

Fit to Drive

Ulch tackles driver health PG.14

Electrifying Debut

Nikola Motor's Nikola One PG.43



Today's Trucking

The Business Magazine of Canada's Trucking Industry



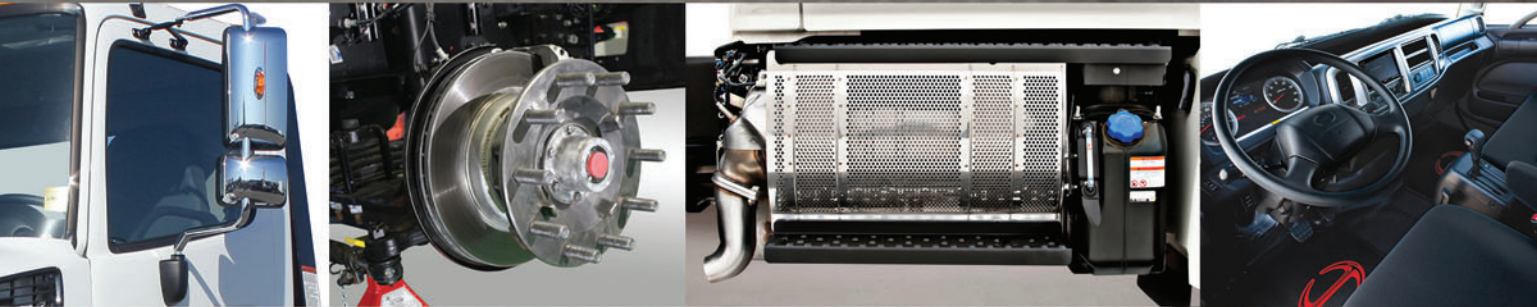
TOP 10 PRODUCTS OF 2016

BY ROLF LOCKWOOD



January 2017

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Driving incomes continue to suffer

Trucking has changed a lot since my first load. We have quieter trucks, more room for living inside of a cab... and less income with cost-of-living increases and ticketed liability costs.

Recently I showed my son the reasons *not* to drive a truck. I showed him the pay per hour a driver is expected to be in the truck. Add to this the stress and taxation of having to deal with [roadside inspectors], RCMP, border officials and dock officials – always with the possibility that someone will fine you more than your pay.

Walmart's loss to the California drivers who sought compensation for layovers, and pay for work done, could be a win for the rest of the industry.

— **Tyler Fox**

Surrey, BC

The root of the shortage

Re: Money is the solution to the shortage (November 2016)

There are thousands of drivers who gave up and moved on to other areas of employment while still holding valid DZ or AZ licences. There is no money in it. If you're paid by the mile, there are thousands of unpaid dollars for sitting in traffic, border waits, breakdowns, etc.

It is a disgrace how cheap companies are now, and they wonder why no one applies.

— **Lorne Canning**

Severn Bridge, ON

Modify equipment to run legally

Re: Digging In (November 2016)

Your article on weights kind of ticked me off a little.

I hauled out of Milton, Ontario for years (quite a few years ago) and had to comply with the law then. Why not comply now?

People with trucks that cannot do the job should modify them so they can. I agree that shippers should be accountable for axle and gross weights. It should not be just for aggregates, but freight, too. Everyone should have to step up to the plate.

— **Dale Anderson**

Mississauga, ON

Where do youth get experience?

We hear a lot about driver shortage these days. My son is 18 years old, he has a Class 1 driver's licence and no job in the trucking industry. He keeps getting the same response from companies that need drivers: "You're too young and have no experience."

How can he get experience if nobody wants to give him a chance? If he has to wait until age 21 or 25 to get a trucking job, he is going to find something else and the companies will lose a potentially good driver.

Why would young high school graduates be interested in going in the trucking industry if they keep hitting a brick wall everywhere they go?

— **Anita Richard**

Saint-Ignace, NB

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The collage features two main components. On the left is a Loadstar advertisement for PARON trailers. The ad is yellow and red, with the Loadstar logo at the top. It lists several trailers for sale, including a 75/65 TON trailer, a 40 TON trailer, a 75/65 TON trailer, a 60/60 TON trailer, and a 6-AXLE STEER DOLLIES & JEEP. The ad also includes the Loadstar logo, the PARON logo, and the text 'Canada's #1 Source for Heavy Trucks and Trailers'. On the right is a screenshot of the Truck and Trailer website. The website has a yellow header with the 'Truck and Trailer.ca' logo and the tagline 'Canada's #1 Source for Buying or Selling Heavy Trucks and Trailers'. Below the header is a navigation bar with links for HOME, SELL, FIND A DEALER, PRODUCTS AND SERVICES, and NEWS. The main content area features a large image of a white semi-truck and a search bar with filters for 'All Applications', 'All Makes', and 'All Locations'. Below the search bar is a 'Featured Inventory' section with two listings: a 2006 HYUNDAI Container Chassis and a 2017 WILSON BLACK QUAD GRAIN Hopper. The website also includes a 'Dependability' section and a 'TEAM' section.

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By John G. Smith



Diesel Decisions

Are the days of diesel truly numbered?
The fuel faces attacks on several fronts.

Rudolf Diesel must be rolling in his grave. The 19th-century inventor gave birth to the engine that bears his name. Now the country where he did the work is looking to kill it. German legislators recently passed a resolution that calls for banning internal combustion engines as early as 2030.

Proposed bans are not limited to Germany, either. World capitals such as Paris, Mexico City, Madrid and Athens announced at a conference in Mexico that they plan to deny diesel cars and trucks by 2025. In each case, governments are promising incentives to bring about the change, all in the name of slashing emissions.

Now Nikola Motor founder Trevor Milton is promising to produce electric over-the-road trucks known as the Nikola One, leaning on an electric drive powered by hydrogen fuel cells, lithium-ion batteries, and regenerative braking. If all goes according to his plan, the truck will be in production by 2020, at a rate of 50,000 units per year.

The company hasn't built more than a prototype. Not yet. But it's also difficult to ignore some of its heavyweight partners including Ryder System, Meritor, and U.S. Express.

Nikola Motor is not alone in the search for a viable electric option. Selected vehicles including refuse trucks, delivery vans and shunt trucks have all been shown to run on battery power. And they are not always coming from known Original Equipment Manufacturers. Ian Wright, one of Tesla's co-founders, is promoting a range-extended electric powertrain known as the Route, which burns fuel to power a Fulcrum turbine that recharges batteries. BYD of Shenzhen, China has taken orders for its first 150 electric trucks in North America, and it enjoys financial backing by none other than Warren Buffet.

It all sounds like fodder for a science fiction novel. But many people tend to forget that gasoline was actually the fuel of choice for trucks as recently as the 1960s and '70s. Diesel took over the top spot when gasoline prices soared, and fleets began looking for engines that could better stand up to the punishing environment of over-the-road trucking. Historians might even point out that some of the first trucks on the road were powered by batteries. Canada's first delivery vehicle? It was an electric Number 2 Coach Delivery Wagon used by Simpson's department stores.

The push for diesel alternatives is not limited to batteries, either. Selected trucks are running on everything from natural gas to propane, biodiesel, and gas from landfill sites – even at a time when diesel prices have eased and big-displacement natural gas engines have been pulled from the market. United Parcel Service alone has accumulated 1.6 billion kilometers of experience with alternative fuels and battery power, using a real-world laboratory of 7,200 vehicles. Ryder System has itself accumulated 160 million kilometers of experience with natural gas, including trucks used by Quebec's Canadian American

Transportation. Purolator even continues to rebuild and refit parallel hybrid vehicles from the now-defunct Azure Dynamics.

Diesel clearly continues to offer advantages as the industry's fuel of choice. It's still relatively inexpensive. The engines are robust. Fuel economy and emissions both

“People tend to forget that gasoline was actually the fuel of choice for trucks until the 1960s and '70s.”

continue to improve in the context of new Greenhouse Gas limits applied by the U.S. Environmental Protection Agency. And with long distances between urban centers and the colder temperatures of the Great White North, Canada is hardly a welcoming environment for fuel options with short ranges or temperature-sensitive batteries.

But we should remember how suddenly the shift from gasoline to diesel took place. It happened before networks of fueling stations and aftermarket parts were widely available. Original Equipment Manufacturers of the day suggested that gasoline was the better option, too.

You never know who will disrupt the industry next, or what form that disruption might take.

Said Nikola's Milton, quoting business professor Oren Harari: “The electric light did not come from the continuous improvement of candles.” **TT**

John G. Smith is editor of *Today's Trucking*.

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By Rolf Lockwood



Great Expectations

What can you reasonably look for in the hiring process?

First off, happy new year, everyone! I hope 2017 brings you a ton of joy in whatever way will make you smile. Wish I could say that joy was guaranteed, but there aren't many sure things to be seen these days. If there ever were.

I'm going to change things up myself, starting here and now. By writing more for and about folks on the steering-wheel side of our game, namely owner-operators and drivers. The very smallest fleets, too. I don't think you've been getting enough love lately, though this magazine has always aimed at you guys since we launched it in 1987 – nearly half our subscribers run from one to nine trucks.

So, for people looking to find a new contract or a new job, let's start by exploring the best approaches. And a question: How would we like to be treated in the hiring process? None of us need to be pampered exactly, but what should we reasonably expect?

Before anything else, I'd look for evidence of company pride at the very first interview, maybe just clean trucks and trailers. During that initial meeting, I'd want to hear at least a little about the outfit's history, its aims, its operating principles. And naturally I'd also want the job pretty well defined – loads and routes and customers, along with details of pay and benefits, of course. If none of those elements were present, I'd walk. I'd expect a road test, certainly.

Once signed on I'd want an orientation session of some sort to expand on that introductory information. I don't mean an elaborate formal presentation, and in fact the info itself would be almost secondary. What I'd really be looking for is an effort being made to help me fit in. Big fleet or small, there's no reason why such an introduction shouldn't be part of Day 1.

And that would include, if I had my way, at least a brief introduction to some of the key people in the company – folks I'd

likely have some contact with in the course of my work. Maybe the shop manager, for instance, or the payroll clerk, but most definitely a big cheese. I'd also want a quite separate sit-down with the dispatcher or dispatch supervisor, because nobody else is as important to a driver, newbie or veteran.

I wouldn't want to get in a truck at all until that first afternoon at the very earliest, but I'd figure on another, probably longer road test combined with whatever instruction on the machinery might be in order. That instruction could last a couple of days, more likely less, but it has to happen. I'd walk if it became obvious that I wouldn't get it.

What I'd really be looking for is an effort being made to help me fit in.

After the first couple of weeks, a month at the most, I'd want to meet with my boss for an hour or so to talk about any hassles I might be having, any suggestions I might have about how the work could be done better in some way. I'd expect an open exchange, and I'd want him to be frank about my own performance. I'd be looking for clear evidence that my welfare mattered.

All of this may sound a little pie-in-the-skyish, but if it does, then you've been conditioned to expect the worst. Trucking can sometimes be accused of using management practices born in the 1950s, and I've made that very accusation more than once, but most fleets have made big strides along those lines in recent years. Whether you're a rookie or a seasoned pro, you should be able to find one that's joined the modern world.

One final point: I would also expect to return in kind whatever respect was shown to me. Working life, after all, is a two-way street. **TT**

Rolf Lockwood is vice-president, editorial, at Newcom Business Media.

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Dispat

Tolls FOR T.O.?

Toronto mayor wants to charge vehicles using two major corridors

Toronto Mayor John Tory referred to tolls as “highway robbery” in the midst of a failed 2003 election bid, but times and positions clearly change.

Now that he holds the chain of office, Tory is calling on users of the Gardiner Expressway and Don Valley Parkway to pay \$2 per trip as they travel in and out of the city’s core, collecting \$200 million a year for public transit and road repairs. Commercial vehicles account for 9% of the traffic on these routes, depending on the time of day, but it’s still unclear how much trucks would specifically be charged.

The Ontario Trucking Association (OTA) was quick to oppose the concept. Tory had yet to reach the podium during a related speech to the Toronto Board of Trade when the province’s largest trucking lobby announced it was against tolls or user fees to repair existing and essential roadways.



Toronto Gardiner Expressway (Photo by John G. Smith)

“We estimate the Ontario trucking industry pays over \$1.2 billion a year in combined provincial diesel fuel taxes and driver/vehicle registration fees to the provincial government’s coffers,” said Stephen Laskowski, OTA president. “Additionally, the industry adds about a billion dollars a year nationally to the federal government’s general revenues through the federal excise tax on diesel, with a

significant share of that generated by Ontario’s carriers.”

“Governments at all levels need to understand that the road users’ capacity to keep paying more in taxes and fees is reaching a critical point,” he added.

The Private Motor Council of Canada (PMTC) echoed the concerns. “Road tolls, if they are to be used, should only be used to fund new infrastructure. Today’s announcement flies in the face of that,” said president Mike Millian. Vehicle registration fees in Ontario can be more than \$4,000 per vehicle if licensed to the maximum allowable weights, and have increased more than 70% in

recent years, the group notes. To compound matters, the province’s new carbon tax is expected to add about five cents to the cost of a liter of diesel beginning January 1.

Tory, however, remains focused on the price per trip. “Tolls are paid in cities around the world, in places many of us have visited,” he said when announcing the plan. “On the Gardiner and the Don Valley Parkway, these tolls would be paid by those who drive in and out of our city as well as local 416 residents – sharing the burden among everyone who uses these City of Toronto-owned and financed roads.” (The “416” refers to an area code exclusive to Toronto.) Tolls have been known to reduce congestion and encourage use of public transit, he stressed.

It isn’t the only available funding option. *Congestion Costs, Road Capacity and Implications for Policymakers* – a report released just a week earlier from the Conference Board of Canada, and commissioned by CAA South Central Ontario – suggested several other strategies to tackle congestion.

“Too often the discussion around congestion starts and stops with ‘road pricing’, with a lack of transparency on the

objectives and how those expected to pay actually benefit. And this does little in tackling the frustration of getting around,” said Teresa Di Felice, director of government and community relations at CAA South Central Ontario. “Road pricing as congestion-reduction is a last resort. Congestion reduction requires focus and clarity and a strategy with clear measurements.”

The report identifies possible “intelligent” traffic management measures such as freeway ramp metering, reversible lanes, and variable speed limits. Demand management measures offer other options in the form of restricted truck traffic or speeds at specific times of day, parking controls, and support for ride sharing.

As for funding from other levels of government? Toronto had asked for \$820 million from P3 Canada and the new federal Building Canada Fund, but the OTA reports the city was informed that the Gardiner Expressway Strategic Rehabilitation Plan Business Case would not be reviewed in time for funding in 2016. The association also said that the province has not indicated any readiness to

That’s what he said

Excerpts from Toronto Mayor **John Tory’s** speech to the Toronto Region Board of Trade, where he made his case for tolls.



“For decades now, we have been under-investing in almost everything, and those under investments are having an impact on our residents and our city. We all see it. We all feel it. It’s hard to get around. Congestion and commute times are choking our roads and our productivity.”

“A road toll on the DVP and Gardiner Expressway of just \$2 would raise the City of Toronto more than \$200 million every year. To achieve an equivalent amount from property taxpayers would involve an increase somewhere between 5 to 10%.”

“A parking levy would mean that we charge property owners for every parking spot they offer ... It would place an unfair burden on those property owners, while other kinds of commercial entities wouldn’t pay their share.”

“We cannot keep squeezing services for a growing population from our property tax base alone. And we cannot cut vital services that mean so much to people.”

“These tolls would be paid by those who drive in and out of our city, as well as by our local 416 residents, sharing the burden among everyone who uses these city-owned and financed roads.”

fund the project, citing 2014 and 2015 priorities to invest \$15 billion over 10 years into regional transit.

“The Gardiner Expressway would seem to be a ‘poster child’ project for public-private partnerships,” Laskowski said, calling for a review of the Gardiner plan in 2017, with the hope that P3 Canada financing and provincial support could help avoid tolls.

In a recent survey, his group’s members also opposed paying tolls or fees

to reconstruct the Gardiner or DVP. They were more inclined to see the province’s High Occupancy Toll lanes extended on provincial expressways.

“While we are not thrilled with tolls in HOT [High Occupancy Toll] lanes, our membership can live with them if newly built infrastructure. That way, we’d still have the option of using existing infrastructure at no extra charge,” Millian said of PMTC.

“OTA has long recognized that for new road infrastruc-

ture projects to materialize, the industry may have to examine and be willing to accept alternative financing mechanisms to achieve the benefits of new bridges and roadways,” Laskowski added. “The Gardiner and DVP are not new. Their current state of disrepair and the lack of public funds to finance them is symbolic of how we as a nation have failed to implement and budget for future infrastructure requirements, which support every aspect of our economy.”



"There are varying degrees of knowledge around the market," says Barnaby Ngai, category portfolio manager. (Photo by John G. Smith)

New Oil, New Choices

Split oil category means different choices for new and existing engines

By John G. Smith

It's a long journey to the top of the CN Tower. There are 1,776 steps for those who want to climb it; the glass-floored elevators are the world's highest. The Toronto landmark even represented a final stop in the long journey toward a new engine oil category that officially took effect December 1 – introducing a significant choice for buyers.

