

THE ITALIANS ARE COMING!

Will Fiat via Dodge Trucks ram its way onto the class-8 stage? PG. 25



Dodge
Truck's
Fred Diaz

September 2010

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Today's Trucking

The Business Magazine of Canada's Trucking Industry



Wired for Profit

Your bumper-to-bumper guide to
the care and feeding of your trucks'
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PG. 17

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HINO, REVISITED: 2011 brings styling changes and an all new class 5.



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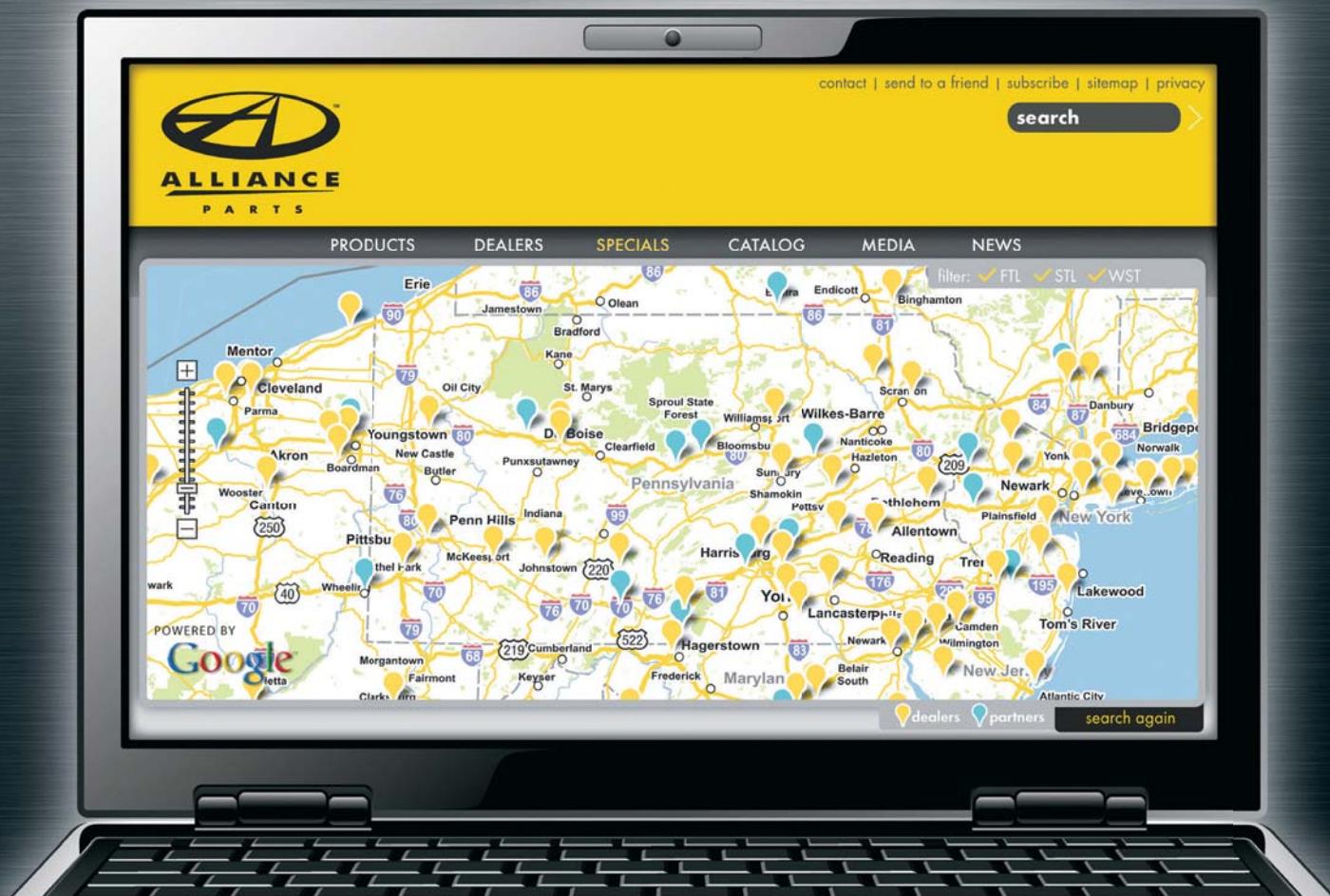
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Putting the cause first; the money last

I just read "Our Driving Forces" (August, 2010).

Your writer Jim Park should be commended for the exceptional work that he did in reporting this to the community. I think he has done wonders in making Canadians more aware of the military life and what it would be like to be a soldier on the front lines. I cannot think of a more fitting word for his piece than "reflective."

The story is a remarkable and fitting piece of journalism that touches the heart. Being a former officer myself and knowing quite of few of the boys from our area who are in the mission, I think the story will help sensitize readers so they'll know what these men and women are going through.

A lot of incredible people have put the money last and the cause first, and I know that those who choose to pay it forward will receive their reward in heaven.

I have also shared Jim's article with a personal friend of mine.

One the first three Canadian soldiers killed in this mission was Sgt. Marc Leger from our area. I count among my friends his parents, Richard and Claire Leger, who have worked tremendously with a lot of the other 151 Canadian military casualties.



Master Corporal Rob Wall, right, and Corporal Jeff Carpenter.

I am sure that the Legers and other Silver Cross families across Canada will appreciate that you recognized the efforts and sacrifices of our brothers and sisters in arms.

The help that your magazine gave to the Red Ribbon Forces Campaign and its message is also greatly appreciated. What a picture it will be when the boys who are injured or returning can see a Red Ribbon on the side of a truck and know that someone does really care about what they have done. (www.supportcanadatroops.ca)

GOING THAT EXTRA KICK: Tips from Canada's top fleet fixer, PG.22



Day Transporter Jim Riddle

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How drivers support our troops

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The Ultimate Synthetic Performance On The Road, And Off

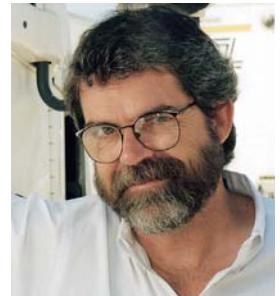


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By Rolf Lockwood



Barge Right In

Marine Atlantic has a dismal record in sailing ferries between Newfoundland and the mainland. Is it time for private enterprise?

Several things on my mind as I sit down to blather, but one of them is urgent. I'm talking about the utter mess called Marine Atlantic Inc. (MAI). For those of you who don't truck east, that's the crown corporation that operates four ferries between North Sydney, Nova Scotia, and Port aux Basques, Newfoundland.

This outfit has had a "rough summer" to quote MAI president Wayne Follett, and that's a classic understatement. Breakdowns of ships and even dock ramps have played havoc with schedules, but MAI's on-time performance isn't better than 15 percent anyway. Given that Newfoundland depends on this service and fleet owners have no choice but to use it (I'll add an asterisk here, see below), it simply has to be better. Way better.

The thing is, unless you're a big fleet, you could wait weeks to get a reservation in the first place. For trucking companies of all sizes, but especially little ones, it's intolerable.

Things began to come apart six months back when, at the trucking industry's request, a reservation system was put in place. The system clearly doesn't work even after it was tweaked in July. Until this year bookings were made on a first come/first served basis, but truck operators wanted predictability. The new system, however, gave preference to big outfits that could book more space than they actually needed and then cancel unneeded spots at the last minute. The little guys, most of whom can't make advanced bookings because their loads often don't materialize early enough, were left having to accept reservations a month away in many cases.

Then the system was adjusted so that big-fleet cancellations had to be made at least 24 hours in advance of sailing, which theoretically allowed the independent small fleets to make last-minute reservations. Yet many ferry runs are still made with space on board but trucks left waiting on the dock. Like one recent evening when the MV Joseph and Clara Smallwood sailed from Newfoundland carrying 25 drop trailers and 15 'live units' when it had room for 30 of each. It left three lanes of parked commercial traffic behind, even though it sailed 10 hours late!

Why does this happen? Most observers, and I see no reason to argue, figure it's simple incompetence at the supervisory level.

As an experiment, one big-fleet manager recently tried to use the new stand-by lane, aimed at helping small operators. He pulled his driver out of the line after 28 hours, having missed four

crossings, and then got a message 22 hours later saying his truck was good to go on the next sailing. That's an unacceptable 50-hour wait. He now has serious sympathy for the four-truck fleets trying to make a living hauling freight to or from The Rock.

Now, the asterisk. Greer Hunt of Hunt's Transport in Mount Pearl, Nfld., got so fed up with all the delays—the reservation system has meant a 20-percent drop in trips to the island for him—that he chartered his own barge to sail between southern Ontario and Newfoundland back in early August. He linked up with McKeil Marine in Hamilton, Ont., and it's not a one-time thing.

He pulled his driver out of the line after 28 hours, having missed four crossings, and then got a message 22 hours later saying his truck was good to go. That's an unacceptable 50-hour wait.

says the barge won't replace MAI ferries in his business, but it's a useful option that didn't exist a couple of months ago.

Marine Atlantic does have improvements coming—two new vessels to replace the tired Smallwood and Caribou ferries, plus a new terminal in North Sydney—but in my view it's clearly the MAI organization, not just the infrastructure, that needs revamping.

Is private enterprise the real answer here? I usually object to toll roads and bridges being in private hands but we're talking about the final 180 km of the eastern Trans Canada Highway here, so the 'road' simply has to work. Back in 1949 we promised Newfoundland that it would but we're comprehensively Welching on that pledge. If it takes a for-hire barge or ferry service to do the trick, then so be it. A little competition might even stir up a better effort from Marine Atlantic. ▲

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

Dispatch

BY MARCO BEGHETTO

Emissionary Positions

The EPA thinks critics of SCR might have a point after all; and it's considering amending the emissions rules for those trucks in the future.

SHOWDOWN: The engine feud between Navistar and SCR suppliers is turning into a no-holds-barred affair.



You'd be forgiven for thinking (or hoping) that the hostility between SCR engine makers and Navistar, the lone truck-maker not using SCR in 2010, would be over by now—or at least moved somewhere behind closed doors. What were you (and we) thinking?

With the competitive stakes as big as they are, it's

clear now that things have only been simmering these last few years.

The pot boiled over in late July when Navistar used a public workshop to accuse rivals who produce SCR engines that require diesel exhaust fluid (DEF) of abusing "compliance loopholes."

As you read here in June, this so-called workshop was scheduled after Navistar

agreed to drop its lawsuits against the EPA and the California Air Resources Board (CARB) for approving SCR engines to meet the 2010 emissions standard.

The folks from Cummins, Daimler Trucks, Volvo and Mack were at the EPA-CARB seminar too and were undoubtedly apoplectic, even if they weren't surprised, not least because

there could be possible changes coming to the engine rules.

At the outset of the event—even before any other voices were heard—The EPA-CARB people let it be known that they thought Navistar might have a point. In what's perhaps another example of EPA's inability to muster a sensible, if not consistent, approach to emis-

hees

sions control, they announced that they were considering changes to the law regarding SCR as early as next January.

"In the midst of all this good news for our industry and the environment, we learned a few weeks ago—not even six months after the implementation date for the new technology—that the regulations we followed in good faith were to be reconsidered," said John Mies, vice president, corporate communications for both Mack and Volvo, at the workshop. "And why? In large part because of concerns being raised by a single competitor."

Reiterating those concerns, Navistar again challenged EPA's 2010 rule, which allows an SCR engine, in the event that its supply of DEF runs out, to be derated slowly before it's shut down entirely. Navistar says that the derating process could take 1,000 miles, increasing NOx levels 10 times higher than when DEF is present.

"Truck owners are paying a substantial price to comply with 2010 NOx requirements," said Jack Allen, president of Navistar's North American truck group. "They, and the public, deserve to know that the new equipment they are purchasing actually works as

promised to curb pollution."

Going further, Navistar even presented a video that purported to show drivers of an SCR Freightliner Cascadia "tricking" the engine by substituting plain water for DEF (and, according to its video commentary, freely driven up to 11,000 miles with H2O).

Despite having agreed to the derating process years earlier, the EPA and CARB said they now "expect" that truck and engine makers will ensure that vehicles "are not allowed to operate out of compliance for significant periods of time."

Competing manufacturers moved quickly to dispel Navistar's accusations. John Walsh of Mack Trucks questioned the methodology of the experiment. He told *Today's Trucking* that if DEF levels run low or another liquid is used as a substitute, audible sensors would go off, warning drivers of the derating process, which would ultimately limit the truck to 5 mph at the time of diesel fuel refilling. Another engineer privately told us that while Freightliner's first derating "inducement" for low level DEF could be more flexible than some other engines, it's unlikely the test truck was driven absent DEF without

NAVISTAR WARS: May the MaxxForce be with you, or so they hope.



MAXX BITES BACK

Navistar's EGR MaxxForce engines were purported to cost more to fill-up than their SCR counterparts. Not so fast, the company says. Navistar's senior vice president Jim Hebe recently led an online press conference in which he and a pair of colleagues announced the results of some fuel testing done for them by Ohio's well-respected Transportation Research Center. Lo and behold, the MaxxForce 13 won the day. Installed in a ProStar tractor, it's claimed to have bettered a Cummins ISX in a Kenworth T660 by 2.5 percent and a Detroit Diesel DD15 in a Freightliner Cascadia by one percent.

However, the company is factoring in the diesel exhaust fluid (DEF) required in SCR trucks, reasoning that any competitive measurement should really account for both tanks. Hence, the seemingly logical new term "fluid economy" (rather than fuel economy) Navistar introduced at the webinar.

"We came out better than we ever expected," said Hebe. Conducted in June and early July, the tests were not run on a closed track but on a 440-mile interstate loop around northern Indiana to the TMC Type 4 standard. The tractors were spec'd as similarly as possible, tires and all, with final-drive ratios matched.

Asked why the 12.4-litre

MaxxForce 13 wasn't tested against other motors its own size, Hebe said the Detroit DD13 and Cummins ISX 11.9 simply weren't available when they went shopping for competitor trucks. Nor was Paccar's MX13. He also said they'll test the MaxxForce 15—still scheduled for a full launch in the first quarter of 2011—against other engines too.

However, some say the Navistar testing pitted apples against oranges. Daimler Trucks reacted by saying "the combination chosen by our competitor does not comply with these basic premises for proper engineering work and thus doesn't provide a trustworthy result."

"The 440-mile test run by our competitor is not appropriate for testing modern EPA 2010-compliant trucks," the statement went on. "Running such a short-distance test tampers with the outcome by calibrating regeneration intervals to occur immediately before and immediately after the test is completed. DTNA's BlueTec Detroit Diesel engines regenerate after thousands of miles, not hundreds of miles."

