

'Real Hit'

A new trade show emerges PG.13

National Anthem

Mack unveils highway tractor PG.40



Today's Trucking

The bi-monthly magazine of Canada's Trucking Industry

GENERATION NEXT

Can trucking attract the younger workers it needs?

PG. 36

PLUS:

Duty of Care

Truck drivers facing harsher sentences

Mix and Match

When discs and drums collide

November 2017

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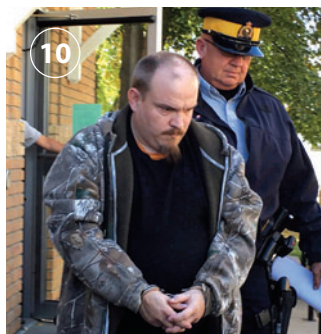
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The race for a new generation of workers begins in the classroom.



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Road trains should be considered

Re: Talking Tech (September 2017)

A 4% return on fuel (through platooning) seems like a precious small amount. And as far as autonomous vehicles, why aren't we just doing road trains? We could have electric motors on every other trailer axle, to increase our braking capacity while boosting our fuel economy. There would be marshalling yards outside every major center for splitting and building these configurations.

— James Churchill

Powell River, BC

Talking Tech

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

The word "platooning" is everywhere. It's in the news, it's in the industry, it's in the minds of those who are looking for ways to improve efficiency and reduce costs. But what does it mean? Is it just a fancy word for "driving close together"? Or is it something more? The answer is, it's a bit of both. Platooning is the process of having multiple trucks travel in a single file, with the lead truck communicating with the others to maintain a safe distance and adjust speed. This can lead to significant fuel savings and reduced wear on the vehicles. However, there are also concerns about safety and the potential for accidents. As the technology evolves, it's important to have a clear understanding of what platooning is and how it can be used effectively.

CB and VHF radios are valuable

Trucking is not like it used to be because no one uses the CB anymore.

One night, coming back from Edmonton, a car hauler passed me. I tried to warn him about a ramp that was coming, but there was no response. Another time, a truck had sparks coming under his trailer and I tried to warn him. Again, no response. He was on his own.

I can't tell you how many times a CB and VHF helped me out. Set up the CB so you don't have to look at the radio. Grab the mic and talk. You never know who is on the other end.

— Richard Lemonde

Linden, Alberta

Trucks run faster than mandated limits

Re: Ontario had a conflict in study (October 2017)

I concur with a comment made by Kerry Smart of Saskatoon in your Letters section. The study completed by the Ontario Ministry of Transportation showing there has been a 73% decrease in speed-related collisions, since the advent of speed limiters (105 kilometers per hour) for trucks in Ontario, has to be flawed.

In my job I travel the highways daily throughout Ontario. Based on my observations I can honestly say that it looks like the 105 speed limit maximum for trucks is no longer in practice. The norm these days seems to be more like 110 to 120 kilometers per hour with few exceptions.

— Raymond Mercuri

Energy of Canada

Business leading the electric drive

The way manufacturers are jumping into the electric truck race, you would think there was money in it. I don't recall the order of their forays into the field but here are a few players: Tesla, Cummins, Bosch, Volkswagen-International.

I rarely believe that the "invisible hand" of capitalism is real, but in this case – with the Trump administration's "forward" thinking on environmental policy (coal good, gas good, solar crazy talk) – it is somewhat refreshing to see that big business is going to forge ahead.

— Geoff Medweth

By Email

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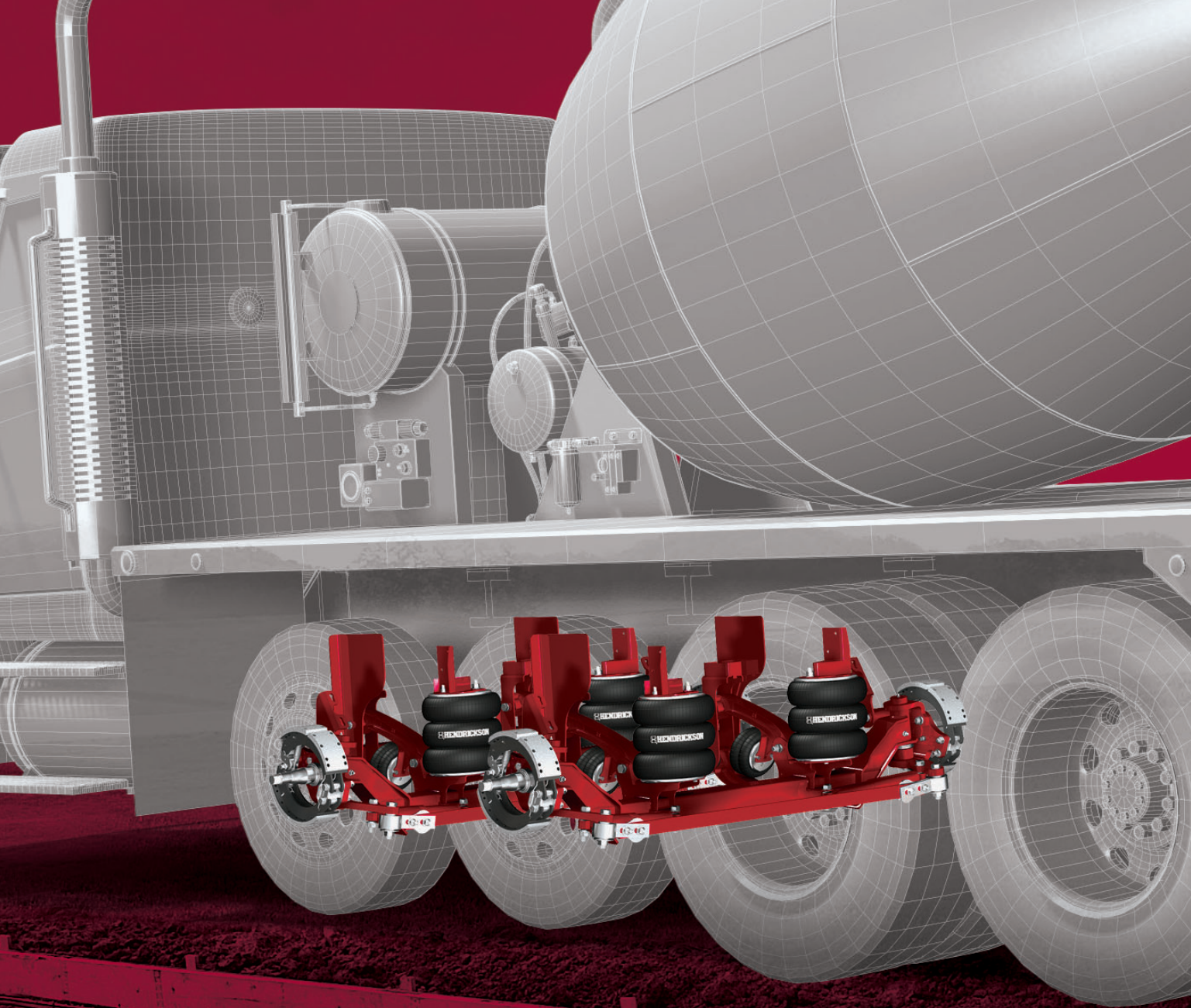
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By John G. Smith



Electric Dreams

When engineers have trouble sleeping, are they counting electric sheep?

Elon Musk's dream of an electric semi has yet to become a reality. A rollout that was first expected to take place in September has been pushed back to November, while Tesla looks to address production delays with its Model 3 cars.

But Musk's truck is clearly in the works. One picture making the rounds on social media even shows some sort of prototype, looking much like an early teaser from Tesla and hitching a ride on the back of a flatbed trailer.

No matter what form the final Tesla takes – or how company engineers address practical concerns like battery range and weight – electric trucks are coming. They won't even be limited to emerging manufacturers like Nikola Motors, which has unveiled plans to use hydrogen fuel cells to create the energy needed for high-density lithium batteries. Well-established manufacturers are pursuing electric dreams of their own.

Indeed, it was a common theme echoed during presentations throughout the inaugural North American Commercial Vehicle Show.

Several manufacturers identified specific product rollouts to come as early as 2019. That's when Navistar and Volkswagen are committing to bring a medium-duty electric powertrain to market, the Class 4 Fuso eCanter is expected to enter full production, and Cummins expects range-extended electric pickup and delivery vehicles. Meritor will be testing its e-carrier, which mounts an electric motor in a differential carrier, as early as next year.

The promised rollouts will undoubtedly ease the minds of stock analysts and investors. Setting aside the question of whether Tesla or Nikola Motors will be able to disrupt the supply chain of trucks – and that would be no small feat given the stiff competition from established manufacturers and their global supply chains – jurisdictions around the world are setting deadlines to ban internal combustion engines.

Paris, Mexico City, Athens, and Madrid are just a few examples of cities that have set deadlines to embrace battery power rather than fossil fuels. London wants to apply tolls on emitting vehicles, while Oxford, England, wants to introduce an outright ban on fossil-fueled vehicles between 2020 and 2035. Closer to

home, the head of the California Air Resources Board, Mary Nichols, has gone on the record to call for near-zero emissions by 2030.

Perhaps more shocking was a symbolic vote by Germany's Bundesrat, which has asked the European Union to limit roads to zero-emission vehicles by 2030. Germany, after all, was the birthplace of the diesel engine itself.

The timelines appear absurdly tight, but improvements in power supplies can be realized in years rather than decades. Consider how far battery power has progressed in recent years.

A 100 kWh battery pack that costs about \$25,000 today would have been valued at \$120,000 in 2009. Weights are dropping, too.

It's easy to dismiss electric vehicles in the context of longhaul tractors, where the balance of weight and range still appears out of reach, but emerging technologies tend to focus around applications

“Promised rollouts will ease the minds of stock analysts at the very least.”

that are based in urban cores or serve drayage operations. There are also plenty of options that would combine different power sources rather than creating the anchor of a massive battery pack. Bosch, which has a hand in Nikola's technology, also has an eCity truck that leverages an eAxle and 48-volt power for accessories, energy recovery, and stop-start capabilities.

Senior executives are not abandoning the idea of electric linehaul trucks, either. Martin Daum, the leader of Daimler's global truck business, told a crowd of customers that he can't wait to add an “e” to the Cascadia name.

It leads me to wonder. When engineers have trouble sleeping, are they counting electric sheep? Because electric power is clearly on their minds. **TT**

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

You can reach him at 416-614-5812 or johng@newcom.ca.

The shape of trucks to come



You recognize big change when you see it. The new Volvo VNL looks fast even before it starts rolling. On the road, turbo compounding and streamlined aerodynamics help to save up to 7.5% more fuel.

Inside, drivers will notice remarkably enhanced work and living spaces. A new 70-inch sleeper featuring a reclining bunk and telescopic ladder. A game-changing, one-of-a-kind steering wheel, a high-end infotainment system and the most ergonomic seats on the road—just a few of the innovations defining the shape of trucks to come. For a more complete picture, check out the Top 10 Stories at volvotrucks.ca

INTRODUCING THE NEW VOLVO VNL

Volvo Trucks. Driving Progress



By Rolf Lockwood



Will There be Freight?

3D printing will change the way we buy things, and certainly the way we haul them

Job loss by way of autonomous trucks seems to be a subject on every driver's mind these days. Thanks in no small part to the mainstream press and its endless stream of articles predicting just that, even though we won't have more than semi-autonomous trucks – which require drivers – for many years to come. I've penned this critique almost endlessly it seems, so apologies for repeating myself. It just bugs me that the myth persists.

But look in a different direction and you'll see real and definite job loss coming by way of 3D printing, also known as additive manufacturing. You probably don't have to look all that far to see it starting to have an effect.

I touched on this briefly in my column last issue (*What's Next*, October 2017) but have since pursued the subject further. It's fascinating. And I'm more convinced than ever that eventually it will render present distribution systems obsolete. Maybe the same for some manufacturing operations.

I made a small mistake in that column, by the way, writing that Mercedes-Benz engineers have successfully learned how to make metal parts, namely turbocharger housings, via 3D printing. Wrong. It's thermostat housings, made of aluminum.

For the most part, 3D printing has made plastic or composite parts so far, first used by car makers in prototyping and development work, but that's no longer the case. As well as metal, some printers use concrete and even recycled construction materials. And we're long past the prototyping application.

American, Russian, and Chinese companies are even "printing" whole houses. A Russian outfit can build a complete concrete house on site, no assembly required. In less than a day, for less than the equivalent of \$10,000.

A Chinese firm is beating that, building 10 houses in a day for \$5,000 each. The catch with that one is that components are built by very large 3D printers, and then assembled as needed. The printer in question is 33 feet wide and 22 feet tall. The material is mostly concrete.

By all accounts size is not a factor here – a printer can be as big as needed.

This all means that ultimately just about everything could be made locally. Freight will be redefined.

How about a 3D-printed jawbone made to fit you exactly in the event of some traumatic accident and the need for facial reconstruction. Made on site in no time. The medical possibilities are endless.

Need an obscure part for your old hobby truck? No need to order it from a warehouse days away – or scour eBay for weeks on end – because your local dealer will have a 3D printer and can make it for you on the spot.

The Mercedes-Benz example involves thermostat housings for trucks at least 15 years old, so stocking those parts in their original form doesn't make sense for a dealer. The company says it will ensure the same functionality, reliability, durability,

and cost-effectiveness with 3D metal parts as with conventionally produced parts.