Just a day earlier, Petro-Canada used the setting to unveil formulas that meet CK4 and FA4 standards, which will play a key role in helping the next generation of engines meet tighter Greenhouse Gas

limits. The only way to meet the coming emissions standards is to burn less fuel, and that's where low-viscosity FA4 oils come into play, supporting 2017 engines and beyond. Meanwhile, their CK4 counterparts are backwards compatible, although engine makers will decide just how old the engines which use them can be.

While several companies have announced their related product lines in recent months, they couldn't carry the official labels and new API "donuts" until December.

Tony Weatherill, global marketing director – Petro-Canada Lubricants, described the shift as the biggest change oil suppliers have faced in a decade.

The CJ4 oils that are being replaced have been used for almost 10 years, which is rare for an oil category. Most last about five years. This is also the first time there's been a split category, with two separate versions.

"It requires fleets to be that much more knowledgeable than in the past," said Barnaby Ngai, category portfolio manager. "There are varying degrees of knowledge around the market."

An FA4 oil promises up to a 2% boost in fuel economy when compared to a conventional SAE 15W40, and 1% when compared to a 10W30. But results will vary. Other factors such as equipment condition, weather and maintenance

practices can all affect the final result.

Topping up an older engine with a bit of FA4 oil won't be the end of the world, assured Brian Humphrey, OEM technical liaison – heavy duty driveline. “If it's only for a week, a couple of days, probably nothing will happen.” Things become trickier with a full oil change. That's when oil pressure lights might begin to glow. “Are you really going to kill the engine immediately? No,” he said. Detroit Diesel will even allow the FA4 formulas in 2010 Model Year engines and newer.

Of course, improvements to the updated oils are not limited to fuel economy alone.

“The new oils can do what the old oils did – and then some,” stressed John Pettingill, product specialist.

Shear stability improves, meaning formulas can more effectively retain oil grades on the label. Aeration control, particularly important in off-road equipment, limits the pockets of air that have no lubricating properties. The formulas also better resist oxidation, needed to offset rising engine operating temperatures that would otherwise thicken oil.

“There's really no need to improve soot control. Soot has had its time where it probably has reached close to maximum levels and now it's more or less on a downward trend,” Pettingill added, referring to the challenge that was introduced with earlier versions of Exhaust Gas Recirculation [EGR] systems. Newer equipment is leaning less on EGR and more on Selective Catalytic Reduction [SCR] equipment that uses Diesel Exhaust Fluid.

The improvements to specific formulas can be dramatic. Petro-Canada says its Duron Next

Generation betters the now-replaced Duron E in several ways. Protection against tappet wear reportedly improves 41%, soot handling by 12%, neutralizing acids by 19%, shear stability by 33%, and cold-temperature start-ups at -20 Celsius by 6%. Cam lobe wear, measured by the Cummins ISB test, is said to be bettered by 51%, while engine protection measured in a Mack T12 test is 15% better.

“The new oils can do what the old oils did – and then some.”

— **John Pettingill,**
product specialist



Petro-Canada has seen oil drains pushed out as far as 70,000 kilometers in equipment loaded to 140,000-pound Gross Vehicle Weights.

The FA4 oils better protect against pin wear by 45%, sliding wear by 42%, and cam lobe wear by 37%.

The new oils are thinner than the formulas that came before them, but also stronger. With proper filtration, that could mean extended drain intervals.

Petro-Canada has seen results pushed out as far as 70,000 kilometers in equipment loaded to 140,000-pound Gross Vehicle Weights. “The capability is always there [for extended drain] but you do want to make sure you keep your units in compliance with what your OEM tells you,” Pettingill said.

Petro-Canada itself offers three levels of CK4 oils in the form of Duron HP (High Performance), SHP (Super High Performance), and UHP (Ultra High Performance), the latter of which also includes a 5W40 for off-road applications. The FA4 comes in gold jugs of Duron Advanced. But the Duron E product family has been officially replaced across the board.

Expect the oils to come at higher pricepoints than their predecessors, though. Weatherill referred to the testing of the new category as a “significant investment”. Marketers, he said, will want to see a related return.

The entire shift could spell trouble for smaller oil marketers, given the stringent testing requirements, Petro-Canada officials add.

For its part, Petro-Canada Lubricants is expected to leave the Suncor family. HollyFrontier is just awaiting regulatory approval to finalize its purchase for US \$1.13 billion. That purchase would give the U.S. refiner a portfolio of 350 Petro-Canada lubricants sold in North America, Europe, Russia, Latin America and China. While Canada is firmly referenced in the name, about 70% of Petro-Canada formulas are already exported.

The purchase is expected to be approved in early 2017, and maybe as early as January, said Eric Attias, director – marketing and research and development. “They're keen on growing and doubling the size of their business.” **TT**



Bob and Joe Wilhelm of Ulch Transport are supporting employees like driver Luke Lapierre (center), who want to embrace healthy lifestyles. (Photo by John G. Smith)

Fit to Drive

Ulch Transport has lost employees to heart attacks and obesity. Now it's taking action.

By John G. Smith

Ulch Transport dispatcher Paul Podsadecki was miserable in every sense of the word. He was on a steady dose of Tylenol and antacids to dull the recurring headaches and heartburn. Sleep was fitful when it came at all, and his mood was sour. Fellow employees began to avoid him, and he was officially reprimanded for being too irritable on the job.

Then his new family doctor told him he was going to die if things didn't change. And soon.

"It was a kick in the butt," Podsadecki admits, referring to his checkup in the winter of 2014. But the scale didn't lie. He weighed in at 330 pounds. "I didn't think I was that big," he says. "I was embarrassed."

The news spurred him to action. A

basic exercise regime came first, then meetings with a nutrition coach who helped bring an end to the two-liter-a-day intake of Diet Coke. Each step in his personal journey was counted by a new Fitbit – one of the watch-like devices that can monitor physical activity. The steps added up to miles. He began lifting weights. Coworkers saw his mood improve.

It isn't the only thing they noticed. Today he weighs in at 237 pounds. A solid 237.

"He's happier. He's easier to get along with," says fleet vice president Joe Wilhelm. The dispatcher has even become an inspiration.

Ulch Transport points to Podsadecki and driver Luke Lapierre – who has shed more than 100 pounds of his own – as the reasons why it is introducing a company-wide wellness program. Each of its 55 employees were given a FitBit in late November, along with support from a nutrition coach. Trip plans will soon include information about places where drivers can find healthy food options and safe places to exercise.

The fleet owners just don't want to lose anyone else.

Heart disease has clearly touched the operation in St. Marys, Ontario. Two decades ago, one of its employees died on the night of the company Christmas Party. Five years later, another driver had a fatal heart attack while waiting for his truck to be unloaded. In the last three years alone it can count two other fatal heart attacks, and two survivors including one who needed a triple bypass.

"It really hit me that we need to do something," says Wilhelm, an admitted fitness enthusiast. "We're letting them get sick and die on us." Sure, the company has offered an extensive benefits program for several years, but that cared for people *after* they became ill.

The health challenge is not unique to Ulch Transport, of course. A 2014 study by the U.S. Centers for Disease Control and Prevention concluded that seven

in 10 long-haul truck drivers are obese, double the share of the U.S. workforce in general. They are twice as likely to smoke, too. About 61% recorded two or more risk factors including hypertension, obesity, smoking, high cholesterol, no physical activity, or six or fewer hours of sleep per day. Ontario's Institute for Work and Health found in 2012 that 53% of its surveyed southern Ontario drivers were overweight, and almost a third were physically inactive.

"Sitting," Wilhelm says, "is the new smoking."

The off-duty hours demanded under Hours of Service rules introduce the time needed to make a difference, he insists. Why do they need to be spent sitting in a bunk and watching a movie? "Go for a walk. Go for a jog. Go for a bike ride."

Ulch has certainly seen the difference that the latter activity can make. Lapierre has made cycling his exercise of choice after struggling to keep up with his daughter on a short bike ride. Now his trips are measured in miles and hours; unwanted sugar has been eliminated from his diet. His weight has dropped to 213 pounds from the 336 pounds recorded in May 2015. The kids can't keep up with him these days.

Lapierre now loads his bike into the truck before every trip. Shippers have come to recognize the notes that he posts in the truck window if he's left for a ride. When there isn't enough time for cycling, he still asks shunt drivers if he can walk around a yard or warehouse. And he uses his own Fitbit to compare step counts with Podsadecki.

Wilhelm recently saw him climbing up and down cab steps while parked at the fuel island, just because he was off pace.

Now everyone is being asked to join in.

This January, coworkers will be challenged to "Beat the Boss", comparing their step counts in a friendly race for \$50 gift cards. They'll have the chance to better personal benchmarks throughout the spring. "We're trying to turn the culture," says Wilhelm.

It won't be easy. Making life changes never is. Ulch Transport introduced a smoking cessation program in the 1990s, but that failed because it was too hard to monitor, Wilhelm says. There was no way to know if someone is grabbing a cigarette when away from the fleet yard. But the Fitbit can keep count of motion. The friendly competition, and a few inspirational stories, should help. Lapierre continues to share his stories on a social media feed, too, with a blog that he has bluntly titled *Fat Truck Driver*.

"I think it's phenomenal. They're taking the lead on something that needs to be done," says nutrition coach and conditioning specialist Mark Regan, who has worked with Olympians and professional athletes alike. This is the first time he's had the chance to work with an entire workplace. "Any time they can get out of the truck and move around, I'm all for it. Even in 15-minute segments. An hour of exercise a day is the goal."

The change in diet is the foundation on which any real change will be made, he adds, referring to Podsadecki and Lapierre as prime examples. Both have shed unwanted sugar from their diets.

There's no small irony that the fleet specializes in agricultural commodities like tankers of that very sugar, either. "Cucumbers, too," Wilhelm says, rattling off a list of other healthy goods carried on company trailers.

He just wants drivers to take a close look at which of the products they use themselves.

That will help to ensure they're fit to drive for many years to come. **TT**



Ulch Transport dispatcher Paul Podsadecki now weighs 237 pounds, down from 330.

LCVs in Harmony

Eastern provinces harmonize Long Combination Vehicle (LCV) rules

Ontario, Quebec, New Brunswick and Nova Scotia have found common ground on Long Combination Vehicles (LCVs), harmonizing related rules under a new Memorandum of Understanding (MOU).

Coupling a pair of 53-foot trailers behind a single tractor can reduce fuel consumption and Greenhouse Gas emissions by about one-third when compared to a pair of tractor-trailers, according to the Ontario Ministry of Transportation. The configurations also enhance productivity for fleets that tend to cube out before reaching maximum Gross Vehicle Weights. The Canada Safety Council observes that LCVs are involved in at least 40% fewer collisions than typical tractor-trailers, too.

The option isn't for everyone. Carriers that want to use the equipment in Eastern Canada need at least five years of operating experience, require a satisfactory safety rating, and must carry a minimum of \$5 million liability insurance. Drivers, meanwhile, need a minimum of five years' experience with tractor-semitrailers, and have to complete an approved Long Combination Vehicle training course. They cannot have Criminal Code convictions in the prior 36 months, more than two moving violations in the prior 12 months, or more than three moving violations in the prior 36 months. The harmonized requirements also recognize the T endorsements available on Quebec licences to drive vehicles more than 25 meters long.

Western Canada has taken a different approach, with a separate MOU covering British Columbia, Alberta, Saskatchewan and Manitoba. There, participating drivers need a minimum of 24 months or 150,000 kilometers of experience with articulated vehicles, and need to pass a Professional Driver Improvement Course within the past 48 months. Limits on Criminal Code convictions and moving violations, as well as the need to pass an LCV course, are the same under both MOUs.

Maximum speeds under the newly harmonized eastern rules are set at 90 kilometers per hour – 10 kilometers an hour less than in Western Canada. And eastern vehicles can't be operated when visibility is less than 500 meters.

The western rules also outline operating procedures in adverse weather. On a snow-covered highway or icy lanes, for example, LCVs can't pass another vehicle unless it is moving less than 70 kilometers per hour.



Long Combination Vehicles are identified with yellow and black signs at the rear of the second semitrailer.

Long Combination Vehicles are identified with yellow and black signs at the rear of the second semitrailer. Other equipment requirements under the newly harmonized rules for eastern provinces, include:

- Speed recording devices which retain data for at least 90 days.
- Electronic Stability Controls. The lead semitrailer must not have a functioning independent Roll Stability System unless it can also automatically apply the brakes on the dolly and second semitrailer.
- Engines offering at least 460 horsepower and 1,650 lb-ft of torque.
- Air compressors that can deliver 465 liters per minute, and air dryers that can keep moisture from accumulating in semitrailer brakes.
- A no-slack, snubber-type pintle hook with a secondary locking device

on the lead semitrailer in A-train combinations.

- Semitrailers retrofitted for towing must have brake timing certified as meeting Canada Motor Vehicle Safety Standard (CMVSS) 121.
- Anti-sail mudflaps at least as wide as the tire treads, within 350 millimeters of the ground when the vehicle is empty. They must also have anti-sail brackets or plates, or be rigidly designed to keep them from floating rearward at highway speeds.
- Converter dollies with functioning tail, brake and turn signal lights, as well as two red reflectors.
- Converter dolly brakes must include an air supply line pressure protection valve, and a control line pilot (speed-up) valve.

The western differences touch on equipment as well. From Manitoba to British Columbia, engines must offer at least one horsepower for every 160 kilograms. Compressors have less than two minutes to raise air pressure from 50 to 90 psi when an engine is idling at 1,250 rpm and the tractor is uncoupled; less than four minutes when the trailers are hooked up and the air system is energized. Tractors operating under that MOU must also come with at least two 2,500-cubic-inch air reservoirs.

Since Ontario introduced its LCV program in August 2009, participating carriers have completed more than 220,000 trips, covering 70 million kilometers.

Said Ontario Transport Minister Steven Del Duca: "This agreement will help our economy, reduce congestion and fuel consumption, and lower GHG emissions – all while improving road safety." **TT**



Industry lines up for space in NACV Show

It's still nine months away, but the North American Commercial Vehicle (NACV) Show has already booked 70% of the space available on the show floor.

Produced jointly by Hannover Fairs USA and Newcom Media USA, the biennial show opens its doors on September 25 to guests who are specifically invited by exhibitors, while the exhibits are open to everyone from September 26 to 28.

"Listening to our show committee, we backed everything up a day for a more fluid schedule, giving exhibitors a full day with their invited guests," explained Joe Glionna, president of Newcom, which also publishes *Today's Trucking*. "The event will still run over four action-packed days. We are excited about offering our exhibitors the chance to conduct intensive one-on-one meetings with some of their key customers on Monday before the show opens to all attendees."

Manufacturers including Daimler Trucks North America, Navistar, Volvo Trucks and Mack Trucks, trailer manufacturers Great Dane, Utility, Hyundai and Manac have all booked exhibition space. Bendix Commercial Vehicle Systems, Continental, Meritor, Eaton, Tenneco, Hendrickson, SAF Holland and Dana are among the component suppliers to have a presence.

"The inaugural show is off to a very promising start," said Larry Turner, president and Chief Executive Officer of Hannover Fairs USA. "We expect to fully book all of the exhibition space by early 2017 as the North American commercial vehicle industry has responded favorably to this dynamic new event and how we have positioned it to meet the industry's evolving needs."

Show organizers are also offering a wide range of hotel options within

walking distance of the Georgia World Congress Center venue. Blocks of rooms can be booked for \$150 to \$250 per night at <https://aws.passkey.com/event/15673152/owner/2698962/home>.

For a complete list of exhibitors, visit www.nacvshow.com. More information is available by contacting Ethan Carter, Hannover Fairs USA sales director, at ecarter@hfusa.com.

Hyndman finds more space in Ayr

Hyndman Transport, a subsidiary of Celadon Group, is settling into a new terminal in Ayr, Ontario.

Located at 2616 Cedar Creek Road, just off highways 401 and 97 at Exit 268, the facility features a new driver lounge, dorm rooms, and an expanded maintenance



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facility with wash bay and loading dock. The site will also serve as a base of operations for recruiting and orientation, and includes administration space as well.

The truckload carrier closed its Kitchener, Ontario terminal, transferring drivers and staff to the new site.

"We wanted to offer our drivers additional resources housed in a facility that's second to none," said Mike

Campbell, Hyndman president. "The new Ayr terminal not only allows us to provide more services to our drivers than ever before, it also provides drivers with a very convenient location."

Hyndman has been in business for more than 75 years and now has terminals in Levis, Quebec; Winnipeg, Manitoba; and Ayr, Ontario. The head office is based in Wroxeter, Ontario.

TransForce transforms name to TFI International

Canada's largest for-hire carrier was expected to change its corporate name from TransForce to TFI International – complete with a TFII stock symbol – as this edition went to press.

"This change in our corporate identity is in line with the company's growing operations and footprint in the U.S. where we currently generate approximately 50% of our revenue," said Alain Bédard, chairman, president and Chief Executive Officer.

Shareholders were meeting on the plan on December 23.

A wholly owned subsidiary of TransForce acquired the North American truckload operation of XPO Logistics in October, now operating that as CFI.

Manitoba association weighing scale options

The Manitoba Trucking Association is looking to form a new working group that will explore how a weigh scale bypass program could be launched in the keystone province.

The goal is to collect information and assess available options for a scale bypass strategy.

