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Letters

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Keep the CBs, 10-4

Re: *CB or Not CB (July 2017)*

I read your article regarding the province of Ontario possibly banning CB radios in the near future. I believe it would be a big mistake to ban them. As a driver with nearly 30 years experience, I still use my CB today. It is extremely useful to obtain traffic information and directions.

The CB is a tool that can prevent accidents and serve as a lifeline if trouble arises on the road in remote areas. When a driver has the opportunity to travel with another, the CB provides a means of communication and social interaction. It helps to offset boredom and fatigue, which can prevent accidents.

— **Gerald Janosik**
Windsor, Ontario

Congratulations on three decades!

Re: *30 years and counting (August 2017)*

Just want to say congratulations on your milestone of 30 years. I have been reading your magazine for, I'm sure, at least that long. I have learned a lot from your pages, and your magazines have traveled a lot of miles with me. I've been retired now for a few years, but I'll never get tired of seeing what's new in this crazy business of trucking. Through the good times and the bad, I loved almost every minute of it.

— **Gary Yoder**
Parksville, BC



Overweight is overweight

Re: *Ontario unveils plans for aggregate haulers (July 2017)*

If I understand this correctly, dump drivers are complaining that their customers are improperly loading their improperly spec'd equipment. The (Ontario Ministry of Transportation) in turn is issuing fines because they are breaking the law and operating in an unsafe manner. Their reaction was to block the enforcement station.

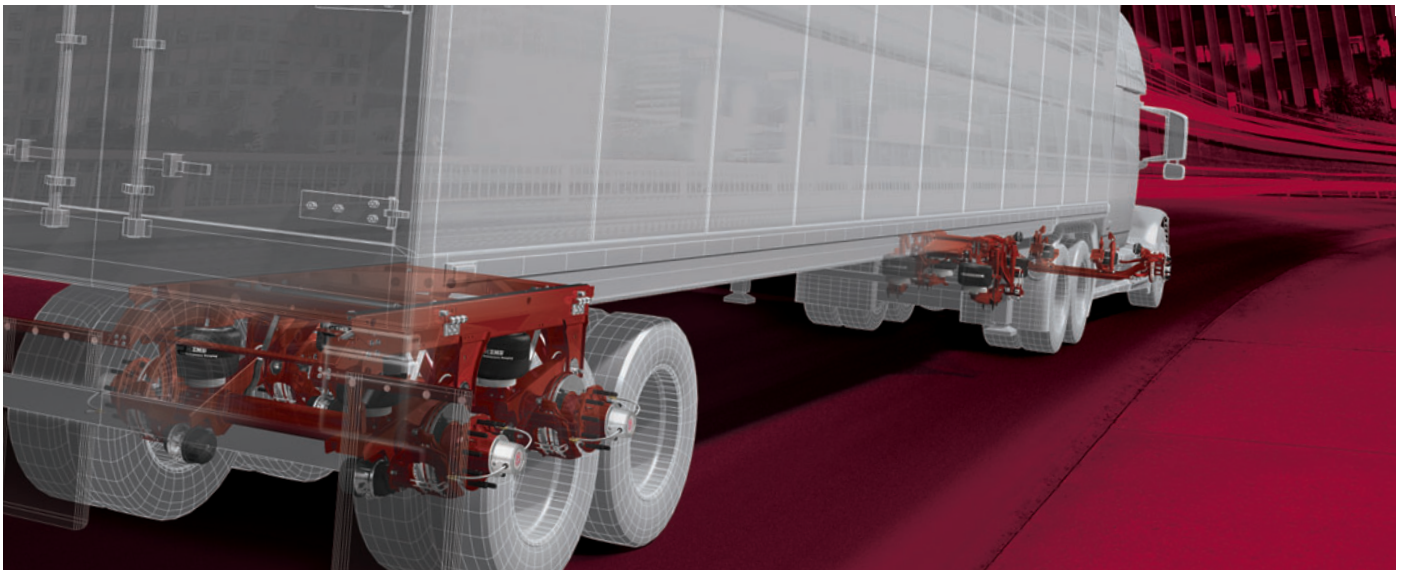
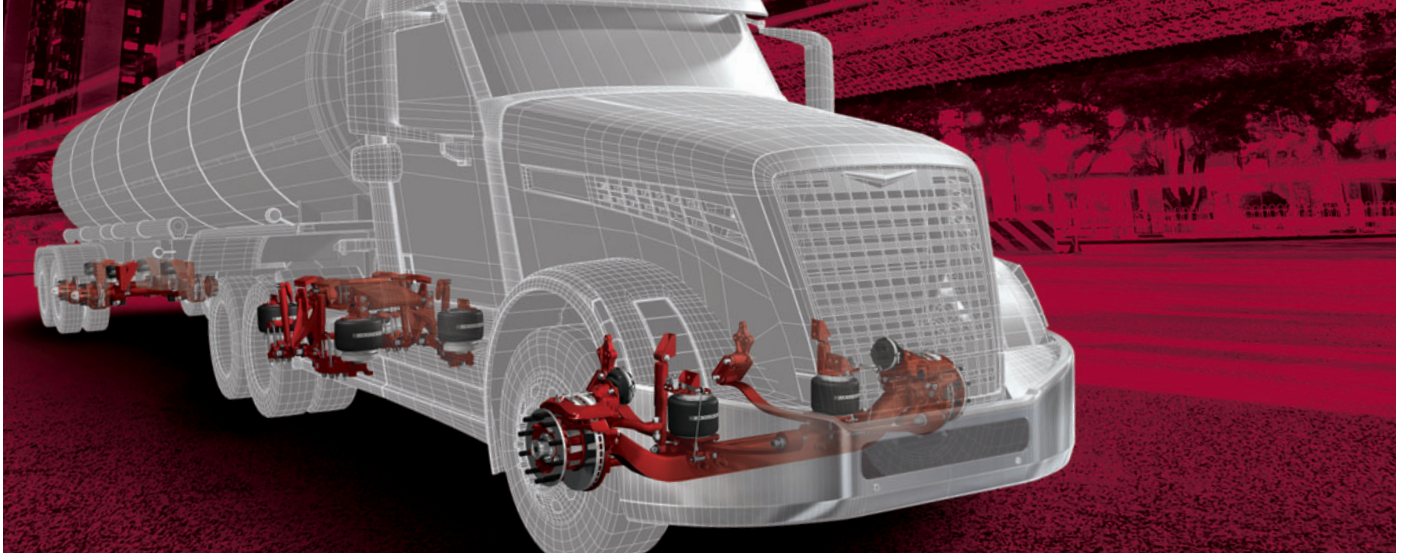
What is the difference between a dump bucket and any other type of conveyance? Overweight is overweight.

If I get a few hundred drivers of dry vans, reefers, flatbeds or tanks to clog up the scale for a week, can I get the government to kowtow to my demands to be allowed to run illegally or at least recast the rules of that legality?

— **Geoff Medweth**
Cambridge, Ontario

Correction

Trucks Unplugged, a feature in the *August* edition, misidentified David Pardue, Mack's vice president – connected vehicle and uptime services. *Today's Trucking* regrets the error.



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By John G. Smith



Printed to Go

3D printing will transform your access to truck parts

Distribution centers and jobbers couldn't possibly afford to stock every single part that a truck owner might need at a given point in time. The massive inventory would tie up far too much space and capital. The best they can do is play a numbers game, focusing on parts used in the widest volume of vehicles, and trying to limit investments in the components that are likely to gather dust on a storage rack.

Everyone else has to wait.

But imagine a day when parts are emailed – rather than shipped – on demand.

Daimler's Mercedes-Benz Trucks division has delivered us a step closer to that reality. This summer, European teams began using a 3D printer to create metal thermostat covers for Unimog trucks that haven't been produced for about 15 years. The part was made by spreading powdered aluminum and silicon in layers, fusing everything in place using a process known as Selective Laser Melting.

Daimler reports that the final product delivers the same functionality, reliability, durability, and cost-effectiveness as its traditionally produced counterpart. It's only a matter of time before the process is used to make peripheral metal engine parts, in-engine parts, cooling system components, transmissions, axles or chassis, the company says.

With a broad network of printers, additive manufacturing like this could decentralize production, shorten delivery times, and reduce warehousing and distribution costs. Manufacturers, meanwhile, can use the process to refine and test evermore complex prototypes, in part because 3D printing builds things from the inside out.

This isn't about printing a component while you wait at a parts counter, and mass-produced parts will always be cheaper, but 3D printing certainly makes it easier to source otherwise-rare components. Rather than building massive quantities at a time, manufacturers could create smaller batches, always with the latest upgrades to address things like recalls that have emerged. There's no limit to the potential of customizing different parts, either.



Imagine a day when parts are emailed – rather than shipped – on demand

It is hardly the fodder of science fiction. On the F1 racing circuit, WilliamsF1 partnered with German's EOS to print gearbox casings and other parts for races. Companies from Audi to Honda are finding new ways to integrate the tools into their general manufacturing processes. Here in Canada, Kor Ecologic unveiled the

prototype of a car that featured an entire body created with a 3D printer. And as reported in our August edition, Michelin has a vision of using a 3D printer to replenish or update tire treads.

There's no limit to how far afield parts production might spread. In one recent test of 3D printing, NASA actually transmitted the file for a 4.48-x-1.29-inch ratchet wrench to the International Space Station. Four hours later, the final product was in hand.

It's clearly a space-age concept that has a place here on earth. **TT**

John G. Smith is editor of *Today's Trucking*. You can reach him at 416-614-5812 or john@newcom.ca.



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By Rolf Lockwood



Talking Tech

Is autonomy understood? Is platooning as good as some say? There are questions.

The word “autonomous” is everywhere I look, and if I believed the hype I’d think that human control of cars – and trucks not long afterwards – is soon to be a thing of the past. Frankly, I’m getting a little tired of it all.

Yes indeed, it’s a sexy technology, and yes, some forms of autonomous driving will find their way into trucking before long. Who knows when? Not me, but it won’t be tomorrow for the mainstream freight business. Not so, not by a long stretch.

At the user level, I fear that the whole autonomous phenomenon is poorly understood, and in a long conversation over dinner recently, I found that a veteran OEM engineer agrees with me. First off, in only very rare circumstances are we talking about actual autonomy – that is, with no driver present. It’s already happening in mines and in some agricultural applications, and it’s likely to happen in container ports on very prescribed routes soon. Like 10 years.

Everywhere else we’re talking “semi-autonomous”, meaning a driver is in there – or even two as is presently required in Nevada and some parts of Germany, the two jurisdictions that allow it. Jobs will not be lost any time soon.

The technology component is easy, for the most part, but not the social and regulatory sides of it all. That challenge takes complexity to new heights.

Last-mile deliveries are a different story, and there we already see the start of jobs being lost to drones. But that’s a different kettle of techno-fish.

My engineering friend and I also talked about platooning, and both of us registered a little skepticism there, too. At best I think we’ll see two-truck platoons in the nearish future, and not too near, though I once thought we would. I’m not sure the benefits are sufficiently large enough to justify the expense and the hassle, though a “confidence report” from the North American Council on Freight Efficiency last year begs to differ.

A two-truck platoon would save about 4% in fuel compared to a pair of rigs running separately, the report says, and payback

could be as short as one to two years. Fuel savings come from reduced air turbulence between the two tractor-trailers operating 40 to 50 feet apart.

The original vision, as I understood it, suggested that as many as 10 trucks could be platooned, limited only by the strength of the radio signal connecting the vehicles. And that vision also suggested that random trucks could join an existing rolling platoon if they “asked” by electronic means and determined that destinations were compatible. A commercial connection

At the user level, I fear that the whole autonomous phenomenon is poorly understood

between trucks was also envisioned, namely that the lead rig – which enjoys a smaller fuel saving – could be paid by the others.

As things stand now, none of this is practical anywhere except on smooth and easy highways, in good weather with a pair of trucks from the same fleet, and even then it’s not going to happen terribly soon.

The biggest downside, which nobody talks about, is the fate of the poor driver in the second truck. These are not autonomous trucks, remember, so all following trucks will need a driver. How on earth do you keep that poor bugger awake?

One big cloud over all this fancy wizardry – autonomy, platooning, and such – is that it’s essentially limited to 80,000-pound vans being hauled down clean highways. Talk to loggers in northern Ontario, guys hauling to and from remote mines in Saskatchewan, people supplying all manner of things in the Oil Patch, and you know what you’ll hear.

There’s just no value to this stuff in the outer reaches of our country. **TT**

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

You can reach him at 416-614-5825 or rolf@todaystrucking.com.

Dispat

Border Barriers

The Canada-U.S. border is marred by outages and delays. Could trade talks be the answer?

By John G. Smith

So it begins. The North American Free Trade Agreement that governs every load of freight crossing the Canada-U.S. border is formally being renegotiated, with the Office of the United States Trade Representative submitting its objectives on July 17.

