

POST HASTE: Purolator Freight is taking on all comers, PG. 33



Today's Trucking

The Business Magazine of Canada's Trucking Industry

May 2009

www.todaystrucking.com



2010 POWER STRUGGLE

SCR vs EGR:

The time has come for you to choose, PG. 36

PLUS:

Just how big is Mack's Titan?

"I was passed by a Pete 379, and found myself looking down into the other guy's cab." PG. 41

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Signs of prosperity!

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Not getting there is the part that costs the most.



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Now that's a hybrid. International breeds LoneStar with Harley.

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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Canada



Kenneth R. Wilson
Award Winner



Member



The rigs your neighbors build

Re: "Navistar goes Hog wild with Special Edition Truck," www.todaystrucking.com.

I'd like to let everyone know that the Special-Edition Harley-Davidson LoneStar truck was built in Chatham, Ont. I was working the day it was built and I have to

NOW THAT'S A HYBRID: International's LoneStar Harley-Davidson is available only in a sleeper configuration and will enter production in June. Just 250 units will be produced this year.



admit it sure is one sweet truck. We may just be factory workers but we do take pride in what we do and appreciate being recognized for it.

Cathy Siddall,
Chatham, Ont.

(EDITOR'S NOTE: For more, please see pg. 53)

And put it in R for racing

Re: "Fiscal Fitness" by Peter Carter, March, 2009.

When people are scared of looking forward, they tend to look backward, remembering the good times and forgetting the bad.

The corollary is, they tend to overprotect what they have for fear of losing it, preferring to deal with the devil they know rather than the devil they don't.

So when I look ahead and see how creativity in many places has so utterly evaporated that people steal from the past, it makes me wonder what the future will look like. Probably a broken-down version of what has gone on before.

A few examples:

Ford-Chevrolet-Chrysler: Their most exciting products in years? Retro-looking

cars powered by gasoline V8 engines. What's next? "New for 2015, your Vortec-powered Model T?"

Culturally: Do we really need another Hollywood blockbuster that is an exact copy of some film or TV show from the '60s? I see they are going to do a re-make of *Bonnie and Clyde*. The original was an iconic film that featured Beatty, Dunaway and Hackman. The new one will feature that award-winning thespian Hilary Duff. (Oh boy.)

Politically: Finally a president who speaks of real compromise and actually has his nation feeling good in dire times and he's being shouted down by people like Rush Limbaugh, who has

already started on the negativity and the administration is not even into its fourth month.

Maybe I should go out and buy a steel helmet, or just tie down my tinfoil hat a little tighter.

Keep up the good work.
Geoffrey Medweth,
Arnold Bros. Transport,
Milton, Ont.



CORRECTION

VOLVO TRUCK SALES HIGHER THAN REPORTED

Gremlins weasled their way into the production of the March issue of *Today's Trucking* and as a result we printed erroneous monthly sales statistics for **VOLVO**. In December, 2008, Volvo sold 311 class-8 trucks in Canada. The provincial breakdown was as follows: B.C., 13; Alta., 25; Sask., 33; Man., 22; Ont., 120; Que., 79; N.B., 10; N.S., 9; P.E.I., 0; Nfld., 0.

Today's Trucking regrets the error.

HOW TO REACH US:

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

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By Rolf Lockwood



Talkin' Engines

If it's anything like 2002 and then 2007, too many people don't understand 2010 engine technologies.

So there's the bonfire sending flames 10 feet in the air as more thick logs are piled on top of one another, and two guys are sitting close to the warmth with beers in their hands. Me and an old friend. It's 1:00 a.m. on a March night six weeks ago, and while the day had been pretty warm in this town south of the border, it's now at the freezing mark. We don't much care, don't even realize it, and we've been sitting there since before dinner—cooked over the fire on the edge of a hardwood forest that always reminds me of Daniel Boone for some reason.

My friend's wonderful wife left us to our own devices not long after dinner at about 8:00 p.m., so we've been in full chat mode for four hours plus. We don't see one another all that often, but we'd dealt with kids news and health complaints and all of that stuff by the time our bellies were full. So these last few hours have been devoted to diesel engines.

My buddy designs the things, you see, even holds a bunch of patents, and he's been engineering truck motors for quite a while. I'm not an engineer, so I ask questions and learn things, mostly about diesel principles and why things work the way they do. He doesn't tell me company secrets, and even if he did, he knows I wouldn't pass them on. I tell him what's going on in the industry at large, who's planning this or that. So maybe he learns things too. Bottom line, we just like talking engines.

But here's an admission: I'm almost getting tired of writing about them.

It seems everywhere I turn these days, somebody's talking about new ways to make the grunt that pulls our loads. And I'm obliged to write about them. Really, I do thrive on it, but the trouble is most of the time the subject is the 2010 emissions regime propagated by the Environmental Protection Agency in Washington.

More particularly, the subject is often the claimed superiority of exhaust gas recirculation (EGR) over selective catalytic reduction (SCR). Or vice versa. I've been writing about this for ages now, like three years. And much longer, more like 10 years, if we include prior EPA emissions rules. But I think I need to.

Looking back to the onset of the EPA regs that we first suffered



in 2002, I'm reminded of the confusion that reigned supreme when truck operators contemplated buying new post-2002 machines. A couple of us journalists, but only a couple, had been trying to lay the groundwork for those purchase decisions since 2000 or even 1999, learning about emissions technologies as we went and passing that knowledge on. In vain, I ultimately decided, because it was only at the last minute that the majority of truck buyers realized that things were different, that they'd have to make a new kind of spec'ing decision. And they weren't prepared.

Similarly in the run-up to the 2007 EPA rules, but a little less so. In fact many people avoided that learning curve and that

Sticking with known hardware was the easier route, even if those old technologies sometimes had expensive operational and maintenance warts that drove cost-per-mile calculations into uncomfortable territory.

decision altogether by 'pre-buying' their trucks, as it came to be known. Sticking with known hardware was the easier route, even if those old technologies sometimes had expensive operational and maintenance warts that drove cost-per-mile calculations into uncomfortable territory.

So here we are again, and I'm concerned that people don't really understand what's going on with 2010 engines. I heard just tonight, as I prepared to write this, that the managers of one very large U.S. fleet are full of misconceptions about the diesel technologies of next year. And it's normally a very savvy, buttoned-down operation. If they're confused, where does that leave the 30-truck fleet in Prince Albert? Then again, those Saskatchewan boys might not be buying a lot of trucks next year, so for the moment it's likely a moot point.

Otherwise, the best solution would be to join me and my engineer friend around the campfire. Over the years I've probably learned more about diesel engines there than anywhere else, but knowledge is always king so I'll take my learning wherever it comes. It's just that there's nothing else like sitting around a fire. ▲

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

Hatched, Matched, and Dispatched

Sure, fleet consolidations are on a time-out right now. For some companies, anyway.

Wouldn't you know it? Less than a month after we published our annual list of Canada's Top 100 carriers, a prominent couple of Canadian truckers muck it all up by wedding their respective operations, wiping the 73rd biggest company off the list and vaulting the 14th largest fleet up to number 11. And only a year ago, you probably hadn't heard of any of the players.

In mid-March, when many eyes were on the Mid-America Trucking Show in Louisville, Uwe Petroschke, the founder and unpredictable boss at Totalline Transport (a.k.a., number 73) inked a deal with Rob Donaghey, the CEO of Calyx, which only three years ago didn't even appear on the Top 100 list at all. Totalline, a

Toronto-area specialist in expediting high-value, time-sensitive goods, also had in its stable two east-coast operations, Kreative Carriers Transportation and Bransam Logistics Services, which will also operate under the Calyx umbrella.

Calyx—a botanical term for the part of a flower that holds the bloom before it opens—is a fitting name for the company's most recent actions in this depressed (and perhaps yet still sinking) freight economy. While most large carriers—especially in the hard-hit highway LTL sector—are contracting, Calyx is opening up. Its total count of trucks, tractors, trailers and owner-operators now comes to 3,953. The 10th biggest carrier in the country, Bison Transport, totals 4,369.

So what, right?



theses

Well, for one thing, Calyx's Rob Donaghey believes what this economy needs is some confidence. And he thinks his brave expansion move will be a corporate tonic—a dose of good news when it's badly needed. "The industry needs some positive news. It's a self-serving industry and needs some momentum," he says. Plus, Donaghey insists,

TOTALLY IN LINE:
Despite the soft economy, Calyx says it's blooming at the right time.



bolstering your ranks now in anticipation of the recovery makes sense. If you can do it, that is.

"The only way you can get through a downturn like this is to focus on the basics," Donaghey told *Today's Trucking* when he and Petroschke sat down for an interview in Totalline's Vaughn, Ont., office. "I'm not going to deny that this is a trying time for our industry as a whole as we face excess capacity. The lending market is very, very tough; banking relationships are very, very tough. Could there have been an easier time to have done this? Probably.

"But... we took advantage of the opportunity to add Totalline to our team of companies to build a supply chain offering that will serve us well when the economy recovers."

Donaghey says Totalline, Kreative and Bransam round out Calyx's range of services. Specifically, he says, Calyx customers will be able to benefit from Totalline's Premier Express service, an expedited carrier operation that offers an unconditional, on-time guarantee. As well, the acquisitions also enhance Calyx's service offering to, from and around the Maritimes, while expanding

AMTA'S JOHN TESSIER 1939-2009

After a short battle with cancer, the Alberta Motor Transport Association's (AMTA) John Tessier passed away, but his legacy of workplace health and safety in the trucking industry is sure to continue on.

John was a veteran of the Alberta trucking industry, first as a driver and then as a safety officer for several carriers, before working as a safety adviser with provincial associations, and finally retiring in 2007 to work as a health and safety industry consultant.

"John was a talented teacher, writer and mentor, and helped numerous people to get involved in and understand transportation safety," says Mayne Root, executive director of the AMTA. "On a personal note, John mentored me into the industry and I was honored to be included among his close friends. His positive and cheerful attitude influenced everyone he encountered."

As a driver, John earned his million-mile safety award in 1978 and continued to promote safety as a safety officer with Laidlaw and Canada Post.

In 1995, he found employment with the Alberta Trucking Industry Safety Association (ATISA) and helped ATISA amalgamate with the Alberta Trucking Association to create the AMTA in 2000.

John was instrumental in the development of the nationally recognized Earning Your Wheels program and the Transportation Safety Director program as well as co-authoring the

John Tessier's passion for truck safety was second to none.



Transportation Safety Basics courses for small and large employers.

He wrote much, if not all, of the Wheel and Brake program for carriers and wheel installers, Safe Operation of Dumping Equipment course, Hazard Awareness Training, Collision Investigation for Safety Professionals and Collision Preventability training for reviewing collisions under the National Safety Code monitoring system in Alberta.

In 2004, John received an Outstanding Service Award from the National Association of Safety Professionals, through UNESCO, and is the only Canadian to have received this prestigious recognition.

"John felt strongly that drivers and trucking companies conduct themselves as professionals so that everyone should be able to feel safe on our roads and, most importantly, get home safely at the end of the day," says Root. "John had great influence on many of our lives, personally and professionally."

In his memory, the AMTA will be creating a Safety Award named after John, which will be presented at the Alberta Truck Driving Championships—another of John's passions.



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its existing third-party logistics capabilities nationally with more than one million square feet of warehouse space across Canada.

It's probably no coincidence that Totalline's high-value LTL servicing matches very well with Calyx's Nesel Transport and Muir's Cartage divisions, which both specialize in electronics, furniture, and home improvement product transport for high-profile retail customers. Unlike auto hauling in southern Ontario, home entertainment and home improvement markets in Canada have held up reasonably well during the downturn. The downside is, though, that carriers and owner-ops with tons of capacity to spare have recognized some of those

GRAIN-FED POLAR BEARS?

Two Canadian gateways, half-a-country apart, have signed an agreement that would make it easier to ship grain via H2O from Northern Manitoba to the Atlantic coast.

Lloyd Axworthy, chairman of the Board of the Churchill Gateway Development Corp. and Stephen Dempsey, chair of the Halifax Gateway Council, announced the signing of a Memorandum of Understanding (MOU), which establishes trade-related opportunities for companies in Atlantic Canada and the northern Prairie Provinces.

The deal will provide a framework for the organizations to build a cost-effective grain pipeline between the two ports. The first-ever transfer of wheat between Halifax and Churchill (nicknamed the Polar Bear Capital of the World) occurred in 2007, demonstrating the potential for new transfer alternatives.



more resilient markets too.

Expedited markets are even more challenged. Even though their lanes might be slower, LTL truckers (and more than a handful of truckload carriers), in turn, are attracting expedited freight from shippers looking to cut transport costs anyway they can.

The pricing assault on fast freight lanes is more of an American phenomenon right now, but still something companies like Calyx might want to guard against in light of its recent acquisition.

As for Totalline, the colorful and outspoken founder Petroschke says Calyx's overtures were not the first time

a larger company wooed him but he agreed this time because Donaghey's proposal would let him remain in charge of Totalline but return to what he loves about trucking—running trucks. "My job had become too inundated beyond my own dealings with banks, contracts, legal things,



LOG BOOK

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

May 24-27

Canadian Transportation Research Forum 44th Annual Conference, Inn at Laurel Point, Victoria. This year's conference—titled "The Impact of Volatility on Canada's Supply Chains and Transportation"—will be a great benefit for anyone operating in today's transport-logistics sector. Contact 306/242-6199 or click on www.ctrf.ca.

May 28-29

Transportation Health & Safety Association 67th Annual Conference, Doubletree International Plaza Hotel, Toronto. An event to discuss health and safety issues in the transportation sector. Contact 416/242-4771 or go www.thsao.on.ca.

May 30-31

Road Today Truck Show, Powerade Centre, Brampton, Ont. Newcom Business Media, the producer of this magazine, has teamed up with Road Today Media Group for this event, which includes an indoor and outdoor trade show, show & shine, job fair, entertainment, and loads of ethnic food. Contact: 905/487-1320 or click on www.roadtodaytruckshow.com.

June 2-4

Roadcheck 2009, Annual North American truck enforcement blitz sponsored by Commercial Vehicle Safety Alliance. Contact: 612/349-4000 or go www.cvs.org for more info.

June 3-5

2009 Purchasing Management Society of Canada Annual Conference, Quebec City. A premier event for Canada's strategic supply managers, the conference offers education, and training and development in the field of purchasing, logistics and supply. Contact: 416/977-7111, ext. 129, or go www.pmac.ca.

June 12-13

Atlantic Truck Show, Moncton Coliseum Complex, Moncton, N.B. Back for 2009, the Atlantic Truck Show descends on the "Hub of the Maritimes" to showcase new trucks, on-board systems, engines, power train components and other technological advances. Contact: 888/454-7469 or check out www.masterpromotions.ca/atlantic-truck-show.asp.

June 18-19

Private Motor Truck Council of Canada 2009 conference, Queen's Landing Niagara-on-the-Lake. Topics on the agenda this year include, Hybrid Technology Explained, Empowering For Productivity, Strategies For Recessionary Times, and the usual legal updates. Contact: 905/827-0587 or go to www.pmtc.ca.

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Hey Teddy, it's Bruce over at the depot. I was just calling to see if you've made the drop at Murphy's Supply yet? You have? Great. Are you on your way back to the warehouse? On highway 12? Have you crossed the bridge yet? Listen, I need you to make a pick-up from O'Leary's. It's on Lexington. You want to take the first left after the bridge, and then... Yes, I said first left. Did I know what? Their drivers don't make left turns? Is that a fact? To save money on gas? Sure, I guess if they don't spend time waiting for left turns, they might save a little. How much? No way. Was this before gas prices dropped? Anyhow – after you get on to Lexington...what? You're already past it? Well, where are you now? Coming up on 20th? OK, so what you want to do is go left on 20th, and then go three blocks up and... you used to live just off of 20th? No kidding? So you know the neighbourhood. That's great. Now, once you're on 20th, you're going to watch out for a coffee shop on your right. I don't know what it's called. Lexie's? Sure – that sounds right. Next, you'll... oh yeah? The best cinnamon buns in town? That's high praise. Anyways... No, thanks, I don't want a cinnamon bun. Of course I believe you, and I do appreciate the offer, but like I was saying...after you pass... sure, a coffee would be nice. Black, thanks. No Teddy, I wouldn't prefer a double-double.