E-screening uses Intelligent Transportation Systems (ITS) to allow carriers with approved safety records to bypass highway inspection stations. This saves time, fuel costs and Greenhouse Gas emissions, while speeding up the flow of freight and allowing governments to refocus enforcement resources.

The working group had its first meeting on November 30, and will examine options from other provinces such as British Columbia's Weigh2GoBC program and Alberta's Partners in Compliance (PIC) program.

Through the Policy Development Committee of the Canadian Trucking Alliance (CTA), the Manitoba Trucking Association has already solicited other industry associations to participate in potential regional or national e-screening initiatives.



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Ice Road Truckers, the future is high

Quest Rare Minerals and Straightline Aviation have announced that by 2020 they will ship ore concentrate, supplies and personnel using helium-filled hybrid airships from Lockheed Martin.

A fleet of seven airships will link Quest's Strange Lake mine site in northern Québec to Schefferville, which has a direct rail link to the port of Sept-Îles. Both the U.S. Federal Aviation Administration (FAA) and Transport Canada have agreed on the newly developed Hybrid Airship certification criteria for such operations.

The LMH-1 airships will transport personnel, critical supplies and more than 200,000 tons of rare-earth ore per year to Quest's Bécancour refining facilities. One airship can carry up to 20,000 pounds of freight and 19 passengers.

The helium-filled airships can land on virtually any surface, including snow,



ice, gravel and even water, with no runways or other expensive infrastructure required. Helium provides 80% of the lift, while the remainder comes from the aerodynamic shape and four thrust vectoring engines. The airship also features a hovercraft-like Air Cushion Landing System that facilitates taxiing and holds the craft firmly on the ground.

Trucking in Trump's U.S.

Long term, US President-elect Donald Trump could try to rework regulations that affect the trucking business, but only time will tell, says Jonathan

Starks, Chief Operating Officer of FTR Transportation analysts.

Explains Starks: "The presidential election results have created some uncertainty in the market, mainly due to the lack of political and legislative experience from President-elect Trump. There are certainly several areas where the new administration could make an impact on the marketplace – with regulations being the chief area of presidential power in that regard.

"We will learn more in the upcoming weeks and months as the administration's team is finalized and the legislative and regulatory agenda is cemented. I wouldn't look for any significant impacts to the U.S. economy until relatively late in 2017. The U.S. economy should continue to grow and trucking will grow slowly with it," he said.

In the meantime, his company's Trucking Conditions Index suggests that fleets operating in the U.S. can expect tightening capacity and higher rates in 2017.

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The Autonomous Top 10

Research paper identifies benefits of autonomous trucks

Autonomous trucks roll ever closer to reality, and the American Transportation Research Institute (ATRI) has released a 40-page research paper identifying 10 leading benefits of the underlying technology. They include:

Hours of Service: Allows for driver rest and productivity to occur simultaneously.

Compliance, Safety, Accountability scores: Will decrease raw scores, although percentile scores will need to change.

Driver shortage: Driving will be more attractive with higher productivity, less time away from home, and additional logistics tasks. Fewer drivers may be needed, too.

Driver retention: Companies with autonomous technology may attract and retain drivers.

Truck parking: If "productive rest" is taken in the cab during operations, less time will be required away from home at truck parking facilities, and fewer facilities will be needed.

Electronic Logging Device mandate: Modifications will be necessary depending on level of autonomy.

Driver health and wellness: Driving could be less sedentary, reducing injuries.

The economy: Carriers that use autonomous trucks may see productivity and cost benefits.



Infrastructure congestion and funding:

Urban congestion could be eased through widespread use of autonomous vehicles including cars.

Driver distraction: Driver distraction will not be an issue when vehicles are in an autonomous mode.

Suncor will have a first-hand look at such benefits, at least in an off-highway setting. It recently announced a one-year pilot project to test six 400-tonne autonomous-ready Komatsu trucks in an isolated section of northern Alberta's Oil Sands.

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HERE ARE A FEW EXAMPLES OF TWEETS FROM AROUND THE INDUSTRY THIS MONTH

Daily Planet

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Truck driver by trade, Frank, built the world's heaviest bicycle – weighing over one ton! #ExtremeMachines

1 TON



Today's Trucking
@todaystrucking

Live cameras at Blue Water Bridge, where 47 workers are on strike.

Trucking HR Canada

@truckingHR

Let's be sure not to fool people with regards to the skills required of #truckdrivers. Write proper job descriptions! bit.ly/2fCqLvY



The MELT Program

Starting July 1, 2017, potential Class A licence applicants in Ontario must complete an approved Mandatory Entry Level Training course prior to taking their Class A road tests. This new standard in driver education is a step forward in regards to risk management within the trucking industry.

Angelique Magi, vice president transportation and strategic initiatives at The Guarantee, provides a brief overview of the new MELT program and how it established a win-win situation for the public and the insurance industry.



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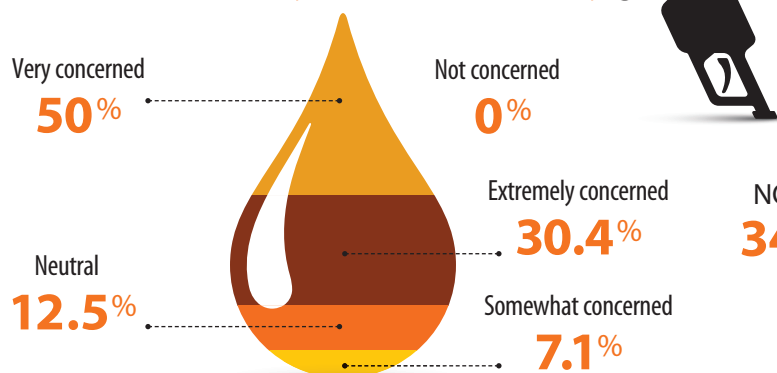
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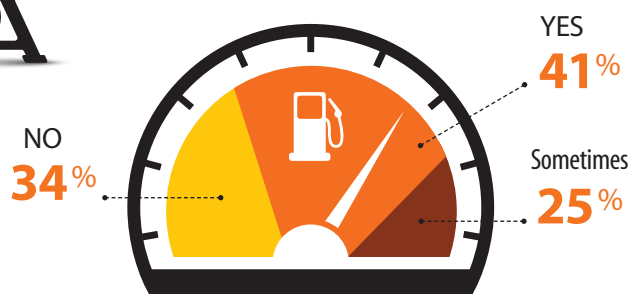
Fuel Economy

No matter how low the price of diesel drops, there will always be a direct link between profits and the amount of fuel being burned. The less fuel you consume, the healthier your bottom line will be. Several strategies and equipment spec's are making a difference in fuel economy. This month, Today's Trucking Pulse surveys take a closer look at the way you view and tackle the issue.

How concerned are you about fuel economy?



Does your concern about fuel economy vary with the price at the pumps?

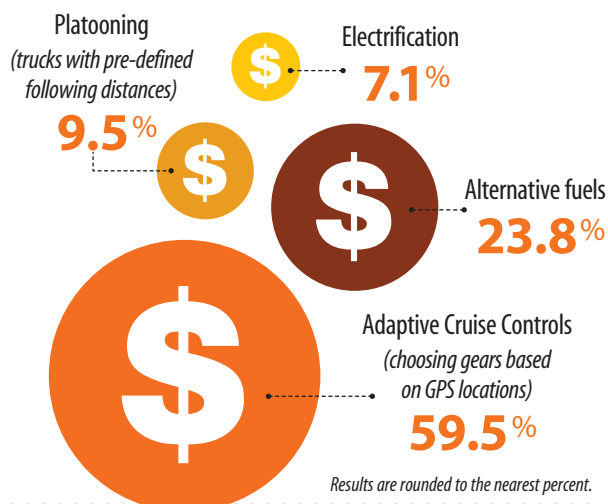


What equipment features and spec's does your company currently use to enhance fuel economy?

- 70.4 % Supplemental heaters (i.e. bunk heaters)
- 55.6 % Lightweight components (i.e. aluminum wheels)
- 53.7 % Synthetic axle lubricants
- 40.7 % Cab extenders
- 33 % Full-height roof fairings
- 33 % Engine size
- 31.5 % Automated Manual Transmissions
- 29.6 % Low Rolling Resistance tires
- 29.6 % Low-viscosity engine oil
- 25.9 % Tire Pressure Monitoring/Inflation Systems
- 20.4 % Trailer skirts
- 16.7 % Wide-base tires
- 11 % Upgraded insulation
- 7.4 % Downsizing (i.e. rear axle less than 2.7:1)
- 7.4 % Boat tails

"We maintain speed at 60 mph on highway."

Several emerging technologies promise to improve fuel economy. Which of the following technologies would your business consider first?



Results are rounded to the nearest percent.

Next month:
**INFRASTRUCTURE
FUNDING**

Today's Trucking Pulse surveys are conducted once per month, covering a variety of industry issues. To share your voice in future surveys, email john@newcom.ca.

Kenworth to pre-certify trucks

Kenworth has unveiled a new Certified Pre-Owned Program, offering qualifying Class 8 trucks through Kenworth dealers and PACCAR Financial Used Truck Centers in the U.S. and Canada. The program was unveiled during the Used Truck Association's recent annual convention and will officially launch this month.

The qualifying late-model trucks will come standard with engine and aftertreatment warranty coverage, and must pass a 150-point inspection including the engine, aftertreatment, interior, exterior, chassis, electronics, safety devices, and a road test. Each must be certified by a Kenworth dealer technician, have a cleaned Diesel Particulate Filter, and receive an oil and filter change.

A database of available units will be available at www.kenworth.com, complete with vehicle spec's, photos, and dealer locations.

"Truck buyers will receive a high level of confidence when buying pre-owned Kenworths that have undergone thorough inspections and are certified according to Kenworth's high standards," said Kurt Swihart, marketing director.

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Canada – October 2016

CLASS 5	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	2	97	0	2
Mitsubishi Fuso	0	10	0	0
Dodge/Ram	137	1,751	33	32
Ford	144	1,988	34	37
GM	0	0	0	0
Hino	94	1,001	22	18
International	4	45	1	1
Isuzu	38	535	9	10
Kenworth	1	1	0	0
Peterbilt	0	0	0	0
Total	420	5,428	100	100
CLASS 6	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	10	201	14	22
Ford	4	55	5	6
Hino	37	439	50	48
International	21	154	28	17
Kenworth	0	2	0	0
Peterbilt	2	69	3	8
Total	74	920	100	100
CLASS 7	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	41	565	13	15
Ford	6	86	2	2
Hino	58	715	19	19
International	156	1,869	51	49
Kenworth	35	341	11	9
Peterbilt	11	255	4	7
Total	307	3,831	100	100
CLASS 8	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	525	6,410	26.53	33.34
Western Star	146	1,989	7.38	10.34
International	409	2,534	20.67	13.18
Kenworth	296	2,554	14.96	13.28
Peterbilt	239	1,961	12.08	10.2
Mack	119	1,457	6.01	7.58
Volvo Truck	245	2,322	12.38	12.08
Other	0	0	0	0
Total	1,979	19,227	100	100

U.S. – October 2016

CLASS 5	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	130	2,201	2.29	3.7
Mitsubishi Fuso	1	56	0.02	0.09
Dodge/Ram	1,399	13,325	24.69	22.37
Ford	3,395	37,195	59.92	62.45
GM	10	10	0.18	0.02
Hino	200	1,595	3.53	2.68
International	45	644	0.79	1.08
Isuzu	483	4,502	8.52	7.56
Kenworth	2	28	0.04	0.05
Peterbilt	1	8	0.02	0.01
Total	5,666	59,564	100	100
CLASS 6	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	1,475	15,820	32.14	30.97
Ford	1,696	17,291	36.96	33.85
Hino	504	5,738	10.98	11.23
International	689	10,343	15.01	20.25
Kenworth	199	1,731	4.34	3.39
Peterbilt	26	155	0.57	0.3
Total	4,589	51,078	100	100
CLASS 7	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	2,447	24,233	48.48	47.56
Ford	135	2,277	2.67	4.47
Hino	117	1,295	2.32	2.54
International	1,341	14,369	26.57	28.2
Kenworth	480	3,905	9.51	7.66
Peterbilt	527	4,873	10.44	9.56
Total	5,047	50,952	100	100
CLASS 8	SALES		MARKET SHARES	
	Oct.	YTD	Oct. %	YTD %
Freightliner	4,371	62,600	32.1	38.38
Western Star	323	4,025	2.37	2.47
International	2,188	18,685	16.07	11.46
Kenworth	2,108	24,430	15.48	14.98
Peterbilt	2,069	22,349	15.19	13.7
Mack	1,142	14,154	8.39	8.68
Volvo Truck	1,414	16,738	10.38	10.26
Other	3	110	0.02	0.07
Total	13,618	163,091	100	100

StatPack

US \$54 MILLION IN DAMAGES



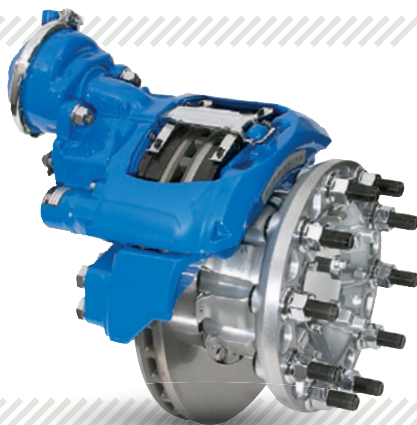
A jury has awarded more than 800 Walmart drivers US \$54 million (more than Cdn \$72 million) in damages, stating that the company “intentionally failed” to pay drivers a minimum wage between October 2005 and October 2015. Attorneys for the drivers said additional penalties could push the amount to \$150 million. That will be determined by a judge at a later date. The compensation surrounds time spent during layovers, and while inspecting and washing trucks.

\$50,000 x 2 DONATION

Gore Bay, Ontario’s Manitoulin Transport has donated \$50,000 to the NEO Kids Foundation – northeast Ontario’s hub for specialized children’s care. And the funds were doubled by an anonymous community donor who matched every dollar received in November. “We have many people working in our terminals across north-eastern Ontario with young families or grandchildren,” said Jeff Smith, CEO of the Manitoulin Group of Companies. “At Manitoulin, we are proud to support something that will benefit the communities of northeastern Ontario.

16% AIR DISC BRAKES

More than 16% of Class 6-to-8 trucks across North America are now running air disc brakes, with the market growing 50% since 2013, Bendix reports. About 85% of those brakes are Bendix ADB22X models, with 1.5 million of the models being produced so far.



13.2% OUT OF SERVICE DURING BRAKE SAFETY WEEK

Brake Safety Week is widely promoted, but 13.2% of vehicles pulled over for inspections during the annual event were placed Out of Service because of brake violations. Another 14.8% were cited for non-brake-related problems. The Commercial Vehicle Safety Alliance (CVSA) conducted 18,385 inspections across North America from September 11-17. The checks analyzed brake system components to identify loose or missing parts; air or hydraulic leaks; cracked, damaged or worn linings, pads, drums or rotors; and other faulty brake system parts including ABS malfunction indicator lamps.

11.6% SHARE

Shell Lubricants led the global market share for lubricants in 2015, holding 11.6% of the business, according to Kline and Company’s *Global Lubricants Industry: Market Analysis and Assessment 2016*. The analysts estimate that Shell sold between 4,400 and 4,600 kilotonnes of finished lubricants. Of that, 30% is for the commercial automotive sector. In Canada, Shell is the leading international oil seller, with 13% of the market. In the commercial vehicle sector, Shell leads with a 20% market share in Canada and 18% in the United States, Kline and Company says.

36 RACES

With the 2016 NASCAR Sprint Cup Series season having taken the checkered flag, Mack Trucks has reached the finish line in its first full season as the Official Hauler of NASCAR. While the Sprint Cup drivers experienced plenty of ups and downs during the grueling season, NASCAR’s hauler drivers cruised comfortably in their 10 custom-designed Mack Pinnacle trucks. Each traveled up to 95,000 kilometers during the 36-race, 10-month season, hauling race equipment and technology between stops.



Heard on the Street



David Bradley
(second from right)
and family.

Bradley surprised with service award

The **Ontario Trucking Association** (OTA) honored leading drivers and its Chief Executive Officer during an emotional presentation at the group's annual convention. A tearful **Bradley**, who retires from his executive role at the end of 2017, was clearly shocked when presented the annual OTA/Shaw Tracking Service to Industry Award. "I picked this year's winner and it wasn't supposed to be me," Bradley said with a laugh, after an emotional video retrospective. Family members and past chairmen representing several decades of association work joined him on stage in the surprise tribute. "I tell people that I work for the world's biggest bike gang in the best-possible sense," he added.

Rosenau presidency shifts to Ken

Carl Rosenau retired from the fleet that bears his name at the end of 2016, when **Ken Rosenau** became the new president of **Rosenau Transport**. The incoming president is currently the director of operations, but grew up around the business in roles ranging from the dock to the office, serving as an account manager and terminal manager. He also worked from 1999 to 2007 at USF Reddaway. "It was a good way for me to spend a lot of time with my dad growing up," Ken says of his time at what has become one of Western Canada's largest regional fleets. "I'm nervous. I'm excited. They're big shoes to fill."