In the midst of talk about tariffs and taxes, however, regulators are also looking for ways to streamline the crossings themselves. The U.S. goals include automating import, export and transit processes; reducing related documents and formalities; harmonizing customs data requirements; and advancing rulings about the way goods will be treated when imported.

There's clearly room to improve. A 15-member industry coalition including the **Canadian Trucking Alliance (CTA)** recently complained about the lack of resources for border staffing and IT systems, and called for more Canada Border Services Agency funding.

Ralph Goodale, minister of public safety and emergency preparedness, admitted in a formal response that "a number of older" IT systems have hurt the supply chain. The Canada Border Services Agency has even begun reviewing – and in some cases refunding – Administrative Monetary Penalties linked to system outages, according to the alliance.

For its part, Canada's largest trucking association has sent Global Affairs Canada a list of border issues that could be tackled in the trade talks. In-transit truck moves, cargo pre-clearance, government investment at ports of entry, harmonization of security programs, the trend in rising cross-border fees, the movement of food products and related inspections, and e-commerce were among them.

"Many of the comments by the carrier community contained in our submission are longstanding issues that have

been impeding cross-border trade," alliance president Stephen Laskowski said in a release. "CTA is eager to work with Ottawa, Washington, and the business communities on both sides of the border to try and resolve these issues for the betterment of the economies in the U.S. and Canada."

Topics on the wish list include:

1 Trailer repositioning

Existing cabotage rules govern how foreign motor carriers reposition trailers. "This is inconsistent with modern-day logistics practices," the alliance brief reads, noting how shippers, receivers and freight forwarders control when freight is loaded and unloaded. "Motor carriers must therefore maintain larger trailer pools, allowing them to drop off a loaded trailer at the consignee so the driver and truck don't need to wait." Echoing a call from the American Trucking



Associations, CTA wants foreign drivers to be able to reposition empty foreign trailers as part of international commerce.

2 In-transit shipments

In-transit shipments – the domestic freight that takes a shortcut through a foreign country – essentially came to an end when Automated Commercial Environment (ACE) e-Manifests were

ches

Northern Exposure

PG. 14

Ideal Purchase

PG. 17

Limiters Parked

PG. 19



“The abundance of fees and penalties are detrimental to carriers hauling goods across the border,” the Canadian Trucking Alliance says.

introduced in 2006. Moves once allowed with no more than some manifest information now required full commercial information. But U.S. Customs and Border Protection has since 2016 been running a pilot project that allows nine qualifying carrier to run in-transit through the U.S. and selected ports. The alliance wants the program to become a permanent fixture.

③ Cargo pre-clearance vs. pre-inspection

While Canada and U.S. governments deemed a 2013 B.C. pilot project testing pre-clearance systems to be a success, the alliance says it delayed truck traffic and created longer line-ups. A second test at the Peace Bridge in Fort Erie, Ontario, saw pre-inspected trucks processed 30 seconds faster per truck, when pre-

inspection booths were limited to trucks with transponders.

“CTA has regularly cautioned against any initiative that would see trucks – particularly FAST-qualifying trucks – stopped twice... where currently there is only one stop,” the submission notes, referring to the Free and Secure Trade program. So it calls for “true pre-clearance” where

selected group of trucks are allowed to bypass a border stop altogether.

④ Understaffed borders

“Both US CBP and CBSA have seen their resources decrease significantly over the last several years, leading the agencies to search for efficiencies through automation, the use of advanced technology, and biometrics. This shift, although it’s the way of the



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future, must be reconciled with the need for frontline officers to process trade in the present day,” the alliance says.

It isn't the only department to face limited resources. Consider the challenges that U.S. Department of Agriculture faces when clearing shipments of food and meat. At the crossing with Pembina, North Dakota, only limited staff is available on Saturdays, and there are no inspections on Sundays. In Blaine, Washington, the offices are closed for inspections between 11 p.m. Friday and 7 a.m. Monday.

5 Harmonized programs

Requirements and processes for Customs Self-Assessment (CSA) and the Customs-Trade Partnership Against Terrorism (C-TPAT) overlap and could be streamlined, the alliance says. And it is calling for the Commercial Driver Registration Program (CDRP) to be wound down since that program allows drivers access to FAST lanes without the same intense background checks and security clearance needed to get a FAST card. There are about 1,745 CDRP card holders, and 1,330 also have FAST cards.

6 Rising fees

Rising fees referenced in the brief included U.S. Custom decals, off-load charges at the border, Administrative Monetary Penalties, and U.S. Customs and Border Protection penalties. Specifically, the alliance calls for a review of the Animal Plant and Health Inspection Service (APHIS) fees, which have been proposed to increase to US \$8 per crossing – a jump of 52%. Related transponder costs would more than double.

These APHIS fees contravene the existing trade deal, are a tax on all U.S.-Canada trade, and are being imposed on the wrong party, simply because it's easier to go after the truck than the owner of the product, the alliance observes. So too were these fees said to be a barrier to legitimate trade, lack the application of resources to assess risks, and exempts bus passengers, pedestrians and private aircraft just because there are no means to collect.

“The abundance of fees and penalties are detrimental to carriers hauling goods across the border, which is being passed down to the consumer,” the brief concludes. “Administrative burdens as well as additional costs and risks can also deter some carriers from transporting cross-border goods.”

7 Doubled data

The alliance is asking for Canada and the U.S. to use the same carrier codes, review the need for vehicle repair controls, have Canadian e-Manifests be accepted by the Customs and Border Protection as an export manifest, and have a single bond that can be used across North America. **TT**

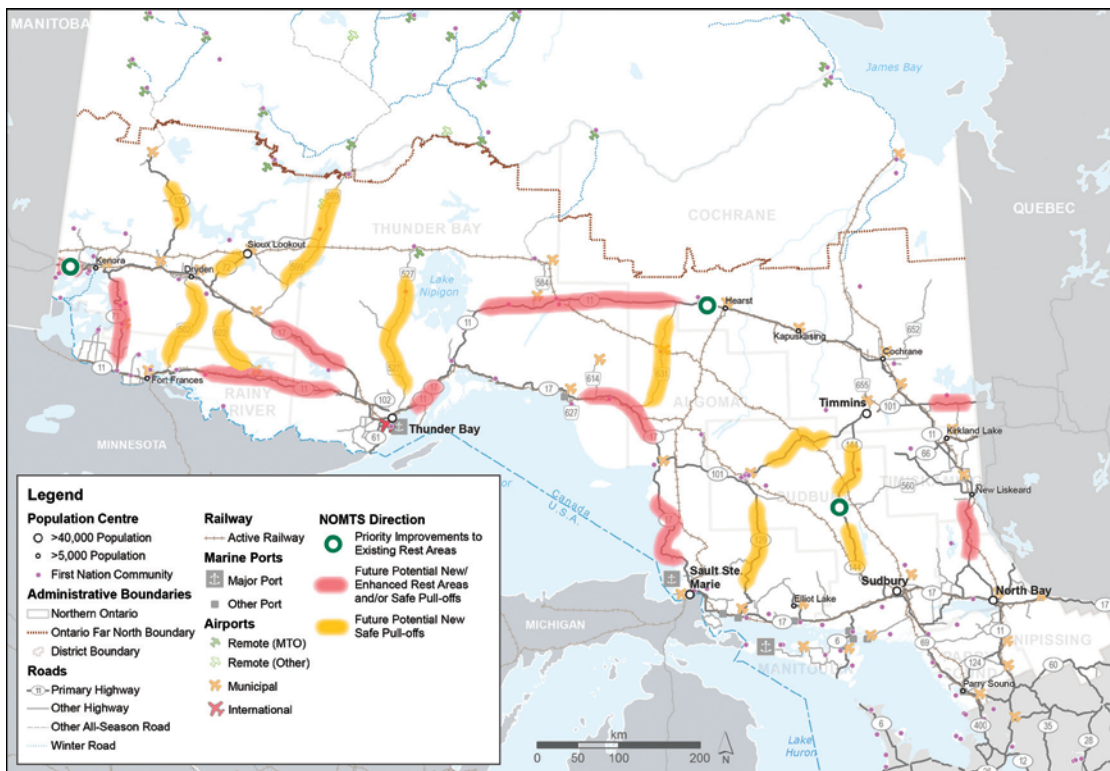


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The final strategy will guide investments for the next 25 years. (Map courtesy of the Ontario Ministry of Transportation)

Northern Exposure

New strategy looks to tackle lack of truck parking in northern Ontario

By Elizabeth Bate

Northern Ontario can conjure images of an isolated landscape, and a limited number of parking spaces along the Trans-Canada Highway offer little to shatter the clichés. Especially in the winter. Currently there are 123 ministry-operated rest areas in northern Ontario for tourists and truck drivers alike, but about half can accommodate trucks. Only eight are open year-round.

“There is a gap between where truckers are having to stop for hours of service and where there are rest areas available,” says Michael Casey, manager of the provincial planning office at the Ontario Ministry of Transportation. “It’s not that there aren’t safe places to stop in northern Ontario, it’s that they aren’t right at your 13 hours (of driving time).”

A government transportation strategy, released in July, is looking to change that.

The Draft 2041 Northern Ontario Multimodal Transportation Strategy addresses planning in the north for the next 25 years, touching on everything from winter roads to highway improvements, and increasing and enhancing parking and pull-offs for commercial vehicles and tourists alike.

Groups including the Ontario Trucking Association, Private Motor Truck Council of Canada, and Canadian Trucking Alliance have all been involved in related consultations, as have major shippers in the mining and forestry sectors. “We also have stakeholders that represent the tourism industry, where there is a great interest in rest areas as well,” Casey says. Other comments can be submitted until September 15 at www.nomts.ca.

With the government looking to finalize the report by the end of 2017, this

consultation period is the last chance to offer opinions on where resources should be focused.

The ministry won’t comment on the possible cost of the parking or the plan because the work hasn’t been finalized, and it would be rolled out in multiple stages. But in the meantime, the government has already begun work on two of three locations identified as a high priority by the Ontario Trucking Association and its members.

“We started at a very high level and we looked at spaces where our membership told us there was a need for parking,” said Geoff Wood, the association’s vice president - operations and safety. The group also asked the government to consider options that could be addressed in a shorter timeframe.

“We said, ‘Why don’t you focus on place where you already own land?’” he added, noting the government already owns several locations on highways 11 and 17.

Those consultations along with other research led the government to prioritize the work on two existing rest areas, upgrading the locations into all-season

facilities with washrooms and spaces for trucks. A third location will be built from scratch. All three are scheduled to be completed in the next three years.

Requests for qualifications have been issued to find those who will work on the two upgrades, involving a location on the Trans-Canada Highway in Hearst, Ontario, west of Kapuskasing, and another at Highway 144 – a spot Wood calls a crucial link between Timmins and Sudbury.

Both areas will get better lighting, increased truck parking, and all-season washrooms. Casey says if all goes according to plan, construction on these locations should begin in Spring 2018.

The third location will be a new facility on the Ontario-Manitoba border that is still in the design phase.

“It will be a lot quicker than we will typically see, is our understanding,” Wood said of the construction of the first three stops. “Anything is better than what we have now.”

Wood says his members are eager to see something done soon, but have to understand that the changes come at the speed of government. The association hoped work would be completed in one to two years, but accepts a three-year deadline. “We understand it’s a process,” he said. “That’s obviously what we’ll have to live with.”

As welcome as the news is, years of underinvestment in northern parking has created an immediate need, Wood added. “Nothing is fast enough right now, but it’s going in the right direction. It’s long overdue.”

