bought ahead of EPA'07 only to find out that they were also pre-buying

ahead of the freight downturn that began at the end of 2006. After spending the past four years in an over-capacitized industry, we suspect truckers are not in a hurry to relive those mistakes. That said, once truckers are convinced that the economic cycle has taken hold, we look for the class-8 cycle to begin in earnest."

Adds an optimistic Starks: "Most industries, after a 70-percent decline [2006-2009] would be sifting through the ashes by now. Instead not one single major manufacturer has folded and they are preparing for a 25-percent improvement in 2011 after nearly the same gain for 2010."

11 OUR SPEED-LIMITED ECONOMY

Eric Lascelles, the chief economist and rates strategist with TD Securities, told a November meeting of the Toronto Trucking Association (TTA) that he really doesn't expect the economy to return to something resembling normal until maybe 2012. A year later in The States.



When he says back to normal in this case, he means "back to normal as conventionally defined, with appropriate levels of unemployment."

"I don't have a crystal ball," he caveated, before adding "I will say it's going to be a pretty rough ride over the next six months."

Lascelles said the GDP is currently growing at "stall speed" and that "stagnation cannot be ruled out."

Economists, he said, know that "economic recovery after financial crises tend to take twice as long."

The bright side—and there was one—is that the banks will not repeat their credit craziness again. (For an alternative take on the same situation, see "Double Dip rests on foreclosure crisis," by Marco Beghetto, on pg. 15) Also, Canada's net debt:GDP ratio is the best in the G7. We have a healthy banking sector, a credible central bank and solid lending regulations. Advises Lascelles: "Canada's debt burden is pretty good, but hardly perfect and Canada will need to stick fast to its reputation as fiscal conservatives."

And, he said, "corporations are weirdly optimistic." (except, it seems, Ontario carriers. See pg. 20)

The list of roadblocks to recovery is long. Serious government debt, unprecedented political involvement and, he added, the fear of lawsuits. After the credit crises, banks and other financial institutions will be extremely litigation sensitive.

"Fear of lawsuits is putting a speed limiter on the recovery," Lascelles said.

Like we said, "Happy New Year." ▲

When diesel's pump price is ticking up as quickly as your odometer, maybe it's time to give this new technology another look.

BY ROLF LOCKWOOD

The hybrid truck isn't exactly commonplace on the road, not yet, but its proponents are a passionate bunch. And while theirs isn't quite a religious sort of fervor, they're mighty keen to find converts. That much was clear at the 10th annual Hybrid Truck Users Forum (HTUF) Conference held recently in Dearborn, Mich.

Dave Bryant, manager of vocational sales at Freightliner Trucks, said something along these lines that I've been thinking for a while; namely, that we have to see fleets other than the big ones pick up the hybrid bat and head to home plate.

"We're beyond science projects at this point," he told the record crowd of 750 or so conference attendees, speaking of

Hello, hybrids

A pair of panel sessions there, one made up of hybrid-truck users and another of hybrid suppliers, offered a boatload of interesting commentary. In this world, just about everything revolves around the key challenge: getting the hybrid option commercialized ASAP. The recession slowed things down a lot, and continues to do so, but development rages on and it's only a matter of time before we see a lot of trucks powered by something other than an ordinary diesel engine.

diesel hybrid and all-electric vehicles in general. "These are real commercial trucks... It's time for the smaller fleets to step up."

It is happening, even here in Canada where incentives are few and far between. Most of the buy-in here has come from municipal and utility fleets like the cities of Hamilton, Ont. and Toronto, each of which has—among others—put Peterbilt hydraulic hybrid garbage trucks into service this year.



On the commercial side it's a lot tougher because the dollars and cents are obviously paramount and survival is literally in the balance when it comes time to spec trucks. But a solid business case can increasingly be made for hybrids in some applications, and you don't necessarily have to be Coca Cola or FedEx or Purolator to make it work.

Those enterprises, along with the other big boys, deserve thanks for suffering the trial-and-error period in hybrid

BREEDING GROUNDS: This year's HTUF gathering featured a convoy of the 40-some-odd trucks on display there, most of them available for ride-and-drive sessions.



development. A common theme at HTUF among these early users was that the road hasn't been smooth. There was total agreement on another idea; that the success of a hybrid truck in fleet service depends on choosing the right vehicle for the application.

Along with Coca Cola and FedEx, others on the users panel included big wheels from UPS, New York City's Department of Sanitation, and Verizon.

Sam Snyder, chief engineer at FedEx, said the company is committed to continued exploration of hybrid or all-electric options, and has even made one of its stations—in the Bronx—a 100-percent hybrid site. All 100 trucks there are either diesel/electric or all electric.

The company's purpose in all of this is partly to show leadership and a spirit of innovation, while also saving fuel—263,000 gal or almost a million litres since 2002—and chopping greenhouse gases.

Under a new branding—"Earthsmart"—Snyder said the company has committed to a 20-percent fuel efficiency gain by

CHIPS OFF THE OLE ENGINE BLOCK

Frito-Lay, a division of PepsiCo, has purchased a half dozen **SMITH ELECTRIC** trucks to deliver chips around Canadian cities. The truck, designed in Europe but manufactured in Kansas City is the largest plug-in-battery electric truck in the world, and Frito-Lay's version has a GVW of about 16,000 lb.; a top speed of about 80 km/h (plenty for moving potato); and a range of about 160 km on a single charge.

It's silent, except for the a/c, radio and turn-signal indicators; and there's no transmission.

The main motor is a 120-KW induction electric motor; the brakes are regenerative so when you take your foot off the accelerator, the deceleration feels as if you've applied an engine brake but there's no noise plus the braking power is being used to recharge the engine.