"The longer the test, the more realistic the results." When asked, Navistar allowed that the MaxxForce engine did indeed do more regens than the others, but simply didn't use any more fuel in the process."

—Rolf Lockwood

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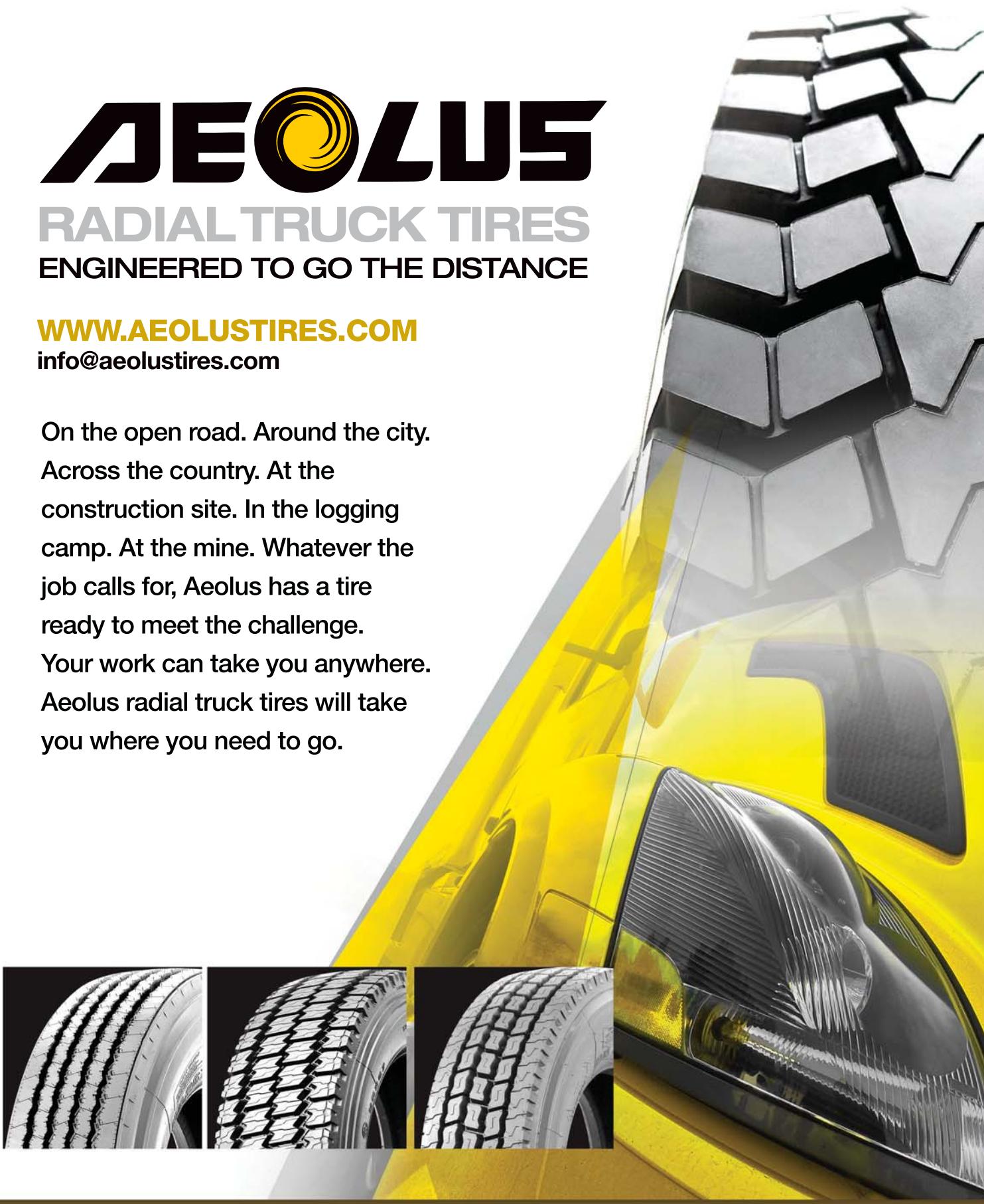
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topping up the fuel tank. "If you consume more than [one-fifth] of the total fuel capacity, there is another derate," he says. "Do you know of anyone that will carry extra diesel fuel around to defeat an SCR system? That's just plain stupid."

As we were going to press, Daimler Trucks sent out a mass email, claiming that when Navistar used plain water rather than DEF, it in effect "hired a third party to break the law" by deliberately defeating competitors' emissions controls.

Steve Berry, director, government relations for Volvo Powertrain, said that despite Navistar's claims, there is no evidence of DEF refill or SCR

tampering issues in the field and he believes "it is premature to impose new restrictions in the absence of any evidence of need."

John Mies blasted Navistar for launching a campaign that assumes "that most of its customers, and the trucking industry as a whole, are hell-bent on illegal circumvention of emissions controls."

Carry extra diesel fuel around to defeat an SCR system? That's just plain stupid."

Of course, the SCR camp was going to once again raise the fact that while Navistar protests SCR engines being given "a licence to pollute," the company has no engine that meets the EPA NOx emissions limit of 0.2 grams per horsepower/hour. They're stuck at 0.5

grams (though development continues, according to Navistar's Jim Hebe) and are using banked emissions credits in order to sell the engines now. "We just find it so ironic," says John Walsh, "that a manufacturer who so far this year has sold exclusively thousands of higher-emitting pre-EPA10 engines ... is now concerned about the environment? And: 'Is the use of credits to far exceed the 0.2 g NOx standard not a 'loophole'?"

Considering the sales hit they've taken in this recession, who knew these truckmakers could have so much competitive testosterone left over? Get out some more popcorn. This one ain't over.

— *with files from Rolf Lockwood*

Equipment Used and Enthused

Not wanting to sit on their hands as freight conditions improve—but still apprehensive about making major capital investments—truck buyers, including big fleets, are increasingly turning to used trucks to grow their business.

In fact, there are few more honest barometers right now than the pre-owned truck market to gauge fleet owners' sentiments about the medium-term freight economy.

Demand for used commercial vehicles has soared this summer—as much as 60 percent over last year. And only a couple of years removed from a major glut of pre-owned inventory, suppliers are now



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Website: www.tac-atc.ca

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November 5

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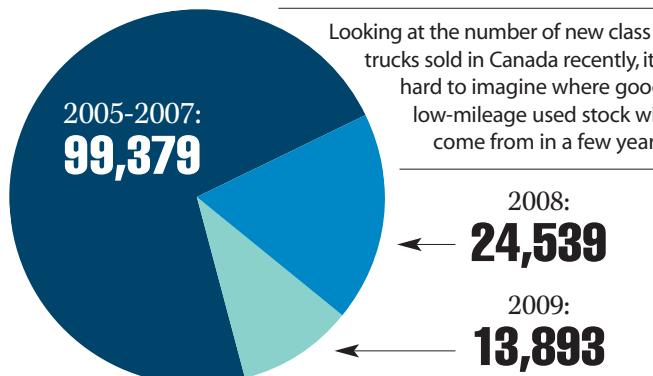
predicting a shortage in the next 24 months.

Last year, the price for a class 8 highway truck in 2009 was comparable (in absolute dollars) to the sticker price of 30 years ago, but the value of iron has shot up exponentially in just a few short months. According to the American Truck Dealers Association, the average retail value of a 2007 Freightliner Century 120 with 360K was up to \$43,300 in July from \$36,000 in the fourth quarter of 2009.

"There's been a very large price increase over the last three months especially," says Nevio Turchet, used trucks manager for SelecTrucks Canada, adding that he had his best ever single-month in sales this past June. "I'm buying trucks for a minimum of \$3,500 more, for the same

truck, same year, than I did back in March."

Turchet agrees that truckers, big and small, are in a position to add some capacity as volumes and rates



Looking at the number of new class 8 trucks sold in Canada recently, it's hard to imagine where good, low-mileage used stock will come from in a few years.

2008:
24,539
2009:
13,893

improve, but are hesitant to spend on much more expensive, somewhat unproven 2010 trucks while the economy is still fragile. "Everybody is a little afraid this may not be sustained growth, so why get into a four-year commit-

ment with a \$150,000 truck when you can get into a two-year commitment with a good quality \$50,000 truck?" Frank Oliveira also says speculation of a double-dip

expanding business with the least amount of risk, and right now that's used trucks."

Not so long ago owner-operators represented about 90 percent of Arrow Trucks' business, adds Oliveira.

Today, it's down to 65 percent, with company fleets making up the difference. "On top of that, we've sold packages of used trucks to some prominent players and are still negotiating with some other substantial-sized fleets."

Although there are still plenty of 400,000-mile, '06-07 pre-buy models around, many quality low-mileage trucks that entered the pre-owned market after being parked against the fence for much of the recession are now rapidly being driven off of dealer lots. And the lack of a similar pre-buy in '08-'09

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indicates that there'll be a significant shortage of inventory in the next two years. (See chart pg.14).

"How do we go from a glut to a shortage that quickly?" Oliveira asks rhetorically. "How many [new] trucks were sold in the last two years? So, just by systematic logic, how many trucks are we going to have in the [used] market in four or five years? Nada."

There's been some talk that a severe used truck shortage could be staved off as financiers demand equipment back from the "zombie truckers" they've been so lenient with because of the depressed value of equipment.

It's possible creditors could finally start closing the books on some inefficient carriers, but Turchet, for

WHAT'S MOVING

The boost in freight tonnage to start 2010 is reflected in the increased demand of the long and tall highway truck in the used truck market.

Frank Oliveira of **Arrow Trucks Sales Canada** says that right now, the low mileage conventional truck that has "costing and efficiencies" on its side is moving fast.



"It's not that owner-operators don't like flashy truck's anymore, but what they're looking at driving is a lot different than five years ago," he says. Fuel efficiency is more sensitive than it ever has been before."

Daycabs are never entirely out of demand. In the Prairies, **Brian Sarnia** of **Freightliner Manitoba** says he loaded up with daycabs in the spring in anticipation of a busy summer in the outdoor utilities sector, "but it's been raining the whole time."

Still, daycab reconfigurations are still decently strong. "We take old day cabs, add a dump or a grain box and sell them to farmers. We do an awful lot of that here."

one, shrugs off the notion.

"If the finance companies have lived with these guys this long, then there's no reason not to live with them further, especially when you're seeing a rise in freight," he says. "No one wants a repo because regardless of value, the

finance company usually doesn't win on that one."

As well, many trucks that are taken from bankrupt carriers aren't exactly in the best condition and unless there's a cash infusion to get them road-fit, they won't be too marketable outside of the auction block.

Brian Sarnia, sales manager with Freightliner Manitoba concurs. "Low-mileage, late model used trucks are the ones people are after." With older, somewhat neglected equipment, "there's the extra cost of certifying them and bringing them up-to-date, so it's not always worth it."

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<input checked="" type="checkbox"/> Productivity	<input checked="" type="checkbox"/> Lower Maintenance
<input checked="" type="checkbox"/> Fuel Efficiency	<input checked="" type="checkbox"/> Driveability
<input checked="" type="checkbox"/> Reliability	<input checked="" type="checkbox"/> Driveline Protection
<input checked="" type="checkbox"/> Durability	<input checked="" type="checkbox"/> Warranty Coverage
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Speed Limiters

Another Limiter Rap Bites the Dust

The pillars holding up Ontario's speed limiter law are getting shakier. A second known speed limiter infraction has been dismissed in as many weeks, we recently learned. In late July, an Ontario Provincial prosecutor refused to follow through on charges against a trucker for not being "equipped with a working speed limiting system" set at the mandated limit of 105 km/h. The lease operator received the ticket at an MTO scale in Dryden, Ont., last October and opted to fight the \$315 fine.

The prosecutor decided to not pursue the charge in court when the driver's paralegal representative indicated he would challenge the legitimacy of the engine code reader used to verify speed limiter settings if the case was tried. Ritchie Noel of Sunset Country Paralegal told *Today's Trucking* that the driver asked the MTO inspector to sign a document that relieved the trucker of liability if the ECM code reader were to cause any damage to the truck's computer. The officer refused but was given access to the ECM port anyway. The driver claimed that the procedure damaged the computer and it had to be replaced at a cost of \$650, plus installation.

The case closely resembles the one we reported in this space in our last issue. In that event, owner-op Lee Ingratta had his ticket for refusing a speed limiter inspection thrown out by a traffic court



THE PRESIDENT'S CHOICE

LOBLAW takes great pains to run green, in every nook of its corporate activities. When it comes to its fleet, that means a wide range of modifications, including bunk heaters to minimize idling; multi-axle trailers and super singles wherever possible, and retreading tires at a rate, in 2009 leastways, of 80 percent. Now, Loblaw has recently introduced a test hybrid Peterbilt 386 to its southern Ontario routes. It's the first class 8 hybrid in Canada. The 2008 Pete combines aerodynamics with fuel-efficient hybrid technology and almost every known bell'n'whistle, including a two-pedal Fuller Ultrashift, for on-highway and bottom line performance. The Eaton hybrid power system recovers energy usually lost during braking and stores it in batteries for later use. That electricity is then sent through the motor/generator and, blended with engine torque to improve vehicle performance, operates the engine in a more fuel-efficient range for a given speed and/or only with electric power in certain situations. The system's batteries power the heating, a/c, and electrical systems when the engine is off. When the idle reduction mode is active, engine operation is limited to battery charging, an automatically controlled process that takes approximately five minutes per hour to fully charge the system.

judge. Ingratta—a self-proclaimed computer expert—insisted (and the judge agreed) that the EZ-TAP reader used by the MTO is capable of releasing static charges and possibly even viruses that could damage the truck's ECM. He too agreed to the inspection only if the MTO officer signed a waiver accepting responsibility for any damage. The officer refused and handed Ingratta the ticket anyway. Even though the

operator failed the speed limiter check in this most recent case, Ritchie Noel says the charge likely wouldn't have stood up under scrutiny. "Much like a radar gun, it was going to be my defence that there has to be some sort of testing guidelines on that (EZ-TAP) device that proves it works properly at the time of [inspection] and capable of measuring all types of parameters on all types of engines."

Noel tells us that MTO

officers privately confessed to him that some of the readers are known to cause problems on certain engine models. Add in the claim of damage to the engine's computer, and Noel feels that the defence certainly had a winnable case. (Noel says he recently got another company in Sault Ste. Marie off of a speed limiter charge with a similar argument).

"I told the [prosecutor] that if he was going to proceed, this is going to be my defence—that I was going to challenge whether this thing actually was working properly," he says. "Given the fact that we think we had the right [Justice of the Peace] that would have certainly found reasonable doubt in this, they chose not to proceed."

Compliance

Oh, Say Can You CSA...