It's easy to see that, with production decentralized, 3D printing will improve parts availability, shorten delivery times, and reduce warehousing and distribution costs.

This technology is for consumers, too. UPS has already equipped some of its U.S. consumer stores with 3D printers,

and they're already in use. The world's first industrial 3D printing factory – with unprecedented scale and speed – is ready now, co-located within UPS global distribution headquarters in Louisville, Kentucky.

This is disruptive technology in the extreme, and it will change the definition of freight forever. Not to mention radically diminishing the amount of freight to be hauled. The implications are boundless, but unfortunately they probably include a loss of driving and other jobs in the freight sector. We'll see how long it takes. **TT**

"This all means that ultimately just about everything could be made locally. Freight will be redefined."

Dispat

Duty of Care

Truck drivers involved in fatal collisions are facing harsher penalties than ever

By Elizabeth Bate

The final chapter in a small-town Saskatchewan tragedy came without much fanfare.

After entering a guilty plea to three counts of dangerous driving causing death and one count of dangerous driving causing bodily harm, Normand Lavoie, a 41-year-old truck driver from Winnipeg, was sentenced in a Melfort, Saskatchewan, court to three years for each of the three teenagers whose lives he brought to a sudden end 28 months earlier. The sentences will be served concurrently, followed by a five-year driving ban.

On May 3, 2015, the three Carrot River boys were driving home from football camp when Lavoie, failing to notice the signs urging him to slow down, entered a construction zone doing about 84 kilometers per hour, according to his testimony.

Lavoie said he was not asleep, and evidence showed he was not over his mandated Hours of Service for the day.

Later, Lavoie would be diagnosed with sleep apnea, but there was no evidence this had an effect on the outcome.

Lavoie said he was in a daze as he zipped past the orange warning signs, not seeing the car stopped by a flag person in front of him. Lavoie, whose own mother and grandmother were killed in a similar collision with a truck many years ago, tearfully described his highway hypnosis in a guilty plea entered this May.

"All I remember is I heard... like I was just, you know, auto pilot cruising and I heard something... I don't want to say it snapped me out of it, but you know what I mean? And then I looked back quickly [at my dog], and then I turned back and there's the end of the car," reads an agreed statement of facts.

Lavoie's sentence was less than the six years the Crown had asked for, but more than triple the sentences that are typical for this crime. While

not precedent-setting, Lavoie's sentence was significantly more than the six months or year in jail that judges hand out more frequently – and it's just the beginning.

Ontario Provincial Police (OPP) say fatal collisions are becoming more common, causing law enforcement officials, courts, and legislators nationwide to respond with stricter punishments for commercial drivers involved in collisions that cause death or injury.

Staff Sergeant Carolle Dionne said fatalities involving commercial vehicles are at the highest the province has seen in eight years, with 47 fatal collisions recorded as of the end of September. Three of those fatal crashes for 2017 are currently before Ontario courts, with the commercial drivers awaiting trial on careless driving charges.

In February a 19-year-old Windsor woman was killed when she was hit by Dinesh Kumar, 30, of Mississauga, who failed to stop his truck in slow-moving traffic. Likewise, a Quebec man faces charges after four people were killed outside of Kingston in May. An unsecured load played a part in further charges laid in May, following a collision on Highway 400 north of Toronto.

No fatalities resulted from that crash, however, OPP said it could have easily been deadly.

Meanwhile, legislators are not relying on judges to impose harsher penalties. On September 20 the Government of Ontario announced tougher sentences for drivers found guilty of careless driving causing death or bodily harm. With fines of up to \$50,000 and two years in jail, the new law, set to be voted on in the Ontario legislature this fall, far exceeds current sentencing maximums of a \$2,000 fine and six months in jail. The Ontario drivers already facing charges will be sentenced under the old penalties if found guilty.

Dionne says the things that cause commercial vehicle drivers to have a collision are the same as those for passenger vehicles – fatigue, distracted driving, alcohol and drugs, and following too closely are some of the frequent factors – but because of the sheer size of the vehicles, the results are often much deadlier.

"There is a greater duty of care for them, just because the size of vehicle they're operating. They have to always be cognizant of the impact," she said. "Because of the weight and the size it's a no-win situation for the passenger vehicle."

ches

NACV Show

PGS. 12-17

CAT purchases SLH

PG. 19

Titanium acquires Xpress

PG. 19



Normand Lavoie's sentence, while less than the six years the Crown had asked for, was more than triple sentences that are typical for this crime. (Photo: The Canadian Press/Jennifer Graham)

Stephen Laskowski, president at the Ontario Trucking Association, agrees with the sentiment, saying that drivers should be held to a higher standard, and the industry should hold itself to a higher standard on the road. Laskowski notes, however, that commercial vehicle operators have proven to be

safer than other road users, and those numbers hold out, with the OPP showing commercial vehicle road incidents representing just 10% of the overall total crashes for the year so far.

New technologies are helping law enforcement to better reconstruct accident scenes, with drones, Electronic

Logging Devices, and computer data taken directly from the truck, ensuring officers get a more accurate picture of what happened after these crashes.

Dionne says officers can tell the speed the vehicle was traveling, when the brakes were activated, if there was mechanical failure, and a whole host of other factors by reading what's essentially a truck's "black box". Those accident reconstructions help officers decide whether charges should be laid, and if those charges should be small fines or have the potential for larger prison sentences.

"They're looking at anything. If there are no mechanical issues then it's driver error," she said.

Dionne said that each collision is investigated on a case-by-case basis, and while she had no numbers as to how many more-severe charges are being laid by officers, she said the increase in fatal crashes has meant an increase in charges for drivers, believing it is often inattention and traveling too close that have played a part in lost lives on the road.

"The majority of our [Commercial Motor Vehicle] drivers are much safer, but we are seeing an increase,

and we're trying to determine is that because of inattention," she said. "It only takes a second."

Manitoba Trucking Association executive director Terry Shaw says the system is already designed to create a higher duty of care for commercial drivers.

"It's probable cause just to get pulled over just for driving a truck. Any time an enforcement officer wants to stop you they can, just because you're driving a truck," he said.

Shaw says that isn't a complaint, but as lobbying organizations work with governments to create a safer roadway, it is to build upon a system that already asks more of its commercial vehicle operators. He says the work will continue until there are no accidents on the road, in something he calls vision zero.

He says those harsher sentences may be just one tool for creating safer roadways, but also questions whether they are the best choice.

"We are engaging with the government on a whole host of road safety issues. Those are more proactive measures, but the punishment is reactive." **TT**



**NORTH
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VEHICLE SHOW**

Allison plans new nine-speed

Allison Transmission plans to release the

first nine-speed fully automatic transmission in 2020, replacing its existing six-speed offering.

The new nine-speed transmission has a deep first gear ratio, includes an integral engine stop-start system, and is scheduled to be released in time for the U.S. Environmental Protection Agency's Phase 2 Greenhouse Gas emissions standards.

The new transmission marks the first of its kind for the medium-duty market and is ideal for Classes 3-7, specifically distribution trucks, rental and lease trucks, and buses, Allison says.

Jake Brake to update in 2019

Jacobs Vehicle Systems is hoping to release its next generation of the Jake Brake in 2019, with a product to be known as the High Power Density (HPD) engine brake.

Steve Ernest, vice president – engineering at Jacobs, said the HPD has been proven to offer twice the braking power as the current Jake Brake, while working at a lower rpm range.

The new brake will also deliver the retarding power needed to compensate for decreasing aerodynamic drag and rolling resistance, compensate for the trend toward lower engine speeds, and avoid downshifting during retarding.

It will likely emerge in trucks made in 2019-20.

Accuride plans global growth

Accuride expects its deal to acquire German-based Mefro Wheels will close in the fourth quarter of this year, but the maker of wheels and wheel end components is already eyeing further growth around the globe.

"We're not done," said Rick Dauch, president and Chief Executive Officer, in a briefing during the North American Commercial Vehicle Show. "We want to be a true global wheel end manufacturer."

The Mefro deal, announced in June and currently awaiting European anti-trust rulings, is only the latest example of a company being drawn into Accuride's expansion plans. This May, Accuride acquired KIC, a U.S.-based wheel and wheel end supplier that uses contract manufacturers. A majority stake in Gianetti Ruote, a supplier of steel wheels based in Milan, Italy, came in November 2015.

Accuride's annual revenues would effectively double once the Mefro deal closes.

"I added Diesel Treat to my fuel tank and have not had any issues on these frigid Maryland mornings."
Richard H.

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Robert P.

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Richard S.

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Alice T.

"I used a competitor's product for years. But when it gelled up twice I switched to Howes. It was -38° and no problems. Never going back."
Kathleen K.

"I've used Howes Diesel Treat for over 14 years. My C-15 has over 1,368,000 miles on the original injectors. I start with ease at sub-zero temps. What else can you ask for?"
Lyle K.

"I've been caught in my fair share of ridiculous winter storms and never once did my fuel lines gel thanks to Howes. The stuff just works."
Marc H.

"Last year, I truly braved winter. I spent time for two winters with frozen fuel lines. They didn't cut Howes but I did. It was satisfying to know that I chose a winner in Howes Diesel Treat."
William R.

"I've been using your product for the last 5 years and I won't use anything else in my truck. I stand by Howes because you keep me running."
Paul H.

"Whatever is in that stuff, I would highly recommend it to any diesel user! It works like magic."
Doug H.

"When my fellow truckers ask why my truck runs so well, I recommend they go get some Howes. Thanks for making a great product."
Kevin B.

"This product is amazing. The money saved on fuel mileage pays for itself."
Eddy J.

"I finally found a product I can trust. It's nice to find something that really works!"
Wayne H.

"The last two days have been extremely cold with temps around -10°. We've not had one fuel issue throughout this winter season."
Jim C.

"The most wanted you to know this product is spectacular. As everything you say on the bottle."
Chris R.

"I use it in our diesel trucks. We find the variance outstanding!"
James P.

"I believe being from winters are not only to So keep"

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The show focused on attracting fleet executives rather than drivers.

'Real Hit'

Inaugural North American Commercial Vehicle Show draws thousands of visitors

The inaugural **North American Commercial Vehicle Show (NACV Show)** is being heralded as a success after drawing thousands of unique visitors during the four-day event in Atlanta, Georgia.

Co-organized by Hannover Fairs USA and Newcom, the September 25-28 event hosted 439 exhibitors and featured 370,000 square feet of sold-out exhibition space at the Georgia World Congress Center.

"The NACV Show's B2B concept was a real hit with our attendees who gave us high marks for launching such a global showcase," said Larry Turner, president and Chief Executive Officer of Hannover Fairs USA.

"We are happy with the results," added Joe Glionna, president of Newcom, which also publishes *Today's Trucking* among other titles. "A lot of things worked for the larger exhibitors, but we learned that there are some changes required to ensure the smaller booths have the same experience."

Indeed, organizers are already working on plans for the next show, scheduled for October 28-31, 2019.

The inaugural event opened by hosting the arrival of the North American Council

for Freight Efficiency's Run on Less demonstration, which featured seven tractor-trailers that averaged 10.1 miles per gallon (23.3 liters per 100 kilometers) using technologies in the market today. Global press reported on a broad array of product launches and other industry news in the days to follow.

But the show made headlines in its

own right – focusing on fleet buyers and basing itself on a model established by the biennial IAA Commercial Vehicles Show in Hannover, Germany. The events are now being held in alternating years.

"We love the sequence as we're mostly global companies now in this marketplace," said Roger Nielsen, president and Chief Executive Officer of Daimler Trucks North America. "It gives us a chance to really take advantage of our global presence. And we've refocused the show to be on big fleet customers, as well as suppliers. The NACV Show gives us a chance to bring our dealers here as well and to bring the big fleets together with suppliers and the OEMs. The payback for us has already well surpassed our expectations."

"The NACV Show was non-stop," said Jonathan Randall, Mack Trucks' senior vice president – sales. "Our customers are here. It's not just the drivers that are here, it's the fleet managers, the decision makers, it's the guys with the purse strings that make the decisions. If that continues and that's the type of audience we see, then there's a future for that because we are always looking to get in front of those decision makers, especially when we have new product to show."

Component manufacturers offered accolades as well.

"Bosch has years of experience with the IAA shows, and when we heard the NACV was coming, we decided very shortly that it would be one of the shows



"We are happy with the results," said Joe Glionna (right). But there will be changes to improve the experience for smaller exhibitors. (Photo: John G. Smith)

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that we really come out on. It was one of the reasons we decided to take our demonstration truck here,” said Jayson Roycht, vice president – North American regional business leader, commercial vehicle and off-road. “It’s always good when you have all of the OEMs together and supply base together.”

Said John Nelligan, Meritor’s vice president sales and service: “It’s been busy, it’s been hectic, it’s been a great show for us.”

“I think the show is unbelievably innovative,” offered Cory Hiesser, lean engineer at Manac Trailers. “All the products I’ve seen on display are things I’ve never seen before and are very interesting. The show has also helped me make some good connections.”

The connections were not even limited to North America.

“A lot of customers are here – major fleets and OEMs. We’ve been kept busy non-stop. I’ve been meeting fleets from Iceland, Jordan, Chile, all over the world, and that’s something unique about the NACV Show,” said Josh Butler, president and Chief Executive Officer of FlowBelow.



“I like that I’m talking to the right people from the right companies and having the opportunities to discuss products with them,” said Colin Slade, Trailer Wizards’ purchasing director, who attended the show. “I’m not bumping into wagons, or kids, or fighting crowds and families to get to the new booth. I’m meeting industry people that we compete with and do business with at the show, and we’re getting to network with them as well, so, the show is a huge success for us.”

