

GAME CHANGERS: EOBRs and your drivers' future, PG. 21



OTA Chairman,
Brian Taylor

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Canada



**Kenneth R. Wilson
Award Winner**

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Fencing lessons

Upon reading your article on Cargo Crime (*"The fence mechanism,"* by Steve Macleod and Peter Carter, Dec. '10), I couldn't help but wonder why more carriers don't use kingpin locks on their trailers when parking without a tractor. This alone would dramatically reduce theft of trailers in this country. As a provider of this theft-proof device, I have my employees promote it to their accounts as part of their daily sales calls. I'm an active member of the trucking association in Atlantic Canada and understand how important it is for all carriers to be competitive and to reduce costs. This investment of kingpin locks would reduce theft and insurance costs.

Stephen Henman,
Traction-Maritimes,
Moncton

Stop'em in their tracks

Your article on combating cargo crime (*"The fence mechanism,"* by Steve Macleod and Peter Carter, Dec. '10) really reflects what's happening today. The dollar value of goods stolen is staggering, and this issue ultimately affects everyone in some way. For the transport companies, there's the increasing cost of insurance and the potential loss of clients when cargo is stolen. For the drivers, there's the growing fear and anxiety of wondering if they're next on the hit list.

I was impressed with the common-sense ideas on how to minimize the risk of theft. And it's worth pointing out that new anti-theft and alarm technology does exist for trucks and trailers, and is available at a reasonable cost. However, even with precautions, cargo theft is a big concern in the industry.

On Nov. 5, 2010, both Houses of Parliament passed Bill S-9, the Tackling Auto Theft and Property Crime Act. It

provides tough action on property crime, including the serious crimes of auto theft and trafficking in property obtained by crime. However, there's still the matter of inadequate resources from law enforcement agencies. The next logical step for government is to amend and enforce Standard 114 of the Motor Vehicle Safety Act. Currently the act contemplates immobilization standards for vehicles with GVWR of 4536 kg or less. What's needed is an amendment which mandates vehicle immobilizer technology on heavy equipment and transport trucks.

Anthony Mannella,
Ontario Security Solutions,
Mississauga

What's missing in this equation?

I agree with taking bad players off the road, and safety blitzes should just be part of the normal course of business. But let's not get all caught up in the numbers published by the Ministry of Transportation in Ontario (MTO). If they reported the number of all the trucks that

are stopped instead of just the ones captured and given a complete inspection, the OOS percentage would not be nearly as sensational.

Put out a poll to all the drivers to ask how many times they've stopped at inspection stations and either been waved through after being weighed (which is

a form of inspection) or quickly talked to and released (which is also a form of inspection). These officers are trained to look for defects as they talk to the driver. Yet, because these successful inspections are not being recorded, it makes it look like the roads are full of nothing but dangerous trucks! If the public knew how many trucks got through without any defects, there might just be a better public perception of trucks.

Name withheld on request



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By Rolf Lockwood



Dumb and Even Dumber

Alberta makes an idiotic rule, but Washington goes bigger with a sweeping mandate that's going to cost you money.

Every government you can imagine seems to think it exists to tell people how to work, how to play... hell, how to exist. From municipal to federal and everything in between, like the interfering old biddy a few doors down your block, they're all rule-happy. When all we really want from them is sensible management of our tax dollars.

And now we get a stupid bit of rulemaking out of Alberta, of all places, banning the use of CB radios. Clearly a case of legislators having no clue as to how such things are actually employed, but forging on regardless.

Honestly, I thought better of Alberta, have always seen it as one of the few provinces that made real attempts to understand our industry and work with it to get the right things done while trying to minimize needless intrusions into our lives. Guess I was wrong.

My colleague Marco Beghetto has been following this one closely and reports that the rule is so vague as to be useless, that nobody understands it, that the courts may end up having to define it. Oh, please.

Frankly, I can't for the life of me see how CB radios can be equated with cell phones in terms of their distracting powers. You don't need to eyeball a CB, you just grab the mike that's hanging somewhere close—likely without looking—and push a button when you want to talk. The distraction is a zillion times smaller than with cell phone use or with, say, changing a CD.

I use a CB myself and more than a few times over the years have alerted drivers to a loose load or a bad tire, things they couldn't see or feel from the cab. Such benefits are many, the risks essentially non-existent. For me the civilian as much as for truck drivers.

Yet we have another rule added to the pile and I can only shake my head in frustration.

But hey, that one's small change compared to Washington's latest salvo against common sense. I'm speaking of the proposed rulemaking jointly posted by the U.S. Environmental Protection Agency (EPA) and the Department of Transportation's National Highway Traffic Safety Administration (NHTSA)—to be matched by Ottawa—that will mandate truck fuel-efficiency and greenhouse-gas emission standards starting in four years time.

I think it's plain reckless.

Why? For a bunch of reasons, but mainly because our trucks come in so many widely divergent shapes and sizes and do such a huge variety of work that you can't possibly write rules to accommodate all of them. Some spend long hours at constant speeds on flat highways, some roll slowly around construction sites. Some need a heavy spec, some can be light as a feather. It goes on and on.

The EPA and NHTSA know this but still seem to think mandated fuel efficiency can be accomplished across the board. The proposal tries to account for the differences by suggesting that CO2 emissions be measured in grams per ton-mile and fuel economy in gallons per 1,000 ton-miles. Well, it doesn't account for the differences, and couldn't. The work is just too varied.

Unless you limit the truck maker's model lineup, squeeze the buyer's spec'ing choices, and in some cases, maybe many, force the wrong truck to do the job. Which is exactly what we've now got. Manufacturers won't actually have free rein to design your truck the way you need it because they'll be working with a limited databook based on SmartWay vehicles along with approved bits and pieces like tires and fairings and such. And nothing else.

Now, what happens when the wrong truck is shoehorned into a given job? With very little use of our gray matter, we see that efficiency is almost always lost. Maybe even safety is compromised. And durability likely exits via the side door.

For decades now the preachers have said, 'Spec it right and you'll make a buck out of your equipment.' I've written those very words countless times. But now you can kiss that logic goodbye because the control freaks in Washington have yet again issued a mandate in the shape of a sledgehammer. No finesse in sight, no imagination applied, no consideration given to what all this will cost.

And the worst thing? They actually admit to having no clue as to how truck and engine makers will pull it off.

"Reckless" doesn't begin to describe this one. ▲

The control freaks in Washington have yet again issued a mandate in the shape of a sledgehammer. No finesse in sight, no imagination applied, no consideration given to what all this will cost.

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Dispatch

BY MARCO BEGHETTO

Ranting 'n' railing against LCVs

Why is a central Ontario MP igniting an anti-long-combination-vehicle war? And while we're on the topic, why now?

While there's been a few scattered complaints of LCVs in Ontario from the Beaches-residing, *Toronto Star* letter-writing segment, wide-spread backlash against double 53-footers on select highways really didn't materialize since they were first rolled out in that province 18 months ago.

It was only a matter of time, though, before some backbench politician figured out that going long against LCVs could get him on the front pages. Cue Dean Del Mastro, the Conservative MP for Peterborough, who, despite his apparent lack of understanding of the program, seems determined to remain a speed bump on Ontario's road to LCV progress.

In November, the self-described rail buff launched a "public awareness" campaign called "Trains Belong on Tracks," which includes a lobbying effort to get LCVs off of Ontario roads.

Conservatives throwing their lot in with unions isn't very common, but Del Mastro is rallying behind the Teamsters on this issue, noting they too are opposed to the LCVs.

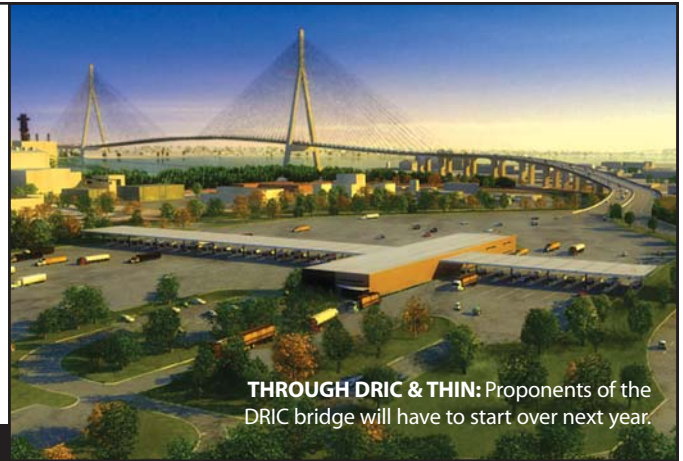
After *todaystrucking.com* reported on some of Del Mastro's public anti-LCV comments, he responded by telling us that he wasn't "anti-truck" at all (we didn't say that).

Del Mastro, who has roots in the rail industry and publicly is very much in favor of boosting that mode, says "public opinion" doesn't favor LCVs and in pushing for the



CAUCUS RUCKUS: Pro-rail Conservative MP Dean Del Mastro wants to put a stop to LCVs.

ches



THROUGH DRIC & THIN: Proponents of the DRIC bridge will have to start over next year.

program, the Ontario Trucking Association is attracting public scorn. (Incidentally, there's little evidence of "public scorn" a year and a half after the program was launched).

"People are uncomfortable navigating their vehicles beside these very long vehicles. Lots of people were absolutely stunned by the announcement," he said, adding, "I don't think my constituents want to share the road with 130-ft long trucks."

Luckily, then, for the good people of Peterborough, LCVs aren't allowed to travel anywhere near there.

Nor are they something new. Double trailers have traveled for 40 years in Alberta, Quebec, and several U.S. states with, at worst, no negative safety impact; and in most cases there's a verifiable improvement on crash rates.

Despite having the proven economic and environmental benefits of LCVs pointed out to him, Del Mastro appears determined to keep peddling erroneous talking points to the media, including: LCVs carry an environmental deficit because they take freight away from "greener" trains; they're dangerous; and they damage roads.

That prompted David Bradley of the Canadian

Trucking Alliance to invite the MP to sit down and discuss the facts about LCVs' "productivity, safety and environmental benefits or their impact on the railways."

It doesn't appear Del Mastro has much interest in participating in a 'truck summit,' though, so Bradley gave him a lesson anyway.

In a letter to the MP, Bradley says he appreciates that some of Del Mastro's pro-rail bias may be rooted on a "long and fruitful family connection to the railway industry" as well as his role as chairman of the "railway caucus" in Parliament.

"However," Bradley wrote, "I did not think the purpose of the caucus was to get involved in competition between modes of transport or to bash other modes.

"The decision of which mode should be used for any shipment rests squarely with the shippers—the manufacturers, retailers and others who rely upon transportation to get their goods to market."

The reality, Bradley points out, is that truck and rail only compete for about 10 percent of freight market; with rail dominating long distance shipments of heavy bulk commodities while trucks overwhelmingly service most other time-sensitive freight lanes.

DING DONG THE DRIC IS DEAD

A "Hail Mary" pass to get the new **Detroit River bridge** approved before the close of 2010 fell incomplete. The final day of Michigan's "lame duck" Senate session came and went without a full vote to authorize a new public truck bridge between Detroit and Windsor.

This effectively means that the legislation to permit the Michigan Department of Transportation to enter into public-private partnership to build a new Detroit River crossing has been buried.

It's quite possible a new bill could be drawn up from scratch and introduced in the new year, but it would likely face even stiffer opposition with the Michigan House, Senate and governorship now under Republican rule.

Although an "up and down" vote before the Senate was promised by Republican Senate Majority Leader Mike Bishop before the fall midterm elections, it never happened.

Bishop reportedly received "major" political contributions from Ambassador Bridge owner Manuel "Matty" Moroun who has been trying to scuttle the DRIC plan from the start.

A last-minute "Hail Mary" attempt to get the bill discharged from the Transportation Committee and moved to the Senate floor was not successful in the end.

Not even the Canadian government's offer to pay up to \$550 million of Michigan's cost of the DRIC project could sway the Senate.

The news disappointed DRIC backers but they are still hoping the bridge will get the green light by the Americans in 2011.

Not so with Ambassador Bridge officials, who declared victory in what appears to be a never-ending game of political chicken.

Today's actions in the senate only reinforce that the DRIC project is dead," Matthew Moroun, vice-chairman of the bridge and son of owner Matty Moroun was quoted as saying. "We realize many bureaucrats in Michigan and Canada don't like it, but those are the facts."

TRUCK BRIDGE TO NOWHERE?

Despite the dent to DRIC, Windsor's \$1.6-billion **Windsor-Essex Parkway** to the U.S. border will forge ahead as planned, says Windsor MPP and Ontario Finance Minister, Dwight Duncan.

The six-lane, below-grade roadway along the Huron Church Road-Talbot Road corridor is planned to end at the proposed new bridge site in the Brighton Beach area of southwest Windsor.

Duncan said that he's still confident that the bridge will eventually get built, but in the meantime, he says he can "guarantee the road will be built."

Dispatches

“Not only could the rail-ways not handle our freight [due to lack of capacity], I don’t believe they want it. What they really want to try and accomplish through public policy is to increase the costs of trucking in

him with the info) settles on that point is because it’s lifted from one of only a handful of LCV studies in North America over the last 25 years to highlight a possible increase in accident risk.

We spent some time

because LCVs are limited to certain four-lane divided highways; during non-winter, off-peak hours; with only experienced qualified drivers whose truck speed is capped. As well, unlike the U.S., LCVs represent an increase of length not weight—the load typically weights out rather than cubes out—over standard semis in Canada.

Before relying on outdated American research, Del Mastro might want to look at the Canada Safety Council’s more contemporary review of the available literature, which noted, “information about LCV use from the U.S. cannot be extrapolated to Canadian conditions without qualification.”

Ironically, while Del Mastro continues to target the trucking industry, the railways themselves have been relatively quiet on this issue—at least publicly.

Bradley offers some insight here. He says that

before the program was launched in Ontario, he offered to conduct a joint study with the railways to examine any possible impact of LCVs on rail; but he never heard back.

“Quite possibly,” he says, “because they knew it would not say what they wanted it to.”

Distracted Driving CB or not CB?

In Alberta that’s still the question.

There continues to be some ambiguities with the legislation the province passed last month as it pertains to CB usage by commercial drivers; and it could remain clouded until regulators—or, perhaps, the courts—clear it up.

At first glance, the province’s sweeping new anti-distracted driving law included a ban on hand-held CB radios, except for truck drivers who are required to



order to create a higher ceiling on rates,” says Bradley.

To support his argument that LCVs are inherently more dangerous than single trailer units, Del Mastro cites 20-year-old research from the U.S. that suggests LCVs “are likely to have fatal accident involvement rates at least 11 percent higher than today’s single tractor trailers.”

One possible reason Del Mastro (or whoever supplied

reviewing the conclusions of about a dozen studies done in the last two decades and, while there are caveats, the overwhelming majority of them conclude that there’s no evidence of increased crashes or fatalities with LCVs compared to five-axle, 53-ft tractor-trailers; One Alberta study even suggest there’s as much as 90 percent reduction in collisions.