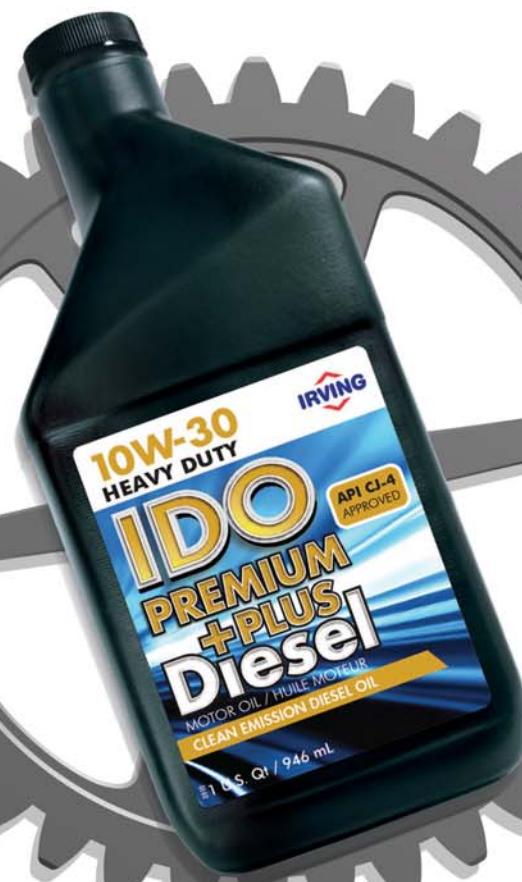
The Federal Motor Carrier Safety Administration (FMCSA) appears to have made a good start at correcting shortcomings in its CSA 2010 Safety Measurement System, according to trucking companies that are testing the program.

Preliminary reports from carriers in the states where CSA 2010 is being pilot-tested indicate that safety scores are changing "somewhat dramatically" under the revised system, said David Osiecki, senior vice president of Policy and Regulatory Affairs at American Trucking Associations (ATA).

That's the direction of the feedback we're getting," Osiecki said.

Carriers that formerly said

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the system was falsely labeling them as deficient are now reporting that they are no longer deficient. "It's very early, and only a handful of carriers, but uniformly they have said these changes seem to be going in the right direction."

The revisions in the system reflect areas that have been of major concern to carriers, such as the agency's method of measuring exposure in order to determine safety performance, severity weightings for roadside inspections and accounting for size-and-weight violations.

All indications from the field are that carriers that have not familiarized themselves with the new safety system may be in for a surprise.

Rob Abbott, vice president of safety policy at ATA, predicts that around 25 percent of the nation's fleet will be getting warning letters from FMCSA starting in December. "Depending on how you do the math, you're talking about tens of thousands of motor carriers that will instantly raise their awareness and the need to begin paying attention and looking into their scores. That's a good thing."

The agency made substantive revisions to the system that carriers had complained were based on flawed methodology and unfairly targeting the wrong carriers.

"We were able to show instances of carriers that have super crash rates and great recent compliance reviews, but the system showed that they were labeled as safety deficient," said Abbott.

DIVINE INTERVENTION

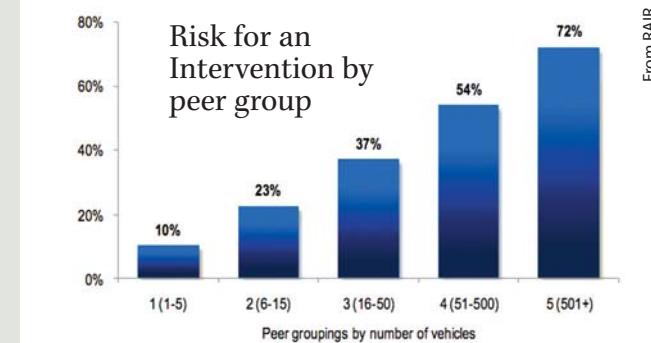
One in five carriers right now is at risk of an FMCSA "intervention" if CSA 2010 enforcement began today—with the large majority of that group being big fleets.

According to a study by RAIR, a carrier safety risk management firm in the U.S., small fleets and owner-operators (one to five trucks) are only 10 percent at risk of receiving an intervention from FMCSA, while fleets with more than 500 trucks—evidently because they have far more trucks on the road—are 72 percent at risk.

Under CSA 2010, an "intervention" is the FMCSA's corrective action for carriers with sub-par safety performances. Scores are based on carriers' peer percentile rank—safety data that is sorted into seven buckets called BASICs.

The study, based on data from SafeStat and published CSA 2010 methodology, analyzed the performances of more than 60,000 carriers.

The analysis shows that carriers in general are most likely to be deficient in the BASIC category of Unsafe Driving and least likely to violate Drugs & Alcohol rules.



*Based on analysis of data from SafeStat and the current CSA 2010 methodology published by the FMCSA.

Large fleets are at higher risk for a CSA intervention, but smaller truckers are most likely to be deficient in fatigued driving.

While they may be least at risk for an intervention, small one-to-five truck carriers are most likely to violate the threshold for fatigued driving, while all truck fleets over 16 trucks were most at risk for unsafe driving.

The most significant change the agency made is to amend the way it measures a carrier's exposure in two of the seven Behavioral Analysis Safety Improvement Categories, or BASICs. For the Unsafe Driving and the Crash Indicator BASICs (the other five are Fatigued Driving, Driver Fitness, Controlled Substances and Alcohol, Vehicle Maintenance, Cargo-Related) the agency formerly based its calculation solely on the number of power units a carrier runs. Now it will use a measure based on a combination of power units and vehicle miles traveled.

To support this change, FMCSA is now mandating that carriers supply mileage information in their regular reports on the MC-150 form,

Abbott said.

As well, the Crash Indicator category will use the number of crashes and not the number of power units in the fleet and the Unsafe Driving category will use the number of inspections with a violation to establish which group the carrier is in.

The new system also separates carriers into segments based on vehicle configuration combination units versus straight trucks and the power-unit count will be dropped from the Drugs and Alcohol category. The exposure measurement there will be the number of relevant inspections.

In addition, severity weightings for some roadside inspection violations will be updated to reflect

true safety performance. And rather than counting size and weight violations in the Cargo category, the agency will send alerts to roadside inspectors when carriers have a history of these infractions.

One continuing area of concern for carriers, however, is that the system still does not recognize the difference between preventable and non-preventable accidents, including in the data incidents in which the carrier may not be at fault.

Abbott noted that the agency plans to assemble a team to review crash reports and make accountability determinations, but added that this is not likely to happen by November when the system is scheduled to go live.

— By Oliver Patton



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Finance

Ruling Goes for Brokers

An Ontario Superior Court Justice has made it easier for truckers to get paid when their customers shutter the windows.

The court ruled that Ontario logistics companies and brokers must put payment in a trust for its transport carriers, regardless of where the contract was made or whether the service operator is based in the province.

Writing in an industry newsletter, Gowlings partner Dean Saul explained how the new ruling on the Ontario Highway Traffic Act affects truckers, logistics providers, and load brokers.

Section 191.0.1(3) states that "a person who arranges with an operator to carry the goods of another person ... shall hold any money received from the consignor or consignee ... in a trust account in trust for the operator until the money is paid to the operator."

Until now, it has been difficult for carriers to claim a benefit for a trust account since the provision had been interpreted differently by various interests.

The implications of the

heard on the Street

■ Not only is this year the 50th anniversary of the 15th largest for-hire carrier in Canada, **MANITOULIN TRANSPORT**, it's the third year in a row the company has sponsored a golf tournament to raise money for a charitable organization called Reach for the Rainbow. The Manitoulin-Traction Golf Classic, held at two courses, brought in more than \$275 grand for the charity.

■ **Bill Gagnon** of **BIG FREIGHT SYSTEMS** is the winner of the 2010 Manitoba Trucking Association-Volvo Trucks Canada Driver of the Year. Gagnon got his start as a truck driver 43 years ago with the Canadian Armed Forces before moving on to the for-hire trucking sector in 1983.

Still averaging 110,000 miles annually, Gagnon is a coast-to-coast highway driver who has plenty of experience on winter/bush off-roads as well.

decision are two-fold, Saul explains: A logistics company or anyone else based in Ontario who arranges for the transportation of customer's goods has a statutory obligation of establishing a trust account for the transport operator and those funds must be held until the operator has been paid for the arranged services.

As well, "a claim under the trust obligation (if there are available funds in trust) trumps all other claims on the basis that the money sought by the operator was never an asset of the logistics company, and consequently cannot be made the subject of a claim by the company's secured or unsecured creditors."

Companies that arrange

■ The **COMMERCIAL VEHICLE SAFETY ALLIANCE** didn't have to look very far for an official executive director. **Stephen Keppler**, who for the last year has been serving as interim executive director for the North American umbrella group of highway enforcement agencies, will now keep the role permanently.



■ **KINEDYNE CANADA** recently appointed **Robert Mitchell Hynes**, of Pierrefonds, Que., as the new sales representative for its eastern Canada region. In this role, Hynes will provide coordination of company sales, pricing, and marketing functions within Ontario, Quebec, and throughout the Maritime Provinces.

■ **HOME HARDWARE** took home plenty of hardware at the Ontario Trucking Driving Championships. **Shawn Matheson**, specifically, garnered the most overall points, won the tandem-tandem category, and was ultimately named Grand Champion. Winners in other categories included: **Karen Porter**, Purolator; **Trevor-Lee Laronde**, Miller Waste; **Clary Ward**, Con-Way; **Jeff Maclean**, SLH Transport.

transportation services from a base outside of Ontario are not subject to the trust obligation.

However, questions linger over whether the section has teeth. As Saul notes, it does not specifically set out a penalty for the failure of the "arranger" to comply and maintain the prescribed trust account. ▲

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YOU A SONG-WRITIN', TRUCK-DRIVIN' MAN?

About 20 years ago a young man driving down the Trans Canada in a red 1972 Datsun 510 with his girlfriend ran out of coolant and had to pull over to the side of the highway.

The driver got out of the car, thumbed a ride down to Nairn Centre to get some water and Bar's Leak and the guy who gave him a lift back to the Datsun commented: "You figure you would hitchhike that far if it were your girlfriend who was thirsty instead of your car?"

Now, 20 years later, that young man (who is on the reportorial staff at *Today's Trucking*) is going to try to immortalize that memory and that stretch of highway in the CBC Radio 2 RoadSong Contest, which opens this month.

(There were some other things that happened to that guy on that road but you're going to have to wait for the contest to hear those details.)

The point is, CBC Radio 2 wants to add to the annals of Canadian songwriting by creating 13 new road songs, one from each province and territory. (Click on www.cbc.ca/radio2 for details).

"We'll be asking Canadians to nominate and vote for an awe-inspiring stretch of road that should be immortalized in a brand new song," CBC stated.

Song Quest starts on Tuesday, September 7th.

Meanwhile, we here at todaystrucking.com are still working on a something that rhymes with radiator.

For more go to <http://tinyurl.com/cbcsong>

BITS & BITES

Shutter 'Em Up

The Ontario government will close three truck inspection facilities in October and transfer enforcement personnel to "higher volume" sites within the province. The facilities slated for shuttering are the Sarnia North site, on the westbound lanes of Hwy. 402; the Winona Stoney Creek site, located on the Niagara-bound lanes of the QEW; as well as the Fort Erie site, also on the QEW. The MTO says many of the trucks passing through them could be inspected at other stations relatively nearby.

For more go to: <http://tinyurl.com/mtoclose>



Honk if you don't want them to meet Jesus

U.S. Transportation Secretary Ray LaHood thinks truck drivers should honk their horns when they see four-wheeler drivers using cell phones. "Give them

The Bright Side



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

Over the years, the media has been particularly hostile to the trucking industry (although, not always without reason). We traditionally have done a pretty good job of spotting and exposing anti-truck bias in the media.

Rail lobby-driven, anti-truck rhetoric isn't as common in newspapers and news broadcasts as it once was.

We'd like to think that CRASH has been removed from most reporters' rolodexes (metaphorically, I mean, who still uses rolodexes??).

And every once in while, you'll see stories that treat trucking and truckers pretty respectfully.

Jim Kenzie, the esteemed automotive writer for the Wheels section in *The Toronto Star*, recently had a personal account of the Ontario Truck Driving Championships (check it out here: <http://tinyurl.com/ontchamps>).

The headline—The Fine Art of Heavy Haulin'—sets the tone.

While inside baseball for us, it's nice to see facts like these in a newspaper article: *Nonetheless, the trucking industry—and particularly its drivers—often take a lot of heat, because whenever a big truck hits a car, the car loses. Never mind that in the majority of cases, the truck driver is not at fault.*

You don't read stuff like that too often in the MSM. When you do, I suggest sending the reporter a short message thanking him for not taking the easy, sensationalist view of trucking we see so often.

Comments: *Well said Marco! I watched a driver back a super-B off the street and into a Windsor Plywood yard. The driver was exiting the cab when I came out of the store. I gave him a pat on the back, shook his hand heartily and praised him ... I hope it made the driver's day; it certainly made mine.*

Posted By: **RobinDoherty**

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a honk or two. Or three," he said. "You all are ahead of the curve on this; you all have set a standard."

Of course, in the interest of keeping drivers' eyes on the road, a reasonable argument could be made that an air horn blast from behind a soccer mom's ear could be a touch distracting too.

For more go to <http://tinyurl.com/honkhorn>

Look on bright side. Just try not to drive there

Drivers should take greater precautions against skin cancer because new research shows that there could be a link between sitting in the left seat and exposure to harmful UV rays. Researchers at the St. Louis University medical school say a small majority of skin cancers occur on the left side of the body, hinting, perhaps, that there could be a link between skin cancer and cruising down the road on a sunny day with your arm stuck out the window. And to think that all this is why you didn't become a lifeguard at the beach, right?