Teddy, I see you're at Main and 20th. Have you delivered to Murphy's Supply yet? I've emailed you the contact name at your next stop.



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insurance, all administrative-type stuff, which is all part of the job but not what I enjoy doing," he says. "This particular deal allows me to get back to the things I like to do."

There's certainly a consolidation slowdown in Canada, but a handful of far-sighted companies—looking more at expanding freight volumes rather than unit capacity—are in the buying mood.

While Donaghey says Calyx isn't buying for buying's sake, he's keeping his eye out for other ways to grow Calyx's trucking and logistics web.

Does Petroschke have advice for other trucking entrepreneurs who would dearly love to have a Calyx bloom in their garden? Sure does: "Run a successful organization. People aren't looking to purchase make-work projects."

Adds buyer Donaghey: "Even if you have a plan in mind to dispose of your business at some future time you should still run your business to be the most effective it can be to maximize your value."

—Peter Carter

Human Resources

Oldies But Goodies

It was almost exactly a year ago when we first reported that the Ontario Ministry of Transport (MTO) was close to scrapping the discriminatory age-based policy of retesting truck drivers every year after they turn 65. While that's still the plan, it's obvious that the wheels of justice in this province turn slower than dial-up Internet.

It would be nice if the handful of veteran owner-ops that brought this issue to light nearly a decade ago are still

on the Docket

IMPOUNDING PAVEMENT; CELL BLOCK 118:

The Ontario Trucking Association (OTA) swooped down on a pair of government committee holding hearings last week as two critical transport bills were being debated. Bill 126 in particular, would, among other things, allow the government to impound for seven days any vehicle being driven by a driver whose licence has been suspended.

The OTA is seeking a "due diligence" appeal process so that carriers who make a reasonable effort to ensure their drivers are properly licensed can try to have their truck released. Also, rather than impounding the truck and load, OTA would like to see the truck allowed to complete its delivery (with a new driver, obviously). The carrier, rather than pay for impound fees, could then simply surrender the plates within 12 hours.

Michael A. Ludwig of Simcoe, Ont.-based Ludwig Transport applauds the initiatives. "No trucking company purposely uses a driver that is not properly licensed." He wonders, though, who will rule on the carrier's "due diligence" if immediacy is the name of the game. "If applied at the arresting officer level, then I am afraid we are taking the first step down a road that none of us ever wants to get to the end of—the one where the officer on the side of the road is your prosecutor, judge, and jury."

André A. Perret, a fleet safety & compliance specialist in Hamilton, suggests that "administrative suspensions" should be scrapped from the rule—in other words, a driver's licence that has been suspended for a payment discrepancy with the private 407 ETR highway or family-related alimony payments. "Only licenses that were suspended as a result of a safety-related moving violation, including non-payment of traffic fines, should be considered," he says.

Another problem, notes Perret, is that MTO's own records are sometimes not up to date. "It occurs way too often, that a license may show as being suspended on a driver's abstract, when re-instatement in-fact occurred anywhere up to six weeks earlier."

Like the vehicle impoundment rule, the



imminent cell phone ban (Bill 118) is another sweeping law that should be applied differently for commercial drivers, OTA noted. The association supports this bill in principal, but wants some exemptions for truckers.

As *Today's Trucking* first revealed last year, the Ontario and Quebec bans both encompass on-board telematic and satellite communication devices as well as popular push-to-talk or "Mike" phones. OTA says there's verbal support from all parties for such exemptions.

ACI UP CANADA'S SLEEVE:

Canada's plans to mimic the Americans' ACE program with its own electronic border pre-clearance system looks to be going smoother than some might have thought.

For one thing, the responsibility for gathering and presenting e-manifest data on goods before they arrive at the border will be spread across the entire supply chain.

Currently, the Customs Act places onto truckers the sole responsibility of providing advanced information to the Canada Border Services Agency (CBSA), even though many times the carrier does not own or package the goods. If the data is incorrect, the truck can be delayed at the border for further inspection or it can be moved in-bond to a secure inland facility under CBSA control for customs clearance at a later date.

Legislation to amend the Customs Act (Bill S-2)—which leads the way for Canada's version of the ACE program, the Advanced Commercial Information (ACI) initiative—requires both truckers and importers—or their customs brokers—to submit electronic information prior to a truck's arrival at the border. But CBSA was seriously considering eliminating the option of moving the load in-bond to an inland facility when something goes wrong with the e-manifest, meaning trucks would instead be turned around.

Thanks to lobbying by the Canadian Trucking Alliance, though, CBSA relaxed the rule and is retaining the "in-bond" option for carriers that participate in "low-risk" programs such as FAST, C-TPAT, PIP or CSA.

LTL shipments, in particular, would have proved difficult and time-consuming. If the IAD of one importer isn't received on time, the whole shipment would be stopped and returned to the U.S. "Low risk carriers and drivers shouldn't have to worry about being delayed or having to spend the night in a parking lot... because his customer's agent was not able to provide CBSA with all the required data in advance," says CTA's David Bradley.

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MILES AHEAD

driving when the rule finally changes, but no one can say for sure if that'll be the case.

Working on behalf of independent truckers like Jim Rylance (now 79 years old), the Owner-Operators Business Association of Canada's (OBAC) Joanne Ritchie has done much of the heavily lifting on this issue.

She acknowledges that a series of *Today's Trucking* articles chronicling the struggle of truckers like Rylance helped get both of them and two other OBAC drivers an exclusive meeting with transport officials last spring. Emerging from that meeting, she told us that the policymakers backed off of the MTO's long-held stance



Truckers in the twilight of their careers might not be driving if and when rules governing those over 65 are finally relaxed.

that mandatory retesting of older drivers was necessary to monitor cognitive impairment. (Car operators, incidentally, aren't retested until they turn 80.) They were apparently sympathetic to OBAC's view that age alone shouldn't trigger a retest, much less the current mark-and-measure, drive-around-the-block exam given to all drivers, regardless of age.

Taking into consideration

evidence that shows maturity and experience in commercial drivers compensate for the arguable loss of cognitive skills, the bureaucrats admitted the rule was flawed and—you've heard this a lot lately—there was a good chance change was a-comin'.

Twelve months later, 65-plus drivers (and there's more of them every passing year) with thousands of

accident-free miles still run the risk of losing their licence for, say, an improper circle check.

Ritchie says officials told her that a policy change would eliminate the provision, but more recently she was informed that a legislative amendment was required because the clause includes all commercial vehicle classes—even though only Class A drivers are affected.

The good news is that staff has completed the research and consultations and have made the recommendations to their boss. Although "it's out of their hands," as Ritchie says, it's now on MTO Minister Jim Bradley's plate, competing

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with a slew of other issues for his attention, of course.

As the campaign to change the policy entered the home-stretch last year, the Ontario Trucking Association (OTA) jumped into the fray. Arguably, the OTA has accumulated political capital with this Liberal government and it might be a good time to cash some of it in.

Although OBAC and the Canadian Trucking Alliance (CTA) have some competing interests, Ritchie agrees that the carrier group's timing is right and welcomes the support.

For its part, OTA has developed a proposal "which adequately balances the need for vigilance on the safety front while providing appropriate relief for drivers over the age of 65." Similar to OBAC's suggestions, the OTA recommends drivers prove their medical fitness every year after reaching the age of 65 and the renewal period for a commercial licence should be every two years until the driver reaches the age of 71, and annually thereafter.

However, drivers would not have to undergo a road test and air brake exam if they meet the following conditions:

Have no more than five demerit points; have had no more than one "preventable accident" as shown on the driver's CVOR abstract in the previous two years; and have no more than one CVSA Out of Service condition in the last two years. OTA is trying to drum up support from drivers with an online campaign on its website (www.ontruck.org).

Ritchie finds most of

heard on the Street

■ **CARLISLE COMPANIES** says that its subsidiary, Carlisle Motion Control Industries will exit the on-highway friction and brake shoe business. "Due to the current market conditions and our desire to minimize any future negative cash flow impact from this operation, we have decided to dispose of the assets of the on-highway friction and brake shoe business," said David A. Roberts, chairman, president and CEO. "During the first quarter of 2008, we had placed this operation, along with our power transmission belt business, into discontinued operations." Last November, a proposed deal to sell Motion Control to Stemco fell through.

Roberts says he's confident the company can still find a buyer for the transmission belt division.

those suggestions acceptable and applauds OTA for pushing CVOR records as the benchmark. (MTO is apparently considering including subjective "driver condition" markings made by inspectors roadside in the formula.) "We're favoring an option," she says, "that is based on medical fitness to drive and your driving record. Period."

Meanwhile, as if it wasn't frustrating enough being a 65-year-old hauler in Ontario, veteran drivers are discovering it could still get worse.

As we first reported last summer, MTO now requires all drivers going for their AZ to pass the road test with a minimum 45-ft trailer and a manual transmission. While that's a good idea for new entrants, older owner-ops with certain grain trailers, dumps, and some machinery

floats now need longer trailers to take their retest; and truckers who have opted for the luxury of an automatic transmission now have to get their hands on a tractor with a manual shifter.

"They were looking at new drivers coming out of school. They wanted them to be tested on a vehicle that was in common use, which is fine," says Ritchie. "But it's the same [test] for everyone and the only reason it came to light was because of the 65-year-old-driver rule. If we didn't have that discriminating law, it wouldn't be an issue."

Ritchie says the MTO is reviewing that case too, but it's not the same staff she and OTA have seemingly won over on the age-based issue. "It's a different part of the department."

Oy vey. Another reason to not want to get older.

■ **REIMER EXPRESS LINES**, one of the largest LTL carriers in Canada, will now be known as YRC Reimer. Parent company YRC Worldwide announced that Reimer and Yellow Canada will now function as a single market facing brand. "This is truly a game changing event for our company and our industry, and I'm proud that the successful integration of several Canadian service centers served as the pilot for the recent YRC integration across North America," said Clayton Gording, president of YRC Reimer.

■ **MERITOR WABCO VEHICLE CONTROL SYSTEMS** has been awarded the prestigious 2009 North American Industry Innovation & Advancement of the Year Award in Class 6-8 truck safety systems by Frost & Sullivan for its development and marketing of the OnGuard collision safety system. The system—which uses forward-looking radar sensor technology to detect multiple moving and fixed objects—is in use today in over 1,400 heavy-duty trucks across North America.

Free Trade

Run From the Border

Canada has its own protectionist concerns with this new Obama administration, but officials here are also watching very closely the possibility of another trade war the U.S. is instigating with its southern neighbors.

Mexico slapped tariffs on 90 American products immediately after the Democratic Party-controlled Congress made good on a promise to eliminate the controversial, Mexican truck pilot program launched by the Bush Administration in 2007.

Saying it had to meet its NAFTA obligations with Mexico, the previous administration battled the Teamsters and other protectionist groups to run the program that allowed pre-selected



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NOT-SO-DIVIDING LINE: The U.S.-Mexico border (America's on the left in the photo) is overwhelmed with drug smuggling and gang violence, but that doesn't mean the 49th parallel to the north should get any less attention says, the new DHS secretary.

Mexican carriers unfettered access to U.S. highways beyond a 20-mile commercial restriction zone.

The most recent cancellation was imbedded in the Democrats' stimulus package, which also included the so-called "Buy American" provisions that affect primarily steel and iron sectors in Canada.

The White House, much to the chagrin of anti-trade allies, now promises it will reinstate a new Mexican

truck program with changes, although it hasn't revealed what those might be.

Canadian Trade Minister Stockwell Day told media he is watching the trade rift closely in the hopes that further protectionist blowback doesn't drift north.

"I don't want to intervene in their dispute but I'm concerned when I see disputes like that," he said. "What happens in an economic downturn, various businesses and industries get nervous

and succumb to the impulse to build protectionist walls."

Canadian Trucking Alliance (CTA) CEO David Bradley says the whole episode "does raise questions about how easy it is for one government to unilaterally ignore its treaty requirements under NAFTA."

The export community in Canada can be forgiven for being a little anxious in light of recent comments made by U.S. Homeland Security Secretary Janet Napolitano.

Apparently not seeing a distinction between Canada and the sieve that acts as the U.S.-Mexican border—not to mention the escalating drug violence endangering truckers and travelers south of the Rio Grande—Napolitano insists Canada shouldn't be treated differently than Mexico when it comes to border and trade issues.

"One of the things we need to be sensitive to is the very real feelings among southern border states and in Mexico that if things are being done on the Mexican border, they should also be done on the Canadian border," she said.

Infrastructure

All Routes Lead to the 'Peg

Southern Manitoba, it could be argued, is the heart of Canadian transportation. But the necessary steps to be recognized as a global shipping powerhouse do not, unfortunately, read like a Hollywood script.

Unlike Kevin Costner and his baseball diamond carved out of an Iowa cornfield in the 1980s movie *Field of Dreams*, the "if you build it, they will come" rule does not apply to the creation of an inland port.

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J D Factors

There are several medium-sized cities in Canada vying to become the next great shipping hub, including Edmonton and Regina. But it's Winnipeg that's furthest along.

In September 2008, the Manitoba government introduced the CentrePort Canada Act in an effort to support private-sector investment and growth of the inland port vision in Winnipeg. The city has a

Inland ports are littered throughout Europe and according to Dr. Jean-Paul Rodrigue there's probably not enough business to go around. "In North America it's the opposite and they don't make themselves visible enough," explains Rodrigue, associate professor of global studies and geography at Hofstra University.

There are a number of factors, however, working in



cart-and-horse sort of problem, though.

It needs private-sector investment to continue putting the infrastructure in place, but it's the already established infrastructure that will in part lure the private sector to Manitoba's capital.

"To say we're not an inland port now is not accurate; to say we have some gaps and spaces to fill would be accurate," notes Greg Dandewich, chairman of North American Inland Port Network and director of Economic Development Destination Winnipeg. "It's not a five-year project; it's a 50-year project. We have to advance it in a way to meet future challenges."

Winnipeg's favor and many are homegrown. The land put aside for CentrePort's development spans 20,000 acres and sits adjacent to a 24-hour airport.

Plus, the global shift to container freight also bodes well for The 'Peg. Both CN Rail and CP Rail maintain extensive marshalling yards with major service facilities, including intermodal container terminals and the province has more than 1,000 for-hire trucking companies that operate either interprovincially or internationally.

Even some traditional bulk goods like coffee are making the shift to containers—to the tune of about

99 percent.

The biggest impediment to growth, however, is maritime shippers' known unwillingness to send containers deep into the continent. Not only is it expensive to ship an empty container back, it's been historically difficult to get them back in a timely fashion.

Still, there's precious little excess storage space at coastal ports and proponents of inland shipping are betting on RFID tracking to monitor container moves. There's even hope that a major inland facility will stimulate a manufacturing market to help fill return containers.

As Dr. Rodrigue points out, an inland port needs efficient repositioning, cargo rotation, and an export market to truly be efficient. There's also the option of offering cheap storage rates, something the coastal ports can't afford to do.

Regardless, involvement from maritime shippers is essential to any inland port's success. "You could provide ample dwell time here," says Rodrigue. "Right now there is too much storage at the gateways."

"Infrastructure can be built anywhere, you have to have value-added service from the community."

—Steve MacLeod

Routing

Truckers Ringing Mad

Changes to Calgary's Ring Road project in Southeast Calgary have drawn the ire of a number of local businesses, including a couple of dozen trucking operations

who say government is giving them the 'ol ring around.

Roughly 25 trucking firms are among the newly formed, 100-member strong 84th Street SE Access Association who are taking on the Alberta government and the City of Calgary over plans to develop a transportation-industrial hub at the outskirts of the city, which would be integrated with the future Calgary Ring Road.

The group is disturbed that two interchanges—at 61 and 106 Avenues SE—have been deleted from the original plans. "The heart of the issue is with the planned closure of the intersections along 84 Street," explains Trevor Fridfinnson, vice-president of western operations with Bison Transport.

