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Fall 2013

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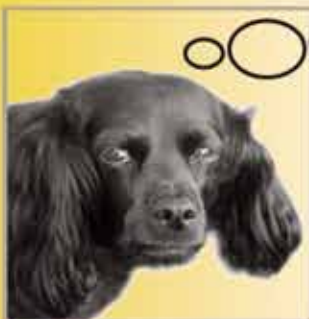
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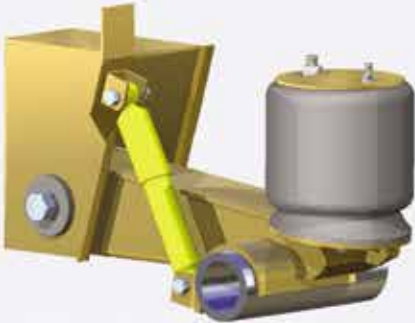
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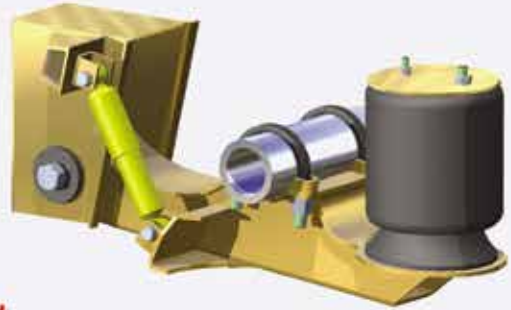
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MESSAGES:

- 9 A Message from the CTEA President, Kevin Last | *Message du Président l'AETC Kevin Last*
- 13 A Message from the CTEA Executive Director, Don Moore | *Message du Directeur exécutive l'AETC Don Moore*

ON THE COVER:

- 18 Star Truck: The Next Generation of Advanced Safety Systems | *Star Truck : La nouvelle génération de systèmes de sécurité avancés*

FEATURES:

- 28 Communicating with Ethics: Anti-Spam Legislation Blasts E-Blasts | *Communiquer avec éthique : la législation anti-pourriel pulvérise les pollupostages électroniques*
- 34 Pulling Out All the Stops: Air Disc Brakes
- 36 All About the Body

SPECIAL SECTION:

- 38 CTEA's 50th Manufacturers' Conference – Preliminary Program

DEPARTMENTS:

- 40 Regulatory Report | *Rapport sur la réglementation*
- 43 IMT Corporation: 100 Years and Still Going Strong
- 46 Doepker Industries Ltd.: Behind You, Ahead of the Rest
- 48 Tools of the Trade
- 50 News and Views
- 54 Buyer's Guide

On the cover:

Advanced electronic safety systems for heavy trucks have proven to reduce crash frequency by over 80 per cent in some situations. Do your customers know what's available today? Jim Park explains in this issue's cover story. / Les systèmes de sécurité électronique avancés pour les camions lourds ont démontré qu'ils réduisaient la fréquence des accidents de plus de 80 pour cent dans certaines situations. Vos clients savent-ils ce qui leur est offert aujourd'hui? Jim Park explique dans l'article sur la couverture.





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Hello fellow members!



Bonjour amis membres!

Kevin Last
President, CTEA

I SIT HERE at my home office desk to ponder and compose a message for this special edition of *CTEA Today* magazine. As I sit here, I thought I would enlist the help of some good old friends to make the composition roll out smoothly. You may know my friend—the first one is a smooth, old Tennessean gentleman; why, his name, of course, is Jack Daniels. The second gentleman is crooning away in the corner...something about the *Folsom Prison Blues*; why, he is none other than Johnny Cash.

Let us now begin the most inspirational and knowledgeable piece of journalism you will *ever* read. As we all know, Canada has the 11th largest economy in the world (measured in \$USD at market exchange rates), is one of the world's wealthiest nations and is a member of the Organization for Economic Co-operation and Development and Group of Eight (G8). As with all other developed nations, the Canadian economy is dominated by the service industry, which employs about three quarters of Canada's population. Canada also has a sizeable manufacturing sector, centered in Central Canada, with the automobile industry playing an especially important role. This is where the CTEA and its members come in.

From coast to coast, Canadians have come to rely on the transportation industry to keep them employed and supplied with essential materials for everyday life. As the dominant mode of freight transportation in Canada, trucking enjoyed its best year since the great recession of 2008 to 2009. Long haul truckload and regional truckload carriers found a balance in supply and demand, giving up past habits of chasing unprofitable freight and seeing rates that have not been achieved since the early 2000s. This resurgence has helped many truck equipment suppliers get back to profitable margins not seen for quite some time, and it will help the CTEA to become a stronger association moving forward, by increasing membership coast to coast. CTEA staff and its board of directors are here to help its members stay educated and informed on current provincial and federal regulations as they become law.

Continued on page 11

JE SUIS ASSIS à mon bureau, chez moi, pour réfléchir et rédiger un message pour ce numéro spécial du magazine *L'AETC aujourd'hui*. Bien installé ici, j'ai cru bon d'appeler quelques vieux amis à l'aide pour faciliter cet exercice. Vous connaissez sans doute mes amis; le premier est un délicieux gentilhomme bien vieilli du Tennessee. Pourquoi lui? Bien sûr, il s'appelle Jack Daniels. L'autre gentilhomme chante doucement dans le coin...quelque chose sur *Folsom Prison*. Pourquoi lui aussi? C'est nul autre que Johnny Cash.

Commençons maintenant par l'article de journal le plus inspirant et le mieux documenté que vous n'avez *jamais* lu. Comme vous le savez tous, le Canada est la 11^e économie mondiale (mesurée en dollars américains au taux de change du marché). C'est l'un des pays les plus développés au monde et un membre de *l'Organisation de coopération et de développement économique* et un membre du *Groupe des huit* (G8). Comme celle de tous les autres pays industrialisés, l'économie canadienne est dominée par l'industrie des services, qui emploie environ les trois quarts de la population canadienne. Le Canada possède également un secteur manufacturier important, regroupé dans le Centre du Canada, avec l'industrie automobile qui y joue un rôle particulièrement important. C'est là que l'AETC et ses membres entrent en jeu.

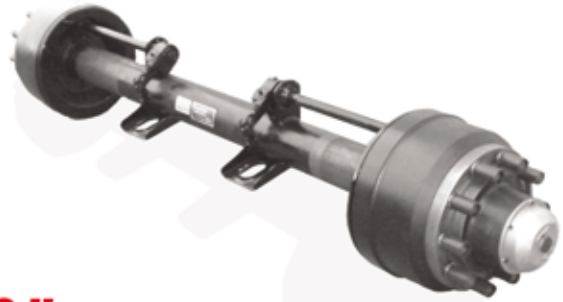
D'un océan à l'autre, les Canadiens ont dû compter sur l'industrie du transport pour conserver leurs emplois et leur approvisionnement de denrées essentielles pour leur vie quotidienne. Le camionnage étant le mode dominant de transport de marchandises au Canada, il a connu sa meilleure année depuis la grande récession des années 2008 et 2009. Les camionneurs de longue distance et régionaux ont trouvé un équilibre entre l'offre et la demande, abandonnant leurs anciennes habitudes de courir après des cargaisons peu rentables et recherchant des tarifs qu'ils n'avaient pas connus depuis le début des années 2000. Ce redressement a aidé de nombreux fournisseurs d'équipement de camions à renouer avec des bénéfices qu'ils n'avaient pas vus depuis un bon bout de temps, et

Suite à la page 11



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Continued from page 9

This year—as many of you know—is a very special year for all of us at the CTEA; this year marks the 50th anniversary of the association, which started back in 1963. I never thought I would ever say this, but the CTEA is as old as me! There have been many movers and shakers in the CTEA, and I have had the privilege of meeting and serving on the board with some of the best people this industry has ever seen.

