

OUTLOOK '07: Is a truck-sales "correction" due? PG. 10



Cummins' Alasdair McNellan:
"There will be incentives to buy."

October 2006
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Today's Trucking

The Business Magazine of Canada's Trucking Industry



PG. 40

Test driven:
Sterling's expediter



PG. 47

This just in from
Europe...



PG. 53

Medium-duty
roundup for '07

THE TANDET STORY:
**HOW TO
GROW**
FROM WITHIN, pg. 32

PLUS: Easing the slow-season pain, pg. 25



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The wheels that'll be prowling the streets

53



25 Minimize slow-season layoffs



72 Kenworth's cool new interiors

NEWS & NOTES

10 DISPATCHES

'07 OUTLOOK MAY BE BRIGHTER



14 Meal tax fight

16 Who's where now?

17 Sited the web

18 Quebec quits smoking

21 Sales stats

FEATURES

32 COVER

WHAT'S A TANDET?

Growing a company using inner strengths for outward growth.

BY PETER CARTER

40 QUICK SPIN

MEDIUM-DUTY CRUISER

Sterling's Acterra shines as an expediter.

BY JIM PARK

47 IN GEAR

THE SASSY CHASSIS

Are rack-and-pinion steering and independent front suspension the way of the future for heavy trucks?

BY ROLF LOCKWOOD

53 ROUNDUP

PUNCHING ABOVE YOUR WEIGHT

A roundup of the new medium-duty trucks that'll be taking to the streets next year.

BY DUFF MCCUTCHEON

OPINIONS

7 LETTERS

9 ROLF LOCKWOOD

23 JIM PARK

29 RAYMOND MERCURI

31 SCOTT TAYLOR

78 PETER CARTER

SERVICE DEPT

25 HANDLING THE WINTER SLOWDOWN

61 THE 200,000 MILE OIL CHANGE

65 PRODUCT WATCH

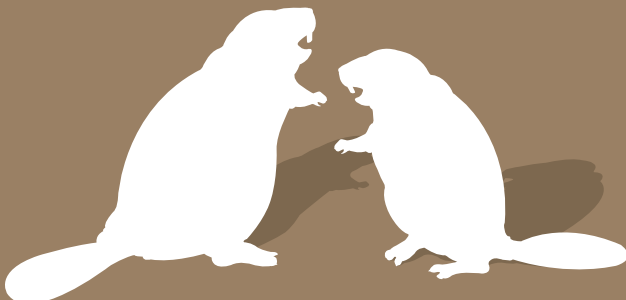
COVER PHOTO:

Courtesy of TANDET GROUP

FRANK & GORDON QUESTION:

wouldn't it be great
to have eyes in the
back of your head?

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The Business Magazine of Canada's Trucking Industry

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**Kenneth R. Wilson
Award Winner**



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Don't get mad; get helpful

I'm writing not in response to something I read in *Today's Trucking* but rather in response to a story I saw recently in the *Toronto Sun* newspaper.

It was called "Fast Rigs Are a Menace." The column was another example of how many people in the mass media make trucks out to be the villains in traffic.



Mostly, when we see stories like that, we react defensively and make matters worse. So I'm encouraging other people in the trucking industry to write letters to the media when they see columns such as the one that was in the *Sun*.

But I recommend that letter writers take a positive attitude toward the subject instead of getting defensive. When I wrote my response to the *Sun*, I made some suggestions to four-wheelers so they'll feel more comfortable with trucks on the streets and highways.

Among my suggestions—and you can pass these along to other car drivers—I included such tips as:

- Don't discourteously/unsafely accelerate when trucks attempt to pass or change lanes. Trucks have much slower acceleration than cars;
- Keep well behind trucks to remain visible because truck blind spots are so big;
- Closely observe trucks' turn signals.

Letters

Give them time and space to complete wide turns and lane changes;

■ Quickly pass trucks. Don't linger beside them or near their rear bumpers;

■ Don't cut off trucks. Give them space;

■ Large trucks are prohibited from using the left lanes on six-lane highways, so the center lane is their passing lane. Abuse of the left and center, truck-passing, lanes causes tailgating, lane hopping, crashes and congestion. Slower traffic should attempt to stay in the extreme right lane;

■ Keep visible and keep headlights/tail-lights on in bad weather.

If all members of the trucking industry approached their critics with helpful advice as opposed to anger, the relationship between truckers and the general public might be greatly improved.

Don Bell

Mississauga, Ont.

Profiting through people

Re: "Tough Love" by Jim Park, Sept., 2006.

I tip my hat to Jim Mickey and CPX in Vancouver. He proves that there are people in this industry who make a difference and are not afraid to step on the other side of the white line to do so.

Clearly, these are the people who lead in this industry and the ones not having problems with recruiting and retention.

At the end of the day when there is a decision to be made by CPX staff, they turn to their motto:

"People, service, profits!"

Their goal is to reach \$100 million in sales this year. Because of the way they're treating people in this industry, I hope they hit it. One of my mentors always tells me you never go wrong by doing the right thing! I bet Jim Mickey has heard this a time a two.

Safe driving,

Kim Richardson, President, KRTS
Transportation Specialists Inc.
Caledonia, Ont.

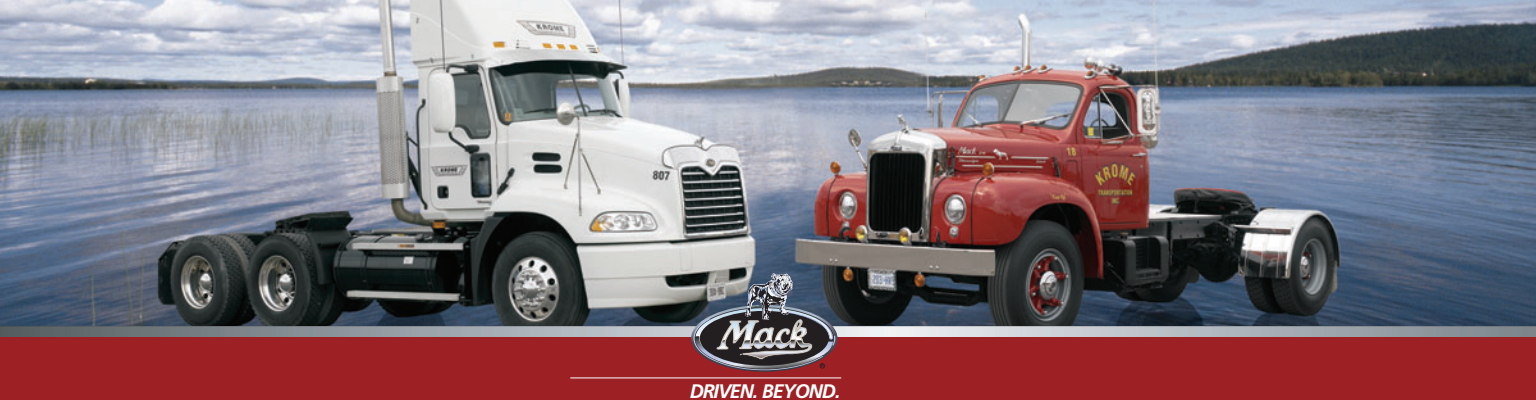
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By Rolf Lockwood



Of Barbers and Literacy

A little boy's question leads me to wonder how many of us can use words well enough to make ourselves understood.

Barber shops have never been favored spots in the geography of my life. Inspired perhaps by that old Crosby, Stills and Nash song—"Almost Cut My Hair"—a very drunken friend and I once got our revenge. We stole an eight-foot-tall wooden barber pole set in a pail of concrete and attached to the outside wall of a shop whose service it advertised. Singing Cohen's 'Suzanne' all the way for some reason, we dragged that heavy sonofagun in all its red-and-white infamy up the main street of my university town at 2:00 a.m., right past the cop shop, and then I hauled it on my own—bouncing it heavily from step to step—up the stairs to my third-floor hovel. It was my small fight against the tyranny of barbers.

Sorry, I digress. Hell, this is pure digression so far, but there's a point coming eventually.

Anyway, much as I dislike the hair-snipping process and its result, I have to allow that the barber shop itself can be a source of... well, interesting stuff. I was at my local clip joint a



couple of weeks back and while waiting for my guy to finish rendering someone else nearly bald, a gentleman more elderly than me came in and sat down to await his own fate. In his 70s, I'd guess, he was not yet a cue ball but he had only wispy white hair between his scalp and the sky.

Seconds later I was doubled over in laughter.

A little boy of maybe four or five years, on his way out the door with father trailing behind, stopped in front of this older fellow and asked him a killer question. Without a trace of irony in his tone—little kids don't know from irony—he said, "Are you going to get a Mohawk?"

The gentleman grinned in a kindly way and said, "No, not today," while I tried to burst a gut quietly for fear of appearing to ridicule the boy. Having had a direct answer to his direct question, the kid just left.

And as I sat in the big chair—an electric chair is similar, isn't it?—getting my ears lowered a few minutes later, I found myself thinking about what that hilarious moment really represented. All sorts of things about kids, of course, and about imagination, and especially about the power of language. Words are my business, after all, which means that many of life's moments, big and small, end up being seen in terms of communication.

In this case, my wandering analysis of a tiny but amusing slice

of life led me to something that's often top of mind, namely literacy. Which isn't so much about understanding what words mean but about making yourself understood and about having some sort of impact with the words you choose to use, spoken or written or sent via smoke signal.

While I couldn't begin to fathom what led him to ask his outlandish question, the kid had an impact in his way. He used seven simple words and got his answer, which is the best any of us can hope for when we open our mouths. But more than many can achieve.

We're not a very literate society, truth be known. Which means that many Canadians—and thus many trucking people faced with complex challenges—can't master the language well enough to recognize what they don't understand, or can't ask the right question, or can't ask it in such a way that a useful answer will result. Ignorance begets ignorance and the circle is unbroken.

He used seven simple words and got his answer, which is the best any of us can hope for when we open our mouths.

As many as 38 percent of young Canadians between 16 and 25 are not sufficiently literate to deal with the demands of today's workplace, says Human Resources and Skills Development Canada. And that rate rises to 60 percent among working-age immigrants. Very scary.

It means, among many other things, that you can't assume you're being perfectly understood when you're telling a shop super or a salesman or a driver how you want something done. Maybe worse, it means some of your employees won't know when a crucial point needs clarification or will be too nervous to attempt the asking. People with literacy problems develop elaborate and often very effective coping mechanisms that mask their shortcoming, so you may never see it until some sort of catastrophe happens.

That's worth avoiding, obviously, and there's help at hand. The ABC Canada Literacy Foundation (www.abc-canada.org) is one source, and there will be others locally in your area. I urge you to take this seriously because the problem is real. I know one small boy who's going to be just fine on the literacy front, but not everyone will be so comfortable with the language. ▲

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

Dispatch

BY MARCO BEGHETTO

Double O-Seven

With '07 engines soon hitting the market, the sky isn't going to fall. It'll just be cleaner.

After a year of speculation that North American heavy-duty truck sales would completely dive after Jan. 1, 2007, the downturn might not slump too far after all. At least that's what truck makers and dealers are whispering these days.

Class 8 sales this year—fueled in part by a pre-buy surge from carriers looking to avoid purchasing new, more expensive engines mandated by the Environmental Protection Agency (EPA)—will reportedly top 300,000 units, perhaps even reaching as high as 320,000 tractors by year's end. Because many carriers excelled their trade cycles purposefully in advance of the low-emission engines rules taking effect next year,

total North American retail sales are expected to slide about 30 percent to between 200,000 and 240,000 units.

While that's a significant drop, it's still a good year when compared to any other average sales period, says Jim Beiderwieden, president of the popular Inland Kenworth franchise based in Burnaby, B.C. "Even with 200,000 trucks, that's still the sixth or seventh best year [the industry's] ever had," he says. "So you have to relate going down in '07 to the boom in '06. I think we'll just be getting back to normal."

The debate still continues, however, over just how much of an affect pre-buying had on this year's record sales total. While some market insiders suggest the sales spike is almost all pre-buy



AROUND THE BEND: After record sales this year, 2007 is sure to be a twisty road for truckmakers—although the drop from the mountain may not be as steep as first thought.

ches



driven, others simply chalk it up to solid demand from increasing freight volumes, secure rates, and strong economies on both sides of the 49th.

So says Stu MacKay of Lombard, Ill.-based trucking market research firm MacKay & Co. "Forget the pre-buy, fleets are buying trucks because they need more trucks," he says, adding that strong vehicle utilization rates he's calculated imply fleets need the trucks today for working contracts.

On the other hand, New York-based trucking industry analysts at Bear Stearns warn that the '06 pre-buy is being severely underestimated. In a communiqué to clients last month, the firm suggests that most of the 17,900 August Class 8 orders (down 25 percent from July) were for 2007 first quarter delivery—known as a last minute "pre-build" driven mainly by dealers.

"Either way—a pre-buy or a pre-build—will likely prove disruptive to '07 production and pricing," the firm warns.

It's true that some dealers who recently filled up the tail end of order books will have '06 engines in new '07 truck models available on lots for the first couple



IRON'n'MEN CONTEST: Airdrie, Alta.'s Peter Van Dyck won both the race and the North American Big Rig Racing Series championship on the half-mile oval track at Calgary's Race City Speedway recently. Van Dyck and his Series-60-powered Peterbilt entered the 30-lap grand finale race a single point up on Eckville, Alta.'s Darren Berdahl and his Peterbilt for the championship.

As the fastest qualifier, Van Dyck started at the very back of the field. He steered his way through a wreck on lap 4, working his way through the crowd over the next 20 laps. Van Dyck led for only six laps, but one of them was lap 30—the one that counted.

Cam Sully's Kenworth (pictured above) was a crowd favorite, but had to pull out on lap 15 with a seized transmission.

highwaySTAR's (*Today's Trucking's* sister publication) editor Jim Park was in Calgary covering the race, and managed to talk his way into a short exhibition race against third-place finisher Kevin McMeekin in his Mack. Park "borrowed" McMeekin's brother Matt's Mack—both belonging to Ron Singer of Calgary. "It wasn't much of a contest," Park says. "I could have taken him but he had the advantage of knowing his way around the track."



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months of 2007, Beiderwieden confirms.

"There may be some buyers that would prefer the known engine to the unknown. As you transition to the new units it might be worthwhile to have some '06 engines in stock," he says.

Rod Neufeld of Argus Carriers, a 12-tractor, 50-truck fleet based near Vancouver, says he expects some fleets to hunt down '06 engines in the New Year.

Availability and demand, however, will vary wildly among dealers and customers in each region.

"Some (dealers) bought a ton more than others, so it'll be interesting to see what happens," he says. "For us, January and February is the slowest time of the year, so it's not a good time to buy equipment anyway."

Neufeld bought two new tractors this year, but says they were completely



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market-based buys. Overall, most of the issues surrounding the new engines—the \$10,000-\$12,000 extra sticker price; the ultra-low-sulfur diesel required for the engines; as well as the functionality of the new technology—are things he's keeping current on, but won't really impact his buying decisions next year.

"If I need trucks for accounts, then I'm going to buy trucks," he says. "Do I want to be the guinea pig? Probably not. But someone has to be, and in the end I think it'll have to be lots of us.

"I would like to think I wouldn't have to buy trucks for six months or so, but that would indicate I'm not moving doesn't it? So, we'll just have to bite the bullet."

That grassroots attitude is indicative of the majority of Canadian fleets—especially small and medium outfits. While the largest trucklines in the U.S. were the main players in the pre-buy game this year,

THE DIESEL PARTICULATE GLITCH

Generally, customers seem to have more confidence in the new truck engines that hit the market in '07 than they did in the first series of EPA-mandated engines four years ago.