He tells *Today's Trucking* that the group just wants the province to stick to the plan they used to entice businesses to relocate to the area in the first place.

Part of the reason for building the Ring Road was to improve traffic flow, but by deleting the two intersections, truck traffic arriving from the south will have to pass by the industrial area and exit at Glenmore before doubling back to the terminal.

"It's an extra eight kilometers roundtrip here at Bison and that's a serious problem for businesses who are relying on timeliness as part of their efficiency," says Fridfinnson. He estimates that the Bison fleet alone will accumulate an extra 1.1 million km during the course of the year if the two intersections are not inserted back into the blueprints. ▲

Canada: Truck Sales Index

February 2009

CLASS 8	This Month	YTD '09	YTD '08	Share
International	320	745	748	33.5%
Freightliner	239	473	781	21.3%
Volvo	101	199	337	9.0%
Kenworth	75	186	636	8.4%
Sterling	90	177	261	8.0%
Mack	91	171	224	7.7%
Western Star	56	158	131	7.1%
Peterbilt	67	113	428	5.1%
TOTAL	1039	2222	3546	100.0%



CLASS 7	This Month	YTD '09	YTD '08	Share
International	27	73	151	28.1%
Freightliner	18	53	64	20.4%
Hino Canada	29	42	85	16.2%
Kenworth	17	41	113	15.8%
Sterling	16	27	47	10.4%
Peterbilt	7	24	103	9.2%
TOTAL	114	260	563	100.0%



CLASS 6	This Month	YTD '09	YTD '08	Share
International	11	49	30	46.2%
Hino Canada	24	37	35	34.9%
Freightliner	8	12	10	11.3%
Sterling	2	5	7	4.7%
Peterbilt	2	3	0	2.8%
TOTAL	47	106	82	100.0%



CLASS 5	This Month	YTD '09	YTD '08	Share
Hino Canada	36	63	115	42.3%
Sterling	24	48	86	32.2%
International	12	29	74	19.5%
Kenworth	1	5	0	3.4%
Freightliner	1	3	9	2.0%
Peterbilt	0	1	0	0.7%
TOTAL	74	149	284	100.0%



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	6	38	7	22	161	72	6	5	0	3	320
Freightliner	16	47	15	6	95	49	9	2	0	0	239
Volvo	9	10	8	3	41	17	4	8	0	1	101
Kenworth	5	20	6	3	20	14	6	1	0	0	75
Sterling	10	15	5	0	21	35	1	2	0	1	90
Mack	2	5	4	5	53	14	6	2	0	0	91
Western Star	8	23	2	0	10	4	3	6	0	0	56
Peterbilt	8	16	6	2	17	16	2	0	0	0	67
TOTAL	64	174	53	41	418	221	37	26	0	5	1039
YTD 2009	174	410	99	87	836	448	107	51	0	10	2222

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

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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '09
Freightliner	1335	3862
International	1729	3840
Peterbilt	837	1578
Kenworth	775	1429
Volvo	745	1285
Mack	360	720
Sterling	312	666
Western Star	46	132
Other	4	5
TOTAL	6143	13,517



SIGN OF TROUBLE: Despite its popularity, bankruptcy's no option.



Running On Empty

bankruptcy *Travel companies, telecoms, they're all going bankrupt, right? Should you? Is it really an option?*

By Steve Macleod

Last year, more than 90,000 individuals filed for bankruptcy in Canada, which was a 13.5-percent increase from 2007. The more bankruptcies there are, the more normal they seem.

Forget that. Bankruptcy is a last resort. If filing for bankruptcy helps at all, it's only in the short term. There are other ways to survive.

"It really means the person is no longer solvent and has no options but to go through bankruptcy," says Elena Jara, education coordinator with Credit Canada. "It usually happens when most of

your accounts are in collection and you can't make minimum payments."

A claim is officially filed under the Bankruptcy and Insolvency Act and the legal process will typically last for nine months, if it's your first time and you don't make too much money of course.

Here's what will happen. After meeting with a trustee, all of your assets get assessed and many sold off. But don't expect a moving van to show up to gut your home.

"If you have assets, those assets will be sold off—like RSPs, houses, cars, a cottage, basically anything that is of value," explains Jara. "Household goods are not usually sold off because they devalue right away. They're usually part of the assessment, but it doesn't mean they'll be taken; unless it's an expensive painting

or art that they know has value because it's been used as collateral in the past."

So you still have your house. Big deal.

"Your credit rating will be affected for the next six years, so applying to buy a house or getting credit will be difficult," says Jara. "You will be deemed high risk and creditors will charge the highest interest rate possible."

Even if you get out of trucking, Jara says certain jobs require a credit check as part of the application process and a bankruptcy



Elena Jara



claim could be a reason for not getting those jobs. As well, if a landlord checks your credit history and finds defaults on rent payments, finding a place to live could also prove difficult.

But she also stresses that everyone's situation is different.

"Sometimes there are no real effects, but for others it can affect their life drastically," Jara adds. "Some people who have the means [well-paying jobs] could find candidates to work with them and re-establish credit. But those that don't can struggle for a long time."

The only perk of bankruptcy is that unsecured creditors are forced to drop lawsuits, stop all personal contact, and cannot garnish wages.

"The benefit is if you've had collectors calling or garnished wages, that all gets stayed, so now you have peace of mind," notes Jara.

A BANKRUPTCY ALTERNATIVE

In 2008, the number of "consumer proposals" also increased by 17.4 percent over '07.

With a proposal, also filed under the Bankruptcy and Insolvency Act, individuals struggling agree to settle all their debts, but under different conditions than the existing terms.

The creditors have to accept the proposal, otherwise you might just have to file for bankruptcy.

TRUCK SPECIFIC PERILS

For truckers that come through the office, Jara says truck payments and maintenance seem to be the biggest problems.

"We do see a fair number of truck drivers and a big problem is costs that they're not

The screenshot shows the homepage of the Truckload Carriers Association (TCA) website. At the top, there's a navigation bar with links to InSite-Login, Apple (136), Amazon, eBay, Yahoo!, News (713), and Holiday Mar...guaranteed!. The main header is "TRUCKLOAD CARRIERS ASSOCIATION" with a sub-header: "Operational efficiency, industry awareness, public policy, recruitment and retention - common issues for an uncommon industry. The challenges faced by truckload demand solutions developed from a unique perspective...yours. TCA makes that happen." On the left, there's a sidebar with "MEMBERS ONLY" and "LOGIN" sections, along with a list of links including Home, Who is TCA, Join TCA, Education & Training, Events, Contests & Awards, Safety & Security, Highway Angels, and Press Room. The main content area features a large image of a truck on a bridge at night, followed by a "LATEST NEWS" section with links to various news items. Below that are sections for SCHOLARSHIPS, TCA EDUCATION, and UPCOMING EVENTS. On the right, there's a photo of Chairman Kevin Burch, a link to "Click to hear truck horn", a "Image Gallery" link, a "Trucking on the Green" link, and a "TCA Supplier Directory" link.

A LITTLE TLC FROM TCA

The only thing owner-operators can do more cheaply than a company is drive. "They can't buy fuel cheaper, they can't buy trucks cheaper, they can't buy insurance cheaper, all they can do is pay themselves less than a company would pay a company driver," advises David Ross, vice president, Transportation & Logistics Equity Research, Stifel, Nicolaus & Co.

Ross was addressing a recent seminar sponsored by the Truckload Carriers Association (TCA). The theme of the seminar: How smaller operators can survive the credit crunch.

The credit challenge is hardest on small carriers and owner-operators, Ross says. Carriers that do not have sales and marketing capability and must deal with brokers are at a disadvantage.

"They are leaving money on the table because the shipper is paying not only the carrier but [also] the broker."

Ross's counsel: Focus on day-to-day pricing and make sure that fuel economy is good and getting better.

Other tips from the TCA?

Cultivate long-term relationships with a banks. "Lenders never like surprises," advised David Thomas, senior vice president of the Specialized Industries Group of Bank of America. Lenders are getting stricter about the information they require from borrowers, and are focusing more intensely on cash flow.

Get outside financial help. Thomas suggested that carriers beef up their financial staff, or get experts in to put together a detailed cash flow plan.

Banks tend to support clients who are using ancillary services, such as cash management. "Those will be the ones that the banks will say, 'we must continue to support these clients at all costs.'"

Conversely, banks will find it easier to turn away from the type of transaction in which a carrier puts out a request for proposal to multiple banks for a loan, with no ancillary business attached.

"There are not a lot of people out there wanting to finance a trucker in this market."



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A LOCK ON HIS FUTURE: During the fuel-price hike last year, instead of re-jigging his finances to hopefully survive the coming recession, Whitby-Ont.-based owner-operator Doug Adolph spent his time inventing the Fuel Lock, and now he's taking orders for the \$249-per-pair steel devices. (www.thefuellock.com). The durable locks that come in four sizes are manufactured for Adolph by Timbren Industries.

aware of beforehand, or how taxes and insurance work," notes Jara. "Before buying a truck we suggest to find out as much information as possible about the business of it and talk to as many operators as possible. What do I need to know to create a worthwhile budget?"

Your best bet: A simple—and honest—review of the money coming in and going out.

"Review your spending. A lot of people get stuck on that and think it will require a huge life change," says Jara. "You have to keep track of daily expenses and understand your spending, so you can make educated purchases. Once you know your budget, it's about making minor tweaks to keep up with payments."

Without making a huge lifestyle change, Jara suggests minor changes to cell phone

plans, and cable packages can help. Other options could include calling creditors to ask for a lower interest rate or consolidating debt with a low-interest loan.

Self-employed people have additional budgets to worry about and the problem Jara sees most often is a tendency to overestimate income.

"It's much better to use a mid-way or lower estimate and then if more income comes in, then you're ahead," explains Jara. "We see lots of self-employed people and the pitfall is they always think things will turnaround and more money is right around the corner."

And if you have any doubts, don't be afraid to ask for help and contact a non-profit credit agency in your area. (Jara recommends www.creditcanada.org.) Bankers like clients who get advice. ▲

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CSI Trucking

safety *Never mind your carbon footprint. Instead, worry about where you leave your compliance fingerprints.* By Brian Botham

I was recently asked to review and give an opinion on a number of documents (two file boxes full) involving the case of a driver who had been let go by the trucking company he had worked at for a number of years.

The driver was suing his former employer for wrongful dismissal. In a nutshell, the driver had consistently reported mechanical defects on his equipment and was either told by the mechanics that the defects were not defects and to drive the truck anyway or his supervisors instructed him to drive the truck with the defects.

In the end, the driver was let go and began his legal action against the carrier.

The driver's lawyer asked me to review the records they had obtained through the discovery process and comment on whether the driver had a case. So with stacks of binders that resembled a small mountain range on my desk and my crack berry turned off, I dug in.

As I began to chip away at the mountains of maintenance records, copies of pre-trips and the carrier's policy manual, a number of things really began to stand out.

The carrier, as required by law, had a preventive-maintenance policy in place; however, the records showed that the company had on numerous occasions exceeded their policy parameters.

The driver in question did very thorough pre-trips and

documented all the defects he found, and the carrier's policy manuals were very well written and gave clear detail on everything drivers and maintenance were to do when inspecting, reporting and repairing defects. The problem was in this situation some of those involved were not following their policies

or even worse a fatality?

And then you have a guy like me working for the driver's attorney poring over your records and policies looking for violations and a pattern of not complying with the law and/or with your internal policies.

Can you imagine being on the stand in front of a jury and

the jury, this carrier cannot even meet their own PM service policy, which directly led to that unsafe truck being on the road and killing my client."

Ok so maybe I watch too much Law & Order but you get my drift.

My point in this is to make you aware of the people who might be looking at what you are doing in terms of safety, training, maintenance, hiring, etc. etc.

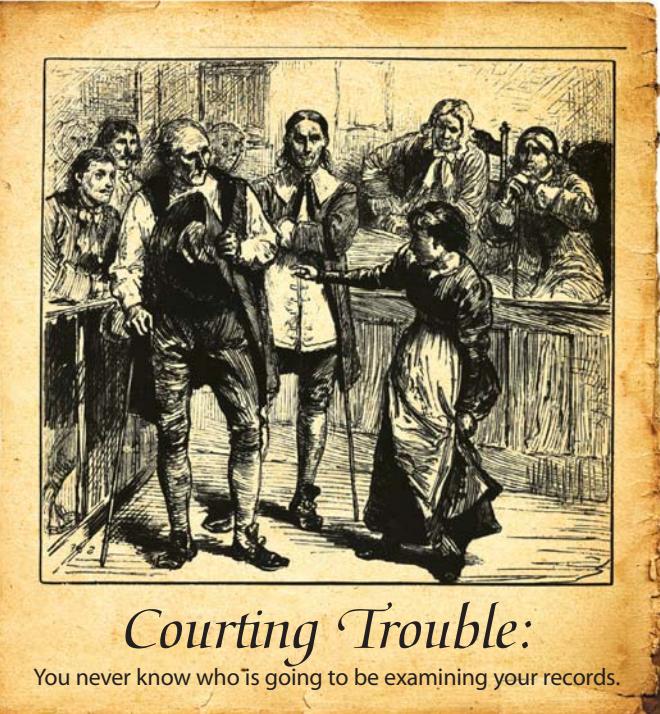
Are you comfortable with the documentation you have on file today knowing that if a plaintiff attorney went through it, he or she would not find anything incriminating? My experience has been that many carriers have great policies in place yet far too often forget to follow them or they have formed the policies with unrealistic parameters making it almost impossible to put them into action.

So keep your policies and procedures simple and realistic.

Review them at a minimum once per year.

Make sure that they are being met and that they are still relevant.

Write things down; if you did not record it, it didn't happen, and when you do write it down go over it as closely as a lawyer, suing you, would. ▲



and equipment was being operated unsafely on the road.

Why am I telling you all of this? Do I think you might be involved in a wrongful dismissal suit? I hope not, but can you imagine if you were this carrier and instead of a wrongful dismissal suit you were facing a civil lawsuit after one of your drivers had been involved in a serious bodily injury crash

the plaintiff attorney saying, "So, Mr. Safety Man. You tell me that your preventive maintenance policy is every 20,000 km yet according to the maintenance files on the truck that killed my client you actually went 21,835 km before performing a PM service?"

And then of course he turns to the jury and says something like, "As you can see ladies and gentlemen of

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

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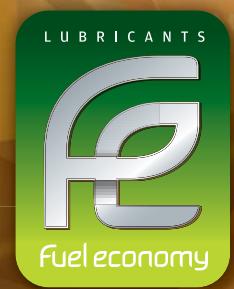


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Foot Feed

economy *Why would a 60-year-old truck driver ride a bicycle?*
By Derek Hurst

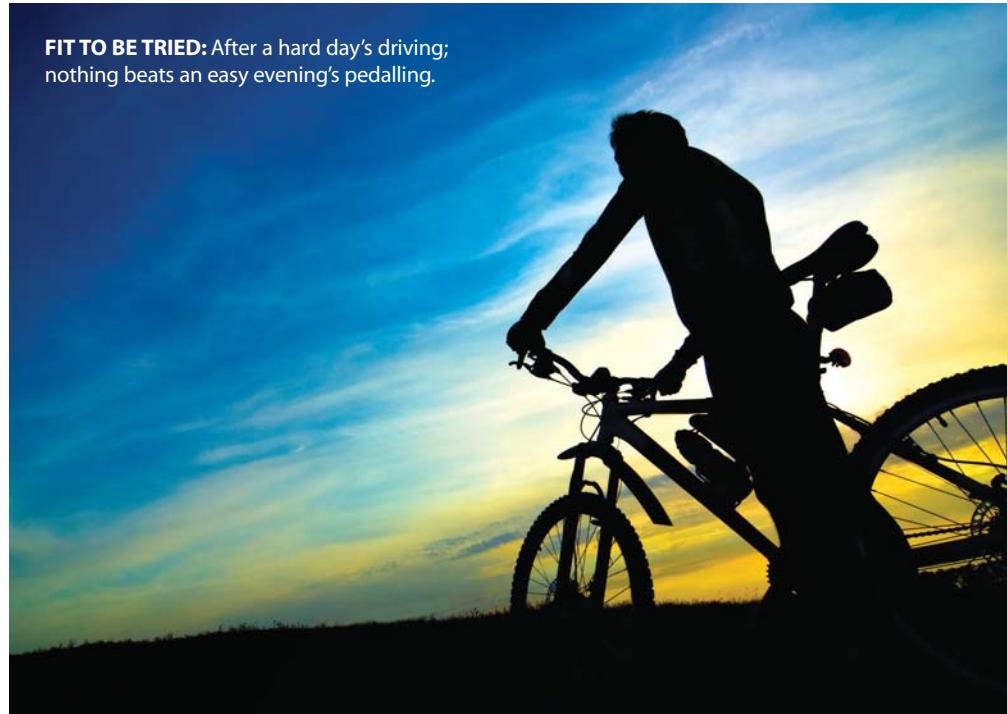
I am parking my truck at the Fort Erie Pipeline. It is a clear spring evening with a few clouds and a light breeze blowing off of the lake. The white waters of Customs and FDA have been navigated and the delivery dropped in Buffalo. I have one more trip to make before I head home. However, this trip will be logged as off-duty. Securely strapped to the top bunk is a Miata triathlon bicycle.