Carl Rosenau

Volvo picks up International executive

John Bowen has been named fleet sales manager at **Volvo Trucks Canada**. He leaves the role of fleet sales director at Navistar Canada, where he had moved up through the ranks as manager – new truck sales, manager – sales operations, and manager – Canadian marketing. "We're excited about his experience and his industry knowledge," says Paul Kudla, Volvo Trucks North America's regional vice president for Canada. "John and I have known each other for 30 years, and I think for our younger group he's going to be a mentor."

Onfreight Logistics president leads OTA

Steve Ondejko has been named chairman of the **Ontario Trucking Association** for the 2016-18 term, replacing Tandet Group's Scott Tilley. The Onfreight Logistics president is a member of the Windsor-Essex Chamber of Commerce and a board member of Trucks for Change.

Parent replaces nephew as Alutrec chief

Michel Parent has been named president and CEO of **Alutrec**, a maker of aluminum trailers, with minority shareholders acquiring a majority stake in the company. He replaces his nephew, Julien Nadeau, in the role. Parent has played an active role in the company for the last few years, and already had an ownership interest, the company says. Daniel Frenette will serve as general manager. Alutrec has been in business since 1995, and produces Capacity aluminum flatbeds among other models.



Truck of the Month

And the Brandts play on

“So,” we asked **Bill Brandt**, one of three Brandt brothers currently in charge of **Paul Brandt Trucking** of Morris, Manitoba. “Do you have to know all the words to the song to land a job with you guys?”

“Yup. It’s the first question on the application,” he joked.

The song in question? *Convoy*, originally recorded by American advertising executive turned country singer Bill Fries. Using the stage name C.W. McCall, Fries produced the colossal crossover hit in 1976, and in doing so delivered the world of CB radios, convoys and long-distance trucking into living rooms across North America.

Fast forward to the mid-1990s. Paul Brandt the trucking entrepreneur attended the Morris, Manitoba rodeo, and who’s on stage but a young singer named Paul Brandt (no relation). Brandt the trucker introduces himself and offers to deliver the guitar player to the stage aboard one of his Western Stars. It was the start of a friendship.


In 2004, at his wife Liz’s urging, Brandt the younger re-released a version of *Convoy*. It, too, soared up the country charts. (Brandt would have been four when the

first rendition appeared.) Because of their friendship, he approached trucker Paul’s sons Kerry, Bill, and Tracey, who were by then running the company. He asked if he could use one of their rigs for the song’s video.

That summer, Kerry, his wife Barbara and their three kids hopped into a long-nose 2003 Peterbilt started up with the best paint job Brandt could muster and headed to the Canadian Forces Base at Wainwright, Alberta to film the video. (Paul Brandt Trucking has been in operation since 1971 and has been long known for beautifully appointed rigs.)

A dozen years later, they’re all still going strong.

“The original truck is now being driven by Emile Dupuis,” says Bill Brandt. He has been driving for Paul Brandt since 1994, doing pickup and deliveries, mostly in Manitoba, and boasts equipment in “better-than-new” condition.

“We take great pride in our equipment, and so do our drivers. We do get a lot of compliments at truck stops and our relationship with Paul Brandt the singer is a point of interest with many of our customers,” he said. 



THE SPEC'S

Truck: 2003 long-nose
Peterbilt 379

Engine:
500 hp Detroit Series 60

Transmission: 13-speed

Graphics: JJ Graphics

Do you have an unusual, antique, or long-service truck to be profiled?

Send your *Truck of the Month* ideas or photos to johnng@newcom.ca, or mail *Today's Trucking Magazine*, 451 Attwell Drive, Toronto, ON, M9W 5C4

Logbook2017

JANUARY

14-18

**NATIONAL PRIVATE TRUCK
COUNCIL'S PRIVATE FLEET
MANAGEMENT INSTITUTE**

Omni Jacksonville
Jacksonville, Florida
www.nptc.org

16-19

**NATIONAL BIODIESEL
CONFERENCE AND EXPO**

San Diego Convention Center
San Diego, California
www.biodieselconference.org

17-20

WORLD OF CONCRETE

Las Vegas Convention Center
Las Vegas, Nevada
www.worldofconcrete.com

23-26

HEAVY DUTY AFTERMARKET WEEK

The Mirage Hotel, Las Vegas, Nevada
www.hdaw.org

23-27

**COMMERCIAL VEHICLE SAFETY
ALLIANCE'S COHMED CONFERENCE**

Savannah Marriott Riverfront
Savannah, Georgia
www.cvsa.org

25-27

**SAE'S GOVERNMENT
INDUSTRY MEETING**

Walter E. Washington Convention Center
Washington, DC
www.sae.org

FEBRUARY

8-9

**CARGO LOGISTICS CANADA'S EXPO
AND CONFERENCE**

Vancouver Convention Centre
Vancouver, BC
www.cargologisticscanada.com

11-18

**TORONTO TRUCKING ASSOCIATION'S
ANNUAL CONVENTION**

Riu Palace Antillas
Aruba
www.torontotrucking.org

15-16

**TRUCK TRAINING SCHOOLS ASSOCIATION
OF ONTARIO'S STRIVING FOR
EXCELLENCE CONFERENCE**

Center for Health and Safety Innovation
Mississauga, Ontario
www.ttsao.com

27- March 2

**COLD CHAIN GDP AND TEMPERATURE
MANAGEMENT LOGISTICS SUMMIT**

Hyatt Regency Toronto
Toronto, Ontario
www.coldchainpharm.com

27- March 2

**TECHNOLOGY AND MAINTENANCE COUNCIL
ANNUAL MEETING AND TRANSPORTATION
TECHNOLOGY EXHIBITION**

Music City Center
Nashville, Tennessee
www.trucking.org

MARCH

2

WOMEN WITH DRIVE LEADERSHIP SUMMIT

Sheraton Toronto Airport Hotel
and Conference Center
Toronto, Ontario
www.truckinghr.com

14-16

GREEN TRUCK SUMMIT

Indiana Convention Center
Indianapolis, Indiana
www.ntea.com

14-17

THE WORK TRUCK SHOW

Indiana Convention Center
Indianapolis, Indiana
www.ntea.com

19-21

**INTERNATIONAL WAREHOUSE
LOGISTICS ASSOCIATION
CONVENTION AND EXPO**

Hyatt Regency Indian Wells Resort and Spa
Indian Wells, California
www.iwla.com

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The new Continental facility will be based on 1,000 acres near Clinton, Mississippi.



Continental executives recently hosted a sod-turning ceremony for the new US \$1.4 billion plant.

Plans Planted

Continental breaks ground on new facility

Continental is investing more than \$1.4 billion in a new truck tire manufacturing plant, and expects to begin construction as early as 2018 after clearing and preparing the 1,000-acre site over the next 18 months.

The facility will be located off Interstate 20 near Clinton, Mississippi, and will employ 2,500 people by the time it reaches full capacity in the next decade.

"Building this new facility in Mississippi is a critical part of our growth strategy for Continental Tire, known as Vision 2025," said Nikolai Setzer, member of Continental's executive board and head of Continental's global tire business worldwide. "This is the first new plant, globally, for the truck tire business in more than 10 years. We are convinced that the



state of Mississippi provides the best options for Continental to grow our tire business."

Continental looked at many prospective sites, including Mexico, before settling on Clinton.

Continental says its commercial vehicle tire business has consistently exceeded the market over the past five years, and the company expects the demand for truck and bus tires as well as retreads to surpass existing capacity.

Continental has already invested nearly US \$2.5 billion in the past decade on manufacturing, technology, facilities and product development in the Americas. Part of this investment has been the expansion of a tire plant in Mt. Vernon, Illinois and a new Sumter, South Carolina facility. 

Diesel Price Watch





CITY	Price cents per litre	(+/-) Previous Day	Excl. Taxes
WHITEHORSE	109.9	0.0	93.5
VANCOUVER *	117.6	0.2	74.4
VICTORIA	112.2	0.0	76.7
PRINCE GEORGE	109.0	0.7	77.2
KAMLOOPS	108.1	-0.1	76.3
KELOWNA	110.0	0.6	78.1
FORT ST. JOHN	112.9	0.0	80.9
ABBOTSFORD	105.5	0.0	73.8
YELLOWKNIFE	115.9	0.0	97.3
CALGARY *	97.9	-0.2	76.2
RED DEER	94.8	-0.1	73.3
EDMONTON	97.3	0.5	75.6
LETHBRIDGE	97.1	0.0	75.4
LOYDMINSTER	96.2	0.0	74.7
GRANDE PRAIRIE	96.0	0.0	74.4
REGINA *	98.6	0.0	74.9
SASKATOON	97.8	0.2	74.1
PRINCE ALBERT	97.1	1.1	73.5
MOOSE JAW	100.1	0.2	76.3
WINNIPEG *	101.0	-0.9	78.2
BRANDON	100.1	0.0	77.3
TORONTO *	102.0	-0.3	72.0
OTTAWA	101.3	-0.4	71.3
KINGSTON	100.8	-0.5	70.9
PETERBOROUGH	99.3	-0.7	69.6
WINDSOR	100.3	-0.4	70.5
LONDON	101.8	-0.2	71.8
SUDBURY	103.5	0.2	73.3
SAULT STE MARIE	106.1	-0.1	75.6
THUNDER BAY	105.7	0.0	75.2
NORTH BAY	101.5	0.0	71.5
TIMMINS	102.8	0.0	72.7
HAMILTON	102.7	1.3	72.6
ST. CATHARINES	100.3	0.0	70.5
BARRIE	100.1	-0.9	70.3
BRANTFORD	100.9	0.0	71.0
GUELPH	101.9	0.0	71.9
KITCHENER	102.3	0.0	72.3
OSHAWA	99.9	-0.8	70.1
MONTREAL *	115.4	-0.7	76.2
QUÉBEC	115.9	-0.5	76.6
SHERBROOKE	114.1	-1.0	75.0
GASPÉ	112.2	-1.4	77.2
CHICOUTIMI	109.4	-1.2	74.8
RIMOUSKI	114.6	-1.0	77.3
TROIS RIVIÈRES	114.5	-0.4	75.3
DRUMMONDVILLE	117.1	-1.0	77.6
VAL D'OR	111.2	-1.9	76.3
GATINEAU	112.0	-0.6	73.2
SAINT JOHN *	115.5	-0.7	74.9
FREDERICTON	116.8	-0.3	76.1
MONCTON	116.6	-0.8	75.9
BATHURST	116.3	-0.8	75.6
EDMUNDSTON	113.4	-0.7	73.1
MIRAMICHI	117.8	-0.4	76.9
CAMPBELLTON	117.2	-1.6	76.5
SUSSEX	115.6	-1.0	75.1
WOODSTOCK	119.2	0.0	78.2
HALIFAX *	107.6	0.0	74.2
SYDNEY	111.7	1.1	77.7
YARMOUTH	108.8	0.0	75.2
TRURO	108.7	0.0	75.1
KENTVILLE	108.1	-0.5	74.6
NEW GLASGOW	108.8	0.0	75.2
CHARLOTTETOWN *	116.2	0.0	76.8
ST JOHN'S *	124.2	0.0	82.5
GANDER	124.8	0.0	83.0
LABRADOR CITY	131.3	0.0	88.7
CORNER BROOK	124.0	-1.0	82.3
GRAND FALLS	126.8	0.0	84.8
CANADA AVERAGE (V)	106.2	-0.2	74.3


Updated prices at www.kentgroupdtd.com • Prices as of December 13, 2016 • V=Volume Weighted. (+/-) Indicates price variations from previous day. (*) Denotes markets used in Volume Weighted Canada Average. Diesel includes both full-serve and self-serve prices.

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Time for a New Year's revolution

By Mike McCarron



The salads in the office fridge are a dead giveaway every January: it's New Year's resolution season. Personally, I abandoned the tradition years ago after realizing how expensive it is to use an annual fitness club membership just once.

Professionally is a different story.

While grinding it out in the trucking trenches I was a huge believer in taking advantage of the reflective nature of the season. My thinking was simple: bottle up the vim and vigor everyone seems to have when they return from the holidays and use it to our advantage.

Focus on quick fixes that improve the bottom line. Gather some momentum that lasts longer than the salads in the fridge.

It's a mentality that some of the amazing truckers I meet every year also put into practice. I asked what New Year's resolutions they planned to make and here's what made the list.

1 Bill faster

It still blows my mind how slowly truckers bill their customers. There is zero excuse for not getting 99% of shipments billed the day of delivery.

What can you do with better cash flow?

- Negotiate early payment terms to suppliers in lieu of discounts. Start with

the suppliers that are already factoring!

- Pay cash when buying capital equipment
- Reduce or eliminate operating lines while buying out your partner, "the bank"

Those six-inch stacks of paper on the billing desk are actually piles of cash. For a company with \$5 million in annual sales that bills weekly, that pile is probably worth a hundred grand. Would you leave that much cash on the table for two weeks?

2 Fill the sales funnel

Instead of starting your next sales meeting by listening to your reps drone on about how tough it is out there, ask them one simple question: How many new prospects did you put into the company's sales funnel last week?

Margin is all about math. The more prospects that go into the system the more customers will spit out the other end. Improving the input also allows you to walk from crappy deals because there are better ones in the funnel.

3 End the lifetime rate

The Conference Board of Canada wasn't wrong several years ago when it reported that the trucking industry is the only sector they've studied that gives every cost saving back to its customers.

There's no such thing as a lifetime rate.



Resolve to have at least one bottom-line chat with every customer each year, including brokers, and refresh their quote. Use the date you hauled the customer's first shipment as the annual expiry date. If it was October 12, 2011, then make every quote in the system expire annually on October 12.

Customers will only gain respect for you when they know that you're adjusting your prices based on real-world conditions.

4 Stop doing bids

When was the last time you won one? Enough said!

5 Give back to the community

I don't want to beat a dead horse (Charitable giving pays dividends, December

2016) but giving back to your community pays huge dividends, and not just for the value of your brand. This winter people across Canada are choosing between heat and food. We're all pretty fortunate. Instead of watching salads go bad in the fridge, burn a few calories organizing shipments for the local food bank. It's a good feeling.

Speaking of feeling good I'm bullish on the upcoming year. It's going to be a banner one for the industry. **TT**

Mike McCarron is the president of *Left Lane Associates*, a firm specializing in growth strategies, both organic and through mergers and acquisitions. A 30-year industry veteran, Mike founded MSM Transportation, which he sold in 2012. He can be reached at mmccarron@leftlaneassociates.ca, 416-931-7212, or @AceMcC on Twitter.

TOP 10 PRODUCTS

////// OF ////

2016

BY ROLF LOCKWOOD

Lockwood goes out on a limb and chooses 10 products that made an impact in 2016

Here we go again. Another year finished and another chance to head way out on a limb and name 10 products that I think are especially worthy of note from 2016. It's an entirely subjective review, of course, and you may well disagree with every last one of them. So be it.

My shortlist was three times as long, not surprisingly. To make things a little easier I've ruled out, as usual, whole trucks and trailers and other products that may have been announced but weren't actually available in 2016. That left out some cool machinery from Freightliner and International, among others. Given the profusion of products in the realm of electronic logs and fleet management software, I felt I had to leave that one alone as well. I could have filled my entire list and still left out some good ones, so I opted to ignore it entirely.

With one exception, that being the unique True Fuel fuel-optimization tool from Vnomics in Rochester, New York. Now a more-developed but simple standalone product, it was formerly a component of the company's telematics platform – and it began with a military application created at the Rochester Institute of Technology. In that context its purpose was data analysis to resolve a serious challenge, namely helping soldiers in bad-guy country understand and deal with a broken-down tank or truck, miles away from “the shop” and often in real jeopardy. The modern soldier is apparently much like many modern truck drivers – increasingly less mechanically inclined.

By all accounts it can make a difference in fleets large and small with minimal cost and heartburn, so it seems to me that this one merits mention at the top of my list for its potential to save fuel. Otherwise I'm listing my Top 10 in alphabetical order by manufacturer's name.

THE LIST



True Fuel from Vnomics

Vnomics, an advanced analytics outfit, says its patented, standalone True Fuel system “significantly” improves fuel economy through real-time driver coaching and precise, comprehensive fuel-use analytics for fleet managers.

How about a 400% return on investment by way of fuel economy gains within a year? That's the claim, according to company Chief Executive Officer Alan Farnsworth, backed up by real on-the-road experience.

True Fuel can be used by any fleet, regardless of its size or telematics platform. It's been proven to provide a 3-10% fleet-wide fuel saving on several thousand vehicles. And it's easy to install the little black box at the heart of things. Think 10 minutes.

It precisely monitors each vehicle's actual fuel usage in real time and compares it to the calculated maximum achievable fuel

economy for that vehicle under its current operating conditions. The system calculates that maximum by analyzing the truck's spec' in detail, while accounting for terrain and load size trip by trip. It automatically establishes best potential fuel usage.

It then lets drivers know when they're off the mark by way of subtle audio alerts for improper shifting, speeding, and idling, which signal only when not optimizing fuel consumption. That's a gentle coaching tool.

True Fuel produces a fair and balanced scorecard for drivers, detailing the fuel-loss factors they can control. Comparing drivers

– and their trucks – becomes dead easy because the results are specific to a given rig and its pilot at a given time.