During a test-spin this summer as our reporter drove the truck around the streets near Frito-Lay's head office, the Area Fleet Manager Imre Zalan rode shotgun and commented that the savings on brake pads alone will be huge.

Frito-Lay's Sustainability Leader Helmi

Ansari says the truck will use about \$400 worth of electricity in a year; compared with the average \$10,000 worth of gas that most of their delivery trucks consume.

To be fair, the OEM that built the truck took delivery of a \$32-million grant from the U.S. government, supporting the development of the electric trucks.

Zalan estimates a truck like the Smith that is at work in Mississauga costs between \$150,000 and \$200,000. The batteries alone are worth about \$35,000.

Want to learn more? See www.smithelectricvehicles.com.



SHOCKING SAVINGS:

While expensive upfront, this truck will use about \$400 worth of electricity in a year; compared to \$10,000 worth of fuel.

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*Compared to conventional truck headlamps.
**Actual performance may vary due to road and other environmental conditions. Assumes average speed of 80km per hour over the lamp's rated life. ©2010 GE

Fuel

ALL-ELECTRIC WALK-IN VAN

FREIGHTLINER CUSTOM CHASSIS CORPORATION (FCCC) and **MORGAN OLSON** provided one of the key hardware highlights at the recent Hybrid Truck Users Forum (HTUF) conference in Michigan. They introduced an all new look to the plug-in, all-electric walk-in van (WIV) first shown at the Work Truck Show this past winter.

The MT-EV chassis is good for a GVWR of 14,000 to 19,500 lb. Built of lightweight composites that are completely recyclable, the interior of the cab features an automotive style.

The dash display includes a larger messaging center display area to make for easier reading of fault codes and maintenance notifications. Rather than relying on predetermined maintenance schedules, the incorporation of prognostic information provides up-to-the-minute maintenance information, such as the life of the engine, transmission, oil and filters. That's a first as far as I know.

The all-electric chassis is specifically designed for the urban delivery vehicle market, of course. It uses Enova Systems' 120kW all-electric drive system technology. Powered by Tesla Motors' lithium-ion batteries, the chassis is 100-percent electric, including its HVAC system, making it the only fully featured WIV chassis in the industry to be 100 percent electrically powered. FCCC is also the first company within the industry to utilize Tesla batteries for commercial applications.

Those battery packs provide up to a 100-mile driving range on a single charge, and they'll go from fully depleted to fully charged in six to eight hours once plugged in. The charging system is incorporated into the overall operating system so no exterior devices are required to charge the truck.

See www.freightlinerchassis.com



2020, using 2005 as a baseline, but they're already at the 14.1-percent mark overall and at 42.1 percent for the 329 hybrid and electric trucks they run. Five of them are in Toronto.

Despite all that, he said a business case still can't be easily made because the price of hybrid technology is still too high. Snyder wants to see a four-cylinder diesel employed in hybrid trucks to help with that.

He also noted that a key challenge is driver training in general, not just with hybrids. We can do it better, he said, explaining that he was looking for new ways "to get drivers to stop tramping on the throttle."

That training theme was repeated by Ken McKenney, sustainable-fleet engineering chief at Verizon.

"Half the battle [with hybrids] is not that the technology works but that the driver accepts it.

Coca Cola's director of North American fleet operations, Steve Saltzgeber, surprised me at least by saying he was looking to improve driver skills in general too but couldn't find a suitable "Smart Driver" sort of training plan. Given that the 32,000-vehicle fleet (480 hybrids, 629 by this time next year) consumes 32 million gallons of diesel and another 18 million of gasoline every year, even a one-percent gain matters, he said. In the end, Coca Cola devised its own driver "eco-training" system.

Saltzgeber said the hybrid transition was "painful at first", adding that grants and incentives remain necessary to make it all work, even for a fleet his size. Like others, he'd like to be working more closely with OEMs. That was another common theme, as almost all panel members mentioned wanting more local OEM support.

Clearly, the infiltration of hybrid trucks into the fleets of North America is a work in progress. ▲

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Treading Softly

How to make your tires last far longer by paying attention to other parts.

BY JIM PARK

Wanna double your tire life? Pay more attention to chassis alignment and wheel-end conditions. Tires displaying irregular wear patterns are telling you something, so rather than shoot the messenger, learn to interpret the message and then fix the problem. In a long-haul application, premium steer tires can deliver up to 200,000 miles and more if they run straight and true relative to the chassis and the axle spindle. How badly you want to get there is your call, but it's possible.

Consider the gyroscope, or try holding a rotating bicycle wheel by the axle. You can feel the force exerted by just the gyroscopic effect trying to keep the wheel upright. Now consider an unbalanced 250-lb truck wheel spinning at 500 rpm under a 6,000-lb load pushed sideways across the pavement by misaligned drive axles. There's a lot going on there. Each revolution of the tire scrubs away just a little more rubber, until, inevitably, your tread

disappears. So why blame the tire?

Chassis maintenance, along with wheel and tire-installation practices, has a greater impact on tire wear than tire-manufacturing processes. Bum tires are almost a thing of the past. I'm not letting the tire people off the hook here, but uniformity derived from top-tier automated manufacturing consistently produces near-perfectly round tires. Poor quality tires and tires used in the wrong application won't wear well, but outright bad tires are probably not to blame for your irregular wear problems.

The Technology and Maintenance Council's (TMC) tire wear bible, "Radial Tire Wear Conditions and Causes: A Guide to Wear Patter Analysis," shows no fewer than a dozen forms of steer-tire wear related directly to chassis and wheel-end problems. They range from misalignment and worn or loose kingpins or suspension bushings, to loose bearings, out-of-balance, and non-concentrically mounted tires and wheels. These apply almost equally to drive and trailer tires as well.





