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*By ProDiesel*
Fall 2014

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On the cover:
Dealing with the latest technologies and changing regulations is an everyday reality for the transportation industry. Fortunately, Canadian companies have experts available to help them navigate the complex byways of technology and innovation. This issue’s feature article, Fleet Forward 2020: Improving Operational Fleet Performance by the National Research Council of Canada, explores a seven-year technology development program, aimed at improving vehicle fleet performance by targeting three specific market segments: trucking and mining, military vehicles, and public vehicles including public transit and specialized vehicle fleets. It also explores how developing and commercializing innovative technologies that will improve operational effectiveness for the national transportation industry.

L’industrie du transport doit constamment faire face aux diverses avancées technologiques et aux modifications de la règlementation. Heureusement, les compagnies canadiennes ont accès à des experts pour les aider. L’article vedette de ce numéro, Flottes Futures 2020: Améliorer la performance opérationnelle de votre parc de véhicules par le Conseil national de recherches du Canada, explore une initiative de développement technologique de sept ans, dont l’objet est d’accroître le rendement des parcs de véhicules en ciblant trois segments précis du marché : camionnage et exploitation minière, véhicules militaires et véhicules publics, notamment les parcs de véhicules de transport collectif et spécialisé. Cette article aussi l’examen comment le CNRC vise à développer et à commercialiser des technologies novatrices qui amélioreront l’efficacité opérationnelle du secteur canadien des transports.
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Developing Knowledge, Building Your Business

BECOME THE BEST in your field as a trailer manufacturer, component builder, body up-fitter, distributor of truck and trailer accessories and/or service provider to this industry.

My question to you—yes you, who is reading this issue of CTEA Today—is, “Are you working on your business or in your business?”

With so many day-to-day tasks, distractions and challenges, we often don’t stop long enough to ask ourselves some helpful questions, including:
1. What does the future hold or look like in your business, market segment, client base and community?
2. Are you working on new product development or service development?
3. Are you working on developing your people and possible succession plans in all areas of a stable or growing business?

For myself, and for some on our team members, the Canadian Transportation Equipment Association (CTEA) has been one of our conduits for the future development in our staff’s industry knowledge and regional compliance issues.

I have been attending the CTEA’s manufacturers’ technical conference, held each fall, for almost 10 years. This event has often given me time to reflect on some of the questions I asked earlier, and it has provided a great peer-to-peer learning environment, in which I might find answers to my own questions.

The diversity in our CTEA membership can be found in many ways—languages, products lines and services, as well as provincial regions, regulations and sizes of organizations. With this type of diversity, we can often find great opportunities, and answers, to questions we might have about our future and the future of our stakeholders.

Continued on page 13

Luc Stang
President, CTEA

Comment développer la connaissance et bâtir votre entreprise

DEVENEZ LE MEILLEUR dans votre domaine en qualité de fabricant de remorques et de composants, de monteur de carrosseries, de distributeur de camions et d’accessoires de remorques et de fournisseur de services dans cette industrie.

Voici ma question pour vous, oui vous, qui lisez ce numéro de CTEA Today, c’est : « Travaillez vous sur votre entreprise ou dans votre entreprise »?

Avec tant de tâches, de distractions et de défis d’un jour à l’autre, nous ne nous arrêtons souvent pas assez pour nous poser quelques questions pertinentes, dont celles-ci : 
1. Que nous réserve l’avenir dans notre industrie, notre segment du marché, notre base de clientèle et notre communauté?
2. Travailler-vous sur le développement de nouveaux produits ou sur le développement du service?
3. Travailler-vous sur le perfectionnement de votre personnel et sur des plans de succession éventuels dans tous les domaines d’une entreprise stable ou en croissance?

Pour moi et pour quelques membres de notre équipe, l’Association d’équipement de transport du Canada (AETC) a été l’un de nos moteurs pour le développement futur de la connaissance de l’industrie, de notre personnel et des problèmes de conformité régionale.

J’ai assisté à la conférence technique des fabricants de l’AETC, qui se tient chaque automne depuis presque 10 ans. Cet événement m’a souvent donné l’occasion de réfléchir sur certaines questions que j’ai posées plus tôt, et il m’a fourni un superbe environnement d’apprentissage entre homologues, dans lequel je pourrais trouver

Suite à la page 13
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We are fortunate to live in one of the best countries in the world, with governments that can provide help to those who wish to push new product development and/or export business. There are both federal and provincial opportunities for this type of funding assistance.

We often think that all new initiatives must be rolled out within only our organizations. Your local college and universities, as well as chambers of commerce, can help with many of the ideas you may want to get off the ground but may lack resources or funds to explore or launch.

This year’s manufacturers’ technical conference will have a presentation on 3-D printing and modeling for rapid prototyping—a technology that can help even the smallest organization try new things at a much lower cost and with less risk. This issue of CTEA Today will shed some light on the national research council and what it can do for you and your organization, offering another example of thinking outside of the box and working on your business with new initiatives.

I would like to encourage all of our membership to join me this fall in

Mission Accomplished

The Canadian Transportation Equipment Association is designed to organize the Commercial/Vocational Vehicle Manufacturing sector including their Dealer Distributors, Component Manufacturers and Associate Service Providers and in their mutual interest to serve the Canadian Marketplace.

The association’s mission is to:
1. To foster excellence in commercial/vocational vehicle manufacturing and the development of standard practices.
2. To act as a spokesperson and liaison between the industry and federal/provincial government ministries.
3. To initiate consortium testing programs that could lower the cost of meeting compliance regulations.
4. To provide a forum for networking within the sector by hosting an annual manufacturers’ technical conference.
5. To organize regional technical workshops to make the benefits of membership available to key employees.
6. To act as a resource centre for the membership.
7. To communicate with the membership (i.e. the hosting of a website, e-mail, and the publishing of a newsletter and this magazine).
8. To maintain an industry database, conduct studies and contribute to the development of industry statistics.
9. To promote public awareness of the industry sector, its importance to the economy and its career opportunities.
10. To develop and maintain strategic alliances with related industry associations.
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We are fortunate to live in one of the best countries in the world, with governments that can provide help to those who wish to push new product development and/or export business.

Edmonton, AB at the CTEA’s 51st Manufacturers’ Technical Conference. If you, as an owner or senior manager of the company you work in, are unable to make it, send one of your rising stars to come out and do some peer-to-peer learning. You, they—or both of you—may come back with ideas that can help answer some of the aforementioned questions, or assist you with working on your business.

I am looking forward to seeing and hearing from all of you in Edmonton, AB this October!

Have Questions? We Have Answers!

Do you have questions about becoming a member, or are you looking for details about products and services? Even if you are already a member and want to know the specifics, please feel free to contact any member of the CTEA team; think of them as an extension of your own team!

You can contact CTEA staff through the directory found on the CTEA website, www.ctea.ca, by filling out the contact form online, or by calling their office at (519) 631-0414.

We are fortunate to live in one of the best countries in the world, with governments that can provide help to those who wish to push new product development and/or export business.

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nombreuses idées que vous aimeriez voir décoller, mais qui manquent de ressources ou de fonds pour les explorer ou les lancer.

La conférence technique des fabricants de cette année fera une présentation sur l’impression en 3 dimensions et sur la modélisation pour réaliser rapidement un prototype, une technologie qui peut aider même la plus petite organisation à essayer de nouvelles choses, à des coûts beaucoup plus bas et avec moins de risques. Ce numéro de CTEA Today jettera un peu de lumière sur le Conseil national de recherches et sur ce qu’il peut faire pour vous et votre organisation, offrant un autre exemple de réflexion en dehors des sentiers battus et en travaillant sur votre entreprise avec de nouvelles initiatives.

J’aimerais inviter tous nos membres à venir me rencontrer cet automne à Edmonton, Alberta, lors de la 51e Conférence technique des fabricants de l’AETC. Si vous, propriétaire, ou l’un des cadres supérieurs dans l’entreprise où vous travaillez, ne pouvez vous y rendre, envoyez...
Here to Serve You

At the Canadian Transportation Equipment Association, we can help you with your National Safety Mark application and compliance labelling, and we can also answer your questions regarding the Generic Trailer Brake program, as well as other programs offered.

We can put you in contact with other CTEA members whose services may be of value to you, and we can even walk you through your Job File software.

Please do not hesitate to contact us for any of your needs! You can call our office at (519) 631-0414 or you can reach us online at www.ctea.ca.
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I THOUGHT I WOULD take a minute of our time to remind everyone of the significant value of membership to the Canadian Transportation Equipment Association (CTEA).

We firmly believe that the CTEA provides some of the best value for your membership dollar of any association. As always, we continue to be proactive in many areas of the industry, particularly as it relates to compliance with Canadian federal and provincial regulations. The CTEA staff personnel are registered lobbyists with the Canadian government, and they meet regularly with Transport Canada and Environment Canada to discuss issues of interest to the industry. They also communicate regularly with various provincial authorities across Canada on issues of interest to the membership.

Our relationship with organizations like the Canadian Manufacturing Coalition and the Canadian Chamber of Commerce help us to stay on top of “big picture” issues that may come out of the federal and provincial budgets, and helps keep us up-to-speed on other areas that may be typically outside of our core strengths. Programs like our Generic Trailer Air Park Brake program and Rear Impact Guard program for trailer manufacturers lead the way in having Transport Canada accept generic group testing for proof of regulatory compliance. Our JOB-FILE® III computer software program is used to calculate the vertical center of gravity, payload analysis and weight distribution used in attaining and maintaining a National

La valeur de l’AETC

J’AI CRU BON DE prendre une minute de votre temps pour rappeler à tous l’importante valeur de l’adhésion à l’Association d’équipement de transport du Canada (AETC).

Nous sommes fermement convaincus que l’AETC offre quelques-unes des meilleures valeurs pour chaque dollar de votre adhésion à une association quelconque. Comme toujours, nous sommes encore proactifs dans de nombreux secteurs de l’industrie, surtout en ce qui concerne la conformité aux règlements fédéraux et provinciaux canadiens. Le personnel de la direction de l’AETC est lobbyiste enregistré auprès du gouvernement du Canada et il se réunit régulièrement avec Transports Canada et Environnement Canada pour discuter de questions qui intéressent l’industrie. Il communique également régulièrement avec diverses autorités provinciales dans tout le Canada sur des questions qui intéressent les membres.