For more go to <http://tinyurl.com/driverside1>

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Canada: Truck Sales Index

June 2010

CLASS 8	This Month	YTD '10	YTD '09	Share
International	461	2422	2023	27.2%
Kenworth	303	1754	736	19.7%
Freightliner	199	1716	1509	19.3%
Peterbilt	176	994	376	11.2%
Volvo	141	811	729	9.1%
Western Star	119	592	518	6.6%
Mack	100	484	563	5.4%
Sterling	46	131	537	1.5%
TOTAL	1545	8904	6991	100.0%



CLASS 7	This Month	YTD '10	YTD '09	Share
International	76	455	288	41.9%
Kenworth	31	168	152	15.5%
Peterbilt	40	162	159	14.9%
Freightliner	38	151	117	13.9%
Hino Canada	22	132	115	12.2%
Sterling	10	17	66	1.6%
TOTAL	217	1085	897	100.0%



CLASS 6	This Month	YTD '10	YTD '09	Share
International	40	175	135	49.2%
Hino Canada	13	106	147	29.8%
Freightliner	12	34	41	9.6%
Peterbilt	23	29	17	8.1%
Sterling	2	12	22	3.4%
TOTAL	90	356	362	100.0%



CLASS 5	This Month	YTD '10	YTD '09	Share
Hino Canada	24	237	217	63.7%
International	10	88	95	23.7%
Kenworth	2	26	31	7.0%
Sterling	0	11	188	3.0%
Peterbilt	6	6	6	1.6%
Freightliner	2	4	4	1.1%
TOTAL	44	372	541	100.0%



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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '10
Freightliner	2658	15,792
International	2884	14,217
Peterbilt	877	5708
Kenworth	823	4903
Volvo	776	3884
Mack	614	3820
Western Star	130	467
Sterling	132	461
Other	2	10
TOTAL	8896	49,262



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	31	39	6	35	178	121	28	13	3	7	461
Kenworth	22	93	11	15	73	75	14	0	0	0	303
Freightliner	19	23	8	13	60	49	18	8	0	1	199
Peterbilt	12	57	8	29	14	45	5	6	0	0	176
Volvo	12	5	12	3	67	32	3	4	0	3	141
Western Star	29	32	4	3	22	22	5	0	0	2	119
Mack	5	4	6	9	50	15	9	2	0	0	100
Sterling	4	18	9	0	1	14	0	0	0	0	46
TOTAL	134	271	64	107	465	373	82	33	3	13	1545
YTD 2010	644	1339	417	529	2986	2166	445	304	8	66	8904

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



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Street Smarts

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INSIDE:

29 Ride 'em Now Boy



Italian Job

truck buyers *Chrysler's partnership with Fiat could propel Ram Trucks into the class 8 market; but it has to get its light- and medium-duty house in order first.* By Marco Beghetto

In discovering America, it was an Italian who welded forever the economic and cultural links between the Old and New Worlds. More recently, the U.S. has been the most vital mass distribution market for some of the Italy's finest products—food, film, and fast cars, to cite a few.

Now, thanks to Turin-based Fiat's acquisition of about a fifth of Chrysler, that relationship is expanding into the North American commercial vehicles sector, including, perhaps, the heavy-truck market.

Fred Diaz, the head of Dodge's Ram Trucks brand (now a standalone nameplate distinct from Dodge) first hinted at the possibility last fall when he unveiled details of Ram's five-year business plan.

In an exclusive interview with *Today's Trucking*, Diaz recently expounded on the idea of Chrysler re-entering the class 8 segment after a 35-year absence. (The automotive giant dropped its HD lineup—in which the Big Horn was the flagship tractor—during the mid-70's recession).

"We are, for a fact, seriously considering the possibility of getting into the class 8 segment of trucking and the vehicle that would go along with that," says Diaz.

He did emphasize, though, that producing a heavy-duty truck is not part of Ram Trucks' immediate plans. The priority over the next four years or so will be the introduction of new or redesigned pick-up, light- and medium-duty cab chassis lines, and commercial vans (more on that below).

"Once we have successfully accomplished all that, is when we will investigate even stronger about getting into the class 8 market. But we need to get our house in order before we do that."

If it happens—and judging purely by Diaz's enthusiasm right now, we'd peg the odds about the same as this writer NOT breaking 100 in his next golf game (pretty good)—Ram will undoubtedly do it with the support of Fiat's Iveco division, which is the third-largest commercial vehicle maker in the world.

PICK-UP LINE

Once a popular pickup, the Dodge Dakota is on its way out. It'll be replaced after next year, likely by a unibody. And, again, a Fiat and Iveco platform are very real possibilities (diesel, maybe?) to take over, although something in-house isn't out of the question.

Whatever it is, Ram is looking to get back to basics with a smaller more fuel-efficient model.

Big Ram truck enthusiasts might raise an eyebrow at a unibody, but the Dakota in particular ran into problems when the recession hit the shrinking pickup segment.

Midway between a compact and full-size pickup, the Dakota found itself competing with the more capable (but not much more pricey) Ram 1500 half-ton when it increased in size but not capacity a few years ago. With the latter being the better deal for truckers and smaller pickups more attractive to the average consumer, the Dakota was stuck in truck Limbo. "That truck is an absolute brute," says Ram Trucks President Fred Diaz. "It's a great truck. But we did overbuild that truck."



Fred Diaz

Although he couldn't comment on specifics, Diaz did say that it's a safe bet Ram "has plans to take advantage of Iveco's expertise" in this market.

"Let's face it, we're infants when it comes to class 8, so we would definitely rely heavily with the experts at Iveco, and to a lesser extent, Fiat."

In such an event, Ram would probably have to create an entire class 8 platform within the group. "We would require a [team] to specifically focus on class 8 because that's such a huge animal all by itself that we would have to grow into it," says Diaz.

Street Smarts

As well, the company would have to build the infrastructure that could accommodate heavy-duty sales, expertise and service. "We realize that our network is not built for class 8 trucking ... so what we're looking at will have to involve heavy dealer network involvement and investment as well. That plan would have to be investigated heavily."

FITTING IN

One caveat, arguably, is that as a European and Asian industry heavyweight, Iveco produces mainly cabovers, which are all but extinct from class 8 dealer lots on this side of the pond. However, the Italian truckmaker does produce a conventional big-bore-powered tractor called the Powerstar for the Australian market, which could conceivably be fitted for North American highways.

As European-based truck OEMs Daimler and Volvo are already aware, North American truck buyers are still somewhat skeptical of the vertically-integrated, Swiss-Army-Knife-approach to truck spec'ing. And Diaz knows that's something that Ram

MORE GREEN, WHITE AND RED AT CHRYSLER?

The Italian-born, former Torontonian head of Fiat S.p.A. announced in mid-August that the automaker was putting a plan together to increase its stake of Chrysler Group from 20 percent to 35 percent in the next two years.

Sergio Marchionne, the CEO of both Fiat and Chrysler, told shareholders in Turin that the Detroit automaker is turning things around.

Following a bankruptcy in 2008, Fiat gained 20 percent of the Detroit automaker in return for cost sharing and technological sharing agreements.

Chrysler, which is for the most part under the direction of U.S. government, said at the time Fiat could increase its share if it met certain market goals, including fuel efficiency standards.

Marchionne said the company has partly met some of those benchmarks with the introduction of the electric, subcompact Fiat 500 to the U.S. market.



Fiat CEO
Marchionne

and Fiat will have to keep in mind if an Italo-American truck is to become a reality here.

"Right now I don't believe that the North American consumer is more accepting of the one-size-fits-all approach that the rest of the world may be accustomed to," notes Diaz. "I know that to be a successful Ram truck dealer, you have to have well-trained expert sales people that know how to truck rate."

"If you put the customer in the wrong truck, you have a problem. And particularly with medium- and heavy-duty customers, they don't mess around. They need a truck that gets the job done and you better give them the right truck."

Will there ever be a completely integrated global truck here? "Who knows?" says Diaz. "If there is one day, maybe we'll be the ones who create it." But if Diaz has a say

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HOUSING



at all, it's clear he'd let customers answer that question for themselves.

Considering the economy is still quite slow to fully climb out of a cavernous recession, is there any room for an eighth heavy-duty nameplate battling for share of a freight market that we keep hearing will cede volume to rail and marine going forward?

It's difficult to say for sure—and obviously that's why Ram will take a few years to study the landscape—but Diaz emphasized his faith in the general freight economy, and trucking in particular.

"We're taking a slightly more conservative view on how we think the economy is going to improve to make sure our business plan is intact ... [but] we don't believe there's going to be a shutdown of truck freight going forward," he says. "That will continue to be a mainstay for economies of the U.S. and Canada."

In fact, it's not so coincidental that Ram's potential class 8 schedule coincides with forecasted freight level increases and likely a period of pent-up truck demand.

LIGHTER LOADS

On the light- and medium-duty front, Ram Trucks is the midst of a significant overhaul.

The company no longer has a commercial diesel van since its partnership with Daimler ended and the German automaker took back the Sprinter. You can still find a few on Dodge dealer lots, but it'll be 2012 when Ram begins marketing a new Iveco-based van, most likely the Daily series, which comes in tall van, cab-chassis and bus versions. The Iveco Ducato—a smaller and lighter van—and the Doblo (smaller still) are also possibilities.

Iveco tried selling a diesel van in the U.S. in the '80s, but it reportedly wasn't very reliable in cold climates. However, things are different now with the two companies sharing capital and trading expertise, assets and almost unlimited product offerings—think of it sort of like a la carte automotive.

"We are definitely looking at the full stable of products between Fiat and Iveco," says Diaz. "That's the beauty of this partnership right now. Whatever they have that we like, it's like an open book and [vice-versa]."

Ram Trucks also just introduced a redesigned class 3-to-5 cab chassis line-

up—the 3500, 4500 and 5500—with increased axle and GVW ratings. The class 3 is powered by a 5.7 liter hemi, while the latter two run on a 305-hp Cummins Turbo Diesel (although the Cummins is an option on the 3500). The lineup offers all-new styling, improved aerodynamics, and is far roomier.

It's in this sphere that the truckmaker is clearly going to be aggressive in the medi-

um term. "Between our cab chassis lineup we just launched and what we plan to bring forward from whatever Fiat and Iveco have that we think fits well, we plan to grow our volume by 50 percent four years from now."

You've heard the proverb, when in Rome, do as the Romans do. But it appears that the Romans don't mind how things are done in Detroit either. ▲

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Ride 'em Now Boy

fleets Do the world a favor. Take non-truckers for trips in your rigs.
By Steve Macleod

People like truckers. At least, that's what the results from a recent survey in Quebec indicate.

Truckers' biggest fans tend to be guys in rural areas, while urban women seem to be a little harder to win over. But overall, the consensus is that truckers are well-liked among the more than 2,000 people surveyed.

Despite having a positive view of truckers, many of the survey respondents felt that tractor-trailers need to slow down on the highway and follow too close to cars in front of them. So it's pretty obvious what people say about truckers and how they drive when they're out on the road in the vicinity of a truck are two different things. For most people, the idea of truckers and getting products onto store shelves is important, but they're not too concerned with how it happens or the people who make it happen.

Personally, I know my view of the trucking industry was changed the first time I rode shotgun on a haul up into the Rocky Mountains. As a young journalist, just two weeks on the job as a truck writer, tagging along for a ride was pretty much a job requirement, but that first ride-along gave me a whole new level of respect and understanding for the trucking profession.

To this day, going on a ride-along is still my favorite part of this writing gig. It sure beats sitting in front of a computer all day.



DRIVER SEE, DRIVER DO: Don MacGregor believes if more people had a chance to take a ride with a trucker, our highways would be safer.

If other people, specifically car drivers and other non-trucking types, had a chance to ride in a rig, I think our highways would be a lot safer and there would be a lot more respect given to the folks who spend their waking hours traversing the highways.

A few television shows—Ice Road Truckers and American Loggers—have gained truckers a few fans in recent years, but watching an hour of mashed-together video footage from the comfort of a living room hardly compares to a 16-hour session out on the road. You can't really judge a man 'til you drive a kilometre in his truck.

I just met an owner-operator with MacKinnon Transport, Don MacGregor, and he's no stranger to taking passengers along on hauls around Ontario. Every year, MacGregor and his wife Kittie play host family as part of the

time they stopped in Vanderhoof, B.C., to visit a truck-driver friend. The driver took Rogers out for a trip in his rig, and inspiration struck.

That's when Rogers invented See It By Truck (www.seeitbytruck.com). It's a travel agency designed to match solo travelers with North American owner-operators so the owner-ops can make some money by carrying the sightseers. It's sort of like tourists who ship aboard freighters to see the world.

Rogers wants to build a North America-wide network so travelers could begin truck

"Rogers wants to build a North America-wide network so travelers could begin truck trips anywhere in North America within 48 hours of landing at any major airport."

Lions International Youth Exchange Program and he gives their guests an opportunity to take a ride with him.

Some of the youth like the experience more than others, but whether or not they would ever choose trucking as a career, they at least have a firsthand understanding about what a trucker does.

A new U.K.-based travel agency was launched recently with a similar idea.

Welshman John Rogers was over here visiting three years ago when he came up with his unique trucking-business idea. Rogers and a pal had toured Canada for three weeks and had logged more than 11,000 miles by the

trips anywhere in North America within 48 hours of landing at any major airport.

Of course, there are safety and insurance issues that need to be considered, but the more people that are put in the passenger seat of a truck, the better off our highways and truckers will be.

I'm sure a view out of a rig's passenger window would bring a better understanding of the industry to the regular Joe's out there, so they can really like truckers, instead of just saying they do. ▲

Steve Macleod is the Western Editor of Newcom Business Media, which publishes *Today's Trucking*.



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Is Pay Per Mile Out of Hours?

The boss at Kriska Transportation said the per-mile system for paying OTR drivers might have run its course. But is there an alternative? Do we need one?

BY PETER CARTER

Noël Perry is a Vietnam vet. After his service, he put in 30 years with transportation companies such as Schneider National and Cummins and many, many years ago, he got his first taste of trucking by working on a loading dock.

Now, with degrees from the University of Pennsylvania and Harvard, he is a senior consultant with the Nashville, Indiana-based transportation consultants FTR Associates.

He is FTR Associates' driver-pay guy.

So when the question arose of whether the pay-per-mile system for OTR drivers had stale dated, it was only natural he be consulted.

And for a man with so many letters after his name, he's pretty good at summing things up in just a few syllables.

"It's the market," Perry says.

"The question of driver pay comes down to guys and women and families choosing to sell their services to JB Hunt or some other company for what they think those services are worth."

"If you look at what a driver makes per hour, it ain't much, compared to some other industries; but it's the market. These guys and women like driving so they accept less per hour."

In other words, as long as drivers continue to work for what they get paid, the system's working.



It's going to take some tweaks and adjustments to keep it fine tuned, but otherwise?

Perry's not foreseeing the demise of the widely criticized pay-per-mile system for a long time to come.

Today's Trucking originally contacted Perry to get his take on the recent comments coming from Ontario Trucking Association (OTA) Chairman Mark Seymour.

The always candid Seymour, who heads up Kriska out of Prescott, Ont., was addressing a breakfast meeting of TransCore Link customers when he said that the current pay-per-mile system is outdated. As truckers climb out of the recession, he said, they should focus on profitability and include all their costs into their prices. And the looming staffing shortage will mean that truckers must find ways to compensate their staffs appropriately.

"Pay and benefits need to be consistent with time and effort," Seymour told the audience. "Paying by the mile is something that's going to have to change."



Mark Seymour

Seymour said the average driver at Kriska makes about \$58,000 a year, and, he added, that's not enough. And a three or four-percent increase is not enough.

After the meeting, todaystrucking.com posted a story about Seymour's remarks.

Well now.