Part of the reason may be



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The Mirage, Las Vegas

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OTA Wrap Up

KING CASH BEAT RECESSION:

A handful of Canada's most successful fleet execs shared a few secrets on how they weathered the eye of the recessionary storm at the Ontario Trucking Association (OTA) conference in late November.

Contrans' Greg Rumble, for one, told of boss Stan Dunford's conservative philosophy of aggressively managing debt as soon as the first tremors of the recession were felt.

All the panelists at the economic session—which was moderated by Vitran's Rick Gaetz and included Jeff Bryan of Jeff Bryan Transport and Rolly Uloth of the Rosedale Group—told one story or another about how quick and effective decision-making early in the recession helped soften the impact.

"It's been a wild ride. Most of us are a little more tired; a little grayer, but a little wiser too," said Gaetz.

Bryan explained how his company entrenched and focused on asset utilization, selling off idled trucks while values were still decent and, later, parking equipment when he could.

"Cash is king, especially in a recession," Bryan said. "If you're not going to use it, get rid of it. It was one of the best things I did and I got a pretty good dollar."

On the flipside, planning for growth in this first trimester of the recovery is just as key for Rosedale, Uloth explained. In the last year, he's invested \$8 million in turning over equipment and has either opened or expanded terminals in Vancouver, Winnipeg and Montreal. "When the wheel turns, we want to be ready to go."

As the post-recessionary dust settles, capacity will constrain once again.

"Make no mistake about it, the driver shortage is your friend as an opportunity to [increase rates] and reinvest in your company," says Gaetz, who qualifies that by adding that, most importantly, good drivers need to get paid much more.

"[We need] to pay drivers what they deserve so they can play a significant role in this economy."

DRIVER DECORATION:

Guy Broderick, a driver with Brampton, Ont.-based APPS Transport, is a tireless advocate for truck safety. He has even written about his views in recent issues of *Today's Trucking* and *Highway Star* magazines.

His dedication to safety has not only contributed to a flawless driving record and helped him win a spot on the 2009-2010 Ontario Trucking Association (OTA) Road Knights team, it also earned him the



DRIVER GUY:
APPS operator piles up the accolades

distinguished honor of being the 2010 OTA/Volvo Trucks Canada Driver of the Year. He received the award from Volvo's Brent Weary at the OTA convention.

Broderick has driven almost three million collision-free kilometers throughout his 25-year career. As a Road Knight, Broderick is an ambassador of the trucking industry and educates the public on how to safely share the road with trucks. He also visits schools and career events to inform students of the exciting career opportunities available in the trucking industry.

GREAT AWARD, BY GEORGE!:

One of the most respected people in the trucking game won the prestigious 2010 Shaw-Trucking OTA Service to Industry Award. George Ledson, president and founder of Cavalier Transportation of Bolton, Ont., was presented with the award for his, as Shaw's Mike Ham explains, "commitment, contribution, and dedication to the Ontario trucking industry."

Ledson got his start over 50 years ago as a credit clerk for Intercity Truck Lines. In 1978, he started Cavalier Transportation, which began as a consulting company with its offices at the Ledson kitchen table but evolved into a successful load brokerage.

Today, Cavalier has about 180 people in its stable with a fleet of 85 trucks and 265 trailers and a quarter of a million feet of warehouse space.

From 2002 to 2004 Ledson served as chairman of OTA, which he claims was such an honor it was like winning an Oscar. That's how much he loves trucking. In 2007, he was inducted into the OTA Pioneer's half-century club.

Congratz George!

maintain radio contact for "commercial purposes" as well as emergency vehicle operators.

After an interview with outgoing Alberta Motor Transport Association director Mayne Root, *todaystrucking.com* reported that the ban for "recreational use" of CBs covers only non-commercial drivers or off-duty truck drivers and regulators assured Root that drivers chatting on Channel 19 would be able to continue doing so.

A subsequent industry report then pointed out that, technically, the exemption only applies to commercial drivers who are "required to communicate with their employers" and does not cover "recreational use."

Though, in practice, *Today's Trucking* recently discovered that the rule isn't that black and white after all, as questions still linger around the definitions of "recreational use" and "commercial activity."

We followed up with Marlene Anderson, Alberta Transportation's manager of Policy and Research for the Office of Traffic Safety, who reiterated that the rule, as it's currently written, permits only truck drivers "who are required by their employer" to use a "hand-held two-way communication device for purposes of contacting employers while acting within the scope of that individual's employment."

"So," she added, "recreational use of a hand-held two-way device is not permitted."

But when asked specifically if drivers discussing with other truckers, via the

CB, such things as traffic conditions, rest area availability or countless other day-to-day operational issues constitutes “commercial” or “recreational” use as required by the employer, Anderson avoided commenting directly—admitting, upon hearing the scenarios, that the ministry still might not “have all the answers.”

Today's Trucking also pointed out that the “communicating with the employer” limitation doesn’t exactly mesh with real-world industry practices since drivers don’t typically use a standard CB to stay in touch with headquarters—nor can they from the road since most traditional CBs under normal conditions have a range of just a few kilometers. (In the

U.S., it’s actually illegal to go beyond 150 miles with a CB—it’s called “shooting skip”—because the radios are meant to be local).

It appears, then, that many of these specific scenarios weren’t fully realized by regulators when they were fine-tuning the CB provision.

In fact, Anderson asked if we would forward some examples of situations of drivers needing to use CBs while out on the highway, “so we can look at them and clarify them through our processes.”

Until then, Root stands by his interpretation of the exemption for “commercial purposes,” which he says was explained to him by policy makers.

“When I talked to the people putting together the rule, it was explained to me ... that if an employer requires you to have a radio, if you’re talking on it while



you’re functioning as a truck driver, you are fulfilling your work requirements,” he says.

“Can I foresee somewhere down the road that maybe a ticket is given because a guy tells the officer he was talking about something other than work or trucking?”

Who knows?”

He continues: “For one thing—and I come from the enforcement side—how would they even prove what it is you’re talking about?”

“But even if technically that is considered not to be commercial work, perhaps then it’ll have to come down to some court decisions,” speculates Root. “But I’d be hard pressed to think that a court could find a guy guilty because the CB isn’t part of his work.”

“The way I see it is the radio is required by your employer for your use.”

While CBs aren’t used anywhere as frequently as they used to be, that appears to be good news for those die-hards that still like to get their Channel 19 on.



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Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of December 7, 2010 • Updated prices at www.njervin.com

| CITY | Price | (+/-) Previous Week | Excl. Taxes |
|---------------------------|--------------|---------------------|-------------|
| WHITEHORSE | 125.9 | 1.5 | 108.7 |
| VANCOUVER * | 116.7 | 0.6 | 78.0 |
| VICTORIA | 114.3 | -2.4 | 81.2 |
| PRINCE GEORGE | 111.7 | 0.5 | 82.3 |
| KAMLOOPS | 109.4 | 0.0 | 80.1 |
| KELOWNA | 113.4 | -0.8 | 83.9 |
| FORT ST. JOHN | 111.9 | 0.0 | 82.5 |
| YELLOWKNIFE | 113.4 | 2.5 | 94.9 |
| CALGARY * | 103.9 | 0.2 | 86.0 |
| RED DEER | 102.6 | 3.0 | 84.7 |
| EDMONTON | 102.7 | 3.0 | 84.8 |
| LETHBRIDGE | 101.9 | 0.0 | 84.0 |
| LLOYDMINSTER | 100.9 | -1.0 | 83.1 |
| REGINA * | 106.7 | 1.0 | 82.6 |
| SASKATOON | 106.2 | 2.6 | 82.2 |
| PRINCE ALBERT | 105.9 | 1.0 | 81.9 |
| WINNIPEG * | 105.4 | 0.0 | 84.9 |
| BRANDON | 105.9 | 2.5 | 85.4 |
| TORONTO * | 112.6 | 1.7 | 81.3 |
| OTTAWA | 109.9 | 0.0 | 79.0 |
| KINGSTON | 109.9 | 1.5 | 79.0 |
| PETERBOROUGH | 104.9 | 0.0 | 74.5 |
| WINDSOR | 110.4 | 2.3 | 79.4 |
| LONDON | 109.9 | 0.5 | 79.0 |
| SUDBURY | 113.9 | 4.0 | 82.5 |
| SAULT STE MARIE | 108.7 | 1.3 | 77.9 |
| THUNDER BAY | 112.7 | 1.3 | 81.4 |
| NORTH BAY | 109.8 | 0.0 | 78.9 |
| TIMMINS | 114.7 | 4.5 | 83.2 |
| HAMILTON | 108.9 | 1.8 | 78.1 |
| ST. CATHARINES | 108.9 | 2.0 | 78.1 |
| MONTREAL * | 114.9 | 1.0 | 80.6 |
| QUÉBEC | 113.9 | 0.7 | 79.7 |
| SHERBROOKE | 112.9 | 1.7 | 78.8 |
| GASPÉ | 114.9 | 3.0 | 84.4 |
| CHICOUTIMI | 112.4 | 1.3 | 82.2 |
| RIMOUSKI | 113.9 | 1.5 | 81.6 |
| TROIS RIVIÈRES | 114.4 | 0.5 | 80.2 |
| DRUMMONDVILLE | 110.9 | 0.0 | 77.1 |
| VAL D'OR | 113.0 | 0.1 | 82.7 |
| SAINT JOHN * | 110.8 | 1.1 | 77.2 |
| FREDERICTON | 111.7 | 1.7 | 77.9 |
| MONCTON | 112.3 | 1.7 | 78.5 |
| BATHURST | 114.0 | 1.7 | 80.0 |
| EDMUNDSTON | 113.6 | 1.9 | 79.6 |
| MIRAMICHI | 108.1 | 1.9 | 74.8 |
| CAMPBELLTON | 113.2 | 1.7 | 79.3 |
| SUSSEX | 111.7 | 1.5 | 77.9 |
| WOODSTOCK | 114.7 | 1.4 | 80.6 |
| HALIFAX * | 112.6 | 3.7 | 78.5 |
| SYDNEY | 115.6 | 3.5 | 81.1 |
| YARMOUTH | 114.7 | 3.1 | 80.3 |
| TRURO | 112.9 | 2.7 | 78.7 |
| KENTVILLE | 113.0 | 2.9 | 78.8 |
| NEW GLASGOW | 114.8 | 3.5 | 80.4 |
| CHARLOTTETOWN * | 107.9 | 0.0 | 78.6 |
| ST. JOHN'S * | 118.4 | 1.7 | 84.3 |
| GANDER | 114.9 | 1.7 | 81.2 |
| LABRADOR CITY | 123.8 | 1.7 | 89.1 |
| CORNER BROOK | 115.8 | 0.4 | 81.9 |
| CANADA AVERAGE (V) | 110.5 | 1.0 | 82.0 |

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



Dispatches

on the Docket

MORE TRUCK PLEASE:

Trucks need more real estate. Not as in parking spaces but as in places on the frame to put add-on devices like auxiliary power units (APUs). And space behind the cab to allow B-train operators to have decent-sized sleeper berths. That's the gist of a recommendation that the Canadian Trucking Alliance (CTA) is making to weights and dimensions rule makers.

Under the current regs, box length is limited to 20 meters (front of first trailer to rear or second) and overall length is limited to 25 meters. With maximum-sized trailers are used, there's only five

meters left over for the cab—barely enough for a day cab.

So, if the government wants to encourage truck fleets to adopt GHG-reduction technologies like APUs and Bs, it should let truck builders construct trucks appropriately.

"The changes with regard to the national standards for B-trains...which are a very productive configuration, and tractor wheelbase, which is also an issue for many fleets, are two areas where we feel more flexibility would be desirable in order to ensure those drivers who use sleeper berths have the maximum of comfort and carriers and owner-operators will have more flexibility in determining which fuel economy-GHG reduction options they wish to implement going forward," said CTA's David Bradley.

Regulations

Truckers Brace for HOS & CSA

There're plenty of reasons for magazine editors to want later deadlines—mostly because we're the world's best procrastinators—but this time it was for good reason: We were waiting until the last minute for the verdicts on a salvo of significant U.S. regulatory changes.

Alas, our publisher put the screws to us before the painfully slow work of bureaucrats was completed on a new, possibly very controversial hours-of-service rule or details of an expanded, more universal EOBR mandate.

According to Federal Motor Carrier Safety Administration (FMCSA) administrator Anne Ferro, both rules were scheduled for publishing "by the end of the year." Although, that's not exactly a guarantee as several due dates came and went in 2010 without the White House signing off on either rule.

At least we headed into the New Year with a clearer idea of CSA's status. Just as we went to press, a U.S. court dismissed a lawsuit by a group of small carriers to stay parts of CSA 2010, a challenge that sought to block carrier safety data from being released to the public.

There was some question in late December as to whether the data would go live on Dec. 12 because of the lawsuit. But the U.S. Court of Appeals ruled that the coalition of carriers did not meet the standards for a stay.

However, even though the court refused to block the FMCSA from publishing the data right now, it did establish a briefing schedule for the lawsuit to continue.

In the suit, the National Association of Small Trucking Companies, The Expedite Alliance of North America and the Air & Expedited Motor Carriers Association argued that publishing safety ratings would cause "irreparable competitive and economic harm" if shippers decided to blackball the many drivers and small carriers who could underachieve at just one so-called BASIC category, but be otherwise safe to operate. They also insisted that branding carriers who don't meet some benchmarks could expose the companies to vicarious liability cases brought on by aggressive plaintiffs' attorneys.

The American Trucking Associations (ATA) didn't agree with the lawsuit, but in a letter to FMCSA, manager of safety & security

operations, Boyd Stephenson urged the agency not to disclose carrier scores until the agency can show “information about how the crash severity connections were calculated.”

ATA agrees that many violations are determined too broadly and certain offences carry too high of a weighting, thereby improperly branding those carriers unsafe in the public’s eyes.

Back on the HOS front, there’s little doubt among insiders that it will meet the demands of special-interest reformers and driving hours will be scaled back to some degree.

Today’s *Trucking* obtained an ATA-authored white paper which indicates that the group is convinced that changes will include a reduction in driving time, an increase in the number of hours required to restart a driver’s weekly on-duty period, and at least one mandatory rest break during each shift.

Depending on how significant the changes are, the FMCSA could be putting one long legal battle with Public Citizen and the Teamsters to rest while spurring a new one with carriers.

“When viewed against

heard on the Street

■ **Brian Taylor**, founder and president of **LIBERTY LINEHAUL** was named chairman of the board of directors of the **Ontario Trucking Association (OTA)**.

Taylor, who joined OTA shortly after forming Liberty Linehaul in 1987 as an LTL and truckload carrier specializing in international freight between Canada and the U.S., will serve for the 2010-12 term.

