

**ELECTION '08:** Still wondering about how to vote?, PG. 46



# Today's Trucking

The Business Magazine of Canada's Trucking Industry

October 2008

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



## ALSO IN THIS ISSUE:



Keeping The  
Hot New Engines Cool

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**RETURN  
OF THE  
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The Business Magazine of Canada's Trucking Industry

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Canada



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Award Winner



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## Carbon copy-cats

Although the Conservatives are correct to assert the Liberals' carbon tax is a serious mistake ("Liberals soften carbon tax policy for truckers, farmers", [www.todaystrucking.com](http://www.todaystrucking.com)), they lack the moral authority to attack the Liberal plan.

The government's plan to cut greenhouse gas emissions to 20 percent below 1990 levels by 2020, is, according to Dr. Ross McKittrick, a leading environmental economist at Guelph University, almost certain to be more costly to households than Dion's plan.

Rather than simply attacking their ideological opponents, the government should do what is best for Canada.

They must back away from the politically correct but flawed notion that we can significantly influence global climate by restricting our emissions of the non-polluting gas, carbon dioxide. They must convene public hearings into the actual state of the science so that the public can hear about the latest discoveries in the field.

As Professor Tim Patterson, a climate expert at Carleton University told a Commons Committee hearing in February, "if Canada's government is to base climate policy on real science, then it must accept that its policy decisions should be changeable as climate science advances. Otherwise, policy becomes disconnected from science, and we may waste billions of dollars going in entirely the wrong direction."

Since the Conservatives came to power, scientists such as Patterson have been excluded from testifying before hearings for fear they would say something inconvenient.

This is unacceptable in a democracy. Governing should be based on what is good for the country, not just on what is easiest for the government of the day.

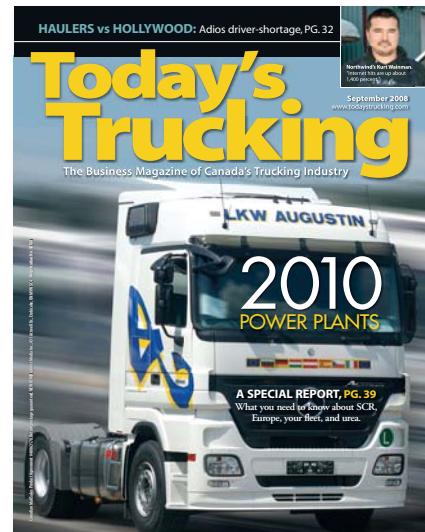
Tom Harris, M.Eng.,  
International Climate Science Coalition  
Ottawa

## A limiter law with fangs

Let's really level the speed-limiter playing field and give all vehicles a 120-km/h cap.

Cars included.

Just think of the safe roads that would



result. Give the law some teeth. Anyone going the limit gets not only a ticket but a thousand-buck fine for having a jiggery limiter.

Second offence, the fine is doubled and doubled for each time after that. Make the person or company who jiggery limiter \$10,000 plus they lose their business licence.

That is not too far-fetched an idea. All these new cars have limiters in their computers already. They are just set at 160 km/h and higher. All we would have to do is set them down.

Alas, I do not think I could smoke enough wacky tabacky to even think that that would happen. Imagine the response.

Even trucking executives, who love their cars and trucks so much would object. We would need hearing protection otherwise we'd be deafened by them howling that their personal rights have been infringed upon.

So here we truck drivers sit, getting shot at by all sides.

Like the husky said, "If you ain't the lead dog, the scenery just don't change."

In the 52 years I've been driving trucks it's only been getting worse.

David Prat,  
Whitecourt, Alta.

## HOW TO REACH US: We want your feedback.

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By Rolf Lockwood



# Do Not Vote Liberal

## Stephane Dion's Green Shift plan threatens the sustainability of your business and our industry

**D**o not vote Liberal. If you want this industry to thrive... hell, if you want it to exist, put your X somewhere else on October 14th. Why? Well, I've seen calculations that put the cost of the Liberal Party's 'Green Shift' plan at \$5,000 per truck over the first four years of the program.

Can you absorb that? Can you pass that on to your customers? Don't make me laugh.

Stephane Dion and his chums claim that companies paying such sums will be able to recover that money in tax relief elsewhere, but it just ain't so. It's pretty much five grand a truck, period, because no for-hire trucking outfit can possibly make enough money to trigger a useful tax credit under this plan. And at that rate, they'll all be out of business in no time.

The goods will still have to be hauled, sure, but ABC Trucking and its ilk won't be doing it. ABC was formed with one straight truck in the mid-1950s and it grew with the country, taking advantage of new opportunities as old roadways were paved and new highways were built. Suddenly, we had a long-haul trucking industry, and that single truck became a couple of dozen. Through booms and a few busts it continued growing, and in the 1980s Mr. ABC's son and daughter took over, subsequently maneuvering through deregulation and free trade, and seizing new opportunities that the old man had never conceived.

But there was new competition. After the entry barriers came down, along came XYZ Transport and about a million others like it. Brash and bold, XYZ was a truckload operation with a tiny office and a big yard and sometimes a cut-throat approach to business.

Whereas ABC still relied on handshakes and friendships, XYZ was all about the numbers. And some shippers liked XYZ because of it, especially those with bean-counters at the helm. The two carriers have been butting heads ever since, in latter years cutting rates left, right and center to maintain marketshare. And at this point, they've hammered each other so hard for so long that neither of them is making a decent buck. Worse, their shipping customers don't much care.

In a good month each of them now has an annualized operating ratio of 98 percent. In a bad one it's 106. If they survive the year, it'll be a miracle.

If it weren't for fuel costs, they might just squeak through the present dearth of freight, but combine that situation with the unprecedented price of diesel and you get a truly lethal cocktail.

Now add the Liberal Green Shift program, which aims to

increase the price of diesel fuel by seven cents a liter by the fourth year. And that's on top of the four-cents-a-liter excise tax you already pay.

The Dion idea is not new or revolutionary. It's not very creative either. As we've already seen in B.C., it's a simple carbon tax, the idea being to whack the users of fossil fuels that contribute to greenhouse gas emissions.

The idea has flaws about as deep as the Grand Canyon. And that's assuming you buy in to the idea that such emissions are causing global warming in the first place. I'm not convinced.

But forgetting that, the premise of a carbon tax is simply wrong for an industry like ours. Sure, if we must, tax the crap out of the guy who drives a Hummer and runs a 40-ft cruiser. That's discretionary spending, and he can alter his way of life.

But do you have any discretion in your use of fuel? Yes, to a point, by employing measures to increase efficiency, but you can do only so much. You simply need to use fuel, and lots of it. Truth is, our economy depends on your using that fuel, so how can you justifiably be penalized in the same way as Mr. Hummer?

That's flaw number one. Flaw number two has to do with the Green Shift plan in particular. Nowhere do I see any real, substantial incentive, aside from reducing the tax paid by using less fuel, to give you a leg up. If you're going to save serious amounts of fuel, you'll have to invest serious money in technologies like fancy HVAC systems and hybrid power systems. Trouble is, you won't have the dough because you've been raped by an ill-conceived tax. Stephane Dion threatens the fundamental sustainability of your business and does nothing to help you use less diesel fuel.

I could go on and on counting flaws, but the truth is that it's a bogus idea, and his recent revision doesn't help a bit.

So I repeat, don't vote Liberal on October 14th. Please. ▲

Rolf Lockwood is editorial director and publisher of *Today's Trucking*. You can reach him at 416-614-5825 or [rolf@todaystrucking.com](mailto:rolf@todaystrucking.com).

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# Dispatch

## Pandora's ECM

**Ontario's new speed limiter law allows inspectors unfettered access to hundreds of vehicle settings and parameters as well as historic trip and operational data.**

Carriers spend a lot of time and money protecting operational and trip data collected and stored through various satellite, GPS, and cellular-based communications systems, but Ontario's new speed-limiter legislation could open up your truck's ECM to the prying eyes of Ministry of Transportation (MTO) or OPP inspectors each time it undergoes a speed limiter check.

Speed limiters are not, as they have been portrayed, microchips installed on engines to limit road speed. A speed limiter, as defined in the context of Ontario's new legislation, is simply a single setting among hundreds of other customer-programmable settings within the electronic architecture of the vehicle's engine control module (ECM).

But the setting cannot be made in isolation. Several

variables must be defined within the ECM so that the number input as the road-speed upper limit (VSL) has context. These parameters include the pulses-per-revolution of the transmission output shaft, drive-tire rolling radius, and rear-axle gear ratio.

Bill 41 grants inspectors access to your truck's ECM with a cable link to either a laptop or a handheld device designed to verify compliance, such as a Pro-Link diagnostic tool. Inspectors will then scroll through the various settings displayed to ensure the VSL is set no higher than 105 km/h (65.2 mph), and the other parameters are in line with the VSL setting.

While each engine manufacturer has its own proprietary software and hardware for accessing and changing ECM settings, stored data such as the VSL, and the

other settings mentioned above, can be read and extracted without extra proprietary tools or software—or passwords—provided the reader is

compatible with the ECM.

"Law enforcement can interrogate the ECM, they can read and see what the road speed value is," Cummins advised *Today's*

**PRIVATE MATTERS:** The tools MTO will have to read your speed limiter settings could give them access to much more of your info.



# shes

Trucking in an email response to questions. "ECM settings cannot be changed or altered with a read-only tool, but they can be read and extracted."

MTO is currently examining Bill 41 and formulating an enforcement protocol that will allow its inspectors (and the OPP as well, presumably) to verify these setting at roadside, and will not comment how that's to be done until the process is complete.

Unless some other method for verification is determined, the engine makers tell us



MTO will require non-password-protected access to your ECM to verify those settings. Various aftermarket readers are available that will provide that access, but the act of hooking any computer or reader to an engine ECM is bound to raise some concerns. That's why OEs and dealers are sensitive about who is connecting to an ECM and with what. We contacted Cummins, Caterpillar, Mack, Detroit Diesel, and Volvo to learn more about MTO's proposed speed-limiter verification process.

So, is there any possibility of ECM damage, altered settings, or corrupted data arising from an ECM inspection event?

Detroit Diesel replied, "if the fleet owner has not password-protected (changed the default password) the parameters, then it is possible for someone, such as an inspector, to change parameter settings, including maximum road speed limit."

Inspectors would need an OE-authorized tool to write settings to the ECM, so it's unlikely that inspectors will be able to change settings while they are connected.

Cummins' Lou Wensler acknowledged that damage to the ECM, or the corruption of

"How much did you say this is?"



## HOW MANY NEWFOUNDLANDERS DOES IT TAKE TO BUY A WATERMELON?

If fuel prices keep heading in the direction they're going, it won't be long before consumers start seeing those \$8 heads of lettuce on supermarket shelves, as Atlantic Provinces Trucking Association Director Peter Nelson likes to say.

Well, eight bucks for lettuce is a bargain compared to what watermelon is going for in some coastal outposts of northern Labrador.

According to the CBC, residents in the community of Nain were outraged when a local Labrador Investments store was selling a watermelon for \$55.41. You read that correctly—that's about 40 cents per seed.

"It's been sitting there on the shelf for the last three days, like an attraction, because so many people can't believe the price," Sarah Erickson, the head of the town's Inuit community government, told CBC.

According to the report, the

watermelon was taken off the shelf after complaints from customers surfaced. The store manager later said the actual price should have been \$38. Whew, that's a relief.

Forget those over-hyped ice road niches. Any trucker lucky enough to fall into northern Canada's lucrative fruit-hauling sector is probably driving comfortably right about now.

Erickson said the price is extremely high considering federal and Newfoundland and Labrador subsidies are supposed to keep the cost of transporting perishable items affordable. She said that foods like watermelon often cost much more than most people in Nain can afford. Erickson is asking for a review of the food subsidy program.

In the meantime, barbeques in Nain will continue to be BYOW: Bring Your Own Watermelon.

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data was possible if correct procedures are not followed.

Mack and Volvo were in general agreement with Cummins and Detroit Diesel on the above points

(Caterpillar declined to provide input for this story), and each agreed there was little chance of a virus being transmitted from the reader to the ECM.

## Dispatches

### What's Behind the Number?

In addition to simply verifying the VSL setting, inspectors are required by Bill 41 to check for evidence of tampering. An investigation of this sort might be prompted if a truck is caught “accelerating to, or maintaining a speed greater than 105 km/h on level ground.”

The VSL setting is not a number that can be viewed in isolation. It may read 105 (or the equivalent in computer-speak), but it is dependant on at least three other variables. If either of the entered driveshaft pulse-count, the rear-axle ratio number, or the tire revolutions per mile were inaccurate, the speed-limiter calibration would be meaningless, and this would be a significant concern to MTO.

By entering an incorrect tire size or gear ratio, the ECM can be tricked to read 105, when the truck may actually be able to travel much faster, *Today's Trucking* learned.

“How would they verify the actual rear axle ratio in my truck?” asks Dale Holman of Truck Watch Services in Georgetown, Ont. “I’ve changed the gear sets in two of my trucks, and short of dismantling the rear axle, how will MTO find out?”

Holman says he redeployed those trucks from a run in northern Ontario to a route into the U.S. midwest, with decidedly different terrain and operating conditions. The taller gears improve fuel efficiency on flat ground. They’ll run faster, but his drivers do not run above 100 km/h, he says.