Managers can use True Fuel's web portal to access comprehensive fuel-related analytics and summaries

to gain instant insights into causes of wasted fuel – for the entire fleet and for specific vehicles and drivers. It provides a solid basis for incentive programs.

It's offered on a monthly subscription basis.

www.vnomicscorp.com





Border crossing driver training

CarriersEdge, which offers several online safety and compliance training tools, employs its interactive learning approach in new Border Crossing/Customs-Trade Partnership Against Terrorism (C-TPAT) courses for drivers. The courses cover security and threat awareness, security inspections, and successful border crossing.

The new border crossing courses explain security inspections, procedures, and issues to minimize a driver's chances of facing long delays.

C-TPAT/PIP (Partners in Protection) Security and Threat Awareness covers five main areas where possible security issues can arise, including at the terminal, before the trip, on the road, during a stop, and during a delivery. It includes such topics as how to recognize suspicious behavior, communication practices, and how to handle a hijacking.

www.carriersedge.com

Anti-seize cotter pin

A small item here, but a pain-saver. Cotter Pin Solutions offers what it calls, with good reason, the "revolutionary" anti-seize cotter pin designed specifically to prevent a clevis pin from "welding" itself to a slack adjuster. It's a serious maintenance issue requiring significant maintenance time for removal and it often results in damage to the slack adjuster.

This cotter pin eliminates brake binding and loss of brake force that's the direct result of seized clevis pins. With every brake application, the unique design holds the pin through a portion of the brake stroke, forcing the slack adjuster bushing to rotate around the clevis pin. The result is a free-moving clevis pin.

If a truck is parked for long periods of time, the clevis pin tends to seize to the slack

adjuster bushing. With this new cotter pin installed, during the first few brake applications the coil spring will load because of the clevis being seized to the slack adjuster. When the brakes are released, the loaded coil spring will release a rotating force on the clevis pin to eventually break it free from the slack adjuster.

www.cotterpinsolutions.com

Detroit's DD5 engine

Daimler Trucks North America started production of its new four-cylinder Detroit DD5 engine in the Freightliner M2 106 last fall. A six-cylinder DD8 will arrive in 2018.

The pickup-and-delivery world is the company's first market target with the 5.1-liter DD5, which shares some design principles and elements with its larger DD13, DD15, and DD16 brethren. DD5 customers will get the Detroit Connect Virtual Technician remote diagnostics system

For short-haul pickup-and-delivery applications, buyers will enjoy extended oil and fuel-filter change intervals up to 45,000 miles (72,420 kilometers). For severe-duty work that will drop to a still-respectable 35,000 miles (56,325 kilometers), and for easier highway work it will rise to 50,000 miles (80,470 kilometers).

The engine comes with a three-year/250,000-mile (400,000-kilometer) engine and aftertreatment system warranty.

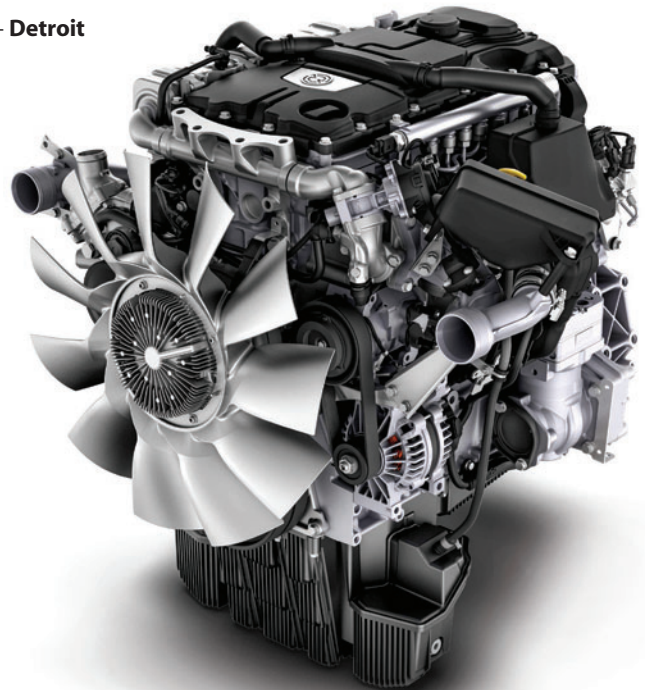
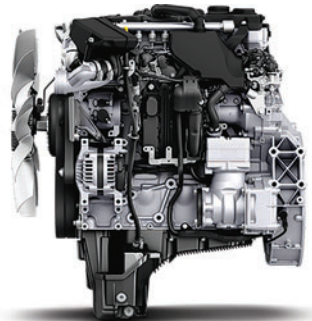
It will first be offered in two ratings – 210 horsepower and 575 lb-ft of torque, and another at 230/660. Testing, says Detroit, has proven that the DD5 will provide fuel efficiency that's 3% better than the closest competitor.

www.demanddetroit.com



DD5 WILL PROVIDE FUEL EFFICIENCY THAT'S 3% BETTER THAN THE CLOSEST COMPETITOR.

— Detroit



Top 10 Products of 2016



Ford's new 6.7L Powerstroke V-8 diesel for 2017 F-650 and F-750 medium-duty trucks.

Ford's newest diesel

Ford's new 6.7L Powerstroke V-8 diesel for 2017 F-650 and F-750 medium-duty trucks has a B10 life of 500,000 miles (800,000 kilometers). That means 90% of the engines should reach that mileage without removing cylinder heads or dropping the oil pan to reach internal components.

Ford pairs the engine with its TorqShift HD 6-speed automatic transmission.

The V-8 diesel is offered in three power ratings, including 270 horsepower and 675 lb-ft of torque, as well as 300/700 and 330/725. The B10 rating is based on the 330-horsepower version.

www.ford.ca/commercial-trucks/

Yoke-mount trailer suspension

Ingersoll Axles introduced what it calls North America's first and only fully integrated "yoke mount" trailer suspension. Up to three times stronger than leading competitors, it fits all disc brake sizes as well as drum brakes, the company says.

The disc-brake version uses the standard trailer frame and fully protects air chambers via full ground clearance. Capacity is 25,000 pounds.

It's for use in lowboy and drop deck trailers, plus auto haulers and other specialty applications, with available ride heights up to 12 inches.

With no U-bolts, you get a fully wrapped axle connection that uses off-the-shelf components like air springs, shocks, and pivot connection.

www.ingersollaxles.com

Back-of-cab Auxiliary Power Unit

The Idle Free Series 4000 electric Auxiliary Power Unit (APU) from Phillips and Temro sits behind the cab rather than on the truck's rails.

Like the company's original APU, this new model captures and stores energy from the truck's alternator in independent AGM (Absorbent Glass Mat) batteries. This energy is then converted into power for cooling and electrification.

Idle Free's unique Reefer Link technology converts energy produced by the refrigeration unit for driver comfort – meaning unlimited run time of the A/C and heater as well as providing electrical power for items such as TVs, microwaves, and computers.

www.phillipsandtemro.com

Affordable air disc brake

SAF-Holland introduced the P89 air disc brake and the premium P89 Plus last year. The base-model P89 will work on any axles in the company's range of air and mechanical suspensions. But the key is its "significantly lower price point than previous generation air disc brake systems."

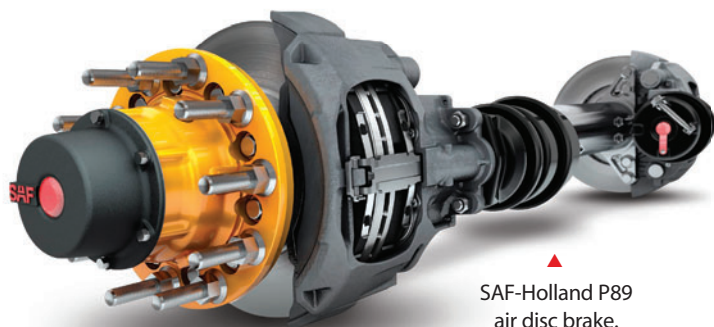
That's about \$900 (US \$700) per axle over the price of drums, which is half or less than what the price for air discs has been, with sizeable service savings on top.

The P89 uses the "veteran" SAF SBS 2220 caliper and 430-millimeter-diameter vented rotor. The dual-piston caliper is said to apply a more even pressure pattern across the brake lining than competitive single-piston designs. The

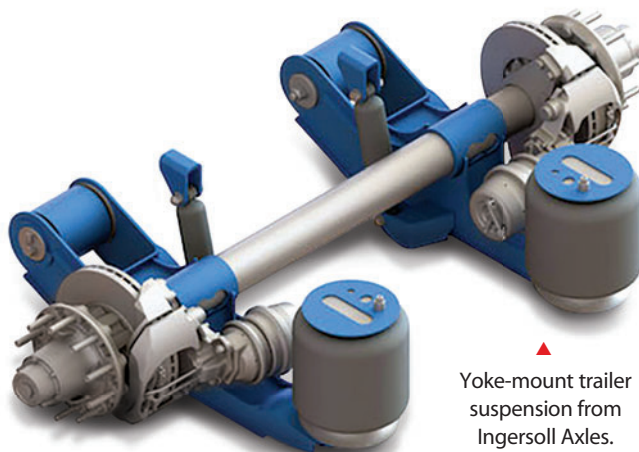


◀ Idle Free Series 4000 electric Auxiliary Power Unit.

Air Brake Interactive Quick Study TT program from Technical Training Services. ▶



▲ SAF-Holland P89 air disc brake.



▲ Yoke-mount trailer suspension from Ingersoll Axles.

45-millimeter-thick rotor provides 30% more wear volume than competitive designs, says SAF-Holland. It's backed by a five-year warranty.

The P89 Plus costs about the same as current and competitive trailer air discs, but it does claim to provide a significant reduction in the total cost of ownership. It comes standard with a seven-year warranty, with a maintenance-free bearing system that uses large 89-millimeter front and rear bearings, individually sealed and lubricated with high-temperature long-life grease.

Both P89 brakes are available on the SAF CBX – air-ride and ULX spring-ride suspensions.

www.safholland.com

Air brake training

From Technical Training Services, the Air Brake Interactive Quick Study TT program covers tractor-trailer air brake systems. There's also a straight truck offering, Quick Study ST, popular with municipal fleets and fire departments.

Designed as self-study programs, they use detailed visuals and voice-narrated, multimedia air-brake circuit and component animations. They allow users to see, hear, and learn how a typical air brake system functions, how to conduct air-system inspections quickly and effectively, and perform simple but effective functional tests and daily routine maintenance.

There's no reading required, the company emphasizes. The program is designed for drivers, driver trainers, mechanics, service trainers, parts counter personnel, and fleet managers.

www.airbrakeinteractive.com

VelociCare monitors onboard tech

Velociti's VelociCare remotely monitors onboard technologies like Electronic Logging Devices and proactively ensures they run as designed.

Today there can be a gap between a failure and when it's reported by drivers or noticed by maintenance teams. That may be OK with an optional system, but not with mission-critical devices. The company estimates about 10-20% of systems need to be serviced in a given year.

VelociCare's turnkey solution provides spare parts, system upgrades, user training, and project management for dozens of systems – ranging from Electronic Logging Devices (ELDs) to reefer monitors. On an average day, it has about 300 technicians working in the U.S. and 20 in Canada.

If an intermittent problem or outright failure is noticed, VelociCare will first try to fix the issue remotely. Then it might contact the technology provider for information on issues like firmware upgrades. If those fail to fix thing, a technician is dispatched. Fleets can access an online portal to track the status of open repair tickets.

It's offered for \$4-8 (US \$3-6) per truck per month.

www.velociti.com

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Brian Foster has spent his entire 36-year career driving. (Supplied photo)

SEMI- RETIRED

Driving careers don't always end
at 65. Maybe that's a good thing.

By David Henry

Don Skeaff of Edmonton, Alberta has spent 31 years of his life in trucking. At 67 it's safe to say that he has faced most of the challenges the industry can offer. The time behind the wheel has taught him things that are not printed in manuals. He has firsthand experience traveling across the mountains and the vast Canadian Shield, and he knows how the traction on a muddy route near Fort McMurray can differ from similar-looking conditions near Lethbridge, Alberta.

The only reason he decided to retire was that managers began telling him exactly how to do the job. His experience didn't seem to matter to anyone anymore.

Retirement didn't last long, though. He was restless after just a few months – a by-product of spending so many years on the road and away from home. There was a financial challenge, too. Much of his savings had been depleted during the economic downturn. So he returned to what he

knew best. Driving a truck.

Skeaff began searching for a job that would allow him to be semi-retired. Not exactly a full schedule, but enough miles to earn a decent wage.

Despite ongoing studies about driver shortages, it was tougher to find work than his experience would suggest. Some recruiters offered vague comments about needing to check on insurance, or whether he would fit in. "Sorry," one said outright. "You're too old."

"It's a sad statement regarding companies who scream [about] safety but don't carry through in practical terms," he said, referring to the practice of reaching out to unqualified-but-cheaper drivers as "discouraging".

Jeannie Arnold, an Arnold Brothers driver-recruiter, was quick to offer the experienced driver a job.

Older drivers have a strong work ethic and proven safety-minded track record, Arnold says. They do not take unnecessary risks, are self-motivated, and don't need coddling. Give them a load, leave them alone, and the job tends to be done quickly, safely, and with a focus on customer service.

The concept of "Freedom 55" is undoubtedly fading away for many Canadians as well. The share of men in the labor force who were 55 and over dropped from 45.4% to 29.8% between 1976 and 1996, but by 2010 had increased to 39.4%, according to Statistics Canada. Among men 65 to 69, employment rates almost doubled between 2000 and 2010, while the share of those working from 60 to 64 also continued to rise.



Dan Houlden took early retirement from Canada Post, but didn't stay off work for long.

In a 2014 survey by the Conference Board of Canada, more than 40% of respondents over 65 said they had not saved enough for retirement. In an annual poll of its own, the financial advisors at SunLife found in 2015 that more Canadians expect to be working full time at the age of 66 rather than retiring outright. Another 27% expected to be working part time, with the remainder unsure or expecting to be, well, dead.

It isn't always about money, though.

Some aging drivers do everything they can to avoid retirement.

Dan Houlden officially took early retirement from Canada Post, where his job always involved driving a truck. But once he heard that Paul Benjamin from LCG Equipment of Winnipeg needed a driver, he followed his dream of becoming a heavy equipment hauler. The hours vary greatly, but that suits him just fine. It allows him time off between the times when a big move is planned.

Brian Foster, meanwhile, has spent his entire 36-year driving career with JG Drapeau in Toronto. Until he was 30 he had worked as a warehouse worker, straight truck driver, and in sales. He spent weekends at a driving school in the U.S. to learn the skills to drive a big rig, and convinced fleet owner George Hogg to give him a chance.

Foster says he sticks with the company because Hogg treated him like a son, and he always feels respected. If the fleet has a question that needs a driver's perspective, they listen to the answer.

“

OLDER DRIVERS HAVE A STRONG WORK ETHIC AND PROVEN SAFETY-MINDED TRACK RECORD.

Jeannie Arnold,
*Arnold Brothers
driver-recruiter*

Margaret Hogg, the fleet's general manager, says there's no difference in managing new or aging drivers. It's about knowing individual skills and dispatching each person accordingly.

In the past year, three of the five drivers who had spent their entire careers at JG Drapeau retired. Hogg said it was like losing family members. But all drivers retire at some point, she says. Even ones that love the job.

Will Foster go well into his 70s like the three who retired? As long as he stays able, and works for people who love him, appreciate him and treat him with tons of respect, there's no end in sight.

It's the type of job that can get into someone's blood. Plus, he says, he needs the money.

John Warren has been a driver for 59 years, born into a trucking company started by his grandfather. There was a stop in university to study business after high school, but tough times with the business called him back to the fleet before graduation.

The family business didn't survive, but Warren stayed in the industry.

Now 76 years young, he is well past his second decade at Arnold Bros. His experience has afforded him a mostly dedicated run. Every week he leaves and heads to the U.S., unloads, heads toward Ontario and then back home. Like Foster, Warren says he sticks with his fleet because of respect. He says they let him do his job and will join in the search for solutions when issues arise.

Retirement doesn't seem to be in his blood, either. His dad worked until he was 88. **TT**



◀ Carolina Billings of Hive Consulting Group says women like Vania Agostinho (right) have much to offer traditionally male-dominated workplaces.

Future Shock

Exploring your changing workplace

Predicting the future is an inexact science, but several emerging trends offer glimpses of things to come. The Toronto chapter of CITT, which offers training in supply chain logistics, pulled together several industry representatives at its Fast Forward event in late November to share thoughts on challenges they experience and expect.

1 The relentless march of tech

Justin Bailie of Rose Rocket, which provides software for trucking companies, stressed that every business is in a “tech” industry – especially at a time when cloud-based systems are expanding the reach of software once exclusive to larger businesses. It all levels the competitive playing field. The platforms can also introduce new competitive pressures, though. Uber, which offers an alternative to traditional taxi service, could play a role in local cartage, he said. “Uber can catch on as much as they want to.”

Today’s carriers also hold much of the data concerning a customer’s freight volumes, history and frequency, added Ryan

Tilley, director – business development at Tandet Group. Sophisticated shippers are looking at the possibilities when choosing their business partners.