“Any component that allows a tire and wheel assembly to wander off center or run any way other than vertically true will affect tire life,” says Bridgestone North America’s director of engineering, commercial product technology, Guy Walenga. “A little preventative maintenance at the axle and wheel-end will improve tire life in most cases.”

CHASSIS PROBLEMS

Lateral drag across the tread face caused by excessive toe-in or toe-out conditions, or improper thrust angles cause by misaligned or off-square steer and drive axles exhibit specific wear patterns that a trained eye can spot in a heartbeat. Identify the problem; rectify the condition.

Worn, and by extension, loose chassis and suspension components can cause a tire to wobble or hop, which causes a different sort of wear that can be harder to identify. Worn shock absorbers can play havoc with tire wear, too. A thorough chassis inspection will usually reveal such deficiencies. Again, identify the problem; correct the condition.

A less obvious, but probably more frequent contributor to irregular tire wear are loose wheel bearings.

Loose wheel bearings allow for poor alignment between the cone and the cup, which causes the hub to wiggle on the spindle. That allows the wheel to run off center—perhaps only by a tenth of a degree or so, depending on how loose the bearing is. Mike Becket of M.D. Alignment in Des Moines, Iowa, says toe adjustments should be set to within 1/32 of an inch. “If steer axle wheel bearings are loose the toe setting can vary by as much as 1/4 inch,” he says.

On dual assemblies, loose bearings often exhibit as cupping wear around the inner edge of the inside tire. Imagine the weight of the loaded axle pressing down on a loose bearing, and you can see how the weight would force the portion of the tire below the axle outward, the upper portion of the wheel inward.

Bearing adjustment is a sensitive issue and often fraught with disagreement, Becket points out. “Some bearing manufacturers’ specs allow for a little too much tolerance in my opinion—and TMC’s too—at up to fifteen thousandths of an

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inch of spindle endplay. TMC says one- to five-thousandths is appropriate, and I think that's the way to go."

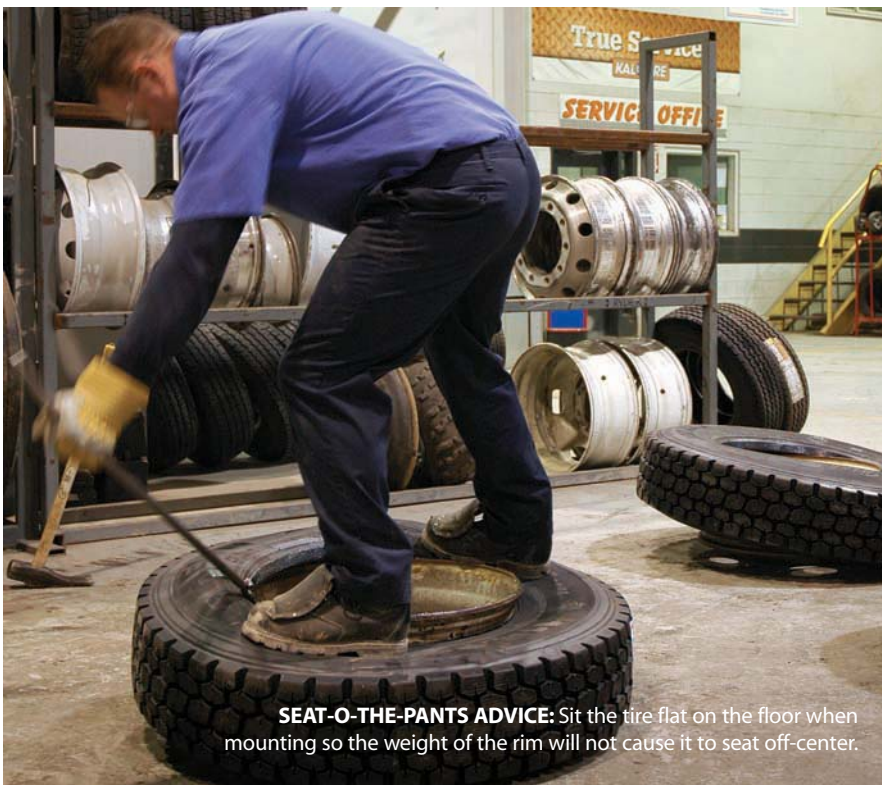
Becket says as long as the endplay is within the bearing manufacturer's tolerance, you're okay, "but sometimes the bearing makers set tolerances that suit their needs, rather than the end user's. I set bearings in the one- to three-thousandths range when I can."

Most bearing adjustment procedures assume an empty hub. That, Beckett suggests is, where the problems can start.

"There's a lot of weight hanging up there. On a dual wheel, the two tires, two rims, drum and a hub weigh 650-plus pounds, and as you loosen the bearing the bearings move apart and the hub assembly slides down between them," he indicates. "As you tighten the bearing you push the two bearings in and lift the hub up on the bearing. When you rotate it and torque it to 200 lb ft, you might have picked everything up and seated it. But, when you backed it off one turn and then spun it and brought it back into 50 foot pounds, the odds are you didn't pick up 650 pounds of weight with 50 pounds of pressure on the nut. Then you backed it off a quarter of a turn and locked it up."

The other potential problem is the thread pitch on the spindle. A quarter-turn on with a thread pitch of 12 will produce 0.021-in. of endplay. An 18-pitch thread will give you 0.014-in. of endplay for a quarter turn. Both are way above TMC's recommended 0.001 to 0.005 in. Always verify endplay with a dial gauge, too.

Check with your wheel-end suppliers if



SEAT-O-THE-PANTS ADVICE: Sit the tire flat on the floor when mounting so the weight of the rim will not cause it to seat off-center.

there's any doubt about this, and check out TMC's soon-to-be revised recommended practice guide on wheel ends, RP 644.