I start my list of characters with Al Tucker, a great lobbyist for the CTEA; Paul Martin, the only guy who has better jokes than me...but, of course, that was after a few beverages. Peter Zongora and Danny, more beverages and some live entertainment in Gatineau, QC: great memories. Eddy Tschirhart, where would we be without you? (Eddy is retired from the CTEA now, enjoy!). Dave Kell, the perfect spokesman for Alberta. Butch, my old buddy and another intelligent past-president, who brought a lot to the table. John Michel, my mentor, who is so well-spoken, and a better speech writer than me. Don Moore and Lynn Eden, who keep us headed down the straight and narrow; Lynn will retire this year, leaving big shoes to fill. Suzy, Steve, Jeff, David, Gary, Evan, John and, of course, Luc—all great and very diligent people who all volunteer their time to make the CTEA all it can be at 50 years and growing.

To all of the CTEA members, present and past, we should sit back and look at the great association created 50 years ago that is still around to inform and educate its members. I am very honoured to attend the 50-year celebration as the present-president; I have lots of great memories, with lots to come, so join us for the gala evening and the conference in Toronto.

Well, Johnny has stopped singing and Jack Daniels has evaporated from the glass, so it is time to leave you with these words of wisdom: “If you don’t fit in, then you are probably doing the right thing!” Go, Habs, go! ●

Suite de la page 9

il aidera l’AETC a devenir une association encore plus forte pour aller de l’avant, en augmentant le nombre de ses membres d’un océan à l’autre. Le personnel et le conseil d’administration de l’AETC sont là pour aider ses membres à demeurer informés et au courant des règlements provinciaux et fédéraux actuels quand ils prendront force de loi.

Cette année, comme beaucoup d’entre vous le savent, est une année très spéciale pour nous tous et pour l’AETC, car cette année marque le 50^e anniversaire de notre association, qui a vu le jour en 1963. Je n’aurais jamais cru devoir dire cela, mais l’AETC est aussi vieille que moi! Il y a eu de nombreux va-et-vient dans l’AETC, et j’ai eu le privilège de siéger au conseil d’administration et de rencontrer certaines des meilleures personnes que l’industrie n’ait jamais eues.

Je commencerai ma liste de personnalités avec Al Tucker, un talentueux lobbyiste pour l’AETC; Paul Martin, le seul gars qui faisait des blagues meilleures que les miennes...mais bien sûr, c’était après quelques verres. Peter Zongora et Danny, quelques verres et divertissements sur scène à Gatineau, Québec : que de souvenirs! Eddy Tschirhart, où en serions-nous sans toi? (Eddy a maintenant pris sa retraite de l’AETC; profites-en!). Dave Kell,

le parfait porte-parole pour l’Alberta. Butch, mon vieux copain, mon mentor, qui parle si bien et qui est un meilleur rédacteur de discours que moi. Don Moore et Lynn Eden, qui nous ont bien guidés dans tous les méandres; Lynn prendra sa retraite cette année, et elle laissera un poste difficile à combler. Suzy, Steve, Jeff, David, Gary, Evan, John et, bien sûr, Luc; tous d’extraordinaires collaborateurs qui ont consacré leur temps à faire de l’AETC tout ce qu’elle est maintenant à 50 ans, et à la faire grandir encore.

À tous les membres de l’AETC, d’aujourd’hui et d’hier, nous devrions relaxer un peu et penser à cette formidable association créée il y a 50 ans, qui est toujours là pour informer et éduquer ses membres. Je suis très honoré de participer à la célébration de ce 50^e anniversaire en qualité de président en exercice; J’ai énormément de bons souvenirs, et plus encore à venir, alors venez nous rejoindre à la soirée de gala et à la conférence à Toronto.

Voilà; Johnny s’est arrêté de chanter et Jack Daniels s’est évaporé du verre, c’est le moment de vous laisser avec ces quelques mots de sagesse : « Si vous ne cadrez pas dans le décor, vous êtes probablement en train de faire ce qu’il faut! » Go, Habs, go! ●



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CTEA's 50th Anniversary



Don Moore
Executive Director,
CTEA

Le 50^e anniversaire de l'AETC

THIS NOTE SHOULD be getting to you on the eve of the CTEA 50th anniversary Annual Manufacturers' Conference. It's my last shot at convincing you to join us at what promises to be one of our best conferences in those 50 years.

We have, I believe, a pretty strong line-up of educational sessions covering topics of interest for both truck and trailer manufacturing members. We also have some very good keynote speakers and the usual opportunity to network with your peers and suppliers.

Being in Toronto brings us back to central Ontario for the first time in many years. It is one of the more convenient locations to fly to and find accommodations. The venue—the Eaton Chelsea—being in downtown Toronto is nicely located for spouses to take advantage of some sights and shopping, and, of course, there is no shortage of good eating establishments.

I am particularly excited about our banquet, which we are looking to make a little “flashier” than in past years, with the attention being on our 50th anniversary. We'll have some interesting “business items” to take care of at that time, too.

This year's theme, “**GPS Your Future: Gain, Performance, Success**”/ “**GPS Votre Avenir: Gagner, Performance, Succès**”, is meant to reflect our continued confidence in our industry's recovery from the recent economic downturn and excitement regarding our future. So, don't miss it! I'll see you there!

Heavy-Duty GHG regulations

I just want to give you a quick update regarding the new Greenhouse Gas regulations that take effect in the 2014 model year and affect vocational trucks. By the time you read this, the Working Group that I am on will have met face-to-face in Ottawa at least once, and may have had one conference call. The objective of the group is to come up with guidance documentation to help manufacturers and importers understand their obligations under the new regulations. Environment Canada has invited me to be part of the group in order to ensure our industry's needs are met.

Continued on page 14

CE COMMUNIQUÉ DEVRAIT vous parvenir à la veille du 50^e anniversaire de la Conférence annuelle des fabricants de l'AETC. Ceci est mon dernier message pour vous convaincre de venir vous joindre à nous pour ce qui promet d'être l'une de nos meilleures conférences au cours de ces 50 années.

À mon avis, nous avons une assez bonne série de sessions éducatives qui couvre des sujets intéressants pour nos membres, autant les fabricants de camions que ceux de remorques. Nous aurons également d'éminents conférenciers et l'occasion habituelle de tisser des liens avec nos homologues et nos fournisseurs.