This evening I plan to ride the Niagara Parkway; a winding tree-lined showpiece that follows the river from Fort Erie to Niagara-on-the-Lake. The reason for the parkway is of course, The Falls. And that is my destination.

You might ask why a 60-year-old owner/operator stands with one foot in a Caterpillar steel-toed boot and the other in a Shimano racing shoe. I chuck my Cats into the driver's side of the cab and pull on the Shimanos. I manoeuvre the Miata out of the cab and climb on.

The first five kilometres remind me of a golden retriever named Woody. My wife Susan and I walked him along the forest trails where we live. He would suddenly dash off and gallop in wide circles with tongue out, ears flapping and a big grin. Woody was running for the sheer physical enjoyment of it. The feeling is the same as I start to ride. I am fuelled by the stresses of driving and the confinement of living in an 8-ft x 8-ft box. So I hammer

FIT TO BE TRIED: After a hard day's driving; nothing beats an easy evening's pedalling.



down and burn... with tongue out, ears flapping and a big grin. My body likes it.

The booster rocket flames out and I downshift to catch a breather. I know that this discomfort will pass. The strategy is to find the right pace. I like to be just outside of the comfort zone. It is the way to grow stronger. I settle into the trip letting my mind and body find the Zen of riding. When you are fit and are riding for some distance, the physical becomes almost unconscious and you can enjoy the world as it passes at a more human rate. Or you can ponder questions about shoes.

Do you remember the fun and adventure you had riding your bike as a kid? You rode in a pack with friends. You

went fishing or biked up the trail to the woods. Then there was the speed, the exhilaration of freewheeling down a steep hill. The precision of the perfect turn as, at the limit of adhesion, you leaned in, cut the apex and powered out. And then the spectacular locked-wheel sliding stop as you stood on those coaster brakes. Your manhood was measured by the length of the skid mark. The bicycle enabled our physical and experiential growth. It was and is fun.

The Falls are visible first as a cloud of spray. Then the sound comes. I park the bike and rest. Niagara Falls thunders in the background. This is the turning point. I take a last look at the roaring waters and start the return trip. I

shall be chasing a setting sun and have little time to spare. However here are some final thoughts about why I ride. My bike is a means to forestall the physical decline as I get older. I make healthy choices because I enjoy being fit and strong. It is a positive feed-back system. So dig that old bike out of the garage and ride it around the block or the truck stop. The next time ride it a little farther. Put some free fun back into your life. ▲

Derek Hurst is an owner-operator with Utopia Express, serving the Toronto-to-Buffalo corridor for Jenncorp Logistics. In June he and his wife Susan will be participating as Team OH in The Ride to Conquer Cancer. You can donate to the team at conquercancer.ca.

WHAT Recession?

ExpoCam 2009 has come and gone, but it seems to have left smiles on many faces after its three-day run at Montreal's Place Bonaventure, April 16th through 18th.

Both trucks and trailers were sold right off the show floor, and there were many scenes of attendees handing over real, hard cash for a wide variety of smaller items. All of that seems to suggest that, while things are bad, this industry still has a very strong heart with a regular beat.

In fact, there was a markedly upbeat mood to the show, a strong spirit in the air. Attendance was almost at 2007 levels, and on Saturday morning the long line of visitors waiting for the doors to open at 9:00 a.m. started forming two hours earlier. The first 4,000 of them got a free Freightliner or Western Star hat.

And once inside, visitors were presented with much to see and do.

All truck makers were represented on the show floor, including Mack's big new Titan and International's LoneStar, both of which drew crowds. There was keen interest in the 2010 engines on display, of course, and that group included one example of the new MaxxForce 15 from International, set to launch some time in 2011. On the trailer front Manac showed its new and lightweight Darkwing flatbed.

A new feature to this year's show was the ExpoCam **Green Route**, which highlighted exhibitors whose products promote fuel efficiency or reduce emissions. More than 40 products were featured, from hybrid trucks to aerodynamic trailer skirts and next-generation HVAC units.

Amongst many other popular displays, crossborder carrier C.A.T. attracted lots of interest with its driving simulator, as did the Nascar racing machine sponsored by Total Lubricants. The racing theme was continued by Traction Heavy Duty Parts with its racing simulator games. ▲

All three show days included French-language seminars moderated by *Transport Routier* editor Steve Bouchard. Fleet topics included fuel-saving strategies and employee recruitment and retention. For owner-operators, a Saturday session led by owner-operator Michel Patry covered small business management in tough times. Each of the three was attended by at least 100 show-goers.

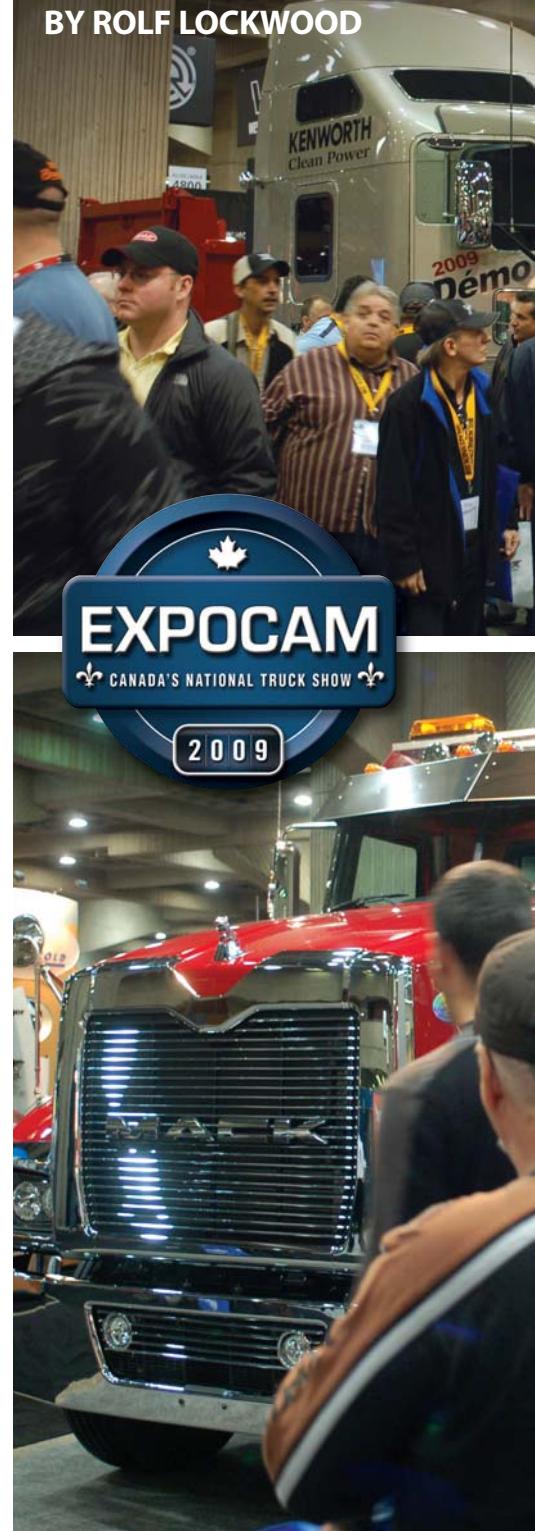
One of the key highlights of ExpoCam was the presentation of the 2009 HighwaySTAR of the Year award to Bud Rush of Oakbank, Man., who has been an owner-operator with Armstrong Moving/United Van Lines for some 30 years. The program honors a driver or owner-operator who sets himself apart from the rest. The winner must have a first-rate safety record, of course, and a record of contributing to his community in significant ways. Rush, who makes a habit of saving lives on the road, is a volunteer fireman who also coaches hockey and transports senior citizens around his community. He has driven 4.5 million miles without an accident—and even without a ticket!

Joining *highwaySTAR* magazine in this award were several sponsors—Freightliner Trucks, Ancra Canada, ArvinMeritor, Caterpillar, Chevron, Espar Heater Systems, and the Owner-Operator's Business Association of Canada. Prizes included a cheque for \$10,000, an Espar cab heater, and a road-ready laptop.

ExpoCam is produced by Montreal-based Newcom Média Québec, which also stages the CamExpo show in Quebec City and publishes *Transport Routier* and *Logistics* magazines. Its sister company, Newcom Business Media of Toronto, publishes this magazine, *highwaySTAR* and *Truck & Trailer*; as well as *Canadian Technician* and *Plumbing and HVAC* magazines. Newcom Business Media also produces Toronto's Truck World show, set to go in April 2010 at Toronto's International Centre. ▲

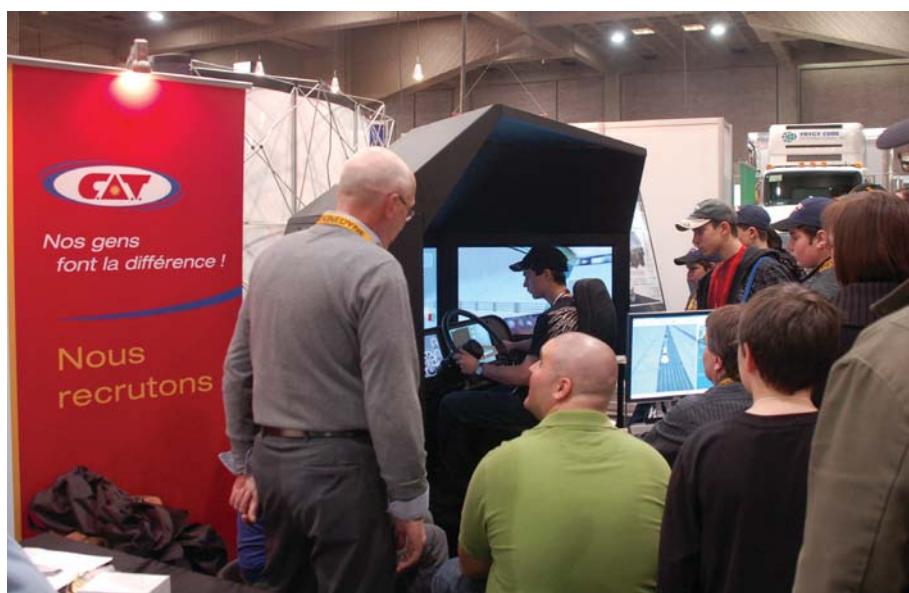
If you wandered the displays at the lively ExpoCam 2009 truck show in Montreal, you'd think all was well with the economy.

BY ROLF LOCKWOOD





Manitoban Bud Rush, center, 2009 HighwaySTAR of the Year, with award sponsors, from left: Pierre Perron, ArvinMeritor; Barb Palmer, Chevron Lubricants; Brian Laroque, Ancra International; Vanessa Parker, Daimler Trucks Canada; John Dennehy, Espar Heater Systems; and Joanne Ritchie, OBAC.



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PO

BY ROLF LOCKWOOD

Assuming you're able and willing to buy a truck or three next year, the decision may be a bit more difficult than usual. Or at least you may think so if you listen to the rhetoric that fills trucking's airwaves these days. It's all about approaches to the 2010 diesel emissions mandate.

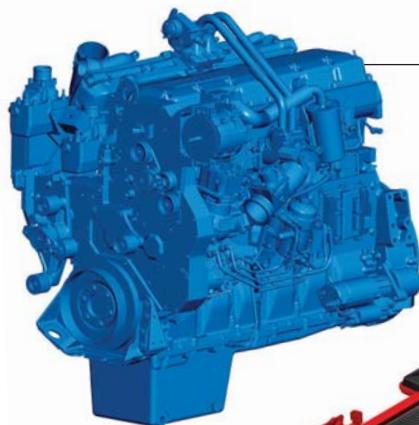
In an era when it seems impossible to buy a bad truck—they're all that good these days—we haven't really been able to say the same about emissions technologies since 2002. Some have clearly worked better than others. And some have cost you more than others mile by mile. All have cost you thousands to buy.

In 2010 you'll face a similar dilemma, but with a twist. As if

anyone needed this covered yet again, one engine maker will continue with a solution we've come to understand, if not love, while all the others will introduce a new one. It's International Trucks against the world.

It's advanced exhaust gas recirculation, or EGR, against a milder form of EGR with the addition of selective catalytic reduction, or SCR. In-cylinder control of nitrogen oxides vs. NOx reduction by aftertreatment.

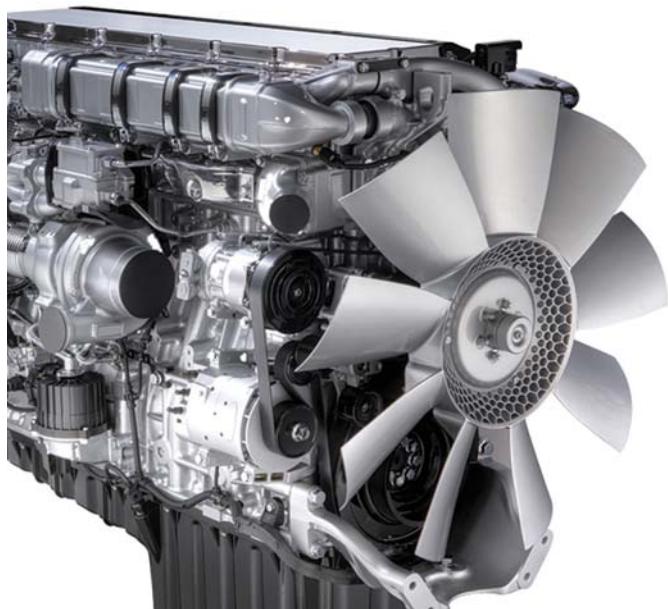
Aside from all the rhetoric, which we'll avoid here, there's also some new iron to talk about. All the engine makers except Kenworth/Peterbilt had their 2010 wares on display at Mid-America. Most of these introductions were very low-key, some without formal announcement at all, but Navistar went big. It launched the MaxxForce 15 with smoke, mirrors, and considerable fanfare.



THE LONER: International's MaxxForce 15 engine will be ready some time in 2010, based on the iron of the current Caterpillar C15, but using EGR.

TECHNO TWIST: The Cummins ISX15 reverts to a single overhead cam next year, the second one made redundant by the new common-rail fuel-injection system.

THAT MOTOWN SOUND: The big Bluetec DD16 from Detroit Diesel will be offered with 1,750 to 2,050 lb ft of torque and 475 to 600 hp.



WER TRIPPIN'

The 2010 story, news from the Mid-America Trucking Show.

The MaxxForce 15 will indeed be a modified version of today's Caterpillar C-15 without ACERT, built under licence at the Navistar engine plant in Huntsville, Alabama starting some time in 2011.

Essentially, International will be meshing Cat iron with its own air and fuel management hardware and software. That will include a variation on MAN's high-pressure common-rail fuel system, as used on the MaxxForce 11 and 13, but with higher pressures. Twin turbos in series will be employed. We'll see ratings from 435 to 550 hp with torque output from 1550 to 1850 lb ft, including two multi-torque models.