With axles and wheel-ends firmly mounted and going in the same direction, tires will wander less and you'll see less cupping on the tire shoulders. Loose wheel bearings are prime suspects in many cases of advanced shoulder wear in wide-single tires as well.

"Loose bearings allow for some degree of negative camber, which will wear the inside shoulder of an inside dual tire or a wide-single tire," Walenga says.

THE WHEEL ITSELF

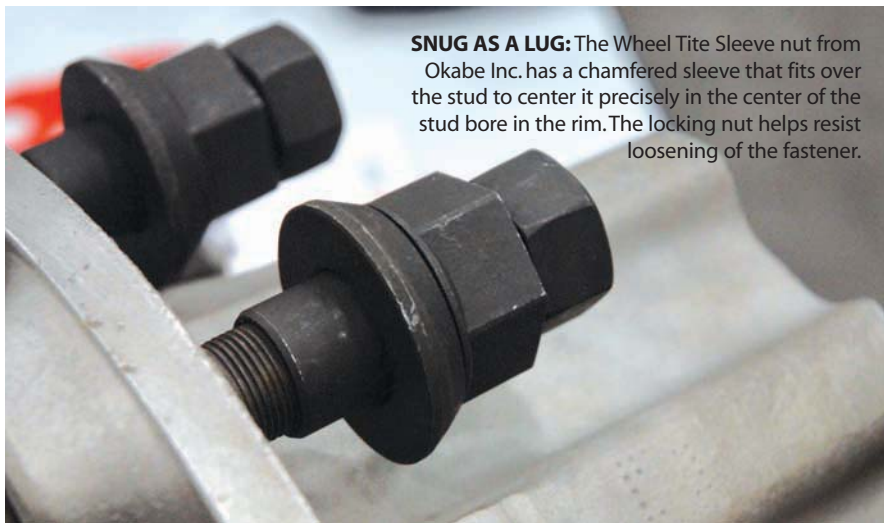
Even if your wheel bearings are perfectly torqued, the alignment is good, and bushings and U-bolts are tight, if your wheel/tire is out-of-round or it wobbles on the hub, the tires are going to take a hit.

Lateral run-out, or a wobble, is more common on spoke wheels where the wedges have seated unevenly, pulling one part of the wheel closer to the hub than its opposite side. On disc wheels, it could indicate either a bent rim, improper seating, or some foreign material is lodged between the rim and the hub face.

It's easy to detect. Jack the wheel up and spin it, using some object (preferably a runout gauge or a dial indicator) placed close to the tire to mark the gap between it and the wheel. As the wheel spins, the gap should be the same all around the tire.

You can check radial runout the same way, except you measure between the tread face and the object. If the gap differs, the wheel is out-of-round or bent, or the tire is not concentrically mounted.

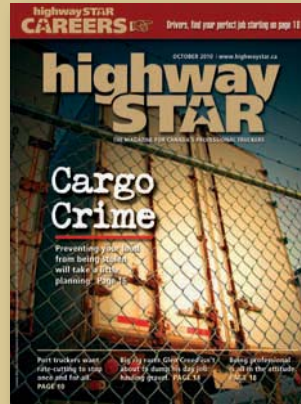
You can check the rim by measuring across its face at several points. The diameter should be equal anywhere you measure. Take the rim out of service if it's bent, or check with the wheel manufacturer for runout tolerances.



SNUG AS A LUG: The Wheel Tite Sleeve nut from Okabe Inc. has a chamfered sleeve that fits over the stud to center it precisely in the center of the stud bore in the rim. The locking nut helps resist loosening of the fastener.

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RANK	PUBLICATION	GOLD	SILVER	TOTAL
1	Marketing Magazine	24	21	45
2	OHS Canada	18	12	30
3	CA Magazine	12	14	26
	Newcom Magazines (All)	12	13	25
4	The Medical Post	14	10	24
	Newcom Trucking Magazines	9	12	21
5	Canadian Lawyer	11	5	16
6	Today's Trucking	6	9	15
7	Quill & Quire	7	4	11
8	National Magazine	6	4	10
9	Le Coopérateur Agricole	4	6	10
10	Canadian Medical Assoc. Journal	6	2	8
11	L'Actualité Médicale	4	3	7
12	Canadian Occupational Safety	2	5	7
13	Graphic Monthly	3	3	6
14	Hazardous Materials Mgt.	3	3	6
15	Pharmacy Post	3	3	6
16	Benefits Canada	1	5	6
17	Food Service & Hospitality	1	5	6
18	Advisors Edge	2	3	5
19	The Northern Miner	2	3	5
20	Masthead		5	5
21	Far North Oil & Gas Review	3	1	4
22	Meetings & Incentive Travel	2	2	4
23	Nickles New Technology Magazine	1	3	4
24	Profit	1	3	4
25	Salon Magazine	1	3	4
26	Machinery & Equipment MRO	3		3
27	Canadian Technician	2	1	3
28	Transport Routier	2	1	3
29	Canadian Underwriter	2	1	3
30	highwaySTAR	1	2	3
31	Canadian Grocer	1	2	3
32	Hardware Merchandising	1	2	3
33	Solid Waste & Recycling	1	2	3
34	Canadian Consulting Engineer	2		2
35	Canadian Transportation & Logistics	2		2
36	Conseiller	2		2
37	Forum	2		2
38	Up Here Business	2		2
39	Applied Arts	1	1	2
40	Canadian Diamonds	1	1	2
41	Canadian Healthcare Manager	1	1	2
42	Canadian Jeweller	1	1	2
43	CIO Canada	1	1	2
44	Digital Marketing	1	1	2
45	Doctor's Review	1	1	2
46	Engineering Dimensions	1	1	2