In the old days, we'd have said the telephone rang off the hook. Nowadays, emails pour in. Most of course, echoed Seymour's comments.

"It's about time," one driver wrote, "that one of the owners started thinking the way of a driver. I applaud Mr. Seymour." And a fleet owner from Southern Ontario had this to offer:

"Mark is correct in that driver pay sucks, and that it needs to change. I know many workers with similar and less skill sets than my drivers have that annually earn almost twice the money my drivers do."

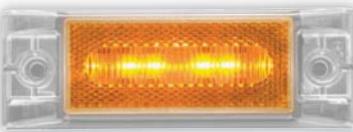
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"Many industry pundits and studies say that money isn't the biggest concern of today's drivers ...well that's bull!"

"Every driver wants to be paid what he feels he is worth, plus a little extra, and he wants to be sure the paycheck he gets won't bounce. Everything else is a bonus. If a driver does not want to do long haul, the driver won't ... no matter how many perks you throw at him. If the money's not there, he's not going. The same is true with short-haul drivers."

A few days after the story appeared, Seymour said in an interview with *Today's Trucking* that he was actually talking more about the future than the present. (\$58 grand a year is, in fact, quite a respectable living.) He also mentioned that if you increase the per-mile rate exponentially, drivers would be thrilled. They wouldn't care how you raised the revenue, as long as they received increases.

"I sure didn't want to start a revolution and have everybody coming in here asking for more money," he said. "In fact I don't think most drivers are under paid right now.

"The question is, is it sustainable, considering the changing demographics of the industry?"

Seymour says if trucking is to attract conscientious and good drivers in the future, it will have to address what he sees as a generational difference. "The older generation had a work ethic. The younger people have a leisure ethic; and we're just going to have to work around that."

Rob McDonald, president of the LTL carriers APPS

Transport Group, agrees that lifestyle is critical and all his drivers, who are paid by the hour, get home each night. He designed his dispatch system for that very reason. APPS has no sleeper cabs and although McDonald says he at one time paid drivers both hourly and by the mile he found it unsustainable from both a management and a morale point of view.

"Very often people look for ways to be more competitive on one expense by taking it away from somewhere else and we

didn't feel that was working," McDonald says. "[Getting everybody home at night] does take considerable efficiency from a dispatch point of view."

Per-hour pay is common couriers and local haulers. A spokesman for UPS, for example, told *Today's Trucking* that all Big Brown's drivers are unionized and paid hourly.

And even McDonald admits he's not sure hourly pay isn't the best solution for OTR fleets whose drivers spend considerable time away from home base.

FTR's Perry thinks the per-mile system is the answer basically because it is what we have. "It's been around forever and the reason is it's the easiest way to pay for productivity. The more miles you run, the more you get. In essence, it incents the driver to work hard and it variabilizes the cost to the owner."

He also thinks that prices will rise when they must. When drivers get scarcer, their value will increase. Some industry observers see it already happening.

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Earlier this summer, Transport Capital Partners released a "Business Expectation Survey" in which they said that two-thirds of carriers stateside report that they are starting to experience a driver shortage.

Perry predicts that as the driver shortage spreads, working drivers will reach a point where they will feel it is worth their effort and investment to search out higher-paying carriers, and they will start moving. Carriers will respond with promises of higher per-mile rates and better perks and bonuses.

He also says that the problem is being publicly addressed; by us, by Seymour, and him, means that it's likely time for rates to creep upwards.

Perry says it could be a negotiating issue. Not too long ago, he says, customers would never have considered paying a fuel surcharge. It has since become an industry standard.

"I'm saying that perhaps you could put in a temporary extra charge—let's call it the driver-labor surcharge. You could pay your drivers a bonus and you pass that along to your customer and tell him 'I'm not increasing my margins.'"

Perry also foresees rates increasing "dramatically" over the next few years and carriers experimenting with different formulas as a means of managing the increases. He also says carriers will be forced to build more flexibility into their driver-contract systems so they can compensate their people differently, according to the duty cycle as well as the financial cycle.

"The last thing you want to do is set a whole new rate structure and be tied to it."

Seymour meanwhile, continues to consider alternatives. The one thing he can't do, he says, is predict what truck pricing is going to be like in three years.

"Right now, one of the things that's going on because there's been such a loss of manufacturer goods being shipped from Ontario and Quebec to the U.S. is that it's neutered the volume of Canadian trucks in the U.S. every day."

The byproduct is that there's freight in the U.S. that most come north; and there are too few Canadian trucks down there.

"So we're getting paid as an industry to run empty to Chicago or North Carolina. We never would have imagined that three or four years ago when we had a

96-cent dollar. We never would have thought it possible."

"I've been at this 25 years. We used to pay drivers by the mile a certain rate loaded and a different rate empty. The evolution of per-mile pay has really matured. We never used to pay for pickups and deliveries or for border crossings."

"There's been a lot of development but the bottom line is, if a driver puts in a 13-

hour day, if he does the math backwards, what will it come out to?"

"If it's a number that's compensatory to the effort, who cares how it was arrived at? It still works. And that's the check and balance."

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An exclusive look at the care and feeding of your trucks' computer-age electrical systems.

BY JIM PARK

The more things change, the more they stay the same. We use that expression often enough in everyday life, but nowhere does it resonate better than with heavy truck electrical systems. One of the biggest challenges is integrating emerging technology into legacy infrastructure—the seven-pin-based wire-and-harness systems that have hardly changed in decades. New technology emerges almost daily, but unless it can be made to work within or alongside existing technology, it'll never see service on a truck chassis.

For obvious reasons, you cannot make wholesale changes to electrical infrastructure because of the need for backward compatibility. What we are seeing is more creative use of existing hardware.

Take wire, for example. It's no longer just a conduit for electrons. Thanks to multiplexing, it's also a pathway for messages, fault codes, activation signals, and more. There's less wire aboard most power units today, which is good, but systems are still prone to malfunction and failure due to common problems like corrosion and breakage. And don't even think about tapping into or adding loads to a multiplexed circuit. Something as benign as a chicken light can sideline a truck today.

Starting and charging systems are expected to deliver as they always have, yet they work harder today than ever in a more hostile environment. Under-hood temperatures are greater, demand on batteries is greater, and today's tight-tolerance engines are harder to turn over than previous generation diesels. On top of that, anti-idle laws have increased starter duty cycles, while hotel loads and electric climate control are taxing batteries and alternators to their limits.

In other words, it's a fine time to be in the electrical business—trucking is primed for innovation.



SOFT, HARD & EXTREMELY HARD WARE: More and more, technicians are using computers and diagnostic tools rather than wrenches and welding torches to fix trucks. Trucks can have as many as 11 electronic control modules on board. Are you updating yours as regularly as you should be?

HEAT SENSITIVE COMPONENTS

With all the advancements in this field, electrical problems still dominate the truck repair world—tires notwithstanding—and they are primarily weather-related, says Jerry Bodkins, a master-certified technician who works at Travel Centers of America's (TA) Youngstown, Ohio location. He's also a master instructor at TA's technician training facility in Ohio.

"Hot or cold, wet or dry, it doesn't matter," says Bodkins. "When we see extremes in weather and temperature, the bays fill up. Heat and cold are both real hard on batteries, starters, and alternators. Our number-one area of concern is the electrical system, and that's probably never going to change."

Bodkins says heat has always been a concern relative to alternators, and that situation worsened in the months following the introduction of the first EGR systems post Oct. 2002. The higher temperature electrical products run, the less reliable they are over time. Largely, that's been remedied by more robust alternators, says Kent

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Jones, vice-president of heavy-duty sales and marketing at Remy International Inc.

"Alternators engineered to pre-2004 [pre-EGR] under-hood requirements were built to handle temps in the 93-degree C range. Today we need something capable of handling temps in the 110- to 115-degree range," he says. "Ten degrees doesn't sound like much, but it sure was hard on alternators."

"If you're dealing with fleets with different generation engines, you might need to stock three different specifications relative to temperature or output," Jones says. "Locally rebuilt product or will-fit units may not meet today's fleet requirements."

HARD STARTING

The changes wrought by the EPA emissions reductions mandates have had another impact on big engines too: they are harder to turn over. Tighter tolerances and extremely high-pressure fuel injection mechanisms have added load to the starter motor's job, and by extension, to the batteries.

Bodkins says he has seen more battery failures at relatively young service life in post-2007 and pre-2010 engines. There's really high demand for cranking amps with the new engines, he says, and that has prompted a few OEs to install absorbed glass mat (AGM) batteries (see sidebar: The sound of a charging Li-ion, pg. 47)

"There's more punch in the new batteries than the older lead-acid batteries," he says. "They get the job done, but they bring a few other issues to the table. They are completely different batteries. They require different testing equipment, and different charging equipment. You can't just push amps into them like you could with a lead-acid battery. And you have to be careful jump starting them."

On top of that, anti-idle regulations are taking their toll on batteries and starting systems, too. Jones says idling restrictions mean engines aren't running all the time anymore, which places two demands on the electrical system.

"One, any electrical demand during engine-off time is coming from the battery. If the alternator isn't running, it's not producing any charge. Funding those electrical requirements is taxing batteries harder and harder," he notes. "And two, where once a driver might have started the

truck only a few times a day, today we're shutting the trucks off every time we stop, and that's increased the number of starts to 20 or 30 or more per day. That will shorten the life expectancy of a starter."

In the mid-90s, alternators produced 100 amps at 12 volts. By 2000, we were up to 130 amps at 12 volts. Now, the specifications call for 160 amps for a standard truck. Trucks with electric climate control

systems and large hotel loads are calling for something greater than 200 amps.

"We've come along way in ten years, doubling the alternator and starter output and dealing with the elevated temperatures," Jones points out. "The concern for the aftermarket is ensuring replacement parts are up to the task. Customers are naturally going to be concerned about cost, but you can't shortchange them on capacity."

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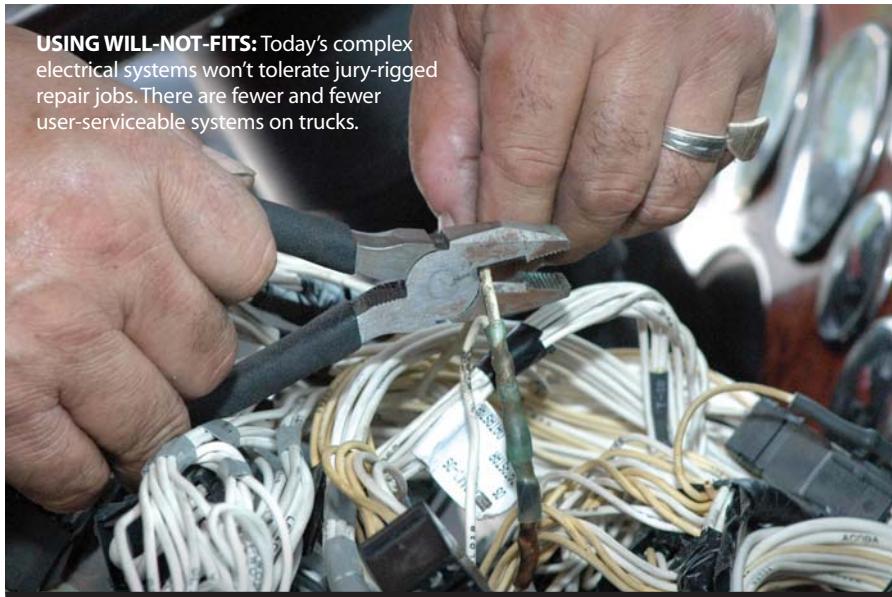
imagination at work

*Compared to conventional truck headlamps.

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

Cover

USING WILL-NOT-FITS: Today's complex electrical systems won't tolerate jury-rigged repair jobs. There are fewer and fewer user-serviceable systems on trucks.



5 ANTI-CORROSION LEADS

Throw all the hi-tech wizardry you want at a truck, it can still be brought to its knees by a raindrop. A lot of them, actually, and as Jerry Bodkins, the front-line tech guy at TA says, weather will always be biggest factor in electrical problems. Phillips offers these suggestions for maintaining the integrity of our electrical systems.

The 7-way nose-box and harness connections are most prone to corrosion and abuse. So treat them with respect. You can't over-maintain these points. Use dielectric grease on the connections and make sure they are completely sealed. Phillips suggests using STA-Dry terminals or heat-shrink tubing to prevent contaminants wicking into the electrical connections.

PHILLIPS TOP 5 TIPS FOR PREVENTING CORROSION:

- 1) Use heavy-duty adhesive-lined heat-shrink tubing or heat-shrink connectors on all electrical connections.
- 2) Protect battery posts and terminals with anti-corrosive spray
- 3) Make sure ground leads directly to the negative battery post. Grounding to the chassis or engine will lead to corrosion, poor contacts, and faulty electrical operations.
- 4) Rotate the tractor-trailer electrical connector cable every six months to protect against excessive wear on the trailer end. Stow the cable when not in use.
- 5) Never puncture a hole in the wire jacketing with circuit probes. Holes create leak paths for contaminants to wick into the wiring system, ultimately rotting wires from the inside out.

LIGHTENING THE LOAD

Truckers haven't caught too many breaks in recent years, but one that comes to mind is LED lighting. It's common today, and for good reason. LEDs are bright and clear, and hardly ever burn out. Peterson warrants its Piranha brand LED lamps for 100,000 hours. And most importantly, in the context of this discussion, the current draw on a full compliment of LED lighting is about 10 percent of a similar incandescent system, Peterson claims.

Brad Van Ripen, senior vice-president and chief technology officer at Truck-Lite,



believes the days of incandescent lighting are waning. Certain Truck-Lite lamps are no longer available, and more will be discontinued in the next few years, he says. "The basic Edison-based 60-watt incandescent household light bulb is slated to be obsoleted by 2014, in favor of the compact

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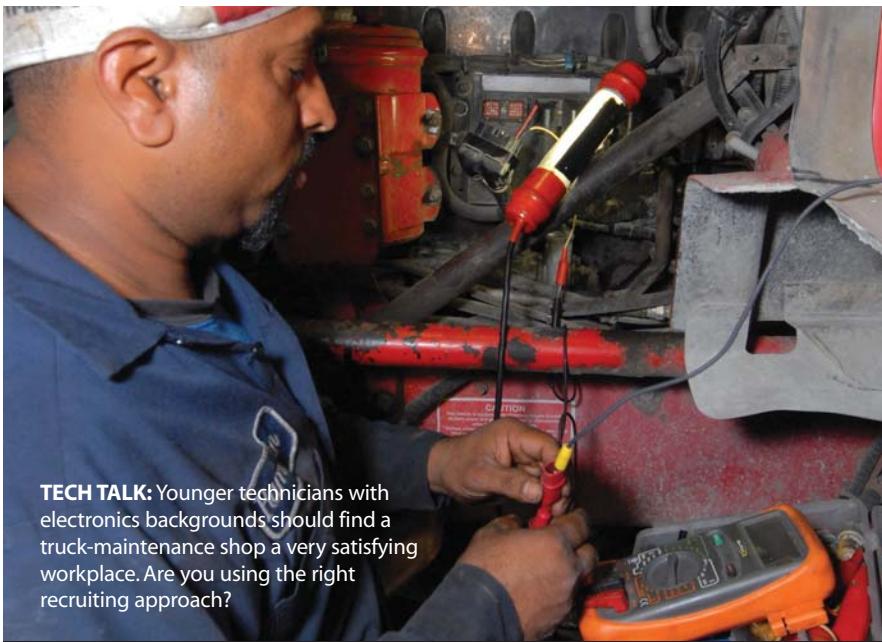
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TECH TALK: Younger technicians with electronics backgrounds should find a truck-maintenance shop a very satisfying workplace. Are you using the right recruiting approach?