The fuel system introduces fuel into the cylinders at very high pressure at low engine speeds and in several metered or staged sequences within each combustion cycle. Conventional systems don't achieve peak pressure at these low engine speeds where fuel economy is inherently better, says International.

The system can deliver peak fuel pressure of up to 31,800 psi at any engine speed. This results in very efficient combustion with peak torque achieved at 1,000 rpm (just above idle). This allows for earlier upshifts when accelerating and fewer downshifts when climbing hills. Operating the engine at low speeds also minimizes engine friction for better fuel efficiency, says International.

The Cummins ISX15 has a new little brother, the ISX11.9. The latter is not the Chinese engine that some have presumed, though it was derived in part from the development of a Cummins 13-liter diesel to be built in China for the Chinese market. The ISX11.9 will be manufactured in the company's plant in Jamestown, NY. Its 15-liter mate still offers as much as 2,050 lb ft of torque in 2010 trim, and a brief look at its various power and fuel maps shows an incredibly wide sweet spot.

CATERPILLAR, NAVISTAR INK VOCATIONAL TRUCK DEAL

CATERPILLAR and NAVISTAR announced last June that they were going to join forces to build a vocational truck for North America and trucks plural for international markets. Well, this one's a go.

They will indeed build a heavy, on/off-road truck for North American market applications like logging and construction. It's a Caterpillar-branded truck, to be sold and serviced exclusively by the Cat distributor network, but it won't be ready until 2010.

The truck will come with 2010-spec Cat engines, no less. But they'll actually be International MaxxForce motors also branded Cat, in 11-, 13- and 15-liter capacities. And they'll surely be yellow. In fact, that 15-L MaxxForce 15 will be a Cat anyway (see the main story), the result of another deal between the two companies.

The new Caterpillar truck will be built in Navistar's Garland, Tex., plant, which used to be the home of Marmon Motors. More significantly, it's where the big International PayStar severe-service truck has been built since it was moved from International's Chatham, Ont., plant a few years ago.

And yes, they'll compete with one another.

"Yes, there might be some level of overlap," said Navistar spokesman Steve Schrier in a recent telephone press conference. "But we continue to grow and develop the PayStar. The PayStar will continue."

George Taylor, general manager of Cat's global on-highway

department, added that the two will be differentiated. The Cat truck will have an all-aluminum cab with Cat-developed components and electronics, for example, he said. That cab remains a little vague, but it will be built by Navistar and will be at least loosely based on the International 5000 PayStar cab. Looks like the big International will have some competition.



CAT OUT OF THE BAG: This International PayStar 5600 will soon have competition from a similar Caterpillar-branded vocational truck built in the same Texas plant.

Taylor said that "...the engineers are already well underway with this," and they promise trucks on the street in late 2010 with full production in the first half of 2011. There will be several models with both set-forward and set-back front axles.

Much sooner than that, a new 50/50 joint venture between the two companies will build trucks for certain international markets—namely, Australia, Brazil, China, Russia, South Africa, and Turkey. The first truck under this JV banner could be ready as early as the third quarter of this year.

Claiming improved fuel economy, performance, and reliability compared to today's model, the new ISX15 features the Cummins XPI fuel system, an enhanced cooled-EGR system, and a single variable-geometry turbocharger. The new Cummins aftertreatment system uses selective catalytic reduction (SCR) catalyst technology together with the in-house-made particulate filter that was introduced in 2007.

The XPI fuel system, co-developed with Sweden's Scania, mates with a single overhead camshaft, whereas the '07-spec ISX had two overhead cams. Ratings will be maintained from 400 to 600 hp, with torque outputs from 1,450 to 2,050 lb ft.

Cummins claims an industry-leading power-to-weight ratio among big-bore engines. It also claims fuel economy gains of up to five percent compared to its own 2007 engines, and as much as a nine-percent advantage over International's 2010 EGR engines.

The new ISX11.9 is a compact and lightweight medium-bore engine aimed at vocational trucks and day cabs. Sharing the same cooled EGR, VGT Turbocharger, XPI fuel system, electronic controls and

aftertreatment system seen on the ISX15, it will be offered with ratings from 310 to 425 hp and torque from 1,150 to 1,650 lb ft.

Detroit Diesel showed off its new BlueTec DD16 at the Louisville show, completing the trio of DD engines—the 13 and 15 being the other two—that will serve as a global engine platform for all of Daimler, Mercedes included. This one will be made in Redford, MI., but the company will also have plants in Germany and Japan making variations on the theme. We'll see the DD16 starting in March of next year, first in Western Stars. 'BlueTec' is the moniker applied to Daimler SCR engines.

At 15.6 liters, the Detroit Diesel DD16 is aimed at owner-operators, specialized heavy-hauling applications, and premium small fleets. It will be offered with conventional and multi-torque power ratings from 1,750 to 2,050 lb ft of torque and 475 to 600 hp.

The DD16 has a wide, flat torque curve that peaks at 1,100 rpm. Its air management system features turbo compounding that converts exhaust-gas energy into

useable horsepower. Its electronically-controlled ACRS fuel system optimizes injection events within each stroke. The highest, or 'amplified', fuel pressure is generated within the injectors, meaning reduced pressure throughout the rest of the system and greater component reliability, not to mention lower fuel use.

Other key features of the DD16 include its advanced cooling system, which stabilizes operating temperatures and reduces fan on-time; and dual overhead camshafts, which better control the air-to-fuel mixture and improve torque response.

FOR MORE INFO

www.detroitdiesel.com/dd16

www.everytime.cummins.com

www.factsaboutscr.com

www.internationaltrucks.com

www.macktrucks.com

www.paccar.com/engines/

www.volvo.com/trucks/na/en-ca/

Mack and Volvo had '010 engines installed in trucks in their displays, and Volvo powertrain guru Ed Saxman waxed poetic about their various features. He promised that 2010 Volvo trucks equipped with SCR emissions systems will not undergo driving or parked active regeneration of their diesel particulate filters during normal highway operating conditions. As with the others above, Volvo and Mack integrate SCR and DPF technologies and will have to use only passive regeneration, based on extensive testing in customer fleets.

That's a boon, needless to say, though Saxman did allow that some vocational trucks that don't see the highway and



PASSIVE RESISTANCE: Like its Mack stablemates, this 2010 Volvo D13 won't do active DPF regens.

maybe sit idling for long periods might not escape an occasional active regen. Cummins wouldn't say 'never' an active regen but said 'seldom' instead.

Passive regeneration of the DPF eliminates the need to inject diesel fuel into the DPF to oxidize accumulated soot, and means slightly reduced fuel consumption, reduced thermal cycling of expensive catalysts, and somewhat lower operating costs. It also simplifies vehicle operations by freeing the driver from having to keep track of when an active regeneration needs to take place.

Volvo says it has about 30 EPA '010 test trucks in customer fleets with over two million miles of operation—but no active regens. Another 63 '010-spec test trucks have been driven more than nine million miles without an active regeneration.

One Mack customer, Burns Motor Freight, has a test truck with a 2010

MP10 engine and about 60,000 miles on the clock. The fleet hauls building materials on the east coast from Maine to Florida, and has yet to see an active regen on that '010 engine, Mack says. They handle DEF "just like windshield washer fluid or antifreeze."

On a final note, neither of the Paccar companies, Kenworth and Peterbilt, was at the Louisville show and their 2010 12.9-

liter MX engine has not been formally launched. Based on a well respected DAF European engine, it will be built in a new engine plant being constructed near Columbus, Miss. Construction has been delayed, however, and the timing of the MX engine's arrival on the scene is unclear. The first 2010 MX engines will be imported from the company's plant in the Netherlands. They too will use SCR. ▲

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In Gear

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

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51 Lockwood's Products

YOU WANT SIZE WITH THAT? Mack's Titan boasts the big power and high-strength components demanded in severe-service applications. Bold styling, outstanding ride and handling, and an upscale interior are just the tip of the iceberg.



Mack Titan

quick spin *Titan and MP10 deliver tons of power and driver comfort. By Jim Park*

My ears popped when I pulled the door shut at the beginning of this test drive, and that became a benchmark for the rest of the day. You don't get an airtight seal in a less-than-solid cab. Every other aspect of this truck proved equally satisfying.

Nobody could ever question Mack's place in the heavy-haul sector, but the company has been without a truly big truck since it discontinued the CL model a few years ago—or the RW Superliner before that. The 500-hp E9 V8 was the last big engine Mack offered. Now there's Titan and the MP10. I think time will prove it was worth the wait.

Based on the Granite vocational series and featuring Mack's Cornerstone chassis, Titan will go anywhere. Intended applications include logging, oil field, heavy-equipment and float service, and severe heavy haul. Options exist to spec Titan exactly for any job. Frame rails are available in 8mm, 9.5mm, and 11mm thickness with optional full or partial 5mm inserts and application-specific crossmembers.

The front axle is set back 41 in. to boost payload capacity, but its high ground clearance provides a good approach angle for sharp inclines and uneven terrain. We never saw any terrain more uneven than some of the frost-heaved and pot-holed

SPEC SHEET

MACK TITAN HEAVY-HAUL

POWERTRAIN

Engine: Mack MP10 605 hp/2,050 lb ft

Transmission: Eaton Fuller

RTLO20918B 18-spd

Clutch: Eaton Solo 15.5-in. ceramic

Fan drive: Behr electronic modulated

Drive shafts: Meritor 18N HD/17N HD

FRONT AXLE

Mack FXL 14.6 14,600 lb

Suspension: 14,600-lb taperleaf

Brakes: Meritor S-cam 16.5 x 6 in.

Slack adjusters: Gunite 2000

Steering: TRW TAS66

Tires: 12R22.5 Bridgestone R250F

REAR AXLES

Meritor RT46-164EH 46,000 lb,

3.91:1 ratio

Suspension: Hendrickson PAX 460 high stability

Brakes: Meritor S-cam 16.5 x 7 in. Q-plus

Slack adjusters: Gunite 2000

Tires: 11R22.5 Bridgestone M711

MISCELLANEOUS

Wheelbase: 241 in.

Frame section: 9.5mm x 300 x 90

Fuel tanks: alum. 116 & 88 gal.

Interior: Rawhide package/
button tucked

Seating: Bostrom Talladega

roads north of Barrie, Ont., but Titan's suspension did get a bit of a workout.

The good folks at Mid-Ontario Truck Centre in Barrie made arrangements with G.H. Stewart Construction of Orillia, Ont., for both a trailer and a load for this test drive. I had nearly 39 metric tons of gravel in a self-steer quad Custom end dump, grossing 58,500 kg (128,960 lb). Right up Titan's alley.

MP10 – MACK'S BIGGEST ENGINE EVER

MACK'S MP10 engine produces a ton of torque—literally. At 605 hp and 2,060 lb ft, it's the biggest engine ever offered to Mack's North American customers. It is an inline six-cylinder, cooled-EGR diesel with high-pressure fuel injection, a single overhead cam, and rear-mounted gear train.

Despite a power density of about 38 hp per liter, it's a very quiet engine. A harmonically balanced camshaft and insulated engine mounts help reduce noise and vibration.

It's an adaptation of Volvo's D16 engine, and like other Mack and Volvo engines, it's manufactured by Volvo Powertrain in Hagerstown, Md. It will make EPA-2010 with the addition of an SCR aftertreatment system, on-board diagnostics, and the requisite engine programming.

While the MP10 is more than 500 lb heavier and 200 cu in. larger than the MP8, many of the regular maintenance items are common. Both engines use the same oil and fuel filters. The coolant formulation is the same, and all of the sensors and engine electronics share the same part numbers. The advertised oil-change interval is 30,000 miles, and because the engine sits high in the frame and out ahead of the cab, it looks to be very easy to work on.

I first drove what would become the MP10 back in 2003 when

Volvo introduced the D16 to the European market from Gothenburg, Sweden. Then, the concept of a broad, flat torque curve was somewhat new to North America, and it impressed me no end. It enhanced driveability dramatically, and today's MP10 retains that outstanding performance characteristic. With a properly spec'd

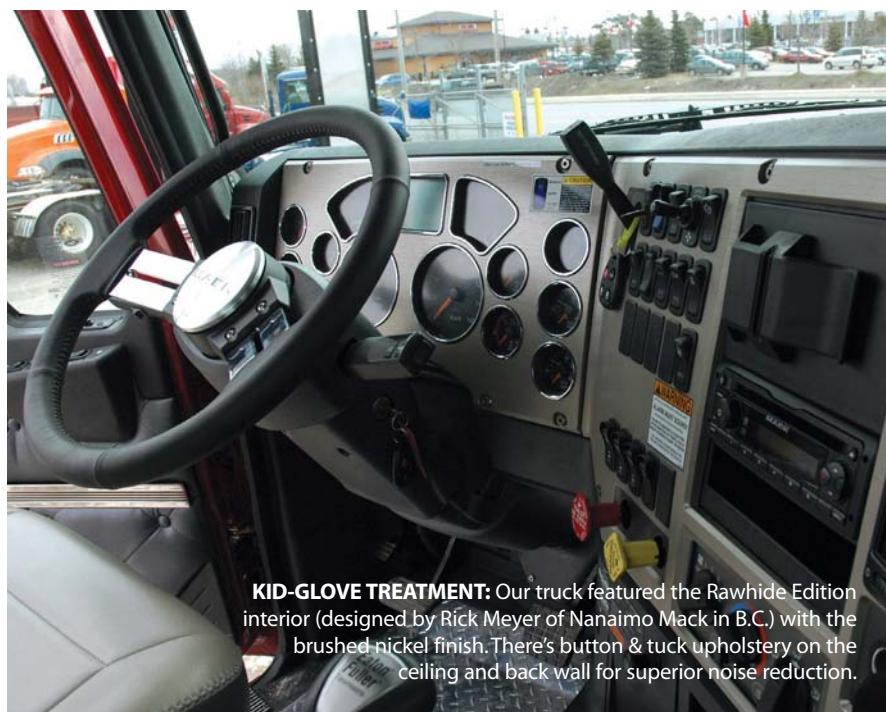
cruise engine speed of about 1,450-1,525 rpm, you still have 250-300 rpm of reserve torque. In fact, torque increases as rpm drops between 1,450 and 1,200. Below 1,200, there's a margin of about 150 rpm before power dies right off, giving you a bit of wiggle room if you're near the crest of a hill. You can lug it down to 1,050 or so and hold your ground as the grade levels out.

All that to say, the need to downshift on slight grades is greatly minimized. There's a lot of torque in reserve below the sweet spot, and that makes the MP10 a very driveable engine.

Engine brake (Mack calls it PowerLeash) output at 1,500 rpm is a

respectable 420 hp, but downshifting to max rpm of 2,100 will bring 575 hp to bear on the problem. You'll know when it's working.