Jim Pinder, corporate fleet director at Erb Group of Companies, simply warns about the perils of adopting emerging technologies too quickly. “We get inundated with all kinds of the ‘next best,’” he said, stressing the need to align the choices with business needs. “The worst thing you can do is jump on dead-end technology.” As much as he believes in the benefits of disc brakes, for example, he needs to balance that against the fact that many shops are not prepared to service them.

But some options have undeniably made a difference. Pinder has seen automated transmissions help reduce driveline failures and improve fuel economy. (“We have to thank the fleets that bought the first versions and struggled along,” he said, referring to the early adopters there.) Battery-powered Auxiliary Power Units have also helped individual drivers reduce idling time to 12-15% from a costly 40-50%.

2 New approaches in recruiting

Advancing technology has certainly changed the way Marc Poland, maintenance manager at Sheehan’s Truck Center, deals with recruiting challenges. His focus now is to ensure a job posting appears on as many computer screens and smart devices as possible, and he follows up with promising candidates more quickly than ever. “You’re *texting* to set up interviews with technicians,” he said.

Paul Kudla, regional vice president at Volvo Trucks North America, sees technology as a tool to attract and support every generation of worker, too. “We have to make the occupation more attractive and easier to enter, and keep the elder statesmen of our industry in the game,” he explained. Drivers over the age of 65 once struggled to apply a clutch. Automated transmissions mean they don’t have to.

3 Enhanced diagnostic systems

Enhanced vehicle systems also offer more insights for shop teams than ever before.

Shops are looking at fuel economy and trip data as well as the active or logged fault codes, Poland said as an example. “It helps us not only repair the truck but also to make sure the truck is running more efficiently.”

Pinder sees real value in systems that diagnose equipment challenges. Instead of spending a half day on a diagnostic tree, technicians can focus on two to three items. He recalled how his shops were missing coolant leaks in EGR coolers because drivers were topping up reservoirs and continuing down the road. Sensors can now warn of the coolant losses before breakdowns occur.

4 Platooning before autonomous vehicles – just not yet

Selected technologies may still be further away than some people think. “Autonomous trucks? We’re not in the Jetsons age right yet. Platooning? It’s not that far away,” Kudla said. But while the technology exists to allow trucks to

travel in tight, fuel-saving packs, he isn't ready to use it for a run across Toronto. And he stressed that demonstrations of semi-autonomous vehicles, such as Otto's recent delivery of a load of beer, are simply demonstrations. They aren't ready for active service.

5 The changing face of the industry

Larry Mitchel, director of government services for United Van Lines, referred to the need to develop diverse workplaces. "It's very easy to hire people that think the same way you do and live in the same communities," he said. "But there's so much talent out there."

The diversity itself is also taking different forms. Carolina Billings, a human resources specialist with Hive Consulting Group, referred to roles for aging employees who are healthier and more active than generations of previous senior citizens. There's a lot to be said for experience, she said.


Women, meanwhile, have much to offer a workplace because they naturally tend to find ways to collaborate, she added.

The question is whether workplaces need to adapt to accommodate the added diversity. Vania Agostinho, a truck and coach technician apprentice at Carrier Centers, offered one practical example of something that could be done. "It would be nice to see female washrooms on the shop floor," she said. "You want them to feel that they're part of the team – not that they have to go to the office."

6 The march for millennials

Katie Erb, an account manager with Erb Group of Companies, has worked through the ranks of her family fleet, including time on the dock, dispatch, administration and sales. But while millennials work effectively outside the office and beyond a fleet yard, it can be all too easy to overlook their contributions.

"It's hard to combat the question of how effective you are being when there are no eyes on you," the road warrior admitted.

As a generation, she thinks her peers are always looking to find ways to climb the corporate ladder, too. "If I'm in the same position for two years, I think I'd go stir crazy." 



Picture this!

A look at your industry in motion

We asked you to show us your industry in motion on Wednesday, October 12. And truckers across Canada peered through their camera viewfinders to offer pictures from their days at work. These were our favorites from the day.

First Prize

A DOG-EAT-DOG WORLD

We didn't see many faces in the competition entries, but Chloe's peek through the window caught our attention. "Why does this reflect my day at work? Sometimes you walk the dog. Sometimes the dog walks you," said Mike Zelek of Oakville, Ontario. As for his furry friend? "She might be little, but she is a great guard dog!"



Second Prize

CRAWLING CAT

This image from British Columbia caught our attention because of the way the load framed the rugged terrain around it. "I am hauling an excavator up the Goat Main to Mile 29, south of Powell River, British Columbia," said James Churchill. "The scenery changes every mile, and the road is extremely steep in places, pretty rough (always), and for much of it only wide enough for one vehicle – a 4x4!"



Third Prize

SALT OF THE EARTH

The contrast of the salt and the blue Western Star jumped off the screen when Shawn Marcil sent an image of his load that will be used to keep roads clear.



Do you have other images to share with our readers?

Simply send them to johng@newcom.ca with information about where the picture was taken, and why you think it demonstrates your typical day at work.

In Gear

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- 49 Lockwood's products

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



If models are known for recurring problems, a used version will likely face the same issue as well. But has it been addressed?

New to You

Used trucks can come with problems, but you can minimize your exposure

By Jim Park

The days of walking around a truck and kicking the tires to see if it's a worthy investment are over. Much of what could cause problems with a used truck is no longer visible to the naked eye. Frankly, if a vehicle has obvious problems, it's probably wise to avoid it. In the hunt for a reliable machine today, a used truck buyer's best asset is research skills.

It's safe to say that every truck is different, and at some point the condition of the truck on the day you're kicking its tires really depends on how the previous owner looked after it. It's also a fairly safe bet that if a particular make, model and year had a recurring problem, the vehicle you're considering will likely face the same issue.

That's not to say you should avoid such a truck altogether. Dale Tower, vice president of remarketing for AmeriQuest

— a remarketing and procurement service provider for the Canadian market — suggests truck buyers try to find out whether the problem was resolved by the manufacturer through a repair campaign or a redesign of the failed part.

"Do your research on past performance of specific models and model years," he says. "If there were problems, people will be writing about them online. Google the make, model and year of the truck or component and see what you get. Some OEMs issue repair campaigns. You'll find information on those by doing your research as well."

Try to ensure the repairs have been made. If you can't satisfy yourself they have been resolved, keep looking. If the work has been done, the truck is once again a good prospect. Maybe an even better prospect because you know you're not going to have that problem.

Scott Taylor, president of Tayson Truck and Equipment in Saskatoon, believes the darkest days for truck emissions systems problems are behind us, but he cautions that we're not yet out of the woods.

"The earliest generations of EPA-regulated emissions systems trucks were bad," he says. "But we are seeing trucks now with a million of more kilometers on them that the original owners had very little trouble with. And we're getting back some fuel economy with the later models. All round I have to say things are looking up."

Diesel Particulate Filters (DPFs) remain a concern for used truck buyers, Taylor says, because it can be difficult to check the service history of the device. Fortunately, they are easy enough to inspect visually. And, as Tower notes, the replacement costs are dropping.

"You can now buy a reconditioned DPF for a couple of thousand dollars," he says. "A few years back they were closer to \$4,000 or \$5,000."

With aftertreatment systems so costly to maintain, there will often be shortcuts

TICKET TO GLIDE

Rules for glider kits vary by jurisdiction

It may have a big diesel engine, 10 big tires, a place to sit while driving and a place to sleep when you're not, but is it really a truck? Glider kits were once an accepted part of trucking where owners could buy a new cab and chassis and then install the powertrain from an older or perhaps wrecked truck. Gliders were a cost-effective way of extending the life of some valuable components.

Glider kits are also a cost-effective way of skirting recent environmental regulations requiring the installation of expensive and sometimes unreliable emissions systems. Due to quirks in the way some provinces register commercial vehicles, lots of these glidered trucks slipped into the system over the past five to 10 years, and have remained more or less invisible to registrars of motor vehicles and regulators alike. That's changing now, albeit slowly.

If the used truck you're thinking of buying is actually a glidered vehicle with a good registration, you probably won't have any difficulty transferring the ownership and reregistering it, as long as it passes the required safety inspections. Some provinces use a split registration, showing the Vehicle Identification Number (VIN) of the glider cab and chassis, and another for the engine. Others register the truck using a single VIN number, usually from the donor vehicle the engine came from. Newfoundland and Labrador, for example, registers these vehicles as "glider kits".

You can see where that might cause some confusion when it comes to establishing the model year of the vehicle with regard to emissions compliance.

This is a vexing and complicated problem, compounded by the fact that there's little agreement across provincial boundaries on how to treat gliders. They may be acceptable to some provincial registrars, but not others.

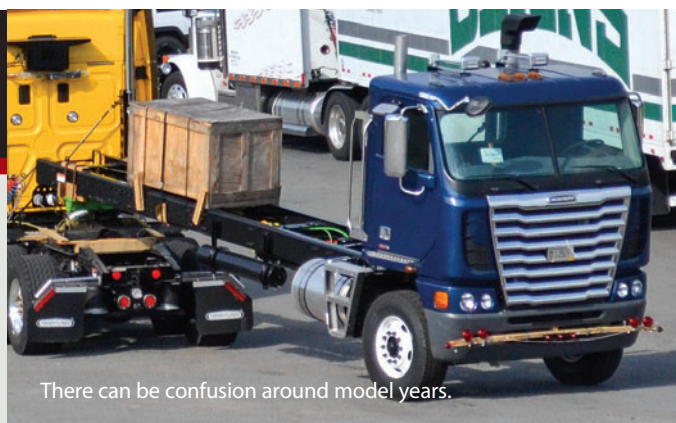
Alberta, for example, prohibits operating vehicles that lack a final compliance label or National Safety Mark from a certified builder, but will issue an exemption from this requirement to allow a truck built from a glider kit. There's talk in Alberta of curtailing the issuance of permits, but it's not clear if and when that may happen.

New Brunswick will register glider kits provided they have been inspected by a provincially certified engineer and certified as safe and roadworthy.

British Columbia still registers glidered trucks, but in 2014 brought the registration criteria more in line with Transport Canada's position on gliders.

Transport Canada isn't much help in this discussion. Documentation from the federal agency clearly states it does not recognize glider kits as vehicles because they are incapable of being driven (we are paraphrasing here), lacking an engine and a

If the used truck you're thinking of buying is actually a glidered vehicle with a good registration, you probably won't have any difficulty transferring the ownership and reregistering it.



drivetrain. Thus, Transport Canada deems them to be "assemblages of parts," and by extension, claims they do not have jurisdiction to regulate them.

However, Transport Canada prohibits the importation of assembled or completed glider kit trucks – those having engines, transmissions and drivetrains including rear drive axle and being capable of driving under their own power – because they were not assembled by an Original Equipment Manufacturer and therefore lack a manufacturer's compliance certification for the Canadian Motor Vehicle Safety Standards.

But Transport Canada does allow the importation of the kits themselves; that is the cab, chassis, steer axle and the parts needed to assemble it. We have vastly simplified this discussion, but the department has published a document that explains the restrictions and exemptions. Google: "Transport Canada Position: Glider Kits – Heavy Truck Industry" for a more thorough explanation.

The other potential problem for owners or prospective owners of glidered trucks is National Safety Code Standard 11 – Maintenance and Periodic Inspection Standards. The latest update to NSC 11 was published in October 2014 and is being added to provincial regulations on individual timelines. Among the requirements of the revised standard are inspection procedures for emissions aftertreatment systems, which were not previously covered in the standard. Trucks being inspected must meet the requirements for their respective model years. So, if you have a glidered truck registered as, say, a 2014 model, but with a 2006 engine, the glider probably won't have the emissions hardware required by the model year on the registration. Depending on how the vehicle is registered, this could mean you'd fail the inspection and would not be able to register the truck.

If you're considering buying a used glider truck, check with your local registrar of motor vehicles to make sure you'll be able to register the vehicle. If you are selling a glidered vehicle, check with your jurisdiction's Ministry of Transportation to see where the regulators stand on NSC 11, how they recognize glidered vehicles, and how they handle such trucks that may not comply with inspection requirements for emission systems.

taken, and the proper maintenance and repair protocols may not have been followed, cautions Scott Perry, Ryder System's vice president – supply management.

“[With] an upstream failure, such as a turbo seal or a coolant leak in the block that dumps a lot of foreign material into the aftertreatment system, if you haven't

really maintained that system properly there's a high degree of probability that the system will not perform the way it should. Or worse, it might suffer a catastrophic failure with the second owner,” he warns.

An inspection and proper cleaning isn't terribly expensive. It's certainly less than the cost of a replacement, and could

be a bargaining chip with the seller.

The other big unknown is the failure history of various sensors and sensitive electronics on the truck. Here, maintenance and warranty records will be invaluable, but they are not always available from the seller.

“When someone buys a vehicle from Ryder, they have access to that information and what work has been performed,” Perry said.

Tower says a lot of his customers ask for maintenance records, but some fleets do not like to give them out for legal purposes. In some cases a used truck can change hands many times over the course of a sales cycle – through wholesalers, brokers, and dealers – and records can be lost or forgotten, or misplaced.

“You can't always depend on getting the records you might hope for,” says Perry. “But if you can determine the truck's original owner through its paint scheme or from the silhouette of the decal on the door, you might have an idea of the previous owner's reputation for maintenance.”

It's always wise to have any truck you're considering inspected by a mechanic of your choice. If possible, the inspection should include an Electronic Control Module download and a search for whatever previous fault codes remain in the system. Granted, these are sometimes wiped by the previous owner prior to releasing it for sale.

Taylor says he inspects everything they buy, but at the end of the day, they are used trucks. There are going to be problems.

“We do everything we can to catch problems, but we can't get it all,” he says. “There are some things you can't see during an inspection.”

If you're thinking that maybe it's not worth spending a few hundred dollars on an inspection, consider these estimates of the operating cost of a used truck compared to a new truck.

“A new truck runs about two cents a mile,” says Tower. “A five-year-old, 500,000-mile used truck can run upwards of 18 or 20 cents a mile.” **TT**



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Nikola Motor expects its electric truck to be in production by 2020.



Electrifying Debut

Nikola Motor's Nikola One hydrogen-powered electric trucks look to take on diesel powertrains

By Jim Park

Trevor Milton has an ambitious plan to power trucks using electric energy with hydrogen fuel cells and high-density lithium-ion batteries. If he successfully builds confidence in the concept, those H₂-LI powertrains could be a game changer. If not, they will merely add to a long list of concepts and companies that previously promised hydrogen fuel would revolutionize the automotive world.

Milton – the CEO of Salt Lake City, Utah-based Nikola Motor Company – presided over the unveiling of the Nikola One electric over-the-road truck in early December, when a live audience of several hundred people heard the truck will enter production by 2020, with an expected annual build rate of 50,000 units.

Speculation has been rampant for months on whether the truck and the project itself were the real thing. The vehicle on the stage was very real, but it never turned a wheel during the entire

presentation or during the three-hour press briefing the following day. It has yet to haul freight. Still, the visible presence of industry giants such as Ryder System, Meritor and American mega-carrier, U.S. Express, gave the announcement an undeniable air of credibility.

“The electric light did not come from the continuous improvement of candles,” said Milton, quoting San Francisco professor Oren Harari. Diesel trucks, no matter how efficient, will always produce exhaust emissions of some sort, he added. A true hydrogen-powered vehicle's only emission is water.

The Nikola One is not an upfit or a refit or hybrid with a bit of this and a bit of that, but a fully electrically powered Class 8 highway sleeper truck that is said to be capable of running up to 1,900 kilometers on a single fill of the hydrogen fuel-cell system. It lacks both a conventional frame and a conventional drivetrain.

Instead, the battery containment system is essentially the frame of the vehicle, while each of the four or six wheel positions has its own independently controlled electric traction motor.

According to Nikola Motor Company's chief engineer, Kevin Lynk, the project started using a chassis from another Original Equipment Manufacturer's conventional drivetrain, but fitted with electric motors rather than a diesel engine. “We quickly realized that it wasn't all going to fit,” Lynk told the crowd during the press briefing. “There was no place to put the batteries and other components. We were going, ‘This will have to move, that has to go, those axles aren't going to work ...’ We eventually scrapped it all and started work designing a whole new chassis right from the ground up. This whole vehicle is designed around the powertrain.”

Nikola One – the basics

The Nikola One utilizes a fully electric, 320-kilowatt drivetrain powered by high-density lithium batteries. Energy for the batteries is supplied on-the-go by a Proton Exchange Membrane (PEM) hydrogen fuel cell, giving the truck a range of 1,200 - 1,900 kilometers while delivering more than 1,000 horsepower and 2,000 lb-ft of torque to the drive wheels.

“Can you imagine pulling a 6% grade with 80,000 pounds at 65 mph?” Milton asked. “You can do that with a Nikola One.”

Milton says the truck will weigh about 2,000 pounds less than a similar diesel sleeper truck because the traditional powertrain, axles and fuel tanks have been eliminated. Because the powertrain is electric, much of its energy will come from regenerative braking through the electric motors, which will capture braking energy that would otherwise be wasted as heat. The disc brakes, found at all wheel positions, will reportedly have double or triple the life we see today, too.