Former OPP Sgt. Cam Woolley demonstrates how speed limiter data is extracted from a truck engine’s ECM.

(TMA) and The Engine Manufacturers Association (EMA) to gain some insight on enforcement policies, as well as the extent and potential for tampering.

When asked by Transport Canada if it was possible to determine specifics on if/when the speed limiter setting was tampered with, Dawn E. Friest of the Chicago-based EMA responded, “mismatched data might be an indicator of tampering, or might be the result of human error [when the values were input for example, or at the time of vehicle assembly]. There is no way to determine when tampering might have taken place.”

MTO could have quite a task on its hands dismantling drive axle carriers and counting gear teeth, or rolling trucks around the

It is unlikely that Holman would be caught speeding, but if checked, he couldn’t guarantee all his numbers would actually add up to 105. Is that tampering?

In 2006, Transport Canada submitted identical questionnaires to the Truck Manufacturers Association

# We do the heavy lifting to



Francois Bourbeau  
Senior Territory Manager  
Canadian Region

inspection station counting driveshaft revolutions over a distance and then doing a little math.

Then there are the optional driver incentive settings, such as Detroit Diesel's PasSmart. Other OEMs offer similar options under different brand names, but it's an ECM setting allowing a driver a specified amount of speed and time over the VSL. It's used to encourage better behavior by granting passing capability as a reward for good speed management. Those settings would have to be disabled if the spirit of Bill 41 were strictly adhered to. And it's just one more setting the inspectors would have to go looking through your ECM to find.

One engine OEM rep interviewed for this story confirmed that in addition to

various engine settings, recorded data such as engine and road speed, idle intervals, hard-braking events, key-on and key-off times, etc., would also be visible without passwords or access codes.

"That data is not usually password protected, or if it is, it's just behind the default password," he said. "Most customers don't bother resetting a new password."

Even if they did, MTO could well demand it be cleared to allow VSL verification.

Plenty of concern exists over the privacy of trip data. In its deliberations on electronic on-board recorders (EOBRs) and event recorders, the Technology and Maintenance Council (TMC) of the American Trucking Associations has deemed this data to be

private. Whether it stays that way remains to be seen.

"Looks like we're letting the fox into the hen house," one engine rep told us. "I hope it promises not to grab any chickens."

— by Jim Park

## **Labor**

### **Highland Survives**

That sure was close. One of Canada's largest truckload carriers narrowly avoided getting swallowed up by the so-called economic storm, and now that a truce has been called in its longstanding labor battle with owner-ops, Ontario's Highland Transport is hoping to gear up just in time for what is hoped to be an incremental rebound in the general freight market over the next year.

Speaking with *Today's Trucking* shortly after a majority of the carrier's unionized owner-operators voted to accept a new contract and restructured pay system, division president Jim Houston said Highland is in good shape and is poised to begin increasing marketshare again. The company has spent the last three months trying to get its owner-ops to accept changes to their collective agreement before it was set to expire in December 2008.

After voting down an initial proposal in June, the drivers were urged by their Steelworkers union to accept Highland's final offer, which, among other concessions, asked drivers to give up their 48-cent-per-liter cap on fuel for a new fuel surcharge program that requires that

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## Dispatches

operators pay the full cost of diesel upfront. As *todaystrucking.com* was the first to report at the time, the new deal also cuts the rate per mile by 2.5 cents for all non-heavy-haul loads and empty miles. Houston admits the TransForce-owned company was serious about shutting down if the drivers rejected the new terms a second time. "If we weren't successful in re-arranging the compensation package, it is very likely that the marketplace would not have let Highland stay in business," he says.

It's no surprise many owner-ops resented the drastic changes, but Houston defends the company's actions, adding it was the only way to stay unionized as

well as competitive in central Canada's general truckload sector. "The non-union truckers we're competing with are able to adjust their pricing a lot quicker and simpler than we could have. It took basically three months just to get this done, whereas if you're not unionized, you simply go to your workforce and say 'beginning next Monday we can only afford to pay this' and you do it," says Houston, who adds that

before the contract changes, Highland was arguably the top-paying truckload carrier in the country.

Although he understands it was hard for the drivers to

give it up, Houston says that a fuel cap at 48-cents-a-liter is no longer practical considering the recent surge in oil prices—a point also not lost on Teamsters financial secretary David Neale. "Sure ... that's a hard thing to lose,"

"The circumstances are completely different than what they were three years ago, much less five or 10 years ago," says Houston. "In 2000 when Highland put the fuel cap in place, the difference in the fuel surcharge

Highland and its people are looking for a turnaround.



the union rep told us, admitting, though, that the drivers weren't going to find that sort of structure anywhere else. And it's not as if many didn't look around, either.

was five percent and customers could live with paying that. Today, it's closer to 45 percent and who can afford to pay anywhere near that much?" About 25



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owner-ops reportedly left Highland between the two votes over the summer. While some might have left bitterly over the contract revisions, Houston says many simply chose to retire; and a few of those have since agreed to return as company drivers. Houston stresses, however, that the company is not trying to wean itself off of owner-op-based manpower. "Not at all. As a matter of fact, we're putting plans in place this week to recruit hard and hire a lot of owner-ops," he says.

Dorothy Sanderson, health and safety rep for the owner-ops, says she's surprised of the vote results. Nonetheless, now that it's clear to her that contracts can be renegotiated before

## heard on the **Street**

### ■ STERLING AND WESTERN STAR CANADA

recently named **Vanessa Parker** to the position of regional general manager. She replaces **Brent Hart**, who passed away suddenly this past June. He was 47. According to the company, Parker will be responsible for developing and leading the Canadian region for the Sterling and Western

they expire, Sanderson is urging that the company take a similar approach if the market picks up again. "If things change for the better [and] fuel continues to decline, I [would hope] that the contract be revisited and changed to better reflect the business environment in the next two years."

That's certainly a possibility, says Neale. "If the situation changes and the marketplace turns around for the better," he says, "we'd be the first ones to jump in there and say 'hey, listen, we helped out when things were bad by taking concessionary measures,' so [perhaps] the contract can

be looked at again."

The Steelworkers union represents owner-ops contracted to other carriers under the TransForce umbrella. But Neale says he's not aware of any other subsidiary fleet mulling changes to current contracts. "This was strictly a Highland thing."

Star truck brands. She has served Daimler Trucks North America in various positions since joining the company in August 1989, with the most recent being Sterling district sales manager for Ontario and the Atlantic Provinces.

■ One of Alberta's most respected fleet owners, **Darshan Kailly**, president of and CEO of **CANADIAN FREIGHTWAYS**, has been named chairman of the Calgary-based **VAN HORNE INSTITUTE** for International Transportation and Regulatory Affairs at the University of Calgary. He has served on its board since 1991.

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**Market Conditions****Pre-buy Hype Premature?**

Don't count on much of an '09 pre-buy even as more expensive new truck technology is set to hit the market shortly after. The percentage of heavy-duty truck owners who say they "definitely will" purchase or lease a new truck in the next 12 months has reached the lowest level since 2002, according to a survey by J.D. Power and Associates. The Heavy-Duty Truck Customer

Satisfaction Study finds that only 25 percent of class 8 truck owners indicate that they will definitely purchase or lease a new truck in the next year—down from 41 percent in 2006. That's significant because it hints that there could be only a very modest pre-buy next year in advance of new EPA-mandated engines hitting the market in 2010. Heavy-duty truck sales in 2008 have decreased considerably compared with 2006, when sales were at historically high levels ahead of the 2007 diesel

engine emission rules. While 63 percent of owners in 2006 intended to add trucks to increase the size of their fleet inventory, only 54 percent say they plan to do the same in 2008. "The low rate of purchase intent among truck owners suggests that industry-wide sales may not experience a quick rebound," said Brian Etchells, senior research manager of the commercial vehicles practice at J.D. Power. "Many factors—in addition to the pre-buy and new emission technology—

could be playing a role in the current sales slump.

The study measures the satisfaction of primary maintainers of two-year-old class 8 heavy-duty trucks in two product segments: over-the-road and vocational. In both segments, customer satisfaction is determined by examining four key factors: performance, quality, warranty and cost of ownership. The study focuses on smaller fleets and owner-operators with an average fleet size of 53 trucks at a single location. ▲



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### October 21-22

**2008 International Transportation Summit**, World Trade & Convention Centre, Halifax, N.S. The conference, running with the Atlantic Provinces Trucking Association annual convention, will give a global perspective on the transportation industry in the 21st century, featuring presentations by world leaders in transportation and trade. Call 506/855-2782 or go to [www.apta.ca](http://www.apta.ca) for more info.

### November 7-9

**CamExpo**, Centre de Foires de Quebec, Quebec City. Owned and operated by the publishers of this magazine, Newcom Business Media. CamExpo is one of Canada's biggest trucking shows, with a uniquely regional flavor. For more, see page 31. Call 418/691-7110 or click on [www.cam-expo.com](http://www.cam-expo.com).

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### November 13-14

**2008 Council of Supply Chain Management Professionals (CSCMP) Fundamentals of Supply Chain Management Workshop**, Embassy Suites Hotel, Lombard, Ill. CSCMP provides educational, career development, and networking opportunities to over 9,000 members and to the entire supply chain profession. Phone 630/574-0985 or click on [www.cscmp.org](http://www.cscmp.org).

### November 21-22

**Ontario Trucking Association Annual Convention**, Toronto Congress Centre, Toronto. Canada's largest trucking association puts on the country's largest, most informative carrier conference. Contact the OTA at 416/249-7401 or go to [www.ontruck.org](http://www.ontruck.org) for more info.

### December 1-3

**Upper Great Plains Transportation Institute Summit on Agricultural and Food Transportation**, Fairmont Washington Hotel, Washington, D.C. Everything you need to know about hauling and handling food and agri products in the supply chain. Call 301/765-0273 or click on [www.agandfoodtrucking.org](http://www.agandfoodtrucking.org).

### December 1-4

**Commercial Vehicle Safety Alliance (CVSA) 2008 Brake Safety Symposium**, Memphis, Tenn. Location TBA. Need to know anything about brake safety and technology? It's here. Call 202/775-1623 or go to [www.cvsa.org](http://www.cvsa.org).

### February 10-13, 2009

**TMC's 2009 Annual Meeting & Transportation Technology Exhibition**, Orange County Convention Center, Orlando, Fla. Sponsored by Technology & Maintenance Council (TMC), this event showcases all the latest in truck technology and reveals all the regulatory news you need to know. Call 703/838-1763 or go to [www.truckline.com](http://www.truckline.com).



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Canada: Truck Sales Index

July 2008

CLASS 8	This Month	YTD '08	YTD '07	Share
International	496	3515	3372	23.6%
Freightliner	332	2750	3193	18.5%
Kenworth	285	2513	2482	16.9%
Peterbilt	219	1641	1867	11.0%
Volvo	193	1365	1090	9.2%
Sterling	192	1261	1658	8.5%
Mack	150	1073	989	7.2%
Western Star	125	745	1273	5.0%
<b>TOTAL</b>	<b>1992</b>	<b>14,863</b>	<b>15,924</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '08	YTD '07	Share
International	144	821	758	34.2%
Peterbilt	57	431	389	17.9%
Kenworth	69	422	401	17.6%
Freightliner	42	296	389	12.3%
Hino Canada	30	250	309	10.4%
Sterling	20	184	198	7.7%
General Motors*	0	0	402	0.0%
Ford*	0	0	83	0.0%
<b>TOTAL</b>	<b>362</b>	<b>2404</b>	<b>2929</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '08	YTD '07	Share
International	15	244	130	51.2%
Hino Canada	10	127	256	26.6%
Freightliner	20	73	76	15.3%
Sterling	3	33	21	6.9%
General Motors*	0	0	85	0.0%
Ford*	0	0	81	0.0%
<b>TOTAL</b>	<b>48</b>	<b>477</b>	<b>649</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '08	YTD '07	Share
Sterling	99	566	88	37.7%
Hino Canada	56	434	499	28.9%
International	70	398	357	26.5%
Kenworth	24	62	0	4.1%
Freightliner	18	41	31	2.7%
Ford*	0	0	1499	0.0%
General Motors*	0	0	888	0.0%
<b>TOTAL</b>	<b>267</b>	<b>1501</b>	<b>3362</b>	<b>100.0%</b>



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	25	61	13	20	208	113	33	3	1	19	496
Freightliner	13	67	18	16	128	55	25	10	0	0	332
Kenworth	43	111	10	19	53	47	2	0	0	0	285
Peterbilt	14	46	28	18	68	30	9	6	0	0	219
Volvo Trucks	12	24	10	33	71	21	7	13	0	2	193
Sterling	15	26	8	3	73	54	4	2	0	7	192
Mack	10	24	12	16	67	19	2	0	0	0	150
Western Star	19	52	6	3	22	13	6	3	0	1	125
<b>TOTAL</b>	<b>151</b>	<b>411</b>	<b>105</b>	<b>128</b>	<b>690</b>	<b>352</b>	<b>88</b>	<b>37</b>	<b>1</b>	<b>29</b>	<b>1992</b>

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

\* The Canadian Vehicle Manufacturers' Association, which supplies these numbers, reports that it is in the process of making changes to its monthly GVW sales stats report. Until that project is completed, the sales stats report no longer contains Ford or General Motors monthly sales numbers or current YTD numbers. Because of this, we've defaulted these totals to zero for the time being. CVMA indicates that reported sales numbers for both OEMs will resume for the June 2008 monthly report. Thank you.