“I love the show. This is the show we will always come to as long as it continues,” he said.

The organizers’ Truck World show in Toronto is scheduled April 19-21, 2018. The next IAA Commercial Vehicles show runs September 20-27, 2018. **TT**

Wabco unveils tech to keep between lines

Building on an existing portfolio of driver assistance tools, Wabco continues to steer toward the future – unveiling its OnLaneAssist Advanced Driver Assistance System.

It’s the first active steering system in

the Wabco product line. And it builds on technologies available through the company’s recent acquisition of RH Sheppard, which supplies steering technologies, in addition to a new cooperation agreement with Nexteer Automotive, known for intuitive motion controls.

OnLaneAssist uses forward-looking cameras to track where the vehicle sits in

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
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a lane. If the vehicle begins to drift out of a lane without a signal, the system applies torque to the steering wheel to pull back to the center of the lane. Then it releases the torque once the truck is back on its path.

The company hopes to bring the system to market within the decade, says Jon Morrison, president – Americas.

Meritor introduces Mach aftermarket line

Meritor has introduced a value-priced product line for the aftermarket that will be branded as Mach.

Initial offerings will include brakes, drivelines, drive axles, suspensions, transmissions and springs, but there are plans to expand as well.

“Mach is a global aftermarket value brand that we’re launching today for North America, but we’re going to introduce it here and all over the world,” said Rob Speed, president – aftermarket and trailer and Chief Procurement Officer, during an unveiling at the North American Commercial Vehicle Show.

“The time is right, we believe, to launch a value lineup brand for aftermarket parts. In North America and around the world we’re seeing a rise in low-cost competitors and brands that don’t necessarily have the same quality focus as Meritor.”

Daimler tests platooning in U.S.



Daimler Trucks North America is testing platooning systems on test tracks and select highways, further exploring technologies to enhance fuel economy.

Tightly spaced pairs of trucks are now running in controlled trips along Oregon and Nevada highways. And coordinated braking tests are being completed at the company’s High Desert Proving Grounds in Madras, Oregon. A fleet trial is expected early next year, the company adds.

It’s hardly Daimler’s first foray into

autonomous technologies. In 2015 the Freightliner Inspiration Truck became the first automated commercial truck to be licensed to operate on an open public highway in Nevada.

The fuel economy benefits of platooning are realized by improving aerodynamic, using vehicle-to-vehicle communications to coordinate braking

and speed between paired trucks.

“When America is ready for platooning, [Daimler Trucks North America] will have a proven, viable solution,” said Roger Nielsen, president and Chief Executive Officer.



Visit todaystrucking.com for more NACV Show highlights

A large advertisement for ISAAC Instruments. It features a driver in a blue shirt using a tablet computer while driving. The tablet displays a software interface with various data points and graphs. The background shows a road winding through a landscape.

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CAT purchases SLH Transport

The restructuring of Sears has led to the sale of one of Canada's largest fleets. Kingston, Ontario-based SLH Transport – once a private fleet dedicated to the department stores – has been acquired by CAT Holdings.

It's CAT's second acquisition this year, following the January purchase of Group Express Groupex.

SLH will remain structurally unchanged, with current SLH president Paul Cooper reporting to CAT president Daniel Goyette.

Sears Canada filed for bankruptcy protection in June, and was cleared in October to liquidate remaining stores.

Titanium acquires Xpress Group

Titanium Transportation Group has acquired Xpress Group, a van and flatbed carrier based near Windsor, Ontario.

The deal is worth \$3.1 million in cash, \$420,000 in common shares, and the assumption of about \$5.2 million in debt.

"This is exactly the type of acquisition we have been waiting for," said Ted Daniel, Chief Executive Officer of Titanium. We expect to be able to achieve significant synergies between Titanium and Xpress. In addition, Xpress' customer base complements the cross-border, full truckload division that we have focused on growing."

Xpress was founded more than 30 years ago by Dave Tracey, and added its van division in 2008. Its customer base reaches from southern Ontario to the U.S. Midwest.

Comp rates shock Atlantic fleets

WorkSafeNB has suggested workers' compensation rates could increase a whopping 32-51%, and the Atlantic Provinces Trucking Association is pushing back.

Following a stakeholder meeting in Moncton, the association noted that WorkSafeNB's board has offered little detail on how it will manage and control increases moving forward.

"For our members, the rate hike

obviously represents an immense increase in costs that we can't continue to absorb. Along with fuel increases, carbon pricing and higher than ever equipment costs, we are barely keeping our heads above water," says Jean-Marc Picard, executive director.

Neither the government nor the WorkSafeNB board has offered solutions to resolve the issue, the association adds.

OTA and ORG want tow app

The Ontario Trucking Association (OTA) and Ontario Recovery Group (ORG) are looking for an app-based electronic call system to help address incidents on the province's 400-Series highways.

The "Uber-like" call system would



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allow police and enforcement officials to call the closest-available top truck in the system or the carrier's contracted tow-recovery provider, the Ontario Trucking Association says. To be listed in the app, recovery companies and drivers would have to be approved, qualified, and receive training developed and approved by the Ontario Recovery

Group and government officials.

The app would also be expected to provide collision details, including the cost to perform the recovery and clean-up, as well as track the time it takes to clear the scene.

"This partnership between stakeholders utilizing modern, app-based tools will go a long way toward improving highway

safety, removing unnecessary inefficiencies currently plaguing highway incident management, and restoring consumer protection for trucking companies who require roadside assistance or recovery," said Steve Ondejko, chairman of the Ontario Trucking Association.

Kriska acquires Service Freight

Kriska Transportation Group (KTG) has acquired Burlington, Ontario-based Service Freight Systems (SFS), which will continue to be led by general manager Rob Ten Brinke.

Service Freight Systems, a logistics company founded in 1995, specializes in temperature-controlled, cross-border, truckload freight. Kriska Group has 600 tractors, 1,700 trailers, and employs 850 people including owner-operators. Its brands include Kriska Holdings, Mill Creek Motor Freight, JMF Transport (1992), and Transpro Freight Systems.

"The KTG family of companies, with its asset-based core, complements well with SFS. They will add depth to our growing investment in logistics services," said Mark Seymour, Kriska's president and Chief Executive Officer, in a related press release.

Celadon sells flatbed division

The Celadon Group has sold all assets in its flatbed trucking division to PS Logistics. On top of acquiring existing equipment – primarily leased and owned trailers – PS Logistics is also assuming the contracts covering up to 100 independent contractor flatbed drivers, hiring some flatbed company drivers and operations employees, and also assuming certain customer contracts associated with the flatbed division.

"Our new management team determined that we had neither the expertise nor the critical mass to compete in the flatbed sector. Accordingly, we were pleased to offer our people and customers a good home with one of the largest and most successful flatbed operators in the U.S.," said Paul Svindland, Celadon Chief Executive Officer.



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North East opens in Truro



North East Truck and Trailer Sales has officially opened a new facility in Truro, Nova Scotia.

As part of Valley Equipment, the location is an authorized dealer for Utility Trailers, BWS, Lode King, Mac Trailers, Trail King Industries, and others.

The new facility includes a driver's waiting area complete with WiFi. A high-pressure wash is also available to clean

the trailers. The new facility comprises a 5,000-square-foot parts warehouse, a 4,200-square-foot parts showroom, and a 7,500-square-foot service center with four 129-foot drive-through service bays that will hold eight 53-foot trailers.

It's all found at 83 Hub Centre Drive, Upper Onslow, near the TransCanada Highway and Nova Scotia Highway 102.

Wabco, Meritor end joint venture

Wabco Holdings is taking full control of the Meritor Wabco joint venture, ending a relationship that first helped to bring Wabco products to North America.

Meritor Wabco employs about 200 people and had sales of US \$300 million in fiscal year 2016.

With the agreement, Wabco takes over application engineering and supply chain operations, including the distribution center and customer service hub

in Hebron, Kentucky. The company will also continue to have exclusive access to a winter test track in Sault Ste. Marie, Michigan, and joint access to a year-round test track in East Liberty, Ohio.

Meritor will continue to be the exclusive distributor for certain Wabco Aftermarket products.

Rosenau moves into Winnipeg site

Rosenau Transport has moved into a 140,000-square-foot facility at Winnipeg's CentrePort.

Rosenau president Ken Rosenau said the regional carrier for Western Canada, which has 24 terminals, plans to hire more staff further over the coming months as well. The renovated location is the former Safeway distribution center.

Rosenau's services include warehousing, Less-Than-Truckload, and refrigerated hauling operations.



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Mack bulldoggish about truck market

Mack Trucks is bullish on the state of the truck market and overall economy. Maybe bulldoggish would be a better choice of words given the trademark dogs mounted on the hood of its trucks.

"The overall outlook for the U.S. economy remains encouraging," says Jonathan Randall, senior vice president – sales, referring to measures from the U.S. Gross Domestic Product to manufacturing activity, spending, and inventories. Construction is particularly strong, and that is one of Mack's key market segments.

The company has adjusted its forecast for 2017 North American Class 8 truck sales in this environment, up to 225,000 units from an originally projected 215,000 sales. And Randall says he wouldn't be surprised if sales were higher than that at the end of the year.

Mack's market share is holding relatively steady in the U.S. While the share has slipped somewhat in Canada, largely because of the timing of low-cabover refuse vehicles, he expects the company will return to its traditional 8% market share by the end of the year.

Freightliner led Canada's Class 8 sales in August, while International held the top spot in Class 7, Hino in Class 6, and Ford in Class 5.



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Canada – August 2017

CLASS 8	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
Freightliner	544	4,694	24.4	29.3
Kenworth	374	2,571	16.8	16.1
International	365	2,429	16.4	15.2
Peterbilt	274	1,939	12.3	12.1
Volvo Truck	315	1,726	14.1	10.8
Western Star	224	1,520	10.1	9.5
Mack	132	1,122	5.9	7.0
Other	0	0	0.0	0.0
Total	2,228	16,001	100.0	100.0
CLASS 7	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
International	131	942	41.9	33.1
Hino	77	712	24.6	25.0
Freightliner	39	504	12.5	17.7
Kenworth	23	319	7.3	11.2
Peterbilt	31	286	9.9	10.1
Ford	12	81	3.8	2.8
Total	313	2,844	100.0	100.0
CLASS 6	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
Hino	43	404	55.8	46.8
International	11	207	14.3	24.0
Freightliner	8	170	10.4	19.7
Peterbilt	11	43	14.3	5.0
Ford	1	31	1.3	3.6
Kenworth	2	7	2.6	0.8
Isuzu	1	1	1.3	0.1
Total	77	863	100.0	100.0
CLASS 5	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
Ford	227	2,588	45.3	50.4
Hino	113	1,043	22.6	20.3
Dodge/Ram	97	877	19.4	17.1
Isuzu	61	594	12.2	11.6
International	2	17	0.4	0.3
Mitsubishi Fuso	1	10	0.2	0.2
Freightliner	0	6	0.0	0.1
GM	0	0	0.0	0.0
Kenworth	0	2	0.0	0.0
Peterbilt	0	0	0.0	0.0
Total	501	5,137	100.0	100.0

U.S. – August 2017

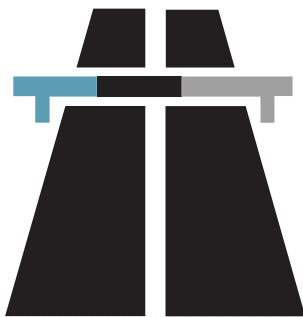
CLASS 8	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
Freightliner	5,848	43,522	34.1	37.3
Peterbilt	2,761	18,738	16.1	16.0
Kenworth	2,427	16,757	14.1	14.3
International	2,751	13,177	16.0	11.3
Volvo Truck	1,513	10,868	8.8	9.3
Mack	1,372	10,347	8.0	8.9
Western Star	473	3,312	2.8	2.8
Other	21	93	0.0	0.0
Total	17,166	116,814	100.0	100.0
CLASS 7	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
Freightliner	2,900	19,120	41.4	47.5
International	2,870	12,125	41.0	30.1
Peterbilt	501	3,580	7.2	8.9
Kenworth	406	2,930	5.8	7.3
Ford	191	1,336	2.7	3.3
Hino	135	1,156	1.9	2.9
Total	7,003	40,247	100.0	100.0
CLASS 6	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
Ford	1,617	13,594	29.7	31.3
Freightliner	1,754	13,593	32.2	31.3
International	1,194	9,918	21.9	22.9
Hino	621	4,501	11.4	10.4
Kenworth	228	1,537	4.2	3.5
Peterbilt	10	215	0.2	0.5
Isuzu	25	29	0.5	0.1
Total	5,449	43,387	100.0	100.0
CLASS 5	SALES		MARKET SHARES	
	Aug.	YTD	Aug. %	YTD %
Ford	4,647	32,045	68.6	62.5
Dodge/Ram	1,241	11,548	18.3	22.5
Isuzu	458	3,476	6.8	6.8
Freightliner	84	2,101	1.2	4.1
Hino	288	1,598	4.3	3.1
GM	20	233	0.3	0.5
International	10	133	0.1	0.3
Mitsubishi Fuso	19	95	0.3	0.2
Kenworth	4	24	0.1	0.0
Peterbilt	4	14	0.1	0.0
Total	6,775	51,267	100.0	100.0

Pulse Reader Survey

Tell us your thoughts on ... Infrastructure

Wherever you're going, it's always there. From the road beneath your tires, to the bridges you cross, and the loading dock when you finally arrive, the maintenance of the infrastructure around you is integral to doing a good job. This month we want your thoughts on what can be done to make it better.