While the base technology is the same as '02—ACERT for Cat and EGR for pretty much everyone else—both types of engines will now have what's called a diesel particulate filter.

Cat's Jason Phelps says other than the estimated \$12,000 additional cost of the engines, it's the new DPFs that have customers wondering this time around. "Customers have confidence that the engine itself will run, but the

main question is with the DPF. 'Where does it go? Is it going to regenerate like it's supposed to? How sensitive is it to misfueling?'"

For the most part, says Phelps, those issues have been taken care of and engine makers are working with customers to get them all the latest information.

The placement of the DPF—especially on dumps and mixers where frame space may be at a premium—is a common question in Western Canada where the vocational market is booming, says Inland Kenworth President Jim Beiderwieden. "I'm confident the OEMs and the box and trailer companies will have that solved," he says. "I'm sure it's just a glitch."

most average Canadian fleets are either confident in the '07 engines, or not worried enough to be swayed from scheduled buy-trade cycles, says Cummins Canada General Manager Alasdair McNellan in Toronto.

"The owner-op is the one that's going to be somewhat affected as far as not having the will to pay out a \$10,000 premium for a truck they

could have bought this year. But fleets don't seem to be as concerned because they feel they can pass [the costs] on," he says.

With the boom now deflated, conventional wisdom suggests that OEMs eager to keep production lines moving will pull out plenty of carrots to wave in front of customers willing to jump behind the wheel of an '07.

That said, with truck orders holding up better than expected, there's some talk that bargain hunters may be disappointed with the lack of incentives available next year. For one thing, the cost of raw materials is continuously rising and making it more expensive for OEMs to build trucks. Furthermore, interest rates will likely jump next year,



LOG BOOK

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October 12

20th Annual Transportation, Innovation and Cost Saving Conference, Living Arts Centre, Mississauga, Ont. The conference is the largest annual shippers' event in Canada with a highly decorated list of speakers. Contact: 905/319-1244 or go to www.transportconference.net.

October 20-22

Transportation Health & Safety Association of Ontario Council of Driver Trainers Annual Conference, Sheraton Hotel, Hamilton, Ont. Seminars and networking for the professionals who train the folks behind the wheel. Contact: Contact Betty Taylor at 905/219-0003 or go to www.thsao.on.ca.

October 25-27

Atlantic Provinces Trucking Association Annual Convention, Harbourfront Hotel Halifax. Atlantic carriers meet to discuss the region's most important trucking issues. Contact: 506/855-2782 or click on www.apta.ca.

October 31 – November 2

SAE Commercial Vehicle Engineering Congress & Exhibition, Donald E. Stephens Convention Center, Chicago. This high-energy event enables attendees to access cutting-edge technological information, engage in high-profile networking and enhance understanding concerning the issues and challenges facing the entire commercial vehicle industry. Contact: 1-888/875-3976 or go to www.sae.org.

November 3-5

CamExpo 2006, Centre de Foires, Québec City. Endorsed by the Quebec Trucking Association, and now under the Newcom banner, (Newcom Business Media publishes *Today's Trucking*) this is one of Canada's largest truck shows for products and services, networking and educational opportunities. Contact: 416/614-2200 or click on www.cam-expo.com.

CamExpo
2006 QUÉBEC

Dispatches

possibly canceling out any financing incentives buyers would be offered.

But how wet is that blanket, really? McNellan thinks that during a downturn—even a modest one—OEMs will easily choose to fill as much production capacity as they can.

“A lot of customers we talked to are sure the OEMs are as hungry to keep the lines open as we are. And they’re waiting. Will there be incentives, like better residual value, finance packages, maybe a lesser price on a truck? I think absolutely,” he says. “There’s some OEMs that are even thinking of bringing in ’07 engines at ’06 prices just to get customers in. I really think you can’t shut down a plant, so you do what you have to do.”

Mike Pennington, marketing director at ArvinMeritor—which, as both an OE and aftermarket commercial vehicle components supplier, has an equal interest in pre-buy and demand-driven sales—says the carriers he’s spoken to are sure they’ll need ’07 trucks eventually. And many are confident that by midyear OEMs will be offering improved pricing, which will help them offset the additional cost of a new truck.

So what does the dealer have to say about his marketing strategy in ’07? Beiderwieden pauses before answering. “I’ll just say, that if you’re looking for an ’07 engine, the best time to buy would be first quarter 2007. That’s when it’ll be price advantageous.”

Happy shopping.

Money Matters

Meal Tax Face-off In High Court

Failing to convince a B.C. appeals court that not allowing truck drivers to match the federal government’s \$73 daily tax free meal allowance for civil servants violates the Charter of Rights and Freedoms, lawyer Tom Johnston and his 2,200-strong band of meal-tax-crusading truckers are taking the case to the big show—the Supreme Court of Canada.

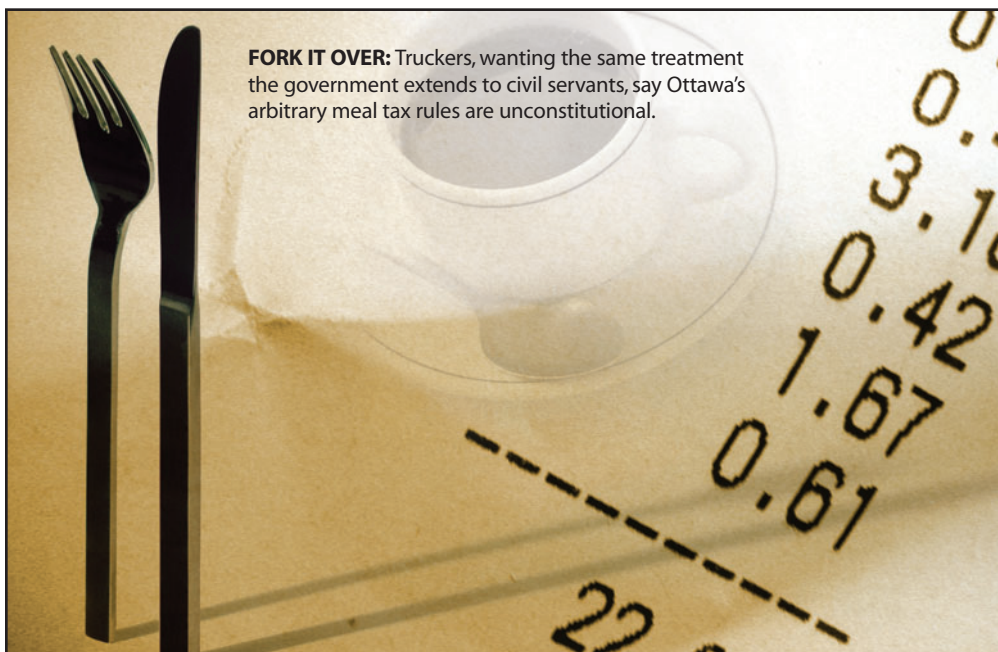
Johnston, of Summerland, B.C., launched a class action suit against the Canada Revenue Agency (CRA) at the B.C. Supreme Court in 2004. He argued that the shortfall between a federal bureaucrat’s \$73 meal

allowance and the \$45 daily maximum meal claim (less 50% for a \$22.50 daily deduction) allotted to a Canadian trucker under the Income Tax Act violates the equality sections of the charter.

“Our argument was that under the Charter, Sec 15 Equality section, one group of Canadians [federal government employees] are getting an entitlement not received by other Canadians and therefore in violation of the equality provisions of the charter,” says Johnston.

In 2005, Supreme Court Justice Alison Beames struck down the claim, ruling that the federal government was acting in its role as “employer” in giving workers the \$73 per day meal allowance and therefore entitled to bestow that benefit. A B.C. appeals





FORK IT OVER: Truckers, wanting the same treatment the government extends to civil servants, say Ottawa's arbitrary meal tax rules are unconstitutional.

Some truckers have been battling CRA over the meal claim rate for years. The issue heated up after *Today's Trucking's* sister publication *highwaySTAR* first broke the story of Don Wilkinson in 2001.

Wilkinson is a Manitoba truck driver who challenged CRA in court, arguing the \$33 a day allowed at the time wasn't reasonable for his profession. A judge agreed, granting Wilkinson's claim of \$40 per day, minus 50 percent.

After the story was published, dozens of truck drivers repeated the challenge. Because the case wasn't precedent setting, drivers were welcomed to make a similar argument, but had to present each case individually before the court.

In 2003, the Canadian

court recently backed up the decision, prompting Johnston to try his luck at the Supreme Court.

Johnston says he's enlisted the help of Supreme Court-

experienced agents from the law firm Lang Michener in bringing the leave appeal to the top court.

All 2,200-plus members of the class action are welcome

to join the Supreme Court appeal for an extra \$100.

"Plus we've had some new people jump on at this point because they believe so strongly in the cause," he says.

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Trucking Alliance (CTA) struck a deal with CRA, which increased the allowable flat rate truck drivers can deduct from \$33 a day to \$45. However, many in the industry thought the increase was a move to appease truckers and keep mounting challenges at bay. With only half the amount allowed for deduction, truckers argued they and many other professionals are still miles apart from government employees in terms of what they can recoup from meal expenses.

Johnston's interest in truckers' issues doesn't stop at meals. The lawyer and a few truckers are forming a lobby group—Keep Canada Moving—in a bid to keep concerns of truck drivers in the minds of lawmakers.

"Part of the problem is the meal allowance," says Johnston, "but there are other issues as well—primarily safety and cross border traffic issues."

heard on the Street

■ **Tom Gosnell**, president of **ARVINMERITOR'S** Commercial Vehicle Systems (CVS) business, is retiring after 27 years at the truck compo-



Carsten J. Reinhardt

nent and aftermarket supplier. He is being replaced by Carsten J. Reinhardt, who was

previously CEO and president of Detroit Diesel Corp.

But Gosnell's days working at ArvinMeritor aren't entirely over, says the company's chairman and CEO Chip McClure.

"Tom will continue to be a consultant to me and to Carsten and the whole team," McClure said in an interview with *Today's Trucking*. As for the future of the new CVS boss, McClure said Reinhardt "has a long runway ahead of him."

"I feel very fortunate to find

someone like him," McClure said. "Most important is that he's a truck guy. Having a production background was important too."

■ Pound for pound, **TODAY'S TRUCKING** is one of the most honored publications in this country. According to Masthead magazine—a publication covering the magazine publishing industry—*Today's Trucking* ranks 26th among the top 102 magazines in Canada (including both business trade and consumer titles) for total showings at award presentations.

The first annual Dexter Awards, as Masthead dubbed the exclusive ranking system, measures the number of awards received by Canada's magazine titles this past year. *Today's Trucking's* 26th overall spot ranks us 4th among all business trade publications.

■ Parcel delivery giant **UPS** is opening an 800,000-sq-ft logistics campus in Burlington, Ont. for UPS Supply Chain Solutions. The second-largest

UPS logistics facility in North America, the Burlington complex was built at a cost of \$80 million. The new multi-client campus expands UPS's supply-chain capabilities in Canada and links with UPS's transportation network of package and freight services. It will provide order fulfillment operations; critical parts deployment, and freight preparation for multiple clients using sophisticated warehouse management, shipping, and international technology platforms.

■ **TRANSFORCE INCOME FUND** has signed an asset-purchase agreement to acquire Howard's Transport Services, a Stony Plain, Alta.-based oilfield services fleet. Howard's, which moves a variety of heavy oilfield-related equipment, including drill rigs, has operated in western Canada since 1979 and generates annual revenues of approximately \$20 million. Howard Moeller, president of Howard's Transport, will lead the company for the next year in an advisory role.

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Intermodal

Highway H20 Could Be a Go

The dream of a "short sea" shipping strategy via the Great Lakes and St. Lawrence Seaway is alive, according to the Hamilton Port Authority (HPA).

The HPA, which in 2004 began exploring the possibility of a truck-only ferry across Lake Ontario between Hamilton and Oswego, N.Y., is now looking at an Atlantic connection by establishing a weekly container cargo ferry service between Halifax and Southern Ontario via the St. Lawrence Seaway.

The service, says HPA President Keith Robson, would allow container shippers and truckers to directly bypass rail to and from Halifax and Central Canada.

Officials in Hamilton, one of the country's largest steel-producing regions located in the middle of Ontario's busy Golden Horseshoe industrial corridor, have been musing about a ferry service via the Great Lakes for years.

In an interview with *Today's Trucking*, Robson said the plan calls for strictly a roll-on tractor-trailer or container chassis service. He admitted that parties involved want to avoid issues that have consumed other

cargo transporters like Marine Atlantic, which is constantly battling to prioritize drop-on cargo from big carriers and roll-on units from mainly owner-ops.

"We've had that debate. We

think it takes longer and is more expensive to have lift-on, lift-off," he says.

Up to four vessels could eventually sail the St. Lawrence to the Great Lakes, says Robson. The largest ship would have capacity for about 1,050 TEUs. The HPA is currently reviewing the costs and talking to a number of shipping

lines. He said that he's received interest from shippers and container haulers that like the idea of bypassing congested rail terminals in Toronto.

Robson is confident the marine service could be competitive with rail, even knowing full well that trains are much faster than boats. "Obviously, if you put a box on a train in Halifax it can be in Brampton [Ont.] in two days. But you have to get it on the train in Halifax and off in Brampton. Information coming from a lot of freight forwarders is that the average

"It won't fit all operations. But there's enough interest out there."

SITED ON THE WEB

Every day, our AWARD-WINNING online product, **Today's Trucking.com**, reports the best collection of original, in-depth transportation news on the web. If it happens in trucking, you'll read a unique account there first. Here's a recap of some recent exclusives reported online:



■ It was mainly terminology at the root of recent confusion surrounding the use of a **FAST CARD** to qualify a driver to transport placardable quantities of hazmat loads in the U.S.

Some drivers had indicated to us they'd been asked to report to a FAST operations centre to get a HAZMAT endorsement on their FAST cards. So *Today's Trucking.com* went to work.

According to Ron Lennox, vice-president of trade and security at the Canadian Trucking Alliance (CTA), the U.S. rule says nothing about a FAST "endorsement." It just requires that a Canadian driver obtain the card in order to continue to haul placardable quantities of hazmat while in the U.S.

"My understanding is that there was a bit of a glitch in ACE whereby the system—if it spotted hazmat on the manifest and a driver with a FAST card—would then search to see if there was information about the driver indicating he or she had received training," Lennox said of the misunderstanding. "I've been told by CBP that this has been fixed."

"My contacts at U.S. Customs and Border Protection, Field Operations, tell me the only thing [they're] looking for is to see if there is



qualified hazmat on the manifest. If so, they want to see a FAST card too," Lennox told *Today's Trucking.com*. "If the driver has one, he's on his way—assuming, of course, that everything else [with the load] is OK."

All the other requirements remain the same. Canadian drivers are required to carry proof of Transportation of Dangerous Goods (TDG) training while hauling such loads. U.S. drivers, under their own rule, are required to have a hazmat endorsement on their state-issued commercial driver licence (CDL). Under the recent agreement between the CTA and US Customs, the FAST card is supplemental; it is not tied directly to any hazmat credentials.

For more on these stories and dozens of other issues you won't read about anywhere else, click  www.todaystrucking.com



Hamilton Port Authority President **Keith Robson** (left) says a marine container connection from Halifax's port to Hamilton's (below) is an attractive intermodal option for bypassing Hwy. 401 through busy Toronto.



time for the whole process is a total of five days. We think we can at least match that."

Bob Gauthier, owner of Seaway Express, a small, specialized LTL carrier that sits off the St. Lawrence in Cornwall, Ont., says he's intrigued by the possibility of an H₂O cargo corridor. But with no infrastructure in place in small cities east of Montreal, he wonders how he'd take advantage. "Even if the [vessel] were to make

stops along the route, there's no capacity to load or unload," explains Gauthier. "The port in Cornwall is minimal at best. I would think Brockville and Kingston are the same where the infrastructure is more for tourism than an actual working port."