RANK	PUBLICATION	GOLD	SILVER	TOTAL
47	Motor Truck	1	1	2
48	Ontario Medicine	1	1	2
49	Hotelier		2	2
50	MD Canada		2	2
51	Pharmacy Practice		2	2
52	Retail News		2	2
53	Style		2	2
54	The Nutrition Post		2	2
55	Plumbing & HVAC Product News	1		1
56	Advanced Manufacturing	1		1
57	Advisor.Ca	1		1
58	Alberta Oil	1		1
59	Better Farming	1		1
60	Biz Magazine	1		1
61	CAD Systems	1		1
62	Canadian Architect	1		1
63	Canadian Security Magazine	1		1
64	Canadian Wood Products	1		1
65	Channel Business	1		1
66	Computer World Canada	1		1
67	Design Engineering	1		1
68	Foodservice News	1		1
69	Manufacturing Automotive	1		1
70	Ontario Dentist	1		1
71	Ontario Hog Farmer	1		1
72	Registered Nurse Journal	1		1
73	University Affairs	1		1
74	Bakers Journal		1	1
75	Building		1	1
76	Cabling Systems		1	1
77	Canadian Machinery & Metal Working		1	1
78	Canadian Printer		1	1
79	Cosmetics		1	1
80	Centre Magazine		1	1
81	Medactuel FMC		1	1
82	MM&D Magazine		1	1
83	Oilweek		1	1
84	Plant Engineering & Maintenance		1	1
85	Pour Parler Profession		1	1
86	Precedent		1	1
87	Print Action		1	1
88	Professionally Speaking		1	1
89	SSGM		1	1
90	Truck West		1	1
91	Your Convenience Mgr.		1	1
	TOTAL	201	201	402

Note 1: Bold = Newcom Business Media publications Note 2: 1994 was the first year Newcom submitted material for judging

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101ZL



103ZR



501ZA



703ZL

Bead-seating errors can also cause the tire to mount off-center on the rim, resulting in high and low spots relative to the center of the hub.

“This is also a common source of imbalance,” notes Roger LeBlanc, president of Counteract Balancing Beads. “But it’s easy to correct. Carefully clean the contact area on the rim, and lubricate the bead area of the tire prior to mounting. Most importantly, mount the tire with the assembly in a horizontal position. When mounting it vertically, or while leaning against a wall, gravity will pull the rim down, and cause it to mount off-center.”

Mounting the wheel (tire and rim) on the hub can be a source of trouble. For a variety of reasons—manufacturing tolerances, wear, etc.—hub piloted wheels may not center precisely on the hub. A gap between the hub tang and the rim no thicker than a business card can result in an off-center wheel that produces an “egg-shaped” rotation. This uneven motion results in wheel vibration and can produce irregular tire wear. Even if you balance the tires, the wheel is still off-center. In fact, balancing could mask that problem.

This condition is known as radial run-out. TMC’s RP 214B suggests any run-out condition beyond 0.125 in. for steering assemblies and 0.187 for dual assemblies should be corrected.

Several methods exist to correct this problem, including fastening nuts with sleeves that fill the gap between the stud and the hole, and tools that will center the hole over the stud before tightening the fasteners, taking the hub tangs out of the equation altogether.

Tru-Balance offers three approaches to wheel centering, says president Angela Lang. The first is threaded re-usable sleeves that screw onto the studs to center the wheel before fastening it down. The sleeves are removed after the wheel is partially torqued down and replaced by standard fasteners. The two other options are sleeves as well, but these stay with the wheel as it’s fastened down. One mounts between the stud and brake drum, centering it as well.

Wheel Tite Sleeve Nut from Okabe Inc., and Skirt Nut (distributed in North America by Esco) offer a similar approach, using a chamfered sleeve that fits into the

stud hole on the wheel to center the holes over the studs as they are torqued down.

The result in these cases is the wheel is truly centered on the studs, and may not even be in contact with the hub tangs. As an added benefit, because there’s no void between the stud and the hole, Mike Jordan, director of strategic planning at Esco, says wheel clocking is eliminated.

“If there’s movement between the stud

and the wheel, the flange nut can turn, causing the nut to loosen,” he says. “If you eliminate the movement, you reduce the risk of losing a wheel.”

If you want to see how cost effective a wheel-end and chassis maintenance program could be, just have a look at your scrap tire pile and estimate the lost service life in all those skins. Maybe it’s worth the effort after all. ▲

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Mack's natural-gas-powered TerraPro

NATURAL GAS **TerraPro**

MACK'S NATURAL-GAS-POWERED TERRAPRO FOR REFUSE, CONSTRUCTION APPLICATIONS

Taking advantage of the increasing popularity of natural gas, particularly in the refuse market, **Mack's** newest version of the TerraPro cabover model aims at both garbage-hauling and construction applications. It's available now, sporting the 9-liter Cummins Westport ISL G rated at 320 hp and able to use compressed (CNG) or liquefied natural gas (LNG). Its three-way catalyst meets EPA 2010 emissions standards.

The ISL G engine is not installed as an aftermarket conversion, rather on the

production line at the Mack assembly plant in Macungie, Pa. Thus it comes with factory support and warranty.

Republic Services, a major player in solid waste collection, transfer, recycling and disposal services, has recently taken delivery of 41 of these natural gas TerraPro models.

Mack is no stranger to natural gas vehicles. In fact, back in the early 1990s, the company participated in a demonstration project in which Mack MR models powered by a natural gas version

of the company's E7 engine were put into service at a local landfill, using an on-site natural gas refueling system.