Would you accept tolls if the money was invested in a specific infrastructure project?



YES **30%** NO **31%**

Only for a defined period of time **39%**

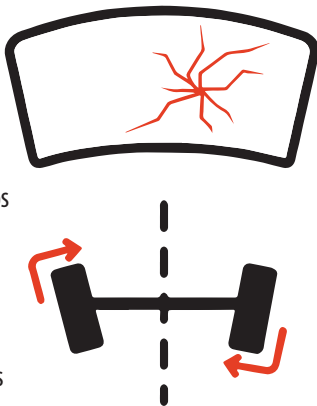
On a scale of 1-5, how would you rate the condition of routes that are vital to your business?

1 Star: **6%**
2 Stars: **23%**
3 Stars: **50%**
4 Stars: **19%**
5 Stars: **2%**



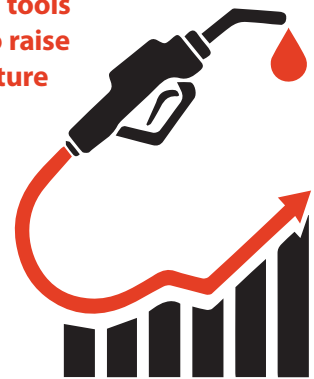
Which of the following road-related damage have you had to repair in the past year?

36% Windshield cracks and chips
20% Wheel alignment
15% Flat or damaged tires
15% Suspension damage (shocks/air bags)
5% Chipped paint and coatings
5% Multiple items
2% Dashboard cluster
2% No damage
0% Damaged aerodynamic fairings
0% Collisions linked to road condition



Which of the following tools are acceptable ways to raise money for infrastructure investments?

37% Fuel taxes
22% Other
22% Tolls
11% Licensing fees
6% Income taxes
2% Property taxes



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

"They have wasted enough of my money to completely re-do the roads!"



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Hino will increase the size of its manufacturing operation in West Virginia as it prepares to introduce new Class 7/8 vehicles for the North American market. The company will relocate current Williamstown, West Virginia, activities to Mineral Wells, following a US \$100 million investment that will create an estimated 250 new jobs by 2020. The existing Williamstown site covers 245,000 square feet, but the Mineral Wells facility will cover 962,000 square feet.



Hino Motors Manufacturing U.S.A. president Takashi Ono and West Virginia Department of Commerce Secretary H. Wood Thrasher.

4% OF CHINA'S TRUCKS ELECTRIC

About **4% of China's trucks** are now fully electric, and the share is expected to increase to 15% by 2025. That may not sound like a large share, but the country produces 800,000 commercial vehicles a year, said Jay Craig, Meritor's Chief Executive Officer, during a presentation at the North American Commercial Vehicle Show. "There is a sea change in our industry with regard to electrification of the drivetrain."

500 ELECTRIC TRUCKS

Fuso will deliver the first of its eCanter cabovers this year, passing a key milestone for the world's first series-produced Class 4 electric work truck. **UPS** is one of the first buyers. Mitsubishi Fuso Truck and Bus Corporation plans to deliver 500 units within the next two years, while larger-scale production is scheduled to begin in 2019. The eCanter has a Gross Vehicle Weight Rating of 15,995 pounds, a range of more than 95 kilometers, and a body/payload capacity of about 9,380 pounds.



10.1 MILES PER GALLON

Seven trucks have proven that **10.1 miles per gallon** (23.5 liters per 100 kilometers) is possible using technologies on the road today. Those participating in the **North American Council of Freight Efficiency's Run on Less** demonstration logged about 80,600 kilometers during a 17-day test. The results compare to a U.S. national average of 6.4 miles per gallon (36.75 liters per 100 kilometers).



Mike Roeth, NACFE operations lead for Run on Less



15 million RED ENGINES

Cummins is expected to produce 1.3 million engines this year, bringing its worldwide total to 15 million engines overall. But don't expect all its future engines to run on diesel. The company says it is embracing a "buffet" of power sources as it prepares for a future that includes diesel, hybrids, electric powertrains, and fuel cells. "We win in the marketplace by seeing the future first, and beating the competition to it," says Srikanth Padmanabhab, president of the Cummins engine business.



Logbook2017

NOVEMBER

2

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3

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8-9

ONTARIO TRUCKING ASSOCIATION ANNUAL CONVENTION

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15

TORONTO TRUCKING ASSOCIATION'S ECONOMIC OVERVIEW

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Toronto, Ontario

www.torontotrucking.org

15

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Chateau Nova, Yellowhead Trail
Edmonton, Alberta

www.amta.ca

DECEMBER

7

ATLANTIC PROVINCES TRUCKING ASSOCIATION INDUSTRY AWARDS DINNER

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7

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Toronto, Ontario

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2018

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Trending *on* **Today's Trucking.com**

Navistar, VW prepare to plug in

Navistar will bring a medium-duty electric powertrain to the North American marketplace by 2019/20, drawing on technical expertise available through **Volkswagen Truck and Bus**.

"There is an opportunity for electric and electric vehicles in the North American market," said Troy Clarke, Navistar chairman, president and Chief Executive Officer, referring specifically to the Class 6/7 segment. "It is still in the early stages of the product development cycle there, but that's the target."

Volkswagen officially secured a 16.6% stake in the company in March, and is already expected to bring a big bore diesel powertrain to North America by 2021 in addition to sharing other technologies.

It won't be Navistar's first foray into electric vehicles. The company launched its Class 3 eStar van several years ago, but that model was ahead of its time, Clarke said in a presentation during the North American Commercial Vehicle Show. MAN, a European nameplate owned by Volkswagen, recently released an electric truck of its own in the form of the eTruck.

Volkswagen has already delivered 10 electric medium-duty trucks to a customer in Austria, added Andreas Renschler, Chief Executive Officer of Volkswagen Truck and Bus.



Renschler and Clarke: Electrified plans.

Electrification continues to make inroads on transit buses and in applications that serve densely populated urban areas. From Paris to London and Mexico City, governments have also

announced plans to ban diesel engines. "Many expect China will be the next country," Clarke says.

In addition to slowing tailpipe emissions, the business case for electrification also continues to improve. Since 2010, battery costs have dropped about 16% per year. Other maintenance-related gains are realized because the trucks have fewer moving parts. Ranges to support fleets that drive relatively short distances and return to recharge at the end of the day are within reach.

The two companies will realize economies of scale by using the same powertrain on both sides of the Atlantic, Renschler says.

Components were even being shared before Volkswagen secured its equity stake. Navistar's A26 engine shares a common "DNA" with MAN's D26 diesel engine, Clarke observed. The engines certainly share a common crankcase and rotating components, although there are differences because of factors such as aftertreatment packages that are packaged differently.

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



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Is This the Tesla Semi?
<https://teslamotorsclub.com/blog/2017/10/03/is-this-the-tesla-semi/>
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@Daimler Daum: "I can't wait to put a big E in front of the Cascadia." #NACV



Today's Trucking @Todaystrucking
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Heard *on the* Street

Bendix names new Chief Financial Officer

Bendix has named **Stephen Daukaus** as vice president – finance and IT, and Chief Financial Officer. He also becomes the newest member of the Bendix Leadership Committee, in a role that replaces the retiring Arnfred Kulenkampff. Daukaus comes to Bendix with more than 20 years of experience in corporate finance, specializing in international operations. He has served as vice president – finance for the automotive region of Europe, Middle East, and Africa at TE Connectivity in Bensheim, Germany.



Christophe Dominiak

Dana names new Chief Tech Officer

Christophe Dominiak has been named **Dana's** senior vice president and Chief Technology Officer, and will replace the retiring George Constand. Dominiak has served as vice president – global engineering for Dana's Off-Highway Drive and Motion Technologies business unit since February 2016. Previously, he was deputy Chief Technology Officer for Hutchinson Industries, an automotive and aerospace supplier. Other roles included positions at Valeo, Rockwell, Webasto, and Corning.

Buffett bellies up to truck stop counter

Famed investor **Warren Buffett** – also known as the Oracle of Omaha – is buying a stake in **Pilot Flying J** truck stops through Berkshire Hathaway, although the Haslam family will initially retain majority control. Pilot Flying J is North America's largest operator of travel centers, with more than 27,000 employees and 750 locations across the U.S. and Canada. Berkshire Hathaway will initially acquire a 38.6% equity stake in Pilot Flying J, while the Haslam family will hold 50.1%. FJ Management, owned by the Maggelet family, will hold 11.3% until 2023. That's when Berkshire will become the majority shareholder – acquiring an additional 41.4% equity stake – and the Haslam family's stake will drop to 20%.



Photograph by Scott Eells – Getty Images

Stackhouse to lead Atlas

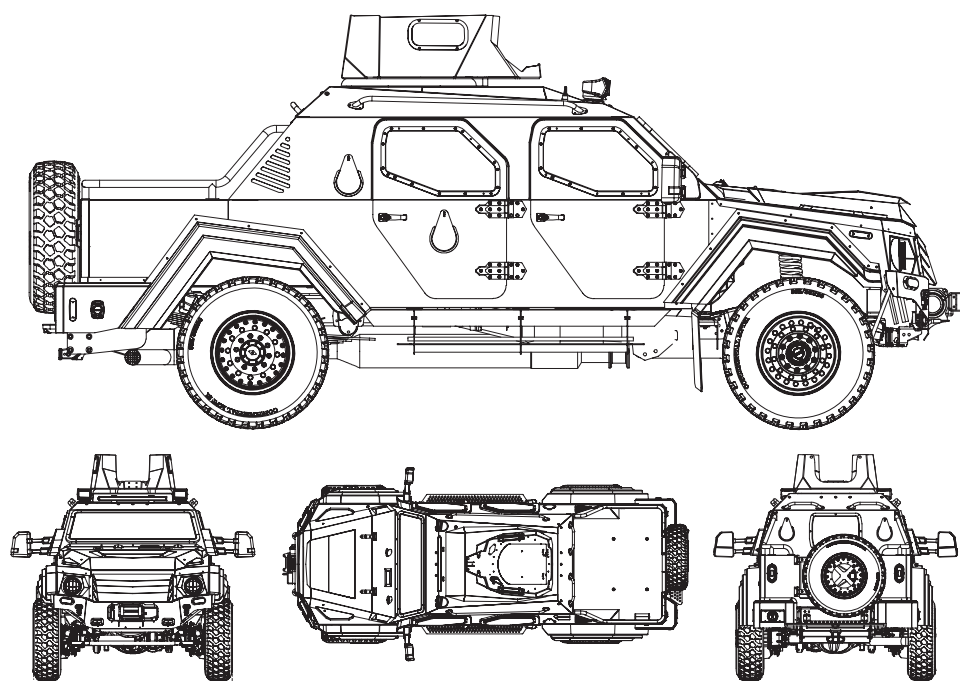
Atlas Van Lines has a new president and Chief Operating Officer in **Joe Stackhouse**. Stackhouse comes to Atlas with a 30-year background in telecommunications, including positions with AT&T, Comcast Corporation, and Charter Communications. He most recently served as the president and Chief Operating Officer of American Utility Management in Chicago. In his new role, Stackhouse will lead the Atlas Van Lines household goods division, which includes transportation services, corporate marketing, revenue distribution, customer service, agency development, information technology, and the Avail Move Management subsidiary.

Trucker Buddy writing new chapter

Alan Welborn is the new executive director of **Trucker Buddy**. Through the program, drivers volunteer as pen pals with classrooms as a way to educate students about trucking. Randy Schwartzenburg is retiring after 25 years at the helm. The program has expanded to include classrooms in France, Uganda, and Belgium, in addition to those in Canada and the U.S. The group's head office will also move to Birmingham, Alabama, as part of the transition.

Ox Bodies announces new president

Henry Bell has been named as the new general manager and president of **Ox Bodies**. Owned by Truck Bodies and Equipment International, the designer, manufacturer, and installer of medium- and heavy-duty truck bodies saw its former general manager Ray Salley retire in August. Prior to joining Truck Bodies in 2013 as vice president - sales and marketing, Bell held roles at Fontaine Fifth Wheel Company and Heil Environmental Industries.



THE SPEC'S

Engine: 6.7 L V8 turbo diesel – 330 hp/750 lb-ft

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Braking: Vented disc Antilock Brake System

Vehicle weight: 15,500 pounds

Armoring: B7/STANAG 2

Dimensions: 244-5/8 x 96-5/8 x 98-3/8 inches



Truck of the Month

Gurkha Tactical Vehicles

Terradyne Armored Vehicles started a firestorm this July.

The company has been making armored vehicles in Newmarket since 2011, and is home to the **Gurkha** lineup of tactical vehicles, including the Rapid Patrol Vehicle (RPV) model the *Globe and Mail* reported was sold to the government in Saudi Arabia. The vehicles were seen in videos being used against Saudi citizens, as it tried to quiet unrest among the Shia population in the country's Eastern Province.

It's built in Canada. All three variants of the available Gurkha vehicles are based on the Ford F-550 chassis converted into tactical armored vehicles designed to be used by law enforcement agencies around the world. The RPV specifically is a four-door pickup version of the group. It seats up to five people and features a rear cargo bed. Terradyne says that despite its aggressive stance and ballistic protection, the RPV sports a light curb weight at just over 7,000 kilograms (15,500 pounds).