“I have always felt it is important that carriers support their industry through OTA,” he said. “As a small carrier I was pretty intimidated when I was first elected to the board; but the rest of the board—including the big carriers—was very welcoming. I remember feeling somewhat amazed that my opinion counted and still does.” To read more about Taylor and his plans for the trucking industry, see *Paved New World*, p. 19.

■ **Darshan Kailly** will retire from his job of President and CEO of CF “Managing Movement,” (the parent of **CANADIAN FREIGHTWAYS**) and a division of TransForce Inc., after a trucking career that lasted more than 50 years.

According to a statement from TransForce, Kailly “performed virtually every function within the company,” since his start in 1959, “from rate clerk to secretary treasurer, before being appointed president in June, 1981.”

“Darshan,” the statement continues, “is leaving knowing that the company he helped build is well positioned to remain a strong leader.”

■ **DYNAMEX’S** secret admirer isn’t giving up on trying to acquire the North American same-day delivery and logistics provider without a fight. Strongly rumored to be to be Canadian trucking giant **TRANSFORCE**, the unnamed company took another shot in the bidding war for Dynamex, which previously announced its board had accepted an increased offer by an affiliate of Greenbriar Equity Group (DashNow) for \$24 per share. That topped a \$23.50-per-share offer by the “mystery” bidder, but the unnamed suitor came back with a second offer of \$25 per share, or \$248 million. TransForce, which also operates Canpar, is said to be aggressively pursuing Dynamex to leverage its metrics in that sector and reduce pricing pressure.



Darshan Kailly

[the] sterling safety record, it seems plain that DOT’s willingness to reconsider the HOS rules has almost everything to do with politics and little or nothing to do with highway safety,” the paper states. “By further restricting driving and work time,

the Obama Administration will be simply supporting organized labor’s effort to swell its ranks by forcing inefficiencies on the trucking industry which would force motor carriers to hire more drivers to haul the same amount of freight—

drivers who the Teamsters would hope some day to organize.”

Depending on what happens, by the time you clink champagne glasses on New Years, the details of HOS could spoil your celebratory mood. ▲

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Borders part of WikiLeaks cable

A list of the most vital border crossings between Canada and the U.S. is part of a WikiLeaks release of sites the U.S. State Department considers critical to the health and security of the United States.

The 2009 classified cable is titled Critical Foreign Dependences Initiative and includes several security sensitive Canadian locations including power plants, hydro dams, biopharmaceutical companies and major border crossings.

MORE @ <http://tinyurl.com/wikiborder>

B.A.D.D. (Bureaucrats Against Distracted Driving)

The Obama Administration is pulling at the nation's heartstrings in its efforts to fight distracted driving. Transportation Secretary Ray LaHood said he thinks it's a good idea to ask ordinary citizens whose lives have been harmed by "distracted driving" to post their stories on youtube.

The campaign, called "Faces of Distracted Driving" will "help families share their heartbreaking personal stories of the dangers of distracted driving."

MORE @ <http://tinyurl.com/DOT-BADD>



“Essentially this means one-fifth of the carriers who plan to expand intend to do so by changing the color of the checkers on the board, and not by buying more checkers.”

— Lana Batts

MORE @ <http://tinyurl.com/capacitylag>

TODAY'S TRUCKING on

twitter



twitter.com/todaystrucking

STUDY: Solo truckers need a NELPing hand

Big labor has stepped up its campaign to convert independent container haulers in the U.S. into company drivers with the release of a study that claims most port owner-ops are misclassified employees.

The study—published by the National Employment Law Project (NELP), a pro-union labor advocacy group—is based on interviews with about 2,000 drivers at seven major ports.

Overwhelmingly partisan in tone, the study alleges that most independent drayage drivers work for "poverty-level wages," while—as owner-ops are required to do—maintain their own equipment. (The survey, however, doesn't appear to ask the drivers why they chose to buy their own equipment and haul containers rather than become a company driver in another sector).

The study is part of a union-led movement to reclassify independent truckers at shipping ports as company drivers—ideally, unionized ones.

The same has been going on in Canada for some time, particularly on the west coast, although it's done relatively little to put an end to the ongoing labor tension at Port Metro Vancouver.

MORE @ <http://tinyurl.com/nelpstudy>



From Marco Beghetto's

Right Turn Blog

Del Mastro no maestro on LCVs

If you've been following our NewsFirst, you might have read that a little game of political chicken has emerged between the Canadian Trucking Alliance (CTA) and Tory MP Dean Del Mastro over the long combination vehicle program in Ontario.

I'm no shill for the CTA and there's been plenty of things to disagree on, but David Bradley's basic point that there's something not appropriate about an MP who uses his position on the so-called "rail caucus" to take aim at trucking, rings true.

Del Mastro's argument that Ontario's LCV program needs to be scrapped should be read to a Disco theme because that's the era he's taking the truck-rail debate back to.

Safety: Conveniently, Del Mastro plucks 20-year-old data from the U.S. that concludes LCVs lead to more fatalities while ignoring several more contemporary studies, including Canadian ones, that say LCVs are at the very least safety neutral with 53-footers.

Environment: Obviously it's well known that rail is "greener" than trucking simply because of the sheer quantity of fuel-burning trucks out on the road. But on a per unit basis, rail locomotives are far dirtier than the modern truck engine, with new engines all but eliminating particulate matter and NOx. Rail has a long way to go to match.

Public Perception: Del Mastro continues to plant seeds of protest on infertile ground. He says the public is ready to rise up against LCVs without acknowledging that in several provinces they've been sharing the road with them for decades; and in Ontario there's been nary a word of protest since the program was launched 18 months ago.

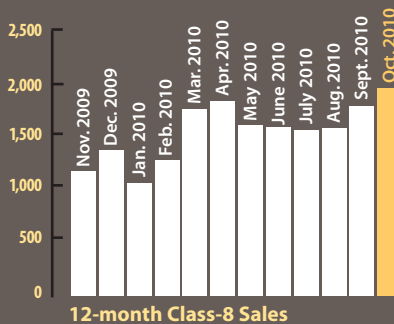
So, here's some friendly advice for Mr. Del Mastro: Do not pursue this agenda. Assuming the mainstream media does its homework (and some do), this isn't something you can win. The facts are not on your side.

READ IT ALL @ <http://tinyurl.com/lcvblog>

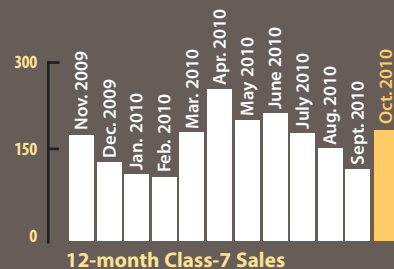
Canada: Truck Sales Index

October 2010

| CLASS 8 | This Month | YTD '10 | YTD '09 | Share |
|---------------|-------------|---------------|---------------|---------------|
| International | 458 | 3916 | 3310 | 25.0% |
| Freightliner | 630 | 3380 | 2234 | 21.6% |
| Kenworth | 294 | 3074 | 1511 | 19.6% |
| Peterbilt | 193 | 1732 | 902 | 11.1% |
| Volvo | 220 | 1556 | 1088 | 9.9% |
| Western Star | 88 | 960 | 758 | 6.1% |
| Mack | 98 | 914 | 839 | 5.8% |
| Sterling | 0 | 133 | 743 | 0.8% |
| TOTAL | 1981 | 15,665 | 11,385 | 100.0% |



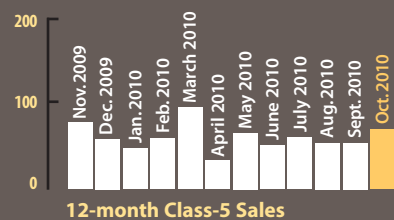
| CLASS 7 | This Month | YTD '10 | YTD '09 | Share |
|---------------|------------|-------------|-------------|---------------|
| International | 55 | 655 | 513 | 38.2% |
| Freightliner | 59 | 319 | 166 | 18.6% |
| Kenworth | 23 | 292 | 267 | 17.0% |
| Peterbilt | 15 | 231 | 307 | 13.5% |
| Hino Canada | 27 | 199 | 198 | 11.6% |
| Sterling | 0 | 17 | 86 | 1.0% |
| TOTAL | 179 | 1713 | 1537 | 100.0% |



| CLASS 6 | This Month | YTD '10 | YTD '09 | Share |
|---------------|------------|------------|------------|---------------|
| International | 31 | 236 | 244 | 44.6% |
| Hino Canada | 9 | 160 | 205 | 30.2% |
| Freightliner | 17 | 87 | 51 | 16.4% |
| Peterbilt | 3 | 34 | 19 | 6.4% |
| Sterling | 0 | 12 | 33 | 2.3% |
| TOTAL | 60 | 529 | 552 | 100.0% |



| CLASS 5 | This Month | YTD '10 | YTD '09 | Share |
|---------------|------------|------------|------------|---------------|
| Hino Canada | 45 | 381 | 322 | 67.0% |
| International | 3 | 118 | 146 | 20.7% |
| Kenworth | 5 | 37 | 51 | 6.5% |
| Freightliner | 4 | 13 | 4 | 2.3% |
| Sterling | 0 | 12 | 278 | 2.1% |
| Peterbilt | 0 | 8 | 9 | 1.4% |
| TOTAL | 57 | 569 | 810 | 100.0% |



Canada: Provincial Sales (Class 8)

| CLASS 8 | BC | AB | SK | MB | ON | QC | NB | NS | PE | NL | CDA |
|-----------------|-------------|-------------|------------|------------|-------------|-------------|------------|------------|-----------|------------|---------------|
| International | 17 | 90 | 6 | 8 | 195 | 97 | 17 | 13 | 0 | 15 | 458 |
| Freightliner | 24 | 23 | 7 | 31 | 435 | 57 | 24 | 20 | 1 | 8 | 630 |
| Kenworth | 37 | 121 | 14 | 9 | 62 | 45 | 6 | 0 | 0 | 0 | 294 |
| Peterbilt | 26 | 53 | 13 | 11 | 39 | 42 | 8 | 1 | 0 | 0 | 193 |
| Volvo | 6 | 11 | 16 | 23 | 101 | 51 | 11 | 1 | 0 | 0 | 220 |
| Western Star | 11 | 38 | 5 | 5 | 10 | 11 | 1 | 3 | 0 | 4 | 88 |
| Mack | 10 | 6 | 23 | 2 | 41 | 13 | 2 | 1 | 0 | 0 | 98 |
| Sterling | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 131 | 342 | 84 | 89 | 883 | 316 | 69 | 39 | 1 | 27 | 1981 |
| YTD 2010 | 1106 | 2584 | 694 | 847 | 5687 | 3393 | 788 | 417 | 19 | 130 | 15,665 |

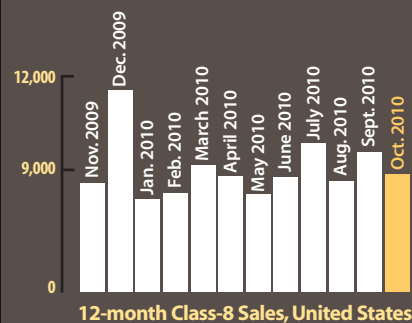
Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.



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U.S.: Retail Truck Sales

| CLASS 8 | This Month | YTD '10 |
|---------------|-------------|---------------|
| Freightliner | 3128 | 28,035 |
| International | 1553 | 23,156 |
| Peterbilt | 1177 | 10,082 |
| Kenworth | 972 | 8,942 |
| Volvo | 1133 | 7,585 |
| Mack | 619 | 6,608 |
| Western Star | 132 | 911 |
| Sterling | 0 | 466 |
| Other | 0 | 21 |
| TOTAL | 8714 | 85,806 |



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*With Volvo No Regen engines, passive regeneration happens automatically. For normal on-highway operation, active regeneration is eliminated.



Street Smarts

INSIDE:

23 Oh where oh where are the EOBRs?

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



TAYLOR-MADE SOLUTIONS:

New OTA Chairman Brian Taylor says when he entered trucking, he "wanted to make a difference."

Paved New World

EOBRs For the truckers who survived the recession and are now heading down uncharted roads, Brian Taylor foresees a brighter future. By Peter Carter

Mandatory electronic onboard recorders (EOBRs) are going to alter radically the way trucking gets done and the way drivers get paid.

Of that, Brian Taylor is certain.

"A lot of drivers are hesitant about EOBRs. But drivers are not going to make less; they're going to work less and get paid more."

Furthermore, Taylor says, EOBRs will allow shippers and carriers to work together to identify and remove inefficiencies and therefore cut costs from the system.

"Everything will be time-stamped. That way we can help drive costs out of the system; we will be able to charge more and shippers pay less."

Sounds like the words of somebody running for office.

The fact is, he's already in office, as the new chairman of the Ontario Trucking Association (OTA), the country's largest provincial trucking association. He just happens to be taking on the job at a time of radical change and because he's a self-avowed optimist, Taylor figures that not

only is the worst in our rear-view mirror, the best is around the corner.

However, Taylor told *Today's Trucking*, he thinks that as the economy pulls out of the recession, the driver shortage is going to once again rear its head and fleets will be again competing for the best talent.

And drivers will be thinking about compensation from a new perspective.

"I think," Taylor says, "with EOBRs coming in, drivers are going to see the driver wage thing get flipped upside down."

For one thing, he said, EOBRs will fight against a driver's natural tendency to deliver a load, come what may. "Drivers are smart," he says, "and they feel the urgency to make up for lost time. This will bring an end to that."

Taylor's appointment to the top job of the OTA is already proof of the changing times.

Most OTA chairmen lead huge fleets. At last count, Liberty was at 48. He also has about 20 units running out of another office, based in Los Angeles.

Still, Taylor insists that his appointment isn't a "victory for the little guy."