Nous retrouver à Toronto nous ramène au centre de l'Ontario pour la première fois depuis de nombreuses années. C'est l'une des destinations les plus commodes pour y venir en avion et y trouver de l'hébergement. Le lieu de la Conférence—Eaton Chelsea—étant au centre-ville de Toronto, est commodément situé pour que les conjoints profitent des visites et du magasinage, et bien sûr, il ne manquera pas de bons restaurants.

Je suis particulièrement impatient de participer à notre banquet, que nous voulons rendre un peu plus « relevé » que lors des années passées, en mettant l'accent sur notre 50^e anniversaire. Nous aurons également quelques « sujet d'affaires » intéressants à traiter à ce moment-là aussi.

Le thème de cette années, « **GPS, Votre avenir, Gagner, Performance, Succès** » (**GPS Your Future: Gain, Performance, Success**), est destiné à affirmer notre confiance indéfectible dans la reprise de notre industrie après la récente récession économique, ainsi que notre enthousiasme dans notre avenir. Alors, ne manquez pas notre Conférence! Je tiens à vous y voir!

Règlements sur les GES pour les véhicules lourds

Je voudrais seulement vous donner une petite mise à jour sur les nouveaux règlements sur les gaz à effet de serre qui entreront en vigueur pour les véhicules de l'année-modèle 2014 et qui toucheront les camions professionnels. Quand vous lirez ceci, le Groupe de travail dont je fais partie se sera réuni en personne à Ottawa au moins une fois, et pourrait avoir tenu un appel conférence. L'objectif de ce groupe est de produire une documentation d'orientation destinée à aider les fabricants et les importateurs à

Suite à la page 14

The bottom line: don't touch the emissions systems or the OEM supplied tires, unless you absolutely need to because, otherwise, you step into a labeling, documentation, reporting and possibly testing "bucket," you may not have anticipated.

Continued from page 13

I have seen the first draft and have already picked up on some issues, but as things progress, I will be looking for input from members on specific issues and will be giving updates, so keep an eye on my newsletter, which usually comes out the first Friday of the month.

As to the regulatory requirements, most of our members will not be significantly affected, other than those that modify the emission systems in any way, including moving components. Also, tires are a consideration, so any changes in tires, including just tire make (tread design) can mean some reporting obligations that you don't currently have, in addition to the need to apply for, and affix, a National Emissions Mark to vehicles you work on.

The bottom line: don't touch the emissions systems or the OEM supplied tires, unless you absolutely need to because,

Continued on page 15

Suite de la page 13

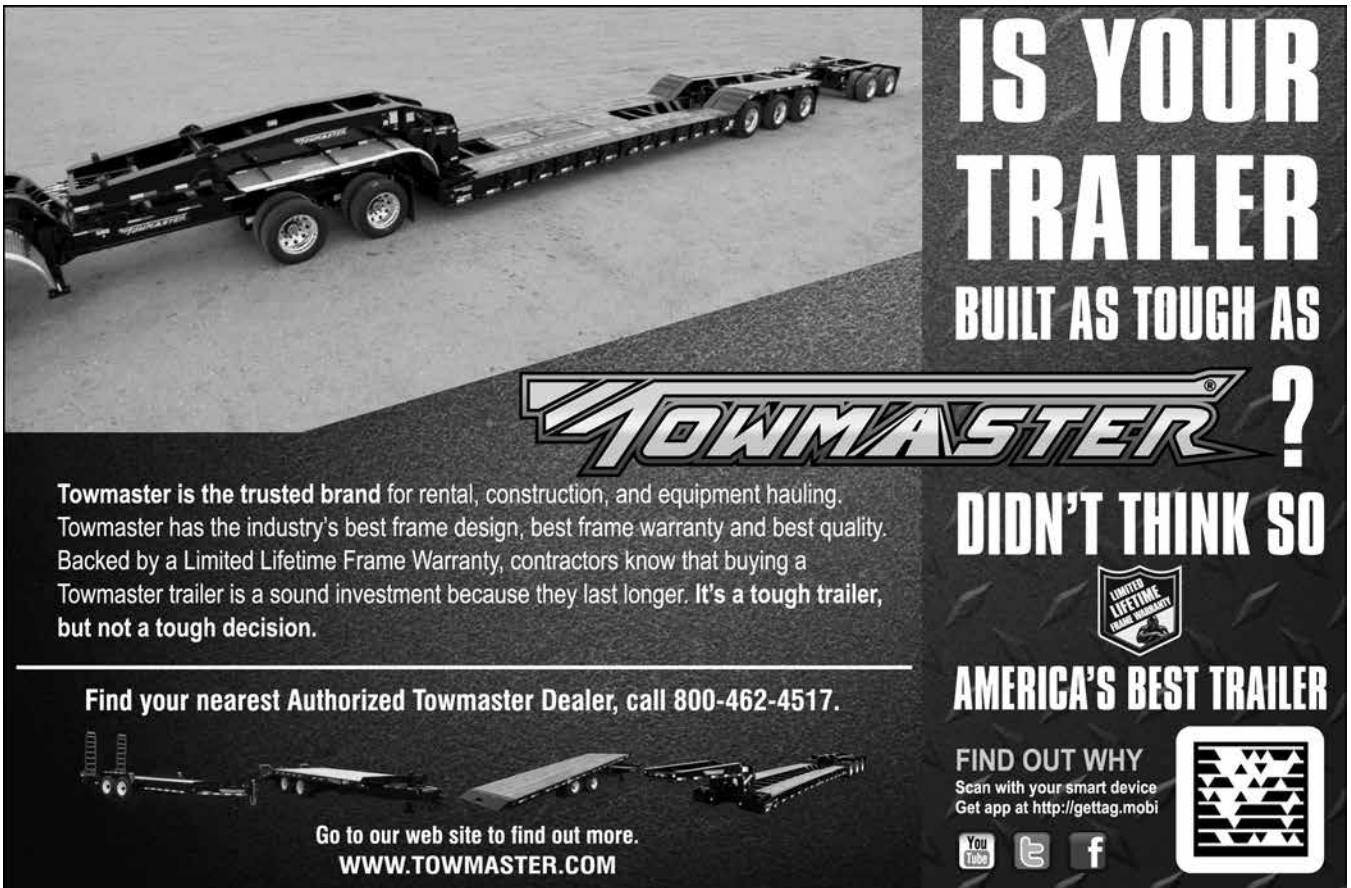
comprendre leurs nouvelles obligations dans le cadre de ces nouveaux règlements. Environnement Canada m'a invité à faire partie de ce groupe afin d'assurer que les besoins de notre industrie soient satisfaits.

J'ai vu la première ébauche et j'ai déjà relevé certains problèmes, mais quand les choses avanceront, je demanderai l'avis des membres sur des questions particulières et je vous tiendrai au courant; alors ne manquez pas mon bulletin, qui sort habituellement le premier vendredi du mois.