The powertrain and suspension of the vehicle have to be strengthened to accommodate for the extra weight of the RPV – over double that of the Ford-sold F-550 pickup truck.

Dr. Frank Maas with the Laurier Center for Military Strategic and Disarmament Studies, says vehicles of this type are commonly used for transporting troops while offering them a measure of protection. The expert on light armored vehicles says that while the Ford chassis makes the vehicle easier to maintain and keep running, its flat bottom makes it

a liability in an attack with an Improvised Explosive Device (IED). Maas says most light armored vehicles are designed with a V-shaped bottom and higher ground clearance, to deflect a blast away from the vehicle occupants.

The six-speed automatic RPV with a 6.7-liter turbo diesel engine, 330 horsepower, and 750 lb-ft of torque also comes in a limited-production civilian edition, made for non-military buyers. That edition comes without the machine guns mounted to the RPV's exterior.

The three vehicles have entered a global marketplace in which Canada remains a strong player, selling to countries Maas says have few resources to build their own heavy-armored vehicles and tanks. Terradyne's controversial customer, Saudi Arabia, is also an incredibly lucrative one, he said.

Sales of armored vehicles like those in the Gurkha series are overseen by Global Affairs Canada, who determines if their intended end user and use are eligible for sale. The vehicles must not be used against Canada, its allies, or its civilians. The department can deny sales if they think the end user will violate these terms, is under UN sanctions, or has a history of human rights abuses.

Maas said the interpretation of human rights abuses is, in the case of the Saudi Arabia deals with Terradyne and General Dynamics Land Systems, clearly flexible. Neither company has reported cancelled orders since July. **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

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Freight rates have expiry dates

By Mike McCarron

In a commoditized industry like trucking, getting a price increase can seem impossible. Every day, truckers tell me that loyalty is fleeting, with many customers willing to switch for pennies.

There seems to be an odd assumption – by truckers and shippers alike – that freight rates never expire. How many suppliers do you use that charge the same price they did five years ago?

My guess is few and far between. The problem runs deeper than the idea that our industry can't get its fair share of rate increases. It's the fact that many fleets don't bother to try.

The costs of equipment and compliance are on the rise and no one can afford to leave coin on the table. Even a measly 2% cost-of-living-like increase, compounded annually, can have a profound impact on your bottom line.

With the looming Electronic Logging Device mandate expected to create a capacity crunch, now is as good a time as any to stop waving the white flag. Here are some things you can do to boost the odds of a bump in rates.

No service, no increase

If you're consistently able to keep your promises to customers, then you have a fighting chance of getting some form of annual increase. Customers will be afraid to replace you because of your importance to their supply chain.



When you don't keep promises you'll be considered a commodity and be treated like one. If you want a raise, keeping promises is the first place to start.

Sales 101

Our industry is its own worst enemy when it comes to pricing. Time and time again the shipping community tells me that the third word out of every sales rep's mouth is "price".

Instead of asking what the customer is paying, why not ask for a tour of their plant? It might seem like an old-school strategy, but actually learning about a prospect and

their business will give you a chance to uncover what they truly need. You'll be surprised how often the needs are not in the form of cheaper rates.

You'll also help attract the type of customers who will understand and appreciate your need for a price increase.

Live by the sword

Cutting rates is the best way to attract the worst type of customers.

If a customer will switch carriers for a song, I guarantee they will do the same for the next trucker who bangs on their door. You have zero chance of ever getting an increase.

Oddly enough, I used to get excited calling on a shipper who had been loyal to the same carrier for years. Sure, I knew it would take longer to secure their freight, but I was confident that if I had enough quality prospects in my sales funnel, the ones I did close would be winners.

Happy anniversary

Every rate quote should expire after one year or less.

At MSM Transportation we made the date of the first quote the customer's anniversary date. If we quoted a customer on April 1 then every quote – regardless of when it was given – expired on that date every year. This strategy sent a strong message to the customer that we were serious about our craft.

Customers will always take the path of least resistance and are more likely to look for savings from those who are perceived as the weakest suppliers. Expiring rates also set the table for a yearly checkup to discuss the health of your relationship.

Rate-increase discipline is a culture that starts with the very first quote. There's no better time to start than now. **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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Future Directions

Volvo executive discusses a 'fascinating and challenging' era

By John G. Smith

Change is said to be one of the certainties in life, and Volvo Trucks is preparing for a future that is electrified, automated, and connected – but the company doesn't expect fully autonomous or electric linehaul trucks anytime soon.

"This is the most fascinating and challenging era ever," Chief Technology Officer Lars Stenqvist said during a media roundtable in Washington, DC.

While Volvo expects electric trucks to emerge, the company's electrification strategy is focusing on applications like ports, urban centers, and construction rather than the open road.

Ongoing tests by Volvo Group involve a Mack Pinnacle drayage vehicle that uses GPS to decide where to switch between its combustion engine and electric motor. Other initiatives include construction equipment like an electrified compact excavator and an autonomous load carrier. And the company's most extensive electrification experience involves buses, such as an ongoing research project underway in Montreal.

The future isn't limited to electrification, of course. "The death of the combustion engine is not today, it's not tomorrow, it's not in 10 years," he added,

referring to gains still being realized by layering new technology on diesel engines.

Initially, regional and linehaul applications are more likely to involve hybrid solutions that recover energy otherwise lost through braking, he said, looking to the future. Later, the electrification might draw on the surrounding infrastructure as well as the vehicle itself. Volvo is partnering with Siemens to test the concept of using overhead wires to power vehicles, perhaps along dedicated corridors.

The company is not about to abandon its focus on vertical integration, which has it developing powertrains and trucks alike. But there are still opportunities to partner with other Tier 1 suppliers and technology companies. "I'm surprised to see who's calling us, because it's small start-up companies," he said.

Some of the gains will be realized through increasing computing power in vehicles themselves, particularly against the backdrop of the Internet of Things. Most recently, Volvo has introduced

over-the-air engine programming that can be completed without a truck rolling into a service bay.

Connected infrastructure offers the chance to share more data about everything from congestion to the weather, too. Connect the vehicle data to infrastructure, and equipment could be better utilized, he said.

Geofencing already allows city buses in some parts of the world to automatically restrict speeds on specific routes. "It can also be dynamic," he observed, noting how speeds could be restricted in areas known for heavier levels of pollution.

Then there's the question of who – or what – will actually drive the trucks. Automation is much more than discussions about driverless trucks might indicate, Stenqvist said. The five recognized levels range from advanced cruise controls that support the drivers, to technologies that help keep the vehicle in a lane, vehicles that take control for a specific period of time, and ultimately those that run on their own with or without a driver in the cab.

The highest levels of automation are likely going to emerge in fully controlled environment, he said. Last year, for example, Volvo introduced a fully autonomous vehicle that runs 1,300 meters below

the ground in a mine in Northern Sweden. "That's the kind of environment where we believe we will find fully autonomous vehicles emerging," he said. Quarries and harbor terminals offer other options.

When autonomous vehicles do begin to emerge on the highway, Stenqvist expects they will be limited

to dedicated lanes, perhaps physically separated from other vehicles.

Still, some of Volvo's work extends into suburban areas, as it researches the potential of an autonomous refuse vehicle that will follow a walking driver much like a dog, as waste is loaded into the hopper. "He doesn't need to step in and out," Stenqvist says of the European trial.

"We're learning a lot and are convinced something in this range will be commercialized." **TT**



Lars Stenqvist,
Chief Technology Officer

By Elizabeth Bate

Attracting the under-35 crowd is a full-time job for many marketers, including those trying to sell jobs in the trucking industry.

Already facing a growing labor shortage in all areas of the industry, fleets should brace themselves for the onslaught of retirements coming in the next few years. As baby boomers decide to cash in and trade their trucks for lawn mowers and golf clubs, carriers face a crisis.

Much of the conversation to date has focused on driver shortages, with an expected need for 34,000 drivers by 2024, according to Canadian Trucking Alliance research, but industry insiders say the shortage extends through all areas of the business.

Al Thompson, program coordinator for the truck and coach program at Ontario's Centennial College, says fleets approach him looking for help finding employees to work as dispatchers, mechanics, dock workers, and in their back offices, in addition to drivers.

Those under 35 currently represent 35% of Canadian truck drivers, 2% less than the Canadian labor market overall, and that's down 3% from a decade ago. Isabelle Hétu, director of programs and services at Trucking HR Canada, says even that small difference means there aren't enough new hires to cover retirements.

Hétu thinks the perception of the industry, along with lack of promotion, may account for the dwindling interest, and she's not alone.

Thompson says middle and high schools aren't encouraging students to look at the industry like they used to, with guidance counselors and parents pressuring students to go to university.

Trucking and trades pay as well or better than many careers that begin with a university education, but Thompson believes not a lot of people know there are competitive salaries, benefits, and solid career paths in the industry, or trades in general.

"Our parents don't want to hear about sending our kids to trades," he says. "I think they know you have to pay well if you need a trade done, but I don't think they really examine the career."

Centennial and other schools are trying to reach out to the younger members of the labor market through pamphlets, talks, and booths at college and career fairs. Thompson says guidance counselors and students who are less than academically inclined are often relieved to receive the information the college provides them, as they can't find it elsewhere.

Trying to strengthen a workforce with younger members starts about four years before kids can even get a driver's licence. Thompson says that by the time students reach high school, many of them are already focusing on a career path.

just one measure in an industry desperately seeking staff.

Hétu says companies know they have to change the way they interact with employees to be more attractive to a generation that has a reputation for wanting more from a job than just a paycheck. Of the 48 companies recognized through its Top Fleet Employers program, many offer incentives such as professional development and training programs, reimbursed tuition fees, and promotions from within.

One of the biggest things the younger generation is asking for is coaching and mentoring. Hétu says research shows the educational model followed with millennials gave them immediate feedback on their work, providing them opportunities to correct

GENERATION NEXT

The trucking industry needs a new generation of workers. What will it take?

Centennial College currently runs a skills camp for Grade 7 and 8 students, exposing 12- and 13-year-olds to career possibilities. Thompson says the camps reach another under-represented group in trucking as well – girls.

Centennial also offers a course for high school students who may have already decided on a career in trades.

At Bramalea Secondary School in Ontario, the college offers a high school version of its truck and coach mechanics program to help expose the students to the industry and let them know what they can expect. So far Thompson says the program has been successful, but it's

mistakes faster and ask questions. Coaching also helps create a social workplace, another thing the age group stresses is important.

While millennials may be demanding coaching and mentoring, Hétu says employers may be surprised to learn that older employees are just as enthused with the approach. In addition to giving employees feedback earlier and more often, mentoring allows older employees the chance to share years of experience with younger employees, benefitting everyone.

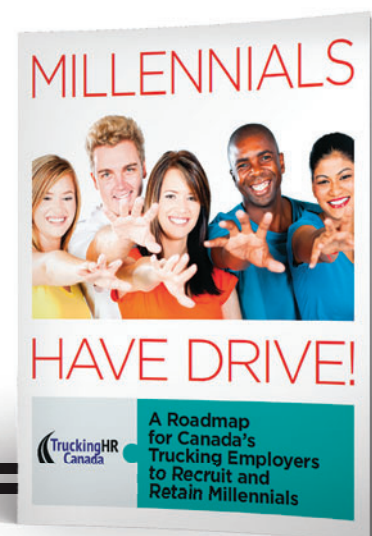
While employers and schools are battling the stereotypes about the trucking

Existing millennials at risk of leaving

Recruiters may be looking for ways to attract new millennial-aged workers, but droves of existing workers under the age of 35 are already thinking about leaving.

Seventy-five percent of drivers between the ages of 18 and 35, averaging six years of experience, plan to leave within five years or aren't sure they will stay, according to *Trucking HR Canada's* new *Millennials Have Drive* report. Referenced reasons include the lack of pension, benefits, advancement potential, or respect from customers. They are dissatisfied with long hours, rising costs, wages, the desire for self-employment and the need for a work-life balance.

It's a troubling finding given that millennials represent 37% of Canada's workforce, while just 15% of today's truck drivers are under 35.



Students at Centennial College's School of Transportation take a hands-on approach to learning about truck and coach maintenance from Day 1. School administrators are constantly looking for new ways to get younger students interested in the program.

industry, younger employees are battling stereotypes about themselves.

Oft-quoted articles peg millennials as entitled, flighty, and phone-obsessed. A perception Hétu says just isn't true.

"We did see that there may be a disconnect between employers and young employees in the workplace, but that's nothing that we haven't seen by other generations before," she said. "Based on our research millennials have been seen as hard-working and willing to succeed, and looking for advancement, which also came out for those 35 and older."

The perception of feeling entitled isn't the only myth potential younger employees are facing.

Marc Cadieux, president and general director of the Quebec Trucking Association, says the perception that hiring younger, less-experienced drivers will cause an increase in insurance premiums is also a myth.

Cadieux and the association have been spearheading a pilot project to get drivers as young as 18 on the road, provided they are driving within Quebec.

Year 1 of the project has gone well, Cadieux says, with no major incidents reported, and no reports of insurance increases from any of the participating fleets. All but one of the participating fleets has signed on for a second year.

When the pilot was being pitched, Cadieux says he heard a lot of the same concerns that fleets in other provinces are voicing – namely that insurances rates will sky-rocket if those under 25 get behind the wheel.

To address the concern, Cadieux says he met with auditors and insurance companies

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to see what could be done and discovered the fear was unfounded.