The truck's stopping ability increases exponentially because a brake application is nearly instantaneous (30 milliseconds) compared to the nearly half second it takes for an air disc brake to react. That means much shorter stopping distances and more precise vehicle control.

The truck will also have fully independent suspension at all six wheel positions, supplied by Meritor.

“SLA (Short-Long Arm) independent suspensions have been around for years,” says Dave Damian, director of sales and business development, Meritor Defense. “It’s really more the application. Using an independent SLA suspension in a Class 8 tractor at all six wheel positions is quite innovative.”

Damian says the ride and handling of a vehicle equipped with SLA independent suspension is remarkable compared to current offerings, but it’s considerably more expensive and the cost-benefit analysis just doesn’t work in trucking. But Damian notes that when combined with the axle-less electric drive system and the stiffness inherent in the combined frame and battery storage system, the cost-benefit equations swing quickly into line.

“The architecture makes perfect sense in the Nikola application,” he says.

The Nikola suspension is based upon Meritor’s ProTec line of independent suspensions, currently found on airport rescue trucks and armored personnel carriers. Meritor has been designing and building such suspensions for more than 20 years.

The suspension used on the Nikola 1 is a low-profile design with two air springs per wheel position mounted directly to the underside of the frame. Each wheel has about eight inches of suspension travel. Because the air springs are located directly beneath the load-bearing structure below the fifth wheel, the load is transferred directly through the suspension to the wheel, which improves handling, ride and even tire wear, Meritor says.

Milton said the truck will be more stable than a typical tractor thanks to the stiffer frame and a center of gravity that’s about two to three feet lower than usual. “All the batteries are located in between the frame rails,” he said. “That keeps that great bulk of weight very close to the ground.”

Other safety features of the Nikola One include “Surround Vision” provided by 12 cameras that, through a single screen, provide a 360-degree view of what’s going on around the truck. Entry and egress



falls will be minimized by a mid-cab access door behind the driver’s seat.

Nikola also has plans for a daycab dubbed Nikola Two. It will have the same performance attributes and fuel utilization rates as the Nikola One sleeper model, but is smaller, lighter and less expensive. As a teaser, Milton said it will also be much more manoeuvrable thanks to a steerable rear axle.

H2: Power, production and distribution

The math on the energy yield of hydrogen compared to diesel is pretty straightforward. A kilogram of H2 has 33.3 kilowatt-hours (kwh) of energy, which when converted to stored electrical energy by the 70%-efficient PEM fuel cell produces 23.3 usable kwh per kilo. With 100 kilos of H2 on board (storage tanks vary in size depending on the application) at a usage rate of 0.58 miles per kwh, the truck will go a calculated 1,351 miles (about 2,000 kilometers) assuming there are no other inordinate energy demands.

It works out to 15.4 miles (24.8 kilometers) per Diesel Gallon Equivalent of H2. “That’s more than double the fuel efficiency of today’s diesel powertrains,” Milton explained.

There are several ways to produce H2. Initial plans call for creating a 100-megawatt solar farm producing electricity for the on-site conversion of water to H2. Other possible methods include steam reform or gas separation into compressed gas or cryogenic liquid. The fuel in Nikola’s case will be liquefied and transported in cryogenic tankers to fueling stations where it will be gasified and compressed to 5,000 psi for transfer to a truck’s storage tanks.

Initial plans call for 364 stations in the U.S. with concentrations that will allow trucks to pass at least seven and up to as many as 25 stations anywhere in the country without having to refill with hydrogen. Construction of the filling stations is set to begin in 2019, and will be concentrated in areas where fleets are operating Nikola trucks.

The U.S. currently offers a per-gallon federal credit to a station owner, and since Nikola plans to fill that role it will be able to build the credit into the price of a purchased truck, and then realize those savings and give customers pre-purchased fuel for the first million miles.

The Nikola One business model is almost entirely vertically integrated, right down to the production and distribution of the fuel. Nikola customers will get their hydrogen fuel at no additional cost. It's built into the lease program, so there are no carrying charges or interest to be paid on fuel bills and no more need for customers to hedge their bets – and their rates – on fuel prices.

The initial truck production will be handled by Fitzgerald, a U.S. company that currently builds between 6,000 to 9,000 glider kit trucks per year.

"Fitzgerald will build the first 5,000 trucks, and will continue to build trucks for us into the future," said Milton. "This will allow us to avoid a lot of the initial capital expenditure. It's not as advanced as a massive manufacturing facility, but once again, we're doing things a different way."

Milton says Nikola will eventually invest up to \$1 billion in a manufacturing facility with capacity for up to 50,000 trucks per year, with those plans proceeding after more research, development and testing. The location will reportedly be announced in mid-2017.

Partners

Milton named three major partners in the Nikola project: Meritor, Pratt and Miller, and Ryder System. While Milton did not explain Pratt and Miller's contribution to the project, the company's website lists specialties such as suspension, chassis, hybrid/electric propulsion systems, powertrain integration and more.

Ryder will be selling, servicing, warranting and fueling vehicles at its 800 service centers located throughout the continental U.S., Canada, and parts of Mexico.

Ryder got involved early in the discussions through an existing relationship when plans called for a natural gas turbine to charge the on-board batteries. When Nikola decided H2 would be the

preferred system going forward, Ryder stayed at the table.

Ryder's vice-president of supply management, Scott Perry, says fleets continue to seek out every possible benefit from

technology to stay ahead of the curve, and hydrogen power offers such fleets another tool to accomplish efficiency goals.

"There are a number of factors combining for the perfect storm for a truly disruptive technology to come into the marketplace," he says. "Even as conservative as commercial trucking may be, there are a number of pressures there from a competitive standpoint, as well as regulatory that will drive the need to improve efficiency and reduced cost relative to traditional products."

During the presentation, Milton said one option for fleets would be a full-service lease – fuel included – worth

between US \$5,000 and \$7,000 per month. Since Ryder will be the maintenance service provider, we asked Perry if he thought that was a realistic number.

"It's a much different platform than

the traditional diesel or any other internal combustion engine platform," Perry said. "Looking at factors such as service, fuel supply and infrastructure, vehicle production and delivery costs, compared to the traditional model,

[Milton] feels very strongly that there is a very compelling value proposition there."

Nikola claims to have over \$4 billion in pre-orders for the truck, with as many as 7,000 units currently at least partially spoken for. So the truck has certainly piqued curiosity. If it lives up to the advanced billing, it could transform all we think about heavy trucks. It could indeed be a game changer. **TT**



Nikola founder and CEO Trevor Milton



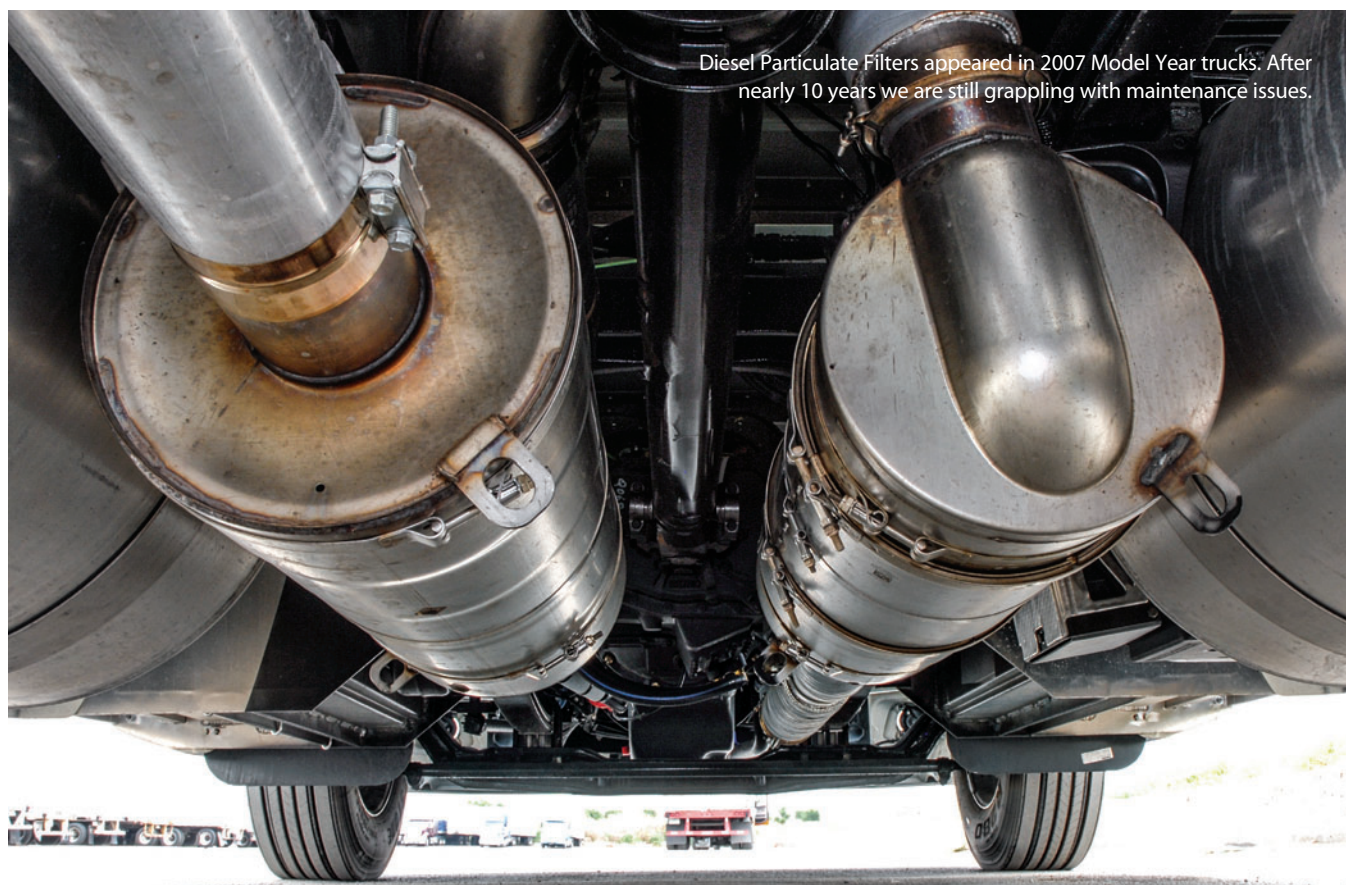
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Diesel Particulate Filters appeared in 2007 Model Year trucks. After nearly 10 years we are still grappling with maintenance issues.

Clear the Air

Diesel Particulate Filters create maintenance challenges, but they are not going away

By Jim Park

It's not quite the "blue screen of death" that appear on troubled Windows computers, but an engine fault indicator still means a bad day is about to get worse – especially if it means a parked regen. Few drivers or fleets can afford more than an hour to solve a problem that should have been addressed earlier.

Aftertreatment systems are one of the most expensive maintenance items on today's trucks. Parts are costly, the associated downtime can be crippling, and many people are still confused about how to care for the systems, even though the equipment has been in the field for eight years.

"When they were first deployed, they were supposed to be a hands-

off, self-maintaining component that would look after itself behind the scenes with some simple cleaning procedure required sometime in the future," says Scott Perry, Ryder Fleet Management Solution's vice president – supply management. "We've learned since then that's not always the case."

Ryder has customers that are just now ordering their first aftertreatment-equipped trucks. Fleets with extended trade cycles and those that put off buying such equipment are just now learning about the systems.

The greatest challenge in establishing a Predictive Maintenance routine for aftertreatment systems is that no two trucks are the same. Even when there

are no underlying mechanical problems, the Diesel Particulate Filter's condition depends highly on duty cycles.

"Additional soot is created during erratic duty cycles and/or stop-and-go traffic," notes Kurt Swihart, Kenworth's marketing director. "Highway trucks running heavier loads in a constant power output are less likely to experience the need for supplemental regens."

Maintenance consultant Darry Stuart believes many challenges are caused by upstream failures.

"Very few people accept the fact that they have to change and do more preventive aftertreatment system maintenance," he says. "The delicacy of the aftertreatment system can be disrupted by many things. Any upstream failures, many of which you may not even be aware of, can have disastrous consequences. For example, something as simple as a leaking exhaust manifold gasket cannot be tolerated today. They can cause heat loss that affects the passive regen performance."



▲ Comparing the faces of a soot-fouled Diesel Particulate Filter and a professionally cleaned version.



▲ A damaged Diesel Particulate Filter from the outlet side of the system. Note the plugging of the inner channels within the substrate.

Upstream failures can include leaky injectors, exhaust pipes, manifold gaskets, or Exhaust Gas Recirculation coolers. So too can they include coolant leaks, problems with the so-called seventh injector (doser valve), turbo failures, or problems with sensors and wiring.

A new maintenance view

With thousands of vehicles in different age groups, in different applications, and different brands, Perry now has a pretty good idea of when certain trucks need attention.

"We look at the history of the vehicle and its applications and we apply a service recommendation based on mileage, fuel consumed, and hours in service," he explains. "The data we're getting from the newer vehicles is improving and they are able to give us a better indication of the soot load, etc. There's more insight and visibility there now. But the older vehicles still require planning and scheduling of a cleaning cycle as opposed to the system telling you when a cleaning is due."

Stuart says fleets are just now beginning to accept that they have to change their ways when it comes to maintaining aftertreatment systems. "Fleets have spent years streamlining their PM [Preventive Maintenance] processes to be as efficient as possible, but being proactive on aftertreatment systems may mean the 2.5-hour PM is a thing of the past," he explains.

Among other things, Diesel Particulate Filters are subject to a lot of vibration and possible impact damage, so canisters should be inspected regularly for damage, cracks and breaks. Stuart also suggests inspecting and cleaning the sensors and exposed contacts to ensure they have good electrical connections and are not gummed up by the contaminants that could cause false fault codes.

He has also been pushing his fleets to perform forced regens during Preventive Maintenance service intervals.

"It may add an extra hour of labor, but considering the possible cost of not taking that extra step, it's a bargain," he says.

Things like oil consumption cannot go unchecked, either. Fleets typically let older engines continue to use oil until they were traded out because it wasn't worth the cost of the repair. Now, a Diesel Particulate Filter contaminated with oil can lead to expensive repairs and unscheduled downtime.

"If [oil or coolant] levels are dropping with no external signs of leakage, you have to know it's going somewhere," notes John Moore, product marketing manager – powertrain at Volvo Trucks North America. "Check fuel filters for blackening that may result from crankcase oil mixing with fuel from a leaking injector. Check the fuel tanks for blackening of fuel, which indicates a mixing with crankcase oil."

In previous generations of engines, meanwhile, oil and coolant leaks were obvious because of the smoky exhaust. That's all trapped in the Diesel Particulate Filter now, so monitoring oil and coolant use (and using the correct oil formula) is critical.

5 STRATEGIES TO REDUCE DPF DOWNTIME

1 Match the engine size to its intended application

Don't spec' a big-block engine to run stop-and-go all day with short runs on the highway. Choose a smaller engine with a higher power-to-displacement ratio that will generate more exhaust heat and allow more passive regeneration and increase intervals between parked regenerations. — *John Moore, Volvo Trucks North America*

2 Observe the regen cycle frequency

Increasingly frequent active regens or parked regen requests could indicate the filter is becoming severely plugged. Onboard diagnostic systems are more sophisticated today and can alert you to the need for service, but older trucks can still be hit or miss. There is no harm in pulling the Diesel Particulate Filter for cleaning earlier in its life rather than later, and scheduled maintenance is always less expensive than emergency service. — *Scott Perry, Ryder System*

3 Consider performing a parked regen at the beginning or end of a work shift

Vehicles in light-duty, high-idle, or stop-and-go service can avoid disruptions to the workday by performing a scheduled regen rather than having to park for up to an hour during the shift. — *Dale Allemang, Daimler Trucks North America*

4 Perform regular and documented fluid level checks

An internal oil or coolant leak will no longer change the color of the exhaust because of the Diesel Particulate Filter. Such contamination increases the risk of plugging the Diesel Oxidation Catalyst, which will increase backpressure. After ineffective active or even passive regenerations, the system monitors will trigger fault codes and activate dash lamps to recommend inspection. — *Mario Sanchez-Lara, Cummins*

5 Watch fault codes

The days of performing Preventive Maintenance without a computer are over. Respond to fault codes immediately and be proactive. A parked regen is a last resort, not a first warning. — *Darry Stuart, DWS Fleet Management Services*

Even minor exhaust leaks cannot go unchecked.

"Cummins recommends placing the aftertreatment as close as possible to the engine and using double-wall exhaust piping or insulation wrap to retain heat," says Mario Sanchez-Lara, Cummins director of on-highway communications. "An aftertreatment architecture that has less surface area exposed to elements will retain heat and reach temperature ranges needed for passive or active regeneration more easily."

At some point the Diesel Particulate Filter will have to be cleaned, and proper cleaning procedures will help extend service intervals and prolong the life of this expensive ash can. But the cleaning

intervals are unique to every vehicle – and depend on duty cycles; the amount of fuel burned over time; mechanical factors such as fuel, oil and coolant contamination; and even fuel quality.

High-temperature exhaust usually turns that soot into unburnable ash over time. Engines operating at low exhaust temperatures will see more frequent active regenerations to make this happen, and they may require forced regens. Bear in mind, though, a regen will not remove ash. Once it's in there it's there to stay, and it reduces the filter's effectiveness over time.