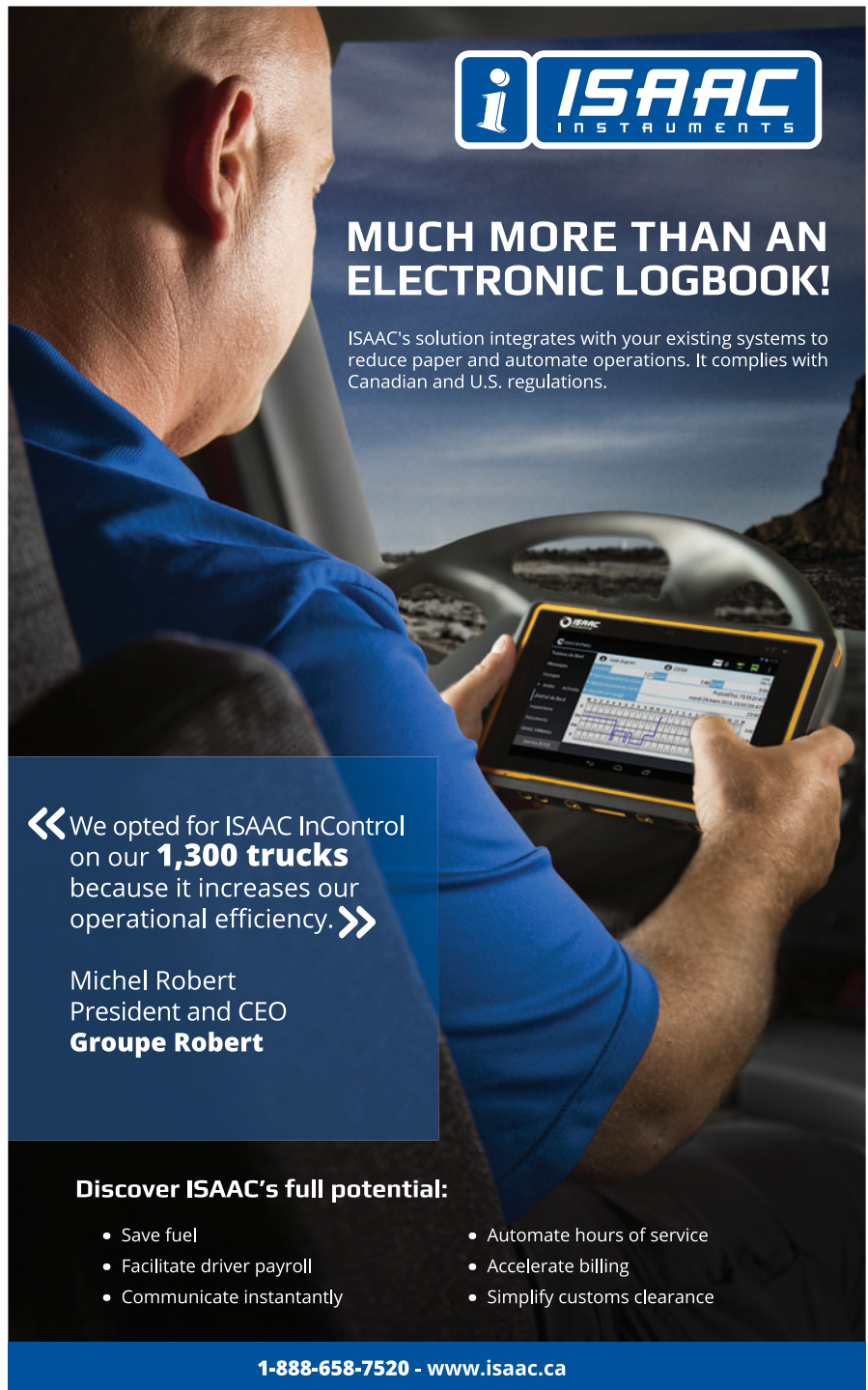
Ontario Transportation Minister Steven Del Duca says he understands the urgency and the increasing pressure being placed on the government to fix the parking situation, but that there are always complications to overcome on projects like this. “We’re constantly trying to find creative ways to meet that challenge,” he said. “People would like to see a final product, but we want to make sure we get it right.”

The renovations involve several steps such as introducing extra parking spaces for trucks, wider entrances, lighting, and washrooms – but there are still unique challenges when completing such work in northern reaches of the province.

“You can’t just stick a garbage can at the side of the road. You have to make it animal-proof,” Wood said as an example. “The initial ones we’re looking at are very basic. I think the longer-term projects are those bigger service centers. We’re just dealing with where we want to park and get the trucks off the road.”

The strategy alludes to larger service centers, but those would require private businesses willing to invest in northern locations.

“I don’t think we’re at that stage yet,” Wood said. “It comes with a broader infrastructure investment. We’re pleased with the initial part of this and we’re going to keep plugging away.” 



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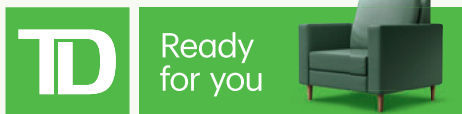
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Guilbault makes Ideal purchase



Photo: Steve Bouchard

Groupe Guilbault has purchased Ideal Logistical Solutions – including Ideal Logistics, Ideal Transportation, and Ideal Warehouse divisions.

Terms of the deal have not been disclosed, but the acquisition clearly gives Groupe Guilbault a significant presence in the warehousing sector. Ideal has a 250,000-square-foot warehouse in Quebec City’s Armand-Viau Industrial Park, once a distribution center for Proviso. A similar-sized facility is in Lachine, Quebec.

It also gives the company additional personnel. Ideal and its 150 employees will become a Guilbault operating division and continue to run independently. The combined companies will have about 975 employees. Ideal had about 35 trucks. The Guilbault fleet includes about 300 trucks and 1,000 trailers.

Jardine buys REM Transport

Jardine Transport has purchased Saint Stephen, New Brunswick-based REM Transport, a fleet established in 1973 and currently operating more than 50 power units with about 70 employees.

Jardine serves customers across Canada and the U.S. from offices in Fredericton and Saint Stephen, New Brunswick; Dartmouth, Nova Scotia; and St. John’s, Newfoundland. It’s part of the SeaFort group of companies.

Halifax-based SeaFort Capital invests in small and medium-sized Canadian businesses.

Lytx opens R&D site in Toronto area

Video telematics manufacturer Lytx has opened a new research and development facility just north of Toronto.

The 13,000-square-foot building in Markham, Ontario, has space for about 40 employees including hardware and

software development teams as well as sales and operations personnel.

“The city has emerged as a top technology hub,” said Tonya Cross, senior vice president – human capital, referring to the Toronto-area presence.

Lytx’s flagship product is the DriveCam video safety program.



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TDG rules aligned with U.S. and UN

Canada has published changes to Transportation of Dangerous Goods (TDG) regulations, more closely aligning them with standards set by the U.S. and the United Nations.

Highlights include new safety marks for lithium batteries, labeling requirements for dangerous goods that are toxic when inhaled, and updated standards for some intermediate bulk containers.

U.S. parks its speed limiter bid

Efforts to mandate speed limiters in the U.S. have stalled, at least for the time being.

Originally included on the legislative agenda last September, speed limiters have been dropped from the legislative agendas of the White House, U.S. National Highway Traffic Safety Administration, and the National Highway Traffic Safety Administration.

The American Trucking Associations was among groups lobbying for the mandate.

Trucking company fined for deadstock

Ernie Herrington Excavating, Trucking and Sanitation of Arkona, Ontario, along with a farmer in the nearby town of Wyoming, have each been fined for violating a provincial law that regulates the disposal of deadstock.

The animals had died in a barn fire on January 31, and they were moved without the required licence – even though the trucking company and farm owner had already discussed the requirements with Ontario Ministry of Agriculture, Food and Rural Affairs staff.

Container workers win court challenge

The B.C. Supreme Court has upheld the wage floor in the Container Trucking Act, after 10 companies sued the provincial government to avoid paying back pay to drivers, according to the union

representing affected drivers.

The June 30 court decision ruled against the trucking companies that were challenging the Act, and attempting to avoid more than \$1 million in back pay, Unifor says.

“The Container Trucking Act provides a level playing field for wages, but these companies prefer a race to the

bottom,” said Gavin McGarrigle, Unifor’s B.C. area director. “This ruling upholds a legislated wage floor that ensures companies can’t get away with ruthlessly undercutting wages and causing chaos at the port.”

More than \$2.3 million in back pay has been ordered since the legislation was passed in 2014.

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Vocational truck market strong

The first half of 2017 has been good to the market for vocational trucks, and going into the second half of the year the underlying economic fundamentals look equally promising.

“Whether you’re talking vocation or just the market in general in North America, the underlying fundamentals all remain very positive,” says Mike Dozier, Paccar vice president and Kenworth general manager. “There’s a very strong alignment between what we’re seeing in terms of sentiment within

the industry, and factors like growth in GDP and the associated rise in consumer confidence.”

Earlier this year Kenworth had forecast North American retail sales of 190,000-220,000 Class 8 units. Many were worried that the situation might change in the months following the U.S. election, but it hasn’t.

Here in Canada, Freightliner continues to dominate overall Class 8 sales this year with 31% of the market as of June. International holds a similar share of Class 7s, at 32%.



(Kenworth photo)

Move to Class 6 and Hino is the top-selling nameplate with 47% of the market. In Class 5, though, Ford is the biggest player, holding slightly more than half.

Canada – June 2017

CLASS 8	SALES		MARKET SHARES	
	June	YTD	June %	YTD %
Freightliner	699	3,635	28.2	31.1
International	419	1,771	16.9	15.2
Kenworth	392	1,769	15.8	15.1
Peterbilt	272	1,394	11.0	11.9
Volvo Truck	269	1,183	10.9	10.1
Western Star	233	1,069	9.4	9.1
Mack	194	866	7.8	7.4
Other	0	0	0.0	0.0
Total	2,478	11,687	100.0	100.0
CLASS 7	June	YTD	June %	YTD %
International	100	687	29.9	32.3
Hino	81	538	24.2	25.3
Freightliner	55	388	16.4	18.2
Kenworth	51	243	15.2	11.4
Peterbilt	35	219	10.4	10.3
Ford	13	54	3.9	2.5
Total	335	2,129	100.0	100.0
CLASS 6	June	YTD	June %	YTD %
Hino	59	322	53.2	47.0
International	21	165	18.9	24.1
Freightliner	23	136	20.7	19.9
Peterbilt	1	31	0.9	4.5
Ford	6	26	5.4	3.8
Kenworth	1	5	0.9	0.7
Total	111	685	100.0	100.0
CLASS 5	June	YTD	June %	YTD %
Ford	309	1,996	42.0	50.3
Hino	191	800	26.0	20.2
Dodge/Ram	135	696	18.4	17.5
Isuzu	97	454	13.2	11.4
International	2	14	0.3	0.4
Freightliner	0	3	0.0	0.1
Mitsubishi Fuso	1	5	0.1	0.1
GM	0	0	0.0	0.0
Kenworth	0	2	0.0	0.0
Peterbilt	0	0	0.0	0.0
Total	735	3,970	100.0	100.0

U.S. – June 2017

CLASS 8	SALES		MARKET SHARES	
	June	YTD	June %	YTD %
Freightliner	6,313	31,887	36.5	37.8
Peterbilt	2,781	13,390	16.1	15.9
Kenworth	2,530	11,898	14.6	14.1
International	1,710	8,801	9.9	10.4
Volvo Truck	1,630	8,073	9.4	9.6
Mack	1,764	7,834	10.2	9.3
Western Star	560	2,397	3.2	2.8
Other	22	51	0.0	0.0
Total	17,310	84,331	100.0	100.0
CLASS 7	June	YTD	June %	YTD %
Freightliner	2,474	14,097	46.3	50.8
International	1,627	7,101	30.4	25.6
Peterbilt	420	2,582	7.9	9.3
Kenworth	441	2,117	8.3	7.6
Ford	208	974	3.9	3.5
Hino	175	872	3.3	3.1
Total	5,345	27,743	100.0	100.0
CLASS 6	June	YTD	June %	YTD %
Ford	1,680	10,678	34.1	31.8
Freightliner	1,258	10,393	25.5	31.0
International	1,080	7,816	21.9	23.3
Hino	665	3,388	13.5	10.1
Kenworth	184	1,067	3.7	3.2
Peterbilt	59	186	1.2	0.6
Total	4,926	33,528	100.0	100.0
CLASS 5	June	YTD	June %	YTD %
Ford	4,813	24,006	60.7	62.2
Dodge/Ram	1,675	9,063	21.1	23.5
Isuzu	683	2,667	8.6	6.9
Freightliner	405	1,407	5.1	3.6
Hino	286	1,084	3.6	2.8
GM	41	179	0.5	0.5
International	9	111	0.1	0.3
Mitsubishi Fuso	13	57	0.2	0.1
Kenworth	0	9	0.0	0.0
Peterbilt	1	10	0.0	0.0
Total	7,926	38,593	100.0	100.0

Pulse Reader Survey

Tell us your thoughts on... Management Styles

A manager or supervisor – whether they come in the form of a dispatcher, operations manager, safety manager, or chairman of the board – can play a big role in how you feel about a workplace.

In this month's *Pulse Survey*, we asked about those who oversee your work.

Have you ever quit a job because you disagreed with a supervisor/manager's style or decision?



YES
63%
NO
37%

If you have quit a job because you disagreed with a supervisor/manager's style or decision, what was the nature of the disagreement?

- 23%** Unqualified manager or safety concerns
- 19%** Low pay or position
- 19%** Poor management style
- 14%** Didn't agree with company priorities
- 14%** Too many hours
- 5%** Location

How would you rate the way your business is managed?



Which of the following best describe your immediate supervisor/manager? (Pick 5)

- 62%** Focuses on customer needs
- 60%** Respects me
- 60%** Trusts me to do a good job
- 47%** Encourages a good work-life balance
- 45%** Listens to me
- 42.5%** Pitches in to help when needed
- 42%** Takes responsibility for their mistakes
- 40%** Handles stressful situations well
- 32.5%** Makes me want to come to work
- 25%** Can sell or influence ideas
- 17.5%** Often yells or speaks unprofessionally
- 12.5%** Blames their mistakes on other people
- 10%** Doesn't trust me to do a good job
- 10%** Puts their own goals above all others
- 2.5%** Assigns work they would never do themselves
- 2.5%** Makes me hate coming to work
- 2.5%** Never listens

How often do you meet with an immediate supervisor/manager?