U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '08
Freightliner	2644	19,050
International	2823	17,670
Peterbilt	1486	9884
Kenworth	1321	9462
Volvo	929	8041
Mack	1105	6999
Sterling	793	4562
Western Star	105	727
Other	18	97
<b>TOTAL</b>	<b>11,224</b>	<b>76,492</b>





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# Who's Driving This Thing?

**driver's side** *You can't always cast your vote according to how it affects your job, but this time around it's critical that we elect politicians who understand trucking.*

By Jim Park

**A**nother year, another election. It seems that way, anyway. I'd first like to echo my chum Rolf's sentiments, expressed a few pages west of this one. Vote Liberal and you're voting yourself out of a job. Dion clearly has no understanding at all how the world works anywhere outside Ottawa's city limits. A seven-cent-per-liter tax on diesel fuel would kill the Canadian economy, drive farmers out of business, and nearly wipe out the small-boat fisheries on all of Canada's coasts.

That said; the alternatives don't look much brighter. Harper's offer to halve the excise tax on diesel is nothing but a cynical jab at the Lib's proposed tax on fuel, and an insult to trucking. Sure, we'll happily pocket the two cents, it's better than a poke in the eye. But it wouldn't take much imagination to come up with something better to do with the estimated \$60 million forfeited by the treasury annually, like funneling it into incentives and rebates on idle-reduction technology, modern diesel engines, truckstop electrification, etc.

Spread \$60 million over every truck in the land and any savings would be nearly invisible with the fluctuation in fuel prices. Something more concrete would have sent a much clearer signal that Harper gets it. He doesn't. Dion doesn't, Layton and May certainly don't. For that

matter, I can't think of a single provincial premier who understands trucking's contribution to Canada's economic well being either.

That's why we're hip-deep in ill-conceived policies that will never have any lasting impact on our industry. A few million here to fill potholes, a few million there to buy a handful of APUs, a few million someplace else for fancy electronic road signs that might as well be programmed to read, "Ha! You're looking at living proof that good ideas die a quick death



in this province. Listen for the traffic report on the radio, dummy, and keep your eyes on the road. Have a nice day."

There's not a transport minister in the country with the gravitas to plead our case to their finance ministers for tax relief on stuff that actually could improve efficiency and reduce fuel consumption. It's abundantly clear that trucking doesn't matter at any level of government in Canada, and that's tragic, considering our place in the economic hierarchy.

As an industry, we're a mile wide, but only a foot deep. Every community in the country has some trucking going on, but on the local level, there are nowhere near enough voters to make a difference. Few sectors in the economy could get by without trucking, yet we're always considered in isolation rather than as a partner or a facilitator of economic growth and prosperity for other industries.

Tie trucking in knots and we'll hardly be in a position to serve our customers, who happen to be—and it's sad

that we should have to point this out to anybody in government—Canada's manufacturers, primary industries, consumers, etc. When we're healthy, they're healthy and vice versa.

Trucking's contribution to the health of our economy can hardly be overstated, yet we've absorbed massive cost increases in recent years, and we've asked politely for some regulatory and tax relief so we can do a better, more efficient job of moving freight. That's got us nowhere.

We've paid massively for the soot and NOx reductions foisted on us by the U.S. EPA—all good in the long run, but expensive and destabilizing to truck manufacturing. We'll continue to pay on that front, yet nobody has

ever offered to help offset some of that cost.

We'd like to use APUs and various aerodynamic devices to improve fuel economy and reduce emissions, but they add weight, cost, and sometimes length. Who has ever offered to take a serious look at the various regulations that stand in the way of widespread acceptance of such gear?

We ask for reduced congestion on our roadways, yet no one has ever proposed allowing trucks to use HOV lanes to reduce the stop-and-go cycles of rush-hour traffic. Dense traffic is the least efficient environment possible in which to operate a diesel engine. Were we allowed to motor along at steadier speeds in the wide open HOV lanes, we'd be contributing to reductions in both congestion and exhaust emissions, and it wouldn't cost any government dime one.

I'd say trucking's wish list going into this election would be a modest one, consisting mainly of getting government out of our way rather than asking it to dole out dollars. A few key tax reductions would be nice—and long overdue. A few regulatory refinements and policy changes would help immeasurably.

A little vision and imagination wouldn't hurt either. ▲

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



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# Street Smarts

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## INSIDE:

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- 31 Quebec. Nov. 7th. Be there.



**CALCULATED GUESS:**  
APU makers usually have online calculators to help estimate fuel savings.

## HOW TO HERD CATS

**A**s is probably obvious from reading our description of the systems and components packaged together to make an APU do you what you bought it for, there are lots of moving parts in that little box that hangs off the frame rail. They all need a little attention at times, says one fleet manager, sometimes more than he's entirely happy with.

"When the APU manufacturers give you their ROI calculator spreadsheet, on the maintenance aspect, they might just be underestimating things," says Bison Transport's director of maintenance, Itamar Levine.

Where the units are mounted is not a very friendly environment, he says. "For a little engine and a generator to be exposed to all the road contamination and the vibration that comes from being hung on a truck frame is pretty demanding."

Levine says the units in his fleet work well for their designed purpose, but they demand a lot of your tech's time and attention.

"You can't let things get away on you," Levine noted during a presentation at Truck World in April. "They are complex systems working in a very hostile environment. They're bound to require maintenance, so just be prepared to invest in the machines and they'll serve you well."

## Little Engines That Can

**aftermarket** *What to consider when thinking about APUs.*

By Jim Beach

**E**ssentially, aftermarket anti-idling products fall into two categories—auxiliary power units (APUs) and, well, everything else. That latter group includes electrical-powered HVACs, fuel-fired heaters and other technologies for heating or cooling the cab with the engines turned off.

The question is, how do you choose one over the other?

Most manufacturers have calculators on their websites that let you punch in fleet numbers to help you decide.

Essentially, if you're interested in cutting idling and your fleet idles more than 20 percent of the time and you have long trade in cycles, you're probably better off thinking about APUs.

On the other hand, if you do not have a lot of idle time, some other option, such as an electric HVAC system or engine shut down devices, may be preferable.

For now, we'll talk about APUs. (The

others will be covered in next month's *Today's Trucking*.)

APUs come in a variety of configurations generally falling into one of two types—stand-alone or integrated systems.

Stand-alone systems typically feature three or four components: The main unit, including the engine, radiator, alternator/generator, A/C compressor and often the A/C condenser is mounted on the truck's side rails. A heater-A/C unit is usually mounted under the sleeper bunk. A control panel is in the cab or sleeper.

The Willis APU from Auxiliary Power Dynamics, for example, does not take up space underneath the sleeper bunk. Other features of the Willis product include a 150-amp alternator, solid-state electronic control, a three-cylinder 18.8-horsepower Kubota engine, and an optional 1,750 watts of continuous household power using a Xantrex inverter and fully wired power outlets.

Carrier's ComfortPro is a hybrid and can work off shore power or its diesel-fueled Kubota engine. The Carrier APU engine drives a 4-kw AC generator which drives a sealed compressor, like the one in your fridge. This is inside the sleeper with an A/C motor-driven blower. The design removes certain components from the harsh environment of the frame rail.

Blackrock Systems offers APUs with either a two-or three-cylinder Yanmar

## Street Smarts

diesel engine. The engine provides the power to run the A/C compressor, 120-volt generator and a 12-volt DC alternator.

Kohler Power Products offers a 5-kw unit featuring a compact design weighing just under 350 lbs. It's self-contained and features an air-cooled engine. The unit delivers 120-volt AC power and 50-amp DC power. It is also designed with a direct-drive alternator, eliminating alternator belts. The

unit mounts on the truck's side rail.

The Cummins ComfortGuard APU System represents the engine maker's first complete auxiliary power unit system for over-the-road trucks.

The ComfortGuard combines the company's Onan generator with HVAC components. The system features quick disconnects and pre-charged A/C lines to aid installation. The system can be

installed and serviced throughout the U.S. and Canada by Cummins dealers and distributors.

An electric heater provides heat for cool nights. A home-like thermostat controls the system, which can be set to automatically start based on time of day or the thermostat setting. A 2-cylinder engine provides power for the unit. A Cummins alternator puts out 4,000 watts, 60 Hz AC current to run electrical appliances and 40 amps of 12-volt DC current for battery charging.

The Pony Pack 200 provides electric power, heating and cooling with a two-cylinder, 10-horsepower Kubota engine, Ford 110-amp alternator, Ford air conditioning compressor, Modine radiator and AC condenser.

Toronto-based Rigmaster APUs can be ordered with either a 14-hp Caterpillar or Perkins engine. The system features a 6-kw generator and 60-amp alternator that delivers battery charging power and 120 volts AC power. It heats or cools the cab and can power an existing engine-block heater. A cab-mounted control panel allows drivers to set temperature and autostart settings from the comfort of the cab.

Rigmaster says its current models can burn both biodiesel and ultra-low sulfur fuel.

SCS Frigette's hybrid auxiliary power unit features a 3.5-kw generator, air conditioning compressor and a seven-horsepower Kubota single-cylinder engine.

The system provides heat and air conditioning while charging the truck batteries. It also generates 3,500 watts of 110-volt electricity for on-board appliances. The unit's engine burns about 1/10 gallon per hour. A 60-amp battery charger is included.

Thermo King's TriPac APU provides engine preheating, battery charging, climate control and electrical power to the cab. It features a microprocessor controller so the driver can easily set truck cab cooling and heating levels.

The truck battery charging system features automatic voltage sensing, and the unit supplies 120-volt electrical power for on-board appliances, computers or other equipment.

Next issue, we'll look at onboard idle systems that don't involve an extra engine. ▲

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# We're Only Human

**safety** *Here's how to hire drivers safely, despite that fact. By Brian Botham*

**H**ave you ever heard the expression, "You hire your collisions"?

Well, it's true. You do.

I have seen far too many carriers bend their hiring rules and cause themselves problems because of, for example, "a really great guy" who happens to be looking for work.

Recently I was reviewing a carrier's collisions and one of the drivers had written off a

When I pointed this out to the company owner, he was astonished. I explained that the person who hired the driver had let personal feelings overshadow facts.

Had they stuck to their hiring criteria they never would have taken him on and of course would not have lost the truck.

So how do you prevent personal feelings from eclipsing your hiring criteria?

live in a perfect world, we allowed some latitude.

If the driver had only two years' experience, we would deduct a point. A single moving violation would cost a point. If he had more than one moving violation, deduct all points.

We then decided a person would need at least nine points to even be considered.

It worked like this. When drivers came in or even

also help protect the carrier should there ever be a legal issue if the driver later challenged the decision and said he was discriminated against.)

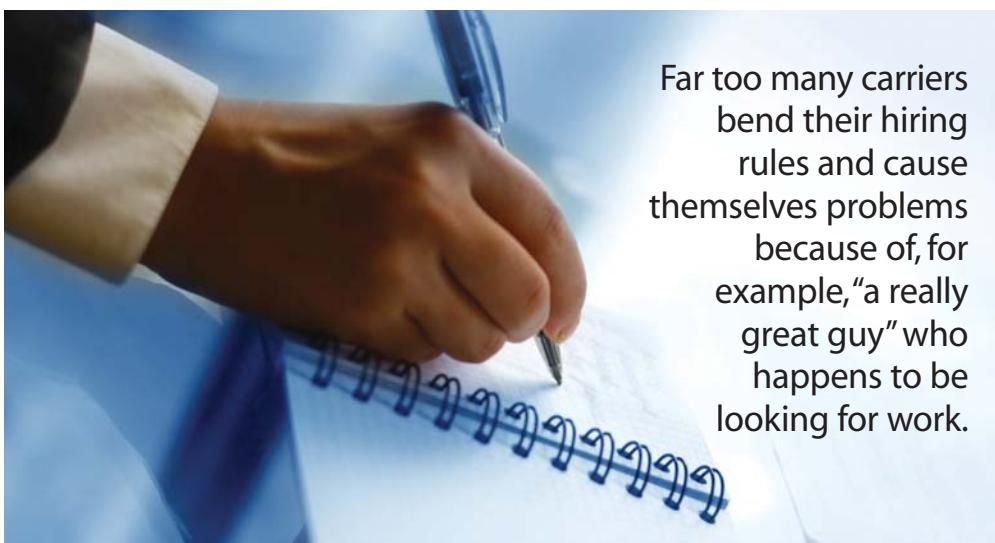
While not foolproof, the point system is an excellent tool for a carrier in not only ensuring hires meet standards but as well in saving everyone time and effort when a driver does not make the cut.

Remember, too, that if a driver has had a previous preventable collision or preventable moving violation and has received remedial training for this incident you might add points back to the score.

It is good to find out what the driver learned from mistakes and how they would be avoided in the future.