KEEP THE HAMMER DOWN

Once upon a time a truck was stuck on the side of the highway. It had lots of fuel and the engine would crank but it wouldn't start. The driver got out, whacked the starter with the hammer and the truck started. And ever since, the give-the-starter-a-good-whack system became the treatment of choice for mechanics dealing with faulty electrics.

Dick Ritter, tech support manager for Mitsubishi Electric, acknowledges the popularity of the hammer method but thinks you'd have more success if you took a little science to the job of electrical diagnostics. Here are some tips he shared with *Today's Trucking*:

- First. Follow your battery manufacturer's recommendations for charging and handling. Fully charged voltage will vary due to the different types of batteries, such as flooded acid or gel.
- If the truck was just driven into your shop, turn off the engine and turn on the headlights for a couple of minutes to remove the surface charge from the batteries before performing any diagnostics.
- Do a visual. What condition are the batteries in? How old are they? Are the cables tight and corrosion-free? What is the voltage reading of "each" battery? (Don't be fooled by checking just one battery.) Disconnect and load test each battery. A fully charged battery should read 12.60 to 12.70 volts. Start your diagnostics with at least 12.45 volts (or 75 percent of the original battery life). Until then, do not go any further. If you do, this will be a mistake.
- The most important test to perform is the cable-drop test. How much of the 12.45 volts (or 75-percent) are you sending to the starter? You are allowed a 0.5-volt drop thru the main battery cables. Any more than that means cleaning or replacing the cables.
- Check the vehicle control circuit; i.e., the connection from the ignition or key switch that attaches to the starter integrated magnetic switch, or IMS, or to the larger solenoid if the starter is not equipped with IMS. What is the incoming voltage at the starter on this wire? With the key switch in the start position and the volt meter hooked up to the starter, you should see around 11.45 volts.
- Test the alternator. Attach an AMP clamp to the alternator, start the truck, turn off all accessories and check readings while there is no electrical load. Then, turn on all lights and fans and read the alternator output, which should be 13.8 to 14.0 volts, with the engine running. Spending a few extra minutes now may prevent a follow-up service call for something that can easily be missed. — Peter Carter

494

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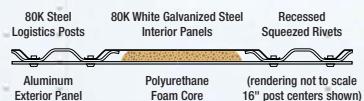
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fluorescent and possibly LED-based lights that will screw into the same sockets."

Fleets that have a good handle on their costs and watch the frequency of change-outs have seen the value of switching to LED, Van Riper says, "I guess if you're looking only at the upfront costs, it could be a barrier, but there's no doubt the life-cycle costs of LEDs are a fraction of incandescent."

When CSA 2010 comes into play, fleets might become more concerned with lighting failures than cost. Two of the top-10 equipment violations are lighting or electrical-related, notes Page Large, national fleet sales manager at Grote Industries. "At six points a piece, bad lighting could cost a lot more than money."

Grote has made big strides in interior lighting—white interior lights for trailers, now featuring motion-sensing on/off switches. The light stays off until it senses motion, so when a driver is moving about inside the trailer, the light stays on. When the door is closed, or when the driver is out of the trailer, it goes off in three minutes," says Scott Robertson, Grote's program manager for white lighting.

The take-away with LEDs is pretty simple: they last longer, they save labor costs, and they hardly ever burn out, which will prove an advantage under FMCSA's new safety monitoring system, CSA 2010.

POWER MANAGEMENT

By now, you should have a sense of the tremendous demand we place on our electrical systems. Anti-idling laws are here to stay, as are the size and weight regs that limit space for batteries, and pending fuel economy standards will likely shift the load of some engine systems, such as compressors and power steering pumps, HVAC systems, and others, to the electrical system. The burden is unlikely to lessen going forward, so the solution has to include better power management.

To get the most out of the electrical system, we'll need a smart technology to manage battery use across all applications. Power management can integrate incoming AC power from a shore power system so that it's used efficiently, or manage energy produced onboard via regenerative braking and other emerging and yet-to-be-developed power-harvesting technologies.

"At this juncture, battery technology can take us only so far," says Charles Fetter, general manager of Clima-Cab. "There's only so much you can get from a battery. You need a technology on top of that to really leverage the battery life."

Clima-Cab uses such technology now in its onboard climate control system to leverage optimum efficiency from batteries.

"If you have two battery banks, we can

move power around between those systems, to ensure longer service intervals for the auxiliary climate control while ensuring there is enough power for start up," says Fetter.

But there are other applications for power management as well. Shorepower is gaining traction just as the sun is beginning to set on the diesel APU. As battery technology improves, we'll soon have

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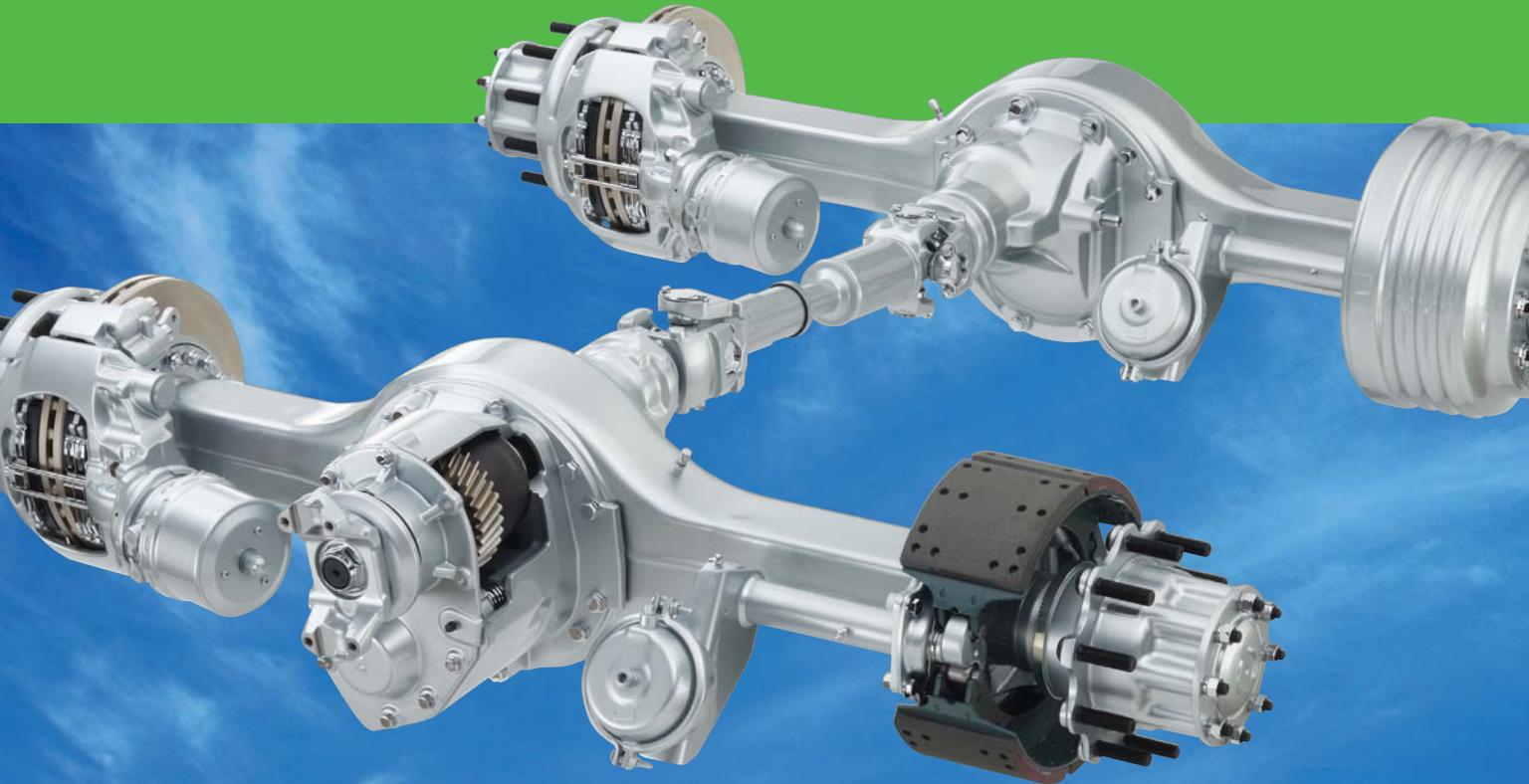
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THE SOUND OF A CHARGING LI-ION

In simpler times, a battery was a battery; a plastic case filled with lead plates soaked in sulfuric acid. A chemical reaction between the acid and lead produces an electrical current that can be used on demand. Two or four basic Group 31 SLI (start, light, ignition) batteries wired in parallel provided all the electrical power needed to fire up a diesel engine with a little in reserve to run a few basic electrical systems for a short time while the truck stood still. **SLI batteries** work just fine for trucks that don't require hotel loads, electric APUs, or any demand from extended deep-cycle current draws.

SLI batteries don't respond well to deep, prolonged current draw. Their thin lead plates are designed to discharge a lot of energy very quickly over a short time span. The thin plates needed for high starter currents degrade quickly under deep discharge and re-charging cycles, and will only tolerate being completely discharged a few times before they are irreversibly damaged.

Deep-cycle batteries, on the other hand, have thicker lead plates designed for slow, deep discharge cycles. But thick plates don't dispense current rapidly, thus cold cranking amp (CCA) ratings are diminished. To increase the CCA, you'd need to add more of the thicker plates to increase the surface area of the lead exposed to the acid, which increases the size and weight of the battery.

If you want high CCA starting capacity and deep-cycle capacity, you'd need two banks of job-specific batteries. Until now. Enter the absorbed glass mat (AGM) battery.

Bruce Essig, national sales manager for Odyssey Battery by EnerSys, says the **AGM battery** is a dual-purpose battery. The lead plates are very thin—in the case of the Odyssey battery, only 1 mm thick—but they are covered with a thick lead oxide coating, and surrounded by an

electrolyte-soaked sponge-like fiberglass pad. Manufacturing techniques vary across AGM manufacturers, but the principle is the same. The multitude of thin lead plates provide the CCA, while the lead oxide coating provides the deep-cycle capability.

"The US DOT classifies our Odyssey as a dry-cell battery because we saturate the pad to just 92-percent capacity," Essig notes. "By definition, it's called a starved electrolyte system. If you cut into one of our batteries, it would appear dry."

The Holy Grail of deep-cycle batteries for APUs and hotel loads might be the lithium-ion battery. We saw the first commercially viable **Li-ion battery** introduced earlier this year by Bergstrom in its Nite Phoenix APU. Bill Gordon, Bergstrom's national director of aftermarket, claims the Li-ion battery will

charge completely in about four hours, is 63-percent lighter (110 lb) than a three-pack AGM system, takes up 20 percent less space on the truck, and produces 16 percent more power.

"When you look at the efficiency of the system, the replacement costs and life cycles of AGM batteries, our Li-ion batteries make the value proposition. We cool for longer, for less, we charge faster, and over the life of the system, we're about 20 percent less expensive," Gordon says.

Cost is always a consideration, as is recyclability and security of supply. Presently, raw materials come from the Far East and South America, and to date, they are proving difficult and expensive to recycle. But Li-ion battery technology on this scale is still relatively young.

Recently, as part of federal stimulus package, \$2 billion was set aside for advanced battery research, and almost exclusively allocated to Li-ion batteries. Given time, these batteries could become as commonplace and as cost-effective as lead-acid batteries.



Taming the Fuel Monster



By Jamie Williams
President
PeopleNet Canada

Fuel is unquestionably the toughest cost driver to tame for trucking firms due to volatile prices. What trucking executive wouldn't snag the opportunity to improve fuel efficiency if the program paid for itself? If that sounds too good to be true, just read on.

When fuel costs spiked at over \$4.00 per gallon last summer ('08), P&S Transport VP Scott Smith pressured his drivers for better results. When he heard about PeopleNet's MPG Guarantee Program's guarantee, he couldn't pass up an opportunity to try it. And that was after P&S had already saved a million dollars conducting its own initiative.

PeopleNet Professional Services garnered ROI results in less than one month that far exceeded Smith's expectations. He says that PeopleNet's fuel-management process expanded the company's view of fuel economy beyond raw speed and idling time to include less evident factors like routing, maintenance, customers, drivers and trucks.

- \$35,000 hard-cost savings after two weeks
- \$70,000 in first month
- \$105,000 at 45 days
- 9% increase in MPG
- \$12,000/month savings from the sale of underperforming trucks
- Earlier identification and resolution of mileage issues

This new perspective is a departure from how fleets are typically managed. Instead of managing to the fleet's average truck performance, PeopleNet customizes an expectation for each truck based on years of historical performance data in our database. What's more, the information is delivered in a format that makes it easy to manage to the expectations for each truck.

Don't think P&S' results are an aberration. USA Logistics Carriers increased MPG from 5.5 to 6.9 on more than 500 trucks that log millions of miles each month—an incredible savings. The list goes on and on.

In fact, the program has saved fleets \$2,000-\$10,000 per truck and improved fuel economy by 5-15 percent during the first full year of a focused fuel management program. In some cases, it has even doubled a firm's profitability.

Intrigued by an average savings of \$1.7 million for each fleet we've worked with over the past five years? Think about calling the PeopleNet fuel monster tamers.

Williams can be reached at
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systems that can manage the 10- to 12-hour operating cycles effectively, with power to spare for TVs, computers, microwaves, etc.

"It's good to have a source of AC power to run these systems, but we can also optimize power distribution across the starting system, the hotel system, the inverters, etc." Fetter suggests. "The starting batteries don't necessarily need a 100-percent charge to guarantee startup, but the more battery capacity we have, the longer we can run the climate control system. We can create a charging profile that guarantees best use of the batteries."