Nos relations avec des organisations telles que la Coalition manufacturière du Canada et la Chambre de commerce du Canada, nous aident à demeurer au fait des grands courants qui émergent éventuellement des budgets fédéral et provinciaux, et nous aident à nous maintenir à jour sur d’autres sujets qui peuvent être habituellement hors de nos principales activités. Des programmes, tels que le programme de frein de stationnement pneumatique générique de remorque et le programme de protection contre les impacts arrière pour les fabricants de remorques, sont à l’avant-garde en ayant fait accepter les essais groupés par Transports Canada comme preuve de

Continued on page 20
...we are always looking to improve the value of CTEA to members. In order to do this, we need your input.

Continued from page 19
Safety Mark (NSM); and NSM workshops and application reviews are services that our members find valuable. The CTEA offers a discounted rate for compliance labels and forms for those members who are NSM holders or who are approved Foreign Vehicle Manufacturers. These labels and forms meet the requirements of the Canada and Federal Motor Vehicle Safety Standards, and include, 

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conformité aux règlements. Notre programme informatisé JOB-FILE® III sert à calculer le centre de gravité vertical, l’analyse de la charge utile et la répartition du poids utilisé pour atteindre et maintenir une Marque nationale de sécurité (MNS), et les ateliers et les révisions d’applications MNS sont des services que nos membres trouvent précieux. L’AETC offre un escompte sur les étiquettes et les

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but are not limited to, compliant truck and trailer identification labels, New Vehicle Information Statements and Tire Placards in both digital and pre-printed formats. The CTEA industry database, website, CTEA Today magazine, eXpress newsletter and annual manufacturers’ conference also remain important resources to our members. In particular, our manufacturers’ conference provides an unparalleled opportunity for our industry members to network and enhance the technical knowledge required to remain competitive in a challenging marketplace. As you will see elsewhere in this issue of CTEA Today, the 51st Annual Manufacturers’ Conference will be held at the Delta Edmonton South on October 27 to 29, 2014. I hope you can be there!

Additionally, affinity programs, like introducing a cost-effective employee benefits package, a 10 per cent discount for HRdownloads.com, a 10 per cent-off the published day rate at Delta hotels across Canada, and other activities aimed at benefiting all of our members have been added.

Each of these benefits is important. And at the same time, we are always looking to improve the value of CTEA to members. In order to do this, we need your input. What does your company need to make it more productive, efficient and profitable? What might help you improve risk.

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formulaires de conformité aux membres qui sont agréés MNS ou qui sont des fabricants de véhicules étrangers approuvés.

Ces étiquettes et formulaires sont conformes aux exigences des normes de sécurité automobile canadiennes et américaines et comprennent, sans y être limités, des étiquettes d’identification de camions et de remorques conformes, des déclarations d’information de véhicule neuf et des affichettes de pneus, en format numérique et imprimé. La base de données de l’industrie de l’AETC, le site Internet, le magazine CTEA Today, le bulletin eXpress et la conférence annuelle des fabricants demeurent également des ressources importantes pour nos membres. En particulier, notre conférence des fabricants offre une occasion inégalée aux membres de notre industrie de bâtir des réseaux et d’améliorer les connaissances techniques requises pour demeurer concurrentiel dans un marché difficile. Comme vous le verrez ailleurs dans ce numéro de CTEA Today, la 51e Conférence annuelle des fabricants aura lieu à l’hôtel Delta Edmonton South, du 27 au 29 octobre 2014. J’espère que vous pourrez y être!

En outre, des programmes d’alliance, tels que la création d’un ensemble d’avantages sociaux rentable, un escompte de 10 pour cent à HRdownloads.com, un rabais de 10 pour cent sur les tarifs quotidiens publiés aux hôtels Delta dans tout le Canada, et d’autres activités visant à bénéficier à tous nos membres ont été ajoutés.

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management? What information are you lacking? Please let us know. Maybe we can help you—by developing the knowledge you may need or the programs that make sense for your business.

As usual, if you have any questions or comments about the CTEA, our industry or any issues that could affect our industry, please don’t hesitate to contact me directly or call the CTEA office at (519) 631-0414.

Serving Our Members

The CTEA serves its members, commercial vehicle manufacturers (trucks and trailers), their dealers, distributors, component manufacturers and service providers in the Canadian marketplace.

The association promotes excellence in commercial vehicle manufacturing through the development of standard practices. We also initiate and encourage research and development programs to improve component and vehicle design.

Acting as a spokesperson and liaison between the industry and government ministries, the CTEA promotes public awareness of the industry and its importance to the economy, maintains a complete industry database and provides a forum for networking within the industry.

The CTEA is the only not-for-profit trade association in Canada that addresses the specific needs of commercial vehicle manufacturers. Our members’ products are primarily heavy duty vehicles (80 per cent) with a gross vehicle weight rating (GVWR) exceeding 14,970 kgs or 33,001 lbs. The remaining 20 per cent have a GVWR of 4,537 kg or 10,000 lbs.

Our funding is generated from annual membership dues and the delivery of fee-generating programs and services. Our programs and some services are tailored to enhance members’ manufacturing capabilities and/or help them conform to the Canada Motor Vehicle Safety Act (CMVSA) and its Regulations and Standards. While the CMVSA is our primary focus, the association also helps members comply with other legislated requirements, like vehicle weights and dimensions, load security, wheel-end safety, and suspensions (liftable /steerable axles), to name just a few.

Mark Your Calendars!

The CTEA hosts events throughout the year that are available to both members and non-members. To stay up-to-date on CTEA events, go to www.ctea.ca.

And don’t miss out on the upcoming 51st Manufacturers’ Conference, which will be held October 27 to 29, 2014 at the Delta Edmonton South Hotel & Conference Centre in Edmonton, AB.

Au service de nos membres

L’AETC est au service de ses membres, des fabricants de véhicules commerciaux (camions et remorques), des concessionnaires, des distributeurs, des fabricants de composantes et de fournisseurs de services sur le marché canadien.

Elle tend à promouvoir l’excellence dans le domaine de la fabrication de véhicules commerciaux en mettant en place des pratiques normalisées. De plus, elle met en œuvre et appuie des programmes de recherche et de développement dans le but d’améliorer la conception des composantes et des véhicules.


L’AETC est la seule association professionnelle canadienne sans but lucratif qui traite des besoins particuliers des fabricants de véhicules commerciaux. Les produits de nos membres comprennent principalement les véhicules lourds (80 pour cent) qui présentent un poids nominal brut du véhicule (PNBV) de plus de 14 970 kg (33 001 lb). Les 20 pour cent restants sont des véhicules qui affichent un PNBV de 4 537 kg (10 000 lb).

Nos fonds proviennent des cotisations annuelles et de la prestation de programmes et de services générateurs de recettes. Nos programmes et certains de nos services visent à accroître la capacité de fabrication de nos membres ou à les aider à se conformer à la Loi sur la sécurité automobile du Canada, ainsi qu’aux règlements et normes connexes. Bien qu’elle s’intéresse surtout à la Loi sur la sécurité automobile du Canada, l’AETC aide aussi les membres à respecter d’autres exigences prévues par la loi, notamment en ce qui concerne le poids et les dimensions des véhicules, la fixation des charges, la sécurité des extrémités de roue et les suspensions (essieux relevables/orientables), pour ne nommer que ces éléments.

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Chacun de ces avantages est important. En même temps, nous cherchons à améliorer la valeur de l’AETC pour nos membres. Pour cela, nous avons besoin de votre opinion. De quoi votre entreprise a-t-elle besoin pour être plus productive, efficace et rentable? Qu’est-ce qui pourrait vous aider à améliorer votre gestion des risques? Quelle est l’information qui vous manque? Veuillez nous le faire savoir. Nous pouvons peut-être vous aider en développant la connaissance dont vous avez besoin ou les programmes qui conviennent bien à votre entreprise.

Comme d’habitude, si vous avez des questions ou des commentaires au sujet de l’AETC, notre industrie ou d’autres problèmes qui pourraient toucher notre industrie, veuillez ne pas hésiter à communiquer directement avec moi, ou appelez le bureau de l’AETC au (519) 631-0414.
In a collaborative research project with Transport Canada, the NRC studied not only aerodynamic drag reduction for side-view mirrors, but also ergonomics, driver acceptance and driver reaction time of rear-view cameras versus mirrors.

Dans un projet de recherche en collaboration avec Transport Canada, le CNRC a analysé non seulement la réduction de la résistance au vent des rétroviseurs latéraux, mais aussi l’ergonomie, l’acceptation des conducteurs ainsi que leurs temps de réponse pour les caméras de recul par rapport aux rétroviseurs.
DEALING WITH THE latest technologies and changing regulations is an everyday reality for the transportation industry. Fortunately, Canadian companies have experts available to help them navigate the complex byways of technology and innovation. The National Research Council of Canada (NRC) created Fleet Forward 2020, a seven-year technology development program, aimed at improving vehicle fleet performance by targeting three specific market segments: trucking and mining, military vehicles, and public vehicles including public transit and specialized vehicle fleets. In doing so, the NRC aims at developing and commercializing innovative technologies that will improve operational effectiveness for the national transportation industry.

The NRC has garnered a well-regarded reputation for working with their transportation industry clients by

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Par le Conseil national de recherches du Canada

L’INDUSTRIE DU TRANSPORT doit constamment faire face aux diverses avancées technologiques et aux modifications de la réglementation. Heureusement, les compagnies canadiennes ont accès à des experts pour les aider. Le Conseil national de recherches du Canada (CNRC) a lancé Flottes Futures 2020, une initiative de développement technologique de sept ans, dont l’objet est d’accroître le rendement des parcs de véhicules en ciblant trois segments précis du marché : camionnage et exploitation minière, véhicules militaires et véhicules publics, notamment les parcs de véhicules de transport collectif et spécialisé. Ce faisant, le CNRC vise à développer et à commercialiser des technologies novatrices qui amélioreront l’efficacité opérationnelle du secteur canadien des transports.

Le CNRC s’est acquis une excellente réputation de
offering leading edge research, technical, and engineering services and, at the same time, also developing innovative technology solutions that solve their materials and manufacturing challenges.

“We have been a lot of things over the years but we started doing railway testing in the sixties before branching into roadwork,” says Cristian Tabra, Fleet Forward 2020 program leader with the NRC. “And now we are taking our activities in a new direction. We have been assisting the transportation industry for almost thirty years and are now building on the strong foundation that we already put in place.”