En ce qui a trait aux nouvelles exigences réglementaires, elles ne toucheront pas la plupart de nos membres de manière importante, sinon celles qui modifient les systèmes d'émissions d'une manière quelconque, dont les composants mobiles. Les pneus entrent également en jeu; donc, tout changement dans les pneus, dont seulement la fabrication du pneu (conception de la bande de roulement) peut entraîner quelques obligations de rapport que vous n'avez pas actuellement, en plus de devoir demander et d'apposer une marque nationale d'émissions sur les véhicules sur lesquels vous travaillez.

Conclusion : ne touchez pas aux systèmes d'émissions ni aux pneus fournis par le fabricant d'équipement d'origine, à moins que vous deviez absolument le faire; sinon, vous vous lanceriez dans tout un processus d'étiquetage, de documentation, de rapports et d'essais éventuels que vous n'aviez pas prévu. En outre, le changement du PNBV n'est habituellement

Suite à la page 15



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otherwise, you step into a labeling, documentation, reporting and possibly testing “bucket,” you may not have anticipated. Also, changing GVWR typically isn't a problem with our members, but if you move the vehicle into a different class, say, increasing the GVWR Class 7 to Class 8, you will have some reporting, etc., to do, as well.

Capital equipment write-off

The CTEA, as a member of the Canadian Manufacturing Coalition (CMC), has had tremendous success in maintaining a two-year capital write-off in the federal budget for the last three years. This is an ongoing battle—Finance Canada really doesn't like it—but Finance Minister Flaherty has listened to and taken very seriously the argument put forward by the CMC.

I was fortunate to be in a meeting recently with Minister Flaherty and other members of the CMC and was very impressed with the respect that our group gets from him and his department.

This is an example of how lobbying is critical for us, but being a part of an even larger group on issues that affect all business or all manufacturing is very important. The CMC has included a number of our issues within their priority items, and each association has a say in those priorities. It is a system that helps the CTEA serve its membership more effectively.

Well, that's it for now. I hope to see you in Toronto at the conference and wish everyone well. ●

Suite de la page 14

pas un problème pour nos membres, mais si vous faites passer un véhicule dans une classe différente, disons en faisant passer le PNBV de la Classe 7 à la Classe 8, vous allez aussi devoir faire quelques rapports, etc.

Radiation de biens d'équipement

En sa qualité de membre de la Coalition canadienne de fabrication (CMC), l'AEFC a connu un énorme succès dans le maintien de la radiation de biens d'équipement de deux ans dans le budget fédéral au cours des trois dernières années. Ceci est un combat sans fin – Finances Canada ne l'aime vraiment pas du tout – mais le ministre des Finances Flaherty nous a écoutés et pris très au sérieux l'argument présenté par le CMC.

J'ai eu la chance de participer récemment à une réunion avec le ministre Flaherty et d'autres membres du CMC, et j'ai été très impressionné par le respect que le ministre et son ministère nous ont témoigné.

Ceci démontre à quel point les jeux de coulisse sont critiques pour nous, mais faire partie d'un groupe encore plus important sur des questions qui touchent toute la fabrication ou tous les fabricants est très important. Le CMC a inclus plusieurs de nos problèmes dans la liste de ses priorités, et chaque association a son mot à dire au sujet de ces priorités. C'est un système qui aide l'AEFC à servir ses membres encore plus efficacement.

Voilà, c'est tout pour le moment. J'espère vous voir à Toronto à la Conférence, et je vous souhaite tous une bonne journée. ●

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Source: Update on the Status of Splash and Spray Suppression Technology for Large Trucks: Report to Congress March 2000 (NHTSA)

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By / Par Jim Park

Bendix Commercial Vehicle Systems

ESP system – Electronic full stability
 Wingman Advanced – Full safety suite
 AutoVue – Lane departure warning
www.bendix.com/en/products/acb/wingmanadvanced_1.jsp

Meritor Wabco

OnGuard – Collision mitigation
 SmarTrac – Stability Control
 Onlane – Lane departure warning
[www.meritorwabco.com/
 ProductCategory,2,Active-Safety-Systems.aspx](http://www.meritorwabco.com/ProductCategory,2,Active-Safety-Systems.aspx)

A JOKE WENT around the aviation community when fly-by-wire systems emerged years ago. The systems were promoted as so advanced that the plane could fly itself, from take-off to touchdown. Proponents of the electronic flight control systems said crews could be reduced to just a single pilot and a big dog. The dog would be onboard to bite the pilot if he or she tried to touch the controls. The pilot was there to feed the dog on long trips. Such disdain was common among pilots who feared automation would diminish the value of their flying skills.

Similar cynicism rears its head in truck driver circles when discussing automated safety systems for commercial vehicles. Bendix Commercial Vehicle Systems introduced Electronic Stability Control (ESC) systems for heavy trucks in 2005 and, almost immediately, drivers decried the fact that a computer could seize control of the truck's brake and engine systems in order to wrest the truck back from the brink of disaster.

Under normal conditions, stability control systems are invisible to the operator, but the interventions can be quite startling. If there's an intervention, it means the system has detected a situation where pre-programmed thresholds have been exceeded and a stability-related event appears likely. The thing is, the interventions do not happen randomly.

An intervention suggests the driver was operating perilously close to the edge of the envelope. Drivers often argue the thresholds are set too low, while engineers counter that some margin is necessary to prevent calamity. Since manual deactivation of these stability systems is not possible, drivers must modify driving habits to prevent the systems from intervening, thus, reducing the opportunity for calamitous situations to develop.

The systems respond equally well in situations where the truck driver was operating properly but some external circumstance arises, putting vehicle control in jeopardy, such as a driver reacting to a previous crash. Drivers can over-control in emergency situations, but the stability systems can correct for that and keep the truck upright.

Fleet safety managers and insurance companies have embraced these advanced safety systems, and so has government. It is likely that a rule requiring ESC systems on Class 8 trucks will be issued in the United States by NHTSA and the Federal Motor Carrier Safety Administration in the spring of 2014. Transport Canada would likely follow the

Continued on page 21

Systèmes de véhicules commerciaux Bendix

Système ESP – Stabilité électronique complète
 Wingman Advanced – Série de sécurité complète
 AutoVue – Avertissement de sortie de voie
www.bendix.com/en/products/acb/wingmanadvanced_1.jsp

Meritor Wabco

OnGuard – Réduction des collisions
 SmarTrac – Contrôle de la stabilité
 Onlane – Avertissement de sortie de voie
[www.meritorwabco.com/
 ProductCategory,2,Active-Safety-Systems.aspx](http://www.meritorwabco.com/ProductCategory,2,Active-Safety-Systems.aspx)

UNE PLAISANTERIE A circulé dans le monde de l'aviation quand les systèmes de pilotage automatiques ont vu le jour il y a des années. Les systèmes ont été présentés comme tellement avancés que l'avion pouvait se piloter lui-même, du décollage jusqu'à l'atterrissage. Ceux qui préconisaient les systèmes de commandes de vol électroniques disaient que les équipages pouvaient être réduits à un seul pilote et à un gros chien. Le chien serait à bord pour mordre le pilote si celui-ci essayait de toucher aux commandes, et le pilote serait là pour nourrir le chien sur de longs parcours. Un tel dédain était courant parmi les pilotes qui avaient peur que l'automatisation risque de réduire leurs compétences de pilote.