Not long ago a carrier client of mine hired a driver who had been involved in a severe preventable collision. The driver however admitted that he had made a bad judgment call and took blame for the collision. He also spent his own money and attended a defensive driving course. This driver has since turned out to be an excellent employee and has not had another collision or violation in over 12 months.

So there is room for human judgment, after all. You just have to know where to make the most of it. ▲



**Far too many carriers bend their hiring rules and cause themselves problems because of, for example, "a really great guy" who happens to be looking for work.**

truck, trailer, and load. I reviewed the driver's file and found that although the carrier had very strict hiring standards (three years' experience, no preventable accidents within the last 24 months, among other things) this driver had been involved in two serious moving violations.

However, on the margin of his application form, somebody had written "Serious violations but really nice guy!"

It was a clear-cut case of hiring your collisions.

Well, in the case of the carrier mentioned above, we implemented a hiring-points system. We listed minimum criteria and assigned point values to them.

Three years' experience earned two points, a clean driving record was worth two points, and no preventable collisions earned another two.

This process went on until we had a total of 12 points. A perfect dozen points would be our optimum hire.

However because we don't

enquired on the phone, they would be questioned about their years of driving and experience.

If the minimum (nine) points were scored, the hiring process began. The person would be invited to fill out the application, meet for an interview, provide references, etc.

If the applicant did not score the minimum number of points, he was told why and his name would be recorded and kept for future reference.

(This point system would

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



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# Reefer Madness

**money** *How to keep your fruit, vegetables and bankers cool.*  
By Kevin Snobel

It's not only your reefers that need insulation. We carriers have to insulate ourselves against every imaginable eventuality, no matter how inane they might sound. You never know who's going to surprise you next.

And it's too late to protect yourself once a shipment has been delivered.

The secret to effective insulation is a well-written and understandable contract. These days, more and more shippers want to work by contract, and that means every time you prepare a load, make sure every word in the agreement is understandable.

There's no room for ambiguity.

If you see something in a contract that you don't understand, get a lawyer. Don't pinch pennies in the legal department. Once you sign a contract you are bound by its conditions.

I'll tell you why.

This time of year lots of people are getting ready to ship fruits and vegetables from the U.S. to Canada.

Even a few big name carriers who never used to be in the produce game are loading up with the stuff. Also, drivers are being asked to do all sorts of other things.

Drivers must stop every four hours, pulp the product, open the vents, refuel the reefer and generally make sure everything is all right. Talk about a litigation minefield.

Keep this in mind: if something goes wrong, it can cost you big time. Even a cheap claim can range from \$20,000 or \$40,000. A medium-sized claim can reach twice that, easily.

When I first became interested in this business I remember learning about bills of lading. They had three characteristics. A bill of lading represents transfer of title of the goods being shipped; it represents ownership of the goods; and it represents a contract for carriage.

Until the freight charges have been paid, there is no transfer of title from shipper to

consignee. Therefore it is illegal to deduct money for a claim, from any freight charges that may be owed to the transportation company. But I'm here to tell you that even some big shippers will try, if you give them the opportunity.



That's why every contract should stipulate the buying and selling terms, including times and dates of transfer of title. In a case that springs to mind, a very large North American grocery chain took advantage of a contract that contained some small loopholes and deducted over \$24,000 for a trailer load of produce that arrived at a warmer temperature than it

was supposed to. There was no damage to the produce. It just pulped a degree or two warm.

The shipper didn't bother taking the carrier to court. He (the grocer) simply deducted the amount he considered lost (\$24,000) from his outstanding balance.

In this case, the carrier was able to resell the goods, thereby mitigating the loss, but if he hadn't, it would have meant \$24,000 down the drain.

Not only does such an episode cost you money, if you challenge the shipper it could cost you a future customer.

You should never allow a claim for anything but a legal reason. Deductions against previously owing amounts are out of the question. Get it in the contract.

And make sure your drivers know exactly what they have to do, every step of the way. The driver should not be responsible for the terms of a contract. Driving is responsibility enough. ▲

Kevin Snobel is general manager of Caravan Logistics Inc.

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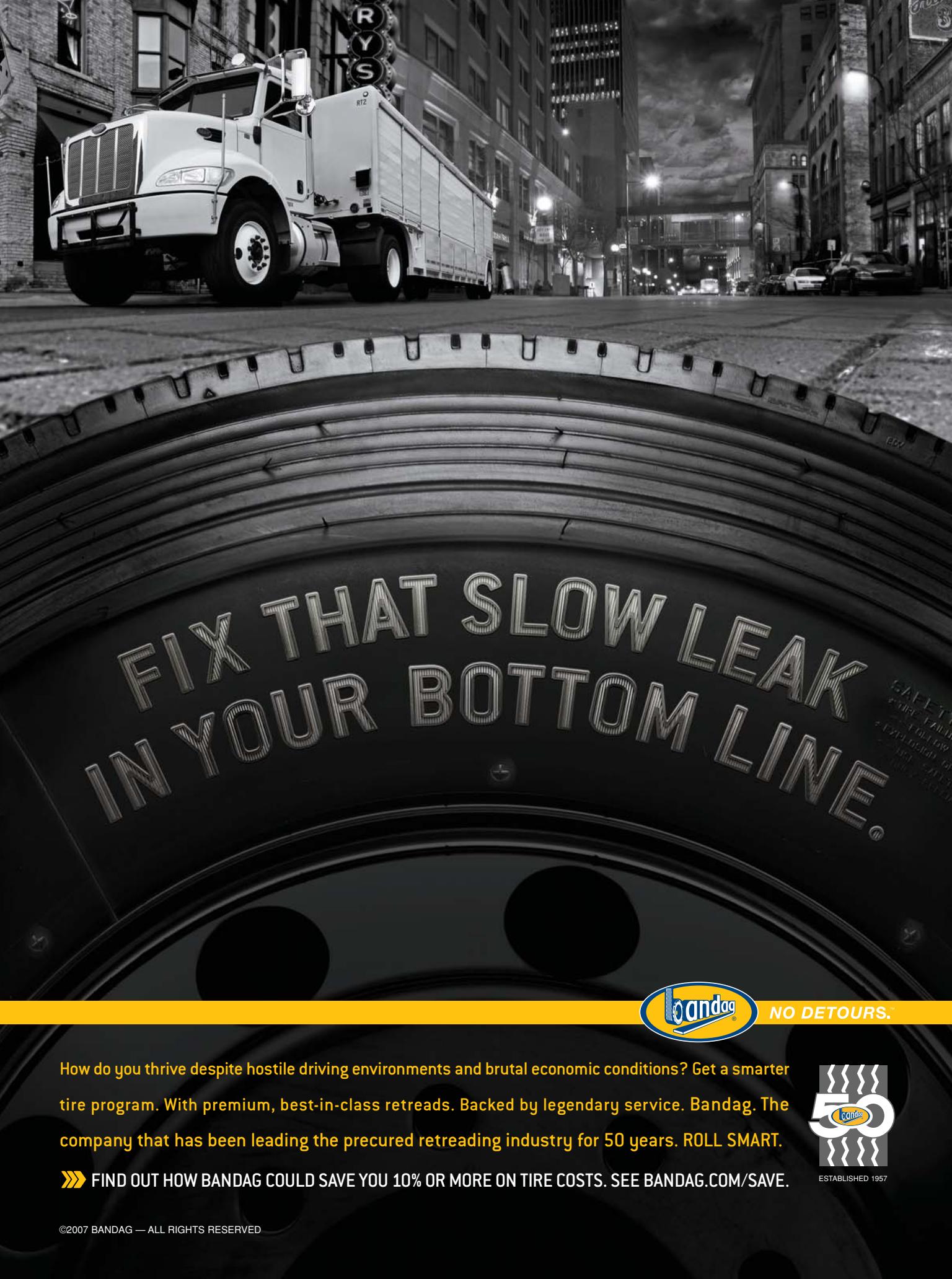
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### TIRE KICKERS GALORE:

Shows like CamExpo bring like-minded sellers and buyers together.

Wabash sold 10 four-axle trailers. He added that the visitors were interested and enthusiastic decision makers.

"CamExpo 2006 was one of the best. The quality of the visitors was excellent. We have been able to meet our customers in the Quebec City area, especially independent bulk carriers," said Patrick Archambault, sales representative for trailer manufacturer Manac.

CamExpo 2006 also proved to be fertile ground for anyone looking for future staff, as hundreds of students attended special educational seminars, which introduced them to the wide variety of careers to be found within the trucking industry. The seminars will be again featured in this year's version.

Also, on Friday, NHL great and motivational speaker Jacques Demers will address a V.I.P luncheon.

The show managers, although pleased with the 2006 attendance, made some changes to attract even more buyers and decision makers to the show.

Once again CamExpo is endorsed by the Quebec Trucking Association as well as the Canadian Trucking Alliance and the Quebec Automobile Dealers Association (CCARQ). The support of those three major groups of the trucking industry gave the show new national recognition and prominence, organizers report. ▲

# Step Right Up!

**truck show** Quebec trucking show ready to roll.

By Peter Carter

**O**n Friday, November 7, at 11:00 a.m., the doors of Quebec City's splendid Centre de Foires will swing open to let in the first visitors to the 12th edition of CamExpo, one of the most significant trucking events of Eastern Canada's business year.

CamExpo is produced by Newcom Business Media, the same company that publishes this magazine and organizers say they're hoping this popular show will be even more successful than the last one, which was staged in 2006.

Newcom is the largest provider of trucking industry information in Canada and produces Truck World as well as three trucking magazines and their affiliated websites.

Newcom's show division manager Elizabeth McCullough is optimistic about CamExpo, for a variety of reasons.

"Admittedly," she says, "the trucking

industry has seen some rough patches since the last CamExpo, but all signs point to things settling down.

"The elections here and in the U.S. will be over, we'll all be getting back to business, and I think CamExpo will be a good time to get your batteries charged."

Last time out, CamExpo surpassed everybody's expectations.

Emmanuel Lamare, sales representative for truck dealer Kenworth Quebec, was one of the happy exhibitors who transformed their presence at CamExpo 2006 into real deals. "At the end of the first day," he said, "I already had three quotations to prepare.

"The show has been very productive and satisfactory."

Great sales leads occurred for trailer manufacturers, too. Wabash Canada commercial director Daniel Canning reported that, during the two first days of the show,

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# First, you have to Walk

**MCL McGill Carriers** got off to a less-than-spectacular start. Good thing Neil McGill didn't know enough to quit.

BY STEVE MACLEOD

**L**ots of businesses have to steer through some rough patches in the beginning, but Neil McGill's venture ran right into the ditch—twice, actually.

For a two-truck fleet, sending both units in for major repairs during the first year is a major hurdle. McGill however, was determined to keep his namesake fleet in tact.

Business was steady for the newly minted fleet owner, who was driving and trying to run the office, so he purchased the keys to a third truck. Things got a lot worse before they got better.

A nasty fall from the top of his trailer almost ended McGill's career just as it was getting started. The impact broke his ankles in two places. The damage was so severe the doctor wasn't sure at first if McGill would be able to walk again, but luckily after a couple rounds of surgery the pieces were put back together.

At the time, the fleet's administration staff consisted of McGill and his wife Roberta. To keep business going, McGill worked out of his hospital bed until he was able to make it back into the office—because he wasn't going near a truck again.

"I'm arrogant and wouldn't give up; we just had too much on the line," admits McGill.

It was hardly the beginning McGill envisioned when he started up MCL McGill Carriers in 2000, but it wasn't enough to close the doors on a life spent dedicated to trucking. A combination of generosity,



**GETTING A LEG UP:**  
McGills Rob (left) and Neil have overcome serious obstacles on the road to success.



customer service, and a little forward thinking would eventually steer McGill in the right direction.

Neil McGill knows auto hauling. McGill has worked in the very small and very specialized segment of the trucking industry since 1976; and he's done it all in an area of Delta, B.C., known as Annacis Island.

Traditionally, a handful of large auto hauling fleets dominated the car-carrying business. While the big fleets move vehicles from factories—or docks for imports—to new car dealerships, smaller outfits hustle work out of used car dealers and auction houses.

During the '80s and '90s about six carriers dominated the new-car business in western Canada, and McGill spent time at pretty much all of them. Through a series of buyouts, each fleet took its turn on top and McGill gained experience driving, dispatching and managing.

After more than 20 years working for other fleets, McGill found himself semi-retired. At only 55 it didn't take the trucking veteran long to figure out what his next move should be. McGill was going to stick to what he knew: auto hauling.

So McGill picked out a name—MCL McGill Carriers—and on the strength of one owner-operator, he opened up shop on Annacis Island.

"Over the years I had built a lot of contacts. I had some in the used car business and that's where we started," he says.

"But when you're starting out fresh, no matter how well you're known, people look at you like they've never done business with you before."

Year one stank. After three accidents and the 9/11 attacks, McGill's insurance company decided not to renew the fleet's cargo insurance. Luckily, he had a good friend in charge of his home insurance needs.

"My home insurance guy found me a new company, but they wanted \$8,000 per truck—up front. I didn't have that kind of money, but without insurance I was done," explains McGill. "So he paid it for me and I paid him back over three months. He took a lot of heat for it, but it worked out in the long run."

With the accidents and insurance issues behind him, McGill began a process of slow, measured growth. MCL only

## Profile

added equipment as it was needed. This sometimes stretched the fleet, but minimized costs.