As part of that strong foundation, the NRC portfolio relies on its multidisciplinary team of over 250 highly experienced and specialized staff that includes technical experts, researchers, metallurgists, physicists, chemists, software designers, programmers, and engineers in the fields of vehicle systems and components, engines, batteries, fuel cell, chemistry, structures, materials,

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The NRC’s 9 m Wind Tunnel provides aerodynamics testing for full-sized tractor-trailer configurations. It is one of 6 wind tunnels available to NRC clients to evaluate drag resistance.

La soufflerie de 9 mètres du CNRC offre un banc d’essai aérodynamique à grande échelle pouvant accueillir des camions gros porteurs. Elle est l’une des six souffleries à la disposition des clients du CNRC pour évaluer la réduction de trainée aérodynamique.

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collaboration avec ses clients en leur offrant des services de recherche et d’ingénierie et des services techniques à la fine pointe tout en développant des solutions technologiques susceptibles de les aider à surmonter les difficultés auxquelles ils se heurtent sur le plan des matériaux et des méthodes de fabrication.

« Au fil des ans, nous avons joué de multiples rôles. Nous effectuions déjà des essais ferroviaires dans les années soixante, ce qui nous a logiquement menés ensuite à conduire des recherches sur les véhicules routiers », indique Cristian Tabra, responsable de Flottes Futures 2020. « Aujourd’hui,
These world-class specialists have already helped numerous Canadian clients in the trucking industry with innovations ranging from advanced aluminum welding technology for lighter weight trailers, to simulations for improved manufacturing and aerodynamics for drag reduction.

“This is what differentiates the NRC from most other organizations,” says Tony Jenkins, client relationship leader at the NRC. “We have research scientists, leaders in their fields as well as application engineers transforming the research results into innovation that matters.”

Recognizing the increasingly aggressive nature of the global marketplace, the NRC offers a number of unique capabilities to provide their clients with cutting-edge infrastructure that is fully capable of tackling their most challenging product development needs, engineering challenges and product testing requirements. These capabilities are only set to improve as the NRC’s mandate adapts to ensure that the Canadian transportation industry is receiving technologies in a timely manner to be more competitive.

“Our facilities have always been very high-end,” says Jenkins. “We have fairly significant plans for major facility upgrades in the next five years.”

One such upgrade is the new $27 million dynamometer project that will be housed inside a climatic chamber.
The NRC executed a series of dynamic tests for the Ministry of Transportation Ontario to evaluate the performance of trailers with self-steer axles.

Le CNRC a effectué des essais dynamiques pour le Ministère des Transports de l’Ontario afin la performance de remorques avec des essieux autovireurs.

Continued from page 27

allowing the NRC to control testing temperatures from -55°C to +60°C. Facility upgrades such as these will only enhance how the NRC is viewed on the world stage and will provide added value to clients, both national and international, looking for high quality, neutral, third-party services.

The Fleet Forward 2020 initiative plans to address four primary areas (listed below) for the NRC’s clients.

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ingénieurs qui transforment les résultats des recherches en innovation. 

Pour contrer la concurrence de plus en plus vive sur les marchés mondiaux, le CNRC met à la disposition de ses clients un certain nombre d’expertises exceptionnelles via une infrastructure à la fine pointe de la technologie tout à fait capable de répondre à leurs besoins dans le développement de produits les plus complexes, et de les aider à relever avec succès les défis techniques qui les confrontent et de combler leurs besoins d’essais de produits. Par ailleurs, la qualité de ces installations ira nécessairement en s’améliorant à mesure que le mandat du CNRC s’adapttera pour faire en sorte que le secteur canadien du transport a accès au moment opportun aux technologies dont il a besoin pour être encore plus concurrentiel.

« Nos installations ont toujours été à la fine pointe du progrès », indique M. Jenkins. « Nous nourrissons d’importants projets de mise à niveau pour les cinq prochaines années. »

Nous avons notamment lancé un projet de dynamomètre de 27 millions de dollars. Cet appareil sera installé dans une chambre climatique, ce qui permettra au CNRC de mener des essais à des températures contrôlées allant de –55°C à +60°C. Les mises à niveau d’installations du même genre ne pourront que mettre en valeur le CNRC sur la scène mondiale et procureront une valeur ajoutée aux clients canadiens et étrangers à la recherche d’une tierce partie neutre capable de leur offrir des services de qualité supérieure.

Flottes Futures 2020 prévoit répondre aux besoins des clients du CNRC dans quatre domaines principaux.

Efficacité opérationnelle

Le CNRC peut contribuer à résoudre les défis opérationnels et techniques de ses clients en leur proposant des services allant de la conception technique à la modélisation en passant par la simulation, le prototypage, les essais, les évaluations et l’intégration de produits. Ce faisant, le CNRC peut aussi accroître la sécurité des parcs de véhicules par ces recherches et services d’ingénierie et grâce au développement et à la mise à l’essai de technologies visant à améliorer le rendement des véhicules et de l’équipement.

Diagnostics et pronostics des véhicules

Le CNRC peut contribuer à réduire les coûts de l’entretien et des réparations des véhicules, à rehausser la qualité du soutien logistique et à réduire les périodes d’indisponibilité imprévues des véhicules grâce à ses compétences dans l’établissement de diagnostics et de pronostics sur l’état des véhicules. En utilisant les données générées par un parc véritable de véhicules consignées dans une base de données, les exploitants et gestionnaires seront en mesure de passer d’un système d’entretien fondé sur des critères de temps à un autre fondé sur l’état véritable des véhicules.

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Operational effectiveness

The NRC can help solve a client’s operational and technical challenges by delivering services ranging from engineering design to modelling, simulation, prototyping, testing, evaluation, and product integration. In doing so, the NRC enhances fleet safety of a fleet through research, engineering, development and testing to improve the performance of your vehicles and equipment.

Vehicle diagnostics

The NRC can reduce repair and maintenance costs, improve logistics support, and reduce unplanned in-service failures of vehicle fleets with its expertise in vehicle diagnostics and prognostics. Using data generated and mined from a fleet, operators and managers will be able to transition from time-based maintenance to asset condition-based maintenance.

Power management

Drawing on its core knowledge derived from existing NRC power management solutions in military and public vehicles, the NRC develops intelligent power management systems for various severe applications. These technologies will be used where power is needed in the right place and at the right time while focusing on three energy

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Gestion de l’énergie

En s’appuyant sur des connaissances de base tirées de solutions existantes en gestion de l’énergie et utilisées dans le secteur militaire et dans celui des transports publics, le CNRC est en mesure de développer des systèmes intelligents de gestion de l’énergie. Ces technologies seront utilisées pour différentes applications robustes dans un contexte où il importe de disposer de l’énergie requise au moment et à l’endroit appropriés tout en se concentrant sur trois solutions possibles en matière d’économie : conservation, carburants de remplacement et l’utilisation intelligente du carburant.

Rendement aérodynamique amélioré

Le CNRC collabore avec des entreprises à l’amélioration du rendement aérodynamique des véhicules. Grâce à ses capacités dans le domaine des essais sur route, de la dynamique computationnelle des fluides, des essais en soufflerie, et grâce à la présence au sein de son équipe d’experts en aérodynamique de réputation internationale, le CNRC s’efforce de créer avec ses clients des solutions aérodynamiques adaptées aux besoins précis d’un parc donné de véhicules.

Le développement, le prototypage et les essais de produits représentent un processus onéreux. Cependant, ces

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Aerodynamics

The NRC works alongside leading companies to enhance aerodynamic performance. With its capabilities in road testing, computational fluid dynamics, wind-tunnel testing, and having internationally-recognized aerodynamics experts on staff, the NRC works with clients to create aerodynamic solutions tailored to fit a fleet’s specific needs.

Developing, prototyping, and testing is an expensive process to undertake. However, costs can be offset by bringing a number of companies together to design an innovation that would ensure a vehicle to be more efficient, fuel effective, or safer; in effect, creating an industry-wide project that would benefit the industry as a whole.

The development of the CTEA Rear Impact Guard standard constitutes a prime example of this pooling of resources. This design initiative required the efforts and resources of over 70 CTEA members who paid into the project. In doing so, the CTEA membership has the right to purchase the final drawing package and install their own rear impact guard on their trailers; completely circumventing the need for individuals to conduct expensive testing and development on their own.

“Smaller companies that produced, say, ten trailers a year find it financially crippling to pay for the testing required to demonstrate compliance with Transport Canada regulations,” says Jeff Patten, leader of the NRC’s Commercial Vehicles group. “Many of these companies paid into this CTEA Program. For these companies, we can say that we designed the rear impact guard for their trailers and the manufacturers were only responsible for designing the attachment point between the trailer and the guard.”

The National Research Council of Canada is helping the Canadian transportation industry overcome many challenges in today’s market through its mandate of improving fuel efficiency, reducing repair and maintenance costs, decreasing idle times, and minimizing a fleet’s overall environmental footprint.

“The NRC has been helping the trucking industry for a while now and there is a history there,” says Jenkins. “And with this new Fleet Forward 2020 initiative, we are going to be more responsive than ever towards Canada’s ground transportation industry.”

Since 1916, the NRC has held the standard of being the nation’s premier research and technology organization by providing clients and partners with innovation support, strategic research, and scientific and technical services.

Companies interested in learning more about Fleet Forward 2020 and how it can help them can contact Tony Jenkins (Tony.Jenkins@nrc-cnrc.gc.ca) or Cristian Tabra (Cristian.Tabra@nrc-cnrc.gc.ca) for more information.
coûts peuvent être réduits en facilitant la mise en commun des efforts d’un certain nombre d’entreprises dans le but d’en arriver à des innovations susceptibles d’accroître l’efficience d’une catégorie donnée de véhicules, de les rendre plus économiques sur le plan énergétique ou d’en accroître la sécurité. En fait, on pourrait ainsi créer à l’échelle de l’industrie des projets qui seraient à l’avantage de toutes les entreprises.