On trouve un cynisme semblable parmi la communauté des chauffeurs de camion quand ils discutent des systèmes de sécurité automatiques pour les véhicules commerciaux. Les Systèmes de véhicules commerciaux Bendix ont lancé des systèmes électroniques de contrôle de la stabilité (SCS) pour les camions lourds en 2005. Presqu'immédiatement, les chauffeurs ont protesté contre le fait qu'un ordinateur pourrait se saisir de la maîtrise des freins et des systèmes du moteur du camion, afin d'empêcher que le camion ne roule vers un désastre.

Dans des situations normales, les systèmes de contrôle de la stabilité sont invisibles au chauffeur, mais leurs interventions peuvent être assez surprenantes. S'il y a une intervention, c'est parce que le système a détecté une situation dans laquelle des seuils préprogrammés ont été dépassés et qu'un risque lié à la stabilité semble probable. Le fait est que les interventions ne se passent pas par hasard.

Une intervention fait présumer que le chauffeur conduisait de manière périlleuse, près du bord de l'enveloppe. Les chauffeurs prétendent souvent que les seuils sont établis trop bas, tandis que les ingénieurs répondent qu'il faut une certaine marge pour prévenir les catastrophes. Étant donné qu'il n'est pas possible de désactiver manuellement ces systèmes de stabilité, les chauffeurs doivent modifier leurs habitudes de conduite pour empêcher les systèmes d'intervenir, réduisant ainsi le risque que des situations désastreuses surviennent.

Les systèmes se comportent également bien dans des situations dans lesquelles le chauffeur du camion conduisait correctement, mais quand certaines circonstances externes sont

Suite à la page 21



Passive Safety Systems

Vehicle safety systems are not all geared toward actively preventing crashes. Many systems now available act in a passive way to monitor vehicle condition—and even driver behavior—to predict danger before some other system is required to intervene to prevent or mitigate a crash.

One popular and inexpensive system is a tire pressure monitoring system (TPMS). While often viewed as a maintenance item, maintaining correct tire pressure is the best way to avoid blowouts that can cause vehicle control problems or, secondarily, prevent tire debris from becoming a road hazard.

“You don’t go from properly inflated to a blowout instantaneously, unless you hit something on the highway,” says Curtis Decker, manager of product development at Continental Tire. “We estimate that about 80 per cent of roadside tire failures are a direct result of creeping air loss.”

In other words, 80 per cent of blowouts could be prevented if tires were kept properly inflated. TPMS, and, in the case of trailers, automatic tire inflation systems, can detect or remedy low-pressure situations, thus preventing a large percentage of the explosive tire failures that occur each year.

Since driver behaviour is difficult to monitor from a distance, various reporting systems can now send messages to safety managers, alerting them of a driver’s problems. The most common are hard-braking events—a sudden hard application of the brakes, often caused by not leaving an adequate distance between vehicles.

Lane departure warning systems alert drivers who may be drifting out of their lane, risking a potential side-swipe crash or a run-off-the-road incident. Alerts can be sent back to safety managers, as well. According to PeopleNet Canada, fleets using lane departure systems for over 1.3 billion combined miles have reported, on average, a 75 per cent decrease in lane-departure accidents.

Meritor Wabco recently announced that its lane departure warning system, On Lane, now offers critical event video capture.

Other on-board passive safety systems include fatigue-monitoring devices that detect driver drowsiness, electronic brake stroke monitors that detect when the pushrod stroke is at or beyond its adjustment limit, and pavement sensors that can alert drivers to the presence of ice on the roadway.

Systèmes de sécurité passive

Les systèmes de sécurité des véhicules ne sont pas tous prévus pour prévenir activement les accidents. De nombreux systèmes actuellement disponibles agissent comme un moyen passif pour contrôler l’état du véhicule, et même le comportement du chauffeur, afin de prévoir le danger avant qu’un autre système doive intervenir pour prévenir un accident ou en atténuer les effets.

Un système populaire et bon marché est un système de contrôle de la pression des pneus (TPMS). Bien que cela soit souvent perçu comme un moyen d’entretien, maintenir une bonne pression des pneus est la meilleure manière de prévenir des éclatements qui peuvent poser des problèmes de maîtrise du véhicule ou, effet secondaire, empêcher des débris de pneu de devenir un danger sur la route.

« On ne passe pas instantanément d’un pneu correctement gonflé à un éclatement, à moins d’avoir frappé quelque chose sur la route, » a déclaré Curtis Decker, directeur du développement des produits chez Continental Tire. « Nous estimons qu’environ 80 pour cent des défaillances de pneus sur la route sont la conséquence directe d’une fuite d’air lente. »

En d’autres termes, 80 pour cent des éclatements pourraient être évités si les pneus étaient maintenus correctement gonflés. Le TPMS, et dans le cas des remorques, les systèmes de gonflage automatique des pneus, peuvent détecter et corriger des situations de basse pression, évitant ainsi un grand pourcentage des défaillances de pneu par éclatement qui se produisent chaque année.

Étant donné que le comportement du chauffeur est difficile à contrôler à distance, divers systèmes de signalement peuvent maintenant transmettre des messages aux gestionnaires de la sécurité, les alertant d’un problème avec un chauffeur. Le plus courant est un freinage énergique, soit une pression brutale sur la pédale des freins, souvent causé pour ne pas avoir laissé une distance adéquate entre les véhicules.