Cleaning a Diesel Particulate Filter usually involves removing it from the truck and using high-pressure air to

loosen material within the filter's tiny channels. A high degree of remaining material may require the DPF to be baked, or exposed to very high temperatures for up to eight hours, to further reduce the material so it can be blown free.

"Depending on what's in there, some material may remain," says Drew Taylor, director of global sales for FSX, which makes DPF cleaning equipment. "You might succeed in removing 90% of the material, but you could well have a permanent restriction because some material that cannot be removed by this process remains entrained in the filter."

Material left behind in the first cleaning event will shorten the next cleaning interval, which might throw your maintenance schedule into disarray.

Daimler Trucks North America, however, does not endorse the so-called "bake and blow" cleaning method for all engines, and instead finds a full reman cleaning to be more effective. That includes compressed air and heat as well as a liquid wash.

Dale Allemang, Daimler Trucks North America's director of field service, says the air cleaning will clean the center portion of the filter, but it's likely to leave material around the circumference. "Our system is set up to give you an ash cleaning code after you have burned a certain amount of fuel [based on the application]," he says. "If you reset the ash accumulator, it assumes that you have installed a reman filter, and so it resets the cleaning interval to the prescribed number. But in our experience, the bake-and-blow cleaning is usually good for [around less than half] of that."

And here's a final word to the wise for used truck buyers. The vehicle's first owner probably spec'd and maintained the vehicle to run to the trade-out point and no further. Chances are they tried to avoid a second cleaning or replacement interval, and may have even ignored problems in the final weeks or months of service. When buying used, you can almost count on having to put money into the aftertreatment system. It might be better to get it addressed up front, roll that cost into the price of the vehicle, and build it into the payments. **TT**

PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS

🖱️ For more new product items, visit **PRODUCT WATCH** on the web at todaystrucking.com



Freedom XP flatbed trailer

Great Dane improves flatbeds

Freedom XP flatbeds get new standard landing gear and optional sliding suspension

Great Dane has announced two new features on its all-aluminum Freedom XP flatbed trailers: the JOST AX150 Alumilight landing gear and a new sliding suspension option.

The JOST AX150 is an aluminum hybrid series built for a maximum static load rating of 160,000 pounds and a rated lift capacity of 55,000 pounds. An all-aluminum extruded upper leg and high-strength low-alloy steel lower leg provide strength and weight savings.

The landing gear has silicone-sealed steel covers and a polyester-coated

HSLA steel lower leg that provide protection from harsh road conditions and chemicals for added corrosion resistance and durability. It series includes a 10-year low-maintenance warranty.

The new rear-axle sliding/front-axle fixed suspension option is now available on the 53-foot Freedom XP flatbed. The sliding suspension can be moved from the widespread position to close the tandem distance and be California-legal. The distance from the kingpin to the center line of the rear axle can be

480 inches in the forward position, 492 in the middle, or 540 in the rear. The axle separation distance can be 61, 73, or 121 inches.

The reinforced slider pin holes don't demand the use of fabricated steel channels or angles. A unique beam design functions with commercially available flatbed bogies without the need for heavy steel adapters. Instead, the XP uses galvanized steel wear pads and pin collars.

See www.greatdanetrailers.com/freedom-xp

Western Star Phantom 2 graphics package



WESTERN STAR GRAPHICS

A NEW FACTORY-INSTALLED GRAPHICS PACKAGE IS AVAILABLE FOR 5700XE MODELS

Western Star has added a new option for personalizing the 5700XE, available now. The factory-installed Phantom 2 graphics package features new, modular components for more custom options.

It's an extension of the original graphics package and is available in several different colors and textures including matte, carbon fiber, and brushed aluminum. The components can be spec'd as separate pieces for the hood, intake, side, fenders, and visor, or as one complete package.

The matte finish package adds to the already stylish and tough look of the 5700XE, and when spec'd with the hood module, reduces sun glare, enhancing driver comfort and productivity.

See westernstartrucks.com

DATALINK 2 REEFER RECORDER

CARRIER'S TEMPERATURE-RECORDING ACCESSORY HAS A BUILT-IN PRINTER

For refrigerated haulers who need independent verification of temperatures or immediate documentation for receivers, **Carrier Transicold** now offers the DataLink 2 recorder.

For single- or multi-temperature applications, the system uses up to three independent temperature sensors, providing an added layer of verification beyond the refrigeration system's built-in recording ability. An integral thermal printer lets



drivers quickly produce numerical and graphic trip reports for receivers. Data can also be downloaded to a personal computer for electronic logging.

Beyond its primary use, the DataLink 2 recorder is also a comprehensive analytical tool when connected to a Carrier refrigeration unit's control system. Temperature data captured from its own sensors can be correlated against activities recorded by the control system, helping to identify potential sources of shifting temperatures.

Setpoint changes, defrost cycles, unit alarms, door openings, and turning off the refrigeration unit can affect temperatures, the company says. The new recorder can capture and report these

events alongside temperature data, providing helpful insight into temperature inside the truck or trailer.

Designed for plug-and-play simplicity, the DataLink 2 recorder auto-detects which Carrier controller it's connected to, whether an APX or Advance controller or the standard microprocessor. Setup is done through a "soft menu" system keyed to four buttons located just below the device's backlit display screen. Two recorder styles are offered: body-mount models that attach to either a truck or trailer cargo area, and an in-dash DIN-mount version for more convenient driver access on straight truck applications.

See www.transicold.carrier.com

LOW-MOUNT SUSPENSIONS

RIDEWELL EXPANDS THE RAR-266 PRODUCT FAMILY

Ridewell Suspensions has introduced another in its line of lightweight, fully integrated trailer suspensions with the release of 20,000- and 25,000-pound low-mount-height models for the RAR-266 product family. Both systems are available in drum or disc brake axle configurations with standard or custom axle widths.

The 20,000-pound version uses a narrow bushing design to achieve what Ridewell calls a lightweight, durable system that fits applications with limited space. The 20K suspension can be configured for use with 19.5- and 22.5-inch tires at a seven-inch ride height.

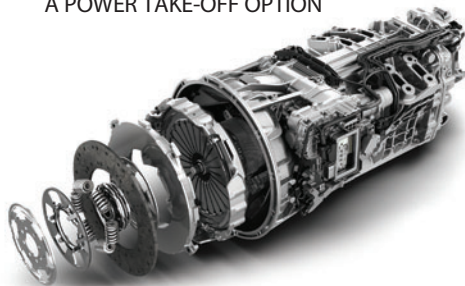
The 25,000-pound model allows customers to standardize on a wide-bushing pivot connection while accommodating 6.25- to 9.5-inch ride heights. Both systems take advantage of a 5.75-inch large-diameter axle combined with short cams to minimize axle weight. The integrated system saves installation time and requires less maintenance.

See ridewellcorp.com



DETROIT DT12 WITH PTO

DETROIT DT12 TRANSMISSION OFFERS
A POWER TAKE-OFF OPTION



Detroit Diesel has announced the availability of a Power Take-Off (PTO) option for its Detroit DT12 Automated Manual Transmission.

Both the direct and overdrive DT12s are available for order with a proprietary rear-mounted PTO on original Freightliner Cascadia models and Western Star 5700XE trucks. However, it's not scheduled to be available for the new Cascadia until January 1, 2018.

The DT12 was spec'd by about 65% of Cascadia customers and approximately 85% of those buying the 5700XE in 2016.

The PTO introduction is aimed largely at customers in the bulk-haul tractor-trailer segment. It's tailored for stationary operation on 100% pavement only. Targeted applications include liquid trailers, dry goods, wet goods, and moving floors.

See demanddetroit.com

TREMCAR VACUUM TANKS

LATEST TANK IS FOR HAZARDOUS AND
NON-HAZARDOUS WASTE

Tremcar's newest vacuum tank is a one-compartment, 3,800-US gallon DOT/TC-412, ASME U Stamp certified unit.



Tremcar vacuum tank

It's manufactured to clean industrial and commercial hazardous and non-hazardous waste and is certified to meet the most stringent environmental standards.

The tank is mounted on a stainless steel subframe with stainless steel tie downs. The pumping equipment runs from 1800-6500 cfm with a transfer case. The vane pump for pressure has a 512-cfm-airflow hydraulic drive with an oil-catch muffler.

The filtration system is a cyclone bag house with an automatic pulse system. The boom comes in several configurations, by design and size, to meet various customer needs.

Tremcar manufactures different units such as portable toilet vac tanks, septic vac tanks, city sewer vac tanks, and several other types.

See tremcar.com

MINIMIZER TOOL CADDY

A NEW TOOL CADDY AND THE
TRAILER SLICK PLATE

Minimizer has introduced two new products: a tool caddy, and the trailer slick plate – a self-lubricating polymer plate that attaches to a trailer's upper coupler.

The polymer plate means easier maintenance, the company says, with no need for messy grease and fewer coupling issues. It's said to reduce wear and tear on the truck's fifth wheel, as well as the trailer's upper coupler. It also makes for easier trailer handling for drivers and increases steer tire life, says Minimizer.

The tool caddy is the newest addition to Minimizer's maintenance line.

It attaches to the tire, creating a space to store up to 100 pounds of tools and gear.



Minimizer tool caddy

It's designed to fit standard tires from 245 to 295.

A flatbed version is meant to hold all straps as a driver loads cargo, fitting inside the 36-inch Minimizer tool box.

See minimizer.com

EXTENDED DAYCAB, INTERNATIONAL HX

FROM DAYCAB CO. COMES A
CONVERSION THAT ADDS EIGHT INCHES



The International HX Series extended daycab conversion from **Daycab Company** is for OEM dealers exclusively, meaning it can be ordered through them but it's only available as an installation at Daycab Company. Designed for all HX Series trucks, it adds eight inches of leg and belly room to the cab while adding a tool tray across the entire back wall.

This extension is made of fiberglass, adding about 80 pounds of weight.

All upfitting is done at Daycab's location in Rockwood, Tennessee, typically completed "in a few days". The company does not send the kit to dealers to apply themselves. Rather, Daycab receives trucks directly from the manufacturing plant and does the upfitting before sending them on to dealerships across the U.S. and Canada.

The company also makes a cab conversion kit for International 9300, 9400, 5600i, 5900i, 9100i, 9900, and PayStar trucks.

See www.daycabs.com

Product Watch

ENHANCED FZ-G1 TABLET

PANASONIC ADDS PROCESSING POWER AND BETTER BATTERY LIFE

Panasonic has announced new upgrades to its Toughpad FZ-G1 fully rugged 10.1-inch tablet. It features a 6th generation Intel Core processor along with the latest Microsoft Windows 10 Pro platform, aimed at mobile professionals in government, public sector, food service, and field service environments.



The updated tablet now provides up to 14 hours of continuous use with a single battery and up to 28 hours with an optional

long-life battery. Its improved Intel HD graphic performance provides the ability to capture and document photos on the job with extreme clarity. Enhanced features like the new waterproof digitizer pen and the optional docking kiosk, combined with the glove-sensitive touch-

screen, provide mobile workers with the flexibility to customize the fully rugged tablet so it best suits their needs in most environments they encounter.

New Toughpad FZ-G1 features include improved Wi-Fi connectivity and SSD storage of either 256 or 512 GB. List price is US \$2,899, which is about Cdn \$3,800.

See www.Toughpad.com

FLEETRITE BODY PARTS

NAVISTAR'S AFTERMARKET PROGRAM ADDS ALL-MAKES BUMPERS, HOODS, AND GRILLES

Navistar has introduced a new line of Fleetrite collision replacement products for a wide variety of heavy-duty truck applications. The all-makes line of bumpers, hoods, and grilles is designed to provide the same quality and effectiveness as original equipment parts.

There are more than 70 Fleetrite parts available for a wide variety of truck models at "competitive" prices.

Fleetrite also has production-level components for new International trucks.

See www.fleetrite.com

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YOU CAN'T GET THERE FROM HERE

Any readers with really really big dogs riding shotgun will be gratified to know that last month's mystery location – the world's second-largest fire hydrant – is located in downtown Elm Creek, Manitoba, about 50 clicks southwest of Winnipeg. Built by volunteer firefighters, it was unveiled on Canada Day, 2001, and stands almost 30 feet tall. Congrats to Kait Moore, Chris Brewster, Robert Dunwoody, Kerwin Wong, and Gary Clark for their correct responses. And the five other winners from our long list of correct guesses. Did you miss out last month? Don't just have a cow. Have a Holstein. Do you know where she is? Email your guess to JohnG@newcom.ca. If you're one of the first 10 correct guessers, you'll get a free hat!



December Answer:

The world's second-largest fire hydrant located in downtown Elm Creek, Manitoba



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P.S. If you call your answer in, don't forget to leave your contact details!



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Jack Fielding of Bison Transport collected the national honor during the Ontario Trucking Association's recent annual convention.

Fielding Fine

Jack Fielding reflects on four decades of driving – and a winning record

By John G. Smith

Jack Fielding refers to three of his trophies as the “trifecta”, and they are undeniably counted among the top honors for those who work behind the wheel.

The Bison Transport employee – who boasts four decades on the job and 3 million kilometers without a collision – was recently named Volvo Trucks Canada/Canadian Trucking Alliance Driver of the Year, building on similar titles from the Truckload Carriers Association (2013) and Ontario Trucking Association (2015).

Fielding began driving alongside his father, who delivered goods for Eaton's department stores, helping out on weekends at first and then shifting to

full-time work after high school. “It was just something I liked doing,” he says of the career choice. “I like the freedom of the job; nobody looking over my shoulder. You just kind of do what needs to be done.”

The McKellar, Ontario resident currently serves as a driver-trainer and mentor at Bison, where he has worked for the last 18 years. And he promoted the industry during school visits and community events as a member of the 2011-12 Ontario Trucking Association Road Knights team.

Despite his extensive experience, Fielding knows there is always plenty to learn against the backdrop of a changing industry. “Technology plays a big part in

it now. It's moving pretty fast,” he says. “They're talking about driverless trucks. It's something I don't know if I can keep my head around.” These days he's at the wheel of one of the first next-generation Freightliner Cascadias, and continues to be surprised by the fuel economy approaching 26 liters per 100 kilometers with just 30,000 kilometers on the odometer.

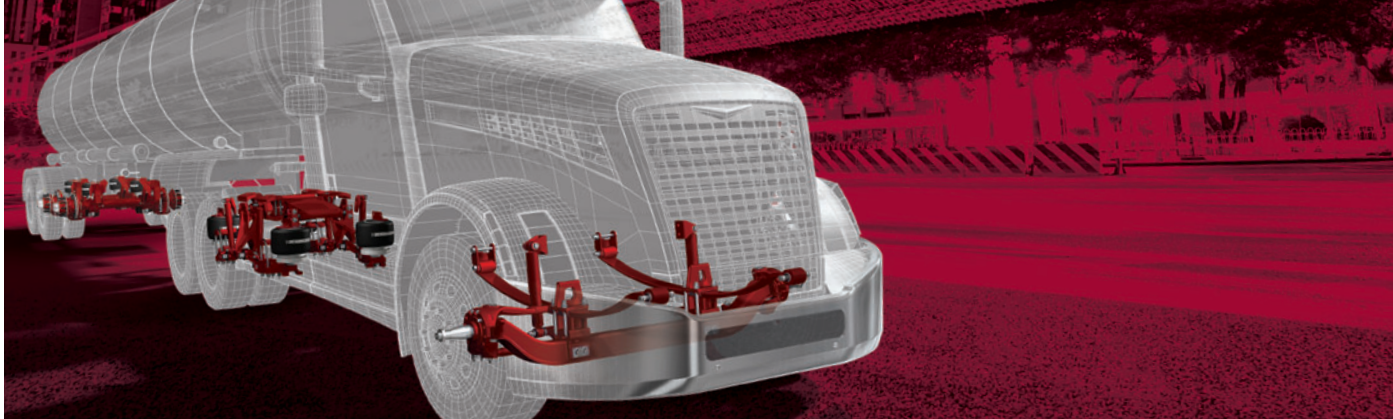
His loads are diverse, ranging from paper, to consumer goods for Walmart, and even chemicals. But the variety of loads and locales is what keeps him interested in his chosen career. “I think I have to have the ‘not knowing’ as part of the job,” he says. Leave the dedicated runs to someone else.

The secret to so many kilometers without a collision is patience, he says. “I don't get too upset with people on the road. There are so many things out of my control. I may as well just run with it.” You won't find him in a pack of trucks, and he is always looking to give everyone around him some extra room. “That's just what I do. I'm not trying to be the leader in the crowd.” Maybe the patient mindset is what attracts him to fishing, or tinkering with the old motorcycles that he repaints and sells.

“Jack is the kind of driver we'd like to clone,” said Norm Sneyd, Bison's vice president – business development. “When we have a special situation that requires immediate attention – something that requires the Fielding touch – we bring Jack in and he gets it done every time.”

“He's always laughing, has a joke to tell, a story to tell,” adds Rob Penner, president and Chief Operating Officer. “He says what he does, and does what he says.”

Asked what it would take to attract a new generation of drivers, Fielding is stumped. “It's harder to get the younger crowd to come in,” he says. “It's a difficult job to begin with, being away from home for long periods of time.” But he wouldn't give it up for anything. “It's been a great run,” he says. **TT**



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