Le développement par l’AETC (Association d’équipement de transport du Canada) d’une norme pour le design générique d’une barre de protection contre les impacts arrière est un excellent exemple de ce genre de collaboration. Cette initiative a exigé la mise en commun d’efforts et de ressources de plus de 70 membres de l’AETC qui ont participé financièrement au projet du CNRC. Les membres de l’AETC ont ainsi le droit d’acheter les plans finaux du dispositif et de l’installer sur leurs remorques, ce qui leur épargne d’avoir à procéder à titre individuel à des activités de développement et à des essais coûteux.

« Les entreprises qui produisent environ 10 remorques par année ne pourraient tout simplement pas assumer à elles seules le coût des essais », indique Jeff Patten, chef d’équipe, Véhicules commerciaux. « Plusieurs de ces entreprises ont participé au programme de l’AETC. Nous pouvons donc affirmer que le CNRC a conçu leur dispositif de protection contre les impacts arrière et que grâce à nous, les fabricants n’ont qu’à faire le concept des points d’attache du dispositif à leurs remorques. »

Le Conseil national de recherches du Canada s’efforce d’aider le secteur canadien des transports à surmonter les nombreuses difficultés auxquelles il se heurte sur le marché en s’acquittant de son mandat qui consiste à améliorer le rendement énergétique, à réduire les coûts des réparations et de l’entretien des véhicules, à abréger les périodes de temps improductif et à diminuer globalement l’empreinte environnementale des parcs de véhicules.

« Le CNRC aide l’industrie du camionnage depuis un certain temps déjà et possède donc des antécédents sur lesquels il peut s’appuyer », mentionne M. Jenkins. « Et grâce à Flottes Futures 2020, nous aurons plus que jamais la capacité de répondre aux besoins de l’industrie canadienne du transport terrestre. »

Depuis 1916, le CNRC est à la hauteur du défi d’être la principale organisation de recherche et de technologie du pays et d’offrir à ses clients et partenaires une aide à l’innovation ainsi que des services de recherche stratégique et des services scientifiques et techniques.

Les compagnies intéressées à en savoir davantage sur l’initiative de technologies novatrices Flottes Futures 2020 peuvent communiquer avec Tony Jenkins (Tony.Jenkins@cnrc-nrc.gc.ca) ou Cristian Tabra (Cristian.Tabra@cnrc-nrc.gc.ca).
M**ER**IT**OR** WABCO IS dedicated to the delivery of advanced safety technology and efficient, integrated brake systems. Since 1990, this North American joint venture has focused on the development and delivery of proven, integrated safety technology and efficiency components, including braking systems and controls, active safety systems, and suspension and control systems for commercial vehicles in North America.

Two leading global suppliers back Meritor WABCO, each with more than 100-year legacies. Meritor, Inc., a supplier of drivetrain, mobility, braking and aftermarket solutions for commercial vehicle and industrial markets, provides the joint venture with the industry’s most extensive service and support network. WABCO Automotive Control Systems, Inc., a wholly owned subsidiary of WABCO Holdings, Inc., provides breakthrough technologies and control systems for the safety and efficiency of commercial vehicles.

Meritor WABCO’s application engineering, sales, service and marketing organizations are headquartered in Troy, MI. A distribution center in Hebron, KY provides prompt, efficient OEM delivery, while aftermarket needs are taken care of by a distribution center in Florence, KY. Research, development and manufacturing operations for Meritor WABCO’s products are conducted at facilities worldwide.

The following is a brief overview of a few of the company’s offerings for trailers.

**Trailer ABS**

Meritor WABCO is a true innovator in trailer ABS technology, introducing the first commercial trailer ABS in 1993. Since then, the company has continued to innovate in ways that result in lighter-weight design, less hardware and more efficient air brake system performance.

Enhanced Easy-Stop Trailer ABS provides unparalleled trailer monitoring and control capabilities to fleets and owner-operators with system configurations to meet virtually any trailer application—basic, standard and premium.
**RSSplus™ Roll Stability Support**

RSSplus is the next generation of Meritor WABCO’s roll stability support system. It incorporates industry-leading ABS performance, key safety features and improved trailer roll mitigation.

RSSplus helps the driver maintain trailer and overall vehicle stability while integrating ABS, Power Line Carrier (PLC) communications for the transfer of data to an in-cab PLC Display and/or transmitting real-time trailer data telematically to fleet headquarters.

The system simultaneously monitors trailer wheel speed, lateral acceleration and suspension pressure. If the vehicle approaches its rollover threshold, RSSplus automatically applies trailer brakes as needed in order to reduce the risk of rollover and to help the driver bring the vehicle under control.

Product highlights include:

- Compatible for use with spring suspensions and air-ride suspensions;
- Premium 2-modulator (2M) roll mitigation system;
- ABS and PLC functionality;
- Incorporates diagnostics and meets Society of Automotive Engineers (SAE) recommendations using TOOLBOX software, a PC or simple blink codes and PLC at the nose of the trailer;
- Advanced “intelligent” communications capabilities through onboard data recording, with instant event broadcasting capability via PLC communications or telematics devices;
- Anti-corrosion-treated cast valve;
- Integrated filters for both control and supply air;
- Available for aftermarket retrofits on trailers already equipped with Meritor WABCO ABS or a different ABS brand; and
- Optional stoplight activation power cable to illuminate the brake lights during an RSS event.

**Automatic Trailer Lift Axle Control System**

SmartTrac™ Automatic Trailer Lift Axle Control System is an intelligent solution that monitors the load on the trailer suspension and automatically raises and lowers the lift axles independently of driver input. The system complies with U.S. Department of Transportation legal load limits. Meritor WABCO designed this system to reduce the chances of overloading the trailer fixed axles by using intelligent algorithms. The system integrates with SmartTrac’s ABS or RSS, without requiring additional ECUs, and it is compatible with any air ride-equipped lift axle suspension.

Fleets that have trailers which are returning empty or with reduced loads throughout the day are primary beneficiaries of automatic lift axle systems. The Automatic Trailer Lift Axle Control System plays a vital role in reducing operating costs, such as fuel costs due to reduced rolling resistance and tire costs.

Manual lift axle systems suffer from drivers neglecting to manage the lift axle position properly. This results in exposing the primary axle to overweight conditions or losing the benefit of a lift axle system when the axle is left lowered on an empty trailer. The system can be configured via TOOLBOX™ 11.3 for specific applications and local road laws.

The Trailer Automatic Lift Axle Control System can be configured to allow axles to be automatically lowered when the trailer is parked, or it can be configured for a manual switch, which allows for drivers to have the ability to lower an axle, while simultaneously using the automatic lift and lower feature. Configuring to automatically lower an axle while parked is ideal for fast loading applications or slider repositioning.

**Product support**

Support for Meritor WABCO products is provided by DriveForce™ and OnTrac, the industry’s leading organization of 110 dedicated sales, service and technical support professionals. For additional product information or to order, contact Meritor WABCO in Canada or the United States or by calling 866-OnTrac1 (866-668-7221).
Fleet Focus: City of London: Mitigating Environmental Impacts

“We saw the role we needed to play to reduce fuel consumption, reduce air pollution, and reduce greenhouse gas (GHG) emissions.”

The City of London maintains a fleet of 1,250 units, comprised of light, medium, and heavy units, which are further categorized as on-road and off-road units. They manage all the small equipment assets, such as weed eaters, chainsaws, compactors, backpack blowers and mowers, all the way to a full fleet of refuse trucks for garbage collection, sewer/hydro excavators, street sweepers/flushers, snow plough equipment, construction equipment, and landscape equipment for parks, sports fields and golf operations.

By 2005, London introduced first-generation hybrid cars and SMART cars into their fleets and have found that the Hybrid Escape has become a very popular choice for their building inspection and technical staff operations in terms of storage, versatility, and higher SUV feel. As such, the city now has approximately 30 hybrid units and one full electric vehicle as part of their light vehicle class fleet. Approximately 50 per cent of the City’s administration have stated five key outcome areas that were identified to contribute to a high quality life in London, one of which is a “Green and Growing City.”

“As part of Green Fleet, we recognized that municipal fleets need to be aware, accountable, and socially responsible for the energy we consume and the air pollutants produced during the course of daily operations,” says Mike Bushby, division manager, fleet and operational services at the City of London.

ALTHOUGH THE ULTIMATE causes for climate change could still be debated, the fact that there is change occurring across Canada can no longer be held in doubt. This is why some municipalities, such as the City of London in Ontario, have taken the bull by the horns and looked for ways to mitigate their environmental impacts, ensuring that the Forest City is doing its part in going green.

London’s City Strategic Plan has turned the focus on environmental and social responsibility, where council and administration have stated five key outcome areas that were identified to contribute to a high quality life in London, one of which is a “Green and Growing City.”

By Paul Adair

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fleet has, in some way, been touched by its green initiatives.

“Early adoption was slow,” says Bushby. “However, our trigger for action was the birth of hybrid technology, the price of fuel, and a focus on air quality. Reporting on emissions, idling control by-laws and climate change reports have also played a part in our decisions to strive to be greener. There will always be challenges of balancing the economics of green in some people’s mind but the answer is to position ourselves to evolve at a pace that is economically responsible.”

Introduced to the fleet in 2011, the use of biodiesel (B5) has played a part in the City of London’s plans to reduce its carbon footprint. Combined with careful consideration made to the placement of re-fuelling facilities, storage tanks and dispensing infrastructure, the city has continued to expand the usage of B5, anticipating to consume over 800,000 litres of B5 in 2014.

“The B5 blend has proven to be reliable and without significant issues to the fleet or fuelling infrastructure,” says Bushby. “Additionally, each year since this implementation, we have averaged a reduction of over 100 tonnes of GHG from entering the air.”

Other alternative fuels, such as compressed natural gas (CNG), remain on the city’s radar, particularly with respect to the “return to base” high fuel use trucks like the refuse fleet. Staff reports are currently being developed to seek permission from municipal council to consider the feasibility in London of investing in CNG refuelling. This will entail meeting with gas suppliers to understand the possibilities and then develop a potential business plan for the refuelling infrastructure, CNG truck procurement, and facility upgrades needed to enter this burgeoning market.

Looking ahead, the city is seeking to receive a rating from Fleet Challenge Ontario and its E3 (Excellence, Energy, Efficiency) practices model. The process would include a fleet review and levels of certification based on progress and benchmarked comparisons: bronze, silver and gold. This would provide the City of London with a good model that is fleet specific and built on continuous improvement and sustainability.