Insurance adjusters and auditors base premiums on an average of incidents across a whole fleet, not a per-driver basis. Cadieux says fleets that hire young drivers won't be affected as long as they continue to employ some older, more-experienced drivers to offset the risk.

"How can you have a statistic of a risk if they aren't on the roads?" Cadieux asked. "I think it's a bit of a legend. It's like being scared of being scared."

The Quebec program aims to have 300 young drivers participating at the end of four years. Currently it has placed 100 young people behind the wheel.

"Currently there's no path (to employment) for the high school student. In my perfect world, there would be a two-year program for high school students."

— **Rick Mikula**, program liaison officer
at Ontario's Humber College
Transportation Training Centre



The program is strict, preventing young drivers from working outside the province or carrying hazardous materials. Drivers must also be paired with an older, master driver to help coach them and answer questions.

Young drivers face more than just insurance concerns, of course. Truck drivers operating in the United States must be over 21. That puts cross-border fleets in a tough spot when looking at hiring in a younger demographic.

Rick Mikula, program liaison officer at Ontario's Humber College Transportation Training Centre, says the school doesn't get many program applicants under the age of 18, but when they do, he makes sure they're informed of the uphill employment battle they may be facing.

In Ontario those insurance myths are persistent, and Mikula says it's one of the main reasons he hears suggestions that fleets don't hire young drivers.

Mikula tries to redirect the students into other areas of the industry for a few years, so they can be more easily employed and gain experience before returning to driving.

"Until there's ways that the industry can address those barriers then there's not much point," Mikula says of taking on younger drivers. "Currently there's no path (to employment) for the high school student. In my perfect world, there would be a two-year program for high school students."

For Mikula that program would include in-depth courses which teach students about operations, logistics, and fleet management in addition to driving, to give them experience before getting them on the road. Currently no such program geared toward those under 25 exists.

Both Trucking HR Canada and the Quebec Trucking Association have found one of the keys to recruiting younger employees is promotion.

While Cadieux's group has had success with a campaign it calls "Pas Camion" or "No Truck" – featuring images of snowboards, hot dogs, and other things that arrive by truck – Hétu believes better promotion of the lifestyle driving affords would attract the younger set.

"Most people wouldn't be able to travel and see all of North America in their own lifetime, but drivers get to do that," she said. **TT**



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NATIONAL ANTHEM



Mack unveils Anthem highway tractor, and stresses its domestic roots

By John G. Smith

Mack Trucks is singing the praises of its new Anthem, a highway tractor that will replace axle-back versions of Pinnacle models on the road today.

As a related theme song suggests (yes, it was released complete with a country song), it is “born ready” for life on the highway. Mack is also quick to stress that it’s born in the USA. An official launch for dealers and industry journalists came complete with waving flags, country music, and multiple references to manufacturing at Lehigh Valley Operations in Pennsylvania. An American flag has even been stamped right next to the Anthem name on the truck’s badge.

“We have helped build America,” proclaimed Mack president Denny Slagle, referring to the company’s 117-year heritage. “We have arrived at an important milestone. This launch should be seen as a new day, a new start, a game changer for our beloved Mack brand.”

“The Anthem has been part of our product strategy for the past several years,” said Roy Horton, Mack’s director - product strategy. And it’s a key rollout for the manufacturer, which despite double-digit market shares in segments like vocational, refuse, and regional trucking, accounts for about 2% of on-highway truck sales.

The Anthem comes as a day cab, and with a 48- or 70-inch sleeper. Unlike the increasingly rounded shapes that have emerged in other designs, the Anthem’s profile features prominent edges and flat lines. But Mack stresses that the Anthem’s fuel economy is still 1.5% better than current Pinnacle axle-back tractors, and 3% better for those who spec’ the 70-inch stand-up sleeper. That’s on top of fuel economy gains realized with the company’s GHG17 engines.

“A truck doesn’t have to look like a jellybean to get good fuel economy,” said John Walsh, Mack vice president – global marketing and brand management.

“Our main goal through this whole thing was to design something that looked like a Mack,” added Stu Russoli, highway product manager, referring to the need for an aggressive appearance. “Make it aerodynamic and make it bold.”

Rather than gentle curves, the horizontal and vertical lines are meant to look “structural”, with the Mack name stamped across the bridge that slashes across the middle of the grille. The hood has a different contour than the Pinnacle that came before it, and fenders sweep back to guide the air down the side of the trailer. Even hood mirrors and West Coast mirrors have been lined up to improve the flow of air, while tow loops are covered to cut down wind resistance.

“We’ve struck a very good balance with that bold, distinctive look,” Horton said.

Senior vice president Jonathan Randall described the overall shape in another way – as a “bad-ass new truck”.

Should parts of the bad-ass new truck be damaged in a collision, the bumper and hood are both constructed with three separate pieces that can be replaced independently. Hood-mounted mirrors are also designed to fold out of the way on impact, rather than being fixed in place on a tripod-style mount. Breakaway mirrors include spring-loaded mounts, and there is no plastic in the hinges.

An angled paddle release now found under the hood makes it possible to access the engine compartment without walking to both sides of the cab. Once released, the hood opens by pulling

the trademarked bulldog that rides up front. Should the cables for the release break, latches are still available on each side of the hood as a backup.

Lighting comes courtesy of LED headlamps, turn signals, and marker lights. Those headlights are also 66% brighter than incandescent models, Mack adds. LEDs are found inside the truck, too, including overhead dome lamps, task lighting, and standard ambient floor lighting. Red wash lights shine down on the instrument panel and cup holders.

In the cab

Facing ahead from the vantage point of one of 30 available Sears driver seats, one of the most prominent changes is a steering wheel with a flat bottom that improves entry and exit, drawing inspiration from race cars. It also incorporates optional buttons for cruise control, Bluetooth devices, and audio.

Looking through the steering wheel, performance data is delivered through a five-inch color Co-Pilot display, while a seven-inch dash-mounted “infotainment” display offers access to features like satellite radio. Co-Pilot offers information such as engine and oil temperatures, odometers, aftertreatment status, and tire pressures, while a pre-trip assistant will guide drivers through inspections and also blink all exterior lights for a single-person check. Warnings through the Co-Pilot are in red and yellow. And the infotainment system supports everything from Apple CarPlay to TomTom navigation, as well as third-party backup cameras.

The shift pad for the 12-speed mDrive Automated Manual Transmission has been moved closer to the driver when compared to the Pinnacle dash, and moves up to the location of the infotainment screen if the latter isn't spec'd. There's a good chance that most buyers will be opting for the transmission, though. The mDrive is already spec'd in 88% of Mack's on-highway products, just six years after being introduced.

Switches for functions like cruise control, PTOs, and traction control have been etched with lasers to ensure a long life for related markings and labels. That's particularly important when considering second buyers, Russoli says. “If everything is worn and worn off, you have that impression that is what a Mack is.”

There's also the option of four auxiliary gauges above the switches. Those who opt against the gauges receive a small storage bin in their place.

Atop the dash is a slot that will hold a cell phone on its edge, along with a ridge designed to hold a charging cable as it snakes to an integrated power port.

Every piece of trim that looks like metal is that very thing, right down to the extruded aluminum handles on three storage compartments above the windshield.

The sleeper

Behind the cab, the 70-inch sleeper is high enough that someone taller than six feet can walk upright from the driver's seat to the bunk. There's also an extra 35% of available storage space when compared to the Pinnacle, including redesigned back-wall and side cabinets, adding up to an optional 27 cubic feet. To put that in perspective, Anthem storage areas would hold between 8,651 and 18,514 golf balls.

Different storage areas include such things as three removable trays that sit below the mattress and above the under-bunk storage. (One of the trays is removed if a fire extinguisher is stored there.) A tall wardrobe, meanwhile, includes a hanger bar, magazine slots, and mirror on the door. At the passenger side of the vehicle are prep kits for a microwave, drawer-style refrigerator, or cabinets. Other creature comforts are supported with a television prep kit that can secure a 24-inch flat screen.

Overhead, a single-piece composite roof has been introduced to help prevent leaks. There is no skylight, either. “Anywhere you have cutaways in the roof are a leak point,” Russoli said.

Windows on the side of the sleeper, meanwhile, incorporate aircraft-like shades and integrated screens.

Even the flat-roof sleeper can be spec'd with single or double bunks, and that option hasn't been available in flat-roof Pinnacle designs.

Power and performance

Under the Anthem's hood will be a 13-liter MP8 engine, feeding up to 505 horsepower and 1,860 lb-ft of torque into 12-speed mDrive transmissions and Mack axles, or the optional 11-liter MP7 delivering up to 425 horsepower and 1,560 lb-ft of torque. Further fuel economy can be realized with SuperEconodyne

downspeeding packages, which include the Mack MP8-TC engine with turbocompounding. That converts waste heat from the exhaust into mechanical energy.

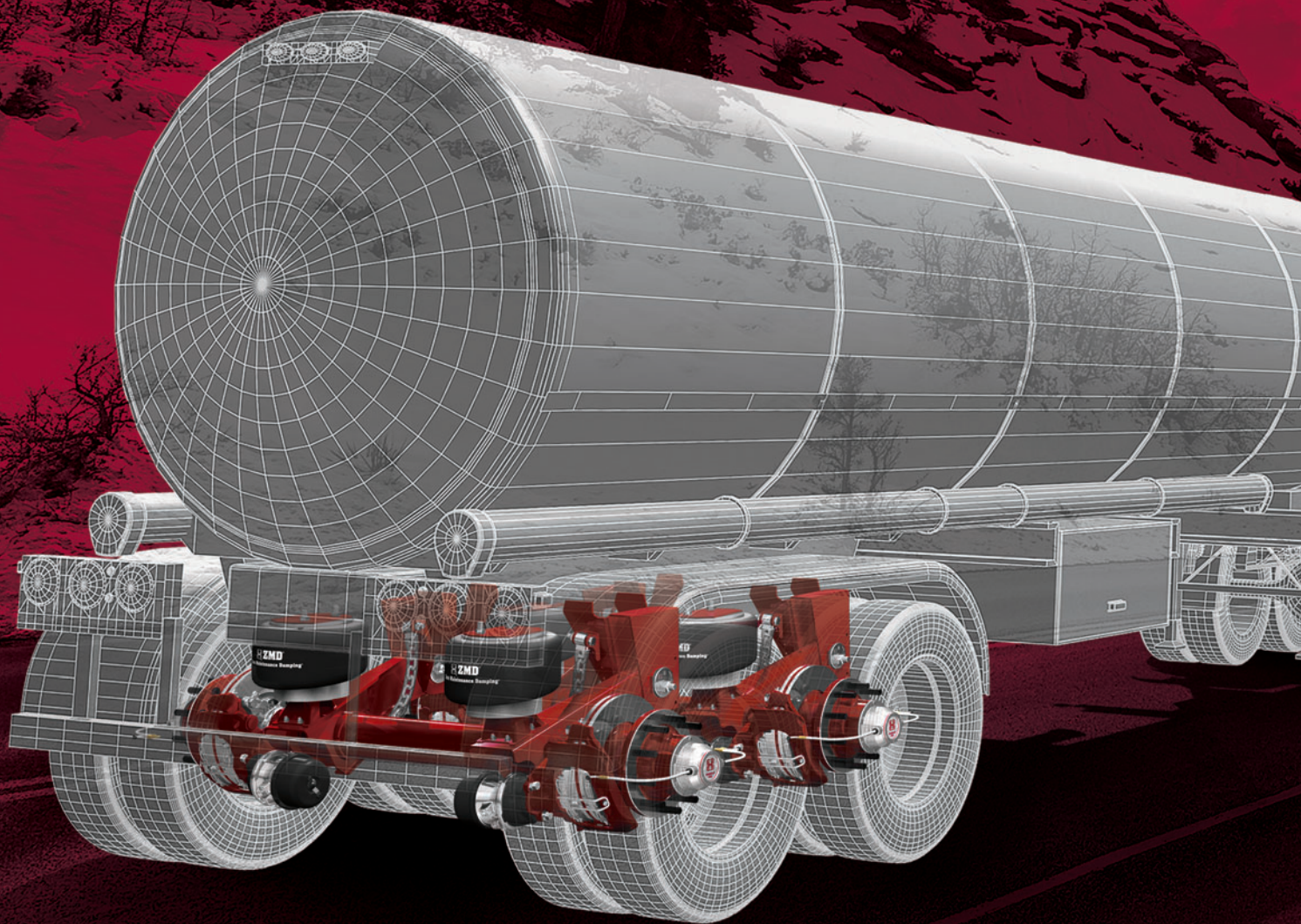
“The MP8-TC is ideal for customers whose applications involve long, steady-state cruising on routes with terrain ranging from flat to rolling hills,” said Scott Barraclough, Mack technology product manager. “The turbo compound unit allows the MP8-TC to deliver full torque as low as 900 rpm, allowing for fewer downshifts and improved efficiency.”

Standard technology on the Anthem includes the Bendix Wingman Fusion, which uses a camera and radar to monitor surrounding threats, feeding data to adaptive cruise control, lane departure warnings, and collision mitigation systems.

Mack Connect service, meanwhile, is the umbrella for connected support. It draws on predictive analytics to combine data from the truck, driver, and service processes. Keeping the new highway tractor on the highway, after all, is the ultimate goal.

Full production begins in the first quarter of 2018. **TT**





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Passing the Grade

Supplies of CK-4 and FA-4 are flowing, and meeting new requirements

By John G. Smith

A new generation of engine oils is in the North American market, passing a battery of tests developed for specific engine brands. But the work of convincing buyers about related features and benefits continues.