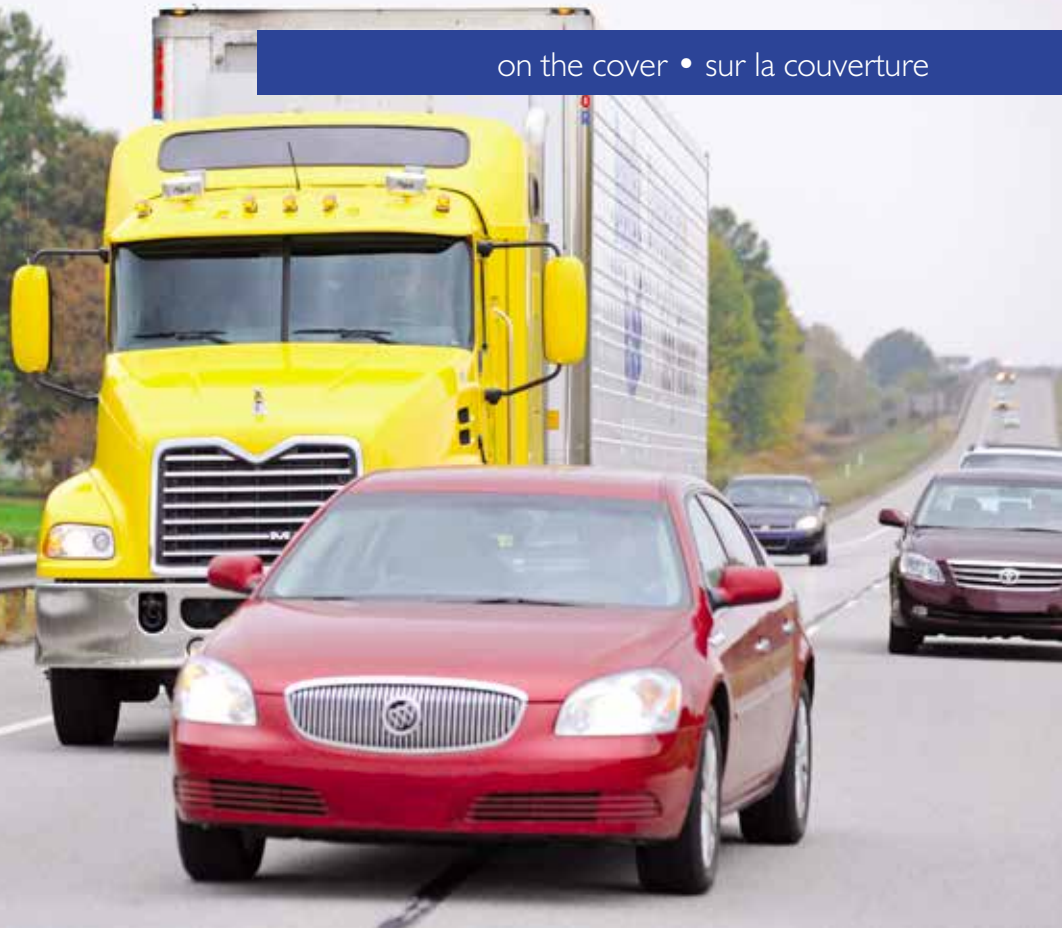
Les systèmes d’avertissement de sortie de voie avertissent le chauffeur qu’il est peut-être en train de sortir de sa voie, risquant un accident par une embardée latérale ou une sortie de route. Les alertes peuvent également être transmises aux gestionnaires de la sécurité. Selon PeopleNet Canada, les parcs de véhicules qui utilisent des systèmes d’avertissement de sortie de voie sur plus de 1,3 milliard de milles combinés ont signalé, en moyenne, une baisse de 75 pour cent d’accidents par sortie de voie.

Meritor Wabco a récemment annoncé que son système d’avertissement de sortie de voie, On Lane, offre maintenant une saisie vidéo des événements critiques.

Les autres systèmes de sécurité passive à bord comprennent des dispositifs de contrôle de la fatigue qui détectent la somnolence du chauffeur, des contrôleurs électroniques de course de frein qui détectent quand la course du poussoir est à sa limite de réglage ou au-delà, et des détecteurs de chaussée qui peuvent avertir le chauffeur de la présence de glace sur la route.

Full stability control monitors truck body position on three axis, monitors following distance and senses steering wheel position and wheel lock-up to ensure dynamic thresholds are not exceeded.

Le contrôle de la stabilité complète surveille la position de la carrosserie du camion sur trois axes, contrôle la distance entre véhicules et détecte la position du volant de direction et le blocage des roues pour assurer que les seuils dynamiques ne soient pas dépassés.



Continued from page 19

American lead. Like seatbelts, ESC will become a non-delete safety item.

Jokes and cynicism aside, these active safety systems work. Speaking at the 2013 annual meeting of the American Trucking Associations' Technology and Maintenance Council (TMC), Randall Mullett, vice-president of government relations and public affairs for Con-way, Inc. described how such technologies had dramatically reduced the frequency of certain crash scenarios in his fleet. In a year-to-year comparison from January 2011 to December 2012, Mullett provided the following incident reduction results:

- Lane departure: down 2.9 per cent;
- Improper lane change: down 49 per cent;
- Unsafe speed: down 53 per cent;
- Unsafe following distance: down 63 per cent;
- Roll-over: down 53 per cent; and
- Rear-end collision: down 87 per cent.

"The return on investment is there," says TJ Thomas, director of marketing and customer solutions for the Bendix Controls group. "It becomes pretty clear pretty fast that the systems pay for themselves in terms of the capital investment, as well as the societal and human costs of traffic accidents."

How it works

These advanced safety systems, produced by Bendix and Meritor Wabco, react to input received by various sensors onboard the vehicle and make automatic, strategic brake applications while throttling down the engine.

Continued on page 22

Suite de la page 19

survenues, ce qui a mis le contrôle du véhicule en danger, comme un chauffeur qui réagit en fonction d'un accident antérieur. Les chauffeurs peuvent sur-contrôler en cas d'urgence, mais les systèmes de stabilité peuvent corriger cela et maintenir le camion d'aplomb sur la route.

Les gestionnaires de la sécurité des parcs de camions et les compagnies d'assurance, ainsi que le gouvernement, ont bien accueilli ces systèmes de sécurité avancés. Il est probable qu'un règlement exigeant des systèmes SCS sur les camions de Classe 8 entrera en vigueur aux États-Unis au printemps 2014, sur intervention de la NHTSA et de la *Federal Motor Carrier Safety Administration*. Transports Canada suivra probablement la voie des Américains. Tous comme les ceintures de sécurité, les systèmes SCS deviendront une mesure de sécurité à ne pas supprimer.

Blagues et cynisme à part, ces systèmes de sécurité active fonctionnent. Parlant à l'assemblée annuelle de 2013 du Conseil de la technologie et de la maintenance (CTM) de l'Association américaine de camionnage, Randall Mullett, vice-président des relations avec les gouvernements et des affaires publiques pour Con-way Inc. a décrit comment ces technologies avaient radicalement réduit la fréquence de certains scénarios d'accident dans son parc. En faisant une comparaison annuelle de janvier 2011 à décembre 2012, Mullett a donné les résultats de réduction d'incidents suivants :

- Sortie de voie : moins 2,9 pour cent;
- Changement de voie incorrect : moins 49 pour cent;
- Vitesse dangereuse : moins 53 pour cent;

Suite à la page 23

Used in conjunction with “adaptive cruise control,” the system can maintain a prescribed following distance—usually two to three seconds—from a vehicle ahead of the truck.

Continued from page 21

The forward collision mitigation technology uses radar to detect the presence of metallic objects, like cars, in front of the truck. It can supply a driver alert at an early detection point, and if the driver does not respond to the alert, either by reducing speed or turning, the system can apply the brakes and bring the vehicle almost to a stop, or reduce the vehicle’s speed significantly prior to a collision if avoidance is not possible.

Used in conjunction with “adaptive cruise control,” the system can maintain a prescribed following distance—usually two to three seconds—from a vehicle ahead of the truck. If the following time diminishes, the system alerts the driver or intervenes by decelerating the vehicle using throttle, engine brakes and wheel brakes. Meritor Wabco calls its collision mitigation system OnGuard and markets the system as a stand-alone option.

Bendix markets its collision mitigation technology within a suite of safety systems called Wingman Advanced. The Bendix collision mitigation systems works similarly to OnGuard, but is integrated with an electronic full-stability control system that works to prevent both roll-overs and yaw stability situations.