- 39%** Daily
- 29%** Monthly
- 15%** Every few months
- 12%** Doesn't apply (*I'm the business owner*)
- 2%** Annually
- 2%** Never

Do you feel you have enough face time with your direct supervisor/manager?



YES
83%
NO
17%

Results are rounded to the nearest 1/10th percent.

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

Next month: **The Future**

StatPack



50,000 TRUCK BODIES

Transit Truck Bodies has passed a production milestone, delivering the 50,000th truck body it has built since 1978. The 26-foot X-Treme body with Maxon GPTLR-33 galvanized liftgate was fitted on a Kenworth T370. About 250 employees joined with **Discount Rental** and **Kenworth** representatives to mark the occasion with this photo.

3,000 VOLVO VISITORS

Volvo hosted about 3,000 customers and dealers at its new customer center in the weeks following the launch of its new VNL tractor. The facility is part of a broader US \$38.1-million manufacturing investment in Dublin, Virginia. The center covers 36,000 square feet, and features a product showroom, two exhibit rooms, a pair of pilot review rooms, and a central theater with an 82-foot turntable. View the structure from above, and it even takes the shape of a Volvo logo, officially known as the iron mark.



12% OUT OF SERVICE

About 12% of the 9,500 vehicles inspected during a surprise **Brake Safety Day** on May 3 were placed out of service because of brake defects, the **Commercial Vehicle Safety Alliance** says. The event was part of the alliance's **Operation Airbrake Program**. Canadian enforcement personnel conducted 1,384 of the inspections. The next brake safety day is scheduled for September 7.

\$300,000 FOR SICKKIDS

TransCore Link Logistics has raised more than \$300,000 for the **SickKids Foundation** and other children's charities – reaching the benchmark after its 19th annual golf tournament. "We are proud of how our customers and the community comes together to support us and these charities," said Claudia Milicevic, senior director and general manager of TransCore.

296 THEFTS

Reported cargo thefts across the U.S. and Canada were down by nearly US \$18 million dollars in the second quarter of 2017, compared to the same period last year. **Cargonet** recorded 296 incidents of cargo theft, trucking vehicle theft, fraud, and other types of theft totaling US \$17.2 million. That's down from \$35.1 million in the second quarter of 2016 when 375 incidents were reported.

Trending *on* Today's Trucking.com

Mack backed by... Mack

Defences are said to win championships, and **Mack Trucks** is leaning on one of the top defensive players in football as it prepares to make gains in the truck market.

The manufacturer has announced a sponsorship agreement with Oakland Raiders defensive end **Khalil Mack**, the 2016 NFL Defensive Player of the Year, as it promotes a new truck to be unveiled September 13.

"To hear my dad talking about Mack Trucks, it always stood out to us and made us feel like we was connected to something important, something bigger than ourselves," Mack (the player) says in a related video. "Every time I'm on that field it's just a part of my thought process. I'm like a Mack Truck running through whoever is in front of me."

"This partnership makes sense on a number of levels," said John Walsh, vice president – global marketing and brand management for Mack Trucks. "We obviously share the same name, but what really brought us together was shared values – the fundamentally American values of hard work, honesty, and humility. In fact, he reached out to us at the same time that we were talking about reaching out to him."

Credit the NBA's Draymond Green of the Golden State Warriors



Oakland Raiders defensive end Khalil Mack

for the idea. He's the one who texted his All-Pro friend and encouraged him to reach out to the manufacturer to discuss sponsorship opportunities.

Mack has emerged as one of the most dominant players in football, despite attracting limited attention as a high school player. He ended up playing for the University of Buffalo, and by 2013 had proven himself as Mid-American Conference Defensive Player of the Year, setting NCAA records for tackles for a loss and forced fumbles. The Oakland-soon-to-be-Vegas Raiders picked him as the fifth player overall in the 2014 draft. And he was the first player to be named in two positions on the 2015 Associated Press All-Pro Team.

To watch "Mack Meets Mack," Khalil Mack's introduction to Mack Trucks, visit <https://youtu.be/uF3ps50oBs4>.

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30 Years AND Counting

Today's Trucking has reflected a changing industry



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What a great article by @Todaystrucking! Check out their look back at the magazine's origins #historyinthemaking

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30 Years and Counting - Great @Ontruck partner, @Todaystrucking, looks back on 30 years of trucking <http://www.todaystrucking.com/in-print-30-years-and-counting-todays-trucking-looks-back>

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Michael Anderson @MikeOnMachines

Congrats to the entire @Todaystrucking team! As the publication turns 30, editor @rolfpat shares a few stories: <http://bit.ly/2tKkMXm>

Logbook2017

SEPTEMBER

7-9

NORTH AMERICAN TRAILER DEALERS ASSOCIATION'S TRADE SHOW AND CONVENTION

Indiana Convention Center
Indianapolis, Indiana
www.natda.org

12

BRITISH COLUMBIA TRUCKING ASSOCIATION'S GOLF TOURNAMENT

Meadow Gardens Golf Club
Pitt Meadows, B.C.
www.bctrucking.com



12-14

FTR TRANSPORTATION CONFERENCE

www.ftrconference.com

15-16

NATIONAL PRIVATE TRUCK COUNCIL NATIONAL SAFETY CONFERENCE

Dulles, Virginia
www.nptc.org

18-21

TECHNOLOGY AND MAINTENANCE COUNCIL FALL MEETING

Orlando World Center Marriott
Orlando, Florida
www.trucking.org

25-28 North American Commercial Vehicle Show



Georgia World Congress Center
Atlanta, Georgia
www.nacvshow.com

OCTOBER

10-12

SAE THERMAL MANAGEMENT SYSTEMS SYMPOSIUM

Plymouth, Michigan
www.sae.org

11

SURFACE TRANSPORTATION SUMMIT

International Center, Mississauga, Ontario
www.surfacetransportationsummit.com

11-13

NATIONAL TRAILER DEALERS ASSOCIATION'S ANNUAL CONVENTION

TPC Sawgrass Marriott
Ponte Verda Beach, Florida
www.ntda.org

20

FLEET SAFETY COUNCIL ANNUAL EDUCATIONAL CONFERENCE

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

21

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TRAILER

1988 Tempte Super Hopper

Truck of the Month

A Star 1980 Transtar II

From the age of 10, **Steve Constantin** had a thing for International-brand trucks. He comes by it honestly, having hung around the International garage in Hamilton, Ontario, from that tender age. By 13, he was moving trucks around the yard and even doing oil changes and minor repairs – not on the clock, but for friends and on weekends – as he expanded his understanding of things diesel-powered.

Steve earned his CDL at the age of 18, but driving wasn't his career path. He's actually a machinist, and currently vice president of manufacturing at Brantford, Ontario-based Northpoint Industries. When you get up close to the truck, it's plain to see that this isn't your garden-variety restoration. There are loads of custom-made parts and even some better-than-factory retrofits that Steve, his brother, and his brother-in-law designed and fabricated themselves.

He acquired the truck, his second **IHC Transtar COE**, in 2009. He says the first truck was a bit of an experiment. "We played around with it for about 10 years and learned a lot about the restoration process," he says.

It is also a work of art, but not quite on the same scale as this one.

This particular truck came all the way from Nebraska, and only because it has the set-forward front axle. Constantin says he's partial to that configuration for purely aesthetic reasons and where he had to go to find what he wanted.

"Up until 1978, the front axle was set back 3.5 inches," he says. "From mid-'78 until they stopped making them in 1982, they moved it forward. I really prefer that look, and it allows some room between the wheel and the battery box for a mudflap. I built this truck the way I would have



Steve Constantin and "Duke."

ordered it back then."

The name on the back of the sleeper is Duke. It's a tribute to his life-long friend, John Van Gotham, who worked at the International garage and ushered young Steve into the world of big trucks. Duke remains a technical advisor and chief mechanic

for the technical parts of the restoration, such as rebuilding engines and transmissions.

When asked how many hours of work went into the truck, Steve just laughed. "I couldn't tell you, but if I had to guess I probably have more than 500 hours myself into the project," he says. "That doesn't include everyone else's time. I don't know for sure, but it's more than I want to think about."

Steve has been touring the truck around shows in southern Ontario and the U.S. for a couple of years now, even though there are still bits of work being done on it. Last summer it drove it to Athens, Ontario, for the Upper Canada Chapter of the Antique Truck Club of America's first Canadian event. He said the four-hour drive from Hamilton to Athens, just north of Brockville, Ontario, was a particularly satisfying experience.

"It was a beautiful day and I had dozens of great conversations with drivers," he said. "So many people have connections with this truck; their dads or grandfathers or uncles used to drive one. I just love hearing those stories. TT

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

Send your *Truck of the Month* ideas or photos to johng@newcom.ca, or mail

Today's Trucking Magazine, 451 Attwell Drive, Toronto, ON, M9W 5C4

Heard on the Street

Trucking HR names chairman, acting CEO

Trucking HR Canada has named **Mike McCarron** of **Left Lane Associates** as its new chairman, while David Bradley of the Canadian Trucking Alliance will serve as acting Chief Executive Officer. Both moves come as Chief Executive Officer Angela Splinter takes a temporary medical leave of absence. Isabelle Hétu is promoted from her role as program manager to director – programs and services, and will be responsible for day-to-day operations.



Leonard Kane Sr. and granddaughter

Len's Transportation founder remembered with convoy

Leonard Kane Sr. – the founder of **Len's Transportation Group** in Surrey, B.C. – was remembered with a heavy truck convoy on July 29 in the wake of his death. Kane's family reported the elder Kane, 84, passed away peacefully in his home July 16 after battling cancer. Kane started his business career as a courier in the Vancouver area in the 1950s, using just a Harley Davidson and sidecar, before graduating to a half-ton pickup. In 1964 he opened a lift truck delivery company that became the foundation of the fleet to come.

Dickson named new Polaris VP operations

David Dickson has been named vice president – operations at **Polaris Transportation**, promoted from his previous role of director – operations. Dickson will be in charge of strengthening processes and infrastructure to support the fleet's long-term goals. He has been with Polaris for two years, and will be based in Mississauga, Ontario.



Brent Riel

UPS Canada honors safe drivers

Brent Riel was among 16 Southern Ontario drivers inducted into **UPS Canada's Circle of Honor** July 27, recognizing 25 consecutive years of service without a single at-fault incident on the road. The ceremony held at the company's Vaughan warehouse also recognized three drivers with 30 accident-free years, and one driver with 35 consecutive years with no incidents. The morning's festivities were attended by the Ontario minister of transportation, Steven Del Duca, and president of UPS Canada, Christoph Atz. The exclusive group of UPS Canada drivers is expected to be 180 strong by the end of 2017.

Elizabeth Bate named associate editor

Today's Trucking has named **Elizabeth Bate** as the magazine's associate editor. In the role, Bate will have responsibilities including *Today's Trucking*, *todaystrucking.com*, the *TruckTech* maintenance quarterly, and ancillary products. Bate's work has appeared in *The Leafs Nation*, *Haliburton Echo*, *Minden Times*, *Woolwich Observer*, and *Alberta Newspaper Group*.





Empower your front line

By Mike McCarron

Think about how many times a customer will call or send an email to your company. On the first shipment, I'd guess 14 on the low end. Double that if anything goes wonky. Now picture the people who will answer these calls.

Customer service reps, salespeople, receptionists, drivers, and dispatchers are the face of your business, and collectively they are the single-best tool you have for building customer loyalty. But the fact is, most employees are scared of making even the smallest decisions. They would rather let a customer wander into the phone system than freelance an answer, especially if it might cost the company a few bucks or encroach dangerously into a supervisor's territory.

If you value the time of your customers and your employees, every interaction should be productive, satisfying, and quick. That means empowering frontline staff.

Create a seat at the table

No one knows your customers better than the people who deal with them every day. Instead of developing customer strategies from the vacuum of a C-level suite, ask your frontline employees for help, and listen to what they have to say. It's a small but important step in empowering them to make a difference.

There will be two winners

You might think I'm nuts, but I have always believed that employees rank higher than customers in the pecking order.

Help your people help the customer. No employee likes getting ripped a new

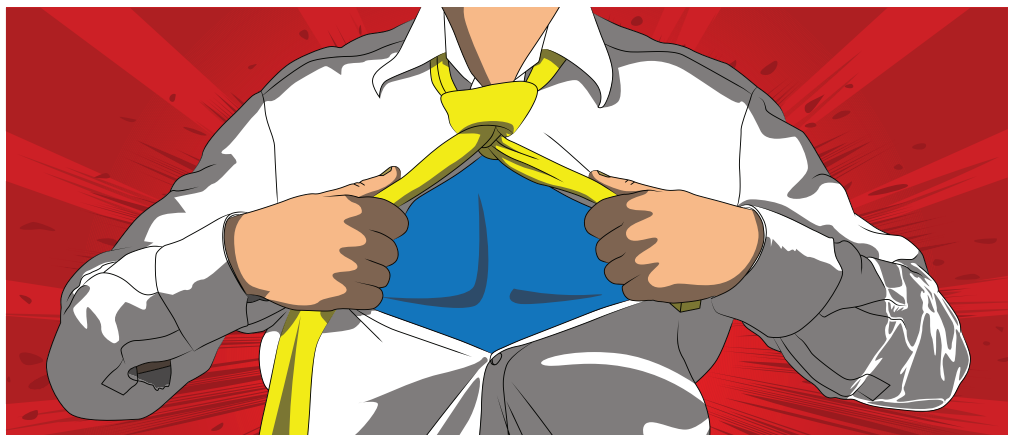
“Rule #1: Use your best judgement in all situations. There will be no additional rules.”