So far, the public has been receptive to the City’s initiative, like the use of B5, idling reduction, utilization, and the adoption of HEVs. In particular, the public has been most vocal about idling city vehicles and the size and features of the public service vehicles.

Ultimately, however, everything in the public sector is judged on its cost. This is the primary challenge in the adoption of green technologies; making sure that all products and services are proven and will have value for the taxpayer.

“We take great pride in learning from other municipalities in order that the most cost efficient and environmentally responsible solutions can be implemented,” says Bushby.

“We need to be responsible and not necessarily lead the pack when it comes to the latest and greatest. I believe the expectation should be that the city move at a pace that is financial conscious, yet still strive towards better vehicle and equipment solutions that consider the environment and conservation.”

Looking ahead, the city is seeking to receive a rating from Fleet Challenge Ontario and its E3 (Excellence, Energy, Efficiency) practices model.
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SESSION WORKSHOP DESCRIPTIONS

SESSION A: Trailer Air Brake Systems: Back to Basics
In this session, three experts in the air brake systems area will provide an overview of basic air systems’ design, with attention to elements of design that affect the durability of the entire system in the field.

SESSIONS B & C: OEM Chassis Updates
This is an opportunity for you to learn about the latest enhancements to the truck chassis manufacturers’ products. It also provides you with the opportunity to ask questions and ensure you are clear on the dos and don’ts of modifying their chassis.

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“Du carburant pour l’avenir”

Programme préliminaire – les renseignements sont sujets à changement.
Téléchargez l'ensemble d’inscriptions complet de www.ctea.ca.

Avec le slogan de la Conférence de cette année, « Du carburant pour l’avenir », nous espérons inspirer et éduquer les participants au-delà des limites et dans l’avenir de notre industrie. Avec cela, notre vision et notre objectif seront de continuer à nous rencontrer et à réunir des gens inspirés dans des forums comme celui-ci, afin d’assurer que la conférence de l’AETC demeure à l’avant-garde. Nous organisons des séminaires, des ateliers et des tribunes très informatifs pour discuter de questions de l’heure qui influencent vos entreprises. À bientôt!

DESCRIPTION DES ATELIERS DES SESSIONS

SESSION A : Freins pneumatiques de remorques – retour à la base
Dans cette session, trois experts dans le domaine des systèmes de freins pneumatiques nous offriront un aperçu des bases de la conception des systèmes pneumatiques, avec un accent sur les éléments conceptuels qui touchent la durabilité de tout le système sur la route.

SESSIONS B et C : Mise à jour sur les châssis des fabricants d’équipement d’origine
Voici pour vous une occasion d’en savoir davantage sur les toutes dernières améliorations des produits des fabricants de châssis de camions. Cela vous donnera également l’occasion de poser des questions et de vous assurer d’avoir bien compris le pour et le contre de modifier leurs châssis.
SESSION D: How to Take Ownership of Change Management

This breakout session features Bryan Dodge’s presentation on unleashing your full potential in business, and at home, by learning new skills on how to embrace change. This session will give you the tools you need to create a culture that stands strong during tough times and excels during good times, helping you understand why change is your friend, how it makes the process an easy and adventurous endeavor, and how you can choose to change by simply turning a problem into a project.

SESSION E: New Products Presentations

Learn about new products being offered by our members. Find out about new offerings to the market place, from suppliers to our industry and some of your peers.

SESSION F: Fueling the Future

In keeping with this year’s conference theme, we have asked a host of industry experts to provide the current facts and future trends in the development of transportation fuels in the heavy commercial vehicle sector. Find out the latest in Natural Gas, Bio-diesel, Hydrogen, Dimethyl-Ether, and even good, old (but cleaner-than-ever) diesel.

Session G: Partnering for Innovation

Research and Development can be an expensive game, but to stay ahead of the competition, even small- and medium-size enterprises must innovate. In this session, representatives from various institutions across Canada will talk about how industry and academia can partner to provide cost-effective, cutting-edge innovation to even the smallest players.

Session H: The Quest to Lower Greenhouse Gas Emissions and Improve Fuel Economy

This session brings together Environment Canada, to discuss how the current HD Greenhouse Gas rules affect you; National Resources Canada (NRCan), to talk about Smart Way and improving fuel economy; and the National Research Council (NRC) to talk about its activities, not only in fuel economy research, but in commercial vehicles, in general.

Session I: Offsite Visit to Leduc #1

This session offers an opportunity to learn more about this area’s oil history, the science in its production, and the chance to see how the vehicles from our industry have influenced the growth of the oil industry’s area. Lunch to be included on the bus.

SESSION D : Comment prendre la gestion du changement en mains

Cette session en ateliers met en vedette la présentation de Bryan Dodge sur la libération de votre potentiel complet en affaires et chez vous, en apprenant de nouvelles compétences sur la manière de faire face au changement. Cette session vous donnera les outils dont vous avez besoin pour créer une culture qui vous maintiendra fort dans les mauvais moments et qui vous fera exceller dans les bons moments, vous aidant ainsi à comprendre pourquoi le changement est votre ami, comment il fait du processus une entreprise facile et aventureuse, et comment vous pouvez choisir en tournant simplement un problème en un projet.

SESSION E : Présentations de nouveaux produits

Sachez-en davantage sur les nouveaux produits offerts par nos membres. Découvrez ce qui vient d’arriver sur le marché, de fournisseurs de notre industrie et certains de vos homologues.

SESSION F : Du carburant pour l’avenir

Toujours selon le thème de la conférence de cette année, nous avons demandé à plusieurs experts de l’industrie de nous exposer les faits actuels et les tendances futures dans le développement des carburants pour le transport dans le secteur des véhicules commerciaux lourds. Vous trouverez ce qui est nouveau dans le gaz naturel, le biodiesel, l’hydrogène, le diméthyléther et même le toujours bon vieux diesel, mais plus propre que jamais.

Session G : Partenariats pour l’innovation

La recherche et le développement peuvent être un jeu onéreux, mais pour demeurer en tête de la concurrence, même les petites et moyennes entreprises doivent innover. Dans cette session, des représentants provenant de diverses institutions de tout le Canada viendront nous dire comment l’industrie et le milieu académique peuvent collaborer pour nous fournir de l’innovation rentable et d’avant-garde, même aux plus petits joueurs.

Session H : À la recherche de la baisse des émissions des gaz à effet de serre et de l’amélioration de l’économie de carburant

Cette session fait participer Environnement Canada pour discuter comment les règles actuelles sur les gaz à effet de serre de haute densité vous touchent; Ressources naturelles Canada (RNCan), qui vous parlera de la manière avisée d’améliorer votre économie de carburant, et du Conseil national de recherche (CNR), qui vous dévoilera ses activités, pas seulement dans ses recherches sur les économies de carburants, mais sur les véhicules commerciaux en général.

Session I : Visite à Leduc n°1

Cette session offre une occasion d’en savoir davantage sur l’historique de l’exploitation pétrolière dans cette région, la science dans sa production et la possibilité de voir comment les véhicules de notre industrie ont contribué à la croissance du domaine de l’industrie pétrolière. Un déjeuner sera compris dans l’autocar.
### MONDAY, OCTOBER 27, 2014

<table>
<thead>
<tr>
<th>Event</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Board of Directors Meeting (Working lunch provided)</td>
<td>12:00 p.m. – 3:30 p.m.</td>
<td>Medicine Hat Room</td>
</tr>
<tr>
<td>Delegate Registration</td>
<td>2:00 p.m. – 6:00 p.m.</td>
<td>Grand Ballroom Foyer</td>
</tr>
<tr>
<td>Set-up for Vendor Technical Fair</td>
<td>1:00 p.m. – 5:00 p.m.</td>
<td>Empire Room</td>
</tr>
<tr>
<td>CTEA’s Town Hall</td>
<td>3:45 p.m. – 5:15 p.m.</td>
<td>Imperial Room</td>
</tr>
<tr>
<td>Sponsors Welcome Reception (Concurrent Technical Fair &amp; Information Exchange)</td>
<td>5:30 p.m. – 7:30 p.m.</td>
<td>Empire Room</td>
</tr>
</tbody>
</table>

### TUESDAY, OCTOBER 28, 2014

<table>
<thead>
<tr>
<th>Event</th>
<th>Time</th>
<th>Location</th>
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<tbody>
<tr>
<td>Delegate Registration</td>
<td>12:00 p.m. – 3:30 p.m.</td>
<td>Grand Ballroom Foyer</td>
</tr>
<tr>
<td>President’s Breakfast</td>
<td>2:00 p.m. – 6:00 p.m.</td>
<td>Royal Room</td>
</tr>
<tr>
<td>CTEA Annual General Meeting</td>
<td>1:00 p.m. – 5:00 p.m.</td>
<td>Imperial Room</td>
</tr>
<tr>
<td>Coffee Break</td>
<td>3:45 p.m. – 5:15 p.m.</td>
<td>Medicine Hat Room</td>
</tr>
</tbody>
</table>

### CONCURRENT TECHNICAL SESSIONS

**Session A: Trailer Air Brake Systems**

- **Kevin Roberts**, Sealco; **Tom Fludder**, Meritor; and **Eddy Tschirhart**, formerly CTEA
- **Time**: 10:00 a.m. – 12:00 p.m.
- **Location**: Crystal Gallery

**Session B: Chassis OEM Manufacturer**

<table>
<thead>
<tr>
<th>Session</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10:00 a.m. – 10:35 a.m.</td>
<td>Edmonton &amp; Calgary Rooms</td>
</tr>
<tr>
<td></td>
<td>10:40 a.m. – 11:15 a.m.</td>
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<tr>
<td></td>
<td>11:20 a.m. – 11:55 a.m.</td>
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</tbody>
</table>

**Sponsors’ Luncheon**

- **Keynote Speaker**: Bryan Dodge
- **Time**: 12:15 p.m. – 1:50 p.m.
- **Location**: Royal Room

**Session C: Chassis OEM Manufacturer**

<table>
<thead>
<tr>
<th>Session</th>
<th>Time</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>2:00 p.m. – 2:35 p.m.</td>
<td>Edmonton &amp; Calgary Rooms</td>
</tr>
<tr>
<td></td>
<td>2:40 p.m. – 3:10 p.m.</td>
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<tr>
<td></td>
<td>3:20 p.m. – 4:05 p.m.</td>
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<tr>
<td></td>
<td>4:10 p.m. – 4:45 p.m.</td>
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</tbody>
</table>