See www.macktrucks.com

NEW H-D CLUTCH

EATON'S ADVANTAGE HEAVY-DUTY CLUTCH FAMILY DOUBLES SERVICE INTERVAL

Eaton says its "next generation" Advantage Series 15.5-in. heavy-duty clutches sport numerous improvements



and enhancements that allow for new 50,000-mile service intervals—up from 25,000 miles—and a new 2-year/unlimited mileage aftermarket warranty, up from one year.

There are two 15.5-in. options, with

COMING NEXT SPRING AND WITH INTERNATIONAL ENGINES, NO LESS.

CATERPILLAR is about to launch its own vocational truck, based on the International ProStar and in fact powered by International engines—even though those motors will be branded ‘Cat’.

This has been in the cards for a couple of years ever since Cat announced it was leaving the business of making truck engines and shortly afterwards said it had struck a partnership deal with Navistar. That alliance—oddly called NC—was going to see the two firms jointly develop and sell both trucks and engines for world markets, with branding and distribution changing from one country to the next depending on which company was strongest in a given place. Looks like Australia is the first to get them, but ‘Cat’ trucks will also be introduced here



as of March 22 next year at the ConExpo/ConAgg construction show in Las Vegas.

The CT660 will be the first model in what Cat calls its “full line” of heavy vocational trucks. They’ll be sold and serviced exclusively through the Cat North American dealer network, with production beginning next spring for delivery “later in the year”.

Caterpillar says its engineers asked vocational truck owners and drivers what they wanted and needed from their trucks in a variety of applications from moving rock and hauling trash to logging and pouring concrete.

These day-cab trucks will get engines branded ‘Cat’ but they’re actually Internationals—including the CT11 with ratings from 330 to 390 hp, the CT13 with ratings from 410 to 475 hp and, coming in 2012, the CT15 with ratings from 435 to 550 hp.

Cat’s own CX31 torque-converter-style automatic transmission, with three

standard locations for rear PTO drive positions, will be an option along with many others from amongst Eaton’s manual and automated manual lineup. [See www.cat.com](http://www.cat.com)




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The screenshot shows the Truck and Trailer.ca website. At the top, there's a navigation bar with 'HOME | FEATURED DEALERS | FIND A DEALER | SEARCH EQUIPMENT | PRODUCTS & SERVICES | MEMBER SERVICES'. Below this are three main sections: 'Buy - Rent - Lease' with filters for Trucks (2,535) and Trailers (3,099); 'Featured' with listings for a 1988 Volvo Ladder Truck, a 2007 Freightliner FLC 120, and a 2006 Volvo VNL670; and 'Sell' with a 'SOLD' notification and a 'Build Your Dealer Website' button. The website also includes a search bar and a 'My Truck and Trailer.ca' login area.

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the new manually adjusted Easy Pedal Advantage clutch replacing the Easy Pedal model, and the new self-adjusting Solo Advantage clutch replacing the Eaton Solo.

Available now on new trucks and in the aftermarket, the clutches have an enhanced release-bearing design that features a more robust bushing material, Eaton says. The bearing housing is also new, with three grease fittings.

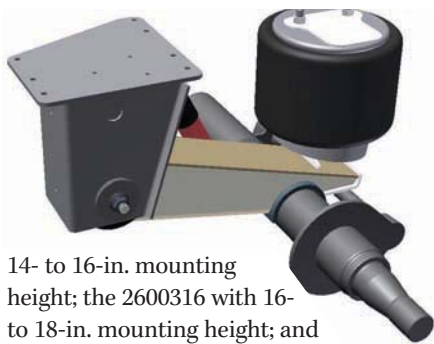
See www.roadranger.com

25K SUSPENSION

RIDEWELL RELEASES THE RAR-260 25,000-LB SUSPENSION

Ridewell is expanding the RAR-260 series of suspensions with bolt-on hangers. There are three new 25,000-lb capacity suspensions with an industry-standard bolt pattern.

The following part numbers are now available for order: the 2600314 with



14- to 16-in. mounting height; the 2600316 with 16- to 18-in. mounting height; and the 2600317 with 15- to 17-in. mounting height (high-travel version).

See www.ridewellcorp.com

REAL-TIME DATA

MERITOR WABCO LAUNCHES SAFETYDIRECT FOR SAFETY, DATA REPORTING

Meritor WABCO Vehicle Control Systems now offers SafetyDirect,

immediately available for fleets looking to simplify delivery of detailed trend data as well as instant notification of vehicle safety and performance.

By integrating data from the company's SmartTrac and OnGuard active safety systems into Iteris' SafetyDirect and lane-departure warning systems, users gain a single point of access to monitor and synchronize driver performance. There are reports on braking, stability control, following distances, collision safety system braking and lane-

departure warnings for individual drivers as well as the entire fleet. The reporting covers event location, date, time, speed, and odometer reading and includes safety trending data.

Iteris' SafetyDirect is an online application for analyzing data generated by the company's data logger and lane-departure warning system. Information is transmitted via telematic

providers such as Qualcomm (Shaw) and PeopleNet.

SmartTrac is a suite of active safety systems that can help a driver in maintaining control of the vehicle. OnGuard is a forward-looking radar-based collision safety system. Iteris LDW is a lane-departure warning system.