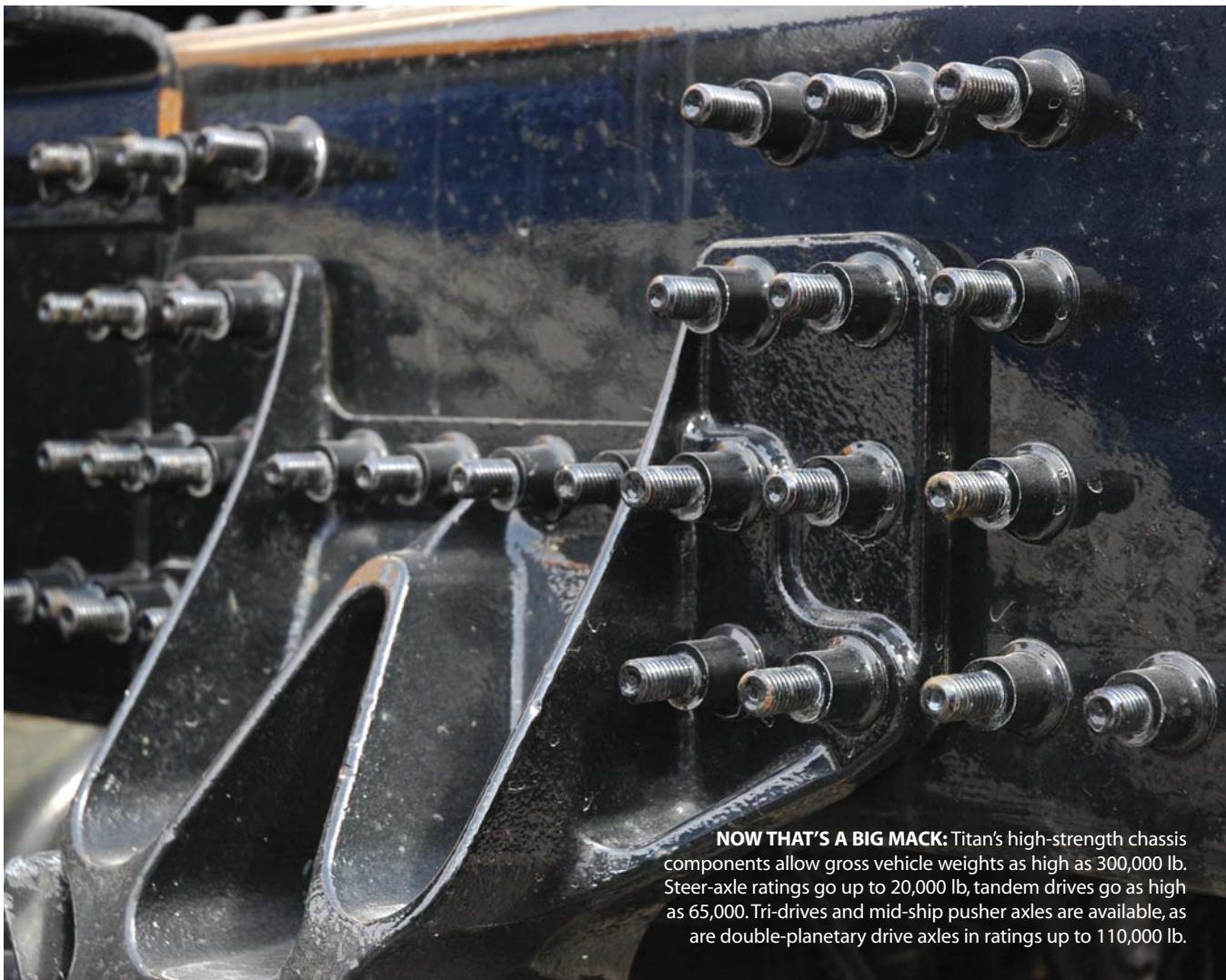
The MP10 is available in three ratings: 515 hp/1,860 lb ft (standard), and two optional higher output setups of 565/1,860 and 610/2,060. It's available only on Titan models for the moment, but here's hoping.



Just pulling out of the yard, I knew I was onto something special. I short-shifted the first three gears and swung the truck into a left turn crossing Dunlop St. and headed for Highway 400. At about 800 rpm, I left myself lots of revs to pull through the turn. The truck pulled easily from 800 up to 1,300 as I straightened out and could easily make the next shift. There's tons of torque in the low end of the power band—just where you want it.

From Dunlop St. to the 400 extension is a long gentle pull, maybe a three-percent grade, but Titan still managed to maintain decent acceleration. Even with a good five minutes of 100-percent engine load pulling the hill, the coolant temp never climbed above 180 degrees.

During a good pull and even at highway cruise speed it's quiet enough in the cab to easily maintain a conversation. The Rawhide interior does a great job at noise

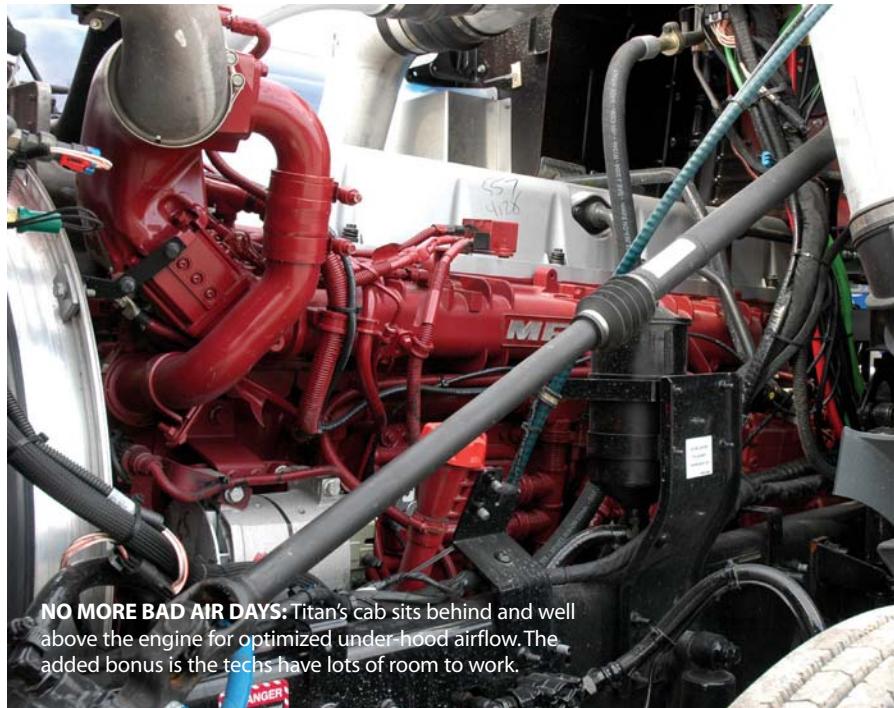


NOW THAT'S A BIG MACK: Titan's high-strength chassis components allow gross vehicle weights as high as 300,000 lb. Steer-axle ratings go up to 20,000 lb, tandem drives go as high as 65,000. Tri-drives and mid-ship pusher axles are available, as are double-planetary drive axles in ratings up to 110,000 lb.

reduction, but you can still hear the big MP10 chugging away—a sound that's not at all hard to get used to.

I didn't need to venture too far from Mid-Ontario Truck Centre, having found a suitable variety of road conditions in the area between Midland, Orillia, and Barrie. The truck held the road very well on the two-lane sections of Highways 11 and 12 and some of the side roads I ventured down. Steering was firm and positive, but not laborious. I don't like an "easy" steering box, and this one proved just right for the load and road conditions.

With a wheelbase of 241 inches, it's not a small truck, but it managed the tight turns well, even with the four axles on the ground out back trying to keep me straight. The self-steering front axle of the quad helped with the turning radius, but the MP10 had to work a little when pulling a tight 90-degree turn.



NO MORE BAD AIR DAYS: Titan's cab sits behind and well above the engine for optimized under-hood airflow. The added bonus is the techs have lots of room to work.

BORN TO TRUCK

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Drivers who do it every day might disagree, but pulling nearly 65 tons feels good. The suspension is loaded the way it was intended to be, and the engine has to work. There's a good two-to-three-mile grade on northbound Highway 11 at Orillia, just south of Highway 12. It'll slow most any truck down by a cog or two, but the MP10 hit the top in 7th-over with 150 rpm to spare before a downshift would have been required.

I exited at Highway 12 and headed northwest toward Highway 400 for the trip back to the dealer. On the 400 heading south, I was passed by a Pete 379, and found myself



AIR SUPREMACY: Twin polished-metal air intakes minimize moisture and prevents debris from reaching the filter elements. Air intake piping is smooth and non-restrictive promoting high-volume airflow.

looking decidedly down into the other guy's cab. I hadn't noticed before just how high the Titan cab sits off the ground.

The Titan has a good measure of ground clearance, and the cab sits high on the frame (just look at the line from the top of the steer tire back to the door sill). You need both of the two steps to get into the cab, and once you're there, you have a commanding view of the world around you. The cab is mounted high on twin wide-spaced air bags with shocks to neutralize the harsh bumps, while stabilizers prevent cab sway. The extra altitude will be welcome in the environment this truck will operate, particularly the off-road portions. Even with the big tall hood, visibility wasn't an issue at all.

What you get with Mack's Titan is a

truck that'll tackle most any off-road environment while keeping the driver in highway comfort. The big power from the MP10 will keep very heavy loads moving at highway speeds, while giving it the grunt to pull off-road grades with ease. It's a solid and thoughtfully designed work truck that wouldn't be out of place at a show & shine event.

Mack's RW and CL models might have

been the heavy-haul benchmark a generation ago (in truck terms), but that bar has been moved up several notches. For more on the Titan, check out www.titanbymack.com. ▲

Jim Park is the former editor of *highwaySTAR* magazine, now a freelance truck writer. He can be reached at 905-227-5755, or j.park@sympatico.ca.



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Little Trucks; Big Ideas

medium duty Our annual round-up of what's new in the medium-duty market. By Tom Berg and Peter Carter

The current state of the medium-duty truck market is like the story about a doctor who tells his patient he's got good news and bad news. "I'll have the good news first," says the patient.

Doctor: "We have to amputate your feet." Patient: "And the good news is?"

Doctor: "The guy in the next bed wants to buy your shoes."

Medium-duty sales are down almost 26 percent in Canada over last year. Far, far too many trucks are sitting idle. And the short-term prognosis for people who make and use trucks in classes three to five (okay, six, seven and eight, too) is not bright.

So the good news? As Global Insight Analyst Ken Kremar jokes, "there's less wear and tear on equipment."

Alright, it's not that funny. But it's true. The medium-duty truck world is largely peopled by companies whose primary interest is something other than trucking; it could be landscaping, plumbing or delivering groceries. And when their main business is being stretched to breaking, they're not going to be interested in spending money on their vehicles.

If Kremar's numbers are right, they should be able to and will squeeze more miles out of the trucks that they do have. After all, they're probably not that old.

"We had very strong numbers from 2004 to 2007. The numbers were way up," he says. (The numbers he is referring to are medium-duty truck sales statistics.) "It started to soften in 2007 but stayed healthy."

"But now you've got a young fleet and

a bad economy. That's an unfortunate combination."

"There's a tremendous amount of underutilized equipment," Kremar says. And when the economy does pick up, which looks like sometime next year, truckers are going to use the equipment that's been sitting idle rather than rush out to buy new trucks.

"If I had half my fleet idle," he says, "wouldn't I be cannibalizing the half that's sitting there to keep the others on the road longer?"

Another familiar transportation research group, J.D. Power and Associates, mirrors the Global Insight predictions. Recently, Power released its report on the medium-duty market, based on research done in '08.

Says Brian Etchells, senior research manager in the commercial vehicle group, "Customer intent to purchase or lease medium-duty trucks within the next 12 months has reached its lowest level since 2002. Many owners are planning to hold on to their trucks longer," he says.

Combine the dreary economic forecast with the fact that medium-duty users are facing the same 2010 emission restrictions faced by heavy-duty diesel users, and it's easy to see why only three items competed for the biggest news story of the year on the medium-duty front.

Story one: Daimler Trucks bidding sayonara to their formerly popular Acterra medium-duty truck with the closing of their Sterling plant in St. Thomas, Ont. Daimler's deep-sixing the entire Sterling marque and the Acterra was particularly popular among the municipal trash haulers and the expedited freight sets. (Daimler of course hopes these users will switch to Freightliners or Western Stars, other medium-duty trucks in the Daimler stable.)

Also dropped was the class-4 model 360 low-cab-forward from Mitsubishi Fuso, a sister company to Freightliner.

Story two: The reintroduction of Hino's class-4 Model 155 COE out of its plant in Woodstock, Ont.

Only a few years ago, Hino swapped its cabovers for conventionals but then responded to a backlash in Canada and announced in September that it was back in the COE biz.

Finally, from Detroit comes Dodge, moving more seriously into the medium-duty market, targeting the specialty and vocational operators. In 2008, Dodge launched a new 1500-series Ram. This year, at the Toronto International Auto Show, Dodge introduced a revamp of the heavy duty series pickups for 2010. The new trucks will be available in 3500 to 5500 classes and offered with a new "crew" design. Standard power for the 2500-and-up series will be the veteran 5.7-litre hemi or the 6.7-litre Turbo Diesel. The hemi comes with a five-speed automatic while the diesel is coupled to either a six-speed automatic or six-speed standard and optional exhaust brake.

Beyond those announcements, the action in the medium-duty arena has centered around hybrids, incentives and, well, survival tips.

A total of 35 vehicles were shown at the Hybrid Truck Users Forum's annual meeting in October. Twenty-three of them had an electric-drive system from Eaton Corp., now the leader in hybrids, and another had Eaton's Hydraulic Launch Assist

(HLA). Bosch unveiled its own diesel-hydraulic system in Crane Carrier and American LaFrance trash trucks.

The diesel, meanwhile, continues as the king of commercial-truck power, but the engine continues to get more complex as increasingly stringent exhaust emissions regulations take effect. (See "Power Trippin'" by Rolf Lockwood, pg. 36.)

Meantime, here's a recap of the some of the latest medium-duty innovations:

Ford redesigned its SuperDuty conventionals last year and now has optional Work Solutions electronic products to help tradesmen plan their day-to-day activities and manage their businesses. SuperDuty models include the F-250, F-350 and F-450 pickups and F-450 and F-550 cab-chassis trucks. All can be ordered with two-door Regular, four-door Super and four-door crew cabs. They use

as good as a cabover's, thanks to a large windshield and steeply sloped hood. Like other M2s, its electrical system is multiplexed for easy hooking up and control of lights and power equipment. A few Freightliner dealers also sell the redesigned Sprinter 2500 and 3500 van and cab-chassis, with new body choices, a diesel V6 and five-speed automatic.

GMC-badged Class 2 to 5 models include the Silverado and Sierra 2500HD and 3500HD. Last year these got new frames, stronger cabs and restyled noses, and use either the 353-hp Vortec 6000 gasoline V8 with a six-speed Hydra-matic or 365-hp Duramax 6600 V8 diesel with the six-speed Allison 1000. Those engines are also used in the Express/Savana G3500 cargo van, though the diesel is derated to 250 hp and mated to a beefed-up version of the four-speed Hydra-matic.



GOT ENOUGH RAM? Dodge is trying to get its hooks into the vocational market.

the 6.4-L, 350-hp Power Stroke V8 diesel or Triton gasoline V8 (5.4-L, 300 hp) and V10 (6.8-L 362 hp), all mated to Ford's TorqShift five-speed automatic. The Class 3 and 4 LCF from the Blue Diamond joint venture with International use a 4.5-L, 200-hp V6 version of the diesel.

Freightliner is primarily concerned with heavier classes, but its Business Class M2-106 conventional dips into Class 5 with GVR ratings as low as 18,000 pounds. It comes with a low-profile suspension, Mercedes-Benz's MBE 900 diesel or Cummins' ISB, with ratings from 190 to 300 hp, and a choice of proprietary and vendor transmissions and axles.

The M2-106 (106 being its BBC dimension, in inches) claims outward visibility

Kodiak/Topkick C4500 and C5500 conventionals are standard with the 325-hp Vortec 8100 gasoline V8 while a 330-hp rating of the Duramax diesel is optional; both use an Allison six-speed automatic. Incidentally, the Duramax is approved for B20 biodiesel blend fuel, but the big gasoline V8 is being dropped from heavier midrange models in December.

Hino, in addition to relaunching the cabover, continues to assemble conventionals in West Virginia with Japanese-made cabs and engines and American-made hoods, frames, axles, transmissions and other components. Fuel tanks are now standard aluminum for lighter weight and better looks. Class 3, 4 and 5 models are the 145, 165 and 185, with the first two



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In Gear

numbers approximating GVW ratings in pounds and the 5 signifying engine displacement in liters. The 4.7-L, four-cylinder JO5D-TF diesel is used in all three models; it makes up to 175 hp and 376 lb ft, and is mated to a standard Eaton manual or optional Allison automatic, both with five speeds.

International's Class 5 DuraStar 4100 conventional uses many Class 6 and 7 components, including its steel cab (in two-door regular or four-door crew), low-profile "ambulance" frame, hydraulic disc brakes and Diamond Logic multiplexed wiring system. Emergency and public utility are among its principal applications, so it can be ordered with high-output alternators (up to 320 amps) and two A/C compressors. Engine is the 6.4-L 230-hp MaxxForce 7 V8 mated to a Fuller six-speed manual or Allison 1000 automatic. Standard GVW is 18,000 lb, but an optional heavier axle pushes the rating to 20,000 and Class-6 status.