And batteries will play a big part going forward. AGM batteries, for example are state of the art right now. With high purity lead, lower internal resistance, and efficient recharge characteristics, they can recharge more quickly and run longer, says Kristin Rogers of Optima Battery. "But they can be sensitive to overcharging. We generally recommend an alternator output voltage of 13.7-14.7 volts, but if something goes wrong on that end, it could be harmful to the battery."

System integration and compatibility is going to become very important in the future, and that of course, presents tremendous opportunity in the aftermarket, and a few challenges, too. The market for electrical parts, components, and full systems will grow, and as more electronics begin to appear at the OE level, they'll soon filter down to the aftermarket.

At first, this shift will favor the OEs, as most advances in technology do. But over time, the fleet operators will be looking for support systems through lots of different channels.

"Companies have to look at this," notes Remy's Jones. "Do I have the right vendor partners? Do I have the expertise to handle electronics? Electrical is a much different animal than mechanical. You can't put a wrench on this stuff."

The skills and tools are going to change too. And that might not be bad. Younger techs might gravitate to the high-tech world as opposed to the dirty, heavy mechanical repair environment, says Jones, but demand for techs who still pull wrenches isn't going away.

As TA's Bodkins notes, there will always be problems with the mundane stuff like switches and connectors, wiring harnesses

and the like, especially, he says, with all the anti-icing compound they use on the roads these days.

"Repairing those types of problems is becoming more of a challenge. You need multimeters and all sorts of new tools to diagnose what were once simple problems. With multiplexed systems, you can't go sticking circuit probes into any old

wire. That could kill an ECM."

Bodkins says TA invests about a \$1 million a year training and upgrading their 2000 technician's skills, and that's just barely keeping up with the demand. The real challenge for the aftermarket will be staying on top of the curve, if not ahead of it. And that curve is getting steeper and steeper all the time. ▲



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International WorkStar vocational truck

WASTE COLLECTION TRUCKS

INTERNATIONAL DURASTAR AND WORKSTAR GET NEW FEATURES, OPTIONS

NAVISTAR has added new waste-collection features to its line of International WorkStar vocational trucks, and the DuraStar joins its heavy-spec cousin in being spec'able for the waste industry.

Cab air suspension is standard on WorkStar, optional on DuraStar. The cab, made of double-sided galvanized steel, has a design focused on easy entry and exit, the maker says, to increase driver productivity and reduce driver fatigue. Both WorkStar and DuraStar cabs come with a five-year limited warranty.

They can both be spec'd to accommodate stand-up, right-hand drive (SRD) configurations. With the DuraStar's sloped hood, SRD conversions work especially well, says Navistar, providing operators with excellent sight lines forward and side-to-side.

The WorkStar's cooling system is mounted above the frame rail, which not only protects the radiator in off-highway environments like landfills but also allows for FEPTO (front-end power take-off) mounting without having to put a hole in the radiator.

International mounted the DuraStar's cooling package in mega-brackets at the front of the frame rails. This design, adopted from the severe-service PayStar 5900 SBA, is said to allow for excellent visibility in applications that don't need a PTO up front.

Standard, wide-track front axles on both trucks allow for greater wheel cut and a shorter turning radius.

All 2010 MaxxForce diesel engines specified for the waste collection industry—from its mid-range MaxxForce DT, MaxxForce 9 and MaxxForce 10 to its heavier-duty MaxxForce 11 and MaxxForce 13—are wet-sleeved engines, allowing for rebuilds without removing them from the chassis. The smaller engines go to 350 hp while the 11- and 13-litre motors have ratings as high as 475 hp.

See www.navistar.com

HINO'S 2011 LINEUP

STYLING CHANGES AND AN ALL NEW CLASS 5 MODEL

Hino Motors Canada says its re-designed 2011 medium duty truck (MDT) lineup will hit the street in September. Styling changes bring a new hood and front grille, while driver safety and efficiency improve with the addition of a Bluetooth-enabled GPS stereo and a new easy-to-read driver information display.

The big news, however, is the launch of the all new class 5 Hino 198. It's built on a 19,500-lb GVWR truck chassis with the same styling seen on all the 2011 Hino MDT's. Power comes from a 220-hp, 7.6-litre turbocharged Hino diesel using selective catalytic reduction emission control to meet 2010 standards. By all accounts, the new truck answers a request by Canadian customers for "extra power and



performance" in the company's light-duty trucks.

Hino says SCR is expected to reduce fuel consumption by three to five percent on the 198 and other models.

Elsewhere in the 2011 MDT lineup, the 2011 model 338 will receive a boost in power to 260 hp while torque on the Hino 358 increases to 660 lb ft. The changes will improve throttle response and driveability on both models, the company says. Front-axle capacity on the 358 increases to 14,000 lb.

A 'clean chassis' option will be available for the Hino 268, 338 and 358. Components previously mounted outboard on the frame rails are relocated behind the cab, making this configuration suitable for beverage bodies and car carrier configurations, among others.

The new trucks will be assembled at Hino's plant in Woodstock, Ont.

See www.hinocanada.com

SHAW TRACKS SPEED

SHAW TRACKING PROVIDES TRUCK-SPEED DATA

Shaw Tracking says it's entered into a strategic alliance and patent licence with SpeedGauge that can give carriers reports that rate and rank drivers and identify speed-limit violations. Shaw figures that, as fleets prepare for the implementation of Comprehensive Safety Analysis 2010 (CSA 2010), monitoring and managing speed is going to be an increasingly integral part of any safety and compliance program.

SpeedGauge is said to be a simple, straightforward safety training tool that uses street-level speed-limit analysis by GPS (location and speed) to identify what could be high-risk driving behavior. Specifically, it helps fleet managers identify drivers who habitually drive at excessive speeds on different types of roads.

It can help managers find drivers who speed through residential neighborhoods and it can rank drivers' tendencies to exceed higher speed limits while comparing them to the average for the entire fleet. Perhaps most usefully, it can measure changes in driver behavior over time.

See www.shawtracking.ca and

www.speedgauge.net

LOADLINK ADDS GOOGLE

TRANSCORE'S LOADLINK SERVICE ENHANCED BY GOOGLE MAPS

TransCore's Canadian-based Link

Logistics has integrated Google Maps API Premier into its Loadlink logistics freight-matching service. This allows Loadlink customers to map the origin and destination of all freight and equipment postings

and matching leads with ease. It will be available to all Platinum customers at no additional charge this year.

Loadlink subscribers can map all their freight and truck matches based on the preferred sorting criteria they use to organize their search. They can also view their leads in satellite and street views from Google Maps, providing a complete overview of available freight

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TRUCK-LITE OFFERS LED DOME, WORK LAMPS

TRUCK-LITE has introduced two interesting LED products recently: a trailer dome lamp that turns on and off automatically by way of a motion sensor, and a work/spot lamp based on the company's 7-in. round LED headlamp

No ordinary lamp, Truck-Lite's Super 80 LED interior trailer lamp with infrared motion sensor is similar to the company's 80251C but eliminates the switch by its ability to be activated automatically when motion is recognized—or turned off subsequently.

The lamp's IR sensor, which compares changes in heat coupled with motion, can sense movement up to 10 ft away from the lamp surface. It stays on through five minutes of inactivity before automatically shutting off, reducing power consumption.

It has a die-cast aluminum housing and a polycarbonate lens. The near flush mount design is 1.1 in. thick, compared with 1-5/8 in. for fluorescents, and thus leaves a little more clearance for loads or loading equipment. Retrofit or replacement is said to be quick and easy with a recommended cut-out of 16x4 in. A new potting material completely encapsulates the LED circuit board to ensure resistance to shock, vibration and fluids from cleaning activities.

Most trailers supply between 9 and 11 volts, but Truck-Lite says its Super 80 will function at full brightness from 7V-16V. Standard fluorescent lamps don't work below 10V. The lamp's 10 LEDs will reach full brightness at 9.5V, thus eliminating problems of low voltage.

Truck-Lite's 7-in. round LED headlamp is now complemented by the addition of similar-size auxiliary work and spot lamps. They provide high-output beam patterns, the company says, supplying

general and long distance illumination while offering the extended life and energy efficiency of LED technology.

These lamps were inspired by the success of a similar military design and its "battle-proven" construction, the company says. Available in 12- and



24-volt versions, the 10-diode lighting pattern is said to give brighter, crisper and whiter light output than incandescent alternatives.

The spot lamp generates a long, narrow light pattern, illuminating objects in the distance, whereas the work lamp creates a rectangular pattern, more suitable for general auxiliary use. The lamps provide a peak candlepower output of 3,000 for the work lamp and 45,000 for the spot lamp. Much like the LED headlamp, the spot and work series creates a white light, closer to the color temperature of daylight, in turn improving overall visibility.

These solid-state lamps are composed of epoxy-encapsulated electronics, resistant to damage from shock and vibration. The hard-coated, non-yellowing, polycarbonate lens is said to offer 30 times more impact strength than glass. The lamps are well suited to off-road, construction, and utility applications.

See www.truck-lite.com

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and equipment. The integrated maps service enables dispatchers to make quick decisions, says TransCore, based on the mapped co-ordinates within their Loadlink application without the time-consuming process of searching multiple applications to find locations.

The company says deployment of this feature for Loadlink.net version 2.8 users will be seamlessly integrated into the service without requiring any configuration changes.

See www.transcore.ca

IMPROVED STEER TIRE

CONTINENTAL'S STEER TIRE FAMILY GROWS
Continental says the new and more fuel-efficient version of its medium-duty steer tire, the HSR2 Eco Plus, provides about three-percent greater fuel economy compared to the current HSR2 regional steer tire. Testing showed a 15 percent improvement in rolling resistance, and according to Continental engineers, this new tire will achieve greater fuel efficiency than a long-haul steer tire.

That's because the new tire uses a fuel-

U.S. XPRESS GETS 50,000TH FREIGHTLINER

An interesting milestone was reached recently when **Max Fuller**, co-chairman of **U.S. Xpress**, took delivery of his 50,000th Freightliner truck. He bought his first truck from the Oregon company in 1974 when he was put in charge of purchasing for his father's company, Southwest Motor Freight.

Number 50,000 is a Cascadia with a 72-in. raised-roof sleeper pulled along by a Detroit Diesel DD15 engine. The truck was formally delivered during a ceremony at U.S. Xpress headquarters in Chattanooga, Tenn. last month.

Fuller and co-chair Quinn are never afraid to think and then act outside the box, and it's obviously served them well. At this point U.S. Express is the third-largest privately owned truckload carrier on the continent. In 1985, they signed a 12-year exclusive agreement that saw them buy only Freightliners through that period. Nowadays, they buy 3,000 to 4,000 tractors a year.

Interestingly, Fuller says one simple and actually pretty conventional idea is at least partly responsible for their success: keeping the truck spec consistent prevents an awful lot of headaches on the maintenance and purchasing fronts.



efficient compound and has a four rib tread design, which significantly improves rolling resistance. A premium long-haul steer tire typically has five ribs along with decoupler grooves in the shoulder to prevent irregular wear often found with all-highway driving. The ideal

fuel-efficient tire would have no ribs at all, the company says, but that's not possible.

Other features of the HSR2 Eco Plus include a protective curb rib for high-scrub applications; patented groove geometry that reduces cracking and

When it comes to
safety and compliance,
WHY BE AVERAGE?

Safety & Compliance



Ontario-based Mackinnon Transport uses PeopleNet eDriverLogs, Automated Fuel Tax and Vehicle Management to maintain an impeccable safety record. (The Ministry of Transportation rates Mackinnon Transport's log books at 98.5%, the highest ever earned by an over-the-road company.) If you think that sounds above average, it is. PeopleNet customers perform 58.4% better than the national average across three major safety indices. They experience 43.8% fewer vehicle out of service events, 66.7% fewer driver out of service events and 64.8% fewer moving violations.* And when it comes to safety and compliance, being average can be very costly. [To join Mackinnon Transport and other way-above-average PeopleNet customers, visit <http://peoplenetonline.ca>.](http://joinmackinnontransport.com)

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See www.continental-truck.com

FUEL TANKS

PACCAR PARTS OFFERS ALL-MAKES FUEL TANKS

Paccar Parts says its TRP all-makes fuel tanks offer a cost-effective alternative to repairing aged or damaged fuel tanks. They're available in various capacities of 50 to 150 gallons and a variety of diameters: 23, 24.5, 25 and 26 in. They fit all

major OEM applications, including trucks made by Freightliner, International, Mack, Sterling, Volvo and Western Star, as well as Kenworth and Peterbilt.

The tanks are made by an ISO-certified manufacturer that uses the same standard of thickness and grade of aluminum called for in OEM manufacturing, the company says. The tanks are also treated with an acid etch that's said to provide a consistent, uniform finish.



Paccar tank

TRP fuel tanks have been drop-tested to the same rigorous standards as OEM fuel tanks to ensure their structural integrity, Paccar says. They're available through authorized Kenworth and Peterbilt parts and service distributors.

See www.trpparts.com and www.paccar.com

MAINTENANCE SOFTWARE

FLEETNET AMERICA'S TM CARE HAS FLEXIBLE OPTIONS

TMcare System Solution is software designed to gather and report the maintenance records of specific units—from every detailed mechanical repair for each individual unit to higher-level accumulated reporting for locations, regions and/or the corporate level. It's but one offering under the TMcare umbrella, which schedules and manages routine and non-routine maintenance services.

The TMcare team audits repair integrity, negotiates PM pricing, and locks in hourly fees for sub-PM repairs. Services range from managing class 3 through class 8 vehicles domiciled locally or positioned anywhere else throughout the U.S. and Canada. Those locations might have from one to hundreds of units. The main focus of TMcare is to set up, schedule, validate, and complete PMs and unscheduled repairs in areas where the carrier does not have maintenance



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www.expocam.ca

facilities. The program captures completed PM forms, DOT/FHWA inspection documents, and actual copies of the vendor's invoices.

TMcare System Solution's aim is to bring the dynamic reporting engine available on the web to customers that don't need FleetNet to manage vendors in the co-ordination and auditing of repairs.

FleetNet's System Solution has several flexible options. The basic premise is to code repairs via VMRS (Vehicle Maintenance Reporting Standard), verify the repairs made, and pay the vendor's invoice. The customer handles setting up the vendor and instructing which services are to be performed.

The primary option for processing maintenance records into the system begins with web access and the customer setting up a purchase order in the FleetNet system. The process begins once the invoice for an event is received by FleetNet by fax or e-mail, from either customer or vendor. The billing depart-

ment then reviews the invoice and keys information (using VMRS Coding) into the system. The review includes updating the PO and other information, auditing the invoice for high prices and unreasonable repairs, and communicating findings to the customer. Once the vendor invoice has been approved, FleetNet pays the invoice and invoices the customer for all paid invoices in a set time period.