The plan currently calls for a direct Atlantic-Hamilton connection

(perhaps a stop in Montreal). But even with such infrastructure some day in place in his backyard, Gauthier isn't sure the service would be worth investing in the winter months when the St. Lawrence Seaway is closed.

Robson admits the winter could pose a challenge. But that's where the HPA's prior blueprint for an Oswego, N.Y. service could play a part. He suggests containers could be transported from Halifax up the Hudson River to Albany, N.Y., then hauled to Oswego and loaded onto a drop trailer ferry destined for Hamilton.

"We don't expect everybody to take advantage of it and it's not going to fit everybody's operations," he says. "But we think there's enough

[interest] out there. Midsized companies, especially, are finding it difficult to get the attention they need to move boxes in and out."

Emission Rules

No Fuming In Quebec

La Belle Province has truly become non-smoking. Cigarette smokers have been forbidden to blow smoke in public areas since May, but now it's truckers' turn to stop fuming in the province. Quebec's road inspectors recently began giving tickets under the new anti-truck pollution program, Programme d'inspection et d'entretien des véhicules automobiles lourds (PIEVAL).



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POWERPACKS

INJECTORS, INSTALLED.

Enforcement of this heavy-duty vehicle inspection and maintenance program took effect early last month.

Targeted by PIEVAL are vehicles weighing over 3,000 kg, including trucks, buses, emergency, and municipal vehicles. Exempted are farm and off-road vehicles.

The Quebec government estimates that between 15,000 and 18,000 heavy vehicles using the province's roads produce emissions exceeding standards normally accepted in other states and provinces with similar vehicle emissions programs like Drive Clean in Ontario or B.C.'s Air Care On-Road.

Quebec's 240 inspectors will measure the opacity of exhaust smoke using a "snap acceleration method." They'll conduct roadside tests on trucks that either look or smell like they may be polluting.

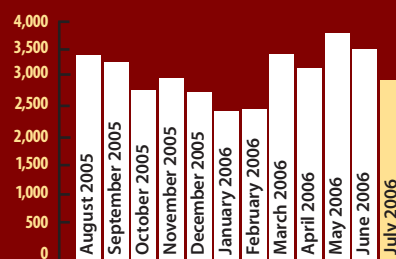
For the first two years of the program, acceptable opacity rates will be 45 percent for 1991 and newer trucks and 60 percent for 1990 models and older. After two years, 1991 and newer trucks have to meet a 40 percent opacity benchmark, while 1990 and older must pass a 55 percent standard.

Owners of vehicles over the acceptable rates will be fined between \$100 and \$400, depending if the vehicle is registered to an individual or a company. Those who fail to pay within 30 days and then prove the vehicle has been repaired at a provincially accredited re-test/repair facility can be charged with fines between \$300 and \$3,000. ▲

truck sales index

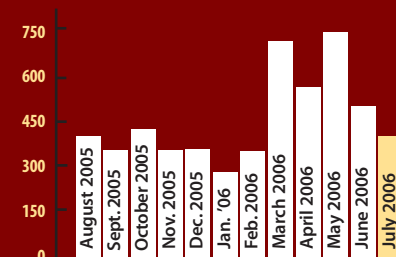
July 2006

CLASS 8	This Month	YTD '06	YTD '05	Share
International	573	4250	4642	19.4%
Freightliner	515	4166	4607	19.0%
Kenworth	476	3806	2782	17.4%
Peterbilt	361	2685	1809	12.3%
Volvo	333	2083	2062	9.5%
Sterling	218	1834	1383	8.4%
Mack	203	1583	1293	7.2%
Western Star	234	1492	1369	6.8%
TOTAL	2913	21,899	19,947	100.0%



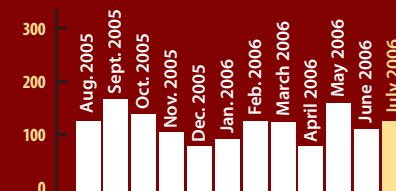
12-month Class-8 Sales

CLASS 7	This Month	YTD '06	YTD '05	Share
General Motors	48	964	408	26.8%
International	123	888	835	24.7%
Peterbilt	58	474	291	13.2%
Kenworth	68	401	319	11.1%
Freightliner	25	324	440	9.0%
Hino Canada	42	250	146	6.9%
Sterling	26	245	213	6.8%
Ford	10	53	56	1.5%
TOTAL	400	3599	2708	100.0%



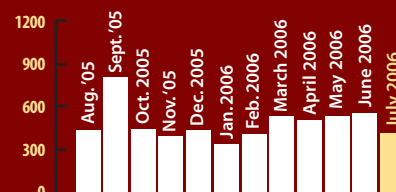
12-month Class-7 Sales

CLASS 6	This Month	YTD '06	YTD '05	Share
International	65	262	363	33.3%
Hino Canada	24	186	99	23.7%
General Motors	9	146	187	18.6%
Freightliner	7	82	121	10.4%
Ford	14	61	41	7.8%
Sterling	3	49	46	6.2%
TOTAL	122	786	857	100.0%



12-month Class-6 Sales

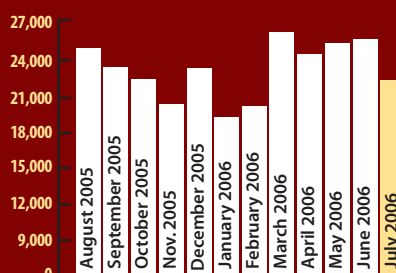
CLASS 5	This Month	YTD '06	YTD '05	Share
Ford	183	1495	1324	44.4%
General Motors	114	1036	728	30.8%
Hino Canada	70	497	422	14.8%
International	44	328	10	9.7%
Freightliner	1	9	42	0.3%
Sterling	0	0	0	0.0%
TOTAL	412	3365	2526	100.0%



12-month Class-5 Sales

U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	6340	45,373	43,276	27.9%
International	3920	30,423	27,593	18.7%
Peterbilt	3299	20,898	16,188	12.9%
Kenworth	2698	18,377	14,781	11.3%
Volvo	2456	17,704	14,689	10.9%
Mack	2107	17,139	14,923	10.5%
Sterling	1051	9652	8580	5.9%
Western Star	285	1979	1701	1.2%
Other	180	958	302	0.6%
TOTAL	22,336	162,503	142,033	100.0%



12-month Class-8 Sales, United States



Online Resources: For more truck sales stats, go to todaystrucking.com

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



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A Little Piece of History

driver's side *The Pioneer Acres Truck Museum in Irricana, Alta., houses an astonishing collection of very rare antique trucks. By Jim Park*

You find the most amazing things in out of the way places. Irricana, Alta., barely a spot on the map resting about 30 miles northeast of Calgary, houses an unparalleled collection of antique trucks. I can think of a couple of other museums with more trucks—like the Hays Antique Truck Museum in Woodland, Calif. They have over 100 antiques on display—but few I'd bet can claim as many truly rare old beauties.

The rarest is a 1911 or maybe 1912 Benz Gaggenau. It was found at a lumber mill somewhere in New Zealand and brought back to Calgary for restoration. Its owner, Ron Carey, says there isn't another like it in the world.

There's also a very rare 3/4-ton Federal Model 8 truck. This one is so rare that its very existence is the subject of some debate. As its owner—Ron Carey, again—tells the story, the Federal Model 7 was a fairly common truck in the late 1930s and early 1940s. The two are similar in appearance, but the Model 8 was built with a larger 72-hp, 205 cu-in. six-cylinder Hercules gasoline engine—like the one on display at Irricana. The problem is, no data exists to prove any were ever made, and there's certainly no record of how many might exist elsewhere today.

The man to thank for the truck collection is Calgary's Ron Carey. He's a down-to-earth, blue-jeans-and-cow-

boy-boots kind of guy who built a substantial fortune making drilling bits for the oil service industry. He's a regional vice president of the American Truck Historical Society (ATHS), and admits to a fondness for AC-model Macks.

He funded a 12,000 sq ft building at Pioneer Acres to house his collection, and through the Alberta chapter of ATHS, initiated the construction of a second 10,800 sq ft building to house trucks belonging to other local collectors.

Interestingly, many of the trucks in the collection are dressed up with tools, parts, and other bits of equipment appropriate to the era, if not the year. Carey is one of those attention-to-detail people that insists the props be

museum itself. While I visited in late August, he was working on his second 1932 AP Mack dump truck. The first is already on display at the museum; both were built specifically for work on the Boulder Dam in Colorado in the 1930s. They were specially designed variations on the standard AP, with a huge dump box—for the time—

Trucking's sister magazine) Classic Series, I'm familiar with some of the old name plates. I still couldn't tell a 1922 Rumely from a 1920 AB Mack (the museum has both), but I've developed an appreciation for the things.

I find the technology of the time fascinating, if for nothing more than the sheer ingenuity. Take Carey's '29



The Federal Model 8 truck is so rare that its very existence is the subject of some debate.

of the period. There's a 1953 Diamond T tow truck complete with chains, wrenches, jacks, etc., that would have been found on a truck of the time. It's really quite remarkable.

Carey has a shop in Calgary where he does the restoration work, and a crew of talented people doing the work. Walking through his shop is at least as interesting as the

that required bigger engines, bigger rads, bigger everything. Nineteen were built for the project, and two remain. He has them both. Carey and his crew put nearly 3,000 hours of work into the first one.

I'm certainly no expert on antique trucks, but having put a couple of years into gathering pictures for *highwaySTAR's* (*Today's*

AC Mack chain-drive tandem: it's got a pair of crude differentials, but rather than drive axles, the wheels are turned by chains and sprockets. Of course, one can only imagine what these old trucks must have been like to work with. Today's drivers certainly have little to complain about. ▲

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

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Street Smarts

INSIDE:

29 Making learning fun

31 New tax rules

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SLOW BUT STEADY:
Most companies use off season for maintenance.

In my experience—and I've been working in the industry more than 10 years—there are a few basic ways to deal with the winter downturn. You can assign work based on a traditional seniority system, lay off some drivers, try a more creative work-sharing program, or re-arrange your shop priorities so different jobs get tackled during the slowdown. Each option has its own benefits and drawbacks.

Typically, even in a non-union company, there is some sort of loose seniority list. Drivers who have been with the company for a long time are at the top and get the better runs, while newer drivers are at the bottom and pay their dues by taking the less desirable trips.

If dispatch is using this system for work assignments on a day-to-day basis throughout the regular season, it can be tempting to just apply it to the slower times in the same way they would during the busy times. That would mean that, similar to what happens in a union shop, newer drivers are essentially pushed out of work. While this system may not be a hard sell to more senior drivers, it can create instability in your workforce.

The upside of this approach is that your top drivers stay because they know they are assured work in all seasons. Newer drivers, however, get frustrated and come the busy season, you're stuck with having to find completely new faces to put behind your wheels.

Somebody might suggest that laying off drivers seems like an opportunity to thin out some deadwood. But keep in mind that you may also have to lay off some good drivers as well. You end up with a tight workforce during the winter, but need to do some heavy-duty recruiting in the spring.

One advantage of working in a non-union shop is that you can deal with the winter work crunch creatively. You can design a work-sharing program specifically for your company. Implementing a creative work-sharing strategy may take more time

Lay Off, Eh?

dispatch *Tips for taking the pain out of the mid-winter slowdown. By Jennifer May*

Stopped at a red light on the way to work, I happened to read a sign advertising "Jobs! Jobs! Jobs! Apply now for the busy winter season!"

It was for a catalogue order call-centre.

What a difference from the trucking industry. The leaves haven't even started to turn yet, and already we are planning for the annual "winter slow-down."

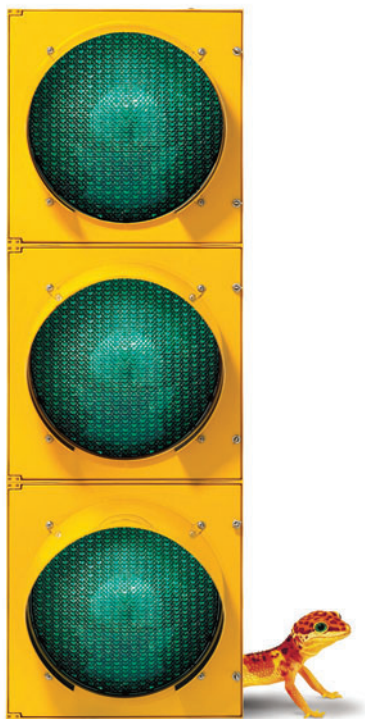
The prospect brings a chill to operations meetings everywhere. There is no easy answer to the annual problem of reduced volumes. The question operations managers are asking themselves is how to trim the workforce while maintaining company loyalty and goodwill.

Every general freight company I've been

at has encountered this problem. Some years are better than others, but there always seems to be a predictable reduction of volumes sometime between December and March. Handling manpower is a big challenge.

If you are working in a unionized environment, your hands are often tied when it comes to this matter.

Work assignments must be made according to the collective agreement. While that means you aren't always able to tackle the problem creatively, it does mean that your drivers have a certain sense of security with how the situation will be handled. This can go a long way in keeping your senior drivers confident and satisfied.



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and preparation than the first two options, but could have some surprising benefits.

One strategy is to encourage your drivers to take their vacation during the leaner months. This approach helps reduce the number of drivers needing work during the winter and also means that your regular workforce is available during the busier summer months.

You can sell this option to drivers by explaining that it means they have a steadier income during the year. Taking their holidays in the winter guarantees them a vacation paycheck, when guaranteeing work can be tough. It also ensures the drivers that they are working during the busiest time of the year, making the most money possible. Runs are typically shorter and paycheques smaller for working the same number of days in the winter than they are for working in the summer.

Uwe Petroschke, the president of Totalline Transport, an LTL carrier out of Vaughan, Ont., prides himself on not laying anybody off since he opened for business 20 years ago, even though, he says, his business does experience slowdowns.

Among his tricks, he includes maintaining a "to-do" list of chores that have nothing to do with moving freight but need getting around to. The list is compiled during the busy times and staff gets the jobs done during the slower times.

"I'm talking major clean-ups, or painting floors, or reorganizing parts of the shop," Petroschke says.

He also says this policy makes for more productive workers during the rest of the year, too. Knowing they're going to be kept onboard during the leaner seasons, he says "makes them more willing to step up to the plate and go that extra mile."

Another fresh approach to work sharing in the winter is a rotating seniority list. Instead of using the seniority list as if it were written in stone, you can move it around on a daily or weekly basis.

For example, the most senior driver would be on top of the list the first week but move to second spot in the second week, when the bottom driver would move to top spot. This ensures that all drivers are worked equally throughout the slow season. It can be a tough sell to the senior drivers, as they may expect the best runs all year round. However, this solution

means that your more junior drivers get an equal share of the work, which inspires loyalty to your company.