That's a little loose for most employers, but the point is a good one. If you trust someone enough to hire them and tell them what you stand for as a business, you should trust them enough to make

all-important good judgement might be a manager's most important job.

The perfect combination

The positive impact of paying out a \$200 freight claim is lessened when it takes two months of wrangling to get it



one when it comes to a service failure that was out of their control, or a situation over which they have zero power to rectify. When you empower frontline employees to solve problems for customers, they'll feel like heroes.

The customer will feel better, too. There's nothing more frustrating than being told that the solution to your minor problem needs a manager's approval. Shippers don't wait for approval. They take their load to another trucker.

Use your judgement

The employee handbook at Nordstrom department stores is famously short:

decisions on behalf of the business. It's ironic that the same company which gives a dispatcher the authority to run an empty truck for about 500 kilometers will not allow a customer service clerk to cut a bill by \$25 to appease an irate customer.

Change the mindset

Ultimately, companies should empower frontline staff to do things that managers can do, without having to run for approval every time. This change won't happen overnight, because managers will need to shift their mindset from “controlling supervisor” to facilitator. Helping frontline staff develop the

done. Why make a customer stew for weeks over something that costs the same as a steak dinner?

Empowerment is about giving people the authority to make decisions, and the ability to get results fast. It's the perfect combination for developing loyal, long-term customers. And that's almost as good as loyal, long-term employees! **TT**

Mike McCarron is the president of *Left Lane Associates*, a firm that specializes in growth strategies, both organic and through mergers and acquisitions. A 33-year industry veteran, Mike founded *MSM Transportation*, which he sold in 2012. He can be reached at mike@leftlaneassociates.ca, 1-888-204-8434, or @AceMcC on Twitter.

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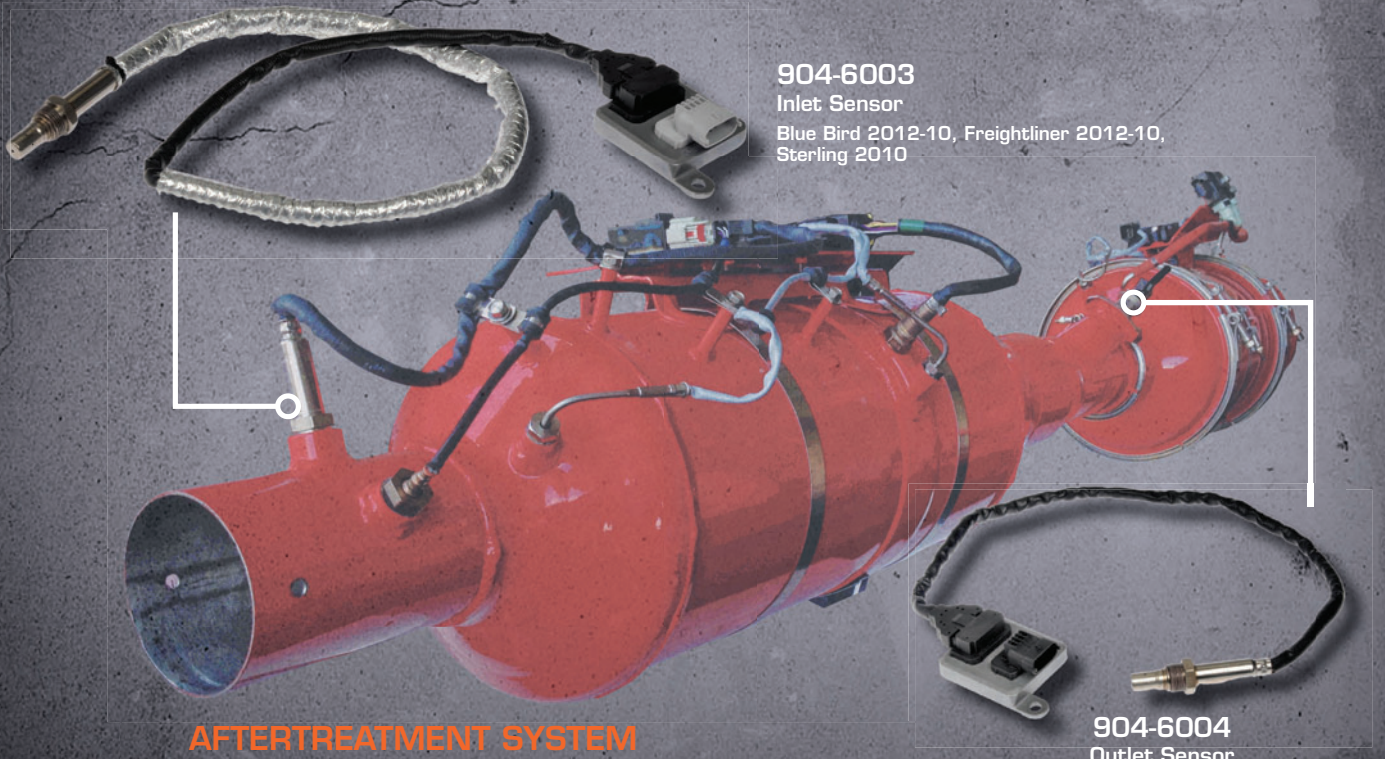
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NACV looks to redefine truck shows

The **North American Commercial Vehicle Show (NACV Show)** won't look like other trucking events across the U.S. when the doors open from **September 25-28**. There will be no recruiting pavilion; no show and shine competition. Not even drivers walking the halls. When the inaugural event opens in Atlanta, Georgia, it will feature an undeniable focus on the business of trucking.

Exhibit space in the Georgia World Congress Center is sold out, ensuring 367 companies will be on site – including every major Original Equipment Manufacturer. Other hopeful exhibitors are forming a waiting list.

"I don't think we've ever seen booth designs quite like this," says Joe Glionna, president of **Newcom Business Media**, which has partnered with **Hannover Fairs USA** in the venture. "The truck manufacturers are making an incredible investment to ensure their booths are designed in a way that's conducive to conducting business ... the 'wow factor' around the show is going to be crystal clear."

The sheer scale of the space will ensure exhibitors can display full prod-



uct lines, from commercial trucks to buses. Notably, many of the booths will also incorporate dedicated meeting spaces, while other exhibitors are preparing to book on-site rooms by the hour.

"You're going to see lots of meetings take place on and off the show floor," Glionna says.


The focus on business dealings, after all, is the reason the show emerged. Industry suppliers had been raising frustrations about the structure of established shows in the U.S. Niche-market events were serving groups like vocational or construction markets, but it was difficult to conduct business at broader industry events where qualified buyers had to share space with drivers and truck enthusiasts.

Enter a new partnership. Hannover Fairs' Deutsche Messe is linked to shows in Germany, China, India and Turkey, while Newcom is behind

Canada's *Truck World* and *Expocam* trade shows. (Newcom also publishes *Today's Trucking*.)

Glionna reached out to Deutsche Messe, and within weeks a meeting was set up in Toronto. If they partnered together on developing a U.S. show, Glionna said, they would offer an enticing option for the U.S. market. Deutsche Messe purchased half of *Truck World*, and Newcom secured half of the new venture south of the border.

The new event's fleet focus will be somewhat dictated by its schedule. On opening Monday, only guests invited by the exhibitors can attend. The doors are open to other visitors from Tuesday to Thursday. "Owner-operators are on the road making money," Glionna says of the weekday schedules.

As important as the sold-out floor space will be, Glionna doesn't plan to measure success by that alone. More important will be the quality of the buyers who attend. Organizers have also been quick to temper expectations about visitor volumes as well. It takes time to change habits. Don't expect 30-40,000 fleet representatives and executives, he says. A draw of "thousands" is more likely. This year it's about establishing a foundation for future shows. 



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RUN WITH TECHNOLOGY.

A trailer promoting Trucks for Change serves as a backdrop when announcing the Toronto-area “Cram-a-Cruiser” food drive in 2016. (Photos courtesy Trucks for Change)



Helpful MOVES

Trucks for Change is
at the heart of B.C.
relief and more

By John G. Smith

British Columbia residents were still fleeing the path of wildfires in mid-July when Shane Reynolds took stock of the supplies on hand. “We’re storing 5,000 cots, 5,000 blankets, and other material,” said the operations manager at Landtran Logistics’ facility in Prince George. “We’ll be helping with local delivery of supplies when the Red Cross tells us what has to be done.”

Having grown up in B.C., then working around Fort McMurray, Alberta, Reynolds knows the devastation that wildfires can bring. With a job in trucking, he understands the challenge of moving relief supplies. He was even part of a team that set up distribution centers after Hurricane Katrina slammed into the U.S. in 2005. When disaster strikes, there are always goods to move and a need for trucks to move them.

Increasingly, **Trucks for Change** is the organization that helps to pull everything together. As the B.C. fires began to spread, the network of 65 carriers joined with the British Columbia Trucking Association and Canadian Trucking Alliance to identify companies that were ready to move freight or provide warehouse space near hard-hit communities, and join like-minded businesses like Landtran in the effort.

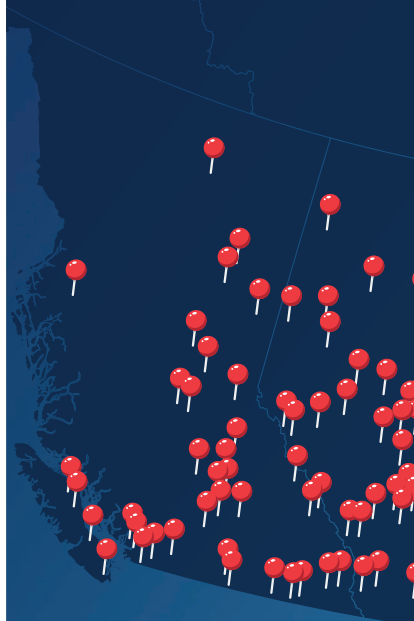
“That space is helping the Red Cross to quickly assist evacuees,” says Kimberly Nemrava, Canadian Red Cross vice president – B.C. and Yukon.

“It’s nice to be in a position to help,” adds Pete Dalmazzi, who founded Trucks for Change in 2010. The concept emerged when he was looking for a charitable project



Husky 

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Helpful Moves

to support after retiring as Ryder System's general manager in Canada, and quickly realized that charities often struggled to find inexpensive ways to move donated goods.

Charitable need, meet industry expertise.

Participating carriers have collectively moved about 14 million pounds of freight overall, serving identified charities that have all been vetted through the Canada Revenue Agency, and not just in the wake of natural disasters like the B.C. fires. Donated food is moved regionally, provincially, and inter-provincially through a network of 500 food banks. Pallets of donated books have shipped to remote schools and communities through the First Book Canada literacy program. End-of-line fashion sourced through Brands for Canada has made its way to shelters helping women in distress. Winter clothing, sports equipment, and other supplies donated through Rotary International have been trucked to First Nations reserves in northern Ontario and Manitoba.

Much of the disaster-related work is done long before a fire or flood takes hold, too. The Red Cross relies on the network to feed supplies to three staging areas across the country, and also to repatriate unused goods once disasters are brought under control.

Individual carriers have long supplied such support on their own, of course. They still do. But Trucks for Change introduces some added structure to the contributions.

"There was very little recognition. There was very little employee engagement," explains Dalmazzi, referring to charitable work he observed before founding the group. In the corporate world, businesses were increasingly finding ways to support charities that were a natural fit with their established brands. In contrast, fleets often limited themselves to helping out any charity that reached out by phone on a particular day. Charities, meanwhile, were blindly searching for any truck available, and often limiting searches to their home communities, failing to recognize the names of fleets that regularly drove by. "They were dialing for dollars," he says, noting that available truck space can be the deciding factor behind a charity accepting a donation or not.

It all drove the vision for the organization. "Let's do it in a way we can measure it, and take advantage of capacity. We can give something that's surplus. We can add it up and talk about it. We can even engage employees to create employee loyalty," Dalmazzi says. "This isn't about having our hand out for free stuff. It's about giving with a strategic purpose."

Often it aligns with personal stories as well. Norm Mackie of Mackie Moving Systems remembers driving through remote First Nations reserves in the 1970s,

A Challenger Motor Freight driver collects donations earmarked for Toronto's Daily Bread Food Bank.





when relocating Ontario Provincial Police families. “I had a firsthand view of what really was happening. There’s a lot up there that needs help,” he says. Through Trucks for Change, his Oshawa, Ontario-headquartered fleet now picks up loads of donated goods, and interlines with Gardewine Transport for the final leg of the trips. “It’s whenever people can pull together whatever they have to ship,” he said. Whenever the need arises.