Minimizing debt and not taking a salary helped keep costs down at MCL; but it was an important cross-border decision that ended up spurring growth for the carrier.

Unsure of what business would be available in the future and not wanting to

get left behind, McGill enrolled in every cross-border program he could find. Soon the fleet was FAST approved, PIP approved, C-TPAT approved, and CSA, as in Customs Self-Assessment, approved.

Like many of the small independent carriers in the Lower Mainland, McGill was making a living off overflow work, auction-house hauling and providing trucks to the big fleets when possible.

## Car On Truck Action

If you ask Neil McGill, being a truck driver and being a truck driver who hauls cars are two different careers.

"The big difference when you're hauling cars is backing them on and chaining them down," explains McGill. "It has to be perfect when you load it up and it's like a puzzle fitting them in. That 10th car can take all day to get on the truck."

If the cars aren't loaded properly they can be damaged, which costs money. Adding to the complications are the changing shapes and sizes of cars. The differing size of vehicles can make it difficult to stay within the allowable weights and dimensions, while ensuring no damage is done.

Even the trucks themselves are a breed all their own. The truck and trailer combo costs about \$250,000 and the more popular ones are imported from the U.S.

Typically modified from a standard truck, an auto-hauler will usually have the roof chopped flat and be outfitted with 22-inch wheels so it can sit lower to the ground. The old chain system used to put a lot of stress on drivers as they ratcheted the cars in place.



"With the soft-tie system, everything comes down flat and there's no more climbing up or ratcheting down on chains," says McGill. "I'd never buy another chain truck—ever. Not just because the manufacturers like it, but also it's a lot easier on the drivers."

According to Bob Atkinson, of the specialty tie-down experts CTS Cargo Tiedowns of Scarborough, Ont., more and more haulers are opting for soft tie downs because the carmakers want to kidglove their shipments. Soft tie downs rely on straps that wrap around the cars' wheels and the rubber-on-rubber contact with the vehicles means there's less risk of damage to the cars.

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**FAMILY TIE-DOWNS:** MCL McGill Carriers owner Neil McGill talks trucking with his son and operations manager Rob McGill in the fleet's Delta, B.C. yard.

McGill's ability to work cross-border routes provided constant business for his trucks and good exposure to the new car market. Eventually it earned McGill a visit from Toyota Canada's big wigs.

"Within two hours we had a deal done.

## P.S. HE'LL MISS YOU

**L**aunched on the strength of one truck, the driver behind the wheel—**Dale Walker**—played a big role in the early days for MCL McGill. Sadly, in August, after a battle with cancer and while this story was being prepared for *Today's Trucking*,

Walker passed away at the age of 53. The Kamloops resident left behind a wife and three sons. Although Walker was not working for MCL McGill when he became ill, his work in the early days helped shape what the carrier has become today.

So, I went out and got some more trucks and hired some drivers," recalls McGill. "In the end, the biggest thing was our CSA. We were a little four-truck company and we were the first who was CSA approved; they were already doing it with parts, but not finished vehicles."

If McGill's beginnings could be compared to a lemon of a used car, his current fleet would be better compared to a luxury model that still smells new.

In eight years, the fleet has grown from one owner-operator to 18, and added 16 company trucks as well. There is no more overflow work, as MCL's work is based only on contracts from major

car manufacturers.

"I built the business up on an overflow basis, but you need contractual work to really grow," says McGill. "I know we've surprised a lot of people, but I don't really consider myself competition to anyone."

The top floor of the two-story building on Annacis Island is newly renovated and filled with the support staff McGill and his wife did without in the beginning.

He still walks with a slight limp, but to him it's a reminder of how easily things can go awry. McGill definitely isn't boastful about the fleet's recent success.

"I still worry every month, because you can't take things for granted," he says. ▲

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**RAD IDEA:** Who would have thought you'd need a circuit checker to maintain your coolant system?



# Cool It!

Truck engines run way hotter than they used to. It's time to ask not what your cooling system can do for you, but what you must do for your cooling system | **BY JIM PARK**

We demand much of our cooling systems these days. Not only do they dissipate the heat generated by combustion within the block, chances are they also cool large volumes of really hot exhaust gas and in some instances, a turbocharger. Cooling systems are no longer simple loops with a water pump somewhere in the middle, with simple problems like leaky gaskets, rotten rad cores, and bad pump seals.

Engine temps once ran around 180 to 185 degrees F. Fast-forward to 2007. Temps routinely run 30 degrees hotter today; say, 205-215 degrees. We ask a lot of cooling modules that are a fraction of the size of the old systems, and we grumble all the more when they let us down.

There have been growing pains over the past several years with the EPA turning diesel engines into air cleaners. Cooling-system

and heat rejection complaints were common, but with the benefit of a few years' experience, much of that is behind us now. It's up to you at this point to look after the cooling system.

First, let's define where the cooling system begins and ends.

EGR coolers should be considered part of the cooling system for obvious reasons, and since there exists the potential for cracking, leakage, and cross contamination, it's a component worth paying attention to. The turbo could also be part of the cooling loop, depending on the engine OE.

Radiator mounts, fan shrouds, and of course the belts, pulleys, tensioners, and the fan clutch are integral to the proper function of the system. Check these as well.

There are more sensors on today's systems than in the past, so a system check and a search for corrosion, frayed wires, and failing connectors should be part of the inspection too. Who'd have thought, 20 years ago, that you'd need a circuit checker or a hand-held diagnostic tool for cooling-system maintenance?

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**RESULTS<sup>2</sup>**

## NEW SYSTEMS SAME OLD PROBLEMS

The single biggest problem with cooling-system performance is still the simplest to remedy: dirty heat exchangers. Mack's Dave McKenna says the problem is pervasive.

"Think of the dirt and dust and debris that accumulate between the fins of a radiator or charge-air cooler. Add a little overnight condensation to that mix, and soon you have a nice solid mud insulator around the fins," he says. "That reduces the efficiency of the heat transfer tremendously."

The need for good air flow through the rad can't be overstated. Higher coolant temps will force the fan on more often, and today's big aggressive fans will suck 30 horsepower or more from your drivetrain.

And since the rad is packaged with the charge-air cooler (CAC) and an air conditioner condenser, plugged cooling fins can impair the performance of other systems as well.

Air-to-air heat exchangers have been with us in one form or another for some time. The same maintenance issues persist, too. Plugging of the cores, cracking, and separation of the plenum from the core package all cause poor performance, robbing you of better fuel economy. It may not be practical to remove the charge-air cooler for a cleaning, but it will improve your chances of getting all the material out from the cooling fins.

Cracks can develop over time due to vibration and temperature variations, so visual inspections or pressure tests are helpful.

Basic maintenance of the cooling module should include a thorough pressure wash of the radiator/CAC/AC condenser from the engine side, pushing the debris out the front of the cores. With the engine off and key stowed away to avoid an inopportune start up, work from the top down, and get the pressure washer into the upper and lower corners behind the fan shroud. Take care not to bend the fan blades with the wash wand, or to nick the cooling fins.

If you remove the CAC for cleaning, cover the inlet and outlet tube on the CAC and engine to prevent debris from getting in.

The Technology and Maintenance Council (TMC) Recommended Practice RP333, "Heat Exchanger Exterior Maintenance and Cleaning," offers solid guidance for ensuring long CAC life and optimum performance.

Hoses and couplings warrant more than a little attention during a cooling-



system check. While unlikely to fail of their own accord, external forces like excess heat, pressure, or contamination will take their toll. Inspect all around the hose—the full 360 degrees—McKenna cautions, not only what you can see.

Soft, spongy hoses are suspect, and ought to be replaced, as should those with deformation or discoloration likely caused by proximity to a heat source or chemical contamination. It's wise to inspect the mounts and hose restraints to ensure hoses are kept clear of heat sources.

## Retail Diesel Price Watch

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CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	139.9	-3.5	122.0
VANCOUVER *	141.6	-0.3	107.1
VICTORIA	143.2	-0.3	111.1
PRINCE GEORGE	130.0	-1.9	102.2
KAMLOOPS	134.5	-1.6	106.4
KELOWNA	137.9	0.7	109.6
FORT ST.JOHN	144.4		115.8
YELLOWKNIFE	149.9		129.7
CALGARY *	126.7	-0.9	107.7
RED DEER	129.5		110.3
EDMONTON	124.6	-0.6	105.7
LETHBRIDGE	125.7	-0.6	106.7
LLOYDMINSTER	128.9		109.8
REGINA *	128.9	-2.5	103.8
SASKATOON	132.1	-1.2	106.8
PRINCE ALBERT	131.9		106.6
WINNIPEG *	128.5	-1.0	106.9
BRANDON	126.9	-1.0	105.4
TORONTO *	126.2	-4.0	101.9
OTTAWA	126.3	-1.9	102.0
KINGSTON	125.1	-2.7	100.9
PETERBOROUGH	124.9	-6.0	100.7
WINDSOR	121.9	-4.2	97.8
LONDON	126.2	-7.3	101.9
SUDBURY	129.4	-2.5	104.9
SAULT STE MARIE	132.9		108.3
THUNDER BAY	132.1	-2.5	107.5
NORTH BAY	129.8	-0.2	105.4
TIMMINS	135.9	na	111.1
HAMILTON	124.9	-2.8	100.6
ST.CATHARINES	125.2	0.2	100.9
MONTRÉAL *	137.9	-2.3	102.0
QUÉBEC	139.0	-2.6	102.9
SHERBROOKE	137.9	-1.0	102.0
GASPÉ	138.9		102.9
CHICOUTIMI	136.1	-3.7	100.3
RIMOUSKI	137.9	-3.5	100.3
TROIS RIVIÈRES	140.9	-3.0	100.3
DRUMMONDVILLE	133.7	-1.3	100.3
VAL D'OR	139.4	-2.5	100.3
SAINT JOHN *	139.1	0.5	102.2
FREDERICTON	139.6	1.5	102.7
MONCTON	140.3	1.8	103.3
BATHURST	139.6		102.6
EDMUNDSTON	140.8	1.7	103.7
MIRAMICHI	140.9	1.5	103.8
CAMPBELLTON	141.1	1.4	104.0
SUSSEX	139.4	1.3	102.4
HALIFAX *	133.9	-3.1	99.1
SYDNEY	137.3	-3.1	102.1
YARMOUTH	135.7	-3.1	100.7
TRURO	134.6	-3.3	99.7
KENTVILLE	135.1	-3.1	100.2
NEW GLASGOW	135.8	-3.1	100.8
CHARLOTTETOWN *	138.1		107.3
ST.JOHNS *	144.3		107.2
GANDER	145.3		108.1
LABRADOR CITY	151.7		113.7
CORNER BROOK	143.0		106.0
<b>CANADA AVERAGE (V)</b>	<b>131.5</b>	<b>-2.0</b>	<b>104.3</b>

V-Volume Weighted

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

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

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

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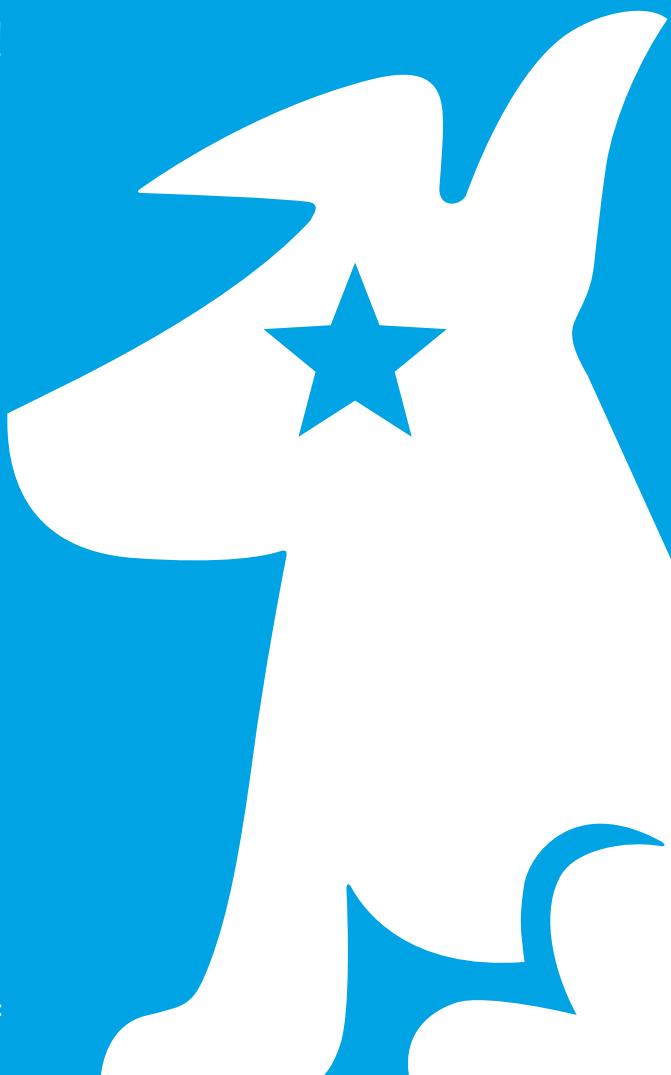
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We all remember the under-hood heat issues back in 2002-2004, don't we? They may not be a big concern today, but restraints and heat shields can slip or break away. Take nothing for granted here.