**Session D: Make Change**

- **Brian Dodge**
- **Time**: 2:00 p.m. – 3:05 p.m.
- **Location**: Crystal Gallery

**Session E: New Product Presentations**

- **Time**: 3:25 p.m. – 5:15 p.m.
- **Location**: Imperial Room

**Technical Fair & Information Exchange & Reception**

- **Time**: 5:30 p.m. – 7:30 p.m.
- **Location**: Empire Room

### WEDNESDAY, OCTOBER 29, 2014

<table>
<thead>
<tr>
<th>Event</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Continental Breakfast</td>
<td>7:00 a.m. – 7:45 a.m.</td>
<td>Royal Room</td>
</tr>
<tr>
<td>Delegate Registration</td>
<td>8:00 a.m. – 11:00 a.m.</td>
<td>Grand Ballroom Foyer</td>
</tr>
</tbody>
</table>

### CONCURRENT TECHNICAL SESSIONS

**Session F: Natural Gas, Liquefied Natural Gas, Compressed Natural Gas Biofuels; Diesel Transportation Fuel**

- **Alicia Milne**
- **Time**: 8:00 a.m. – 12:00 p.m.
- **Location**: Empire Room

**Session G: Partner Innovation**

- **The National Research Council of Canada**
- **Time**: 8:00 a.m. – 10:00 a.m.
- **Location**: Crystal Gallery

**Session H: Greenhouse Gas Legislation**

<table>
<thead>
<tr>
<th>Session</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10:15 a.m. – 12:00 p.m.</td>
<td>Imperial Room</td>
</tr>
</tbody>
</table>

**Session I: Offsite Excursion to Leduc #1 Energy Discovery Centre**

<table>
<thead>
<tr>
<th>Event</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Box Lunch Served on Bus</td>
<td>12:30 p.m. – 1:15 p.m.</td>
<td>Bus Transportation</td>
</tr>
<tr>
<td>Leduc #1 Energy Discovery Centre</td>
<td>1:30 p.m. – 5:00 p.m.</td>
<td>Leduc #1 Energy Discovery Centre</td>
</tr>
<tr>
<td>Sponsors’ Reception</td>
<td>6:30 p.m. – 7:00 p.m.</td>
<td>Top of the Inn</td>
</tr>
</tbody>
</table>

**CTEA 51st Gala Banquet**

- **Special Guest**: Hayley Wickenheiser (9:15 p.m.)
- **Time**: 7:00 p.m. – 10:15 p.m.
- **Location**: Top of the Inn
**LUNDI, LE 27 OCTOBRE 2014**

<table>
<thead>
<tr>
<th>Activité</th>
<th>Heures</th>
<th>Local</th>
</tr>
</thead>
<tbody>
<tr>
<td>Réunion du Conseil d'administration (dîner-débat fourni)</td>
<td>12 h. – 15 h. 30</td>
<td>Salle Medicine Hat</td>
</tr>
<tr>
<td>Inscription des délégués</td>
<td>14 h. – 18 h.</td>
<td>Foyer de la Grande salle de bal</td>
</tr>
<tr>
<td>Mise en place de la Foire technique des fournisseurs</td>
<td>13 h. – 17 h.</td>
<td>Salle Empire</td>
</tr>
<tr>
<td>Discussion ouverte de l'AETC</td>
<td>15 h. 45 – 17 h. 15</td>
<td>Salle Impériale</td>
</tr>
<tr>
<td>Réception d’accueil des commanditaires (Foire technique et Échange d’information simultanés)</td>
<td>17 h. 30 – 19 h. 30</td>
<td>Salle Empire</td>
</tr>
</tbody>
</table>

**MARDI, LE 28 OCTOBRE 2014**

<table>
<thead>
<tr>
<th>Activité</th>
<th>Heures</th>
<th>Local</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inscription des délégués</td>
<td>12 h. – 3 h. 30</td>
<td>Foyer de la Grande salle de bal</td>
</tr>
<tr>
<td>Déjeuner du Président</td>
<td>14 h. – 18 h.</td>
<td>Salle Royale</td>
</tr>
<tr>
<td>Assemblée générale annuelle de l'AETC</td>
<td>13 h. – 17 h.</td>
<td>Salle Impériale</td>
</tr>
<tr>
<td>Pause-café</td>
<td>15 h. 45 – 17 h. 15</td>
<td>Salle Medicine Hat</td>
</tr>
</tbody>
</table>

**SÉANCES TECHNIQUES SIMULTANÉES**

<table>
<thead>
<tr>
<th>Séance A: Systèmes de freinage pneumatique</th>
<th></th>
<th>Crystal Gallery</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kevin Roberts, Sealco; Tom Fludder, Meritor; et Eddy Tschirhart, anciennement CTEA</td>
<td>10 h. – 12 h.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Séance B: Fabricants de châssis d’origine</th>
<th></th>
<th>Salles Edmonton et Calgary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dîner des commanditaires</td>
<td>12 h. 15 – 13 h. 50</td>
<td>Salle Royale</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Séance C: Fabricants de châssis d’origine</th>
<th></th>
<th>Salles Edmonton et Calgary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brian Dodge</td>
<td>14 h. – 15 h. 05</td>
<td>Crystal Gallery</td>
</tr>
<tr>
<td>Pause-café</td>
<td>15 h. 05 – 15 h. 20</td>
<td>Salle Medicine Hat</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Séance D: Faites des changements</th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Foire technique et échange d’information et réception (Légère collation fournie)</td>
<td>17 h. 30 –19 h. 30</td>
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</tr>
</tbody>
</table>

**MERCREDI, LE OCTOBRE 2014**

<table>
<thead>
<tr>
<th>Activité</th>
<th>Heures</th>
<th>Local</th>
</tr>
</thead>
<tbody>
<tr>
<td>Déjeuner continental</td>
<td>7 h. – 7 h. 45</td>
<td>Salle Royale</td>
</tr>
<tr>
<td>Inscription des délégués</td>
<td>8 h. – 11 h.</td>
<td>Foyer de la Grande salle de bal</td>
</tr>
</tbody>
</table>

**SÉANCES TECHNIQUES SIMULTANÉES**

<table>
<thead>
<tr>
<th>Séance F: Gaz naturel, gaz naturel liquéfié, gaz naturel comprimé, biocarburants, carburant diesel pour le transport</th>
<th>8 h. – 12 h.</th>
<th>Salle Empire</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alicia Milne</td>
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</table>

<table>
<thead>
<tr>
<th>Séance G: Partenaire en innovation</th>
<th></th>
<th>Crystal Gallery</th>
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</thead>
<tbody>
<tr>
<td>Le Conseil national de recherches du Canada</td>
<td>8 h. – 10 h.</td>
<td></td>
</tr>
<tr>
<td>Pause-café</td>
<td>10 h. – 10 h. 15</td>
<td>Foyer de la Grande salle de bal</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Séance H: Lois sur les émissions de gaz à effet de serre</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Boîte-déjeuner servie dans l’autocar</td>
<td>12 h. 30 – 13 h. 15</td>
<td>Le transport par autobus</td>
</tr>
<tr>
<td>Leduc n° 1 Centre de découverte de l’énergie</td>
<td>13 h. 30 – 17 h.</td>
<td>Leduc n° 1 Centre de découverte de l’énergie</td>
</tr>
<tr>
<td>Réceptions des commanditaires</td>
<td>18 h. 30 – 19 h.</td>
<td>Sommet de l’auberge</td>
</tr>
</tbody>
</table>

**51e Banquet de gala de l’AETC**

| Invité spécial : Hayley Wickenheiser (21 h. 15)                         | 19 h. – 22 h. 15              |                                     |
Hayley Wickenheiser is regarded as the best female hockey player in the world. With an uncompromised determination and dedication to her sport, Hayley was twice named the most valuable player of the gold medal winning Canadian Women’s Hockey Team; is a four-time Olympic gold medalist; and was selected as the Flag Bearer for the 2014 Winter Olympic Games.

Not just an athlete, Hayley is also a community leader and an accomplished student and business woman who inspires audiences to give their best in everything they undertake.

Hayley has led the Canadian Women’s squad to six gold medals and one silver medal at the Women’s World Hockey Championships. As an Olympian, she earned a silver medal at the 1998 Winter Olympics and four Olympic gold medals in 2002, 2006, 2010, and 2014.

Sports Illustrated named her one of the “Top 25 Toughest Athletes in the World”, she is a two-time finalist for the Women’s Sports Foundation Team Athlete of the Year, and was recently named among The Globe and Mail’s “Power 50” influencers in sport. In 2011, she was appointed to the Order of Canada.

Hayley also works with KidSport, Right To Play, Dreams Take Flight, Clean Air Champions, and Spread The Net. Hayley discusses varying topics, including:

• Being a Female in the male-dominated world of hockey;
• Teamwork and success;
• Change is tough;
• It’s foolish to be normal;
• The Olympic experience;
• Balance of family/kids with competitive sport; and
• Dealing with criticism and pressure / how to perform when it matters most.

Hayley Wickenheiser est considérée comme la meilleure joueuse de hockey féminin au monde. Avec une détermination indomptable et un dévouement pour son sport, Hayley a été nommée deux fois la meilleure joueuse de l’équipe de hockey féminin canadienne gagnante de la médaille d’or; elle a été quatre fois médaillée d’or olympique et a été sélectionnée porte-drapeau des Jeux olympiques d’hiver de 2014.

Non seulement Hayley est athlète, mais elle est également une figure de proue dans sa communauté et une étudiante et une femme d’affaires accomplie qui pousse son public à se surpasser dans tout ce qu’il entreprend.


Hayley nous parlera de sujets divers, dont :

• être une femme dans un monde de hockey dominé par les hommes;
• le travail d’équipe et la réussite;
• le changement est dur;
• la normalité est une folie;
• l’expérience olympique;
• l’équilibre entre la vie familiale et le sport de compétition;
• comment combattre la critique et la pression, et comment performer quand cela compte le plus.
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Spokane, Washington
Changes to the Motor Vehicle Safety Act
The following is a very important letter regarding changes to the Motor Vehicle Safety Act. These changes will affect our industry; please read the below letter, which was sent out in mid-August, for more information.