See www.arvinmeritor.com, www.iteris.com, www.wabco-auto.com

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CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	120.4	-0.5	103.5
VANCOUVER *	116.9	-1.7	78.2
VICTORIA	114.1	-1.0	81.1
PRINCE GEORGE	105.9	1.0	76.7
KAMLOOPS	109.9	0.0	80.6
KELOWNA	110.2	3.0	80.8
FORT ST. JOHN	107.4	0.0	78.2
YELLOWKNIFE	107.2	0.0	89.0
CALGARY *	97.2	-0.1	79.6
RED DEER	96.6	0.0	79.0
EDMONTON	95.2	0.5	77.6
LETHBRIDGE	97.9	0.5	80.2
LLOYDMINSTER	96.9	0.5	79.3
REGINA *	100.4	0.3	76.6
SASKATOON	99.0	-0.9	75.3
PRINCE ALBERT	98.9	0.0	75.2
WINNIPEG *	98.7	0.0	78.5
BRANDON	99.4	1.5	79.2
TORONTO *	105.4	-0.3	75.0
OTTAWA	103.9	0.0	73.6
KINGSTON	103.4	-0.5	73.2
PETERBOROUGH	99.9	0.0	70.1
WINDSOR	103.9	0.8	73.6
LONDON	105.4	-0.5	75.0
SUDBURY	104.9	0.0	74.5
SAULT STE MARIE	103.4	0.0	73.2
THUNDER BAY	106.7	0.0	76.1
NORTH BAY	104.8	0.0	74.4
TIMMINS	108.7	0.0	77.9
HAMILTON	102.2	-1.7	72.2
ST. CATHARINES	102.2	-0.3	72.2
MONTREAL *	107.4	-2.0	73.9
QUÉBEC	108.9	0.0	75.3
SHERBROOKE	107.2	-0.3	73.7
GASPÉ	108.4	0.5	78.7
CHICOUTIMI	107.4	0.0	77.8
RIMOUSKI	108.4	0.0	76.7
TROIS RIVIÈRES	108.9	2.0	75.3
DRUMMONDVILLE	104.9	0.0	71.7
VAL D'OR	107.9	0.0	78.2
SAINT JOHN *	108.6	1.3	75.2
FREDERICTON	108.9	1.3	75.5
MONCTON	109.5	1.3	76.0
BATHURST	111.2	0.2	77.5
EDMUNDSTON	110.8	0.9	77.1
MIRAMICHI	107.3	-1.7	74.1
CAMPBELLTON	110.4	1.3	76.8
SUSSEX	108.9	1.3	75.4
WOODSTOCK	112.3	2.2	78.5
HALIFAX *	106.8	1.1	73.5
SYDNEY	109.4	0.8	75.7
YARMOUTH	108.3	0.7	74.7
TRURO	107.2	0.9	73.8
KENTVILLE	107.3	0.8	73.9
NEW GLASGOW	108.7	1.0	75.1
CHARLOTTETOWN *	104.3	-1.0	75.1
ST. JOHN'S *	113.3	1.2	79.8
GANDER	109.8	1.2	76.7
LABRADOR CITY	125.8	5.3	90.8
CORNER BROOK	111.1	0.3	77.8
CANADA AVERAGE (V)	104.7	-0.5	76.7

V-Volume Weighted

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

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

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

www.espar.com



In Gear

SHORT SLEEPER ON GRANITE

We don't have details yet but we recently spotted this new short sleeper

on a **MACK GRANITE** tractor during a visit to the company's excellent new Customer Center near the factory in Macungie, Pa. It looks satisfyingly old school to us, maybe a 36-incher that should please folks in the vocational world who sometimes—or often?—get caught in an hours-of-service bind. Talk to your dealer for more info as the Mack website—www.macktrucks.com—had no mention of it at press time.



SNAP-ON CATALOGUE

SNAP-ON PUBLISHES FRESH H-D TOOLS CATALOGUE

Snap-on's 2010 heavy-duty catalogue is now available, featuring the latest tools to improve efficiency and productivity.

From tool storage specially designed for heavy-duty shops to hand tools, power tools and shop and tech specialty tools, all are covered here.

The catalogue features the latest in ratchet technology and heavy-duty sockets. A collection of impact wrenches and cordless drills highlights the power tool section of the catalog. There's also a section on shop and tech specialty tools and tool storage units including the mobile workstation and road chests.

See www.snapon.com

MULTI-FUNCTION TAILGATE

NEW DUMP-BODY TAILGATE FROM CRYSTEEL IS A THREE-WAY AFFAIR

Crysteel Manufacturing says the versatile High 'N Slide multi-function tailgate, part of its Select dump body program, offers traditional dump-through, sliding, as well as high-lift functionality in a single tailgate. Through a simple mechanical adjustment the tailgate switches from high-lift, with 21 in. of clearance, to sliding mode. Traditional dump-through is always available.

The high-lift mode is ideal for emptying large bulky items like rip-rap without damaging the tailgate, says the manufacturer, or for brush removal without having to lay the tailgate down. As a slider the tailgate allows users to control



the metering of salt, sand, pea gravel and other materials. It's also said to provide easy access to mulch, asphalt, etc., without raising the dump body when shovel loads are required.

The Select body program allows end users to design a custom dump body without incurring the extra cost and lead time normally associated with custom designed products.

See www.crysteel.com

TRAILER AERODYNAMICS

SMARTTRUCK INTRODUCES UNDER-TRAY TRAILER AERODYNAMICS SYSTEM

SmartTruck, a new manufacturer of aerodynamic products, has launched its UT-6 trailer under-tray system and has already begun production. The company says it provides a fuel-efficiency gain of



“at least 8.5 percent for the base model, with the full UT-6 trailer system delivering more than 11 percent gains in fuel efficiency, according to test results.”

The UT-6 system starts with a base model, with additional components and options available to further enhance performance of the system. It’s on the verified aerodynamic technologies list in the EPA SmartWay program.

The system is made of polyethylene plastic, a 100 percent recyclable material that’s claimed to be “proven to stand up to the abuse of the road, chemicals and weather.”