The CityStar LC 500 and 600, a clone to the Ford LCF, comes with ratings of 16,000 and 19,500 lb, a 200-hp MaxxForce 5 V6 and Ford five-speed TorqShift automatic, and a choice of four wheelbases. Like the Ford LCF, the LC uses a non-multiplexed wiring system.

Isuzu's N series low-cab-forward (LCF) was completely redesigned last year with fresh styling, new lights, and roomier, safer interior, including a bigger bonded windshield, halogen headlamps and daytime running lights. A front panel swings open for easy access to wiper parts, air filter and electrical components. Frame rails are 33.5 in. apart for standard mounting of commercial bodies. GVW ratings of Japanese-built NPR, NQR and NRR go from 12,000 to 25,500 lb; all use Isuzu's '07-spec 5.2-L 4HK1-TC diesel with 205 hp and 441 lb ft and an Aisin six-speed automatic. An NPR Gas has a GM six-liter Vortec V8 with 325 ponies.

Growth of the Class 5 market led Kenworth to introduce the T170. There's also the Class 6 T270 and Class 7 T370, all of which replaced the all-inclusive medium-duty T300 designation a couple of years ago. T170 is rated at 19,500 lbs and

uses the Cummins-made, Paccar-branded PX-6 with six ratings from 200 to 300 hp and 520 to 680 lb ft. Standard features include a rugged aluminum cab derived from Class 8 models; it comes with power door locks, passenger-side electric window (optional on driver's side), and DayLite drop-sill doors with right-side peep window. Wheels are 19.5-in., and a 50-degree wheel cut provides excellent maneuverability.

Fuso covers this segment with four LCF models: FE125, rated at 12,500 lb; FG1400 4x4, 14,000 lb; FE145, 14,500 lb; and FE180, at 17,995 lb. All use Mitsubishi's 4.9-L, 185-

International's Class 5 DuraStar 4100 conventional uses many Class 6 and 7 components, including its steel cab.

hp dual overhead cam 4M50 diesel. An Aisin six-speed automatic transmission is standard in all three models, and a Mitsubishi six-speed manual is optional in the FE180. Cruise control, keyless entry, programmable PTO and on-off exhaust brake are all standard, as are

halogen headlamps, power windows and door locks, folding seats, dash-mounted shifter and other amenities. The FG1400 is the only LCF 4x4 in the market.

Nissan Diesel America, now a sister company to Volvo and Mack, plans on making its presence clearly felt in this market; starting with four LCF models: UD1400, rated at 14,250 lb GVW; UD1800CS (City Spec) and UD1800HD (Heavy Duty), both rated at 17,995 lb; and UD2000, at 19,500 lb. The 1400 and 1800CS use a four-cylinder MD175 diesel mated to a Nissan six-speed manual or an optional Aisin four-speed automatic.

Peterbilt continues its Class 5 Model 325, a 19,500-lb truck based on the heavier 330 and 335 series. It's aimed at P&D, towing, landscaping, municipal and other specialty applications whose operators appreciate premium features, including a stout, corrosion-resistant aluminum cab, aerodynamic nose made of an advanced composite that can withstand minor impacts, stainless-steel grille, and high-intensity headlamps. Like other medium-duty models, the 325 uses a Cummins-made, Paccar-branded PX-6 diesel with 200, 240 and 300 hp and up to 660 lb ft of torque. A six-speed Eaton Fuller manual is standard and a five-speed Allison automatic is optional. ▲

Winning in a Challenging Environment



By Jamie Williams
President
PeopleNet Canada

In a trucking environment marked by razor thin profits, squeezing the most out of every dollar is often what separates the winners from the losers.

The winners will be the carriers who pick up a load when they say they will and who deliver it on time. They will be the best-managed carriers, the carriers who know where their trucks are, how their drivers are performing and what their costs are. They will be the carriers with the fewest accidents and the fewest breakdowns. They will be the carriers with empowered, well-informed managers, motivated drivers and, as a result, the most satisfied customers. Their drivers will get accurate dispatch details, directions and training when and where it is needed. They will know where they need to be and how to get there safely, while staying on the roads they're supposed to use and within the hours they're allowed to work.

Successful companies find ways to enhance the value of every process, manage their assets and operations and ensure that every investment adds to that value proposition. Of course, technology investments can be particularly effective if wisely made and offer benefits including labor, productivity, capital equipment, profitability and customer retention.

Fleets can also feel the intangible benefits of technology investments, such as brand advantage, competitive advantage, strategic advantage, intellectual capital, organizational advantage, security benefits and driver safety. And even more easily felt than measured are the accidents that didn't happen, drivers who didn't leave and customers who weren't lost.

The carriers that will profit and grow will have a smart, reliable, affordable onboard system that communicates as seamlessly between truck and back office as it does between driver and dispatch. They will have added applications that gather, analyze and apply information such as automated driver logs, geofencing, logistics management, in-cab navigation and more. And many of those fleets will also have this in common: They will be fleets who have made the investment in the latest in onboard computing and mobile communications systems.

Williams can be reached at
jwilliams@peoplenetonline.com

HOW DO YOU SPELL TIRES WITH HIGH VALUE?

H-A-N-K-O-O-K

In the age of unlimited competition, we can agree that having the right parts is the first step in providing quality services. Therefore, many owner-operators and fleet managers turn to well-recognized brands that provide high quality products with high price tags. In the tire industry, it is no different. Many companies purchase tires manufactured by the top three companies despite high prices without considering purchasing other brands, simply because of the perception that the other brands are manufactured by overseas companies with low technology to make them cheap. Certainly, the perception is justifiable to some brands, but not to Hankook. Here is why:

Fact: Hankook Tire is a global company, not an overseas company.

In fact, Hankook Tire is the 7th largest tire manufacturer in the world with one of the fastest growth rates in the industry*.

* Modern Tire Dealer, 2008

Fact: Hankook Tires are produced with innovative technology.

Grouped with energetic, smart and consumer-oriented engineers, Hankook Tire continuously re-invests approximately 5% of its revenue into Research and Development. At the Akron Technical Center of Ohio, energetic and dedicated engineers develop tires that reflect the weather, road and drivers of North America. The dedication and effort in advancing tires has been noticed from several highly respected organizations. First, Hankook Tire is the original equipment tire

supplier to International Trucks and I.C. School Buses on drive and steer positions. The tires meet and exceed the requirements of the highly respected company and continue to satisfy drivers and fleets in North America. Secondly, Hankook Tire has been recognized by the U.S. Environmental Protection Agency and received EPA SmartWay certification on three truck and bus tires for reduced rolling resistance that creates a smaller carbon footprint. The recently launched AL07+ steer tire, top-seller Z35a drive tire and advanced TL01 trailer tire provide reduced rolling resistance of 3% or more to meet SmartWay standards. The certified Hankook tires provide improved fuel economy and reduced costs to drivers and fleet managers. In addition, Hankook focuses on improving fuel efficiency and lowering the rolling resistance of current and future products with an annual investment of \$19 million on R&D to make more environmentally-friendly products that reduce the operating costs of O-Os and fleets. Certainly, you will hear about additional Hankook products being certified for the SmartWay Program.

Fact: Hankook Tires provide tremendous value to the consumer.

You now know that Hankook products are made by a global company that focuses on providing innovative products that are high in quality. And the

company's effort has been recognized and certified. But did you know the tires provide excellent value to consumers? Hankook tires are very cost effective in comparison with comparable quality products and have been well-recognized for their value. Call your local dealer today to find out how much you can save with Hankook products and how they can deliver better value. The news you hear about the price, quality and value of Hankook Tires will be some of the best news you will hear in 2009.

Fact: Hankook medium truck tires are available at your local dealer.

With thousands of dealers across Canada, Hankook truck and bus tires are available at your local dealer to help you earn more value for your purchase. From the ports of Vancouver to the lumber mills in the Maritimes, the dealers are proud to sell Hankook products and they are widely available. In addition, the new large distribution centre in Ontario can service Ontario fleets directly and help you to reduce costs, which will help your fleet in this challenging economy. For further information, please contact Hankook Tire Canada Corp., at 1-800-843-7709.

So, how do you spell tires with high value?
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The new **INTERNATIONAL** LoneStar Harley-Davidson Special Edition tractor sports authentic Harley headlights, pulled directly from the motorcycle maker's parts room—specifically the Screamin' Eagle Performance Division.

With deep black paint and contrasting silver and orange striping, the chrome-laden truck's other exterior features include: a front bumper with integrated fog and marker/turn lamps and optional Double Six bumper light bar; massive 7-in. chrome stacks with aggressive bologna-cut tips; set-back fuel tanks;

custom-forged and -machined 24.5-in. aluminum wheels with Harley-Davidson Bar and Shield center caps.

Inside, the special edition LoneStar adds a Harley look and feel, with turned aluminum gauge faces, dark rosewood cabinets and a dark walnut floor. In the sleeper a pull-down mattress easily converts the sofa into a 42-in.-wide bunk. The truck's available in a sleeper configuration only.

The newest LoneStar is available for order now and will enter production in June. Only 250 units will be produced in 2009.

www.internationaltrucks.com/lonestarhd

ALUMINUM FLATBED

MANAC LAUNCHES A NEW LINE

Manac has a brand new line of aluminum flatbed trailers, the Darkwing series.

Entirely redesigned, tried and tested, says Manac, the Darkwing offers a solidly riveted, three-piece main beam that's 27 in. high with a camber of 5 in., producing a concentrated load of 60,000 lb/4 ft. (27,216 kg./1.22 m.).

The rigid floor structure provides enhanced stability and integrates several cargo-retention devices, including aluminum-tube side pockets, rub-rail spacers, six rows of floor-mounted

Reliability



It comes as no surprise that our customers give their Hino trucks the highest ratings for service and reliability. Hino has a legendary reputation for building high quality trucks.

In order for your company to succeed, you need to be able to depend upon your trucks. In today's challenging and competitive market, business owners are seeking the best quality products to support their business. Every Hino truck is built to the highest standards of quality and is backed by our 5 year engine and transmission warranty. Our dedicated coast-to-coast dealer network provides outstanding parts and service support.

Customers drive our success.



securement tracks with grab hooks, and sliding winches. Each device is certified to a weight of 5,500 lb (2,495 kg).

The bolted rear bumper facilitates easy repair. The upper bumper section that houses the rear lights is especially



Manac flatbed trailer

rugged, able to handle lift trucks with a load capacity of up to 16,000 lb (7,260 kg). The Darkwing also includes a suspension system that was tested to 20,000 jack-knife simulation cycles.

www.manac.ca

ROUND LED HEADLAMP

TRUCK-LITE'S 7-INCH 12-VOLT LED HEADLAMP

The world's first 7-in. round 12-volt LED headlamp, from **Truck-Lite**, is said to offer the extended life and energy efficiency of light-emitting-diode technology.



as well as brighter, crisper and whiter light output than incandescent alternatives. The lamps have solid-state circuit board assemblies for shock and vibration resistance and hard-coated polycarbonate lenses that are claimed to offer 30 times more impact strength than glass. They are essentially, says Truck-Lite, maintenance-free.

The new LED headlamps are designed to replace any standard 7-in. round headlight within 12-volt applications. They can be aimed using standard mechanical aiming equipment, and they meet or exceed all applicable DOT requirements.

Each lamp uses 10 high-output LEDs as its light source. While a typical headlamp may be rated to last as little as 1,200 hours, Truck-Lite says these LED lights are expected to exceed that by as much as 50 times. It's claimed they'll offer improved visibility over conventional incandescent lamps, as the color temperature of the assembly is around 5,000K, far closer to sunlight than

incandescent or halogen lamps.

The U.S. military has acquired more than 100,000 of these headlamps in 24-volt form since their release in 2007 for use in Iraq and Afghanistan. After rigorous testing and design improvements through both laboratory and field studies, the 24-volt lamp is currently active on a number of military vehicles.

www.truck-lite.com

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Thursday, June 18

9:00 am • Registration and Coffee

9:30 am • Seminar I: Hybrid Technology Explained - Is It For My Fleet?

We've all heard something about hybrid technology, but few of us know enough to determine whether it would have an application in our particular business. This seminar will explain the technology and we'll hear from a large user of hybrid vehicles on the actual results (pros and cons) from using hybrid vehicles.

11:45 am • Conference Lunch

1:15 pm • Seminar II: Empowering For Productivity

Roy Craigen is an expert communicator and trainer. He is a sought after speaker and consultant for fleets that are seeking ways to improve productivity and team building by making better use of your human resources. Roy will be describing how you can get your drivers to contribute more to improving productivity, and how to turn them into valuable resources for your fleet.

3:00 pm • Seminar III: Strategies For Recessionary Times, Part 1: Fuel Economy Counts

Think you know all the ways to improve fuel economy? Our select panel will be discussing some innovative ways to make it even better. Fleet operators and suppliers join this panel to offer ideas and actual results from steps they've taken.

6:30 pm • Chairman's Reception & Dinner

Of course we'll mix in a little social time at the Chairman's Reception and Dinner Evening where we will experience an evening of great food and entertainment featuring standup comedy at its best.

Friday, June 19

8:00 am • Registration and Buffet Breakfast

9:15 am • Seminar IV: The Legal Update

During our Friday morning breakfast we will hear from two respected lawyers whose work involves the trucking sector. They will provide updates and commentary on Labour and Transportation Law.

10:30 am • Seminar V: Strategies For Recessionary Times, Part 2: What Successful Fleet Managers Are Doing

In Recessionary Strategies Part II, our assembled panel of fleet managers will describe cost control initiatives that have worked for them. This is one of your best opportunities to learn from other fleet managers about what actually works for them.

12:15 pm • PMTC Awards Luncheon Reception

12:45 pm • Annual PMTC Awards Luncheon

Join us as we celebrate some of the very best in trucking with our annual awards ceremonies:

- Canada's safest private fleets will receive the PMTC - Zurich Private Fleet Safety Award in recognition of superior safety performance.
- The PMTC - Huron Services Group Hall of Fame for Professional Drivers will welcome new inductees with many years of safe driving - truly the cream of the crop.
- The PMTC - 3M Canada Company Vehicle Graphics Design Awards, always a highlight of the conference, will salute creativity and imagination in vehicle graphics design.

2:30 pm • Conference Adjourns



Private Motor Truck Council of Canada
Association Canadienne du Camionnage d'Entreprise



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LED LIGHT ON A SHEET

GROTE PUTS LED LIGHT ON A THIN, FLEXIBLE SHEET

Calling it "radically innovative", **Grote Industries** has unveiled its remarkable LightForm technology. It's unlike any other sort of LED illumination, a thin-film, solid-state lighting device less than a millimeter thick. It's flexible, bendable,



comes in strips a few inches or many feet long and in many colors that can be combined on the same strip in as

many patterns as might be needed. LightForm strips can be bent around corners, over contoured areas, and into complicated shapes.

Better yet, because it uses substantially less material than a conventional LED marker lamp, for instance, mounting a LightForm lamp can be quickly done by peel-and-stick means, using the familiar adhesive now found on conspicuity tape. No more drilling holes, affixing mounting brackets, and using traditional fasteners.

"LightForm is a game changer," Grote says, "that will dramatically alter the way the industry uses lighting, while challenging all of our imaginations in the process. In the evolution of lighting, this is a totally new species."

Grote engineers have subjected the product to a rigorous battery of stress tests, and the product is "far beyond the mere prototype stage," but not quite ready for market.

LightForm is also for interior use and will seemingly change the way accent and environmental lighting is designed and applied.

www.grote.com

PREDICTIVE CRUISE

FREIGHTLINER LAUNCHES RUNSMART

Freightliner's new, proprietary RunSmart Predictive Cruise system evaluates the upcoming road profile more than a mile in advance and determines the most fuel-efficient vehicle speed. It's now available as an option for Detroit Diesel DD15-equipped Freightliner Cascadia trucks with a 72-in. raised roof.

Developed by Daimler Trucks North America, working with NAVTEQ

(a global provider of digital map data for vehicle navigation) it's said to increase fuel economy when a truck is running across rolling terrain.