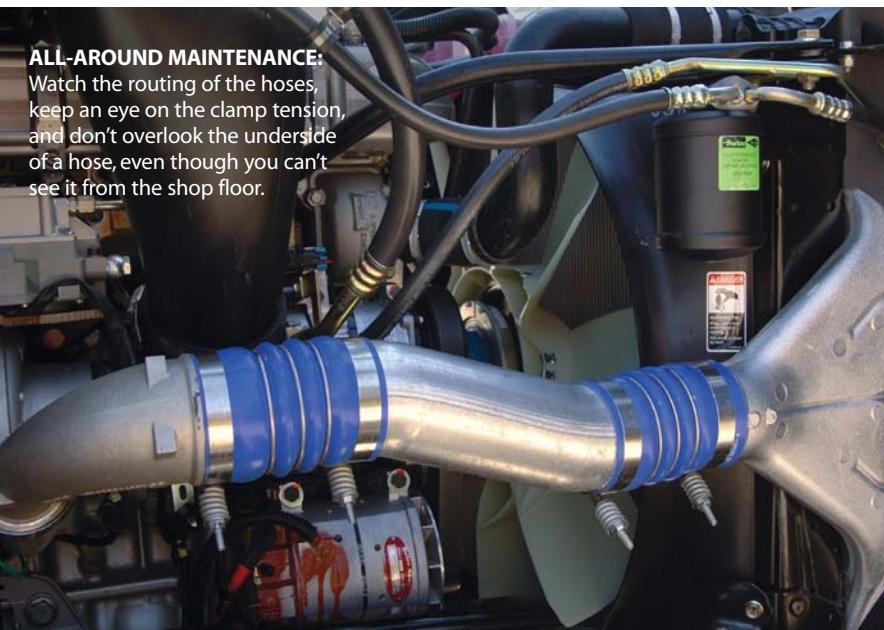
If hose replacement is necessary, avoid using a lubricant to help with installation.

"Silicon hoses tend to be slippery. But people still insist on soaping the inside so they'll slide onto the fittings more easily—or worse, they'll use a petrochemical lubricant. You shouldn't do that," McKenna warns. "The fittings and the inside of the hose need to be pristine clean. Otherwise, the hose will blow off. Use proper clamps, torqued properly. And don't scrimp on the clamps. Use the constant-torque clamps wherever you can."

#### NEWER SYSTEMS

#### BRAND NEW CHALLENGES

Starting with the simple stuff, if you have an APU on board, was the cooling loop hacked into during installation? Improper APU installation can cause coolant flow problems, and with all due respect to the



professional and competent APU installers, some of your brethren don't know their butts from hot rocks. If someone has opened the AC circuit during installation, things could be even worse. To avoid problems in the future if they

haven't already become obvious, a patch and a reinstall might be in order.

The addition of cooled EGR loops six years ago cause no shortage of headaches for the fan drive people, but most of those problems are behind us now. Higher heat

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## Cool It!

rejection forced fan-on times way up, but worse, the cycling intervals were constant. Fan drives and clutches died by the carload.

These fan clutches require close attention at maintenance intervals. Borg Warner recommends a thorough inspection of the fan blades, and a retorque of the mounting hardware. Check for adequate clearance between the fan and the shroud, and check the drive belts for condition, proper tension, and alignment.

The fan clutch should be inspected for proper engagement and air leaks. Seal replacement kits are available if leaks are detected. Check the clutch lining using the appropriate gauge. If the belts have been removed, check for bearing roughness in the drive hub.

Air lines and electrical connections should be inspected as well, with emphasis on connections at the solenoid valve and the AC pressure switch.

Newer models of electric/viscous fans require less maintenance, but still warrant



a visual inspection and check of the electrical connections. While the viscous fans are easier on belts and tensioners, they still need to be inspected. Observe the condition of the belts and check for bearing roughness or play, if the belts are off.

**HAIRLINE HEADACHES:** Watch for cracks at the root of the fan blade, and cracking or chipping at the tips. Check shroud clearance, and verify proper operation of the fan clutch.

One fleet we heard about complained constantly about poor fuel economy on several units. Somehow it escaped everyone's notice that the engine fans were running constantly. It seems the drivers thought this was normal and didn't report it; the fleet manager was searching through the usual fuel consumption suspects, never suspecting the fan because the drivers didn't report it.

## EGR AND YOUR COOLING SYSTEM

A few interesting issues have arisen since EGR was added to our engines, not the least of which was a dramatic increase in under-hood temps. With that problem all but behind us now, there may still be equipment out there subject to the high temps, so if you've got one of those older units, pay particular attention to the condition of the components located in tradit-

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tional high-heat areas. Excess heat and time will eventually take their toll.

The EGR coolers themselves, particularly earlier generations, can crack forcing exhaust into the coolant loop. While not common, it's a problem that could appear to be a different problem. A crack on the hot side of the EGR loop would produce an increase in pressure in the cooling system. It would appear much the same as a leaking head gasket or a bad fire ring. Coolant could froth and overflow the reservoir.

One OE expert we're good friends with—and wish to stay that way—warned that cooling-system pressure is more critical now than it once was. The company discovered this quite by accident in vehicle testing going into EPA 2007; they were getting cavitation pitting in their EGR coolers. An investigation led to the radiator pressure caps. The spec called for a 15-psi cap, but the supplier had shipped 8-psi caps instead.

The lower system pressure was permitting localized coolant boiling to take place in the EGR cooler, thus cavitation was occurring.

The risk here, my pal says, is the old myth that lowering the system pressure will keep the engine running cooler. Today's engines run hotter than previous generations of engines, and that's apparently okay. Changing the thermostat or the rad cap in the hope of lowering the pressure in the system to keep the engine cooler won't do you any favors. "Today's engines are very sensitive to pressure and temperature," he says. "Don't take matters into your own hands."

Cavitation, of course, can result in the perforation of wet-sleeve cylinder liners—and EGR coolers too, some now suspect. This results from low-pressure areas within the system that allow or cause the surrounding coolant to boil, forming tiny bubbles. The collapse of these bubbles blasts small holes in the surrounding steel. This pitting process will repeat, eventually perforating the metal, be it a wet-sleeve cylinder liner or maybe an EGR cooler.

Proper coolant formulation can prevent this in some cases. But coolant choices are a story in themselves. Suffice it to say that at PM time, care needs to be taken not to

mix different types of coolant, nitrite with non-nitrite coolant for example.

Long-life coolants require little maintenance or regular testing. But don't let the colors confuse you. Keep good records as to what coolant is in which engine, and warn drivers to make very sure they're topping up with the proper coolant, should that be required at roadside.

As engines, and indeed cooling systems,

become more complex, some of the maintenance chores are getting easier—or at least less demanding. The old hardware issues will likely be with us for a long time, such as rad and CAC core corrosion, cracking, and other concerns. Improved coolant formulation and advancing technology like viscous drive or magnetic drive fans are improving component life of fans, belts, etc.—in some cases dramatically. ▲



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**S**tephane Dion has pinned his election hopes largely on a single environmental strategy, but amongst truck operators it's not flying well at all. If he owns one truck or a thousand, even the most ardent Liberal will find it difficult to vote the way his instincts usually demand.

The so-called Green Shift plan, introduced by the Liberals in June, is based on a fairly straightforward carbon tax, much like the one just installed in British Columbia. Starting July 1, the B.C. scheme added an extra tax of 2.69 cents per liter

on diesel fuel, and that will rise progressively to 8.07 cents in 2012. Paul Landry of the B.C. Trucking Association (BCTA) calculates that it will cost the industry a whopping \$462 million over five years.

The Dion tax numbers are slightly different but aim for the same result and get there in much the same way. Estimates of the annual cost to trucking approach \$500 million. Not small change.

Both the B.C. regime and the Liberal proposal claim to be revenue-neutral, returning money to individuals and businesses by way of tax credits and broad-based income-tax cuts. Another thing they have in common is that they're both almost universally reviled by the people

struggling to drive trucking fleets through some very tough times.

Asked what he thought of the Liberal Green Shift proposal, Warren Transport president Vaughn Sturgeon of Rexton, N.B., quipped, "You couldn't print my answer."

In fact, the Atlantic Provinces Trucking Association (APTA), of which he's immediate past chairman, has been actively campaigning against the carbon-tax idea, whether enacted by a future Liberal government or on a strictly provincial basis in New Brunswick.

A carbon tax for Atlantic Canada would severely hurt trucking companies, says the APTA. Vicki McKibbon, chief operating officer for Armour Transportation Systems

# The Green Shaft?

The Liberals are the only major party with a well-defined environmental program, but it would mean trouble for trucking.

BY ROLF LOCKWOOD

in Moncton, gets specific, saying that an eight-cent-per-liter upcharge would cost her company more than a million dollars in a year.

## THE GREEN SHIFT PLAN

So what exactly is the Green Shift plan? Here's how the Liberals themselves describe it:

"We will cut taxes on those things we all want more of such as income, investment and innovation, and we will shift those taxes to what we all want less of: pollution, greenhouse gas emissions and waste."

"Over four years... we will put an increasing price on the greenhouse gas emissions associated with fossil fuels, like

coal and natural gas.

"Higher energy costs will be offset by tax cuts. We will dramatically reduce other taxes, for individuals and for businesses. We will make sure that this dramatic tax shift is revenue neutral."

"It cannot be, and we commit that it will not become, a tax grab by government."

You can read more in the party's Green Shift handbook at [www.thegreenshift.ca](http://www.thegreenshift.ca), though don't expect a lot of detail.

In practice, the plan starts by putting a price on carbon—\$10 per tonne of greenhouse gas (GHG) emissions to start, rising by an additional \$10 per tonne each year, totalling \$40 per tonne within four years. It would add tax at different rates to spe-

cific fuels—home heating oil, jet fuel, kerosene, natural gas, propane, coal, and diesel. But not gasoline, because the Liberals say the present excise tax of 10 cents per liter on gas is already the equivalent of \$42 per GHG tonne.

Diesel fuel suffers an excise tax of four cents per liter presently, so the Liberals wouldn't apply a carbon tax to it in the plan's first year. But in year four the extra diesel tax would be seven cents a liter—on top of the excise tax—which would cost anywhere from \$5,000 to \$7,000 per truck. Offsetting that, or so the Liberals claim, would be a corporate income tax cut. But that reduction would be just one percent, worth nowhere near the tax already paid because hardly any for-hire trucking outfit has much income to tax in the first place.

None of this pleases Canadian Trucking Alliance (CTA) CEO David Bradley, an economist by training. "There is no tax neutrality for truckers in this plan," he contends, adding, "...This plan will simply make freight transportation in Canada more expensive, impairing Canada's competitiveness and impeding investment in fuel efficiency.

"We already have the four-cents-a-liter federal excise tax on diesel fuel, which serves no policy purpose whatsoever, other than to raise cash for the federal government. They could, for example, make that tax a carbon tax, and earmark the revenues generated by it to assisting the industry in its efforts to accelerate the penetration of the new generation of smog-free trucks and fuel-efficiency technologies into the marketplace," Bradley said. "Taxing diesel fuel is not going to help that process; it's only going to make it more difficult for carriers."

Mr. Dion, under internal pressure from a couple of western Liberal MPs, actually back-pedalled on the Green Shift plan in early September, adding funds to help the transportation sector and others adopt fuel-saving technologies and thus reduce the carbon tax they'd pay. But, of the \$900 million he pledged, much of it going to farmers, trucking would have to split \$250 million with fisheries and all other transportation modes. Trucking might see as little as \$30 million from such a fund.

"The trucking industry is already making the shift to smog-free engines,

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ultra-low-sulphur diesel fuel, and proven and available GHG-busting technologies and devices," Bradley said. "What we need is a rebate program to accelerate the investment, especially during these tough economic times."

Down east again, Vaughn Sturgeon agrees that the Liberal plan has deep flaws, that it isn't revenue-neutral as advertised. Money coming back to business by way of corporate income tax cuts represents, he says, "...only a fraction of the input we're going to be paying.

"I don't think that the Green Shift program is a good tax plan," Sturgeon adds. "I do think that consumption taxes are



Vaughn Sturgeon

allright, but business input taxes generally aren't good for the economy.... They're not good for growth, they're not good for business sustainability.

"There needs to be a consumption tax because we do have to modify behavior, and I think the GST was a start towards that end... It's pretty close to a pure consumption tax. I think the model is not a bad one, and I would probably suggest that it's generally a good thing. It works well in places like Ireland," says Sturgeon.

"In fact, I would not have slashed the

GST as the government did a couple of years ago, but cut the excise tax on diesel fuel instead."

Observers within this industry seem to agree that the Green Shift plan's most serious shortcoming is really a failure to understand trucking's basic nature, and in general its focus on the consumer, not business. The Dion plan really targets discretionary spending on fuel, spending that

can be reduced by a change in habits or lifestyle. That's obviously not the case for truck operators.

"Carbon taxes may have a role to play in encouraging the reduction of greenhouse gases in some sectors and amongst consumers, but the trucking industry has no choice but to rely on diesel fuel to keep the economy moving," says Paul Landry.