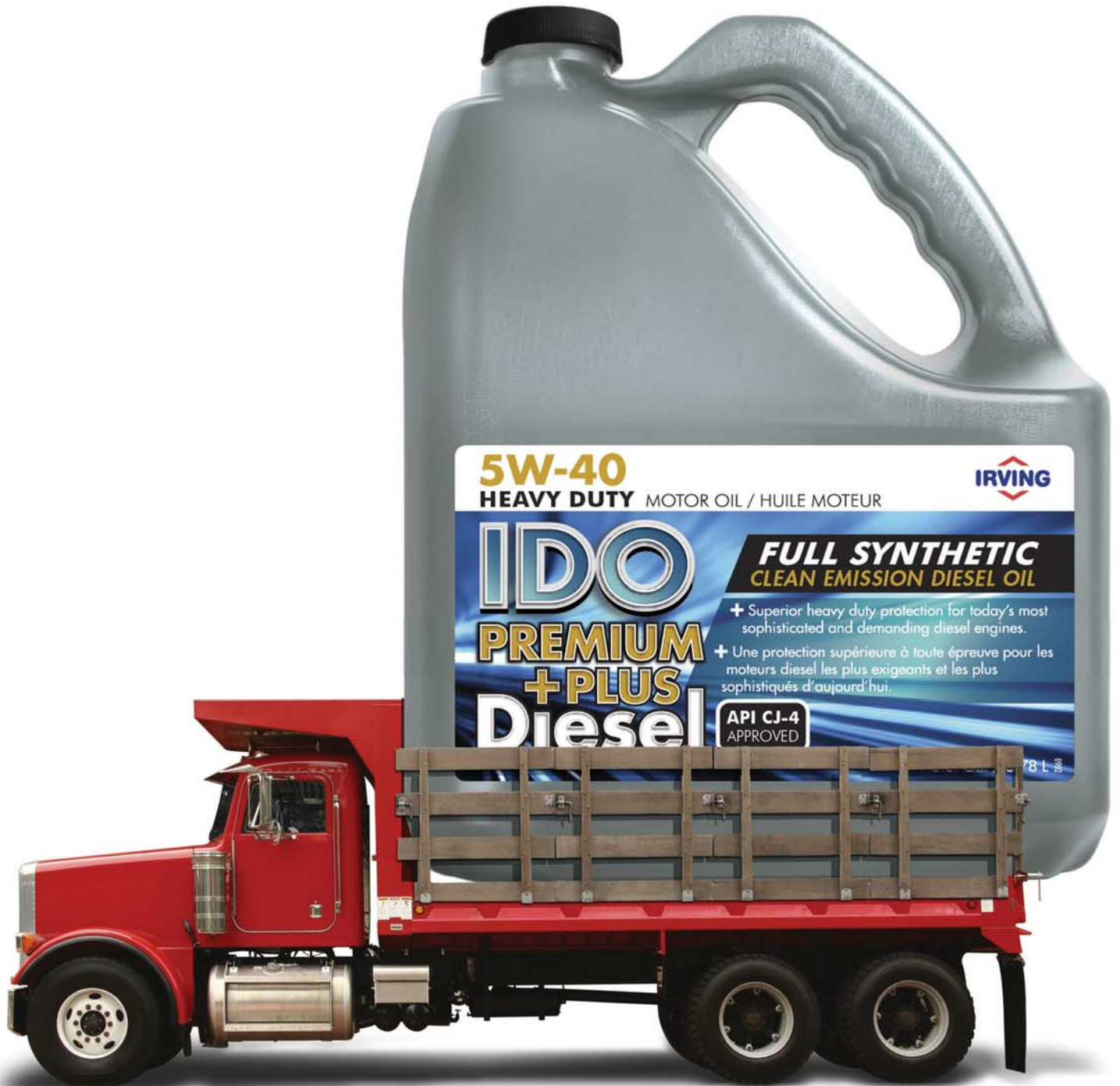
For one thing, most of OTA's members are smaller fleets. Taylor just says he's living proof that "it is not how many trucks you have that determines your influence, it's what you have to say and your commitment to improving the industry that counts. There are some small carriers out there that may have some preconceived notions about OTA that are simply not reflective of the reality," he said.

"Everyone has a voice at OTA." Among the issues he will be lending his voice to is the OTA effort to improve relationship among carriers, shippers and 3PLs, and the obligations of the parties to one another.

He said his company has fostered excellent, long-term relationships with those sorts of 3PLs.

However, he says "where the 3PL's role is purely transactional, there simply isn't enough profit in the system to warrant more fingers in the pie." He is also

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concerned about “the lack of balance in many current contracts and the disrespect afforded the conditions of carriage by some shippers.”

In other words, Taylor says, “some brokers circumvent the Bill of Lading Act.”

Taylor, 54, is married to Lorna (who used to own another fleet) and he’s father to four and grandfather to five.

The son of a truck driver, Taylor earned his mechanic’s ticket after high school, working first on cars and then on trucks for a company called Preston Feed&Seed.

In his early 20s, he was ops manager for a small fleet in Southern Ontario and it was there that he learned one of many lessons about corporate fidelity.

The fleet owner one day decided the company was broke and shut the doors. Young Taylor and one of the other staffers had just signed their names to an invoice for \$10,000 worth of fuel.

Rather than abandon the scene—as many a worker would do—he approached the fuel sales rep and offered to pay off as much of the debt as he could, using his old pick up truck and some personal savings as back up.

Impressed, the fuel dealer accepted the deal and told Taylor that if he ever needed help in the future he knew where to turn. For his part, Taylor vowed to never put any employee in the same position he found himself in. (Liberty Linehaul has earned a reputation as a driver-friendly organization; in fact Taylor says among other benefits, he offers drivers who are paid by the mile a guaranteed minimum income, so if events prevent them from earning a certain basic level, Taylor tops it up.)

In May, 1987, he and a couple of friends bought into a small carrier and leasing company called Leisco that soon became Liberty Linehaul. By 1990, the company was up to approximately 20



units and in 2007 Liberty opened its California operation.

He first joined the OTA in the late '80s, and drawing on his years as a mechanic, he helped the association deal with the thorny “wheel-off” controversy. OTA President David Bradley says Taylor impressed everybody, right from the beginning and earned their respects for “his balanced, thoughtful and progressive approach to issues.”

Taylor sees the recent economic upheaval, timed as it was with a technological revolution, as an historic time for trucking.

The “false economy” created by a weak Canadian dollar is gone, he says. So are the days of falsifying logs to accommodate unrealistic expectations. Trading patterns have changed, as has the nature of high-value freight. Time was, one of the biggest employers in the Waterloo, Ont., area was Bridgestone Tire. That factory closed in 2006.

In the meantime, up rose RIM, which outpaces and outemploys Bridgestone. But, as Taylor pointed out, “1,000 tires would be a whole van load for us. And what’s 2,000 BlackBerries? Two skids?”

“The fact is,” he says, “some of the things that used to be carried by truck can now get sent in an email.”

That said, Taylor describes himself as an “optimistic guy.”

He believes most of the over capacity has been flushed out of the system now so rates will be going upwards and truckers who have been putting off buying new equipment will be forced back into the purchasing game.

“You can’t not spend money forever.” ▲

OH WHERE OH WHERE ARE THE EOBRs?

So where do you stand with these allegedly game-changing **electronic on-board recorders (EOBRs)**? As we went to print, the Federal Motor Carriers Safety Administration (FMCSA) was re-engineering the American hours-of-service regs. New rules are expected any minute. Industry experts fully expect the re-written rules to include mandatory EOBR stipulations. Currently, stateside, EOBRs are a must for carriers who repeatedly violate HOS rules. In Canada, you can expect the rule makers to skip that stage and simply, sometime in 2011, announce a deadline by which everyone will have to get themselves EOBRs.



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BY MARCO BEGHETTO

If you have a 2010 model SCR truck, you might feel a little bit like a kid who gets a new hockey stick for Christmas—which would be great except that he lives in Nevada.

Alright, that's a tad dramatic, but it's fair to say that there aren't many people around you who can relate to the experience.

Although orders were considerably better these last 12 months compared to 2009—the eye of the recessionary storm—2010 was still far from a banner year for new truck sales as cash-strapped fleet owners shied away from unprecedented engine emissions technology and the cost premium associated with it.

The smart money, though—according to all the smart folks—is that freight volume increases in 2011 will usher in a renaissance of new equipment sales. Even if fleets aren't planning on significant capacity expansion (most aren't, at least not immediately), equipment turnover cycles are running way past due and a lot more buyers will be kicking tires on dealer lots in these next 24 months—if nothing else, at least to replace existing equipment.

Only Navistar, of course, has refused to adopt selective catalytic reduction (SCR) as its 2010 emissions-reduction system; so in Canada, nearly 75 percent of the class 8 market (based on 2010 figures) will require diesel exhaust fluid (DEF), the liquid urea-based aftertreatment SCR engines use to eliminate NOx. (On the medium-duty side, about 40 percent of new truck sales are non-Navistar and will require DEF).

The exhaust aftertreatment agent has already been around for a couple of years, but if you're a small fleet or owner-op who's been more focused on ridding the red line from your balance sheet than buying new tech trucks, you might understandably still be tone deaf to DEF.

In its limited rollout thus far, concerns over the possible lack of DEF availability never really materialized for the most part—although it can still be spotty in less

dense areas—and there have been no issues so far with the quality or reliability of the product.

“A year ago, some truck OEMs were scared they were going to build these trucks and nobody would have DEF,” says Alan Smith, business development manager for TerraCair DEF supplier, Brenntag North America. “We kept telling them not to worry. It would be there. Like anything else, if there's a business opportunity, it will happen.”

OEMs and leasing companies through their dealer networks are the most prominent distribution vehicle for DEF, in the form of one- to three-gallon tote containers drivers can take with them on the road.

“[Dealers] have been one of the early and most reliable options for customers, where DEF is pretty evenly spread across their networks,” he says.

So-called Independent Bulk Containers (IBCs), meanwhile, are typically installed by large fleets, but Brenntag says a grow-



DEF-initiation

What's brand new, essential to your fleet's operation, coming to a truck stop near you and has more implications than an episode of *Lost*? **Diesel Exhaust Fluid.** That's what.

WHERE DEF AT?

So, now you have this new truck, which needs to be periodically filled with DEF to meet the NOx-busting requirement of the EPA's 2010 emission rule. Where can you get it? At this point, it sort of still depends on where you are.

The website discoverdef.com by Integer maps out supply locations of DEF across North America. Right now there are about 3,200 locations on the continent, with Canada representing about 13 percent of that.

According to Alan Smith and others,

ing number of carriers are showing interest as suppliers begin offering order-and-replacement services.

While there are more on and off-island pumps popping up in the U.S., roadside locations are still few and far between, namely in Canada. In a recent letter to *Today's Trucking*, Andre Perret told us that he went to three truckstops near Toronto and didn't find any DEF. “None ... had even heard of the product.”

Geoff King, also of Brenntag in Toronto, says that calls for more retail locations aren't falling on DEF ears. He expects a

handful of pumps to be installed in Canada over the next few months, but admits that new SCR demand will have to ramp up before the majority of truckstops and cardlocks in Canada come online with DEF.

"It becomes simple math," adds Smith. "If you have a pretty big investment on a retail system, you really need to have some volume there to justify putting the pumps in."

But what if new-truck demand spikes faster in 2011 than economists have been forecasting? Everett Seymoure of TRP Aftermarket Parts (which markets CleanBlue DEF) is confident that manufacturers and their suppliers will be ready for any sudden market changes. "It's a cyclical industry, not just for DEF but for everything we sell. I don't think we're going to be surprised. We're pretty close to the OEM side of the business so we know where sales are going."

STICKER SHOCK

Something else that still varies widely: Pricing. It was previously suggested that DEF should pace diesel prices on a per-gallon basis. Typically, though, a gallon jug in Canada is between \$6 and \$10, but can be much higher depending on the remoteness of the area. Two-and-a-half-gallon jugs have reportedly been spotted for as much as \$30. (The good news is that DEF is dosed at about two or three gallons for every 100 gallons of diesel, so a 13-liter DEF tank is good to go for about 3,000 to 3,600 miles per fill-up).

"You have a lot of dynamics going on and prices are driven by a lot of factors on certain accounts," says Smith.

Unlike highway diesel, the price of urea is tied directly to the natural gas market and production capacity is also linked to what happens in the fertilizer industry. Regionality and the concentration of competition also play huge roles in the retail price. "This can't be like diesel fuel or gasoline because there's no pipeline," he says. "You have to look at where it's manufactured and the cost and logistics to move it around—especially true in Canada."

Still, as volumes really kick in over the next 18 months, Smith expects factors like raw material costs, transportation, and delivery "begin to stack up and prices will (continue) to stabilize in most areas."

FITTING IN

New 2010 drivetrain systems may require some changes to how vocational trucks are spec'ed and add a few purchasing considerations for buyers.

For dump trucks and other vocational vehicles, truck frame space is critical, but the DEF tank shouldn't be much of a dilemma as it'll commonly be tucked in over or closely behind the fuel tank, with very little hanging behind back of cab. Most OEMs offer a variety of placement options.

Brian Lindgren, director of vocational sales for **KENWORTH TRUCK**, suggests that an aftertreatment catalyst using copper zeolite is much more efficient than iron zeolite at reducing NOx at normal engine operating temperatures and could provide a fuel economy improvement.

Weight, though, could be an issue. The tank itself isn't all that heavy, but with brackery, lines and the heater it might add a couple hundred pounds, not counting the DEF.

Lindgren recommends customers look for weight savings in aluminum cross-members and wheels to mitigate some of that added weight. "Making sure you don't have more wheelbase than you need" for your application and considering "partial insert length instead of a full insert" could also help, he tells *Today's Trucking*.

Overall, customers should be mindful of where the exhaust aftertreatment parts are located. "Some folks might root the exhaust pretty low in a couple of spots between the turbocharger and the DPF." Making sure parts don't get dragged through mud or gravel will save maintenance money, he says.



WHAT ABOUT ...

... all that talk about DEF gelling in minus-11°C climates or going bad if left too long in extreme heat? As the latter goes, most observers say that prolonged storage in direct sunlight could degrade the product, but overall, temporary exposure to temperatures as high as 40C shouldn't have any effect.

Not many SCR trucks have yet faced a full Winnipeg winter, but there haven't been any reports that the heating systems for the DEF tank aren't doing their job. If DEF is frozen at start up, normal operation of the truck won't be affected. NOx output isn't a factor at this point, because the emission is produced at high combustion temperatures, anyway.

There are no available additives to prevent freezing in order to maintain the API-certified blend of exactly 33-percent urea concentration. (We're told that suppliers are testing a premium DEF that potentially has a lower freeze point).

On that note, the quality of DEF has also been called into question.

But Robert Arbasetti, COO of the DEF

distributor Prime Lube, which distributes the BlueSky DEF throughout the Eastern Seaboard and into Ontario and Quebec says, basically, most brands are alike and they're all equally good. "As long as you choose a quality DEF product that meets API and ISO 22241 certification standards, you're fine." As for competition among DEF producers, Arbasetti says manufacturers will have to distinguish themselves on their delivery and service models, as opposed to variations in the product itself.

Some critics have suggested that drivers would try to defeat the DEF requirement with so-called diluted "bathtub" DEF or plain water. NOx sensors at the exhaust make this somewhat of a moot point, as the engine would go into a systematic derate if this was attempted.

Despite the critics' suggestion that drivers shouldn't be in a position to affect the emissions solution, an engine derate isn't an experience drivers will want to repeat to save a few bucks a month. Especially when filling up with DEF is as basic as topping up your windshield washer fluid. ▲

\$15,000 IN CASH

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

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- ★ An Espar Heater System
- ★ Road-ready, trucker-friendly laptop from OBAC
- ★ 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



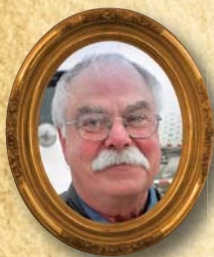
drivers — company drivers and owner-operators alike.