“It’s whatever you feel comfortable doing,” says Norm Sneyd, vice president – business development for Winnipeg-based Bison Transport, which most recently has shipped goods for the B.C. wildfire relief. And a company’s support can fit with any business model. While LTL carriers often reserve space for a couple of extra skids, his fleet has even moved intermodal freight for the Red Cross. “It might be on a lane that’s pretty convenient,” he explains, referring to the way opportunities can arise. “If we have an opportunity where we can donate service to an area, where we know we’re going to have a backhaul, it makes a lot of sense.”

Participating carriers use a central load board to find needs that have been identified by charities. “And every now and then you’ll get a call from Pete,” Sneyd adds. “He’s a pretty persuasive guy.”

“They are the who’s who,” Dalmazzi says of Trucks for Change supporters, rattling off a long list of well-known carriers that participate. Then he stops himself. Not because they don’t deserve the spotlight, but because he would hate to offend anyone by leaving them off the list. “We need many more,” Dalmazzi adds. “In my mind, we should be 200 carriers.”

All it takes is a \$250 annual membership fee and proof that the business is licensed and insured.

“I think some people are concerned everything has to be done for free,” says Natalie Meyers of Mortrans, a truckload and dedicated service based in eastern Ontario. That’s not the case. “If you can offer it for free, that’s great. Offering it at cost for [charities], that’s huge, too. Their budgets are spread pretty thin.”

“It doesn’t stop people from doing what they’re doing now. Most carriers I know who are involved, they’re doing other charitable works,” she adds. But even when the other goods are moved, the network offers a place to report the good deeds and spread the word about the industry’s support to the general public.

“It’s nice to see the industry work together and do some good out there, and certainly get some recognition,” says Sneyd. “I really believe that the trucking industry as a whole does a lot – whether it’s donating transportation services or financial donations.”

Says Mackie: “If nothing else, it’s kind of a feel-good thing when you’ve gone home at night.”

To participate in Trucks for Change, visit www.trucksforchange.org.

↑ Representatives with Trucks for Change and Armour Transport deliver food and a donation to the Food Depot Alimentaire in Moncton, New Brunswick.



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Small fleets can use ELDs to open the door to big data

By Jim Park

If knowledge is power, then Electronic Logging Devices (ELD) could be the most powerful device on the truck. Sure, the device at its most basic is responsible only for monitoring hours of service, but the potential of networking and integrating data is impossible to ignore.

Why settle for simple electronic logging when it can serve as a total fleet management solution in a box?

A friend of mine drives for a 10-truck floral distribution company and makes regular runs from Ontario's Niagara region to Chicago, Michigan, and western New Jersey. The picture he paints of his distribution manager would be amusing if it were not (most likely) true. The manager must be a fellow who grew up trucking in the '60s, and still listens to eight-track tapes of Red Sovine and Dave Dudley. The routes are badly planned, trucks are frequently diverted en route, the vehicles are always breaking down, and all communication with drivers is done over the telephone. And he doesn't believe in ELDs. My friend says his boss will wait until the last possible moment to equip his fleet – and then only because he must.

Too bad. He's missing out on the predictive analytics that can be channeled through the device to deliver maintenance alerts that could forestall or outright prevent all those breakdowns. The manager is not even looking at the routing and scheduling



DATA **DRIVEN**

potential because he thinks drivers will no longer be able to complete their routes within the confines of legal hours of service, my friend suggests.

“While your ELD and telematic solution may not be a routing application per se, there’s probably some routing features and functionality in there,” says Robin Kinsey, a training specialist with Oakville, Ontario-based Geotab. “You can optimize the route from the start and then compare arrival and dwell times to see where the delays are taking place. You can compare planned routes with the route taken to see if the driver is running unauthorized and unproductive miles. Our market research has shown that better planning and tracking can improve productivity by as much as 12%.”

Fleets report that drivers are now more productive because their time can be better managed, says Jean-Sébastien Bouchard, vice president – sales and marketing at Isaac Instruments. “Knowing available hours makes dispatchers aware of driver availability so they can be dispatched on appropriate loads.



OUR MISSION IS TO INTEGRATE ALL THAT DATA THROUGH A SINGLE PORTAL.

Jean-Sébastien Bouchard,
Vice president – sales and marketing at Isaac Instruments.

Because managers can plan better, they can optimize how many miles that driver can do in a month.”

That’s really just the tip of the iceberg, and it will also help gain driver acceptance through increased miles or reduced delays.

Speaking to fleets, especially smaller ones that will only grudgingly accept the ELD mandate slated to kick in on December 17, 2017,

Bouchard urges them to think of the ELD as a portal through which many channels of data can be gathered, sorted, and used to the fleet’s advantage.

Electronic Logging Devices are connected to the Electronic

Data Driven

Control Module, which opens doors for the safety program and the fuel efficiency program through real-time monitoring, he says. "With that information you can coach the driver to be safer, drive better to save fuel, reduce idling, reduce aggressive driving, etc. You can't improve what you can't see, and an ELD portal can open all those windows to you."

Speaking of windows, with so many onboard systems now reporting – from the original equipment manufacturer's onboard telematic system, to an after-market tire pressure monitoring system, to an electronic driver vehicle inspection report – the right system can channel all that information to the appropriate desk, or it can be scaled so that everything is

available in a tabbed browser.

"Our mission is to integrate all that data through a single portal," Bouchard says. "It won't matter what kind of truck or what equipment. You don't want to open one dashboard for safety and another for fuel economy, and third for maintenance alerts or violations. You will also be able to compare all that data [on] a single screen, which ties everything together."

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Saving real dollars

That may sound great, but when you put some dollars and cents to it, the argument for integrating certain existing systems into an ELD platform become very compelling. Brad Jacobs, director - strategic planning at Merchants Fleet Management in Hooksett, New Hampshire, provides some concrete examples of savings through actionable telematic ELD reports:

■ Geofencing saved a 500-truck fleet about 80,000 kilometers in a single quarter, generating savings of US \$35,000 in fuel alone. Additional savings accrued from lower maintenance, reduced taxable mileage, and driver hours saved.

■ Real-time maintenance alerts helped a 600-truck medical supply fleet reduce maintenance costs 10%, equating to nearly US \$185,000 in annual savings.

■ Real-time truck speed alerts at one 250-truck fleet helped reduce speeding incidents 300% in the month the system went live.

■ A 300-unit fleet of utility trucks cut fuel costs an estimated US \$40,000 by eliminating unnecessary idling over a six-month period.

"With a telematic system you have the benefit of hard data on various parameters, like idling, and hard braking," Jacobs says. "But with the ELD you also have driver information sitting on top of that. There are over 100 different data points being input by the driver, and that provides fleet managers with a lot more information to act upon during the course of the day."

If you're thinking that grappling with all that data would be like drinking from a fire hose, you're right. Managing it successfully depends on how well the system converts raw data into meaningful information from which the fleet can make better decisions.

"Integration also means getting the

WHO OWNS THE DATA?

If you're worried about the picture all this data could paint about your fleet, rest easy. More or less. The consensus is that you own the data and are free to share it with whomever you like, or not, but some of it can also be used against you.

"There is a lot of information coming off of trucks, and it can all be used for different purposes," notes Fred Andersky, director of government and industry affairs at Bendix Commercial Vehicle Systems. "Records that show bad driver behavior, for example, can be used for training purposes, but they have limited application in an accident investigation. Systems like our (collision mitigation technology) were not designed for that purpose."

That's not going to stop a plaintiff's attorney from possibly trying to subpoena those records, or stop insurance companies from asking for a closer look. And enforcement teams consider some of the records to be "supporting documentation" that can be used in different proceedings.

Manufacturers and technology suppliers can and usually do collect some data, usually anonymously, for development purposes or for fleet monitoring as part of a support agreement, but there's only so much they can see.

Uri Tamir, director of strategic initiatives for Mobileye Vision Technologies, likens the question of data ownership to using a smartphone. "When you turn it on for the first time, you have to accept the terms and conditions of the agreement," he says. "The question of outright ownership of the data is complex. Fleets may have a right of refusal in an agreement, but other parties are certainly going to want to share some of the data your trucks produce."



data into the right person's hands," notes Bouchard. "Fleets have access to the information, but they often do nothing with it. It's stuck in the cloud, it's on a browser, I have to enter all kinds of passwords ... and then I have to start digging for the information. The system has to be able to push the right data to the right person. It's all about business intelligence that you can pull together (to) make decisions."

At the end of the day the humble ELD can only track driver hours. It can provide warnings on available hours, but will not shut down the truck. When fleets like the one my friend works for are confronted with the reality that today's "typical trip" won't work under the black-and-white timekeeping on an ELD, someone is going to have to make a decision on how to work around the problem. Shorten the route, speak to the customers about delays, keep the drivers on the ball and off the scenic routes. Without a tool to prove the case, fleet managers can only guess at a solution.

According to Geotab's Kinsey, in 2015 the U.S. Federal Motor Carrier Safety Administration closed 4,320 enforcement cases against motor carriers, resulting in more than US \$34 million in fines. She says hours of service accounted for one in four of those cases, and more than a third of the fines.

"It's largely because drivers don't know the rules," she says. "They don't log properly and they're caught in an audit. It takes a huge amount of oversight to keep a fleet of drivers on track, but an ELD and a management system can do it automatically."

Big fleets have been using fleet management systems for years, and are becoming even more sophisticated. Small fleets hoping to compete no longer have the option of guessing how many hours their drivers have left, or how many volts are left in the batteries. A no-start keeps a truck just as still as an out-of-service order. There's more to many ELDs than meets the eye, and they are not always bad for business. □

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



Personal touches should be removed from a used truck before putting it on the auction block. (Photo courtesy Ritchie Bros.)

Consider it Sold

Attention to detail makes a difference when it's time to sell a used truck

By Eric Berard

If you've spent any time channel surfing, it's impossible to avoid the proliferation of home improvement and house flipping shows. And they all reflect a common theme: preparing a pre-owned item always pays dividends when it comes time to sell.

The lesson applies to your trucks, too.

One of the first challenges is to decide on the best time to sell, of course. That will be dictated by factors such as how the truck is used, operating environments, and personal risk tolerance when it comes to the threat of major repairs that might emerge as warranties expire.

Personal experience goes a long way when deciding when to pull the trigger, says Tom Keenan, fleet maintenance manager for AYR Motor Express, a 240-truck fleet based in Woodstock, New

Brunswick. It's why the company sells its trucks with just over 1 million kilometers on the odometer. "Over the years, we found out that this was a good time to get rid of them for what we want them to do. They become a lot more maintenance-intensive than what we'd like."

Others look to turn over the equipment more frequently than that.

"Fleets are gravitating toward a three-to-five-year trade cycle, limiting total mileage to 400,000 – 600,000 miles (700,000-1 million kilometers) to improve residual values. Cost of ownership factors such as warranty, maintenance and parts costs, and other wear items also factor into a fleet's decision," says Anthony Gansle, Peterbilt director of sales and marketing administration.

François Desrochers, used truck sales

manager at Freightliner's Globocam dealership in Montreal, is more conservative and advises against selling past the 700,000-kilometer mark. "The warranty will usually be valid only until 800,000 kilometers. After that, the seller is likely to lose a lot of money on his sale," he says. "If you want to get big money for your unit, there has to be at least 50,000 kilometers of warranty left on it. Nowadays with anti-emission systems, repairs are much more expensive than they used to be, and without any warranty, a truck's value drops close to zero."

Even the time of year can play a role in choosing when to sell.

"Used truck trade cycles often mimic the new vehicle purchase cycles, with maybe a month or two lag for returns," says Gansle. And that cycle is often coupled to the model-year change, in early January, notes Mike McMahon, director – strategic accounts at the Ritchie Bros. auction company.

Desrochers has found a particular interest in used trucks at the end of a year. "Maybe they need to create some company expenses before January 1, for accounting and taxes reasons," he suggests. But long-nosed classic models with plenty of chrome tend to move best in the summer. Dump trucks are most popular as spring approaches, when potential buyers are preparing for construction season. He also sees more day cabs selling in the spring.

Still, there are going to be potential buyers at other times of the year. "Yes there are peak periods, but all kinds of trucks are also sold all year long," he says.

Strip it down

Just like the home sellers who stage a property, removing personal pictures and shedding furniture to make things look bigger, truck sellers need to strip away all traces of the fleet it worked for. The goal is to ensure potential buyers can see themselves in the truck.

Company decals are the first to go. “Everything is removed. It’s a plain white truck as you would buy it at a dealer, new. Everything is ready to go to the next new owner,” says Ayr president Joe Keenan, referring to how his fleet prepares trucks for sale.

Desrochers even suggests going so far as repainting fenders that have been customized to match a corporate image.

“You want to make sure that you de-identify everything on the truck. You want to market and sell something the same way you would want to buy something,” McMahon agrees.