The transition from CJ-4 to CK-4 and fuel-efficient FA-4 categories has essentially been seamless, says Dan Arcy, Shell Lubricants' global OEM technical manager, referring to formulas that were officially released in December. The chemistry was driven by ongoing calls for longer drain intervals, better fuel economy, lower emissions, and increasing horsepower, after all.

These are hardly the engine oils that have flowed through pumps in years gone by.

Oxidation stability had to improve to handle higher under-hood temperatures. When oil oxidizes, it becomes acidic and thickens, Arcy explained during a media briefing in California. At the very least, that shortens potential oil drain intervals.

Tighter controls on aeration are especially welcome in off-highway applications, where trucks traveling up and down hills tend to suck air into the oil pump, breaking up the all-important layers of lubricant. Shear stability, meanwhile, had to improve to help keep oils from shearing out of grade into lower viscosities.

At this point manufacturers are all recommending CK4 engine oils, and many have also modified maximum drain intervals along the way.

Cummins has increased standard drain intervals up to 80,000 kilometers



Dan Arcy, Shell Lubricants' global OEM technical manager

with CK-4 or FA-4 formulas compared to the 64,000 kilometers with the CJ-4 that came before them, and will boost intervals up to 129,000 kilometers with its OilGuard Program. Detroit Diesel has pushed intervals up to 120,000 kilometers compared to the 80,000 kilometers with CJ-4. Navistar drains are up to 96,000 kilometers compared to the 64,000 kilometers with CJ-4, and pushes to 112,000 kilometers in approved cases. Paccar drains are up to 120,000 kilometers with CK-4 formulas, while Volvo and Mack drains are at 88,000 kilometers with CK-4.

Paccar, Volvo and Mack are the last holdouts in embracing the fuel-efficient formulas, although Arcy expects that could change in 2018. Cummins only allows FA-4 in the 2017 X15, while Detroit Diesels can use it back as far as EPA 2010 models. Navistar offers it as a factory fill on new A26 engines.

Off-highway applications are not using FA-4 yet either, although Arcy notes that these sectors have a history of lagging behind their on-highway counterparts when it comes to adopting new oils.

The fuel-efficient formulas are not yet recommended for diesel pickups, either.

Engine manufacturers have also been able to introduce updated tests that need to be passed to ensure specific requirements are met, and also update the components on which tests are based. Cummins introduced the CES 20086 and CES 20087 tests for its engines, Detroit Diesel has the DFS 93K222 and DFS 93K223 to measure protection against issues like liner scuffing, and there's also the Volvo VDS-4.5/Mack EO-S-4.5.

One of the most noteworthy of the new testing requirements came from Ford, which only months before the rollout of the new oil category asked for phosphorous levels to be capped at 1,000 parts per million because of valvetrain wear noticed in its 6.7 liter engines. Those engines are also found in applications up to Class 7 and even the lower end of Class 8.

"Phosphorous is just one of the components that can be used as an anti-wear component," Arcy says. In Europe, maximum limits have been set at 800 parts per million. But the Ford engine, which features 32 push rods, is relatively complex, he adds.

They aren't the only way the story of new oils continues to be told through ongoing tests. Shell itself has stressed that it is field testing the new oils in 350 vehicles.

"It's real-world experience. You can't beat that in terms of determining performance," says Matthew Urbanak, heavy duty engine oil project leader. "We're not seeing the wear concern. We're able to formulate these products and meet comparable wear protection we see with CK-4."

Unwanted levels of soot, lead, and oil consumption are all dropping. In the process, Total Base Number (TBN) and Total Acid Number (TAN) measures are becoming less relevant, Urbanak added. "We're not seeing strong acids in the oil anymore." **TT**



A five-axle trailer with drum brakes coupled to a three-axle trailer with disc brakes will put extra load on the disc-braked tractor. Because the disc brakes do more of the work, they could wear out sooner than expected. (Photo: Jim Park)

Mixes and Matches

Discs and drums can be mixed, but there are factors to consider

By Jim Park

Now that air disc brakes have taken their place in North American truck makers' order books, fleets are still asking questions about mixing discs and drums. Are there serious downsides to running discs only on the steer axle? Should I worry about mixing disc-equipped trailers with drum-equipped tractors or vice versa?

It's fine to mix drum brakes and disc brakes, but there are a few things to consider. When a truck with mixed discs and drums leaves the factory, the manufacturers' engineers have already considered the performance implications and matched the brakes according to the application. Under normal circumstances, brakes at all wheel positions will be

doing an appropriate share of the work. It's when demand on the brakes is high that fleets may notice a difference.

"The best example would be when descending a hill and the brakes start to get hot, the drum brakes will start to fade and that will shift more of the workload to the disc brakes," says Keith McComsey, director of marketing and customer solutions at Bendix Spicer Foundation Brake. "The disc brakes are going to do more work and they are going to see more heat, and obviously more heat leads to more wear on your friction (brake pads)."

The same thinking applies to vehicles with mixed brakes, say disc on the tractor and drums on the trailer. On

long descents or in heavy stop-and-go driving, the disc-equipped vehicle will wind up doing more of the work as the drum brakes fade. This will ultimately lead to increased pad and rotor wear and possibly shorter reline intervals than the customer might have anticipated.

That imbalance might be more pronounced in situations where very new disc-equipped tractors pull older drum-equipped trailers, particularly those that have already experienced a brake re-line, and especially in cases where sub-optimal friction material has been installed. Then the disc brakes will be picking up more than their share of the stopping effort.

"In vehicle applications the brakes are usually only working at about 20% of the total capacity, which is to say, typically the driver averages only about 20 psi application pressure to stop the vehicle," says Joe Kay, Meritor's chief engineer – braking systems. "Knowing this fact we make sure that disc and drum are converting similar energy where the vehicle is typically operated as well as being

capable of very short stopping distances given an emergency situation.”

Other factors that can play against the disc brake include the condition of the foundation brake, its cams and bushings, and the ability of the brake adjuster mechanism to follow a drum that’s expanding along with the temperature increases associated with heavy use. If the foundation brake is sloppy or poorly maintained – and the brake’s performance drops because of it – the disc brake will step in and take up the slack, increasing its potential for wear.

“There are more maintenance items on a drum brake and they need regular attention,” notes McComsey. “Poorly maintained drum brakes will put extra load on the discs, and while discs need regular preventative maintenance as well, they are more tolerant in the short term. But if you do neglect them, they will not perform at their best.”

Lining and pad material

The typical maintenance cycle for disc brakes is close to double that of drum brakes, and rotors can be expected to last up to 1.6 million kilometers. But pads that are “overworked” because of mixed brake set-ups can require friction material to be replaced sooner than expected. The choice of that friction material can also have a profound effect on the brake’s remaining service life.

WESTERN STATES WANT COPPER CUT

In 2010, California and Washington enacted legislation that will require sold or installed brake pads to have reduced levels of copper and other heavy metals. The legislation was enacted due to claims by environmental groups and regulators that, as brake pads wear down, copper and other metals are deposited on roadways where they are washed into streams and rivers with rain runoff. Copper in high quantities is highly toxic to fish and other aquatic species.

Brake manufacturers like Meritor are working on reformulating their friction material to meet a January 2021 deadline requiring them to self-certify that their pads contain no more than 5% copper by weight.

“Copper is one of the elements used to manage thermal energy,” says Joe Kay, Meritor’s chief engineer – braking systems. “Since disc brakes operate at higher temperatures, we want to make sure the interface temperatures don’t get too high, or damage to the pad can occur through thermal destruction. Copper also contributes to stabilizing the [coefficient of friction]. This is important as the brake is used at various speeds, temperatures, and application pressures.”

Kay says current friction formulation for disc brakes have been working well and customers are satisfied with the performance, so the challenge over the next four years will be to meet or exceed current performance levels, with less copper in the friction formulation.

“It typically takes four years to develop and release a brake friction because of extensive testing involved,” he says. “There are a lot of objectives when releasing a friction. Performance is the primary, but we also need to make sure NVH [Noise, Vibration and Harshness] is good, wear kindness on the rotor is acceptable and the cost is will be tolerated by the market.”

“When we designed our air disc brake system, we optimized what we call the friction couple,” says McComsey. “The friction material we use meets all the regulatory requirements, but it is also designed to provide the longest

service life when matched with the metallurgy of our rotors. Once you change the pad formulation, you run the risk of faster rotor wear or even stress cracks caused by possibly higher operating temperatures.”

The aggressiveness and performance of aftermarket lining material can vary widely, and the wrong material can reduce performance or even damage a rotor. That said, there are no regulatory requirements governing the brake pad material purchased by an end user. You can buy and install pretty much anything you want. But bear in mind that your choice can affect the investment made in a disc brake system.

Many fleets are dipping their toes in the air disc brake pond by specifying disc brakes only on the steer axle. It’s a start, but if you’re in a demanding application, any shortcomings in the drive axle brakes will be shouldered by the expensive brakes on the steer axle.

In less-demanding applications, mixing drums and discs will probably cause no performance imbalance at all. **TT**



Rotors can last up to 1.6 million kilometers but overworked pads might need replacing sooner than expected.

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Loads of Data

Trailers are a relatively untouched frontier in telematics. Imagine the gains to come.

By John G. Smith

The power of telematics continues to advance, and there are still plenty of opportunities to be realized – especially when it comes to the rolling assets seen in a rearview mirror.

It's why Utility Trailer's Intelligent Trailer Symposium, held during the North American Commercial Vehicle Show, gathered a panel of high-profile executives to explore the promises and challenges of collecting, sharing, and using trailer-related data.

"We do spend a lot of time talking about trucks," said Jon Morrison, Wabco's president – Americas. "The trailer is very much increasing in importance."

While the traditional focus has been on collecting the data because of an exception or unusual situation, like a reefer fault code, the possibilities that can be realized by analyzing "big data" will require a continuous stream of bits and bytes.

More data can be a good thing, but it presents new challenges to address. Will information collected about a trailer, come from wired or wireless sensors? How will it ultimately be packaged and transmitted to drivers and operation teams? "There's a lot of data, but who gets that data?" asked Berend Bracht, president and Chief Executive Officer of Bendix.

"One of the biggest issues that still exists for fleets is light outage(s)," explained Dominic Grote, president and Chief Executive Officer of Grote Industries. Drivers need to be notified if lights go dark, but so do maintenance teams.

When establishing telematics systems, there is also the question of how quickly people need to receive information, said David Kiefer, director of sales, marketing, and product management for Carrier Transicold. One warning might require a driver's immediate attention, but if reefer temperatures begin to fluctuate it might be better to inform other fleet personnel who have the tools to make adjustments

remotely. Drivers no longer have to be part of that equation.

Too much data, after all, can be overwhelming to those sitting behind the wheel. "We have to think in terms of what we do to enable the driver just to drive the truck," he said.

As advances are made toward different levels of autonomous trucks, it becomes increasingly important to consider the entire vehicle combination, Morrison added. Platooning offers a prime example here. "This is where we need to really understand and qualify the vehicles that are coming together, and this is where data sensing and data transmission becomes

quite important," he said. As the lead vehicle in a tightly spaced platoon applies the brakes, the following vehicles almost instantaneously have to know what's happening and trigger brakes of their own.

The ever-increasing streams of data might demand a new electrical connector between tractors and trailers, suggested Rob Phillips, president and Chief Operating Officer of Phillips Industries. Equipment used to support the latest round of emissions standards will present the need for additional circuits, he said. "The J560 we're using right now is very much overloaded."

It could call for something like the 15-pin connectors used in Europe. "That's a better solution – to have two connectors there," he said, citing the wiring needs when installing multiple cameras around a trailer. Each camera requires two wires, with the twisted pairs offering the best signals.

"The reality is, we've got potentially a lot of data going back and forth," he said. **TT**

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No stopping Bendix

Supplier re-imagines parking brake controls, plans to update Fusion and other systems

"Push them in, the wheels spin." It's one of the first things that many driver trainees memorize when learning how to use the yellow tractor protection control valve and red trailer supply valve. Now Bendix is preparing to reimagine the controls.

The Intellipark electronic parking brake incorporates easily flipped switches that carry yellow and red markings, which mimic the look of today's controls. Interlocks added to the seat, seatbelt, or cab door will also ensure that alerts are triggered if someone tries to leave a truck without setting the brakes.

About 60% of drivers surveyed by Frost and Sullivan admitted to a rollaway truck in the previous two years, says Fred

Andersky, Bendix director of customer solutions – controls.

Electronic controls have another role to play in the future. "Autonomous vehicles don't have someone to push in or pull out the brakes to set them," he added.

Using the familiar-looking yellow and red symbols are also meant to ease the transition.

"We want to make it comfortable for drivers as well as those who inspect the truck," he said.

Fleet trials begin next year.

Other updates announced by the manufacturer include:

Wingman Fusion – The Bendix Wingman Fusion Advanced Driver



Assistance System (ADAS) – which uses radar and camera data to monitor the road, and automatically applies brakes if following distances are too close – will see a software update in 2018.

The upgraded system will respond about 50% faster than the current version, and apply a tractor's full braking power compared to existing applications at 2/3 the potential stopping force. New highway departure braking capabilities will also alert a driver and apply brakes if a truck appears to leave the roadway.

BlindSpotter 2.0 – The latest version of the BlindSpotter 2.0 side object detection system will have an extra pigtail that links with a J1939/CAN connector, and integrate with Wingman Fusion. The latter change brings the system closer toward active steering capabilities to help trucks keep in their lanes or centered between the lines, rather than simply sounding warnings.