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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SH AND PRIZES

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Having a winning driver on your team pays huge dividends. There's free publicity. It's a morale boost, a proud flag to fly, and just entering somebody's name shows you care. The winning driver and his or her carrier are often used as expert sources in subsequent magazine stories. Nominate as many drivers as you want.



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

For almost 10 years now, Barry Prentice has been talking about the potential of airships to revolutionize freight transport in Canada.

The professor of supply chain management at the I.H. Asper School of Business, Transport Institute, at the University of Manitoba, has spoken to transportation experts, supply chain leaders, entrepreneurs, the media, government bureaucrats, and elected officials. He's spoken at conferences, at public meetings, in private offices, in hotel lobbies, and around water coolers.

The message is always the same: with a little vision, leadership, and investment, Canada could become a world exporter of airship technology—and reap huge economic benefits along the way.

He is a tireless promoter of a sixth mode of transportation—a supplementary mode to trucks, trains, boats, planes, and pipelines.

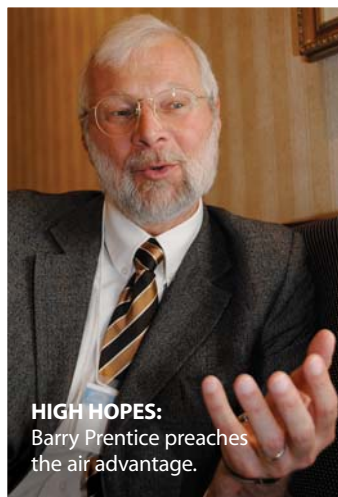
“In the space of two years we could be using airships. For the price of a couple of bridges, we could have an industry,” he says, with all the passion of a preacher. Indeed, he has been called an “evangelist” on the subject. The insult—if that’s how it was meant—rolls off his back.

“I sincerely believe that Canada needs transport airships. We need them badly,” he says. “It is very clear to me that natural resources is the future for Canada, as it has been our past. And most of those resources are inaccessible. There are rich deposits of minerals in the north that would have been mined out 50 years ago if they’d been accessible by roads. They’re still there and waiting to be developed.”

Yet the few airships that are seen floating above this land—or any land, actually—are used for less ambitious purposes such as atmospheric testing, exploration, advertising, or simple tourism.

“No one, anywhere, is using airships for freight transport. And that’s a real shame,” says Prentice, “because there are no technical barriers to building a 20-tonne freight airship. None. But just think of what it could do. And not just in Canada. We have a lot of remote space but so does Russia, so does the Amazon, so does the Congo, so does the Australian outback, so does Antarctica. There are lots of places where it can be used. If we develop an industry here, it won’t just be to serve the Canadian market, it can be an export market as well.”

Prentice can envision a world where huge airships make their slow graceful way over the north pole delivering our natural resources to Europe, India, or China, picking up finished goods and bringing them back to Winnipeg, Chicago, and Atlanta before heading to Brazil or Columbia to pick up fruits and vegetables. All at the speed of a truck with a fraction of the operating cost and fuel.



HIGH HOPES:
Barry Prentice preaches
the air advantage.

Ron Hochstetler, director of lighter-than-air programs at Virginia-based technology company SAIC, describes Prentice as “the most credible voice out there when it comes to cargo transport airships in a real world business situation.”

Like Prentice, Hochstetler believes Canada is the first best place for transport airships to begin productive operations.

“I truly think Canada is going to be the shining light for airship transport development,” he says. “You have the need and the financial wherewithal. You’re not a third-world country. You have a transparent legal system. You pay

your bills. You don’t have guys running around with AK47s. You have \$500 billion worth of minerals in the ground that you want to get out of the ground. And you don’t want to pollute the place or build expensive roads and railroads.”

SAIC, which originally developed small unmanned aerial vehicles for military applications, saw a growing need for freight airships. Their engineers worked from plans of the largest non-rigid airships ever flown—the ZPG-3W built by Goodyear in the late 1950s for the U.S. navy—to create the pilot-optional SkyBus 1500, a heavy lifting airship designed to carry as much as 20 metric tonnes of freight cargo.



Flying Flatbeds

A supply chain professor wages an evangelical campaign to bring freight airships to Canadian skies. And he's way past the "giggle factor" stage.

BY ALLAN JANSSEN

It would utilize existing logistics infrastructure like 20-ft and 40-ft containers so shippers don't have to invest in new equipment.

"Our system is designed so that anything that has standardized shipping container attachment points can attach to the bottom of our airship gondola which we've designed to be like an upside-down flatbed truck," says Hochstetler. "We're trying to be very realistic in designing something that is not the Starship Enterprise in the sweet by-and-by. It's something that can be operated and supported right now and actually make somebody a dollar or two."

SAIC is not the only company developing freight airships. Hybrid Air Vehicles (HAV) of Bedfordshire, England has developed an impressive flying machine built in part on lighter-than-air (LTA) technology.

Gordon Taylor, HAV's Canadian-born director of sales and marketing, says four technologies combine to make a promising new freight vehicle. The LTA side involves helium which provides 60 percent of lift. Several connected cigar-shaped envelopes of helium actually form what is in effect a giant wing, to offer more lift as it moves forward. Four vectored engines can be angled to provide directional thrust and makes vertical lift-offs possible. And a hovercraft system, provides for smooth landings and can even be reversed to provide suction to the ground.

"It's actually more akin to an aircraft than an airship," says

Taylor. "And we're looking at producing three different sizes with 20-tonne, 50-tonne, and 200-tonne payloads."

The vehicles would operate at a cruising speed of up to 100 knots—or about 160-km an hour—sucking up very little fuel.

"You don't need roads, you don't need infrastructure. You don't need airports, you can land on lakes, water, snow," says Taylor. "It's basically a new form of transportation. It doesn't replace helicopters, it doesn't replace airplanes, it doesn't replace rail, it doesn't replace ships, but it fits nicely into niche markets. It's up to your imagination how you use it."

The company has much to be optimistic about, having just won a \$500 million contract with the U.S. government to build a series of hybrids for reconnaissance purposes in Afghanistan. The vehicles, which must be ready by June of next year, will hover over the battlefield at 20,000 feet for three weeks at a time. On the strength of that contract, HAV has signed a handful of letters of intent—including three in Canada—to produce freight airships for commercial use.

"So things are definitely moving ahead," he says.

But as yet, despite the successes of SAIC and HAV, no freight airships are currently operating in the field. The market is still catching up to the vision.

We shouldn't be this far behind, argues Prentice.

The airship model could have developed over the last 50 years

Intermodal

and been a mature technology by now, he says, but they were ignored because there were already plenty of airplanes—an industry that was kick-started by World War II. Furthermore, fuel was cheap, nobody worried about the environment, and there was no perceived need to go where there were no roads or landing strips.

But all that's changing. Climate change is making the ice roads less and less reliable, fuel costs are increasing, and international demand for our difficult-to-access natural resources is the one true certainty of the Canadian economy.

So what's the problem?

Banks are hesitant to fund airship ventures that aren't secured by contracts. And potential users of airships don't want to commit to the technology until they see it working. It's a chicken-and-egg situation.

The capital investment for a hangar and the very first freight airship to be completely certified would be approximately \$100 million.

"Without a hangar, you cannot build airships. They're simply too big. They're too exposed. It's like a great monster sail.

FIGHTING THE GIGGLE FACTOR

"This is not a technology in development," Prentice says with exasperation. "It's been around for 110 years, and airships have been flying continuously. You can see one anytime you want. You can ride in one. But Transport Canada's view is that this is not a transportation technology? How absurd!"

He blames "the giggle factor" for a lack of political signals. Politicians don't want to stand up and call for airships lest they be lampooned in the media.

"The bureaucrats look for political direction but the politicians have not

FROM FRINGE TO MAIN (AIR) STREAM:

Technology company and U.S. defense contractor SAIC is applying state-of-the-art technology to airship design.



Prentice is so convinced about the viability of a Canadian airship industry that in 2005 he set up ISO-Polar, a non-profit group committed to promoting the use of freight airships in northern climates, and to developing a standard for cold-weather operation of airships. It was meant as a focal group for people to get together and exchange information.

"At our last ISO-Polar conference, we had 10 airship companies on the program. There aren't that many airship companies in the world, but we had 10 of them on our program, and they were at the presidential level, because they've come to realize, as I've been preaching so evangelistically, that this is a good market to start in," he says. "We need transport where there are no roads. We have things to carry. We have goods to move."

You cannot hold them down when the winds come, and we've seen this too many times to try it anymore," says Prentice. "In a situation like this, I think the government has a duty to invest a little to help get this industry off the ground. They have a duty to lead."

But he's having a difficult time getting the administrative bureaucracy of government to take him seriously.

"Transport Canada has been particularly difficult to deal with. We've asked for a policy statement on airships for quite some time. The reason is because when we go to other ministries, the first thing they say is what does Transport Canada think?"

Transport Canada, however, does not think of airships as a transportation matter. The ministry thinks of it as an innovation. A technology in development.

stepped forward. They've closed their minds to this topic which is unfortunate because they're not serving the national interest," he says.

Melanie Quesnel, a media relations advisor with Transport Canada, says there have been no requests yet to certify an airship for freight use, but the department would consider such a request on a case-by-case basis.

"Airships are viewed as providing unique capabilities in the transport of heavy and oversized payloads, particularly in remote areas lacking the infrastructure to support road, rail and other air services," she allows. But as yet, she says, there has been no need for Transport Canada to weigh in.

Larry Lambert, regional director in northwestern Ontario for that province's ministry of transportation, said the first major explorations and discussions on

“the potential rejuvenation of airship concepts and applications” dates back about four years. It did not develop much “beyond the curiosity stage,” he concedes.

That’s not good enough, says Prentice.

“The public has a role in sharing the risk of new developments that are in the national interest. The government can be a catalyst to help the private sector get things started.”

All it would entail from government is a guaranteed contract to move goods if an airship can be built to do the work.

“With that an airship company can go to



BALLON WARS: U.K.-based Hybrid Air Vehicles Ltd. has won a contract to produce long endurance multi-intelligence vehicles (LEMV) for the U.S. military. The vessels can also be put to commercial use for freight transport.

the bank and get funding, build the airship, and get going. The government would have to do nothing more than guarantee a market,” he says. “Or they could just say, ‘Build us an airship. We’ll buy the first one.’”

Prentice has come to the conclusion that he must educate the public first because politicians lead well from behind. “Only when people start saying we should be looking at airships, will the politicians start saying, yeah, we should be looking at this,” he says.

Companies in the natural resources field—oil and gas, minerals, and forestry—are universally interested in the potential of airships but they’re unwilling to spend the cash to develop the industry.

“They tell me they’re not ready to invest in aerospace. Their business is digging things out of the ground. But as soon as

there’s an airship available, they’d use it,” he says. “They’d like to use the technology, but they don’t want to develop it. It comes down to ‘whose baby is it.’ And this is where government could come in. Call it northern development.”

He points out that the country is already spending millions to fly people and supplies into and out of the north.

“Look, maybe it isn’t airships. Maybe there’s a better idea. I tell people I’m willing to listen to their idea. What is it? And there’s silence,” he says. “I don’t mind being called an evangelist. A bureaucrat’s career would come to an end over this; a politician would be ruined. So who’s left to push this? A university professor?”

Hochstetler, of SAIC, believes the lack of vision in the business community is due to unfamiliarity with the subject.

“There have been very few airships that have ever operated in Canada, and they were mainly doing advertising work many, many years ago. There’s not a lot of experience to build confidence or enthusiasm for a new technology,” he says. “But if airships are perfect for any country, it is Canada.”

He says the weather and geographic challenges facing shippers are not trivial. And airship technology is finally advancing enough to meet those challenges.

“There was always a gap between airship companies and the people on the ground who are trying to move things. There was a knowledge gap on both sides. Barry’s work has done a lot to bridge that gap and he’s brought the two sides a lot closer together. It’s really close to being finally bridged. The time of the airship really has come back. It is ready to be put to productive work that benefits society.”

And Prentice believes when airships finally do come, they will bring a transportation revolution.

“Once this begins, it’s going to change a lot of things. It’s what is called a disruptive technology. Mining will change. Moving rocks and trees will change. Northern communities will change. Moving fruits and vegetables over the Amazon... carrying cargo over polar bear grounds... things we can’t even visualize yet will be possible. It’s exciting. And that’s what drives an academic like me crazy! You can see all this potential!”

The evangelist is in fine form. ▲

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BY ROLF LOCKWOOD

Several winters back I picked up a Volvo V-something tractor for a test drive. It was an ugly day in the Toronto area, the weather a mix of snow and sleet and the roads mushy at best. If I'd been smart I would have stayed at home but I thought, if the truck is good in this mess, I'll have learned something worth reporting. So with box van trailing out back I left the dealer's yard and somewhat gingerly headed for the highway, my tape recorder riding shotgun.

Not many minutes later I was amazed by the effectiveness of a tiny little aerodynamic trick, a triangular piece of rubber not much more than an inch long on each of its three sides. Attached to the lower outside corner of each mirror housing, and standard equipment, it was intended

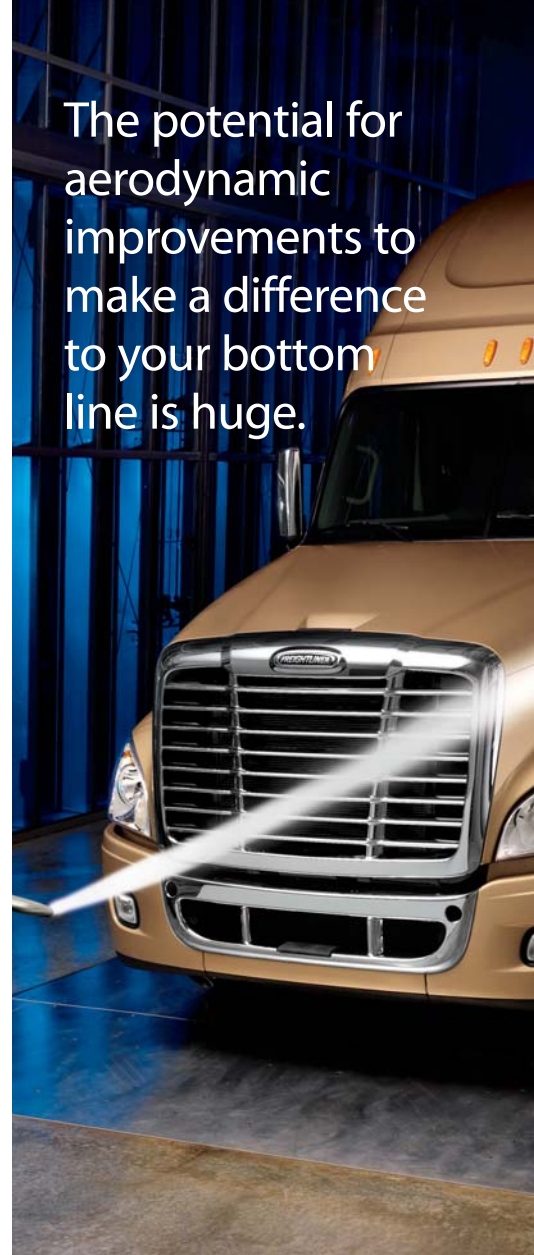
tractor or trailer and minimize buffeting. Doors are said to stay cleaner and some drivers even report better trailer stability.