Installation of the system on existing trailers is straightforward, the company says. It’s bolted to the trailer using weather-resistant, galvanized hardware and fasteners. No special tools or equipment are needed, and the job is said to take as little as three hours.

www.SmartTruckBrands.com

WINDSHIELD GLASS

TRP INTRODUCES WINDSHIELD GLASS PRODUCTS FOR ALL MAKES OF TRUCKS AND TRACTORS

Paccar’s TRP Aftermarket Parts operation is now offering a new line of high quality glass for all makes of class 6, 7 and



8 trucks and tractors. The products are manufactured and tested to OEM specs.

Windshields for all popular makes are available, including glass for Ford, Freightliner, Kenworth, Peterbilt, Mack, Navistar, Sterling, Volvo and Western Star vehicles.

TRP also offers operators competitively priced wiper blades and butyl installation tape.

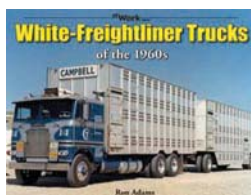
See www.trpparts.com

WHITE-FREIGHTLINER

A PICTORIAL HISTORY OF WHITE-FREIGHTLINERS IN THEIR HEYDAY.

Quayside Distribution’s latest title is ‘White-Freightliner Trucks of the 1960s’ by Ron Adams, published by Iconografix.

This 128-page paperback book is filled with pictures of White-Freightliner trucks in use throughout the 1960s.



In 1951, Freightliner signed an agreement with the White Motor Co. to sell Freightliner trucks through White

dealerships. The trucks became White-Freightliner, gaining momentum through the 1950s and selling very well through the 1960s.

It has a suggested list price of US\$32.95. You can order online at the Quayside website. If you’d prefer to order through a local bookshop, you’ll need the ISBN number: 9781583882641.

See www.qbookshop.com ▲



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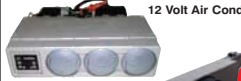
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By Peter Carter

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If you go to todaystrucking.com and type Gallaher into the search box, you'll read the only story that ever, while I was working it, made me cry.

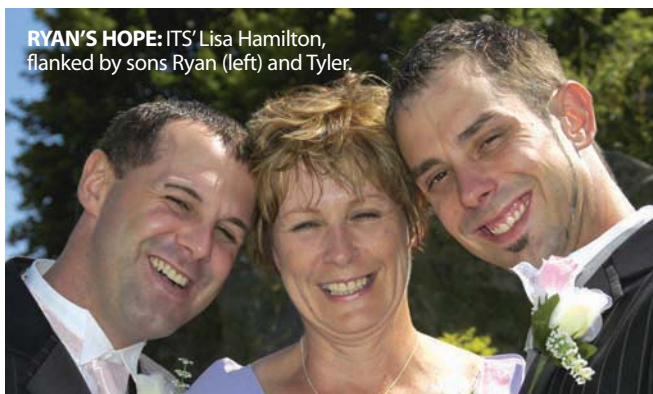
Here's why.

On June 4, Ryan Gallaher, an Ontario man in Vietnam on an English-teaching contract crashed his motorcycle and wound up hospitalized, in a coma.

His mom, Lisa Hamilton of Belleville, Ont., flew to Asia to fetch him home.

We wouldn't have known about this if it hadn't been for my colleague Marco Beghetto who has what I call a nose for trucking news. If something trucking is cooking in this country, Beghetto knows about it.

He told me that Hamilton works in the billing department of International Truckload Service (ITS), and that Hamilton's colleagues were scrambling to help Hamilton cover the costs of her son's mishap.



RYAN'S HOPE: ITS' Lisa Hamilton, flanked by sons Ryan (left) and Tyler.

Early estimates put the figure at over \$150,000.

Phoning around, I learned Hamilton works with people like JoReen Fisk, who told me that as soon as the people around ITS heard about the accident, they went into full-on help mode.

ITS' owners—Max and Bob Haggarty—not only gave Hamilton time off, they covered her flight to Southeast Asia. Imagine.

Others around ITS started in with bake sales and bottle drives.

The weeks passed. Hamilton finally got Ryan repatriated to an Ontario hospital. The bills kept arriving.

One ITS driver, James (Roy) Shettell, donated one cent per mile during a six-week period and he challenged other drivers to do the same.

Markel Insurance channeled money raised during a week of driver training to Hamilton's cause.

And then one day in early August, JoReen emailed me to tell me that Ryan died. He was 36. And that was that.

Sad huh?

Yet. Somewhere in the background, veiled behind the young man's death and his mother's heartbreak, behind the tears and paperwork and frustration: there's this: Stories like Ryan's introduce us to people such as Fisk and Shettell and all those other heroes who otherwise don't get celebrated. I feel privileged to have a job that lets me meet those people.

I was reminded of Fisk et al earlier today when talking to Marc Poland, service manager at Sheehan's Truck Centre in Burlington, Ont.

One of Poland's colleagues at work, a truck tech named Nathan Diek, learned suddenly in early November that he had to have a leg removed. Nectrotizing fasciitis. A.k.a. flesh-eating disease.

Diek, 32, and his wife Aileen have two young children.

The diagnosis was quick, the operation immediate and barely was Diek out of the operating room when Poland passed the toolbox at the regular meeting of the Kitchener-Waterloo Automotive Transportation Service Superintendents and came up with \$800 to hand over to the Diek's family.

That fundraising project had only begun when the time came for me to write this column but I know it will grow and prosper.

And if 25-years-plus of writing about ordinary people doing extraordinary acts has taught me anything, it's that the hard-working heroes behind the charities and fundraising will continue to let others take the glory.

Which is where we—you and I— come in.

The company I work for, Newcom Business Media, is looking once again for the **highwaySTAR of the year**—an outstanding driver who contributes to his or her company, community and industry in their own quiet but heroic way.

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