EnduraSure and EnduraSure Pro spring brakes – EnduraSure spring brakes weigh about eight pounds less per axle than comparative offerings, and promise increased durability compared to the EverSure model they replace, tripling the life of power springs.

The EnduraSure Pro, meanwhile, promises to improve spring life by 50% when compared to other sealed chambers. Traditional chambers have drain holes that provide a path for air when the parking brake releases, and will allow moisture to exit. But some moisture and contaminants tend to stay behind, says Keith McComsey, director of customer solutions – wheel end. The change comes in the form of a one-way check valve in a screw-in dust plug, which is tethered to the e-coated spring housing. The valve opens when brakes are released. **TT**

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Vocational Truck

International HV Series redesigned, redefined

International has unveiled its new HV Series of trucks with several features designed to withstand the abuse of rugged vocational environments.

Under the hood is the company's proprietary 12.4-liter A26 engine, while a Diamond Logic electrical system promises easier work for body builders who transform vehicles for specific applications. There are nearly 200 factory-available body integration and driver efficiency features overall.

The newly redesigned door is twice as stiff as previous models, helping to minimize air leaks and wind noise, says Mark Stasell, vice president – vocational trucks. An integrated door pocket also

doubles as a handle to help ensure three points of contact when entering and exiting the cab.

The cab itself looks larger because there is no vent window post, and the bottom of the window has been lowered. It all leaves a larger piece of glass in the window itself. Moving the mirrors forward reduced the extent of turns that drivers make with their heads – by 15% to the left and 5% to the right. That means less muscle fatigue and neck strain though the course of the day, Stasell says.

The truck now includes the same gauge cluster found in the RH, Lonestar, and LT, with a customizable display in

the center to track everything from fuel economy to axle loads. A shifter is now found on the steering stalk, too, helping to keep hands near the wheel at all times, while a “wing panel” dash design has been introduced to increase knee room.

The middle passenger riding along in a three-person operation will now be heated and cooled with a new center vent near the panel. The HVAC system as a whole draws on proven automotive technologies, the company adds.

There can be up to 30 customizable switches on the dash in all, along with programmable indicator lights that can come in seven different colors – such as a yellow light to indicate a safety interlock.

The power distribution panel in the cab has no exposed wiring, either, and even features a gutter to channel away any spilled drinks.

Other features include a double-sided galvanized steel cab, Huck bolt chassis fasteners, and a 20,000-pound offset-bowl front drive axle that allows a lower ride height than a traditional center bowl. Integral 20- and 27-inch frame extensions offer added strength and reliability, while a stainless steel oil pan addresses a potential source of corrosion.

The HV enters the market in March. www.internationaltrucks.com

AUTOMATED TRANSMISSION

EATON-CUMMINS UNVEILS THE 12-SPEED ENDURANT

The first product unveiled through a joint venture between **Eaton** and **Cummins** has officially emerged in the form of a 12-speed automated transmission.

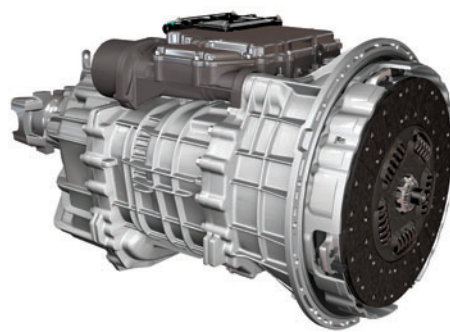
The Endurant transmission – coming from the appropriately named Eaton Cummins Automated Transmission Technologies – is promoted as the

Product Watch

lightest 1,850-lb-ft-capable heavy-duty transmission in the market, supporting weight-sensitive linehaul applications hauling Gross Vehicle Weights up to 110,000 pounds. With a wet weight of 657 pounds it also scales about 105 pounds less than competing Automated Manual Transmissions and is 200 pounds lighter than the current Fuller Advantage Series.

The 12-speed twin countershaft design with helical gearing was designed with a ratio coverage to support aggressive downspeeding as well.

One of the most prominent benefits comes in the form of a 1.2 million-kilometer oil change interval despite just 7.6 liters of oil. A transmission fluid pressure sensor notifies drivers about any low



levels. Rather than leaving gears to mesh in the oil, generating unwanted heat and requiring a cooler, the oil is sprayed on gears specifically where it's needed.

The Endurant is available with Cummins X15 Efficiency Series engines, and production begins this October for Kenworth T680 and Peterbilt 579 trucks.
www.eaton.com

FREIGHTLINER CASCADIA MID-ROOF ADDED TO AVAILABLE CONFIGURATIONS



Freightliner has expanded the lineup for its New Cascadia, with a mid-roof cab that targets overnight regional haulers as well as bulk haulers and flatbed operations.

Cascadia configurations now include 48-, 60- and 72-inch mid-roof XT sleeper cabs in 116- and 126-inch BBC platforms. All three offer Aero or AeroX aerodynamic packages as well. Order books for the new mid-roof models are now open, for delivery in January 2018.

www.freightliner.com

WESTERN STAR OPTIONS

TIRES, BULBS, BATTERY
BOXES ADDED TO LIST

Michelin X Multi D tires are now available for **Western Star** 4700, 4800, 4900 and 5700XE trucks as a factory-installed option. They're best suited for dry van Less Than Truckload, food and beverage, pick-up and delivery, tankers, energy, and construction applications, the company says.

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New options for Western Stars don't end there, though. Western Star 4700 models can now be spec'd with factory-direct H4 halogen headlight bulbs, said to offer a brighter light than regular incandescent bulbs. And the 4800 and 4900 models include factory-installed LED headlights.

In-cab battery boxes for the 5700XE day cabs, meanwhile, have also expanded to hold up to four batteries under the passenger seat, rather than requiring them to be mounted on the chassis. That can help to protect batteries from weather conditions and road spray, as well as limiting chassis-related vibrations.

www.westernstar.com

SEVERE ENHANCEMENTS

FREIGHTLINER BUILDS
ON PRODUCT OPTIONS



Freightliner has unveiled six new product options for its severe-duty trucks.

Now available on the Freightliner 114SD, the Allison 4700 RDS transmission provides heavy vocational operators with improved startability, two reverse gears, enhanced PTO options, and the durability required for severe applications. It's also available with the Freightliner 122SD.

Optional LifeGuard RollTek seats can offer added protection in the event of a rollover. They have side-impact airbags that deploy as the seatbelt tightens and the seats compress to the lowest possible position.

Routing and clipping have improved throughout Freightliner's vocational truck lineup as well, thanks in part to

new standoff brackets and simplified body and equipment mounting. And the Bendix Tire Pressure Monitoring System is also an available option.

On Freightliner M2 106 and 112 trucks, modular LED headlights have been introduced.

For auto haulers, the new 122SD Auto Hauler Package is offered in a collabora-

tion with Fontaine Modification. It lowers the laden roof height to 100 inches, supporting those who require a sleeper berth. www.freightliner.com

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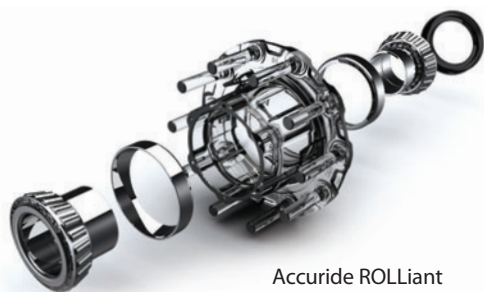
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Product Watch

the life of a wheel end is bearing adjustment. Overtightened bearings will fail prematurely, overheating and contaminating the lube. When bearings are too loose, seals dislodge and begin leaking oil or grease, contributing to tire wear in the process. Problems emerge if the preload is off by the width of a human hair. Now **Accuride** believes it has the answer in the form of the new ROLLiant hub system that comes with a 10-year warranty for trailers and seven years for trucks.

One of the secrets is an extended inner race designed to ensure perfect endplay at the factory. Extended



Accuride ROLLiant Hub System

bearing cones, cups, and seals come already installed. Just put on a spindle nut and it's done. Each hub comes with the endplay inspected, and carries an individual serial number to ensure traceability.

It works with straight- and tapered-spindle hub designs.

www.accuridewheelendsolutions.com

INFLATION SYSTEM UPGRADE

THERMALERT ADDED TO MERITOR INFLATION SYSTEM

Meritor is making the ThermalERT wheel-end heat-sensing system a standard offering on its MTIS automatic tire inflation system for trailers.

ThermalERT uses an indicator light to notify drivers about overheating wheel ends. Given enough advance warning, that can help avoid axle or suspension replacements, the company says.

Meritor will also offer a five-year warranty and will not place an additional premium on MTIS.

www.meritor.com

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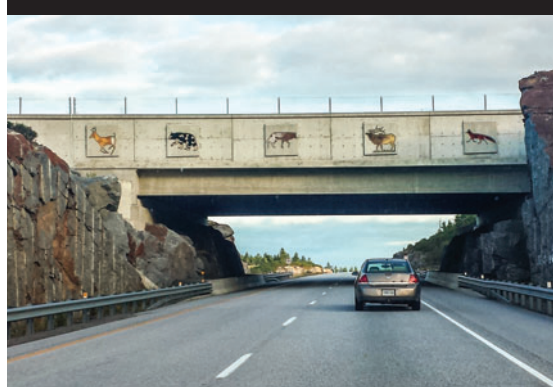
YOU CAN'T GET THERE FROM HERE

Everybody knows Connie's

Connie's Drive-In has become a landmark to Manitoba truck drivers. That's what we've come to believe after the flood of emails from those who recognized the sign off the Yellowhead Highway (Highway 16) in Russell, Manitoba. But hats were only available to the first 10 correct guesses. Looking for a **Today's Trucking** cap of your own? We are awarding 10 hats to the first people who identify where this unique overpass is found. Send your guesses to elizabeth@newcom.ca.

Connie's Drive-In has become a landmark to Manitoba truck drivers. That's what we've come to believe after the flood of emails from those who recognized the sign off the

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October Answer:

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Don Daseke

Bulk Buyer

Daseke is shopping for specialized flatbed carriers – especially if they're not for sale

By John G. Smith

Big Freight Systems wasn't for sale. The Coleman family had been running the business since 1948, when they bought South East Transfer in Steinbach, Manitoba. Chief Executive Officer Gary Coleman was focused entirely on finding ways to grow.

When a courier package arrived from Don Daseke, proposing a potential sale, he simply filed it away.

But Daseke persisted. The pair met in person. And this spring Big Freight Systems became the first Canadian operation in Daseke Inc.'s expanding family of specialized, flatbed carriers.

"His philosophy on business, his philosophy on people, his philosophy in terms of driving success forward through collaboration, all ran very close to me," Coleman recalls. "I got comfortable with his long-term plan."

That plan is to consolidate fleets in an industry sector dominated by family-owned businesses. The Texas entrepreneur has secured more than

3,800 trucks and 8,200 trailers so far, accounting for about 1% of what Daseke estimates is a US \$133 billion market. The business reported \$30 million in revenue in 2009, growing to a pro forma of \$869 million last year. And more acquisitions are in the works.

Daseke refers to himself as an accidental trucker. He began his career as an auditor, held roles at IBM, and later built a residential real estate business that sold for US \$1.7 billion. He first invested in trucking nine years ago only after a friend introduced him to Smokey Point Distributing, which specialized in aviation cargo. That became the first of today's 13 operating companies.

As hungry as he is to acquire new companies, Daseke shows little interest in fleets that are actively for sale. "Companies are on the market for a reason. They have management issues. They have financial issues," he says. Instead, he likes to invest in people who will stick with the business, particularly if the

operation has more than 100 trucks. The average age of a Chief Executive Officer at the helm of a Daseke-acquired fleet is 52, typically representing the second or third generation of a family in business for more than 50 years. "They know that there are cycles in trucking and they understand that, and they figured out how to manage those cycles," he says.

"The name doesn't change. The people don't change. We don't eliminate a single person," Daseke stresses. But the businesses hardly stand still after a purchase. An average acquisition's Earnings Before Interest, Taxes, Depreciation, and Amortization grows 20% within 24 months, he says.

Things that are shared include sophisticated financial reporting processes, which are a must for publicly traded companies but often beyond the reach of smaller businesses, as well as enhanced purchasing power. The leaders of individual fleets are able to share challenges and solutions with one another, along with a common goal of growth.

Employees also become business owners in their own right. On October 1, members of the Big Freight Systems team – including the drivers – became eligible for Daseke's unique stock sharing plan.

Some people asked if there was a catch when the plan was first introduced, Coleman says. "There's no catch."

"When people own stock in your company, they act differently. They're more apt to give you suggestions and ideas," Daseke explains.

Employee retention is a key to success, he says, adding that it's especially important when it comes to the "special breed" of open deck drivers who face a job with physical demands like tarping and strapping loads. The company doesn't release its own turnover figures, but thinks they are below the national average.

And Daseke wants more of drivers and fleets alike to join the family.

"Our mandate from Don Daseke is to grow our footprint in Canada through doing deals with good companies that are in the specialized field, that want to join the journey," Coleman says. "The entrepreneurial spirit at Daseke is alive and well." TT

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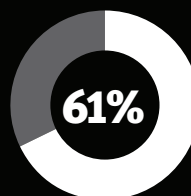
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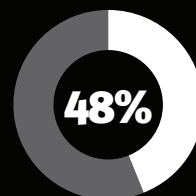
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