The lesson in there is that even the tiniest things can have a major impact on how air flows over and under and around a tractor and its trailer. It's no coincidence that the latest "aero" tractors employ similar small touches like rounded mirror housings and flush-mounted marker lamps, even wheel covers. They make a difference, when every two-percent of drag reduction represents about a one-percent gain in fuel economy.

THE MIRROR STUDY

In fact, back in 2004 Freightliner engineers launched a two-year study looking largely at mirror design and mirror-mounting systems in their newly built, full-scale wind tunnel. Such a wind tunnel allows the replication of real-world scenarios in a controlled environment to evaluate even the slightest effects on aerodynamics. It also means the variables of driver influence, weather conditions, road surfaces, and traffic, to name a few, can be overcome.

The potential for aerodynamic improvements to make a difference to your bottom line is huge.



Taking the Aero Route

to keep the mirrors clear in just the sort of weather I was facing. And it worked! My mirrors stayed perfectly clean all day despite the muck everywhere else.

Another such example is the little Airtab vortex generators that are typically arrayed around the trailing edges of cab fairings and trailer rear sides. Inexpensive but effective by all accounts, they're said to control the wind vortex at the back of

And what did they find? The lowly, simple mirror—tested in 11 different iterations on a Century Class tractor—can affect vehicle aerodynamics by as much as six percent or more, depending on design and placement on the truck. That's an awful lot. It's not just the mirror's shape that matters here but its placement on the truck and even the shape of the truck in its vicinity.

So, smooth things out, remove the

obstructions that create drag, ensure as much as you can that ram air runs right past the tractor and its trailer without falling into the gaps and swirling around in there, and you'll win a big advantage in fuel efficiency. Very big.

Even if you don't have roof fairings and extension skirts on the trailing edges of your cabs, for example, moving the fifth wheel forward to close the gap between



A WIND WIND SITUATION:

When Freightliner introduced its Cascadia, they said it was conceived and effectively built during 2,500 development hours in this wind tunnel at DTNA headquarters in Oregon. The result: a claimed three-percent improvement in fuel economy over previous models.

tractor and trailer can save money. Provided, of course, that you don't muck up weight distribution over your axles. Beyond about 30 in., every 10-in. increase in tractor-trailer air gap increases aerodynamic drag by approximately two percent.

For the most part, though, you'll have to open your wallet to buy an aerodynamic advantage, and these days various sorts of trailer skirts and tails seem to be hitting the spot with many truck operators, assuming on-highway work. It may also be time to pony up for the latest "slippery" tractors and finally say goodbye to those lovely flat-nose, long-hood conventionals. They represent a very small part of the market nowadays anyway, less than 10 percent, and the trend will only be downward in the future. Some time in the next few years, given the coming U.S. fuel-econ-

omy and greenhouse-gas emissions rules (to be matched in Canada, more or less), the classic North American 'large car' seems bound to be forced off the showroom floor because it likely won't be SmartWay-approved.

THE SMARTWAY ERA

So what is SmartWay? Launched in 2004 by the U.S. Environmental Protection Agency (EPA), it was first seen as just a "brand" representing "environmentally cleaner, more fuel efficient transportation options."

In its simplest form, says the EPA, the SmartWay brand identifies products and services that reduce transportation-related emissions. But it's gone way beyond that to be the hub of what the EPA likes to call "a partnership between government and business" with a view to protecting the environment and reducing fuel consumption.

At this point it's really a rating regime, a means of judging whole trucks as well as individual components like tires and, yes, aerodynamic devices. And it's about to become, by way of the joint EPA/DOT proposed rulemaking on fuel economy and greenhouse-gas emissions, the sole arbiter as

to which trucks will be allowed to run on U.S. roads—effectively on Canadian highways too—and how they'll be spec'd.

It's very near to that sole arbiter status now, for all intents and purposes, as truck and component manufacturers strive to have their products labelled "SmartWay-approved". And as shippers increasingly demand that carriers run environmentally "responsible" equipment, there are more and more SmartWay decals emblazoned on tractor sides.

Some of those decals, we've been hearing from legitimate SmartWay carriers, aren't actually deserved. Fakes? Counterfeits? Not sure yet, but the accusations are out there.

Now, with the fuel-efficiency/GHG mandate starting with model-year 2014 and running through 2018, trucks from class 3 to 8 will have to meet new standards that are essentially SmartWay stan-

dards. If you're already in the habit of wearing that decal on your tractors now, you'll be good to go in 2014. If not, your buying process will change as you work with a thinner databook populated increasingly by only SmartWay-approved truck models and componentry. That collection of verified products will bring you to the fuel-efficiency level required in 2014.

And of all the bits of paraphernalia in that collection, by far the most effective are those that reduce aerodynamic drag. For the most part they'll be trailer add-



SLIPPERY PETE: Peterbilt's new SmartWay certified Model 587 is said to enjoy a 2.5-percent decrease in drag compared to its already slippery predecessor, resulting in a 1.25-percent fuel efficiency gain. How? A more streamlined hood design and moulded bumper.

ons, even though trailers aren't covered by the EPA/DOT rulemaking. Truth is, there's been a growing interest in trailer aerodynamics for a few years now anyway, since the price of fuel began getting uncomfortable.

TRAILER TRICKS

It seems like no-brainer stuff, this business of making the 53-foot box a contributor to efficiency instead of a cement block you drag along.

You've got three main areas of drag to contend with—the gap between tractor and trailer, the underside of the trailer with its suspension hanging out in the breeze, and the back. You fill the first, cover over the second... and then there's the back.

On the face of it, the back of a van trailer doesn't seem a likely candidate for air-flow ugliness, but some experts say it actually

represents about a third of all the forces conspiring to slow the truck down. And in the process soaks up something like 130 of the horses your engine is producing, according to one estimate. Reduce that load and you'll clearly make a difference.

What happens at the back of a van trailer at speed is the creation of a vacuum that occurs when air rushes back into the space it was pushed out of as the rig rolled ahead. Because air can't re-occupy that space instantly, a vacuum or low-pressure area is created until it does—along with a ton of turbulence. That's effectively pulling the truck backwards.

So nowadays we have so-called "boat tails" that extend the trailer top and sides by a little or a lot, defeating that vacuum

effect, but may in the process fall afoul of length laws. It's an issue in several jurisdictions, even though the benefit is real.

You'll see numbers all over the map concerning the amount of drag represented here and the effect of various devices, as with all such things. One of the main players in the boat-tail game—ATDynamics—claims a 6.6-percent fuel-efficiency gain with its latest product, closer to 12 percent if the tail is combined with a trailer side skirt.

TESTING AT BLAINVILLE

A couple of years ago some serious testing was done over the course of three days at Transport Canada's test track in Blainville, Que., where researchers from various

organizations aimed to pin down some of those numbers. They looked at trailer skirts, boat tails, and other such devices.

Spurred on by Robert Transport and Cascades Transport, who originally wanted to do some testing on their own, the project grew and management of the proceedings was turned over to FPInnovations-Feric, which ensured scientific validity. A dozen suppliers of trailer add-ons accepted the invitation to submit their technologies for scrutiny, and the team of about 30 researchers tested 16 configurations of devices and techniques.

Results showed that the savings possible with the particular trailer aerodynamic devices on trial ranged from 1.4 to 7.2 percent. Most effective were the trailer



BRINGING UP THE REAR: German truckmaker MAN showed its Concept S tractor at the recent IAA show in Germany. Paired with a matching, "slippery" trailer that tapers in at the rear, it's claimed to represent a whopping 25-percent saving in fuel consumption.



SKIRT WATCHING: Some intensive testing of trailer add-ons was done a couple of years ago at the Transport Canada test track near Blainville, QC. Among the devices tested was the Laydon Composites skirt shown here. It managed a 6.8-percent fuel saving while a similar Freight Wing device hit 7.2 percent. The best trailer tail did 5.1 percent.

FAIRING WELL: One of the newer tools to enhance trailer air flow comes from SmartTruck, run by the former head of SmartWay. It's an undercarriage air deflector system called UT-6, meant to minimize the drag produced by trailer underside components like axles and suspension. It's comprised of wheel and suspension fairings, a rear fairing, and aero rain gutters, claimed to produce a 12-percent reduction in drag and a 6.78-percent improvement in fuel mileage in long-haul operations.



BIG SAVINGS AT THE GAP: Navistar, its aerodynamically efficient ProStar shown here, does much testing in the NASA wind tunnel, the world's largest and the only one able to hold a complete tractor and 53-foot trailer. That led to the company's "active fifth wheel" that pulls the trailer forward to close the tractor/trailer gap at highway speeds and re-opens it at lower speeds, for a 1.75 percent improvement in highway fuel economy on its own.



side skirts from Freight Wing and Laydon Composites, each around seven percent. An earlier version of the ATDynamics tail managed just over 5 percent.

With a much less dramatic tail—though still long enough to run afoul of some European length restrictions—Swedish truckmaker Scania recently did some real-world, on-the-road testing of its own. The company has a very active research and development subsidiary called the Scania Transport Laboratory, which tests and evaluates all manner of things. Running a small fleet of 20 tractors and 70 trailers that haul freight between its European production and assembly plants, the company has a rolling test bed in active service.

After extensive testing of a boat-tail air deflector fitted to the rear of an ordinary three-axle van trailer, Scania says it reduced fuel consumption by up to two percent. The length of the vehicle increases by about a foot, 30 cm to be exact, which isn't actually allowed by European Union regulations.

APPLES AND ORANGES

While the Blainville and Scania tests appear to be sufficiently rigorous and transparent, it's hard to find reliable bottom lines in the aerodynamic world. Yes, no doubt there are exaggerated claims here and there to muddy the waters, but they'll be hard to spot because there are so few reference points. The real issue is that it verges on the impossible to see apples compared to apples every time. Or even to see all the apples examined in the first place.

The experts don't seem to agree either. Take the back of a trailer, for example. You'll have no trouble finding sizeable discrepancies in estimates as to the percentage of total drag represented by that nasty vacuum. The number might be as little as five percent, as high as 25. This may not be a matter of disagreement or error, rather one of confused terms. Sometimes oranges get mixed in with those apples, but the would-be buyer of aerodynamic devices won't know when.

Which brings us back to SmartWay. It's resources are infinitely larger than yours and those good folks at the EPA have made themselves judge and jury when it comes to rating just about everything that

contributes to reducing fuel consumption and GHG emissions. So why not look for the SmartWay seal of approval and save yourself some heartache?

However it is that you find a comfort level here, you're going to need it. Aerodynamics is now the key target of virtually everyone involved in reducing the amount of fuel our trucks use, as it should be, so truck operators are going to be

swarmed with options in the coming years. Intelligent driving still has the greatest potential for trimming your diesel bill—there's a 30-to-35-percent potential difference in fuel efficiency between the worst and the best driver—but the aerodynamic performance of the complete tractor-trailer combination is next in line. Best you dive in there and save a buck or three ASAP. ▲

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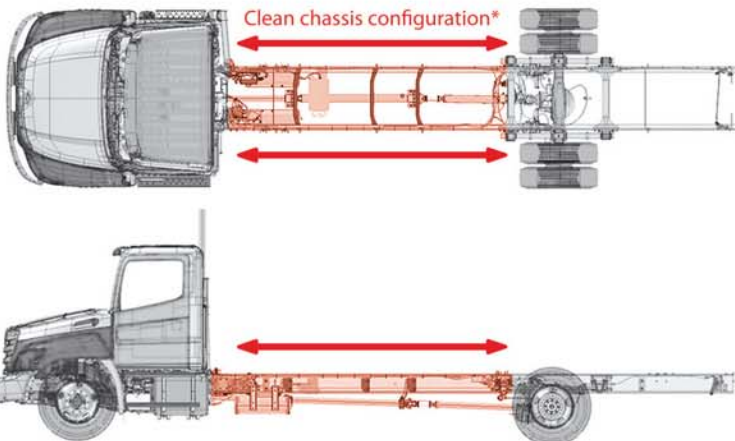
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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

HOLDING DOWN COSTS: Poreba says the skirts increase on-highway stability and lower his fuel bill.



Skirting The Issue

trailers *The jury is back. Side fairings for trailers work.*
By Peter Carter

John Poreba has always been interested in efficient power. When he arrived in Canada from Poland 25 years ago he wanted to work for Ontario Hydro because he had been working on power plants in Poland.

"But," the president of Ursus Transport Inc. says, "at the time, Ontario Hydro had 11 job openings across the whole province. That made it very difficult for an immigrant."

He says his dentist at the time told him, "you can't buy a power plant, but you can buy a truck."

So he did. And now he owns about 50 of them and he employs approximately 80 people.

And he's more interested in efficient power than ever.

When he started Ursus, which specializes in dry freight out to California and refrigerated food back to Toronto, diesel sold for \$0.40 a gallon. Now it's more like \$3.00.

He offers his drivers—about half are company drivers, the others owner-operators—a fuel bonus. If they get better than 6 mph they earn an extra cent a mile. "Most," he says, "get the bonus."

This past year, he has invested in more than 20 sets of trailer skirts for his vans. On average, he says, they decrease his fuel consumption by five percent.

Trailer skirts, while relatively unknown just three years ago, have become commonplace. Because they work.

A variety of manufacturers make them; but they basically all do the same thing: They keep a huge crippling block of air

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MEET HENRY THE 8.94-MPG MAN

Trucker **Henry Albert** is a familiar face around truck shows, launches and show-and-shines Stateside these days. He's a six-foot-plus evangelist for great fuel mileage and if you give him 30 seconds of your time he'll be glad to show you ECM printouts that prove he regularly achieves more than 8 mpg.

His Cascadia and its 53-ft trailer combined is a shrine to fuel efficiency. And if you visit www.sliceoftruckerlife.com, you'll find his drivers' blog, in which he describes how he does it.

Today's Trucking caught up with Albert recently when he was a guest at a special ceremony marking the production of Michelin North America's one-millionth wide-based single tire. (He of course attributes part of his fuel-mileage success to the wide-based singles.)