If the truck has a sleeper, meanwhile, get rid of the old mattress and replace it with a new one, Desrochers and McMahon plead. And smells need to be cleaned away as much as the grime. Desrochers recommends an odor bomb to clear away cigarette, food or pet odors, with the ventilation cranked to full speed. “We sometimes have to sell trucks that never have been cleaned before and in which people smoked like chimneys,” he says.

Inspect, repair, clean

In the same way that a home inspection can prove everything is in good repair, a thorough vehicle inspection will help to avoid surprises during a potential buyer’s road test. A vehicle safety will add to the feeling of security.

“Vehicles should be DOT-certified, clean, provide lower mileage, and have functioning emission systems to be well accepted in today’s market,” says Peterbilt’s Gansle.

It can seem painful to pay for repairs on a truck that someone else will use, but it can be worth it. Ritchie Bros. global marketing executive Mike Cerilli explains: “If you invest a dollar up front in a little reconditioning and ensuring the vehicle is maintained properly, the return you see on the other side could be 10, 20, 30% additional to that dollar, depending on what the repairs or maintenance or refurbishment of the vehicle can be.”

“Spend a little bit,” says his colleague McMahon, “make more.”

The repairs don’t end with critical components. Every little detail counts. A drawer that doesn’t shut correctly

in the sleeper, a blinking dash light, a rattling glove box latch all need to be fixed to leave a good impression. The same applies to seats. A new seat cover will hide any wear, tears or holes that can leave an impression that a truck had a hard life.

Above all, document every maintenance event to prove a unit was truly

pampered. “All that should drive some value and some comfort for the owner-operator or small fleet looking to buy this equipment,” stresses McMahon.

Once the mechanical side is addressed, it’s time for the beauty makeover, and some extra effort will return top dollars. Think show ‘n’ shine.

... continued on page 43

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Popular spec's and options

As important as the work just before resale will be, some thought to spec's when first buying a truck will make a difference in years to come.

Automated transmissions, for example, are becoming increasingly popular. "Right now, between 70 and 80% of people ask for it," says Desrochers. Ayr trucks are still manuals, but Joe Keenan admits that can be a deterrent to new drivers. He might be tempted to move toward automatics for upcoming purchases.

Peterbilt's Gansle also includes disc brakes among features to draw attention, and McMahon agrees that minds are changing around that. "There's a lot of specifications that are out there that the big fleets had, primarily for some weight and fuel economy. And those specifications and those tractors are coming back into the market and becoming more widely accepted," he says.

"Side fairings and cab extensions that enhance the aerodynamics and fuel economy are a winner in this market. Same thing with aluminum wheels over steel wheels," says Globoam's Desrochers. Traction enhancing systems such as ¾ or full-lock differentials are also in demand, according to him, as are the full-height sleepers with two bunks. Even if the original application doesn't include a team. "Besides, a full-height sleeper offers more storage space," he adds.

McMahon agrees: "I would generally say that, in the used truck market, bigger is usually better. You have a lot of customers looking for bigger horsepower, bigger transmission, and bigger axles. They also like to have all the bells and whistles on the equipment as well when it comes to some of the features that are on the interior and the exterior of the cab."

He also notes that retrofit or bolt-on options such as APUs and auxiliary heaters should be left in place rather than taking them off to put back on one of your fleet's trucks, as long as they are perfectly functional. "That option should help sell the truck a little bit faster, depending on who's the buyer," he says, "and the seller should also be able to collect a little bit more." **TT**

7 WELL-USED SECRETS

- ① **No Diesel Particulate Filter** – This is a popular feature to highlight in classified ads. An older truck with no modern aftertreatment system can actually be a plus for someone looking for a simple truck to maintain.
- ② **Fleet units** – Bigger fleets have a good reputation among used truck buyers because of their maintenance practices. Identify such trucks as a "Fleet Unit" in any ads.
- ③ **Reputations** – Be prepared to offer a fair deal, and remember that your personal reputation will affect selling prices. Says AYR Motor Express president Joe Keenan: "When we sell a used truck, it has to be a good vehicle in order to have repeat customers."
- ④ **Warranty** – "You definitely want to point out if there's any warranties that are still available and that could be transferred to that next user," says Mike McMahon of Ritchie Bros.
- ⑤ **Genuine parts** – Repairs using genuine parts reflect that you care about quality and safety, says François Desrochers of Freightliner's Globocam dealership in Montreal.
- ⑥ **Clean up your act** – If trucks are going to be sold at your facility, make sure the building and surroundings leave the same impression as the truck being sold. Clean, well maintained, and orderly.
- ⑦ **Renew your pictures** – Nothing says "nobody wants me" like a summer ad that features the picture of a truck parked by a snowbank.



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The Globetrotter name is borrowed from Europe, and in North America will include the premium sleeper package.



Volvo's Vision

New VNL unveiled as the long-haul flagship

By John G. Smith

Volvo promised that its new regional VNR tractor was the “shape of trucks to come,” and it delivered on that promise last month with the reveal of its long-haul counterpart – the VNL.

“It’s so nice to see this truck without a cover on it,” quipped Jason Spence, product marketing manager, noting how prototypes had been moved around North America under the cover of darkness. “We’ve been hiding the truck from you for 10 months.”

The new tractor comes as the VNL 300 daycab, VNL 400 flat-roof sleeper, VNL 740 mid-roof, VNL 760 high-roof, and VNL 860 with its 77-inch sleeper. The VNL 740 and VNL 760 are also available with a new 70-inch sleeper.

Many design elements are clearly shared with the VNR that had a global reveal during the Expocam trade show in Montreal, although other features are also specific to the needs of long hauls.

Engine air intakes have been redesigned and repositioned when compared to the previous VNL. A new hood, lower airflow deflector, and roof air deflector and cab fairings guide wind around the cab, while redesigned chassis fairings take care of the flow around the drive wheels. Down beneath a newly designed honeycomb grille is a three-piece bumper that has been moved forward about 1.5 inches, creating a 124-inch BBC.

Collectively, the aerodynamic upgrades boost fuel economy by about 1%.

“The headlamps are the most innovative headlamps in the trucking industry,” Spence adds. In addition to incorporating LEDs, a fan draws heat from the lamp in hot conditions, and reverses the air flow in the cold. That prevents fogging, Volvo says. Daytime Running Lights within the lamp also take the shape of an angled line, adding to the signature look.

In the cab

There’s also plenty to shine a light on inside.

For those at the wheel, a new dashboard features a five-inch color display in the midst of the gauge cluster, where low-level warnings appear in yellow and emergency matters show up in red. And an optional infotainment system to be released in 2018 features a seven-inch color touchscreen that can deliver navigation support and the images from a back-up camera. A premium audio system that comes with it will feature Bluetooth and Apple CarPlay.

The new leather-wrapped smart steering wheel essentially becomes the command center for many of the electronic functions – it has 21 buttons within thumbs’ reach – and sits atop the air-assisted Perfect Position adjustable steering column. Even the face of the steering wheel itself can be tilted 20 degrees to find the best position for comfort and view of the controls.

Seven seating options come from National or Sears Seating, and available features include heating and ventilation, or even a refrigerator under the passenger seat. A quick release will dump the air to ease entry and exits, and an integrated memory will bring the seat back to its original position. Lighter riders will be able to adjust the damping so they face fewer bumps on a ride.

Just above the doghouse are two adjustable cup holders that secure just about any drink size short of a Big Gulp. And for drivers who like to store mobile electronics like cell phones on the top of the dash, integrated power outlets help to keep charge cords clear of other controls down below.

Back in the sleeper are cabinets that curve toward the bunk for easier access,

as well as a reclining bunk that Volvo notes is a first for North America. (It had been offered in the European FH.) That can come with a pillow-top, innerspring mattress for even greater comfort.

Heating, cooling and audio can all be controlled from a redesigned panel on the sleeper's back wall, from which drivers can also lock doors or activate panic alarms. Available working surfaces include an optional tray that folds out of the rear wall, and a dinette.

Up above, an optional skylight has been introduced to help to lighten the interior. But every one of the trucks comes with a series of LED lamps. Four windows on the sleeper walls, meanwhile, open on hinges and can be covered with integrated window shades.

For those heading to the top bunk in a VNL 760 or 860, a telescopic ladder has been introduced. That replaces an earlier prototype for a sliding ladder that was found to snag in cold conditions.

One clear European influence is the use of the Globetrotter name for the premium sleeper package. That brand has been used since Volvo introduced a raised-roof sleeper in 1979. Here, the VNL 760 Globetrotter will come with more brightwork options, premium interior, one of the top two levels of seats, and creature comforts such as parking heater, inverters, infotainment system, and premium mattresses. "A comfortable driver is a productive driver," Spence says.



While built for long hauls, the new VNL shares several design cues with the recently unveiled VNR.

Power and fuel economy

The truck series comes standard with the 13-liter Volvo D13 engine, while daycab and VNL 400 models can come with the 11-liter Volvo D11. Both of these proprietary models include wave pistons, designed to burn fuel more efficiently, and a common rail fuel system to more precisely deliver fuel and also cut weight and noise. A 15-liter Cummins X15 is also available.

Another option under the hood is the Volvo D13 TC (Turbo Compound) engine, which recovers waste heat that would otherwise be lost through the exhaust, feeding an extra 50 horsepower back to the crankshaft and improving fuel economy up to 6.5%.

When spec'd with a D13 TC, the new VNL improves fuel efficiency by up to

7.5% when compared to a 2015 VNL with a GHG14 D13 engine, Volvo says.

The entire series of trucks comes standard with the I-Shift Automated Manual Transmission.

Maintenance

Some of the most obvious maintenance upgrades come in the form of engine access. The new VNL hood is 70 pounds lighter than its predecessor, mounts to the chassis, and integrates splash shields that lift out of the way when the hood opens. End caps on the three-piece bumper can be removed with a couple of fasteners, too.

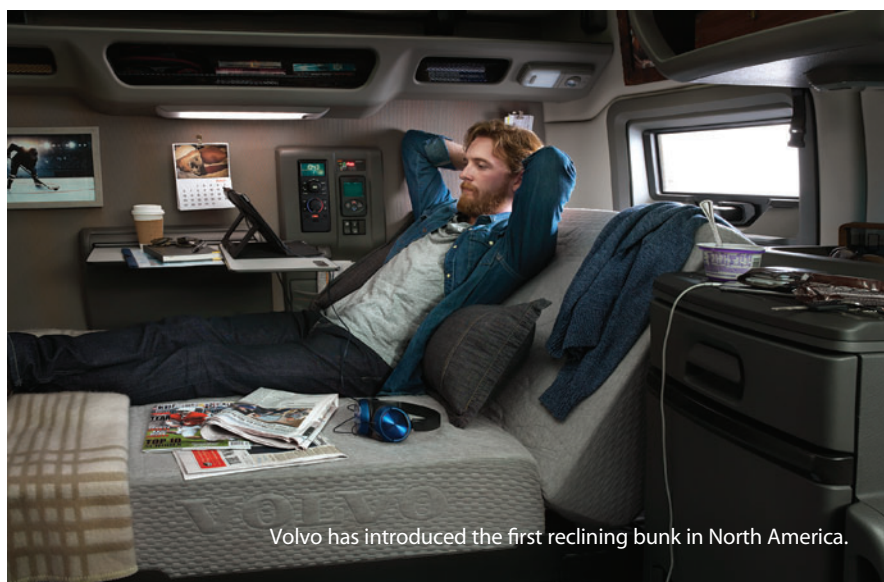
Inside the cab, a single-piece floor mat has been replaced with four separate pieces. Fasteners for the panel that covers the doghouse can be accessed by removing just one of the floor inserts. "This is a first for trucking," Spence says.

The trucks also come with Volvo Remote Diagnostics to monitor engine, transmission, and aftertreatment trouble codes, as well as over-the-air programming.

Safety

The interior trim accents are in a "reflector" orange, offering a nod to the company's focus on safety. But the commitment is reflected in more than color alone.

"Volvo Trucks built its reputation as the safest truck on the road by integrating a number of passive and active safety systems," says Volvo's Wade Long, director of product marketing. "We've



Volvo has introduced the first reclining bunk in North America.



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continued that in the new VNL series with several upgrades to make the truck even safer.”

Put another way, drivers will not be the only ones with their eyes on the road.

Those upgrades include a standard Volvo Active Driver Assist by Bendix – which combines a camera, radar, forward collision mitigation warnings and active braking. The system will detect metallic objects such as braking or stationary vehicles in front of the truck. If something is spotted, drivers are warned three seconds before impact. First a red light is reflected on the windshield. If the driver doesn’t take any action at speeds above 24 kilometers per hour, brakes are



automatically engaged. Active Driver Assist also integrates with cruise control to help maintain following distances by reducing the throttle, applying the engine brake, downshifting the I-Shift transmission, and applying the foundation brakes.