Unlike standard cruise control, where the truck tries to maintain a set speed regardless of the terrain ahead, RunSmart Predictive Cruise looks up to one mile ahead of the truck's location and anticipates road grades by using GPS and 3D digital map technology. It adjusts the actual speed of the truck for maximum fuel efficiency based on the terrain while staying within six percent of the set speed.

Using advanced digital map slope data from NAVTEQ, RunSmart Predictive Cruise combines high-precision GPS road coordinates with road grade data of more than 200,000 miles of the most widely used truck routes in the continental United States.

www.FreightlinerTrucks.com.

www.navteq.com

PREMIUM CJ-4 LUBE

CONOCOPHILLIPS SYNTHETIC-BLEND, GUARDOL ECT

ConocoPhillips has introduced Guardol ECT with Liquid Titanium, a premium API CJ-4 diesel engine oil formulated with an exclusive liquid-titanium technology. It's said to provide enhanced engine wear protection and reduced bearing corrosion, with increased oxidation stability. The new lube is called an enhancement to the company's CJ-4 synthetic blend diesel engine oil made from a low SAPS (sulfated ash, phosphorous and sulfur) technology.

It's approved under the latest heavy-duty engine oil specs from major engine builders.



Guardol ECT combines "advanced high-performance additives" and a blend of synthetic and high-quality Group II base stocks. ConocoPhillips says Liquid Titanium is an additive that strongly bonds to metal surfaces at the molecular level, adding an extra layer of protection to reduce wear on critical parts and help extend engine life. By increasing oxidation stability, the oil's life is prolonged, helping to extend drain intervals.

www.conocophillipslubricants.com

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of April 7, 2009 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	98.4	-0.5	82.5
VANCOUVER *	92.9	1.0	60.8
VICTORIA	91.2	1.8	61.6
PRINCE GEORGE	83.1	-1.0	57.4
KAMLOOPS	84.9	-2.0	59.2
KELOWNA	86.6	-1.3	60.8
FORT ST. JOHN	94.9		68.7
YELLOWKNIFE	92.9		75.4
CALGARY *	79.3	0.6	62.5
RED DEER	78.4	1.5	61.7
EDMONTON	75.8	-0.7	59.2
LETHBRIDGE	77.2	0.3	60.5
LLOYDMINSTER	82.4	6.0	65.5
REGINA *	83.9		60.9
SASKATOON	82.9	-0.8	60.0
PRINCE ALBERT	79.9	1.5	57.1
WINNIPEG *	82.1	0.2	62.7
BRANDON	80.9		61.5
TORONTO *	86.9		64.5
OTTAWA	84.6	1.3	62.2
KINGSTON	82.0	-2.4	59.8
PETERBOROUGH	87.9	-1.0	65.4
WINDSOR	83.3	1.2	61.0
LONDON	83.4		61.1
SUDBURY	88.9	-1.0	66.4
SAULT STE MARIE	89.9		67.3
THUNDER BAY	87.1	-0.3	64.6
NORTH BAY	86.2	-0.7	63.8
TIMMINS	91.1		68.5
HAMILTON	83.5	-0.7	61.2
ST. CATHARINES	82.9	1.0	60.7
MONTRÉAL *	96.2		65.1
QUÉBEC	95.7	-0.4	64.5
SHERBROOKE	95.9		64.8
GASPÉ	95.4	2.0	68.1
CHICOUTIMI	93.7	0.6	66.7
RIMOUSKI	96.2		65.1
TROIS RIVIÈRES	95.9		64.8
DRUMMONDVILLE	91.9	1.5	61.2
VAL D'OR	96.4	2.0	69.0
SAINT JOHN *	95.1	1.5	63.3
FREDERICTON	95.9	1.7	64.0
MONCTON	96.5	2.0	64.5
BATHURST	96.7	2.2	64.7
EDMUNDSTON	96.4	1.1	64.4
MIRAMICHI	96.9	1.5	64.9
CAMPBELLTON	96.9	1.5	64.9
SUSSEX	95.5	1.6	63.6
WOODSTOCK	96.9	1.0	64.9
HALIFAX *	92.1	-3.2	62.1
SYDNEY	95.8	-3.1	65.3
YARMOUTH	94.2	-3.1	64.0
TRURO	92.9	-3.1	62.8
KENTVILLE	93.1	-3.0	63.0
NEW GLASGOW	95.0	-3.5	64.6
CHARLOTTETOWN *	89.4	3.5	61.8
ST. JOHNS *	96.0	2.7	64.5
GANDER	95.1	5.4	63.7
LABRADOR CITY	106.3	5.7	73.6
CORNER BROOK	97.3	5.4	65.6
CANADA AVERAGE (V)	87.3	0.3	63.1

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 (*)

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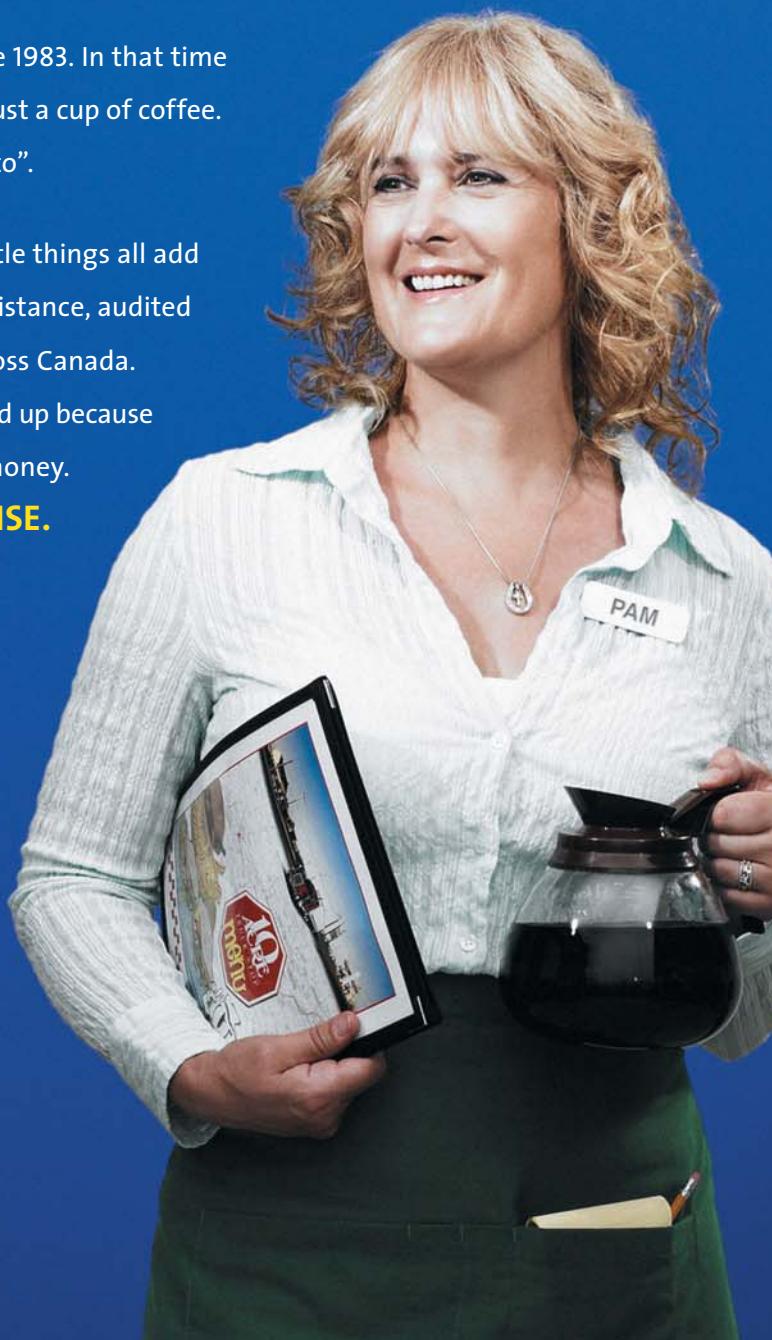
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ACTIVE CRUISE WITH BRAKING

BENDIX WINGMAN ACB HITS THE BRAKES
Bendix Commercial Vehicle Systems says its new Wingman ACB delivers warnings and proactive interventions to help drivers avoid collisions. Using a radar sensor mounted to the front of the vehicle—and building on Bendix ESP stability-control technology—the system helps the driver maintain a set following distance between his truck and the vehicle in front. With cruise control on and



speed set, ACB will warn the driver and then act if he doesn't respond—reducing throttle, engaging the engine retarder and, if necessary, automatically applying the foundation brakes to maintain the intended following distance. The system won't do a full-bore panic stop because the technology can't yet detect a stationary object reliably, but that's coming too.

When cruise control isn't engaged, the driver still gets the benefit of following-distance alerts to let him know if he's

getting too close to the vehicle ahead.

Wingman ACB information, warnings, and system controls are incorporated into the truck's dash. Drivers activate the system using the existing cruise control switches in the vehicle. Following distance can be programmed.

It's available for order today, with vehicle delivery starting in early July, 2009.

Both Mack and Volvo introduced their own versions of Wingman ACB at Mid-America. Mack calls it simply Adaptive Cruise Control, and at Volvo the new Bendix option is called Volvo Enhanced Cruise.

www.bendix.com
www.macktrucks.com
www.volvo.trucks.us.com

LIMITED EDITION STAR

WESTERN STAR TURNS BACK THE CLOCK

In honor of its inaugural year in the truck-making game, **Western Star Trucks** will produce a unique 4900 model. The Limited Edition 67 will be equipped with a specially-built Detroit Diesel DD15 engine and commemorative trim. Western Star will build just 100 of these trucks this year.

The Limited Edition 67's DD15 engine



features 560 hp and 1967 lb ft of torque, a rating built solely for this Western Star truck.

In addition to the DD15, it will feature customized leather seats embroidered with the limited edition logo, special badging and a personalized owner's kit. The limited edition truck is available to order in any 4900-series model now.

www.westernstartrucks.com

HIGHWAY TIRE

NEW FROM TOYO, TWO M154 SIZES

Two new sizes of the M154 "ultra-premium" regional highway tire are now offered by **Toyo Tire U.S.A. Corp.**

The two new sizes are 265/75R22.5 and 245/75R22.5, both in load range G.



First released last year, the M154 incorporates Toyo's proprietary 'e-balance' design technology which is said to improve both endurance and resistance to irregular wear. Ideal for steer applications, but well suited for use in any position, it's said to help reduce fuel consumption.

The M143 is an all-position, all-steel low-profile radial designed with a special "Belt-Defender" compound to increase durability and casing life by fighting heat and stress.

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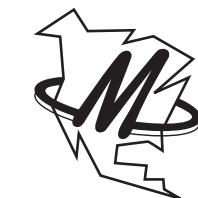
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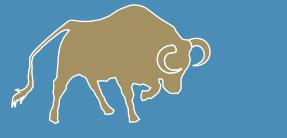


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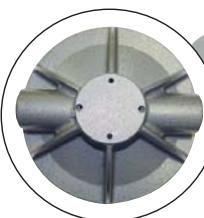
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By Peter Carter

Heights Of Achievement

Flying high at your favorite trucking magazine

The stupid Internet put me off my feed this morning. Usually, I rely on the web to help me get work done quickly, but today? It backfired.

I was writing this column, planning to boast about the mittful of journalism awards that *Today's Trucking* won recently.

Every March, at the Mid-America Trucking Show (MATS) in Louisville, an organization called the Truck Writers of North America (TWNA) gives out prizes to the best truck writers on the continent, and this year *Today's Trucking* writers Jim Park, Rolf Lockwood and Marco Beghetto flew to Louisville and won more prizes than *Slum Dog Millionaire*.

I won't bore you with details, except these: Beghetto brought home silver for a currency-trading feature called "Looney Tunes." Lockwood got gold for "Transitions Ahead." This very column earned a first, too. Two of Jim Park's feature stories—one about disc brakes and another called Small Fleet Trucking on a Big Scale—merited gold. (All these stories are available on www.todaystrucking.com, incidentally.)

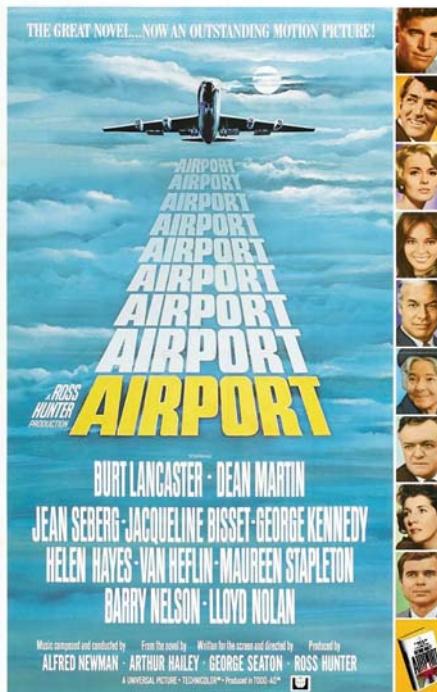
If you include the awards won by our sister magazines, *Transport Routier* and *highwaySTAR*, which are edited by the two Steves, Bouchard and Macleod, we won 17 in all. If I mention anymore, it'll just go to the guys' heads.

Of all the accolades, I think I'm fondest of this letter that we received afterwards, from Simard Suspension's George Cloutier: "Congratulations to all of you who have worked your butts off in the last year." Props don't come any better than that.

But back to why the Internet ticked me off.

To put the awards in context, I wanted to conduct a bit of research into a former editor of this magazine who went on to become one of the most successful writers ever.

Arthur Hailey, who died in 2004, wrote a novel called *Airport*, which was turned into a very famous suspense movie starring George Kennedy, Dean Martin, Jacqueline Bisset and Dean Martin.



SOAR POINTS: Could anyone call this uninspiring?

After *Airport* came one bestseller after another. You might have heard of *Hotel* and *Wheels*. (At one point, Hailey did a stint as a Trailmobile sales rep. I wonder if he ever thought of writing *Gladhands*?)

Anyway, I wanted to illustrate how we at *Today's Trucking* are carrying on a long tradition of fabulous writing. So I googled Hailey to get a few facts straight.

I came across the following, which appeared shortly after he died, in the London *Telegraph*. Hailey, the *Telegraph* told its readers, had been "Editor of a business newspaper with the uninspiring title *Bus and Truck Transport*."

Uninspiring? Bus and Truck Transport? What, I ask you, could be more inspirational than bus and truck transport?

For Pete's sake. I was born into a family that had a fleet of buses. My dad subscribed to that magazine. I'm the editor of *Today's Trucking*. I get excited about winning truck-writing awards. This is my life! How else do people and things get anywhere if it's not for buses and trucks? And some dweeb, probably a guy who can't drive a standard, had the nerve to call it uninspiring?

You see why I was miffed?

But I'm a pro. I'm taking the high road. I will ignore the insult and get back to bragging about how devoted to top-notch journalism we have been, are, and will continue to be here at *Today's Trucking*.

And I'll do so mindful of three things:

First, we have big Greb Kodiaks to fill.

Second, we can't let down people like Simard's Cloutier, who want their messages to appear in magazines that they know readers will enjoy and trust.

And third, we (meaning you and I) live in the Internet age. So we can't ever forget that somebody, somewhere, might google their way into our words, just like I did with the *Telegraph*. And what you type today could very easily come back and bitecha tomorrow. ▲



Charles Musgrove—
Director of Operations
Dillon Transport, Inc.



“MICHELIN® X Ones® are our competitive advantage.”

“We switched to X Ones® when they first appeared on the market primarily for the weight savings. What we got, in addition, is outstanding fuel economy. Our trucks are getting **6.3 mpg**, which translates to about **4%** or **\$300,000** in fuel savings annually. Add that to the **\$350,000 in extra revenue** from our weight savings and our X One® tires have contributed greatly to our success at Dillon. Plus maintenance is easier, cheaper and faster with no inside dual and we love the fact that X Ones® symbolize our innovative and green operating practices, helping us get bids through the SmartWay partnership. For us, the decision to put X Ones® on our fleet was a no-brainer.”

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