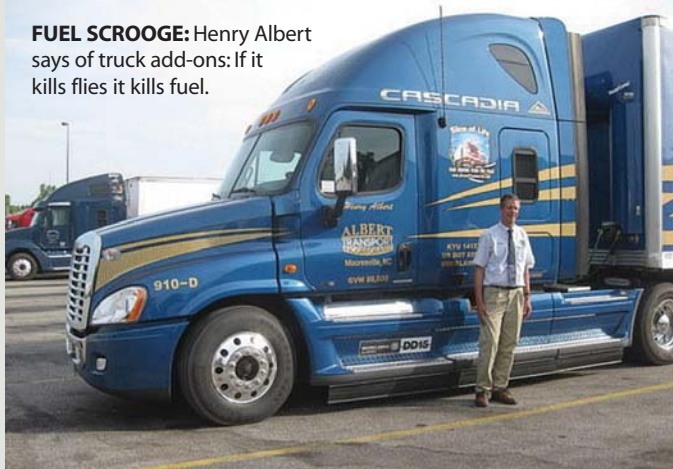
Albert's creed, as he put it: "If it kills flies, it kills fuel."

In other words, anything that decreases the streamlining of the truck decreases fuel mileage.

Here's Albert's drive- clean-laundry list:

- On the Cascadia, Albert added full cab extenders and roof fairing, full wheel-to-wheel side skirts with added rubber air deflectors below them, lower bumper block outs that stop unnecessary air entering into the engine bay and under carriage.
- He removed the quarter fenders.
- Items he specifically "did not order," he pointed out, were hood-mounted mirrors and sun visor.
- On the trailer, Albert added [Michelin] wide-based singles to minimize rolling resistance.
- He shaved extra width off his mud flaps to reduce air resistance, because, as he says, the flaps were wider than the tires.

FUEL SCROOGE: Henry Albert says of truck add-ons: If it kills flies it kills fuel.



"If something was sticking out and I could cut it off I have. If I could do away with my side-view mirrors I would, but I cannot operate without them."

- Albert's choice of side skirts: Fleet Engineers Air Slipper skirts.
- A nose cone on the front of his trailer. "I ran the trailer skirt for about a year before I installed the nose cone and my record mileage was 8.97. I've run with the nose cone for about six months now and I have exceeded my previous record by more than a mile per gallon."
- The final frontier, he says, is the back of the trailer. So far, Albert says, he has found no technology to address the vacuum that's following his truck around, sucking fuel. "The one that will work for me is one that is out of harm's way, allows me to conduct the loading and unloading process without hindrances, and of course, saves me money within a relatively short period of time. I don't ask for much. Just whatever solution a person can come up with that will help me get to my goal of 10 miles per gallon."

from building up under your trailer and therefore hindering your fuel efficiency.

"Look," Poreba says. "I'm interested in saving money. If they help the environment and keep things green that's nice too."

He purchased his first trailer skirts in April. Basically, they're long panels bolted along either side of the trailer. They're usually made of plastic or some other flexible material and they're designed to absorb and deflect ground and side impacts. Poreba's choice of trailer skirts is the Freight Wing, a Seattle-based fairing manufacturer.

Poreba also reports that his drivers find the skirts make the tractor-trailer unit more stable and less prone to sidewinds. "That's another reason I was interested," he said.

Pat Bates, the fleet manager for Bell City Transport based in Brantford, Ont.,

has also embraced the Freight Wing and he says the newer models are designed to bend and bounce back from minor collisions.

Freight Wing side skirts are constructed of plastic panels, combined with a flexible bracing system akin to collapsible tent poles designed to absorb and deflect both ground and side impacts.

The only reason Poreba doesn't outfit his entire fleet with the skirts is he will be trading in some of his aging trailers before long and he wouldn't see the payback.

Sean Graham, president of Freight Wing, makers of the side skirts that Poreba selected, says trailer aerodynamics has reached a tipping point in the industry.

"When we came out with side skirts six years ago, our primary challenge was to prove to fleets that they saved fuel," said Graham. "So we invested heavily in

SAE/TMC testing to quantify results, while working with fleets in their own testing programs. We've seen up to a seven-percent improvement in fuel economy when track testing at constant highway speeds. In real world fleet operations, there are many variables that can impact performance."

With that, he said, ROI on side skirts is around 50,000 miles. (It costs about US \$1,400 to outfit one trailer with Freight Wing fairings.)

It's something not lost on the California Air Resources Board (CARB). This year, aerodynamic devices, such as side skirts, and low rolling resistance tires must be installed on new trailers. And, by 2013, any trailer entering the state must have side skirts and fuel-efficient tires, unless fleets sign up for optional phase in compliance plans. ▲

Now We're Talkin'

test drive *Hurdle number-one in the automated manual transmission game: Getting the engine communicating with the tranny. A road test of Mack's mDrive AMT gives every indication that the problem has been solved. By Jim Park*

Can a box full of gears have a personality? Mack's mDrive and Volvo's iShift are one and the same automated transmission. Like the engines produced by the two sister companies, there is little if any difference in the hardware. The programming gives each its performance profile.

In the early days of automated manual transmissions (AMT), it was neat enough that they shifted gears all by themselves. The early versions weren't imbued with a great deal of imagination; they shifted when programmed to, and so were pretty rigid in the way they performed. Getting the engine and the transmission talking has been the challenge.

The Mack/Volvo people have an edge here. They build and program their own engines and their own transmissions, so there's a very high degree of communication and understanding between the two. Since there are distinct differences between the Mack and Volvo engine power maps, there should be differences in how an iShift performs versus an mDrive. I've driven both; both work extraordinarily well for the intended application, and neither represents any kind of programming or performance compromise.

Mack's software engineers have invested thousands of hours writing code to give their transmission a Mack personality—if you will. Just as Volvo's people have done for iShift. You might think there are savings to be had by doing this job just once, but this gets to the heart of brand differentiation.

mDrive shifts just the way a Mack driver would shift to get the expected performance from the Mack MP7 or MP8 engine.

The MPs are programmed to produce power and torque based on three performance profiles: Econodyne, Maxidyne and Maxicruise. mDrives are programmed to

compliment those performance profiles, and they offer three driving modes on top of that for additional flexibility.

Economy is the standard mode, which tilts obviously towards fuel savings over performance. The optional Performance mode gives the driver 150 - 200 rpm extra in a given gear for a little more get up and go, or for heavier loads. Easy Shift is an optional mode with a less aggressive shifting schedule. This would work well

in livestock or liquid tank applications.

The outfit I used for this test had a 505-hp MP8E (Econodyne) engine with the optional Premium mDrive package, offering the full range of driving modes and performance options. The Fleet spec (standard) is limited in functionality, but many of the features found in the Premium version can be added individually as options to suit fleet tastes. We had a 60,000 GVW, five-axle combo for the test.

FIRST, THE TRACK

Before we left the Customer Center, Scott Barraclough, Mack's powertrain sales manager, took me onto Mack's engineering test track that has a 15-percent grade obstacle and some open pavement where you can play a bit without worrying about traffic.



I like to try baffling an AMT by getting on and off the throttle and brake pedals at varying speeds to see if it goes hunting and pecking for a gear. Get it up to 20 mph or so, hit the brake, knock it down to 10 mph, hit the throttle, get it up to 30 or so, hit the brake, etc. mDrive stayed right with me through this exercise, up- and down-shifting, revving and retarding the engine as necessary. And upon coming out of a series of start-stop maneuvers, with gentle throttle application, it skip-shifted its way up from 4th, to 6th, to 9th etc. If it didn't need the gear, it went right past it.

The optional GradeGripper feature works as advertised, holding the truck for up to three seconds on a hill, and modulating the brake release as throttle is applied. This is sheer brilliance, and should be required on all trucks with AMTs (it requires a certain ABS system as well).

ONCE A MACK, ALWAYS A MACK:
The automated mDRIVE compliments the traditional bulldog power curves.



THE OPEN ROAD

Scott and I took the truck on a 150-mile trip over a variety of terrain and driving conditions to get a better sense of how the transmission deals with ascents, descents, urban driving cycles, and of course, highway driving. Each taxes the programming in a different way, and I wanted to see if the engineers had given it the brains to handle everything North America could throw at it.

Leaving the new Customer Center in Allentown, we headed northwest on Rte. 309 intending to hook up with I-81, then I-80, and finally the I-476 for the return leg of the trip.

Rte. 309 is one of those eastern-Pennsylvania two-lane classics where people's front porches sit mere feet from the roadside. A cart path some 250 years ago, today it's paved, and has traffic lights.

On a high-driver-workload road like this, an AMT really earns its keep. Not that a good driver can't manage changing traffic conditions, challenging driving conditions and a stick-shift too, but mDRIVE optimizes the process. It nails every gear change for best performance or fuel economy, while the driver's head spins back and forth watching for curbs, utility poles, cars, and baby carriages on the edge of the sidewalk.

Nor far from Allentown, Rte. 309 passes over Blue Mountain. It's four or five miles up and the same distance down over varying grades. We had time to compare performance and economy modes while climbing. We started into the hill in economy mode, and mDRIVE dropped a few gears to keep us climbing, but at lower rpm where the torque is—and the fuel savings. As the grade changed, the transmission read the engine speed, sensed the grade, and in some cases dropped or gave up a gear. It sometimes let the engine lug a little. That's how it's supposed to work. Optimizing engine output for the conditions.

In performance mode, it basically ran a gear down from economy mode. That gave us a few hundred rpm more, and correspondingly more horsepower. It pulled "better" but we gave up some fuel economy. The shift points were higher too. Rather than lug down to 1,100 or 1,200 rpm (peak torque and peak fuel economy), it would

SPEC SHEET

mDRIVE Nuts 'N' Bolts

GEARS: 12 forward and four reverse, available in direct or over drive.

TORQUE CAPACITY: 1,920 lb ft

WEIGHT: 615 lb.

CLUTCH: 17-in. single-plate organic clutch with a single mass flywheel.

OIL CAPACITY: 15 liters, which should be changed only every 800,000 km in an 80,000-lb on-highway application.

CRUISE 'N' BRAKE: Allows truck a little rolling room by limiting engine brake engagement until a pre-set upper-end road speed is reached beyond the pre-set cruise speed.

LOW-SPEED MODULATION CONTROL: Enables clutch management at very low vehicle speeds using brake pedal to control speed. Ideal for backing into a loading dock.

LOW-SPEED VEHICLE MODULATION: Allows low-speed operation with the engine at idle. Speed changes are made by shifting gears rather than using the throttle.

AUTO NEUTRAL: Automatically shifts to neutral if engine is shut down in gear or after four minutes of idling with the parking brake applied.

ETC: Optional dual rear-transmission clutch-dependent PTO mounts for shaft- or pump-drive applications.

EASY DOES IT: The mDRIVE shifter is easier to operate than the radio it shares a dash slot with.



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* Comparing a DD15 EPA 2010 engine to a DD15 EPA 2007 engine with comparable engine ratings and load weight.
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downshift between 1,300 or 1,400 rpm.

Coming down the other side was interesting. On a six-percent downgrade on a narrow two-lane road, you don't want the truck getting away from you.

The cruise control was off as we came over the top, so I backed off the throttle near the top, and let the engine revs drift down to 1,000 rpm or so, with very little throttle input. It didn't take long to get up to speed again, though, and there we were in tenth gear at 1,400 rpm at 45 mph heading downhill.

From a retarding point of view, that's not optimum. I punched the "minus" (-) button on the shifter console, downshifted, and bumped the rpm up to 1,800. With plenty of air going into the engine, the retarder performance improved, and we easily held speed on the grade. The PowerLeash pulled us down a few mph to where the engine was running about 1,600 rpm, with enough retarding power to hold our speed steady. That was fine for that stretch of the hill. So just for the heck of it, I hit the downshift button again.

You'd need to be a very confident driver to downshift in that situation—revving to 2,100 rpm and hitting the gear exactly right. You'd only get one chance. Miss it and all of a sudden you're going 10 mph faster than you should be and ... mDRIVE nailed it, as it's supposed to, with no hesitation about topping out the rpm before getting back in gear. I've seen other AMTs decline a shift like that one.

The only problem with the set-up is the minus sign button is a rather small target, and you need to divert your eyes from the road to get it right. If you hit the "plus" (+) button instead and upshifted, you'd be in a difficult position. Of course, there's always the brake pedal.

On flatter but busier terrain through the town of Tamaqua, mDRIVE shifted happily away as we lurched from light to light winding our way through the narrow streets. It's nice to know your transmission is working to save fuel while you're working to save pedestrians and utility poles.

Out on I-81, we had the chance to test the Cruise 'n' Brake feature and its ability to predict shift points in an ascent. Interstate 81 has a lot of rolling hills that

require some discipline from the driver. The grades are shallow enough that usually a single downshift is all that's needed to get to the next crest. It's tempting to drop a second gear if you want to motor on up the hill, but of course that hurts fuel economy. With a manual box, that bit of discipline is all that stands between you and a higher fuel bill.

In economy mode, the transmission

will avoid downshifting until the engine is close to the lower end of the peak torque band. In performance mode, it'll make that downshift about 300 rpm sooner. There's a grade sensor built into the transmission, so it can detect changes in the grade. If the hill was beginning to level out, it might decide to preempt the downshift until it sensed either an increased demand for power or a steepening of the grade.

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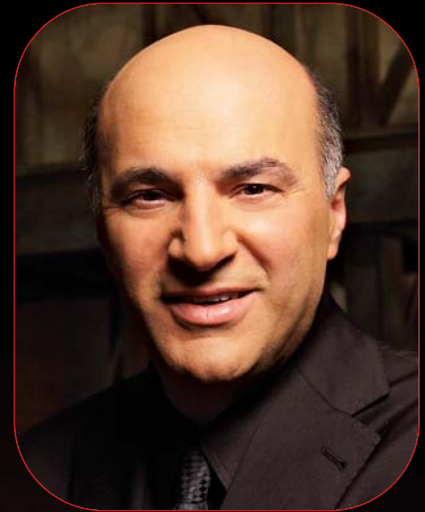
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Depending on your appetite for excitement, if you leave it in cruise control, the engine/transmission combo will decide when to shift. Off-cruise, the driver can simply back off the throttle a little and the transmission will delay the downshift, sensing an easing in the demand for power.

The driver can influence the downshift point by pressing the M (manual) button on the shift console, too. That will hold a gear until the engine gets way outside the normal shift parameters. The driver has the benefit of seeing what's ahead, and if 100 rpm would be enough to make the crest without a downshift, all the better. The engine can do it.

What I really like about this transmission is its logic. It won't shift simply because some engineer programmed it to do so at a certain rpm.

So, on I-81's rolling grades, we dipped below the normal shift point several times, saving a little fuel in the process. The transmission never signaled its objection until we were well below the optimum shift point by 150 rpm or more (in manual mode).

On a downgrade, the driver can set the optional Cruise 'n' Brake to a top roll-out speed, and the mDRIVE and PowerLeash engine brake combination will do its best to maintain that speed, including initiating a downshift or a series of downshifts to optimize engine revs up to maximize the retarding power. It rolls the engine brake on in stages to increase the power as needed, so it'll engage the first stage, then the second, and finally the third.