And there's the rub. ▲



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## FOR MORE INFO

For more information on this issue and others like it, see the Fuels subject in the "Full Story" section at [www.todaystrucking.com](http://www.todaystrucking.com). See "Do Not Vote Liberal," on page 7 and "Who's Driving this Thing?" on page 21.



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on the web at [todaystrucking.com](http://todaystrucking.com)

In response to many calls for a return of the cabover dropped from its lineup two years ago, **HINO CANADA** is now building the class-4 Model 155 COE at its plant in Woodstock, Ont. It's based on the Dutro model seen elsewhere around the world. Four wheelbase specs are offered—110.6, 135, 152.4, and 165.4 in.

With a GVW of 14,700 lb, the 155 sports the company's J05D-TF engine, a turbocharged 4-cylinder diesel that puts out 175 hp at 2,500 rpm. Torque output is 376 lb ft at 166. The only transmission offering is the Aisin 450-43LE, a 4-speed automatic. It has hydraulic disc brakes front and rear and the tires are 215/85R16.

Other standard equipment includes a tilt/telescope steering wheel, air conditioning, power windows and door locks, and heated mirrors.

Uniquely, the Model 155 comes with a three-year roadside assistance program to go with a five-year warranty program.

There are also six conventional models in the 2009 Hino lineup, including the air-braked Model 358.

See your dealer for details or visit [www.hinocanada.com](http://www.hinocanada.com).

## NEW MICHELIN X ONE

THE XDN2 IS THE LATEST WIDE SINGLE

The new **Michelin** X One XDN2 is an on-highway drive tire, the first of the company's wide singles in North America to utilize multiple Durable Technologies. It also offers fuel-efficiency levels approaching Michelin's most fuel-miserly truck tire, the X One XDA, the company claims.

The new tire is able to reduce the number of flexing sidewalls from four to two, when replacing dual tires, which significantly lowers rolling resistance—by about 15 percent. Its Infini-Coil Technology sees more than



## THE CABOVER'S BACK

HINO OFFERS A CLASS 4 CABOVER AGAIN

a quarter-of-a-mile of steel cord wrapped circumferentially around the tire from sidewall to sidewall, which reduces casing growth and stabilizes the contact patch, minimizing irregular wear.

The XDN2 tread pattern also incorporates Matrix Siping Technology—corrugated, wavy grooves in the tread block that lock the tread block as it moves through the contact patch, providing both

tread rigidity and traction, while resisting scrubbing, as is normally the challenge with deep-treaded, heavily-siped tires. Also a first for an X One tire is the XDN2's open-shoulder tread design for additional traction.

The X One XDN2 tire will be available in November in a 445/50R22.5 size (equivalent to a 275/80R22.5), with a 455/55R22.5 size (equivalent to an 11R22.5) coming in December. The new tire will replace the X One XDA-HT Plus.

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



# CHARDONNAY TO GO

**P**ETERBILT recently reached a milestone when it delivered its first two Quebec-built medium-duty diesel/electric hybrid trucks to VinLux Fine Wine Transport in California's Napa Valley. The two Model 335s will each save about 2,400 gallons of diesel fuel annually, a 30-percent fuel-economy gain, meaning a payback period of less than 30 months. That takes into account tax credits and other incentives. The hybrid upcharge is about 40 percent. The class 7 Peterbilt hybrids use Eaton's hybrid electric power system and the 16-ft van bodies are insulated, cooled to about 60 degrees F by Thermo King V500 refrigeration units running off the truck's main

diesel. They can also be run electrically, plugged into 110-volt outlets. Could the reefers also be operated through the on-board hybrid generator? Yes, according



Peterbilt hybrid truck

to Peterbilt chief engineer Landon Sproule, who says work is being done on the required architecture and controls. [See www.peterbilt.com.](http://www.peterbilt.com)

## WESTERN STAR DAY CAB

### CONVERSION KIT FOR

### STRATOSPHERE SLEEPERS

A new day cab conversion kit allows **Western Star** truck owners to convert any Stratosphere sleeper into a day cab, giving the truck a second life in a completely different configuration.

Included in each kit is a new overhead console, new roof cap with reinforcements, new headliner, new back wall and trim panel, new cantrails, and new glass for the rear window. The fit and finish of the materials included in the kit, as well as all trim components, deliver the same look, feel and performance as an original, factory-built Western Star day cab.

The day cab kit will be available to order "soon," says Western Star.

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

## STEER TIRE

### TOYO'S NEW M137 LONG-HAUL WORK

There's a new **Toyo** tire on the market, the M137 steer radial for long-haul, over-the-highway applications. Designed to

*Tests prove Allison Automatics are more fuel efficient than automated manuals during acceleration while offering optimum MPG during cruise.*

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deliver mileage, Toyo says, the M137 is a product of the company's 'e-balance' design technology that focuses on a

stiffer belt package, stiffer bead construction, and optimization through computer simulation technology. A new tread design is said to provide even contact-pressure distribution across the tread surface for smooth wear and extended tire life.

The M137's profile retention reduces strain at the belt and ply turn-up edges,

Toyo claims. During operation, special cap and base tread compounds reduce heat at the belt edge and excessive heat build-up inside the tire structure, improving retreadability.

It's available in two sizes, a 295/75R22.5 and a 285/75R24.5.

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



## CASCADIA CHROME

### FREIGHTLINER CHROME ACCESSORY PACKAGE

**Freightliner Trucks** says a new chrome accessories package is available for the Cascadia. Made by Panelite, Inc., which specializes in decorative stainless-steel accessories for heavy trucks, the new package will offer two trim levels and includes options for cab panels, marker lights, fender and grille trim, and co-ordinating interior products. Panelite is also the long-time supplier of chrome trim options for the Freightliner Coronado and Classic.

The new Cascadia accessories will be available to order this month.

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

## BATTERY-POWERED HVAC

### CLIMACAB GIVES 12 HOURS OF COOLING, 10 OF HEAT

New power-management technology, an efficient AC unit, and a different approach to generating heat have

produced a battery-powered sleeper HVAC system that can provide a class 8 sleeper cab with 8000 BTUs of air conditioning per hour for over 12 hours, or heat for up to 10 hours on a single charge, according to Glacier Bay Inc.

**ClimaCab's** power management module continuously varies the speed of the system's compressor and fans, the company says, responding in real time to external temperature changes, load requirements, and battery-charge levels. It also allows the system's four deep-cycle batteries to be recharged by a truck's 135-amp alternator and separates the HVAC batteries from the truck's "start bank" of batteries.

In addition, if a driver draws down the starter batteries with normal hotel loads from electrical appliances and accessories, the Climacab's advanced power-management module can use its batteries to recharge the starting system.

For cold days the system uses radiant heat panels to minimize power draw and provide enough heat to keep the sleeper

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allows drivers to monitor and adjust their performance in real time. So now everyone's contributing to the bottom line.



## In Gear

comfortable for up to 10 hours in "below freezing temperatures," according to the company. A fuel-fired heater is an option.

ClimaCab integrates most components into a single platform that mounts under the cab between the frame rails. The only in-cab components are the AC evaporator, radiant heat panels, and a touch-screen control panel. Total weight for the system is 500 lb, including the four batteries, says Glacier Bay. Prices vary by configuration, but they're claimed to be "significantly lower than diesel powered auxiliary power units."

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

## BATTERY PROTECTION

NEW BATTERY BRAIN MONITORS

ELECTRICAL DISCHARGE, PRESERVES  
STARTING POWER

**Smart Energy Solutions** has developed a new version of its flagship product, the Battery Brain electronic controller for truck, bus, and marine batteries. The new high-capacity product is available for 12- and 24-volt systems and will withstand starter battery current draws of up to 2000 amps.

Battery Brain constantly monitors electrical discharge of batteries in medium and heavy-duty trucks and nearly all

other vehicles from cars to buses to personal watercraft. If it detects that the batteries are losing the required charge needed to start the vehicle's engine, it automatically dis-

connects the batteries to preserve starting power and extend their life.

The product can pay for itself in less than six months by reducing battery-related service calls, says the manufacturer, and by delaying battery replacements due to deep cycling when batteries run down. The Battery Brain also provides a warning when batteries are reaching the end of their life cycle so that replacement can be scheduled.

The new model is aimed at vehicles that have high amperage draws, diesel engines, and/or multi-battery configurations. It's said to be ideal for fleets including the beverage and courier

markets where trucks are turned on and off frequently daily as well as the construction and logging markets where vehicles are known to stand idle for prolonged periods of time.

The company has initiated a national introduction/installation program for major commercial fleets.

See [www.smgy.net](http://www.smgy.net).

## DOCUMENT HOLDER

WATERPROOF HOLDER

OUNTS ON TRAILER SIDE

**Phillips Industries** has introduced a new waterproof document holder that keeps important vehicle papers, such as vehicle registrations, stored on the outside of a trailer dry even in extreme weather. The product offers a large interior and easy-grip cover. Stainless-steel hardware also keeps documents free of rust and the twist-on see-through cover lens can easily be turned with a gloved hand. It can be mounted to replace current document holders without additional hardware.

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



## REFRIGERANT LEAK DETECTOR

NEW, PORTABLE UNIT FROM TRACER

From **Tracer Products**, the TP-9360 Pro-Alert is a portable refrigerant leak detector that features high-performance heated-diode sensor technology to accurately detect refrigerant leaks down to 0.03 oz./per year. It features dual-sensitivity controls—a high-sensitivity setting when initially checking the general leak

area, and a low-sensitivity setting to hone in on the exact leak site. It's self-calibrating to neutralize background contamination, sensitive to both R-12 and R-134a refrigerants, and certified to meet SAE J1627 standards.

The cordless, compact PRO-Alert is specifically designed to make leak



## PeopleNet Adds Satellite for Universal Coverage



By Jamie Williams  
President  
PeopleNet Canada

Truly universal coverage is coming from PeopleNet Canada.

We have shipped 25 satellite communications units to selected customer test fleets in Canada. We expect our new satellite product will be commercially available for all in November.

That means before year's end, PeopleNet Canada customers will be able to install PeopleNet satellite communications modems in their fleets or on individual trucks within a fleet.

PeopleNet satellite works alongside our multi-network framework. There will be no need to choose one or the other. Both can be available on a PeopleNet-equipped truck. Customers can use our classic wireless network wherever available and the new satellite system only as needed.

The choice will be automatic, invisible and seamless to drivers and operating staff, but customers will control what kinds of data can be sent when the satellite option is used. For example, vehicle location and messages can be sent via satellite when necessary while more data-heavy transmissions, say documents or images, can be held for wide-band wireless access.

The choice will enable PeopleNet customers to use the most economical means of communication from any location at all, including the northernmost points on the continent.

PeopleNet satellite coverage is provided through a partnership with Iridium, a system of 66 active satellites providing reliable, round-the-clock coverage for the military, the petroleum industry, scientists, frequent world travelers and now, for PeopleNet fleets.

PeopleNet Canada has always offered the best, most comprehensive, ground-based wireless communications as well as rugged onboard hardware and the industry's most intuitive, profit-driving applications. Our new BLU platform sets the standard for driver-friendly features and open architecture. Our PerformX, PACOS and eDriver Log applications help drivers perform better. Our partnerships with leading technology companies provide PeopleNet customers with the best, most cost effective services available – from spoken, turn-by-turn directions to in-cab scanning and more.

Now, to complete our service offerings, PeopleNet coverage is truly universal.

We would be pleased to learn about your specific needs and to share details of our new satellite offering. **Contact us at 888-346-3486 or [info@peoplenetonline.com](mailto:info@peoplenetonline.com).**

## In Gear

detection efficient and easy. Users simply turn it on and it's ready for inspection instantly. Its 17-in (43 cm) long, chrome-plated, flexible metal probe easily gets into tight spots, Tracer says, and holds its position for more thorough inspection. It includes a built-in positive displacement pump that draws a test sample into the detector for fast, accurate sensing.

It's powered by two D-cell alkaline batteries (included), and comes packed in a rugged plastic carrying case.

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

## IMPROVED FRONT LOADERS

HEIL UPGRADES HALF/PACK HYDRAULIC PUMP

**Heil Environmental** has made improvements to the full line of Half/Pack front loaders by upgrading the standard hydraulic pump from a gear pump to a



single-vane pump. Vane pumps provide a number of significant benefits, Heil says, including efficiency increases of up to 20 percent, lower system temperatures, greater reliability, improved serviceability

ty, overall quieter operation, and reduced fuel consumption.

Although Heil has used tandem vane pumps in its operate-at-idle system for years, the company says it still spent a year testing the new single-vane pump before making it standard on the Half/Pack and light-weight Half/Pack Sierra front loaders. The vane pump is said to have fewer leak points, which reduces the potential of hydraulic oil leaks. It also has serviceability advantages, Heil says. Its internal cartridge can be replaced without removing the entire pump from the truck.

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

## FIFTH-WHEEL PARTS

FONTAINE OFFERS NEW COMBINED CATALOG

**Fontaine Parts Connection's** new, full-color parts and service catalog covers the complete line of Fontaine parts for the company's fifth wheels, as well as providing maintenance information. The 20-page catalog brings together materials that had previously been spread among nearly 100 pages in multiple parts and schematics brochures, the company says.