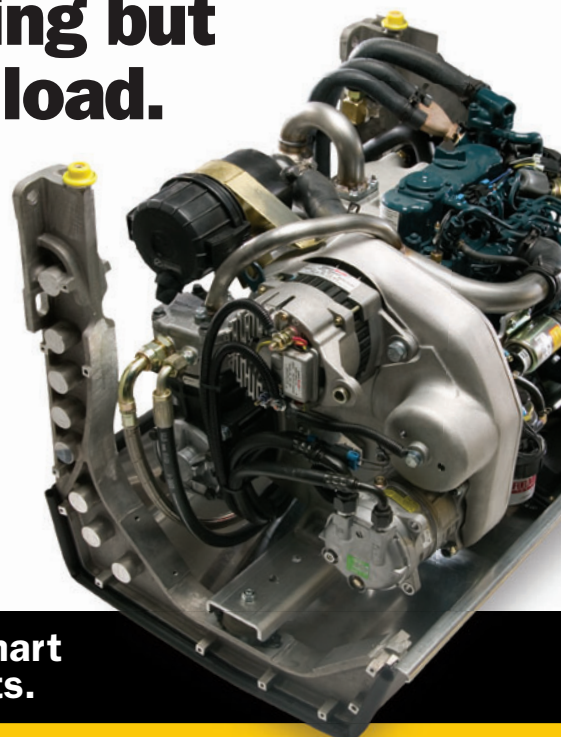
If you do happen to lose some senior drivers who are not happy with this system, you can be satisfied that you are keeping the drivers who are committed to your company and willing to work with you to handle even the tough times.

Ultimately you will build a driver pool of

flexible and dependable people. Handling the slow season this way means that you will likely start the spring and summer with your driver pool intact. You will be able to focus on servicing your customers, not struggling to hire drivers at the same time as your competitors. ▲

Writer Jennifer May is a dispatcher with B-Line Distribution in Belleville, Ont.

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Learning Can Be Fun. Really

safety dept. *Drivers don't like school much. But they might go for this.*

By Raymond Mercuri

Did you know that more than 30 percent of employers feel their workers don't have the skills needed to do their job properly? At least that's what a recent Conference Board of Canada study showed.

Are you among that 30 percent? If so, shouldn't you do something about it?

You already know that staff training improves morale. You also know that how you deliver the training determines whether it will be effective or not.

In the trucking industry, the traditional classroom setting is still widely used and to some degree, it works. Why? For one thing, people are used to sitting in classrooms—it's the way most of us went through school.

Students receive immediate feedback and they benefit from the participation of other students. Adding multimedia tools such as video, computer-based training and print makes class time even more creative and engaging.

Still, the traditional classroom has its drawbacks. It can be expensive, and drivers would almost always rather be somewhere else. Also, classroom training can be ineffective if the programs aren't tailored to the varying adult learning styles.

"There will always be those who burn their way through

the course material and those who lag behind," says Mark Murrell, president of Markham, Ont.-based Cranial Expansion Learning Solutions, an online training system provider.

"If you're the guy burning

hardly interactive, and videos provide only one-way communication. If you want to make the presentation memorable and helpful, have your trainer remain in the classroom and engaged in the discussion during the presentation. Stop the show and

prompt student participation by asking questions.

Staying in the classroom to work with students during a presentation is a simple and guaranteed effective way to enhance the training experience.

But like I said, sometimes you can't drag drivers into a classroom. Fortunately, you might not have to.

The Conference Board also reports that Canada—on a per-capita basis—is the second-most connected country in the world; second only to Korea. More and more drivers now rely on laptops and home PCs, and wireless technology continues to expand in reach and improve in quality. Most truck stops now provide Internet access capability.

Online learning offers distinct advantages. By definition, online learning uses technologies such as web conferencing, virtual classrooms and discussion forums to deliver web-based learning.

Imagine each of your

drivers at a computer screen attending your training programs, no matter where they may be at the time.

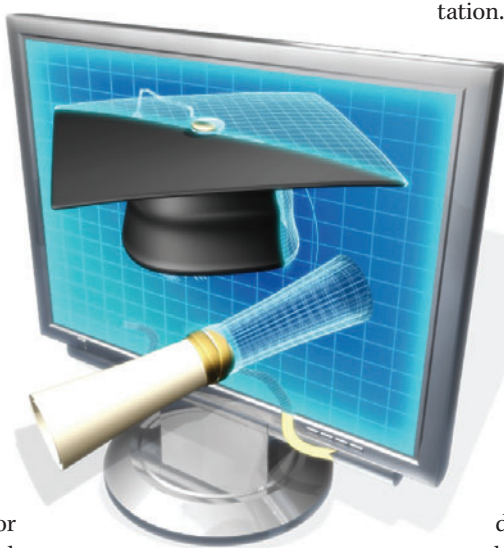
The instructor takes participants through the material, sharing presentations, DVDs, or video clips electronically.

Online learning can also include discussion forums in which students post ideas and questions and experts provide answers online. Web-based learning gives students 24/7 access to course material—a feature guaranteed to increase productivity. You might even minimize out-of-route or deadhead miles that you would have had to absorb by getting your drivers into a classroom.

Participants can take training in smaller chunks as it suits their needs and schedules, and content updates can be implemented with little difficulty—a significant benefit given the ever-morphing compliance rules that make the trucking industry so, er, interesting.

Who would have thought that the cab could replace the classroom? Still, the learning experience is going to have to start with you. There are many resources out there, but a good place to start exploring the world of online driver training is Cranial Expansion's Carrier's Edge website at www.carriersedge.com. ▲

Raymond Mercuri writes about safety and training for *Today's Trucking*.



Sometimes you can't drag drivers into a classroom. Fortunately, you might not have to.

through it, you're bored. If you're the guy struggling, you feel bad about holding up the entire class."

My advice? If you have to use a classroom, make it as interactive as you can.

Use interactive learning tools, and make the sessions entertaining. Unfortunately, many carriers' training departments ask drivers to sit in darkened rooms and simply watch videos—that's

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What's That Gaining On You?

big money *How to offset income from the sale of your truck.*

By Scott Taylor

If you've financed a new truck lately, you'll know that Canada Revenue Agency (CRA) has changed the way it assesses lease and purchase agreements. If you're coming up on a new deal, pay close attention.

The change stems from the cancellation of Interpretation Bulletin IT-233R in June 2001. IT-233R let you treat a bargain purchase option lease like a loan, with the truck added to the capital cost allowance (CCA) schedule.

When IT-233R was rescinded, CRA lost the authority to review your lease agreement and require you to treat the deal as a virtual purchase agreement. Now your lease payments are expensed and your truck is not capitalized.

In English, that means the policy change might complicate your taxes when you trade in your old truck. That's because you now have to declare any gain or recapture of depreciation as income.

Say your current truck is leased, and you plan to also lease its replacement. Your existing lease has a \$500 buyout. On your new lease, the dealer shows a trade-in credit of \$25,000 (seems high, but they want to make the financing "work").

CRA considers the \$500 buyout on the old lease as the truck's purchase price, and this amount gets shown on your CCA schedule. That leaves a \$24,500 taxable gain.

How are you going to offset \$24,500 in extra income? The

\$25,000 down stroke on your new lease must be expensed monthly over the life of the lease, not when you pay it.

On a five-year lease, the \$25,000 equals \$416.66 a month as a lease expense deduction. At most, you'll be able to expense only \$4,999.92 (12 months of

income immediately. It's factored into the future calculations.

It's much cheaper to pay tax on the gain over several years than all at once. This isn't to say that purchasing a truck is the better option. Borrow, buy, lease... I don't think there's an absolute right or wrong, just a



expense at \$416.66 a month) that first year. So you can see the tax problem.

Let's run through the same situation but change the new truck financing to a purchase. The \$500 buyout is still the purchase price and gets added to your CCA schedule. The \$25,000 trade-in is still the disposal value. But, because you're buying the new truck, it also goes onto your CCA schedule.

The \$24,500 "gain" becomes a deduction against the price of the new truck. So yes, that \$130,000 asset just became an addition of \$105,500 and that will reduce your CCA expense in the next four to five years, but the \$24,500 isn't considered

The \$24,500 "gain" becomes a deduction against the price of the new truck. So yes that \$130,000 asset just became an addition of \$105,500.

long list of pros and cons to consider. Taxes should be high on that list, and your accountant should be able to help you plan accordingly.

For example, this CRA rule assumes that the trade-in value is also the fair market value (FMV) of the asset. CRA will recognize that a trade-in value can be overstated. If you can get an appraisal at the

time of the buyout stating the true FMV of the vehicle, you can reduce the amount that must be shown as recapture on your income statement.

Let's go back to our lease-to-lease deal and leave all the details the same except your truck is appraised with a FMV of \$10,000 when you buy out the lease. When you trade the truck in, the FMV becomes the disposal value. Your recapture is \$9,500 (\$10,000 FMV less \$500). The difference between the \$25,000 trade-in and the \$10,000 FMV is considered capital gain, only half of which is taxable (\$7,500). Now your total income inclusion is \$16,500, not \$24,500.

Finance companies have gotten into step with these tax rules and are now offering fair market value leases. If the contract is written that the purchase option price is based on an estimation of FMV (at the time of the contract signing), then any gain on the trade-in is a capital gain and not recapture. On the down side, your purchase option can't be \$1 or some other cheap amount.

Keep this in mind when you're sitting with the F&I people at the dealership. They may not be thinking about your taxes. But you should be. ▲

Scott Taylor is Vice President of TFS Group of Waterloo, Ont. For more information visit www.tfsgroup.com or call 1-800-461-5970

WHAT KIND OF **ANIMAL** IS A **TANDET?**



TILLEY'S FORMULA:
We can go to customers
with a blank piece of paper.



In the late 1970s, when John Tilley wanted to name his new vehicle leasing company, he thought that the word “tandem” suited the enterprise. The only problem? Another outfit piped up to say they had the name first.

Tilley was nothing if not accommodating. Except that he had already taken delivery of 500 signs with his Tandem company name on them.

Accommodation’s one thing, but he wasn’t about to toss money out the door.

How he handled the situation speaks clearly about Tilley’s entrepreneurial reflexes and the way the Tandet Group was going to be run from then on.

According to his son, Kirk Tilley, now co-president with brother Scott, Tilley Sr., dad just took half the signs and clipped the first “t” off the word “tandem.” Then, from the 250 remaining signs, he lopped off the final “m”. (You still with me here?)

He replaced those ms with the ts, and wound up with 250 signs for his new fleet of rental vehicles under the name Tandet.

Essentially, Tilley leveraged the sign situation and made it work to his advantage. Which is the strategy the Tilleys have taken to many of their business decisions and probably one of the chief reasons why—between the time of that sign decision and John Tilley’s retirement—Tandet’s revenue grew from about \$750,000 to almost \$90 million and was named one of Canada’s Best Managed Companies.

Those first 250 signs would not even cover half the fleet now—Tandet has 600 trucks with its name on the side. Also, the company leases and maintains another 2,000 vehicles for clients. Further, in 1986, an expanding Tandet acquired its first Kenworth dealership, in Kingston, Ont. They later acquired dealerships in Ottawa and Peterborough.

“So now,” Kirk Tilley explains, “when we talk to customers, we go in with a blank piece of paper. All we know is that they’re moving freight.

“We can either sell them a truck; we can lease them a truck; or move their freight in a dedicated operation. We can put a contract-



It’s part leasing company; part hauler; and part Kenworth dealer. It’s also a working example of **HOW TO GROW** an enterprise from within.

BY PETER CARTER

Profile

maintenance program together for them. We can provide them with a truck, a trailer, or a driver.

"The only thing we don't have," he says, "is warehousing—yet."

These days, about 25 percent of the Tandet Group's revenues come from the dedicated fleet side; about 25 percent from the dealership; another 25 from the bulk-hauling enterprise; and the final quarter from the leasing company. (Those percentages are a bit misleading because the revenue from a single truck sale can be \$150,000, which would be quite the spike in the haulage division. But the breakdown is reasonably accurate.)

"The four divisions don't," Tilley says, "fire on the same cylinders. When one side is booming, another side might not be."

"The Canadian dollar has impacted our north-south stuff into the U.S. mainly on the bulk side, but the dealership is booming. That wasn't the case three years ago."

It started when Tilley Sr. was in his mid-40s with already one career notch on his belt. He had supported his family working in the mining-resource industry, which meant being away from home and moving from city to city.

The company he was with wanted him to move the family to Calgary but he opted out instead.

He purchased a small car-and-truck rental operation in Oakville Ont., with 10 cars and about a dozen trucks, called Oakville Drive Yourself Ltd. Step two was

joining NationalLease. Based in Chicago, NationalLease is an organization of independent lessors across the continent.

The Tilley appetite for growth was whetted. Explains Kirk, who joined the company in 1988 after a brief career as a corrections officer: "We started buying

"The four divisions don't," Tilley says, "fire on the same cylinders. When one side is booming, another side might not be."



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— Gary Coleman, President, Big Freight Systems, Inc.
Steinbach, Manitoba, Canada



small, mom-and-pop regional lessors that really didn't have family to turn their business over to. My father would buy it, and we'd get anywhere from 30 to 100 trucks."

The first foray out of strictly leasing and rental came when the Tilley's purchased an LTL carrier called Rennie Transport. But, as Tilley explains, the decision to move into for-hire trucking wasn't borne of sheer ambition.



SO LONG, BIG EXPENSIVE SERVER; HELLO ASP

Enterprise software sounds like something that Captain James Kirk would be discussing with

Mr. Spock, but when it comes to trucking, it's the computer power linking all aspects of your operations. Your fuel billing affects your maintenance budget and your shop inventories are tied to your loading docks and routing plans. They can be all tied together so that the impact of a decision in one area will be measurable in another.

Eric Richer, the founder and president of Richer Systems, one of the continent's leaders in developing enterprise software for leasing businesses, recognizes that as attractive as it sounds, enterprise software can be prohibitively expensive. At least it used to be.

"We used to be dealing with a small niche market—we have fleets that are 15,000 trucks—and our software does everything from their financials through to their billings through to the maintenance through to their parts, warranty recovery; fuel tax; fuel billings. It's very comprehensive."

However, a few years ago, Richer

realized that customers with smaller fleets could avail themselves of this robust software via a system known as the application service provider (ASP).

Basically, it means the customer does not need his own server or software or backup system. He just rents space on Richer's servers and gets billed on a per-truck basis.

Says Richer: "We're basically renting space to people so they don't have a big capital hardware outlay; it's on a monthly, per-truck fee. Tandet was one of the first five customers that came on our ASP. They took advantage of the robustness of this tremendously comprehensive system as a smaller company and it took off for them."

Richer says he originally thought the ASP would be a magnet for the smaller companies, but, as he explains, the simplicity of the system attracted larger companies too. "They're saying, 'I'm not in the computer business. I don't want to worry about backups and things like should I buy new computers, do I upgrade, do I need more discs?' That's all taken care of for them."

for Tough Highway Hauling.



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HIGH-TECH, LOW OVERHEAD

Time was, sophisticated trucking software and communication systems were the playtoys of the big fleets.

High-tech communications systems have come within reach of smaller fleets because, essentially, a company is able to send and receive lots of data at much lower cost than used to be the case via digital cell networks.

"You can now communicate much more frequently with drivers, and they can provide position updates and hours-of-service information or capture engine information much more frequently," says Brian McLaughlin, vice president of marketing and product planning at PeopleNet, one of trucking's leading providers of Internet-based onboard computing and mobile communications systems.

McLaughlin says digital cellular networks have increased as much as 50 percent in the past year in terms of geographic coverage.

There's been another big change: Immediate, online upgrades. At one time, installing or upgrading software on mobile communications systems meant pulling the truck off the road. Not any more.

Says Claudia Milicevic, general manager for TransCore's Link Logistics, the developers of the popular Loadlink freight-matching software system: "For example, with our new OpsCenter product which combines several applications such as freight matching, operations management and satellite tracking into one program

for simpler use, upgrades happen immediately.

"Whenever a new feature or enhancement is released, it's available to all users the very next time they log into the system."

Such updates also can be done with satellite systems, notes Norm Ellis, vice president and general manager of Qualcomm, a pioneer of mobile satellite communications (the vendor of Qualcomm products in Canada is Cancom Tracking).

Ellis notes that making over-the-air software updates and installs isn't as critical for tractors as it is trailers.