Wingman Advanced uses a collection of lateral, vertical and longitudinal accelerometers to detect changes in vehicle orientation in conjunction with sensors to detect steering wheel position, wheel lock-up, brake application pressure, throttle position and others. The result is a series of input values that a processor unit can use to determine if the vehicle is approaching or exceeding a set of pre-programmed thresholds. If these thresholds are breached, the system reacts by applying brakes at individual wheels in order to regain stability, decelerating the engine to reduce momentum, and helping the driver regain control by sensing which direction the driver is steering to avoid the problem.

Together, all the technologies within Wingman Advanced can almost eliminate what could be called “normal” rear-end, jackknife or roll-over events. If a collision ensues despite system interventions, the force of the crash can be greatly reduced through pre-impact braking, etc.

Continued on page 24



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Suite de la page 21

- Distance entre véhicules dangereuse : moins 63 pour cent;
- Tonneaux : moins 53 pour cent; et
- Collisions par l'arrière : moins 87 per cent.

« Le rendement sur l'investissement est bien présent », a déclaré T.J. Thomas, directeur du marketing et des solutions pour les clients pour le groupe de Contrôles Bendix. « Il devient bien clair et plus rapide encore que les systèmes se remboursent en termes d'investissement, ainsi qu'en termes de coûts humains et pour la société des accidents de la route. »

Comment fonctionnent ces systèmes?

Ces systèmes de sécurité avancés, produits par Bendix et Meritor Wabco, réagissent aux données reçues à partir de divers capteurs à bord du véhicule et effectuent des freinages stratégiques, tout en faisant rétrograder le moteur.

La technologie de réduction des collisions par l'avant utilise le radar pour détecter la présence d'objets métalliques, comme des voitures, en avant du camion. Elle peut alerter le chauffeur à l'avance et, si le chauffeur ne réagit pas à l'avertissement, soit en réduisant la vitesse, soit en virant, le système peut effectuer un freinage et pratiquement arrêter le véhicule, ou réduire suffisamment la vitesse du véhicule avant une collision, s'il n'est pas possible d'éviter celle-ci.

Utilisé conjointement avec le « régulateur de vitesse adaptatif », le système peut maintenir une distance prescrite entre véhicules, habituellement entre deux et trois secondes, d'un véhicule en avant du camion. Si le temps entre les véhicules diminue, le système avertit le chauffeur ou intervient en ralentissant le véhicule en utilisant la commande des gaz, le frein-moteur et les freins sur roues. Meritor Wabco appelle son système de réduction des collisions OnGuard et le commercialise comme une option autonome.

Bendix commercialise sa technologie de réduction des collisions en une série de systèmes de sécurité appelée

Suite à la page 24

Utilisé conjointement avec le « régulateur de vitesse adaptatif », le système peut maintenir une distance prescrite entre véhicules, habituellement entre deux et trois secondes, d'un véhicule en avant du camion.

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Continued from page 22

Meritor Wabco's SmartTrac system combines anti-lock brakes, automatic traction control, electronic stability control (yaw sensing) and roll stability control. It functions in basically the same way as the Wingman Advanced system—though there are proprietary differences in the systems.

Lane departure warning systems offered by Bendix (AutoVue), Meritor Wabco (OnLane) and others, use camera-based detection systems that follow lane markers and sophisticated software to alert drivers to deviations in the lane position. The systems respond to the activation of a turn signal, temporarily disabling the alert if the driver has signaled intentions to change lanes, and they are optimized to reduce false alarms, which drivers found terribly annoying in early generations of these systems.

And on a final note, we can't overlook air disc brakes as advanced safety systems. The recent changes to heavy truck stopping distance regulations were met by advanced drum brakes, which use larger friction surfaces, but in all cases, drum brakes can still suffer from brake fade. That's where the drum expands away from the friction material as it gets hotter with continuous use. That can be a huge safety concern in some sectors.

Air disc brakes do not fade as they get hotter. The rotor expands and decreases the clearance with the pads, meaning they actually perform better when they are really hot. If stopping distance is a concern in severe applications, air disc brakes should definitely be considered.

Industry uptake

Both Bendix and Meritor report sales of advanced safety systems are nearly doubling year-over-year as real-world accounts of their effectiveness make their way around the industry. Peer-to-peer recommendations, Thomas says, are very powerful marketing tools.

So far, the vast majority of the systems have been placed into service on long-haul trucks. There has been less uptake in local markets on smaller trucks but the systems are available and the value proposition really speaks for itself.

"If the body builder has an opportunity to influence the spec of the truck, they also have an opportunity to promote the safety capability on their configured vehicle," says Jon Morrison, Meritor Wabco president and general manager. "There's the safety side and the business side of the equation. These systems can add value and content for the second- or final-stage manufacturer."

That may all be moot if the anticipated stability control system mandate occurs early next year, but that still leaves value-added systems, like lane departure warning, air disc brakes, TPMS and others, to offer customers that might not be familiar with all that is available on heavy and medium truck chassis today. ●

Jim Park is a freelance technical writer specializing in trucking. He contributes regularly to Today's Trucking, Heavy Duty Trucking and other industry publications. He can be reached via e-mail at j.park@sympatico.ca.

Suite de la page 23

Wingman Advanced. Les systèmes de réduction des collisions de Bendix fonctionnent comme les OnGuard, mais sont intégrés dans un système de contrôle électronique de stabilité complète qui fonctionne pour prévenir des tonneaux et des situations de stabilité en lacet.

Le système Wingman Advanced utilise une série d'accéléromètres latéraux, verticaux et longitudinaux pour détecter des changements dans l'orientation du véhicule, ainsi que des capteurs pour détecter la position du volant de direction, du blocage des roues, de la pression du freinage, de la position de la commande des gaz et autres. Cela produit une série de données qu'un processeur peut utiliser pour déterminer si le véhicule approche ou dépasse un ensemble de seuils préprogrammés. Si ces seuils sont dépassés, le système réagit en freinant chaque roue afin de récupérer la stabilité, en rétrogradant le moteur pour réduire l'élan et en aidant le chauffeur à reprendre la maîtrise en détectant dans quelle direction le chauffeur tourne le volant pour éviter le problème.

Ensemble, toutes les technologies dans le système Wingman Advanced peuvent pratiquement éliminer ce qui pourrait être appelé « normalement » une collision par l'arrière, une mise en portefeuille ou un tonneau. Si une collision a lieu malgré les interventions du système, la force de l'impact peut être largement réduite par un freinage avant l'impact, etc.

Le système SmartTrac de Meritor Wabco réunit les freins antiblocage, l'antipatinage automatique, le contrôle électronique de la stabilité (détection du lacet) et le contrôle de la stabilité en roulis. Il fonctionne fondamentalement comme le système Wingman Advanced, bien qu'il y ait des différences commerciales dans les systèmes.

Les systèmes d'avertissement de sortie de voie offerts par Bendix (AutoVue), Meritor Wabco (OnLane) et d'autres, utilisent des systèmes de détection à caméra qui suivent les repères de voie et un logiciel sophistiqué pour avertir le chauffeur s'il sort de la voie. Les systèmes réagissent à l'activation d'un clignotant, désactivant temporairement l'avertissement si le chauffeur a signalé son intention de changer de voie, et ils sont optimisés pour réduire les fausses alarmes, que les chauffeurs trouvaient terriblement ennuyeuses dans les premières générations de ces systèmes.