Interestingly, the driver doesn't have a choice of stages. The PowerLeash is either in auto, as just described, or in the oddly named "Latch" mode, where it's full on and the transmission can downshift to gain more retarding power.

On a roadway like I-81, with the Cruise 'n' Brake speed set at 70 mph and running speed set at 60 mph, the PowerLeash did its job, unobtrusively keeping the truck between those preset speeds. Nice feature. Mack says it will be officially changing the name from Latch Mode to MaxBrake next year.

The rest of the ride back to Allentown wasn't much of a test for the transmission. Basically flat interstate—once in top gear, it stayed there. Ho-hum.

I did check out the MackCellerator feature, though. It's a kick-down switch in the throttle pedal that initiates a downshift and gets the truck up and running with some urgency. Useful in a passing situation. There's a detent in the pedal, and once pushed past that, the shift happens. It's optional on the Fleet spec, and standard on the Premium package. The alternative is to press the "plus" button.

As I've said in the past, this 12-speed AMT from the Volvo Group is a winner—regardless of the badge it wears. Mack has given it Mack performance attributes, as Volvo has done with its version. It's not a one-size-fits-all gearbox, but some highly competent technology tailored specifically for certain applications. The difference is in the programming, not the color of the box. ▲



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Titan Trailers new V-Floor 5-axle trailer

AGGREGATE TRAILER

TITAN'S NEW V-FLOOR ALUMINUM TRAILER CARRIES UP TO 2,000 LB MORE PAYLOAD

TITAN TRAILERS says its new V-Floor 5-axle trailer, built for hauling gravel and other aggregates, can save money on fuel while reducing maintenance and enhancing safety. Wanting to improve on the more familiar belt-out conveyor trailer, the company says it combined the light weight of its aluminum Thinwall body with the simplicity of the latest live-floor systems from Keith Mfg.

There's a safety gain here, says Titan, amidst an increasing demand for level unloaders from site managers who prefer not to see dump trailers elevating on uneven ground, with all the potential for instability in that situation.

The V-Floor trailer is said to be light compared to conventional belt-out trailers, saving a claimed 2,000 lb, partly because the body is all extruded aluminum. As well, the new Titan eliminates the weight of a conveyor subframe and is more streamlined, with a narrow box just 68 in. wide. Aggregate trailers weigh out before they cube out, anyway, says Titan, so why give it a bigger box?

The new V-Floor is said to ride about a foot lower than a belt trailer, improving handling and stability in corners. The smooth-side body doesn't have any posts catching the wind, and there's no bowing in the panels even with a full load, Titan adds. And an updated version of the

Titan V-Plow self-cleaning system now includes a set of sidewall scrubbers.

The trailer also sports a new hydraulic tailgate that doesn't swing out, rather this one lifts up, then out. When down, it ties right into the body and helps to keep the whole box rigid.

The new aggregate trailer is also one of the first Titan models to move to all-air-disc brakes, allowing shorter stopping distances with simpler maintenance needs.

Titan has also begun including a handheld remote control as standard equipment with its trailers. The operator can thus control the unloading system, V-Plow, tailgate and tarp from anywhere in or outside of the truck.

See www.titantrailers.com

STARTING BATTERY

TROJAN TRANSPOWER ST1000 BATTERY CLAIMS LONG LIFE, HIGH CRANKING POWER
Trojan Battery Company says its new TransPower ST1000 is a high-performance AGM 31 heavy-duty starting battery with cranking power of 1,000 CCA for trucks, refrigeration units, and buses.

It's a sealed, maintenance-free battery, with design features that include an advanced paste formulation, a heavy-duty plate design, and polypropylene case.

Delivering high cranking power requires a paste formulation with high porosity characteristics and maximum surface area, Trojan explains. Longer battery life requires higher-density paste characteristics like the ST 1000's.

The heavy-duty plate is said to be thicker than on standard starting batteries, and with its thick wire grid design, the combination delivers nearly double the battery life of a standard flooded starting battery, Trojan claims. The grid wires are thick and highly resistant to corrosion, and the



SPIF CONVERSION

SELF-STEERING AXLE SYSTEM MEANS ONTARIO OPERATORS DON'T HAVE TO BUY A NEW DUMP TRAILER

For Ontario aggregate haulers facing new size-and-weight regulations as of this month, **LARRY'S CUSTOM TRAILER MANUFACTURING** offers the **Phoenix Conversion System**. It's a self-steering axle that's compatible with "practically all makes of semi-dump trailers," allowing you to convert a non-SPIF trailer without having to modify the chassis or relocate crossmembers and re-paint the frame. You avoid the cost of a new SPIF-ready semi-trailer but get the same payload advantages—and the same five-year warranty on suspension and axles—while spending 75 percent less money, says David Hilliard of Custom Trailer, based in Colborne, Ont.

SPIF refers to 'Safe, Productive, Infrastructure-Friendly,' the collective name for a set of truck and trailer standards aimed at protecting Ontario roadways and enhancing safety, launched in 2000. Phase 4 of the new size-and-weight regime takes hold this month.

Specifically, the Phoenix conversion will see you gain 1,500 kg payload over non-SPIF semi-trailers newer than 1996, and 4,500 kg over non-SPIF trailers older than that. Your axle gross weight will be the equal of new, SPIF-compliant trailers—with no 'pit reductions' or other weight restrictions.

Ontario Highway Traffic Act Regulation 413/05 stipulates that semi-trailers are eligible for 'extended permitting' provided they were manufactured less than 15 years ago. Once a semi-dump reaches 15 years from its manufacture date, a total weight

reduction of 4,500 kg per lift axle will be levied. That represents a huge blow in competitive terms.

The Phoenix system sports dual tires on the self-steering axle that maintains the maximum allowable weight of 9,550 kg per axle (on a tri-axle). This also eliminates the loss of 1,650 kg incurred by the use of wide-base single tires.

Hilliard says his new self-steering axle also strengthens the old chassis so that the extreme forces exerted on it during



steering won't compromise the existing trailer frame. It comes equipped with a modern Ridewell air-ride suspension designed for the rigors of heavy-haul applications.

The Phoenix system is said to be compatible with upcoming changes that will allow quad-axle semi-trailers (in either three/one or tandem/tandem configurations) that were not previously available to be converted to SPIF compliance. It's also said to be compatible with the rules of other jurisdictions where converting to air-ride

tandem and tridem configurations from older spring and rubber-bushing style suspensions is desired without relocating chassis crossmembers.

See www.customtrailers.ca or www.phoenixconversions.ca

heavy duty plate design is said to tolerate extreme weather conditions and high under-hood temperatures.

The battery's thick-walled polypropylene case is rigid to keep the internal components of the battery compressed, a structure that protects the plates from damage caused by shock and vibration, says Trojan. It's also resilient against engine oil, gasoline and other road chemicals.

The TransPower ST1000 comes with a 36-month warranty in the U.S. and Canada.

See www.trojanbattery.com

AUTOMATIC TIRE INFLATION

FROM HENDRICKSON COMES THE TIREMAXX PRO SYSTEM FOR TRAILERS **Hendrickson Trailer Suspension Systems** announced Tiremaxx Pro a

while back, an automatic inflation system that promises precise maintenance of trailer tires. It continuously monitors and adjusts tire pressure by inflating or deflating tires based on changing environmental conditions, as well as balancing tire pressures at every wheel position. It's the first automatic tire inflation system capable of active tire deflation and balancing, the company says. It's not out yet but will launch in the next month or three.

The patented system features a "straightforward" mechanical design—no electronics, transducers or pressure switches—that continuously monitors tire pressure to respond to changes in outside temperature. It draws from the

trailer air supply to keep trailer tires properly inflated and if the ambient temperature increases, the system will relieve air when necessary to prevent overinflation. This helps achieve maximum tread life with all tire configurations, Hendrickson says, but especially with wide-base single tires that are sensitive to pressure. The system balances the pressure at every tire, which is especially useful with

dual tires since it reduces scrubbing between them. It uses a rotary air connection that's integrated into the hubcap. It requires no special tools to adjust tire-pressure settings and operates on either 12- or 24-volt electrical systems.

See www.hendrickson-intl.com



SMALLER DUMP BODY

ALL-SEASON DUMP BODY FROM DURACLASS IS FOR MEDIUM-DUTY TRUCKS. The **DuraClass** Sidewinder Jr. dump body is for standard uses as well as winter snow and ice control. The 3-4-yard body is designed for medium-duty truck applications and complements the larger 5- to 14-yard capacity Sidewinders. The body



is easily prepared for unexpected early or late snowfalls, says DuraClass, and can be used for mid-winter construction events, such as water main breaks, without having to remove sanding equipment. It delivers salt/sand to the front of the truck's tires through a conveyor system, providing added traction for traveling up and down hilly terrain. The unit's low profile allows for safe traveling in minimum-clearance areas such as under power lines, areas with low tree branches, or under bridges.

See www.duraaclass.com

BATTERY CHARGER

XANTREX OFFERS NEW 60-AMP MODEL. **Xantrex Technology** says its ultra-compact charger series now includes 20, 40 and 60-amp models. Offering what's claimed to be especially high power



density—with an “aggressive” price tag—the new 60-amp charger's compact size, drip-proof design and easily accessible AC and DC wiring compartments mean it can be mounted virtually anywhere.

Just like its smaller counterparts, the

EXTENDED WARRANTY FOR KENWORTH CLASS 8s

KENWORTH and **PACCAR FINANCIAL** tell us that the **Extended Warranty**

Program offered on new truck purchases has itself been extended—it's now available through March 31, 2011, for Canadian customers who buy new Kenworth class 8 factory trucks that meet “eligibility requirements”.

You'll get a 3-year/480,000-km basic vehicle extended warranty by choosing Paccar Financial to finance your purchase. That's an additional two years and 320,000 km of warranty coverage valued at more than US\$5700.

The offer is available on Kenworth trucks ordered on or after Sept. 16, 2010 and financed through Paccar Financial no later than March 31, 2011. The prior deadline was Dec. 31, 2010. And in case you're dreaming big, we have to tell you there's a maximum of 20 trucks per customer.

See your local dealer for details or check out www.kenworth.com



60-amp model meets global safety and regulatory standards, says Xantrex, and features low electrical interference, optimal power-factor correction, multistage charging and reverse-polarity battery protection. It's also temperature-compensated so it operates in a wide range of seasonal conditions, from minus- 20C to plus-65C.

The new 60-amp Truecharge product is available for both OEM and aftermarket applications, priced at US\$630 MSRP.

See www.xantrex.com/truecharge2

EFFICIENT DRIVE TIRE

CONTINENTAL'S HDR1 ECO PLUS OFFERS LOW ROLLING RESISTANCE, SMARTWAY APPROVAL

Continental's Commercial Tire Division has just introduced what it says is one of the few open-shoulder drive tires to be verified by the U.S. Environmental Protection Agency for low rolling resistance.

The new HDR1 Eco Plus (heavy drive regional) is aimed at local pickup-and-delivery fleets that want a true open-shoulder design for optimal traction, yet need the on-highway fuel efficiency of a low-rolling-resistance tire, the company explains. It meets the requirements of the EPA's SmartWay Transport Partnership.

Continental says the tire keeps the same open-shoulder design and reduced stone retention of the original HDR1 model, introduced in 2009, with the addition of an innovative lug angle that resists irregular wear over its lifetime; a tread design with grooves that reduce stone retention; and advanced fuel-efficient tread compounding. Those compounding advancements are what allowed the tire to be verified for low rolling resistance by SmartWay, and the new tire is said to be 19 percent better in those terms than its predecessor.

The HDR1 Eco Plus remains a true open-shoulder tire for its entire life, says Continental, ensuring traction in inclement weather that isn't always found in closed-shoulder designs.

It's available now in load ranges G and H, size 275/80R22.5.

See www.continental-truck.com ▲



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By Peter Carter

Johnny I Hardly Knew Ya

But you sure gave me a few New Year's Resolutions to think about

This is an open letter to Johnny Bergen, a truck driver I met near my house in the west end of Toronto, three weeks before Christmas.

I've a few messages I'd like to pass along.

First, Johnny, thanks for bringing me my sidewalk.

You don't know this but that load of prefab concrete that you brought from Pennsylvania is part of a huge project the City of Toronto undertook a few years ago to beautify my neighborhood but man-o-man has it taken a long time to complete.

First they promised it'd be done one date, then they pushed that into the future. Now, they're talking late 2011.

The local merchants are quite peeved about all this of course because the slowpoke construction is killing their businesses. Seriously.

Some businesses have died.

In fact, even though I'm not personally interested in lawsuits, I've half a mind to call The City and accuse them of wrecking my vehicles. Our streets have been torn up so badly my car has prematurely aged a decade and I broke a rear strut on my Harley and you know what that costs.

I know I know; we're lucky to have running water and safe streets and on and on. But still. Johnny you made my day; you and your big red Pete.

Here's why:

It was about 9:30 a.m. and I was headed home from work.

Yes, that's right. I was going home. I had already arrived at the office but realized I'd forgotten my computer power cord and cell at home and needed both. So home I went and I was frustratedly inching my way up Roncesvalles (that's the name of the torn-up street), I did not want to be wasting this time in my car.

I turned the corner and saw your terrific ribbon-adorned grille.

It brightened up the intersection and I thought, "You go, trucker!"

Even the surliest city resident would have a hard time scowling at a truck decked out with such a great decoration. I memo'd myself: Find out who that driver is and give him a serious high-five.

I picked up the cell and cord at home, circled back and met you.

Not only did I get this column out of it, I was reminded by your ribbon how easy it is to make your trucks civilian-friendlier. That's a lesson we can all take to the bank.

Then, Johnny, you told me that only 30 hours earlier, you had spent from 9:45 p.m. until 1:15 the following p.m. stuck, alone, in your truck, in that yucky Buffalo snowstorm that tied up the Interstate the day prior.



BOY MEETS GRILLE: It'd take a hard-hearted four-wheeler to scowl at a sight like this.

The storm hit so quickly that you were sitting in your seat thinking that any minute now, you'll move along but any minute didn't arrive so there you sat, for more than 15 hours.

Reminded me that sometimes, events are way beyond our control and there wasn't a darn thing anybody could have done about it.

It occurred to me that if we see huge public projects taking forever—it's probably not because the people doing the hands-on work are slacking off; it's probably more a lack of leadership. From

what I could see, all the construction workers on the street were moving as fast as possible; It wasn't them holding up progress. Any more than your 15-hour stuck time did.

And the icing on the cake?

When I stopped to talk, you proudly introduced me to Nathan, 5, who was riding shotgun.

Nathan was pumped to be with you Johnny, out of school for the day and away from his littler twin brothers Michael and Matthew, who in his estimation probably get way too much attention anyway. Nathan's grin—he was also very mature—reminded me of why we do all this stuff in the first place. Kids in trucks never gets old.

So thanks Johnny. And I hope you and everybody else in this industry have a 2011 full of close encounters of the rich kind. ▲

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