"Fleets bring tractors in for active preventative maintenance, and there are more opportunities to touch it, whereas you may hardly ever see trailers."

That, he says, makes such updates critical when it comes to an area that's also seen a lot of growth—untethered trailer tracking.

Trailer tracking allows fleets to keep track of assets they may rarely see, even though they're the lifeblood of their business.

Ellis says Qualcomm has put out 75,000 untethered trailer tracking units in less than 18 months.

Another reason mobile communications are becoming more accessible is that systems no

longer need in-house mainframe computers.

This enables very scalable pricing, so on a per-truck basis smaller players pay pretty much what the big guys have been paying, on a per-truck basis.

These systems allow smaller companies to install a mobile communications system, then log onto a secure website to access the same information big carriers have had access to for years through their mainframe systems.

It also, according to Transcore's Milicevic, takes the worry out of computing. "Everything's backed up on our computers," she says.

Another benefit? Because of web-based efficiencies, it's easier for small operators to maintain close relationships with customers. Inexpensively.

With Trans+Plus Systems' web-based Freight Assist software for example, customers can log onto the web and actually track shipments "as they're moving through the system," according to Vince Bull, Trans+Plus's business development manager. He says that the small and medium-sized firms that are the company's primary market should realize the benefit of that sort of customer-carrier relationship.

"This will bond a carrier to a company and it's a huge saving in labor for both parties."

— By Today's Trucking Staff

"It wasn't like, 'let's give this a try,'" he says. "We bought the company but it was all strategically set up. We had a big lease operation with Imperial Oil out of Sarnia and they had a driver-leasing group they got their drivers from and they leased their trucks from us and they said we're looking at bringing these operations together.

"We bought Rennie so we could understand drivers and freight. We knew trucks, but we needed to understand the driver side of it."

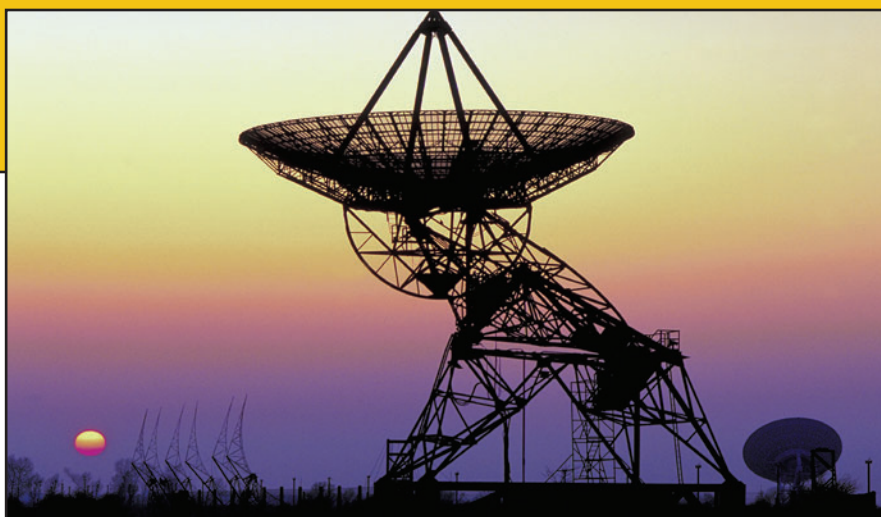
Eventually, the Tilleys sold off the LTL part of the enterprise but by that time, they were deeply into the dedicated contract end of the business. With dedicated contracts, Tandet owns the trucks and hires the drivers and manages the fleet, but to the outside world, the vehicles and drivers appear to belong to the client.

The Tilleys own trucks; they lease trucks; they sell them. They maintain their own fleet and now, with their new Fleet Maintenance Services, Tandet will also deliver a comprehensive maintenance program for other people's vehicles. Confusing? To be sure, admits Tilley.

However, he says, there are two main reasons this "Rubik's Cube" of a company

works, and they were both cited when Tandet was named one of Canada's Best Managed Companies. They are Tandet's system of internal staff promotion and its debt use of technology.

"It's difficult bringing people in from the outside to teach them our philosophy," he says, "We have a lot better success at taking someone and growing them internally.



Profile

The majority of our managers have come from within. One of our district service managers came in on the wash bay.”

Then there’s the technology. The IT equipment has to be spec’d as carefully as the specs on one of their Kenworths. Indeed, the new Fleet Management Services (FMS) is based almost entirely on effective software applications. This is what trucking has become. The software’s

as important as the transmissions.

That’s why, as Tilley says, they don’t invest in any technology unless they can leverage its potential for future use. It’s the same reasoning John Tilley used when purchasing Rennie Transport—not to get into the LTL market, but rather to expand his leasing know-how.

Eric Richer is president and co-founder of Richer Systems, of Calgary. Richer spe-

cializes in software packages so equipment lessors can track trucks, trailers, financials, maintenance records and inventories. Kirk Tilley’s division of Tandet relies on Richer’s patented “Enrich” system to make sure all the components of his company talk to each other, provide each other with necessary data, and ensure that the deliveries are made on time, on budget, and with minimal hassle.

“We can track everything down to the nut,” Tilley says.

But again, as Richer says, “From what I understand, they [Tandet] have been very successful at using their software as a competitive advantage.”



Tilley says their most recent offering, the Fleet Maintenance System, is a new revenue stream that flowed strictly out of their core software capabilities.

Under FMS, Tandet manages, maintains, and tracks trucks belonging to third parties.


Explains Tilley: “You join our program and if one of your trucks breaks down or you need to get service work done in, say, the Yukon, we have a vendor up there. The truck goes in, we manage the entire process; they bill us and we bill you and put it into our computer system.”


And with Customer Web Accessibility (CWA), clients can log in at their home-base computers so they can track everything that happens to their vehicles.

It’s early days still with the Fleet Maintenance System, but Tilley’s confident that it’ll have the Tandet fingerprint of success imprinted on it. After all, they’re following the proven method of using what you have to build from within.

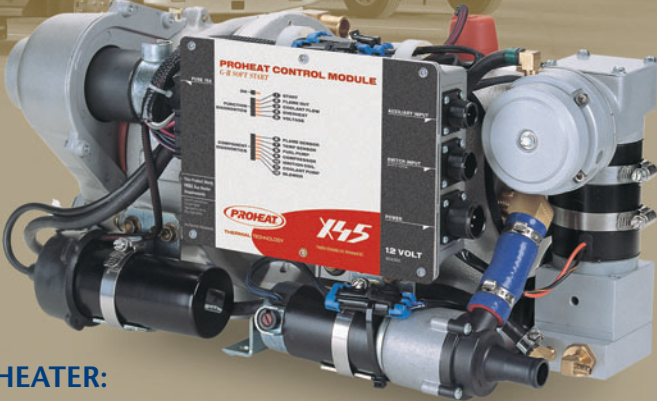
“All we did was take what we do every-day in our own shops, use the technology and say ‘we can do it for companies where we don’t actually own the trucks and run it the exact same way.’”

Take a look at what you’ve got to work with—and innovate. Just like John Tilley did with his plastic signs. ▲





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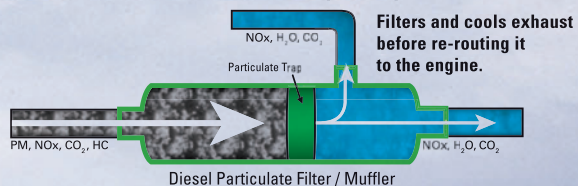
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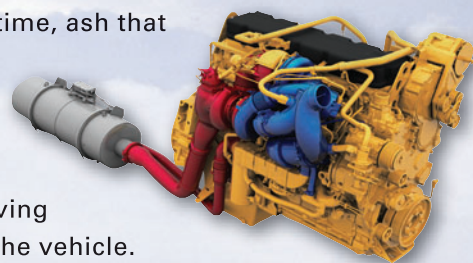
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BY JIM PARK

SHEET

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FAMILY RESEMBLANCE: Sterling's Acterra (right) uses the same cab as its bigger brother, the L-8513. The cab sits eight inches lower, and the shorter, sloped hood makes for terrific forward visibility.

You don't see medium duty trucks like this every day, but expediting is a sector all to itself. They're highway trucks for sure, and their operators need living space, but they're usually built on Class 6 and 7 chassis. Making the leap from a city P&D truck to a premium longhaul freight hauler demands more than a little design flexibility. The engineers who put Sterling's Acterra together were certainly thinking long term.

Acterra can be spec'd with a GVWR anywhere from 18,000 lb to 64,000 lb for supreme flexibility while maintaining a high degree of component uniformity to ease maintenance costs. It's a do-it-all truck that can be made to fit almost any application.

Acterra uses the same cab as its bigger A-Line brother, but what goes on beneath, behind, and in front of the cab is what separates the two. Engine options include offerings from Cat (C7-C15), Cummins (ISC), and Detroit Diesel (Series 60, MBE 900, and MBE 4000). You can get automatic transmissions from Allison, automated boxes from Eaton and Meritor, and manuals from Eaton and Mercedes. Single or tandem drive axles are available from Freightliner or Hendrickson in ratings up to 46,000 lb. Acterra covers the gamut.

This Acterra caught my eye while wandering around the Mid-America Trucking Show earlier this year. A collection of expedite trucks were hidden away in the recruiting section of the show, and I couldn't help notice what has to be the mother of all expedite ships at a booth belonging to Freightliner of Knoxville, Tenn.

There were two trucks on display: their flagship model, the 8500 Command Cruiser—built on a Sterling L-8513 chassis, and the Acterra—named the 960 Express Cruiser. Since both trucks had to be ferried back to Knoxville from Louisville, I asked, and the Sterling people agreed to let me drive one. As it worked out, I ran about half way in each truck to get a sampling of the differences.

From the firewall back, there wasn't much difference between the larger L-8513 and the Acterra. The cab floor on the L-8513 was about eight inches higher than the Acterra (51-in off the road vs. 43.5-in). The Acterra's BBC-measurement was shorter (106-in vs. 113-in), allowing for the installation of a larger sleeper while keeping within the overall length restrictions in the U.S. Both could accommodate a 22-ft cargo box.

The slope-nosed Acterra boasts terrific visibility to the front, and I wouldn't say visibility suffered anywhere else, even with the low-riding cab. Both models feature a 50-degree wheel-cut so maneuverability really wasn't an issue—even with the long wheelbase.

The cab itself is roomy, too. At 81 inches wide, there was 16.5 inches between the armrests of both seats. There's no doghouse to speak of, and with the Allison shifter buttons integrated into the dash, there's nothing between you and that great big sleeper except time. The roof cutout leaves plenty of headroom for climbing into or out of the seats—in fact, you'd have to be a gymnast to bump your noggin in this truck.



ACCESS TO INFORMATION: The Allison shift controls are built into the Acterra dash, along with a suitable gauge array. Fuses, breakers, and bus panel are located inside the dash behind a removable panel on the passenger side.

MBE 900 is 1,400, so you want a couple of hundred revs between you and the shifter.

The long wheelbase made for a pretty smooth ride, and the Airliner suspension took care of the rest. I have to say, it was near the smoothest ride I've had in something bigger than a half-ton.

We left the Louisville Fairgrounds an hour or so after the show closed on Saturday evening, so most of the drive happened in the dark. Still, I had no trouble finding my way around the cab and the controls. The dash has been accused of having an automotive look and feel to it, but that's okay with me. It's certainly big enough to keep everything separated, but still close enough for operator comfort and convenience. There was room on the dash panel for more gauges and switches than we had, but you wouldn't need much more.

John Mosier, the expedite expert at Freightliner of Knoxville, told me the Sterling cab structure warranty is not voided due to the cab cutout necessary to accommodate a stand-up sleeper. "We worked with Sterling engineers to get approval for the cutout we use for the Express Cruiser sleeper," Mosier claims.

Freightliner of Knoxville is a leading supplier of expedite trucks in the U.S., and the specs they work with are, one presumes, tried and true.

The powertrain felt pretty capable, though we were light. We cruised along at 65 mph turning a comfortable (for this engine) 1,700 rpm. Peak torque on the

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The wheel was easy to adjust, and after getting it just right, I pressed the "D" button, released the parking brakes and was on my way, wheeling through the parked cars and trucks, abandoned trailers and storage crates at the back of the building. Good visibility from the cab, I assure you, and the tight turning radius made it a snap getting the 312-in. wheelbase expediter around the obstacles.

I was pleasantly surprised at how well the thing got up to speed on the highway. Climbing the on-ramp and merging, the Allison was shifting happily away leaving me to concentrate on traffic—all the while accelerating. While I still have a hard time with a truck with no clutch, I could get used to the pick-up of the MBE 900/Allison HS 3000 combination pretty quickly.

We were lightly loaded—just the tradeshow booth and related materials—so this trip would hardly qualify as a work



TIGHT SQUEEZE: Under the Acterra's hood, the daily maintenance items are easy enough to get at—including the main electrical panel, but keep some Band-aids around the shop for the skinned knuckles following bigger service jobs.

out for the MBE 900, but the Allison transmission proved pretty capable. Depending on the conditions, the operator can drop a gear, or hold it in a given gear with the push of a button.

Climbing the Jellico hill at the Kentucky/Tennessee state line illustrated how this bit of extra control really comes in handy. On several occasions pulling the hill,

I found myself on the cusp of a gear change. Depending on how aggressive I was with the throttle pedal, it would shift, or not. Or, I could keep it in gear at higher rpm by pressing a button, telling it not to shift.

The MBE 900 engine has a 200-rpm over-rev capacity when mated to this transmission for added flexibility, and with the push of a button, the transmission can be programmed for performance or economy shift triggers.

I found the engine pretty quiet, and overall, the cab was pretty quiet too. I had no trouble maintaining a conversation with the truck's real

driver, Wilburn Cates, riding shotgun over in the passenger seat.

With all the spec'ing options available with the Acterra, you could buy a dozen of them and have them all set up differently. Cab amenities, powertrain, suspension, etc., this isn't a truck you settle for, it's one you can customize to suit the need—and expedite is just one of them. ▲

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BY ROLF LOCKWOOD

None of today's trucks are exactly primitive, but there's still rich ground for improvements in some of the fundamental technologies they depend on. Like the chassis, where some very useful suspension work has been done over the years but not too much more. We're about to see that change, including further suspension offerings.

Rack-and-pinion steering is definitely on the horizon, for example, though it's already available on several heavy-duty Freightliner models. That's an industry first, a mechanism developed in-house and tested on Mike Ryan's Pikes Peak race truck among others. Germany's ZF Lenksysteme, a 50/50 joint venture of Robert Bosch and ZF Friedrichshafen, is a steering specialist and is hot on the same trail. It's developed a system for the North American Volvo VNL that I tested recently.

ZF has also been working on an independent front suspension for heavy trucks (they already produce one for buses), and I got to play with that as well

at a test facility developed within a huge, mothballed German army training camp near Stuttgart. It includes a two-lane road around the outside of its many acres, 36 km long with twists and turns and hills and dales like any rural road. But no traffic, so it offered a great chance to test the various steering and suspension technologies that ZF was showing off to the world's press.

In fact, the engineers at Dana have also developed a prototype independent front suspension fitted to a Peterbilt 387 in the Roadranger test-truck fleet. It's been around for a year or so, but I first came across it at the Eaton proving grounds in Michigan back in July. It wasn't part of the program, but I took the truck for a low-speed tour of the track's ultra-rough-pavement section. A brief test but enough for me to marvel at the smooth way it soaked up punishment. Coming to market? Maybe.

But let's go back to steering.

Several huge fans allowed a test of ZF Lenksysteme's Servoactive steering gear that automatically compensates for crosswinds and grooved pavement, among other benefits.