It adds to the upfront cost, but Volvo notes that a typical truck averages 2.2 crashes per million miles, annually amounting to about US\$24,000 per truck. Front-end collisions represent 31% of those. Crunch the numbers and the new technology is expected to save US\$6,000 per truck per year, delivering a Return on Investment within four months.

Other safety features include an integrated lane departure warning system and the Volvo Enhanced Stability Technology electronic stability control system.

“It’s not just about new technology but how we apply that technology,” noted Rikard Orell, director – product designs for Volvo Trucks.

The cab itself is made with a high-strength steel that exceeds the Volvo Swedish Cab Safety Test and ECE R-29

rollover requirements. The truck that already comes with a driver’s side air bag is also available with a new RollTek side air bag – something originally developed for emergency vehicles with a high center of gravity. If a crash occurs, the seatbelt tightens, seat drops, and airbag deploys within .25 seconds.

Other optional safety features

include automatic lighting and rain-sensing wipers.

The new truck will be built at the company’s New River Valley assembly plant in Dublin, Virginia, while proprietary engines and transmissions will be made in Hagerstown, Maryland.

Production will roll out between September and November. **TT**



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- 3 Wear proper footwear

Detroit Connects

Portal access expanded for Freightliner and Western Star customers




Freightliner and Western Star customers with an active **Detroit Connect** suite of connected vehicle services subscription now have access to the Detroit Connect portal. That's a hub for new and future connectivity services such as Detroit Connect Virtual Technician remote diagnostics for Detroit-powered fleets. With the introduction of the new Detroit Connect portal, fleets have easy access to a variety of vehicle performance data.

Available now in the iOS version, and a couple of months later for Android, the corresponding Detroit Connect mobile app further enhances communications and personalization by giving customers access to the same data available in the portal – such as Virtual Technician fault event diagnostics and history, as well as Detroit Connect Analytics fuel efficiency

insights and safety reporting – without needing to be at a desk or on a computer. Users will be able to determine how they receive information – via text, push notifications, and email.

The Detroit Connect portal provides information about overall fleet health and enables a deeper dive into specific fault events communicated by Virtual Technician. Real-time fault event notifications delivered through the portal let fleet managers quickly determine whether a vehicle requires an immediate service stop or can continue on its route or finish work at the job site, maximizing uptime. The portal also delivers full diagnostic information from Virtual Technician, including the cause of the fault, and in some cases the steps needed to repair the issue.

Just a few clicks on the portal gives users a telling view of the entire fleet's fault event history, revealing trends that may lead to a more-severe event. The portal also organizes vehicle data into insightful metrics that allow quick identification of trends across the fleet. Detroit Diesel Engine Control (DDEC) reports can also be viewed and archived via the portal, providing customers information that can be used to further analyze their vehicle's performance.

“With the Detroit Connect portal, customers can customize and manage the user experience based on their specific needs,” said Greg Treinen, manager – connectivity, Daimler Trucks North America. “Every business has different ways to consume and analyze information, and we know a one-size-fits-all approach won't resonate with our customers. With the Detroit Connect portal, they can manage the way they interact with their vehicle's performance data in a way that best suits their individual priorities.” 



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PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS

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RSD Brake Linings

AxleTech expands on-highway brake shoe portfolio

AxleTech is expanding its portfolio of on-highway brake shoe kits to include Reduced Stopping Distance (RSD) brake linings.

The new lineup meets federal mandates for stopping requirements, and will bring a heavy-duty vehicle traveling at 97 kilometers per hour to a stop within 250 feet, the company says.

AxleTech's catalogue includes economy, standard, premium, and severe-duty brake shoes in 20,000-pound and 23,000-pound Gross Axle Weight Ratings.

www.axletech.com

STEEL WHEEL COATING

ACCURIDE BRINGS PROFINISH TO AFTERMARKET WHEELS

Accuride has unveiled the ProFinish refinishing service for aftermarket steel wheels, offering the same coating system behind Steel Armor – a protective layer that comes with a 12-month warranty against rust damage.

The service can be used on steel wheels from all manufacturers, and the



company says it is the first wheel maker to refinish aftermarket products using the same system applied to original equipment wheel coatings.

The finish's even layers are more than a matter of appearance. Coatings that are too thick can cause wheel fasteners to lose their torque. The ProFinish coatings are less than 3.5 mils thick.

Any trace of original coatings is removed with a shot-media blast. Once cleaned, the wheels are covered in a tri-metal zinc phosphate, followed by a cathodic epoxy electrocoat (e-coat), and then a powder coat.

ProFinish is available for 19.5x7.50, 22.5x8.25, 22.5x9.00, and 24.5 x 8.25 wheels.

www.accuridecorp.com

GLASS CLEANER

CLEANING FORMULA GRIPS TO THE GLASS

Time to clean the grime from your windshield?

E-ZOIL has unveiled Glass Glitz, reported to be a streak-free formula that "grips glass" and dissolves film, light-to-heavy soils, fingerprints and bugs from windshields, windows and mirrors.

The bright orange solution thickens when the container is shaken, clinging where it's applied.

It won't evaporate on hot surfaces, is ammonia-free, and helps to neutralize odors, the company adds.

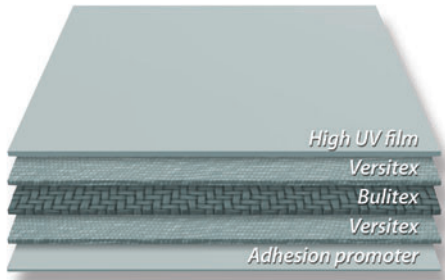
www.ezoil.com



Product Watch

TRAILER ROOF PANELS

TRANSLUCENT DESIGN
PROMISES TO RESIST TEARS



US Liner Company's new BXR Series T-Roof panels are being introduced with the promise of making van trailers shine.

Earlier translucent roof materials were fragile, could puncture and tear, and became brittle in the face of UV rays, the company says. But the BXR Series panels are said to offer five times the tear resistance of competing products.

The added strength comes with a five-layer design using Versitex and Bulitex materials and glass fibers to reinforce everything. A "super-bright" white surface deflects radiant heat, and the

panels block UV rays to limit cracking and crazing caused by sun and other environmental issues. The end result is said to resist water, rot, corrosion, and mildew as well.

The panels can be installed to standard roof bows using traditional adhesives. They can even be repaired in the field using a standard heat gun, rather than requiring the chemicals needed when working with fiberglass panels.

www.uslco.com

HAND STRAPS

DRIVER ASSIST FOR
CLIMBING INTO TRAILERS

Ancra is offering a helping hand to those who climb in and out of trailers – with the company's new 36-inch Driver Assist Straps, which connect to existing E or A track. The straps are rated to hold weights up to 320 pounds. There's also the option of the Driver Assist Strap Dual Loop Straps, which offer a second hand grip.

The straps can be combined with Ancra Trailer Access Steps to ensure

three points of contact, the company adds. The latter are mounted under trailer doors.

www.ancracargo.com

LICENCE LIGHT

SINGLE DIODE LED TO LIGHT THE PLATE Peterson's new 290 Series LED licence/utility light incorporates a single-diode Great White LED in a compact, rugged design.

The 290 Series offerings are available as low-profile utility/auxiliary lights measuring just three by 0.6 inches, or as legal licence lights when installed using a top- or side-mount spacer bracket.

Hard-wired with stripped leads or .180 bullet connectors, they surface-mount on two-inch centers.

www.pmlights.com



YOU CAN'T GET THERE FROM HERE

Mooving Tribute

We were traveling about 90 minutes south of Sudbury, Ontario, last month when capturing the picture of the new fuel island on the southwest corner of Shebeshekong Road and Highway 69, as shown below. This month, however, we just had to visit the statue shown to the right. Do you think it's a mooving tribute, or udderly silly? (Sorry, couldn't help ourselves.) Most important, do you know specifically where it is? Send you guess to johng@newcom.ca. The first 10 correct guesses win a **Today's Trucking** hat.

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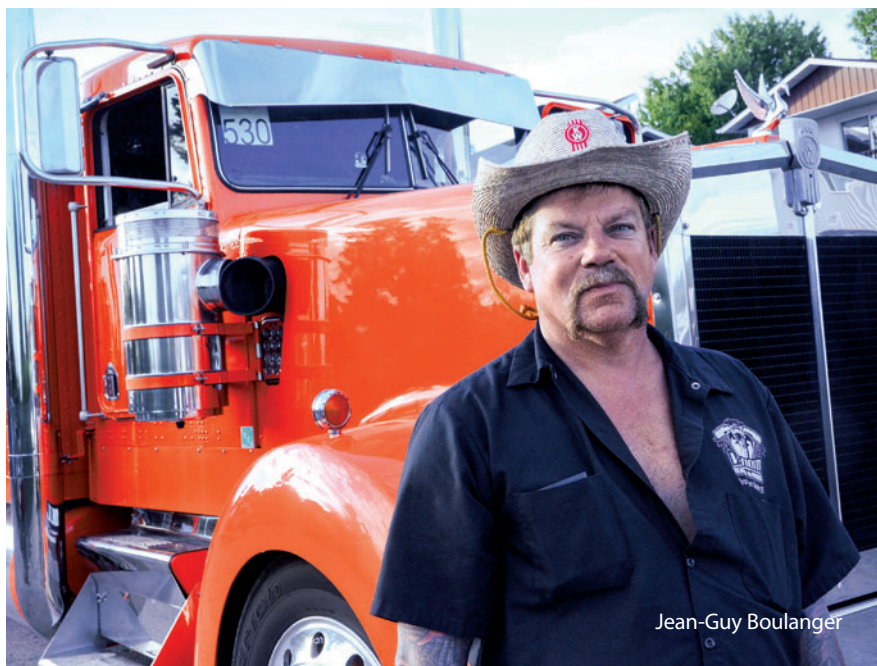
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Jean-Guy Boulanger

Racing the Pumpkin

Jean-Guy Boulanger is a Rodeo du Camion veteran, but not as a racer. That changed this year.

By Rolf Lockwood

Jean-Guy Boulanger is a popular guy, so no wonder the crowd at the recent Rodeo du Camion went a little wild every time his orange Kenworth rolled up to the starting line. His 2000 W900L made its debut at the rollicking event – held annually in Notre-Dame-du-Nord, Quebec – as a prize-winning show truck in 2009. This year the produce hauler who calls North Bay, Ontario, home decided to race it.

The 37th annual Rodeo took over the little town on the shores of Lake Temiskaming in early August. Bobtail and loaded trucks raced side by side up what becomes a 12% grade, during two days of elimination runs, competing in three horsepower classes. There’s also a free-for-all competition in which anyone can compete, and the Zezette class, largely reserved for hot rods and sometimes called the “outlaw” competition.

The loaded class includes B-trains reaching gross weights of about 140,000



The 2000 Kenworth W900L made its debut as a show truck in 2009.

pounds. The bobtail course is 550 feet long, while its counterpart for loaded trucks stretches to 750 feet. The fastest of the bobtail runners this year was perennial top finisher Nicolas Gagnon, whose high-horsepower Class A Peterbilt was clocked at 127 kilometers per hour at the finish line. He also won the Class A loaded battle.

Boulanger, known as “Jug” to his friends, entered as many classes as he could, so he could maximize the number of runs up the hill.

“I needed the practice,” he said at the end of the day, figuring he completed seven races overall.

While he couldn’t match Guillaume Bergeron’s Western Star, or veteran racer Franco Touzin’s Mack, Boulanger did manage a respectable third in the Zezette category. He seemed a bit surprised by that success.

Asked about his technique on the start line, he said, “Simple, really. I put it in first on the high side, use the spike that’s attached to the front brakes, and let go.”

His Kenworth was built with passion, in a job that took most of a winter and spring of 2008/09, working out of his father’s shop in Mattawa, Ontario.

“It was just a small barn, really, with a woodstove for heat, but there’s nothing we couldn’t do in there,” he says.

Nice as it is, the W900 – known far and wide as Pumpkin – is no trailer queen. It actually pulled its first load 13 days after the paint job was finished, and has been working ever since, hauling produce from the Ontario Food Terminal in Toronto to Sault Ste. Marie, Ontario. Boulanger doesn’t run it in winter.

The classy show-truck-turned-racer was the culmination of a longstanding dream.

“I’ve always wanted a fancy Kenworth, ever since I was young,” Boulanger told me when I first met him back in 2009.

He bought the truck originally for logging in 2004, but wrecked it a year later, wrote it off but bought the remains, and then rebuilt it to the original logging spec’ with double frame, spring suspension, 46,000-pound rear axle, a 550-horsepower Cat, and an 18-speed Eaton Fuller. Some of those components are still there, but not all. He had lots of help from his brother and three friends, and they did almost everything themselves, even fabricating tricky things like custom exhaust brackets. They also stretched the frame. Originally a 244-inch wheelbase, it’s now out to 285 inches.

Boulanger could be seen as a trucker’s trucker, an old-school guy who can hardly contain his enthusiasm about what he does for a living. And better still, what he does for kicks. Which now includes racing. **TT**



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*Model 579 2018 Model Year compared to similarly equipped Model 579 2017 Model Year.



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