The catalog has been reconfigured to make it more convenient for customers to find the parts they need for their fifth wheels by simply stepping through the type of fifth wheel they're working on,



rather than poring over lists of part numbers. Parts are arranged in kits, which are color-coded in illustrations for easy identification and ordering.

Also in the catalog are step-by-step fifth-wheel preventive-maintenance procedures and jaw-and-wedge adjustment instructions; frequently asked questions; and troubleshooting flow charts.

You can download a copy at the Fontaine website (URL below) or order a printed copy, also online.

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

## TIRE MANAGEMENT

ARVINMERITOR'S TIRE-INFLATION SYSTEM WITH WHEEL-END HEAT SENSOR ON STRICK TRAILERS

**Strick Trailers** says the **Meritor Tire Inflation System (MTIS)** is now the "preferred" tire management system on its Strick, Cheetah and Evans product lines. The system's patented ThermALERT heat-sensor technology, usually an option, has been made standard equipment with MTIS. It alerts drivers to elevated wheel-end temperatures.

MTIS automatically monitors and maintains consistent air pressure in heavy-duty trailer tires, helping to decrease tire blowouts. ThermALERT helps drivers take preventive action that avoids damage caused by high wheel-

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end temperatures. The combined system should reduce downtime and maintenance costs.

With fuel costs continuing to rise, maximizing tire-management efficiency seems to be an increasingly popular way to control cost-per-mile numbers.

See [www.stricktrailers.com](http://www.stricktrailers.com) and [www.arvinmeritor.com](http://www.arvinmeritor.com).

## BUCKLE UP

### FREIGHTLINER INTRODUCES OPTIONAL LIFEGUARD HIGH-VISIBILITY SEAT BELTS

**Freightliner Trucks** says high-visibility seat belts are now a factory-installed option on Cascadia, Columbia, Century Class S/T and Business Class M2 trucks. Such belts mean that fleet managers and law-enforcement officers can quickly see whether drivers are wearing their seat belts, but they're said to be comfortable enough to encourage consistent use.

Manufactured by **LifeGuard**

**Technologies**, the bright orange belts include comfort features such as 'Komfort Latch', which relieves tension so the belt doesn't rub the driver's shoulder while driving; and the 'Sliding Komfort Latch', which automates that process while safely setting the belt's slack to approximately one inch.

Freightliner says safety statistics show that drivers who wear their seat belts are nearly twice as likely to survive an accident.

The 'Click, Tug & Snug' driver safety campaign developed by LifeGuard aims to increase driver awareness of proper seat

## ARVINMERITOR OPENS MEXICAN AXLE, GEAR PLANT

**A**RVINMERITOR has opened its first new manufacturing facility in 19 years, in Ciénega de Flores, Mexico, which is now building non-drive steer axles and matched crown-and-pinion gear sets. It's a state-of-the-art factory with the latest gear-cutting technology—it takes two minutes and 44 seconds to cut a pinion gear there, for example, compared to

an hour or more using traditional means. It will be the company's primary gear plant and it represents incremental capacity, though its steer-axle production will replace that of an existing plant in North Carolina.

Initially, the plant will produce gearing and steer-axle assemblies for U.S. and Canadian truck assembly plants, including those of Freightliner, Kenworth,



International, and Peterbilt, as well as other ArvinMeritor assembly sites.

The 400,000-sq-ft plant represents a \$30-million investment, according to Carsten Reinhardt, president of the

company's Commercial Vehicle Systems arm. "We have big plans for this facility," he said at the official opening, "and we have plans to double that investment in the

future." He also hinted that ArvinMeritor's next 'green field' site would likely be in Europe.

The Mexican plant shipped its first gears in June, its first axles in July, though it's not fully up to speed. There are presently about 150 employees but that will rise to 500 when things are fully functional in early 2009.

belt usage, with specific instructions on how to make the belt more comfortable. Freightliner Trucks customers can request a free training kit at the LifeGuard Technologies website (see URL below).

See [www.freightlinertrucks.com](http://www.freightlinertrucks.com) and [www.lifeguardtechnologies.com](http://www.lifeguardtechnologies.com).

## UPDATED GPS MAPS

### NAVTEQ REMINDS DRIVERS TO UPDATE THEIR GPS NAVIGATION MAPS

Map updates are now available for most in-vehicle GPS systems and Garmin portable navigation devices, among others, from **NAVTEQ**, the company

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## In Gear

that builds the digital maps. The company's field analysts make millions of changes and additions to the maps between updates, covering road network changes and points-of-interest additions such as banks/ATMs, gas stations, restaurants and hotels. The updates aren't especially cheap—US\$69.99 for the North America map in a Garmin device, for example.

The newly redesigned NAVTEQ website (URL below) offers a one-stop shop for consumers looking to update many in-vehicle systems. For other brands, the site offers a web link and/or hotline phone numbers for ordering map updates.

Map updates are also available at many online and retail stores like amazon.com, Best Buy, and Wal-Mart,

to name a few. At [www.garmin.com](http://www.garmin.com), the map updates are available via DVD or direct download from the site. Drivers can expect map updates for other portable navigation devices to be available soon.

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

## ONLINE PRIORITY

CARRIER'S PRIORITY CARD PROGRAM IS NOW AVAILABLE ONLINE

**Carrier Transicold** has launched a new website for its Priority Card holders, giving customers and dealers instant access to helpful information to manage their accounts. The new feature rich site (URL below) provides around-the-clock access to billing and account information. Much like online banking sites, it provides access to balances, transaction history, and more. A password-protected login provides security.



Fleet managers can use the site to download billing statements and to search for, and drill down into, information about purchases. For dealers, the site offers convenient access to reimbursement summaries and line-item sales data.

Now in its ninth year, **Carrier's Priority Card** program provides purchasing controls and 'not-to-exceed' pricing, as well as detailed, consolidated billing statements. Carrier's premium program, the Priority Gold Card, provides automatic, two-percent rebates on parts purchases and additional rebates for other special parts promotions.

See [www.carrierprioritycard.com](http://www.carrierprioritycard.com) and [www.carrier.com](http://www.carrier.com). ▲



Online Resources:  
**TODAYSTRUCKING.COM**

These products and many more, some in greater detail, can also be seen online in the Product Watch section at [www.todaystrucking.com](http://www.todaystrucking.com). While you're there, you can also subscribe to a FREE e-mail newsletter, **Lockwood's Product Watch**, that will keep you up to date on the latest products—with commentary attached—every two weeks. Why not stay at your computer and let the very best product news come to you?

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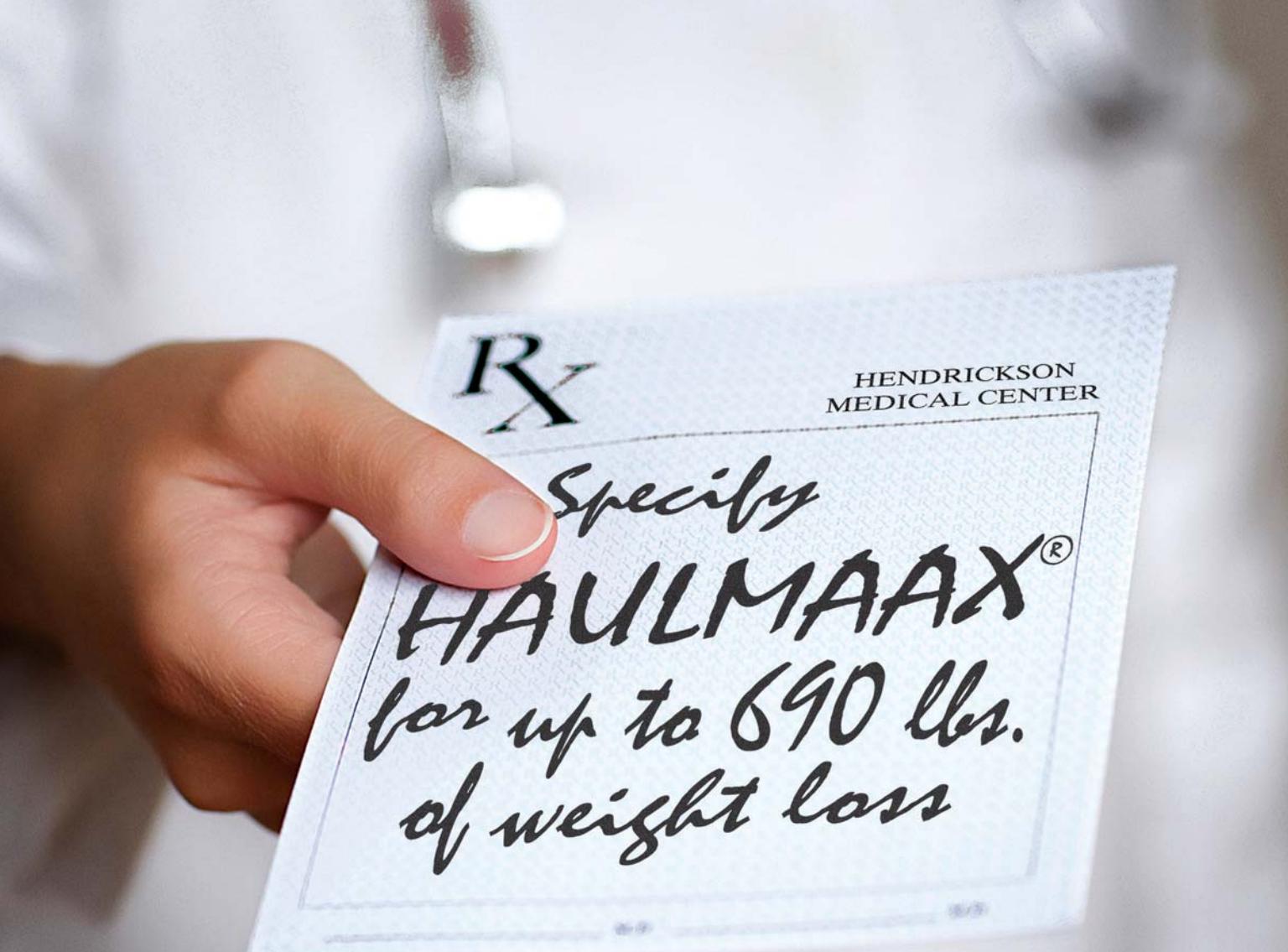
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#### BRAMPTON – FOR SALE

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By Peter Carter

# A Big-Picture Guy

## It's often the little pictures that count the most

I was sitting beside a campfire a few summers ago near Tofino on Vancouver Island when a bearded guy I'd never met before asked me the same question I've heard countless times in just as many Canadian locales.

Him: "What part of Sudbury ya from?"

Me: "West end."

Him: "You related to Tom the guy with the buses?"

Me: "Yup. He was my dad. You know him?"

Him: "Know him? I worked for him."

"He was the worst boss ever. I hated having your dad for a boss."

Say what? Most everybody I talk to about my late father tells me what a great guy he was.

My fireside friend went on. Sure Tom was generous and funny and yadda yadda yadda, but he was a horrible instruction giver. Guys who worked for him never knew where they stood.

Tom expected his employees to either: A) read his mind; or B) know enough on their own to accomplish whatever task had to be done.

Of course my wife Helena has told me on more than one occasion that I too stink at telling people detail for detail what must be done. And I thought that my tendency to work and let work was a good thing.

That was then.

In mid-August of this year, I listened to another guy raised in the transportation business—Mark Seymour of Kriska Holdings—tell a bunch of his colleagues about how much he learned from his father, Kriska founder Ken, who passed away in 2002.

Seymour Jr. was speaking at something called the "Driving for Profit" seminar in Kingston. He and Len Anderson of KPMG were talking about getting trucking through tough times. (Another version of the event is scheduled for later this month. Check [www.drivingforprofit.com](http://www.drivingforprofit.com)).

Seymour is nothing if not candid. First of all—and this is why he had me at good morning—he talked about how much he misses his Dad.

Then he opened his books, too.

Seymour told the audience that for the first time ever, truck-load carriers are finding out that fuel cost per mile is greater than wage-cost per mile.

He said he prices trips according to the company's overall need at the time.

"We might price something very low if it gets us to a place where we can get a rate that's very high."

He also said fuel surcharges vary depending on the situation and you have to be willing to tell customers exactly why you're charging the amount.

"We say, 'Here's the market, here's what we have to do to correct it, to stay whole; we need 50 cents a mile from you and if you want to know why, it's very simple; it's right there.'"

Seymour's convincing. And one of the reasons he's so persuasive is that he doesn't hold back. Could be why Kriska keeps showing up on the list of Canada's best-managed companies.



Mark Seymour

But back to telling people what they need to know. KPMG's Anderson, in his opening remarks, told the audience, "You think that your employees know what's expected of them. They probably don't."

Kriska remedied that situation in spades. For Seymour it's all about letting your people know how the company's doing, what they can do to help it achieve the stated goals, and rewarding them for doing so.

He holds regular town hall meetings with all his employees (attendance is voluntary) and company computers are equipped with on-screen "dashboards" informing them on a daily basis how well the company is doing in meeting its goals. How's that for keeping people in the loop?

Does it work? Seymour told the audience that the day before the conference, Kriska reported "the best quarter it's ever had, and that followed "four or five previous quarters that were the worst I can remember."

Too much information? Impossible. ▲

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