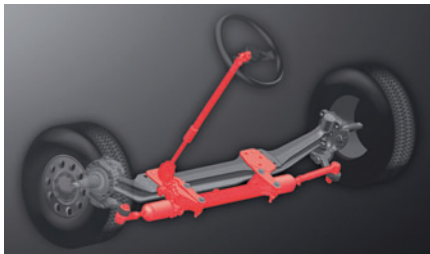
The Sassy Chassis



Are rack-and-pinion steering and independent front suspension the way of the **FUTURE FOR HEAVY TRUCKS?**

THE RACK ADVANTAGE

Pretty much since time began, trucks and other heavy vehicles have used a recirculating-ball steering design. A variation on what's called a 'worm and sector' system, it means that when you turn the steering wheel, you also turn a large screw or worm gear that meshes with another gear—or



Freightliner's rack-and-pinion system consists of horizontally mounted rack and vertical pinion attached to the axle by two brackets. With fewer parts and pivot points, it's light and offers superior steering control.

gear sector—that is then forced to rotate on its axis. The Pitman arm, attached to the gear sector, is itself forced to move, and since it's also connected to the steering linkage, the wheels turn. Ball bearings between the teeth of the worm and the

screw inside the steering box reduce friction.

It offers mechanical advantage and robustness, making it right for big vehicles, but it falls down somewhat in terms of speed and precision. Ideally, a given movement of the steering wheel translates exactly into a movement of the wheels on the pavement. But in a recirculating-ball system, there's often a dead spot on center, sometimes leading to a certain vagueness and in the worst cases to the need for continuous adjustment at the steering wheel. It can be very tiring to drive such a truck. In practice some systems are better than others, and the same basic hardware may perform better in one truck model than another because factors like suspensions and tires and the general geometry of the truck's front end come into play, too.

The system offers relatively little feedback, which can be both good and bad. The bad side is that vagueness, but the good one is that the steering wheel is less likely to jump at you when the truck hits a nasty pothole or a serious bump of some sort.

That slight glitch aside, just about every car and light truck on the road now sports rack-and-pinion steering. It has

the advantages of simplicity—fewer parts and pivot points—and light weight as well as superior control and thus reduced driver fatigue. Freightliner's rack-and-pinion system consists of two main components: the horizontally mounted rack and a vertically mounted pinion. The assembly is attached to the front axle by two brackets and connected to the steering column by an intermediate steering shaft. When the steering wheel turns, the pinion spins, moving the rack to the left or right and thus turning the wheels.

The real advantage to the driver is enhanced road feel and something that's hard to put in words... let's call it a closer connection to the driving process and to the vehicle itself.

Freightliner claims other advantages:

- Reduced maintenance—the system remains cooler, improving the durability of seals and hoses.
- Increased payload—it's 45 lb lighter than a conventional system.
- Improved engine access—by moving the steering gear and universal shaft from the left frame front, engine access is greatly improved.

Only this many trucks come with a 5-

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There's only one truck company that offers an industry leading 5-year warranty, 3-year Hino Watch roadside



This Volvo VNL tractor was taken to Europe and fitted with ZF Lenksysteme's Servoline rack-and-pinion steering system, sitting neatly behind the conventional beam axle. ZF will try to sell Volvo and other North American truck makers on the rack-and-pinion idea.

ZF DEVELOPMENTS

Germany's ZF Friedrichshafen AG is not exactly a household name over here but it's in fact a major automotive component supplier. You'll likely know ZF best as the manufacturer of the automated FreedomLine transmission sold here by ArvinMeritor, but the company is much more than that. With 122 plants in 26 countries, including a steering-gear plant in western Ontario, its focus is driveline and chassis technology.

Amongst the 26 vehicles arranged for the

press to play with in Germany recently, there was that made-in-America Volvo VNL tractor. It was sporting ZF's Servoline rack-and-pinion steering with the rack sitting neatly behind the conventional beam axle. The truck will find its way back here this fall as ZF tries to sell Volvo and other domestic truck makers on the rack-and-pinion idea.

The former army camp offered that long and narrow country road plus artificial prairie crosswinds (really), and I had the chance to spend some time in the Volvo at speed on good surfaces and bad. It was terrific, and you'd be impressed by the steering precision, the strong centering, the effortless tracking, and no 'bump

steering' effect. Still a prototype, ZF says we might see it here by 2009.

ZF refers to Servoline as "linear steering" and says it's superior to conventional rack-and-pinion systems. It consists of a mechanical rack and pinion with amplification by way of a hydraulic cylinder in parallel with the rack. It's said to be light, small, and can be installed with either rigid axles or independent suspensions. Its light weight and short length means less self-steering (or bump-steering), and packaging issues are eased by its compact size, leaving space for the larger cooling packages demanded by EPA-compliant engines. The modular design allows for hydraulic steering cylinders of different sizes, according to truck size and anticipated application.

After the Volvo, it was on to a tall MAN cabover, which also had the rack-and-pinion system. It went still further, having been treated to the ZF independent front suspension as well. The ride? Superb. The handling? Very, very good.

And then there were the artificial crosswinds—by way of several huge fans—to help us test ZF Lenksysteme's Servoactive steering gear that combines hydraulic and

year warranty and 3-year roadside.*

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HINO

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* Available on all 2007 models.

In Gear

mechanical actuation with electronic control and an electric motor that superimposes a second gear and thus changes the steering ratio as need arises. The result is automatic compensation for crosswinds and grooved pavement, among other benefits. I tried that in another MAN cabover, and sure enough, those monster fans tried to push me off the road but the system reacted in an instant and kept me straight—with no movement of the steering wheel itself. I tried it with the system turned off, too, so I knew the power of that fake crosswind.

It forms the basis to do much more without driver intervention, like automatic tracking, obstacle avoidance, automatic reversing, even what ZF calls "autonomous driving." More conventionally, and perhaps more likely to find favor with users, it also offers speed- and load-dependent steering assist and a speed-sensitive steering ratio. It's already being successfully used in BMW 5-Series cars.

ZF is conceiving all this and more as a package, calling it the "truck chassis of the future," with many of the components



Dana engineers have developed a prototype independent front suspension and fitted it to a Peterbilt 387 in the Roadranger test-truck fleet. A brief test recently showed a very smooth ride over nasty pavement.



already proven in buses and other non-highway commercial vehicles. As well as the technology above, ZF already offers something called airspring-damper modules equipped with a continuously variable electronic damping (shock absorbing) system named Continuous Damping Control or another called Pneumatic Damping Control. Used now in many commercial vehicles, including trucks, it ensures that the right shock-absorbing force is set for the corresponding load.

The advantages of all this, ZF says, are simplified installation for the vehicle man-

ufacturer as well as ease of handling, increased agility, and ride comfort for the driver. There should be safety benefits too, not to mention preservation of road surfaces. And let's not forget payload gains.

Bottom line here: the truck chassis is about to gain serious sophistication with potential benefits for just about everyone concerned. Sooner or later some pretty interesting steering and suspension technologies will be routine stuff on just about every medium-duty truck and on-highway tractor. And on heavier equipment? Well, you might have to wait a little longer. ▲



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PUNCHING ABOVE THEIR WEIGHT

BY DUFF McCUTCHEON

Ford F-650



The newest medium-duty offerings pack **MORE POWER, GREATER VARIETY.**

T

RUCKING'S JUNIOR PARTNERS—THE MEDIUM-DUTY CLASSES 3 THROUGH 7—have seen considerable tweaking for the 2007 model year. Some manufacturers, like Peterbilt and Sterling, have launched entirely new models. Others, like Ford, Kenworth, and Peterbilt again, have introduced new engines. And still others, like Hino, have made few changes, save for a new warranty program.

Whether you're moving households across the city, bales across the farm or equipment around the oil patch, there's a medium-duty truck with the spec you need.

Here's a roundup of what you can expect in the latest mid-range machines.

FORD

Ford is offering a new base engine for its class-6 and 7 F-650/F-750 trucks in the form of the direct-injection, 24-valve 5.9L Cummins ISB. It's an inline-six diesel with eight power ranges, generating up to 275 hp and 660 lb ft of torque.

Other engine offerings include a 32-valve, 6.0L Power Stroke diesel with four power ranges up to 230 hp and 620 lb ft; and a C7 Caterpillar 7.2L I-6 diesel with up to 300 hp and 860 lb ft. Customers can also choose from a 5-, 6- or 7-speed manual or 5- or 6-speed automatic transmissions.

The Fords come in three cab configurations: Regular Cab, a four-door SuperCab,

and Crew Cab. There are 38 wheelbase choices, nine different frames, and a wide array of rear axles.

The Ford LCF cabover model is available in classes 4 and 5 in 16,000, 17,950, and 19,500-lb GVWs.

FREIGHTLINER

Freightliner's Business Class trucks, the 16,000-to-64,000 lb GVW M2 106, and the beefier 35,000-to-66,000 lb M2 112, features a chassis that supports a wide variety of bodies and equipment. Both trucks are also available as "V" models, with a front engine PTO and front frame extensions. Freightliner is discontinuing



Freightliner M2

its M2 100 model for 2007.

The utility player of the family, the M2 106 comes with the MBE 900 engine, with ratings available from 170 to 330 hp and up to 1,000 lb ft of torque.

Available as a truck or a tractor with a GVW of up to 66,000 lb with 20,000-lb front axle optional, the M2 112 comes standard with the MBE 4000 engine, an in-line six with ratings available from 350 to 450 hp and up to 1,550 lb ft of torque. Optional are the TufTrac and AirLiner suspensions.

To the fleets on the New Route, thank you.



ITEM	MEASURE	% / AVG
Reading	04/03/2004 20:00	n/a
Reading	06/10/2004 08:00	n/a
Duration	4488.00 hours	n/a
Distance	106,059.6 kilometers	avg 567.2 / day
Total Fuel	51,552.079 liters	n/a
s/100 KM	48.61 liters/100 KM	n/a
ge Speed	80.9 kph	n/a
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Medium-Duty Roundup

GENERAL MOTORS

GM goes into 2007 with some big changes to its class 6, 7 and 8 Chev/GMC Kodiak/Topkick trucks, most notably to its Allison transmissions with fourth-generation electronic controls on C6500, C7500 and C8500 models. The transmissions will be phased in for other models during the 2007 model year. Other choices include Eaton Fuller, Spicer, and ZF manuals. Other changes include revised rear cab mounts and Gramag air suspension seat available on all models.

The standard engine in C4500 and C5500 models is the Vortec 8.1L MD



Chev Kodiak/Topkick

gasoline V-8. It delivers 325 hp at 4,000 rpm and 450 lb ft of torque. The diesel Duramax 6.6L V-8 turbo-diesel with 300 hp delivers two torque ratings: 520 lb ft or 605 lb ft—both at 1600 rpm.

C6500, C7500 and C8500 models are powered by one of three engines: a Vortec 8.1L MD (295 hp and 440 lb ft of torque), an Isuzu (200 to 300 hp, 520 to 860 lb ft), or a Caterpillar C7 (207 to 300 hp, 520 to 860 lb ft).

The GMC T-Series tilt-cab trucks feature a range of performance choices—all from the same engine: the Isuzu 6H inline-six diesel (formerly Duramax 7800). It's available in seven power and torque choices—from 200 hp and 520 lb ft of torque (LQB option), to 300 hp and 860 lb ft (LQF option). Hydraulic disc or air drum brakes are offered on most models, all with four-wheel ABS.

For class 3 through 5 customers, there's the GMC W-Series with the 5.2L Isuzu 4HK1-TC turbocharged and inter-

cooled diesel that produces 190 hp and 387 lb ft of torque and covers GVW ranges from 12,000 lb to 19,500 lb. An Aisin four-speed automatic or six-speed manual gearbox are offered.

HINO

The big news from Hino for 2007 is a new standard five-year powertrain warranty plus three-year roadside assistance for all new trucks. Other than a new coathook, there have been no changes to Hino's class 4 through 7 line-up.

At the top end of Hino's roster is the flagship 338, a 33,000-lb GVW truck ideal for things like building materials delivery, general freight, and reefer bodies. It's available with air suspension and wheelbases from 175 to 271 in. The truck comes equipped with the Hino 260-hp J-Series turbocharged, intercooled 6-cylinder engine mated to a 6-speed Eaton FS6406A manual transmission. A 5-speed Allison 3000 RDS automatic is optional.



Hino 338

In class 6 there's Hino's 258 LP, a new 25,500-lb GVW model with available wheelbases from 187 to 253 in. It's equipped with a 220-hp version of the Hino J-Series engine mated to an Allison 2200 RDS transmission. An Eaton FS5406A 6-speed manual is also available. Brakes come in the form of a hydraulic disc system with ABS. A dealer-installed exhaust brake kit is also available.

Hino's class 4 165, class 5 185, class 6 268, and class 7 308 round out the truckmaker's line-up.

Even the little 165 model is well equipped, sporting a 175-horse version of the J-Series engine along with hydraulic disc brakes and ABS. A 5-speed Eaton

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Medium-Duty Roundup

FS4205. A manual transmission is standard while a 4-speed Aisin automatic is optional. Air conditioning, cruise control, tilt/telescoping wheel, and AM/FM CD player are all standard.

INTERNATIONAL

Built with an International VT-365 engine with 230 hp and 540 lb ft of torque and an Allison 1000 Series transmission, the International 4100 is available in GVW ratings from 17,800 to 19,500 lb. The truck comes with four-



wheel hydraulic disc brakes by Meritor WABCO, available air ride, and optional crew cab or extended cab.

The 4200, 4300 and 4400 round out the heavier ranges of International's medium-duty lineup.

The 4200 comes with 12,200-to-23,000-lb rears, an International VT365 capable of 175 hp and 460 lb ft or 230 hp and 620 lb ft, Eaton Fuller manual or Allison automatic transmissions, and hydraulic disc or air brakes.

The 4300 comes with 12,200-to-24,000-lb rears, an International DT466 in two versions—210 hp and 520 lb ft of torque or 255 hp and 660 lb ft—plus a selection of Eaton Fuller manual or Allison automated transmissions, with hydraulic disc or air brakes.

The 4400 offers 13,500-to-26,000-lb rears (single) or 34,000-40,000 lb in tandem form. Engine choices start with the DT466 High Torque with 225 hp and 620 lb ft or 300 hp and 860 lb ft. The available DT570 Standard Torque sports 285 hp and 800 lb ft or 330 hp and 950 lb ft. Again, Eaton Fuller 6, 7, and 10-speed manual transmissions are offered, along with Allison vocational 3000 and 3500 Series automatics. Depending on the model, hydraulic disc or air brakes are available.

KENWORTH

Kenworth's 2006 T300 truck is available in class-6 and 7 configurations as a straight truck or tractor and is popular with the likes of food and beverage distributors. T300s come in front-axle ratings from 8,000 to 14,000 lb, with rears from 19,000 to 40,000 lb. Allison and Eaton Fuller AutoShift transmissions are offered.

Until around the new year, it comes with Cummins ISB and ISC or Caterpillar C7 engines in ratings from 190 to 330 horsepower.

Things change in January 2007 when the only engine choices will be the new Paccar 6.7L PX-6 and the 8.3L PX-8 engines, both made by Cummins. The Cat C7 will no longer be available.

The PX-6, which will be offered in class-6 and 7 configurations, will be available in six ratings ranging from 200 to 325 hp and 520 to 750 lb ft of torque. It has a 2-year warranty with unlimited miles. The PX-8 engine will be offered in seven ratings ranging from 240 to 330 hp and a torque



range of 660 to 1,000 lb ft, as well as a 360 horsepower version for emergency vehicles. The engine will be available in the Class 7 configuration and the tandem axle Kenworth T300. The PX-8 engine comes with a 2-year, 250,000-mile warranty. The engine will be available in the class-7 configuration and the tandem-axle T300.