Greetings,

As you may be aware, the changes to the Motor Vehicle Safety Act (MVSA), which were introduced in Parliament on March 28, 2014, as part of the Economic Action Plan 2014, received Royal Assent on June 19, 2014, with no revisions to the Bill.

The changes to the MVSA are largely evolutionary, and we expect that they will result in a more efficient operating environment for stakeholders, regulated industries, and Transport Canada, as well as improved motor vehicle safety for Canadians. The revised Act now includes:

• An expanded ability to incorporate by reference, regulations and standards developed by other organizations, such as the U.S. government and ISO;
• The donation of vehicles imported for special purposes (e.g., exhibition) as a potential alternative to current disposal/destruction requirements;
• Separate designations for “defect” and “non-compliance,” and the concept that a non-compliance can be consequential or inconsequential to safety;
• Ministerial authority to order a company to issue a Notice of Defect or a Notice of Non-Compliance (an administrative process will be established to provide context to regulated industry);
• Increased the level of fines for contraventions to the Act or its regulations;
• Increased ability to gather data;
• Removal of the requirement that regulations that incorporate Technical Standards Documents must expire after five years; and
• Removal of the requirement for mandatory Canada Gazette Part I pre-publication (Note: we will continue regular consultations with the affected regulated industries on regulatory proposals; going directly to Part II would be proposed only in instances of minor changes).

Modifications à la Loi sur la sécurité automobile
Voici une très importante lettre au sujet des modifications à la Loi sur la sécurité automobile. Ces modifications toucheront notre industrie; veuillez lire attentivement cette lettre qui nous est parvenue à la mi-août, pour de plus amples renseignements.

Bonjour,

Comme vous le savez peut-être, les modifications à la Loi sur la sécurité automobile (LSA), qui ont été déposées au Parlement le 28 mars 2014, dans le cadre du Plan d’action économique de 2014, ont reçu la Sanction royale le 19 juin 2014, sans révision de la Loi.

Les modifications à la LSA sont largement évoluionnaires, et nous comptons qu’elles créeront un environnement d’exploitation plus efficace pour les intervenants, les industries réglementées et Transports Canada, ainsi qu’une sécurité automobile améliorée pour les Canadiens. La Loi modifiée comprend maintenant :

• Une capacité étendue d’incorporer par référence, règlements et normes élaborés par d’autres organismes, tels que le gouvernement des États-Unis et l’ISO.
• Le don de véhicules importés pour un usage spécial (par exemple, des expositions) comme autre solution aux exigences actuelles d’élimination ou de destruction.
• Des désignations distinctes pour « défaut » et « non-conformité » et le concept qu’une non-conformité peut être corrélative ou non à la sécurité.
• Une autorité ministérielle pour ordonner à une entreprise d’émettre un Avis de défaut ou un Avis de non-conformité (un processus administratif sera établi pour fournir le contexte à l’industrie réglementée).
• Des niveaux d’amendes augmentés pour des contraventions à la Loi ou à ses règlements.
• Une meilleure capacité de recueillir des données.
• La suppression de l’exigence que des règlements qui incorporent des documents de normes techniques doivent être périmés après cinq ans.
• La suppression de l’exigence de pré-publication dans la Gazette du Canada, Partie I obligatoire (nota : nous allons poursuivre les consultations régulières avec les industries réglementées touchées sur les propositions de règlements;
Les modifications à la LSA sont largement évolutionnaires, et nous comptons qu’elles créeront un environnement d’exploitation plus efficace pour les intervenants, les industries réglementées et Transports Canada, ainsi qu’une sécurité automobile améliorée pour les Canadiens.

Suité de la page 45

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Salutations,
Kash Ram
Directeur général
Programme de sécurité routière
Transports Canada

Some provisions have already come into force upon Royal Assent, including:

• Section 3(2) and (5) – Use of Marks, Vehicle and Equipment Requirements;
• Section 7(1)(b) – Person Accompanying a Vehicle;
• Section 8 – Analytical Aids;
• Section 11 and 12 – Incorporation by Reference and TSDs;
• Section 14 – Inspectors and Civil Suits;
• Section 17 – Penalties; and
• Section 20 – Research, Analysis, Testing and Fees.

All the other provisions will come into force once regulations are developed. This will be undertaken as part of our normal consultative regulatory process.

The new Act (in bilingual format) is available online at http://laws-lois.justice.gc.ca/PDF/M-10.01.pdf. Should you have any questions or wish to follow-up, you may contact Kim Benjamin, director of road safety programs, at (613) 998-7824, or Eric Cragg, senior road safety policy advisor, at (613) 998-1996.

Regards,
Kash Ram
Director General
Motor Vehicle Safety Program
Transport Canada


Salutations,
Kash Ram
Directeur général
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By Paul Adair

**BASED IN MATTAWA**, which is located in northeastern Ontario, and with two—soon to be three—satellite locations, Gin-Cor Industries Inc. has been an industry leader in the manufacturing of vocational and severe-service trucks for over 35 years.

Gingras Corriveau started out as small welding shop. In 1978, its services expanded to include welding fabrication and repair services to an ever-expanding customer base. In 1986, the company began the installation and distribution of dump-body products, combining well-known quality installation techniques and responsive after-sales service, establishing Gingras Corriveau as one of the top-five BIBEAU dealers in North America. In 2002, Luc Stang purchased the company from its original owners and the company name was then shortened to Gin-Cor Industries.

Gin-Cor has a well-established history of building key strategic partnerships that have brought the company great success in the market and have allowed it to continue ensuring the best in service for its clients. From BIBEAU, to Viking Gives and Palfinger, the company has deftly positioned itself to better overcome competitive pressures and bring increasing value to the markets it serves.

Gin-Cor is governed by a number of core values that guide its actions and serve as foundation from which it operates. Customers who deal with Gin-Cor can expect integrity and respect in everything that they do; at the same time, the company also maintains accountability for its actions. Gin-Cor understands that innovation, efficiency and service

*Gin-Cor has been an industry leader in the manufacturing of vocational and severe-service trucks for over 35 years.*
Innovation will always be a prime component of Gin-Cor’s processes and the company believes that it is vital to always stay on the cutting-edge of technology.

excellence are paramount in driving future success, and in striving to meet these values, the company hopes to strengthen its position in this high-value, low-volume marketplace.

“There is a wide range of competition in our market space,” says Luc Stang, president and CEO of Gin-Cor Industries. “We strive to differentiate ourselves by making our clients raving fans of our products and services.”

Gin-Cor recognizes that much of its appeal to the client can be attributed to the over 70 people working at the company. Gin-Cor strives to maintain a culture where staff are engaged in the day-to-day operations and see themselves as being a part of the company’s successes. Because of this, the workforce is well-trained and stable, passing years of accumulated industry experience onto the customer.

Innovation will always be a prime component of Gin-Cor’s processes and the company believes that it is vital to always stay on the cutting-edge of technology. As electrical systems have become more complex, Gin-Cor has stayed current with the evolving standards in order to properly up-fit a truck. This is also true with respect to new weight-load distribution SPIF regulations and with the configuration of load equalization systems.

“We are proud of every product we build, service and sell,” says Stang. “Gin-Cor encourages every member of the Gin-Cor team to create, share and become involved in opportunities at Gin-Cor, and the company teaches, encourages and rewards innovation. Every team member is encouraged to become a part of our philosophy, ‘Can you imagine?’ Fostering this innovative philosophy within Gin-Cor will be the key to our success.”
Gin-Cor is a proud member of the Canadian Transportation Equipment Association (CTEA) and sees great value in the benefits provided to the company through membership.

“CTEA membership for our company means having a voice and resource for our industry across the country that can help level the playing field to help us strive for some of our common goals,” says Stang.

“The CTEA offers a way to communicate with peers—to meet them and to learn from each other. The CTEA has also been active with the provincial and federal compliance issues at-hand, or as they arise.”

FOR MORE INFORMATION
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Mattawa, ON P0H 1V0
Tel: (705) 744-5543
Toll-Free: (866) 628-8292
Fax: (705) 744-2943
www.gincor.com
Volvo’s 2014 GHG-certified engines exceed efficiency expectations

Volvo’s Greenhouse Gas (GHG) 2014-certified engines are providing even greater fuel efficiency than anticipated, Volvo Trucks recently announced. The integrated engines are delivering up to a three per cent fuel efficiency improvement compared with their 2013 counterparts.

A combination of in-lab and on-road testing proved the initial fuel efficiency figures of up to two per cent understated the true fuel savings and value of 2014 Volvo engines.

“Fuel efficiency remains top-of-mind across the industry, but there’s no one-size-fits-all solution that will deliver massive improvements. Every drop counts,” says Göran Nyberg, president, Volvo Trucks North American Sales & Marketing.

“On average, a one per cent fuel efficiency improvement amounts to annual savings of more than $650 per truck. Carriers ignoring opportunities for incremental fuel efficiency gains are leaving money on the table.”

Along with fuel efficiency improvements, a two-piece valve cover on the D13 engine improves serviceability, which helps reduce repair time and is easier to handle than previous covers. Volvo also removed lead from the valvetrain of its 2014 engines.

In addition to the fuel efficiency gains delivered with 2014 Volvo engine’s technology, Volvo Trucks’ XE (exceptional efficiency) powertrain package boosts fuel efficiency by up to an additional three per cent. Available on Volvo VNM and VNL models equipped with 2014 Volvo engines, the XE11, XE13 and XE16 packages improve fuel efficiency by lowering engine rpm at a given vehicle speed, a concept Volvo calls “down-speeding.”

Possible through the combination of Volvo’s standard I-Shift automated manual transmission and Volvo engine with modified software, XE allows the engine to cruise about 200 rpm less than the average truck sold today. Fuel efficiency improves by about 1.5 per cent for every 100 rpm of down-speeding, so customers spec’ing the XE package can expect up to a three per cent improvement when compared with another overdrive transmission in a similar operation.

www.volvogroup.com
www.visiontruckgroup.com

Titan 2000 Easy Lift makes access simpler and safer

Magnum Trailer and Equipment Inc. announced earlier this year an exclusive, innovative option that makes your new grille guard up to 95 per cent lighter when gaining access to your engine compartment. Combined with the Magnum Quick Latch, accessing your truck has never been simpler and safer. Slippery surfaces and inclines are not a problem when you choose this incredible option.