Other options include the customer paying the vendor directly and FleetNet capturing the information.

The system operates under the premise of continuous interaction and feedback from the customer to properly steer the program in the right direction.

FleetNet America is a third-party vendor management company that coordinates emergency roadside events and all other scheduled/unscheduled maintenance management services. Its continental 24/7 coverage includes towing and recovery.

See www.fleetnetamerica.com

COOLING SYSTEM LEAKS

RISLONE PELLETIZED RADIATOR

STOP LEAK NOW IN CANADA

Rislone's Pelletized Radiator Stop Leak isn't new at all—it's been on the market worldwide since 1947—but for reasons unexplained, it hasn't been available in Canada until now.

It features patented 'Rhizex' pellets that dissolve in minutes to solve most common cooling system problems, the maker says, including internal, external and coolant-to-oil leaks in radiators, freeze plugs, gaskets, heads, blocks and heater cores. It's "specially formulated" to seal larger leaks and it also conditions the cooling system, inhibiting rust and corrosion, lubricating water-pump seals and helping to control electrolysis, all of which reduce the risk of engine failure due to overheating or poor lubrication.



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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of August 10, 2010 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	110.4	0.0	93.9
VANCOUVER*	110.9	2.8	72.5
VICTORIA	110.3	1.2	77.5
PRINCE GEORGE	96.6	-0.1	67.9
KAMLOOPS	98.9	-1.0	70.1
KELOWNA	98.7	0.0	69.8
FORT ST. JOHN	104.4	0.0	75.3
YELLOWKNIFE	105.3	0.0	87.2
CALGARY*	86.9	2.0	69.8
RED DEER	87.2	-0.7	70.1
EDMONTON	85.4	3.3	68.3
LETHBRIDGE	86.9	-1.0	69.8
LLOYDMINSTER	87.9	0.0	70.7
REGINA*	91.4	1.0	68.0
SASKATOON	93.9	0.0	70.4
PRINCE ALBERT	90.4	0.0	67.1
WINNIPEG*	93.9	0.0	73.9
BRANDON	89.9	2.0	70.1
TORONTO*	101.9	-0.3	71.9
OTTAWA	99.5	-0.4	69.8
KINGSTON	101.4	0.0	71.4
PETERBOROUGH	97.9	1.0	68.3
WINDSOR	100.5	1.2	70.6
LONDON	99.4	0.0	69.7
SUDBURY	101.9	2.0	71.9
SAULT STE MARIE	98.5	1.0	68.8
THUNDER BAY	101.6	0.8	71.6
NORTH BAY	101.2	1.3	71.2
TIMMINS	105.1	0.2	74.7
HAMILTON	97.9	0.2	68.3
ST. CATHARINES	100.8	0.7	70.9
MONTRÉAL*	104.9	0.8	71.7
QUÉBEC	104.9	1.3	71.7
SHERBROOKE	104.4	1.0	71.3
GASPÉ	105.4	1.0	76.0
CHICOUTIMI	106.5	0.5	76.9
RIMOUSKI	104.9	0.5	73.6
TROIS RIVIÈRES	104.4	0.5	71.3
DRUMMONDVILLE	103.4	3.5	70.4
VAL D'OR	103.4	-2.6	74.2
SAIN JOHN*	102.2	1.4	69.5
FREDERICTON	102.3	1.4	69.6
MONCTON	103.0	1.0	70.3
BATHURST	104.6	1.3	71.7
EDMUNDSTON	103.4	1.1	70.6
MIRAMICHI	103.7	1.4	70.9
CAMPBELLTON	103.8	1.4	71.0
SUSSEX	102.3	1.3	69.6
WOODSTOCK	104.9	1.0	71.9
HALIFAX*	103.5	3.9	70.6
SYDNEY	106.5	3.9	73.2
YARMOUTH	105.6	3.9	72.4
TRURO	104.2	3.9	71.2
KENTVILLE	104.4	3.9	71.4
NEW GLASGOW	106.3	3.9	73.1
CHARLOTTETOWN*	98.0	0.0	69.2
ST. JOHNS*	109.2	1.3	76.1
GANDER	105.7	1.4	73.0
LABRADOR CITY	117.3	1.4	83.3
CORNER BROOK	107.6	0.9	74.7
CANADA AVERAGE (V)	98.7	1.1	71.1

V-Volume Weighted

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

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

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

www.espar.com



In Gear

The product is said to be compatible with all brands of antifreeze, including conventional green or blue (silicate-based) and extended-life red/orange or yellow (OAT/HOAT) coolant. It works safely and effectively, Rislone says, on plastic, aluminum and metal radiators, heater cores, blocks, heads, gaskets and freeze plugs.

See www.rislone.ca

PC*MILER UPGRADED

ALK'S PC*MILER 24 NOW OFFERS

LEAST-COST ROUTING

ALK Technologies has released PC*Miler 24 routing, mileage, and mapping software. It features a 'Least Cost' routing tool to generate optimal routes based on custom fuel-efficiency and operating-cost settings and other corporate priorities. Also included is a greenhouse gas (GHG) emissions estimator to factor in carbon-footprint calculations, an increasingly necessary function with some shippers.

PC*Miler 24, which optionally calculates precise toll-cost modules, now displays entry and exit toll-plaza names in route calculations to help reconcile discount program toll charges. It can also consider rail intermodal routes for comparison of truck and intermodal mileage, fuel consumption, and carbon emissions.

The updated Points-of-Interest in the new software can display small, medium, and large intermodal ramps throughout the U.S. and Canada as well as LCV/-tandem trailer lots. The intermodal analysis feature within the Spreadsheets function connects PC*Miler's highway and rail products.

The software can generate mileage and directions based on a vehicle's height, length, width, and weight. Now it enhances that functionality with a new feature called 'Custom Vehicle Profiles'. This enables a fleet to categorize an individual vehicle's type, dimensions, and cost/time settings as a named group, so that settings will be consistent within that group and can be changed with one click going forward.

Other enhancements include 332,000 new 53-ft and national-network routing restrictions and designations; 627,000

new and updated truck restrictions and allowances for a total of 3.52 million; 13,000 new urban road designations that keep commercial vehicles out of city centers; and updated toll-cost calculation based on 29 discount toll programs in the U.S. and Canada

PC*MILER runs on Microsoft Windows, UNIX, and Linux platforms as well as IBM AS/400, iSeries and System i midrange and mainframe computers.

See www.pcmiler.com and www.alk.com

CUMMINS PARTS

MAHLE CLEVITE ADDS NEW CUMMINS ELECTRONIC CATALOGUE

The heavy-duty section of **Mahle Clevite's** Launchpad, an electronic-catalogue portal, has been expanded to include Cummins engine parts and engine kits, allowing search and purchase together.

Users can easily search for Cummins engine parts and kits either by selecting an engine model from the drop-down



menu or by entering the OE or CPL number. Once a selection has been made, search results matching the request will appear, showing the various engine parts and kits available.

In addition to the Cummins catalogue, the heavy-duty section of Launchpad covers Allis Chalmers, Buda, Caterpillar 3406E, Detroit Diesel, John Deere, Mack, Mercedes, and Navistar.

The Launchpad results page features a clickable 'Details' icon that brings up a pop-up window for viewing interchanges, specifications, packaging data, and product images.

See <http://catalog.mahleclevite.com/hd/search.php> ▲

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www.allisontransmission.com		www.greatdanetrailers.com		www.simardsuspensions.com	
Ancra International	33	Hankook Tires	36	Today's Trucking	60
www.ancra-ilc.com		www.hankooktire.ca		www.todaystrucking.com	
Arvin Meritor	46	Hino	20	Total Lubricants Canada	28
www.arvinmeritor.com		www.hinocanada.com		www.total-lubricants.ca	
Bandag	24	Howes Lubricator	35	Truck Lite	26
www.bandag.com		www.howeslube.com		www.truck-lite.com	
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www.BridgestoneTrucktires.com		www.internationaltrucks.com		www.truckandtrailer.ca	
CamExpo ad	48	Imperial Oil	8	truckcarriers.ca	59
www.cam-expo.com		www.mobildelvac.ca		www.truckcarriers.ca	
Cat Scale	45	Irving Lubricants	18	Truxpo	57
www.catscale.com		www.irvinglubricants.com		www.truxpo.com	
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www.aeolustires.com		www.mitfuso.com			
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www.espar.com		www.peterbilt.com			
ExpoCam Show	56	PeopleNet Communications	47, 54-55		
www.expcam.ca		www.peoplenetonline.com			
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INDUSTRY NEWS

Pennsylvania legislators propose new tolling structure

PA - Looking for ways to adequately

fund the state's transportation system, some

members of the legislature are

introducing bills to

implement tolling on new highways

INDIANAPOLIS, Ind. - Immediate transport is becoming a

larger part of the transportation market in the U.S.

and one area that sees significant progress in terms of

immediate transport is

Trucking rate info based on market

transmissions

PORTLAND, Ore. - To help carriers get an accurate read

on spot market rates, TransportCare is introducing a

Trucking Rate Exchange

Union City, Calif.

LAUREL, Md. - The

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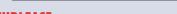
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By Peter Carter

Funny You Should Ask

What your mama has to do with the stuff we put in this magazine.

Sometime in the later part of the last century, I landed a great job as editor of a business magazine in downtown Toronto.

The head guy was an old-fashioned gentleman named Jerry Collins. On my first day as he welcomed me aboard, Jerry asked where I was from.

“Sudbury,” I said.

He smiled, raised one eyebrow à la Fred MacMurray in *My Three Sons* and asked, “Really? What team does she play for?”

Jerry and I, I knew immediately, would get along just fine.

(For anyone who arrived late, here's what you missed. Two guys are in a bar:

Guy One: “I just returned from a trip to Sudbury.”

Guy Two: “Sudbury!!! Everybody there's either a hockey player or a hooker.”

Guy One: “Whatchit pal. My mom's from Sudbury.”

G-2: “Really? What team does she play for?”

My point is, the instant Mr. Collins leapt right to the team question, he sent me a few very important messages.

First, his was a sense of humor not to be laughed at. If I were to survive at that place, my jokes would have to be above par. Good thing that growing up the youngest of five boys and five girls, getting attention was a full-time job. Being funny was more important than eating.

One of my friends and mentors Peter Worthington, the founding editor of the *Toronto Sun*, told me it was probably at my family dinner table where I learned to write attention-grabbing headlines.

Back to Collins. Asking about my mom, he was giving me a verbal punch on the shoulder, telling me he knew Sudbury guys (and girls) could take it.

And we can.

My good friend and fellow Sudbury native John O'Callaghan once pointed out, we're from tough stock. Sudbury was a mining

town. Most everybody in Sudbury was from someplace else and the early folks had to make a living among the muskeg, mining camps and mosquitoes. We're all very proud of our Sudbury roots.

Third, for some reason, when Jerry Collins made that crack about my mom, he was really telling me I could trust him and he was confident he could trust me, too.

A simple joke wasn't going to send me off to the human-rights commission. (Shouldn't they be human-wrongs commissions?)

In other words, Collins was telling me that he expected we would be straight with one another.

I'm telling you this because from time to time I hear people expressing their distrust with stuff they see in magazines or newspapers and it really bugs me.

Yes, there are publications out there that you might want to read with your B.S. radar on high.

They're the ones who only write about the people who advertise in their pages. Others do this thing where they present advertisements that look like stories. And you never know what's what.

But *Today's Trucking* adheres to something called the Magazines Canada Advertising-Editorial Guidelines, which is sort of like ISO 9000 for magazine journalists.

The official document goes on for pages, but it distills down to this: We don't mess with our readers' heads and we don't let advertisers or anybody else tell us what to put into our stories.

Macleans, *Canadian Living*, *Toronto Life*, *Today's Trucking*, all the best magazines buy into the notion that it simply does not pay anyone to mislead readers. (I'd also ask that if you ever get a whiff of evidence to the contrary, please let me know.)

Our advertisers share our readers' interests, to be sure, but essentially, see that page across from mine? There's an ad on it. We are renting that advertiser space so he or she can send you his message while (I mean after) you've read this column.

Trust me on this. Meanwhile, it's going to take me a long time to meet every last one of you to personally ask what team your mom plays for. ▲



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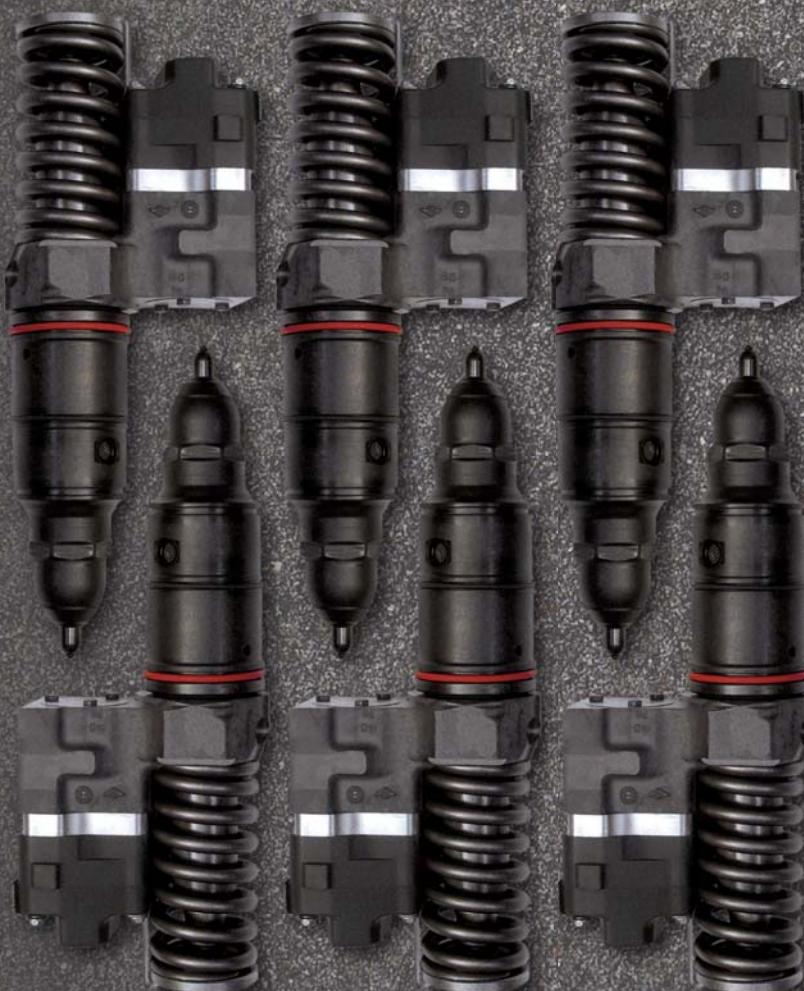
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