Both these engines are in-line sixes with four valves per cylinder, a high-pressure common-rail fuel system, and a variable geometry turbocharger. They're compliant with 2007 EPA regulations, of course.

The other big news here is the Kenworth Medium Duty Van Body Program that will offer customers one-stop shopping at participating KW dealerships. T300 class-6 and 7 models will come with a choice of dry-van bodies in five popular lengths—18, 20, 22, 24 and 26 ft—and options, from two

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Plus, now you can save even more with the new Alcoa 14-inch wide base wheels. Some fleets have experienced a 3%-7% fuel savings with wide base wheel and tire combinations.*

*Source: Based on the average truck running 100,000 miles per year at 6 miles per gallon and a \$3 per gallon fuel price. NDTC, 2002. Michelin states increased fuel savings of 3% - 7% with wide base wheel and tire combinations, depending on current duals. Actual fuel savings may vary.



SMART. STRONG.

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Medium-Duty Roundup

premium manufacturers, Supreme and Morgan. Expedited delivery means standard bodies will be mounted within 21 days from the time the chassis arrives at one of 15 installation locations.

T300 trucks can be ordered with van body and options using Kenworth's Prospector system at dealers. The T300 and body purchase are included on a single invoice and can be combined with Paccar Financial and Paccar Leasing programs.

Some time later this year or early in 2007 we'll see a new small cabover, the K360, like the Peterbilt 220 (see below for details), based on the European DAF LF. Paccar owns DAF.

MITSUBISHI FUSO

The new kid on the medium-duty block, Mitsubishi Fuso presently has 17 Canadian dealers. They're in B.C., Alberta, Saskatchewan, Ontario, and Quebec, and they sell a surprisingly broad range of Japanese-made cabover trucks from the FE140 at 14,050 lb GVW to the FM330 at 32,900 lb.

Marking the little FE is its dash-mounted shifter and available Aisin 6-speed automatic transmission, along with a fold-down workstation inside. Dual-caliper disc brakes with ABS are standard. The FE is available in three GVW ranges



from 14,050 to 17,995 lb. There's also a crewcab model, and the similar 4-wheel drive FG with all-terrain tires, two-speed (hi/low range) transfer case and a 5-speed Mitsubishi manual transmission. The engine for all FE and FG models is a 4-cylinder Mitsubishi turbo diesel with dual overhead cams. Power is 147 hp with manual gearbox, 175 with automatic, with 347 and 391 lb ft of torque respectively.

The Mitsubishi Fuso FK (20,935 lb GVW) sports a new 243-hp, 6-cylinder turbocharged diesel with 516 lb ft of torque at a low 1400 rpm, standard Allison

1000 5-speed automatic or optional Mitsubishi 6-speed overdrive manual box. Its low-profile tire and wheel combination allows the frame to sit just under 36 in. off the ground, ideal for furniture delivery, roll-back wreckers, auto recovery and the like. Brakes are air-over-hydraulic drum types, as with the FM260 below.

The 'big' FM model is available in two models. There's the FM260 (25,995 lb GVW) with the 243-hp diesel and a choice of standard Allison 2400 5-speed automatic or optional 6-speed overdrive manual transmission. The FM330 (32,900 lb) has that same 243-horse engine with standard direct-drive 5-speed manual or optional 6-speed MD 3060 Allison automatic. And when equipped with Eaton's 9-speed direct-drive manual gearbox, the FM330's diesel engine increases to 274 hp and 589 lb ft. It gets full-air drum brakes.

PETERBILT

Peterbilt is also offering the new Paccar-branded Cummins engines for its medium-duty lineup as of 2007—the 6.7L PX-6 and the 8.3L PX-8 engines. Cat's C7 will no longer be offered.

Exclusively for Pete's Model 330, 335 and 340 trucks, built in Quebec, the new engines are available in the same range of horsepower ratings seen above for Kenworth. The PX-6 will be the standard engine for the 330; the PX-8 standard in the 335 and 340. The PX-6 will also be available for the 335.

The 330 is a class-6 truck available with a GVW up to 26,000 lb and can be equipped with hydraulic brakes and low-profile tires. On the other end of the medium-duty scale, the 340 is available in 33,000-plus lb GVW ratings and is best suited for vocational, municipal and specialty applications.

Also coming in 2007 is a new cabover, the 220, which will appeal primarily to customers in urban areas. It's a North Americanized version of the DAF LF, which was European Truck of the Year in 2002. It has offered Paccar-branded



Cummins engines exclusively in Europe, though in SCR emission-control form, so we presume the same will be true here.

STERLING

Sterling's new 360—a low cabover—offers fuel economy, a roomy cab, good maneuverability and visibility. Class 4 and 5 models are now available with class-3 trucks coming in mid-2007.

Developed jointly with Mitsubishi Fuso, the 360 is available with all the necessary configurations for popular body options like dry van, reefer, and stake applications. The key specs and options of the 360 include a 4.9L turbo diesel engine with 175 hp at 2,700 rpm and 391 lb ft of torque at 1,600 rpm.

City drivers will be happy to note the 360's very tight 35-ft curb-to-curb turning circle.



Sterling's Acterra class-5 to 8 trucks round out the company's medium-duty lineup. With GVWR ratings from 18,000 to 64,000 lb and a BBC of 108 in, the Acterra is available with three engine options: the Caterpillar C-7 with 190 to 330 hp; the MBE 900 with 190 to 300 hp; and the Cummins ISC ranging from 225 to 350 hp.

Lighter models in the Sterling L-line also constitute class-7 machinery and come with a Cummins ISC engine option. ▲



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200,000-Mile Oil Changes?

tech tips *Everything is big with this Texas fleet including the period between oil changes.*

By Jim Winsor

Yes, the figure you see in the headline is correct. Dallas-based Stevens Transport, a refrigerated TL carrier with 1,600 trucks is now approaching 200,000 miles between oil changes. The fleet's maintenance management folks are confident these super-long oil drains are safe and not harming engine life.

The Stevens fleet is mostly Kenworths and a few Peterbilts, all with Cat C15 engines. A 6-oz oil sample is taken every 30,000 miles or so and sent to Holt Caterpillar's lab in San Antonio. The oil analysis on each engine identifies parts per million of brass, copper, aluminum, and other wear materials. It also shows if

there's any antifreeze or fuel dilution. There's a lifelong database on each engine, and if any sample shows out of the norm that engine is flagged as soon as possible for an oil and filter change.

Stevens had been changing oil and filters about every 30,000 miles, which is five or six times a year in this extremely high-mileage fleet.

What got them on the road to super-long drains was a test program started in March 2003 when Eric Smith, the company's director of maintenance, began evaluating a new type of bypass oil filter that filters oil down to the 1-2 micron level and also boils away non-solid contaminants before returning the oil to the crankcase.

The first truck in the test ran 70,000 miles—over twice Stevens' regular drain interval—before its first drain. Playing it conservatively, even with the positive oil analysis, Stevens then moved the second test truck to 140,000 miles with good results. The third test truck went to 192,000 miles before oil analysis signaled time for a change. Based on these results after more than a year of tests, Smith decided to change the entire fleet over to the new system, doing about 50 engines per month. More than 700 installations have been completed to date.

As the fleet is outfitted with the new filter system, Stevens is projecting an 80-percent oil maintenance cost savings per

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FIT'EM IF YOU GOT'EM: The OPS units are about the size of coffee pots.



OPS-1 ON BOARD OIL REFINER SYSTEM

truck per year. Total savings expected for the fleet is at least \$1 million annually.

The filter is sold directly by the manufacturer, Oil Purification Systems Inc., with headquarters in Shelton, Conn., and production facilities in Bradenton, Fla.

Karl Klein, Stevens' service manager, said the OPS-1 bypass system takes an oil line off the pressurized side of the engine, going directly to the filter. It has a low flow rate—only four to five gallons per hour—which allows the oil to be filtered down

to 1-2 microns through a small cellulose bonded filter.

Oil then passes into an evaporation chamber heated by an 89-watt 7-amp heater that heats the oil to 195-210 F in order to evaporate off any liquids. Cleaned oil is then returned to the crankcase virtually soot- and glycol-free. The OPS units are about the size of a coffee pot and can be mounted wherever it's convenient—typically on the firewall.

Stevens changes the bypass filter at

FOR MORE INFO



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each oil analysis sampling. The engines' full-flow 20-40 micron filters are changed every other time. There's a valve on the filter housing for drawing off oil for analysis. The OPS-1 filter adds only 1-1/2 quarts to the engine's oil capacity. The two-piece system takes about an hour to install, according to Stevens' Eric Smith.

Based on its experience to date, Stevens' management is already saying it might be able to extend vehicle life one to two years and do it without overhauling engines.

When the folks at Oil Purification Systems were asked if they had any Canadian customers taking advantage of their bypass system, they said no, but were quick to add "yet." ▲

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We're looking for one very special owner-operator.

If you know an owner-operator who is dedicated, professional, and places a high priority on the important things in life – family and community – we'd like to hear about that person. We'll be crowning our third highwaySTAR of the Year next spring in Montreal during Expocam, so start thinking about who you'd like to nominate. The contest is open to all working owner-operators in Canada, which is to say; they still drive the majority of the miles that

are put on the truck, they earn their living from trucking, they reside in Canada and have a Canadian commercial drivers' license.

You may visit our website to fill out a nomination form, www.highwaystarmagazine.com, or check this space next month. We'll have the registration form here as we gear up for the 2007 highwaySTAR of the Year Award. Get your nominations in right away.

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Jim Park, Editor highwaySTAR

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MEDIUM-DUTY BRAKES

HYDRAULIC ABS STANDARD
ON INTERNATIONAL MODELS

INTERNATIONAL TRUCK AND ENGINE says a new hydraulic brake system with anti-lock brakes is now standard on International RXT, 3200, 4200 4x4 and 4000 series 4x2 models (with the exception of the mid-cab tractor). Called 'Full Power' and made by Meritor WABCO, it delivers optimized braking performance and reduced stopping distances.

Previous brake options used pressure from the power steering system to boost the master cylinder pressure output. With this new standard feature, electric pumps are used to generate hydraulic

pressure. Stored pressure in the accumulators allows the system to build pressure at the brake calipers significantly faster than the previous system. This faster response delivers "best in class" stopping capability, says International, with reduced stopping distances. With this release, International is delivering the first electronic brake-force distribution (EBD) system as a standard feature. EBD proportions brake force relative to axle-load conditions, providing balanced braking under varying load conditions.

The pedal feel is more responsive as

the system has stored energy to provide an almost immediate response when applying the brake pedal. The master cylinder acts only to send signal pressure to a control valve. In response to this signal pressure, fluid from the accumulators is sent to the brake calipers for stopping the vehicle. As a result, the master cylinder does not have to stroke as far, resulting in the better pedal feel.

The system also provides two new optional features to customers—a powered parking brake and automatic traction control (ATC). When both wheels are spinning at low speeds, ATC commands the engine to provide the appropriate level of power while sending braking pressure to the spinning wheels. When sensors detect spinning wheels above 50 km/h, the ATC begins initiating "engine management," which backs off engine power and does not apply braking pressure.

Powered parking will be available as an option and will utilize the Spring-Applied Air-Release (SAAR) parking-brake chamber. This chamber includes stroke indication, which identifies any damage or out-of-adjustment conditions with the parking brake. An indicator lamp on the dash will warn that such out-of-adjustment conditions have been identified. The holding capability of this parking system is so strong it is impossible to drive through the parking brake when it's applied, International says.

See your dealer or visit www.internationaldelivers.com.

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Western Star trucks now feature a redesigned cab front wall that offers updated system diagnostic capabilities, streamlined air and electrical routing for improved accessibility and serviceability, and a reduced component count.

Inside the truck cab, a 'dead pedal' has been added to provide an ergonomic foot rest for additional driver comfort and to protect the air line connections. The new design allows key electrical

Western Star



connections to be serviced from the ground without having to remove additional front wall equipment.

Body builders will appreciate the improved access to the truck's electrical system along with new user-friendly electrical and air schematics that aid in their body installations, the company says.

The electrical system has been updated to a modular design concept that will improve serviceability by making it easier to isolate individual electrical circuits and to diagnose issues in the field. Communications capabilities now include SAE J1587/J1708 and J1939 standards with diagnostic access via a nine-pin connector under the dash.

See your dealer or visit www.westernstartrucks.com.

BREAKDOWN ASSISTANCE PROGRAM

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Freightliner's new Excelerator breakdown assistance program is now available to owner-operators and fleets up to 25 units. The program offers a 24/7 call

center staffed by experienced Freightliner personnel who are experts at assessing drivers' needs, finding the best local service providers, expediting repair parts and assisting with towing and other roadside services. The program features three different packages: Excelerator On Call, Excelerator Preferred and Excelerator Preferred Plus.

Excelerator On Call was developed for people who want the benefits of single-source breakdown assistance co-ordination and who prefer a pay-per-event basis. There's no membership fee and the basic Excelerator services start at US\$39 per breakdown event.

Excelerator Preferred offers all the benefits of the On Call program with discounted services and special programs. It's available through a one-time membership fee of US\$99 per vehicle and

offers reduced fees on breakdown assistance co-ordination, a special tire program, plus extra discounts and money-saving member specials. It

also offers online access to a members-only web page where drivers can check the vehicle's status in the repair process.

Excelerator Preferred Plus offers the highest level of support. An annual fee of US\$299 per vehicle provides unlimited breakdown assistance co-ordination and up to three tows and one extraction per year for covered vehicles at no additional cost. Preferred Plus also includes special benefits, such as a tire program.

Call 1-800-238-8063 or visit www.ExceleratorServices.com.

KENWORTH MIDRANGE BODIES

ONE-STOP MEDIUM-DUTY
BODY SHOPPING

The new **Kenworth** Medium Duty Van Body Program will offer customers one-stop shopping at participating KW dealerships. T300 class 6 and class 7 models will come with a choice of dry-van bodies in five popular lengths—18, 20, 22, 24 and 26 ft—and options, from two premium manufacturers, Supreme and Morgan. Expedited delivery means standard bodies will be mounted



Kenworth T300

KENDALL CJ-4 ENGINE OIL

SYNTHETIC BLEND FOR 2007

ConocoPhillips says its new premium synthetic-blend diesel engine oil, Kendall Super-D XA (Exhaust Advantage), was formulated to meet the American Petroleum Institute (API) CJ-4 specification and engine maker requirements for 2007 low-emission diesel engines. Kendall Super-D XA will also provide enhanced

performance and protection for older engines, the refiner says. It's formulated from a proprietary additive of proven drain capability and performance in a blend of Group II and synthetic base oils, according to the company, to provide enhanced oxidation resistance, thermal stability, film strength and more advanced low-temperature properties compared to a non-synthetic blend formulation. The new oil has been created

from advanced low Sulfated Ash, Phosphorus, and Sulfur (SAPS) technology which ensure advanced protection for the life and performance of exhaust after-treatment devices in 2007 engines, without compromising protection in older engines. The company will continue to offer its "heritage" CI-4 PLUS oils—Kendall SHP Diesel Engine Oil and Super-D 3 Diesel Engine Oil.

See <http://lubricants.conocophillips.com>.

FUEL-EFFICIENT TIRES

GOODYEAR'S 'FUEL MAX' DESIGN

Goodyear has introduced three new tires using a new fuel-efficient technology. The company's new 'Fuel Max' design is focused on reducing both fuel and tire costs, while still delivering long tread life. The line includes new steer, drive, and trailer tires plus retreads for a complete "cradle-to-grave" tire system.

An 18-wheel tractor-trailer outfitted with these new tires could achieve up to 4 percent improved fuel economy, the company says, adding that test results,

within 21 days from the time the chassis arrives at one of 15 installation locations.