The innovation of Magnum’s Moose Bumper/Grille Guard line was announced to the Canadian market at this year’s Truck World in Toronto, ON. The Titan 2000 Easy Lift is a revolutionary product from Magnum and “is designed to be a game changer for this class of product that will delight truck operators and make their job easier and, above all, safer,” says Peter Jackson, president and CEO of Magnum Trailer.

There has been a trend with customers who run in regions where large animal collisions are frequent to request heavier types of protection for their trucks. This has made opening the hood more difficult and, in some cases, exposes operators to potential back injuries. It has become a real issue, in terms of safety for operators, explains Jackson.

The Titan 2000 Easy Lift option makes the Grille Guard exceedingly easy to raise and lower, even when standing on slippery surfaces. Magnum’s primary concern—and the principle behind the company’s designs—has always been to improve safety for the operator.

The Magnum Titan 2000 Easy Lift, when combined with Magnum’s proven bumper latch system, offers a unique proposition of style, functionality and safety for today’s truck operators.

www.magnumtrailer.com

International® ProStar® from Tallman Truck Centre promote better fuel economy and lower emissions

The 2015 International ProStar® units feature automatic transmissions and the Cummins ISX15 engine. Both features promote better fuel economy and lower emissions, and they are aligned with the company’s ongoing green initiatives program.

Bruce R. Smith (BRS) has a significant presence on the highways connecting Ontario, Quebec and the Northeast United States, with over 250 power units and 700 trailers. Founded in 1947, the trucking company is well known for its heavy haul, refrigerated, van and flatbed services. The company has a well-established niche in the shipment of consumer, food and steel products within the 500-mile radius of the Greater Toronto Area. This August, it was announced that BRS signed a deal with Tallman Truck Centre, with 42 International® ProStar® day cabs from Tallman Truck Centre to be placed throughout the BRS truckload network.

“Our customers rely on us for premium service, and we are committed to providing them with just that,” says Sandro Caccaro, president of Bruce R. Smith. “We saw the need to invest in a new fleet of fuel-efficient trucks that would better meet customers’ demands and environmental concerns. We chose Tallman for its ability to enhance our fleet maintenance requirements on a 24/7 basis across its extensive dealer network in Ontario.”

Kevin Tallman, president of Tallman Truck Centre expresses their excitement regarding the agreement.

“This deal is a win-win for both Bruce R. Smith and Tallman Truck Centre,” he says. “Bruce R. Smith gets the fuel-efficient equipment it needs to service the growing needs of its customers, and we get the opportunity to create a long-term partnership. This deal is a testament to the quality of the International ProStar® with Cummins ISX15, the 2014 ATD Heavy Duty Truck of the Year. We look forward to being a part of Bruce R. Smith’s future.”

www.ttctruck.ca
**Axalta’s paint shines on Chase-qualifying racecars**

Axalta Coating Systems’ paint is on six of the 16 motorsports teams’ racecars that qualified for the 2014 Chase for the NASCAR® Sprint Cup it was announced on September 19. After the first race of the 10-week shootout at Chicagoland Speedway, all six drivers are still very alive in the competition and have a chance to be named Sprint Cup champion in November at Homestead-Miami Speedway, including four-time NASCAR Cup Series champion and driver of the No. 24 Axalta Chevrolet SS, Jeff Gordon.

Axalta is proud to partner with both Hendrick Motorsports and Stewart-Haas Racing. Each race team sports Axalta’s brilliant paint colors on its racecars. The six cars and drivers include four from Hendrick Motorsports: No. 24, Jeff Gordon; No. 5, Kasey Kahne; No. 48, Jimmie Johnson; No. 88, Dale Earnhardt Jr.; and from Stewart-Haas Racing: No. 4, Kevin Harvick, and No. 41, Kurt Busch.

www.axaltacoatingsystems.com

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**Doepker IMPACT gets patent approved**

Doepker Industries Ltd. announced this August that its patent pending Doepker IMPACT is officially a patented design (CA2690684). The company’s continuous industry-changing designs are included in every trailer model it builds. The result of continuously listening to customers, in combination with Doepker’s industry and design expertise, is that it can always deliver a product that provides real and valued solutions within the industry.

In addition to creative, state-of-the-art engineering, offering the lightest, strongest, longest-lasting, and easiest to use products is one of Doepker’s top priorities. The company’s IMPACT is no exception.

www.doepker.com

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If you are a member of the Canadian Transportation Equipment Association (CTEA) and have a new and exciting tool, piece of equipment or software that could change the way that your company and others are working in the industry, we want to hear from you!

Send press releases and high-resolution photos to awalld@matrixgroupinc.net, with CTEA Today in the subject line. Submitting a tool for consideration does not guarantee publication; all submissions must be approved by the CTEA. Approved content may be edited for grammar, spelling and length.
Kal Tire wraps second successful skilled trades program

Kal Tire and Boys and Girls Clubs of Canada (BGCC) continue to introduce more Canadian youth to the opportunities available in the skilled trades sector. This year’s Skilled4Success program saw almost double the participants from 17 clubs across Canada undertake workshop training at BGCC clubs and job shadow opportunities at local Kal Tire locations, it was reported this September.

“We had almost 300 teens carry out hands-on learning opportunities under the guidance of trained Kal Tire technicians,” says Ed Lauer, director of stores, Western Canada, Kal Tire. “They learned about the importance of safety on the job, were awarded networking opportunities, and undertook some on-the-job training in the trades sector.”

Due to the success of last year’s program, this year saw some new and exciting additions to the Skilled4Success program, notably, the addition of Kal Tire bursaries. These 10 $1,000 bursaries were open to any member of the BGCC applying for post-secondary education opportunities in the trades or technical training areas. Recipients were awarded the bursaries to assist them in developing successful careers in these sectors.

In addition to the bursaries, a story contest was also created for all participants in the Skilled4Success program. The prize was a trip to a Kal Tire location of their choice in Canada. Participants were asked to submit a story regarding their experiences in Skilled4Success and what they took away from the program. A judging panel reviewed all of the entries and a young winner from Scarborough was chosen.

“Kal Tire team members are thrilled to support Canada’s youth through this program,” says Lauer. “It’s important they are given these types of opportunities so they better understand all their career options when considering their futures.”

Daimler and Haldex partner for ModulT disc brake

Haldex has signed a long-term agreement with Daimler’s division for trailer axles, Mercedes-Benz TrailerAxleSystems, for the supply of its ModulT disc brake. The production is expected to start at the end of 2015. The long-term agreement will follow a joint development project where Haldex ModulT has been adopted for the specific needs of Mercedes-Benz TrailerAxleSystems. Mercedes-Benz TrailerAxleSystems will name the disc brake DCA L7.

The ModulT disc brake is the most lightweight and maintenance-friendly disc brake on the market, offering low down times to the customer. It is based on the second generation of Haldex’s successful disc brake, which was first introduced on the market in 2011 and has more than doubled in production every year since then.

“We have successfully built on our world-leading position for drum brakes and have gained a significant market share on disc brakes for trailers in Europe,” says Bo Annvik, president and CEO of Haldex. “The agreement with Daimler is one of several new wins on disc brakes that, in combination, are estimated to be worth 650 MSEK (Million Swedish Kroner) until 2017, as previously communicated in our interim report.

“In Europe,” Annvik continues, “disc brakes are installed in approximately 75 per cent of all new commercial vehicles, compared to three per cent in North America, where drum brakes are most common. The potential growth for disc brakes over time is remarkable, and we will continue to invest in growing our market position on a global basis.”

Mercedes-Benz TrailerAxleSystems has been manufacturing disc-braked trailer axles for more than 15 years, says Norbert Rehbein, general manager of MB-TAS. “The cooperation for the development of the DCA L7 combines the innovative commercial vehicle know-how of Haldex with the long-term expertise of Mercedes-Benz TrailerAxleSystems in the use of disc brakes.”
Westport signs agreement with G.W. Anglin in Canada

In partnership with Ford Canada, Westport announced this August that it has selected G.W. Anglin in Tecumseh, ON to support Westport’s bi-fuel vehicles throughout Canada. G.W. Anglin is the only Ford Qualified Vehicle Modifier (QVM) installer with ship-through capability in Canada. Ford’s ship-through service allows vehicles to go direct to G.W. Anglin for installation and re-enter into Ford’s transportation system for final delivery to the end customer.

To order Westport-powered Ford vehicles, customers can visit any Westport-authorized Ford dealership in Canada and use the G.W. Anglin ship-through code: 36W. Products currently available in Canada include the bi-fuel Ford F-250 and F-350 Super Duty trucks.

As the leading partner in Ford’s Qualified Vehicle Modifier (QVM) program, Westport provides OEM quality, QVM products developed in conjunction with Ford. All Westport-operated trucks undergo the same safety testing required for all Ford original equipment manufacturer products.

Great Dane announces annual scholarship winners

This August, Great Dane announced the winners of its 2014 college scholarships. Four children of Great Dane employees, and two children of Great Dane full-line dealership employees, were named recipients and were recognized for their outstanding academic achievements.

Selected from a large number of nationwide applicants, Great Dane is proud to congratulate Amanda Perez, Nicole Howe, Victoria Kranz and Mark West for winning a Great Dane scholarship. Great Dane also awarded the Great Dane Full-Line Dealer Scholarships to Tara Drewicke and Zachary Talmadge. Congratulations to all the winners for their accomplishment.

The highest-ranked applicant received a four-year scholarship valued at $4,000, and the next three highest ranked students are awarded two-year scholarships valued at $2,000 each. This year, Great Dane also awarded two scholarships to children of Great Dane full-line dealership employees, with each winning a $1,000 scholarship.

Both of these scholarships are based on a combination of high school grade point average (GPA), Scholastic Aptitude Test (SAT) scores and extracurricular activities. This year’s awards also included a Kindle Fire HD for each of the scholarship recipients.
Stay up-to-date with trends and changes in today’s transportation industry with the CTEA eXpress Newsletter! Sign up today at www.ctea.ca.

About the CTEA
The Canadian Transportation Equipment Association just celebrated 50 years of serving the commercial vehicle manufacturers, their dealers, distributors, component manufacturers and service providers in the Canadian marketplace; along with its over 520 active members.

The association is able to effectively lobby all levels of government on the industry’s behalf and bring together stakeholders to participate in generic cooperative testing and many other mutually beneficial activities.

Contact the CTEA
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St. Thomas, Ontario N5P 4B9
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