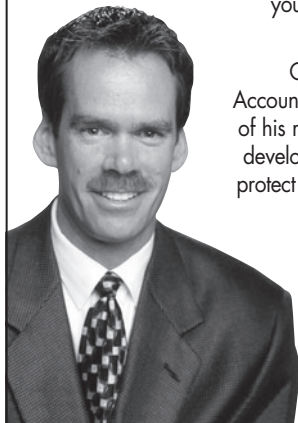
T300 trucks can be ordered with van body and options using Kenworth's PROSPECTOR system at dealers. The T300 and body purchase are included on a single invoice and can be combined with PACCAR Financial and PACCAR Leasing programs.

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based on standard SAE procedures, actually showed an 8 percent improvement compared with standard Goodyear over-the-road tires. That was the result of extensive testing in a controlled environment—the new tires were driven

Goodyear



at highway speeds at the Goodyear Proving Grounds in San Angelo, Tex. But since no one drives at constant speed on flat terrain for a 10-hour shift, the engineers adjusted the SAE results to 4 percent to estimate real-world conditions. At that rate, a truck getting 6.0 mpg would improve to 6.24 mpg, saving upwards of \$3000 a year over 120,000 miles.

The new tires include the Unisteel G395 LHS steer tire, Unisteel G305 LHD drive tire, and Unisteel G316 LHT trail tire in standard (11R22.5) and low-profile (295/75R22.5 and 285/75R24.5) sizes. Goodyear is also offering UniCircle and precure retreading with Fuel Max Technology. Features include four belts and the company's 'Enhanced Casing Design'.

See www.goodyear.com/truck.

CARLISLE H-D BRAKE SHOES

NEW LINE OF OE-QUALITY BRAKE SHOES
Carlisle Motion Control Industries has a new line of OE-quality brake shoes featuring induction-hardened cam and



anchor ends to prevent mushrooming and improve long-term durability. All Carlisle new shoes will receive an E-coating where paint is more uniformly and

completely bonded to the steel for better resistance to environmental conditions. As an additional quality step, these shoes are coined after welding to correct shoe distortion and deformation that can occur during the welding process.

Carlisle's new brake shoes will be available through the company's Altec Brake Systems division. These new shoes guarantee consistent ISO9000 quality,

the company says, and come in a wide range of FMSI numbers.

See www.carlisleemotion.com.

T660 PENDLETON EDITION

LIMITED EDITION KENWORTH 2007 MODEL

The new **Kenworth T660**, a revamped version of the revolutionary T600 first introduced in 1985, features updated

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PARTS, SERVICE PURCHASING MACK, VOLVO LAUNCH MV PREFERRED PROGRAM



To assist dealers and their customers in managing parts and service purchases, **MACK** and **VOLVO** have introduced a new system called MV Preferred for fleets with 50 or more trucks. It uses automated processes to validate purchase orders and invoices to ensure that transactions are complete and that customer-specified spending controls are met. It promises to improve transaction accuracy and save time.

MV Preferred also streamlines the back-office functions of reporting, invoice reconciliation and processing, and consolidation by automatically making sure essential information is correct from the outset of a transaction. There is no fee to participate.

Every fleet enrolled in the program is given a unique identification number,

allowing the dealer to check the customer's profile online to ensure that the order process meets pre-established criteria—confirming, for example, if the customer requires a purchase order or a purchase-order number for a parts purchase.

The program also verifies the correct price for all purchases. Every invoice provides a record of all transactions made against a customer's account. Purchase activity and history can be checked 24 hours a day online as well, and spending limits can be set for individual terminals.

Mack and Volvo have partnered with Karmak and ADP Dealer Services to integrate the program into their management systems.

See your dealer to sign up or visit
www.macktrucks.com.
www.volvotrucks.us.com.

styling, enhanced aerodynamics, and superior forward-lighting. It's now in production at the company's plant in Chillicothe, Ohio. Customers can enhance the T660's cab and sleeper with the top-of-the-line Pendleton Limited Edition available in both 86-in. AeroCab and 72-in. AeroCab Aerodyne sleepers.



It features leather in the seats and door pads, a leather sofa bed with microfiber suede inserts, woodgrain cab interior trim, and wool fabric accents. The leather driver and passenger seats include Pendleton-designed patterned

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headrests along with new armrests that fold back and stow behind the seats for easier, more open sleeper access. The premium truck also comes with a leather-wrapped steering wheel.

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See your dealer or visit www.kenworth.com.

NOISEBRAKER MUFFLER

WALKER REDUCES BACK PRESSURE AND NOISE

The **Walker** Mega-Flow NoiseBraker muffler, made by Tenneco, is a low-cost, direct retrofit for class 7 and 8 vehicles, said to be capable of reducing back pressure and quieting the engine brake to legal limits.

It features a straight-through, ultra-high flow design to reduce engine back pressure by as much as 60 percent. The company



says it improves engine efficiency as compared to traditional heavy-duty muffler designs that channel exhaust flow through a series of baffles and restrictor tubes.

Available for single- and dual-exhaust applications, the NoiseBraker is claimed to be 2 to 4 decibels (dB) quieter than the industry's best OE mufflers under engine-brake-induced deceleration. It uses fiberglass 'roving' technology and dual concentric tuners to quiet engine-brake noise without affecting brake performance.

See www.walkerheavyduty.com.

FUEL-TAX REPORTING SYSTEM

THROUGH THE GETLOADED.COM WEBSITE **Getloaded.com**, an Internet load board, has added a fuel-tax reporting system through its website at www.getloaded.com. The new service, powered by Bolt Solutions, will help drivers comply with International Fuel

Tax Agreement demands easily.

The system will help drivers find errors before they become problems, such as: trip information that doesn't match up—possibly indicating missing fuel receipts or mileage information; units that travel too many miles in any one state; units that have recorded state fuel purchases but no mileage in the state, etc. The system will automatically

calculate and generate the necessary reports for filing fuel taxes.

Information can be updated at any time during the quarter. There's also a 'Fuel Analyst' that drivers can use to keep track of fuel purchases in each jurisdiction. This provides a quick view of the best locations to purchase fuel on the next run.

See www.getloaded.com.

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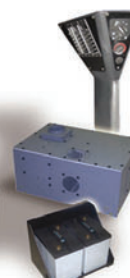


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FREIGHTLINER TESTS MEDIUM-DUTY HYBRID

FREIGHTLINER LLC president and CEO Chris Patterson introduced a proof-of-concept prototype utility truck at the recent Great American Trucking Show in Dallas.

The vehicle on display, a Business Class M2 106, was a full-parallel hybrid, similar to hybrid electric cars, with regenerative braking that recharges the batteries. It has an integrated electric motor in line with the engine and transmission, enabling operation with electric or diesel power, either separately or in combination. The truck launches with electric power and the diesel engine provides additional torque as required.

The prototype M2 106 model has a 33,000-lb GVWR chassis powered by a 230-hp MBE 900 engine that offers 660 lb ft of torque. By incorporating a 44-kilowatt, 59-hp electric motor, the truck can manage 290 hp and 860 lb ft of torque when the electric and diesel motors are paired.

"Freightliner LLC has been testing hybrid vans for some time through our Freightliner Custom Chassis business unit. This prototype is an important step toward future production of a medium-duty hybrid commercial vehicle," said Mike Delaney, Freightliner's senior vice president of marketing. "We're bullish on hybrid technology and its future in the commercial marketplace."

Of special interest to utility customers, the prototype truck integrates the hybrid system with hydraulics for electric power takeoff (ePTO) operation. On a jobsite, that means the

engine is off most of the time with the hydraulics run by batteries. When the batteries get low, the engine automatically turns on to recharge them. This takes about five minutes and, when the batteries are fully recharged, the engine automatically turns itself off. Work isn't interrupted at all.



There's an advantage or two for utility customers beyond fuel savings. Because of the electric PTO operation, the engine will idle far less, meaning lower levels of noise, heat and exhaust emissions. And because the batteries are charged by regenerative braking, brake shoes will receive far less wear, extending their life and reducing maintenance costs.

Patterson said Freightliner is considering implementing the hybrid system in a variety of medium-duty trucking segments, including beverage, school bus, and P&D applications. They're collaborating with the Hybrid Business Unit of Eaton Corporation on this effort, by the way.

See www.freightliner.com.

AIR-WEIGH GETS J1708 INTERFACE

WEIGHT DATA OVER A WIRELESS NETWORK

Air-Weigh's 5800 Series of on-board truck scales has been expanded to include a new feature which allows weight information to be transferred to the truck's J1708 databus. Now, on-board computers and communication systems can use weight data for on-board applications or transmission over a wireless network to a fleet management or customer site host.

The on-board scale, its maker says, is a true load-management system that's

permanently installed in the dash and calibrated to each suspension on the vehicle. The 2-in. gauge display automatically shows each axle group's weight on one screen, with no operator interaction required.

SAE-defined drive, steer, trailer, GVW, and payload weights are all available through the new J1708 databus interface. Truck and trailer scales can also be calibrated by other on-board computer devices using SAE-defined data packets. Alarms and other system setup functions may be performed via proprietary packets.

See www.air-weigh.com. ▲

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of August 29, 2006 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	116.4	-0.5	98.6
VANCOUVER *	114.6	0.1	83.1
VICTORIA	116.7	-0.3	88.5
PRINCE GEORGE	109.9		84.7
KAMLOOPS	108.5	-0.3	83.4
KELOWNA	108.6	-2.7	83.4
FORT ST. JOHN	110.2	-1.5	85.0
YELLOWKNIFE	111.4	-0.5	92.0
CALGARY *	100.2	-1.4	81.6
RED DEER	101.0	-0.9	82.3
EDMONTON	98.4	-0.6	79.8
LETHBRIDGE	101.6	-1.3	82.8
LLOYDMINSTER	101.9	-2.0	83.1
REGINA *	103.9	-2.8	79.0
SASKATOON	105.1	-0.3	80.2
PRINCE ALBERT	103.4	-3.3	78.5
WINNIPEG *	102.2	-1.2	80.9
BRANDON	99.9	-2.5	78.7
TORONTO *	100.6	-0.7	76.6
OTTAWA	102.3	-1.0	78.2
KINGSTON	101.3	-0.9	77.3
PETERBOROUGH	101.9	-1.0	77.8
WINDSOR	98.6	0.2	74.7
LONDON	95.9		72.2
SUDBURY	101.8	-0.7	77.8
SAULT STE MARIE	104.6		80.3
THUNDER BAY	104.1	-0.6	79.9
NORTH BAY	101.6	-0.5	77.5
TIMMINS	106.4		82.1
HAMILTON	100.4	-0.1	76.4
ST. CATHARINES	97.8	0.3	74.0
MONTRÉAL *	112.6	0.7	78.6
QUÉBEC	111.2	-0.5	77.4
SHERBROOKE	110.4	-1.5	76.7
GASPÉ	108.9	-4.5	75.4
CHICOUTIMI	110.1	-0.3	76.4
RIMOUSKI	110.7	-1.0	76.4
TROIS RIVIÈRES	111.9		76.4
DRUMMONDVILLE	107.7	-1.8	76.4
VAL D'OR	112.6		76.4
SAINT JOHN *	112.0	-2.7	77.3
FREDERICTON	112.6	-3.2	77.9
MONCTON	112.2	-2.1	77.5
BATHURST	113.5	-3.0	78.7
EDMUNDSTON	113.8	-3.1	78.9
MIRAMICHI	110.9	-4.2	76.4
CAMPBELLTON	113.6	-0.7	78.7
SUSSEX	110.0	-0.9	75.6
WOODSTOCK	114.9	-2.0	79.9
HALIFAX *	109.8	-1.8	76.9
SYDNEY	112.8	-2.3	79.5
YARMOUTH	112.2	-2.9	79.1
TRURO	110.5	-2.5	77.5
KENTVILLE	111.6	-1.5	78.5
NEW GLASGOW	111.9	-3.0	78.7
CHARLOTTETOWN *	111.0		79.7
ST. JOHN'S *	120.2		84.9
GANDER	119.7		84.5
LABRADOR CITY	126.6		90.6
CORNER BROOK	118.8		83.7
CANADA AVERAGE (V)	105.7	-0.8	79.3

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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By Peter Carter

Playing the Fuel Game

A four-wheeler's take on those crazy diesel prices.

Pete," my colleague and *Today's Trucking* senior editor Marco Beghetto said when I told him about the game I'd invented, "I think you gotta get a life."

The game I was referring to was, for lack of a better name, the gas-price radio puzzle.

I'd just arrived at work after driving my kids to school and en route, whenever we passed a gas station, I adjusted the radio to match the posted price.

It started at a Shell near home. Gas was \$107.1 a liter. That's also the number for the classic rock station Q107.

A block further and a Petro-Can sign said 107.5, which, I discovered, is the frequency for "Cool FM." I'd never heard the station



before but it was pleasant enough. We live in Toronto where it seems every frequency is used by somebody.

A few moments later, another gas station advertised 106.5. Be warned: 106.5 FM plays hip-hop and in my books, "hip-hop music" is an oxymoron.

I hope you don't think I'm making this up.

At one point, the posted gas price took my radio dial to a station broadcasting the Roman Catholic Mass.

The more I think about it, the righter Marco is about my need for a richer life.

But there's one thing he and I agree on: The summer of '06 will go down as the season of the mercurial fuel prices.

One of this magazine's regular supporters—Espar—produces a monthly chart of diesel prices across Canada. (It's on page 75.)

For some weird reason, and even though I haven't lived there since Gretzky played pee wee, I always check my hometown of Sudbury, Ont. And guess what? Sudbury prices are just

like everybody else's—as unpredictable as neutered tomcats in mating season. There's no telling which way they're going to leap.

And in the same way Torontonians are drowning in radio-stations, your staff has probably been swamped with fuel-saving strategies. Indeed, you can probably never have too many.

The biggest fuel-saver is speed. In Arizona not long ago, I got passed by a shiny Kenworth that must have been doing 85 mph. Business must be great, I thought, for him to have all that dough to burn.

Following down the list of proven fuel-saving tricks you get progressive shifting, tare reduction, proper tire inflation and aerodynamic design. Cutting the space between the trailer and the cab. Minimize idling. In late August, I visited the Goodyear tire test facility in San Angelo, Tex., where they demonstrated new tires that are touted to deliver an almost five percent reduction in fuel consumption.

The list of fuel-saving tips is as familiar to truckers as the Q107 classic rock playlist is to a guy my age.

But I've also come up with a few of my own. And instead of patenting them, I'm going to share them with you, just like I did with my fabulous radio gas-price game.

One: Don't drive mad. I'm not saying that my wife Helena and I ever have words, but I do know that if I'm in a good mood and feeling at peace with the world, I accelerate and decelerate smoothly.

But—and again I'm not saying this ever even happens—if I'm in a bad mood, I'm quick off the start, I have less patience with other drivers, and I stop faster. Guaranteed fuel sucking habits. (I bet if your drivers are mad at your dispatchers or spouses or—heaven forbid—you, they'll get similar results.)

Two: Don't get lost. You not only drive in circles, you tend to mimic the "angry-driving" techniques cited above.

Three: My dad, who ran a fleet of buses and therefore drilled cost-savings and safe-driving scripture into every one of his nine kids—said it best: "the only driver you should worry about is the guy behind the one in front of you."

There's no getting around the cost of fuel. In fact, as my older brother Tom pointed out, "the fuel companies know how addicted we are to their product. It's amazing they don't put the prices even higher."

Me, I just try to keep the pedal off the metal, my wife happy, and the radio turned up loud. ▲

Peter Carter is the editor of *Today's Trucking*. You can reach him at 416/614-5828 or peter@todaystrucking.com.



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