Pour terminer, nous ne pouvions pas oublier de mentionner les freins à disques pneumatiques comme systèmes de sécurité avancés. Les freins à tambour avancés se sont conformés aux changements récents dans les règlements sur les distances d'arrêt des camions lourds; ces freins utilisent des surfaces de friction plus grandes, mais dans tous les cas, les freins à tambour peuvent encore souffrir d'une perte d'efficacité, soit lorsque le tambour s'écarte du matériau de friction quand il devient plus chaud lors d'un usage continu. Ceci peut devenir un énorme problème de sécurité dans certains secteurs.

Les freins à disque pneumatiques ne s'évanouissent pas quand ils deviennent chauds. Le rotor se dilate et réduit le jeu avec les patins, ce qui signifie qu'ils fonctionnent

Suite à la page 25

Suite de la page 24

en fait mieux quand ils sont vraiment chauds. Si la distance d'arrêt est un problème dans des utilisations intensives, les freins à disques pneumatiques devraient absolument être envisagés.

Montée de l'industrie

Bendix et Meritor déclarent que les ventes des systèmes de sécurité avancés doublent pratiquement d'une année à l'autre, car les rapports sur leur efficacité sur la route font leur chemin dans l'industrie. D'après Thomas, les recommandations entre homologues sont des outils de marketing très puissants.

Jusqu'à maintenant, la grande majorité des systèmes ont été mis en service sur des camions à longue distance. Il y a eu moins de reprises dans des marchés locaux sur des camions plus petits, mais les systèmes sont disponibles et la proposition de valeur se passe vraiment de commentaires.

« Si le fabricant de carrosseries à l'occasion d'influencer les spécifications du camion, il a également une occasion de promouvoir la sécurité de son véhicule configuré, » a déclaré Jon Morrison, président et directeur général de Meritor Wabco. « Il y a le côté sécurité et le côté commercial de l'équation. Ces systèmes peuvent ajouter de la valeur et du contenu pour le fabricant du second et du dernier niveau. »

Tout ceci pourrait n'être qu'une hypothèse si le mandat sur les systèmes de contrôle de la stabilité prévus n'est effectif qu'au début de l'année prochaine, mais cela laisse encore des systèmes à valeur ajoutée, comme l'avertissement de sortie de voie, les freins à disques pneumatiques, le système de surveillance de la pression des pneus et autres, à offrir aux clients qui ne connaîtraient pas tout ce qui est offert aujourd'hui sur les châssis des camions lourds et moyens. ●

Jim Park est un rédacteur technique pigiste spécialisé dans le camionnage. Il écrit régulièrement dans Today's Trucking, Heavy Duty Trucking et d'autres publications de l'industrie. On peut le rejoindre par courriel à j.park@sympatico.ca.

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Communicating with Ethics: Anti-Spam Legislation Blasts E-Blasts

Find out how this legislation might affect your business' or association's operations and bottom line.

Par Chadd Cawson

Communiquer avec éthique : la législation anti-pourriel pulvérise les pollupostages électroniques

Voyez comment cette législation pourrait affecter la base et l'exploitation de votre entreprise ou votre association.



IN THE WORLD of business, whether you are in the transportation industry or otherwise, it is a long road to having good ethics. We live in a world of supply and demand and goods and service. And when a business wishes to advertise those goods and services, much like on the road, there is a certain etiquette one must follow. The *Canadian Anti-Spam Law* (CASL) will definitely ensure this. While spamming is considered an easy way to reach a broad range of people, it does not shine a positive light on the organizations doing it, especially when they come in the form of e-mails without an opt-out mechanism or don't even state exactly who the sender is.

Recent statistics have shown that the cost of spam is in the area of over \$100 billion worldwide every year. The G8 countries—The Republic of Germany, Italy, France, Japan, Russia, the United Kingdom, the United States and Canada—have mostly all reacted to this. Canada is the only country, at present, without an Anti-Spam law in full effect.

Brian Bowman, who specializes in privacy law at Pitblado, LLP, believes that from the pressure the consumer put onto the government, and what spamming has cost both individuals and businesses in the past, is what began to set this legislation in place.

“Spamming is a problem that affects real people every day,” says Bowman. “There was a pressure from the voters to lawmakers to find a way to combat this.”

The CASL was passed by parliament in December 2010 but it has not yet been proclaimed, which means it simply is not yet in full force, but Bowman expects it to be enforced by either late 2013 or early next for sure, and that is to be considered the toughest anti-spam law in the world. To get an idea of what this legislation being in full force will look like, it could mean fines up to \$10 million per infraction for businesses, and \$1 million per infraction for individuals. An infraction relates to each day, meaning the amount of spamming done in the course of 24 hours.

“Two days of spamming would be \$20 million and so on,” says Bowman. “Now the \$1 million and \$10 million would be maximum fines, and would really only affect organizations disregarding this legislature altogether, but nonetheless could really add up.”

This legislation will have the same affect on the transportation industry as any other—not more, not less. According to Bowman, it all comes down to what your current practices are, and that you are abiding by the privacy law. For some businesses, this will mean some significant planning in how they get their communication across. Things that will need to be considered are budget, IT, marketing, membership recruitment and retention communications, and how to get out things like newsletters, directories and meeting attendance lists.

“Above board businesses won't have to alter their way of doing things too much, while others will require a lot of due diligence,” says Bowman. “The two key obligations businesses will have to follow through on is to get consent before they can send specific messages, as well as to include certain information, such as an unsubscribe mechanism.”

Once in full force, the CASL will affect e-mail, SMS or text messages and social media. With that being said, according to

Continued on page 30

DANS LE MONDE des affaires, que vous soyez dans l'industrie du transport ou dans une autre, il y a du chemin à faire pour parvenir à une bonne éthique. Nous vivons dans un monde d'offre et de demande et de biens et de services. Quand une entreprise veut publiciser ses biens et ses services, elle doit suivre une certaine étiquette et la *Loi canadienne anti-pourriels* (LCAP) va assurément assurer cela. Si le pollupostage est vu comme un moyen facile d'atteindre un grand nombre de lecteurs, il ne donne pas une belle image des organisations qui le pratiquent, surtout quand ces pollupostages sont sous la forme de pourriels sans mécanisme de blocage ou quand ils ne citent même pas exactement qui est l'envoyeur.

Des statistiques récentes ont révélé que le coût du pollupostage est de plus de 100 milliards \$ chaque année dans le monde. Les pays du G8, l'Allemagne, l'Italie, la France, le Japon, la Russie, le Royaume-Uni, les États-Unis et le Canada, ont pour la plupart réagi à cela. Pour le moment, le Canada est le seul pays à ne pas avoir une loi anti-pollupostage entièrement en vigueur.

Brian Bowman, qui se spécialise dans la législation sur la vie privée chez Pitblado LLP, croit que la pression que les consommateurs ont exercée sur le gouvernement et ce que le pollupostage a coûté aux particuliers et aux entreprises ont commencé à mettre cette législation en place.

« Le pollupostage est un problème qui touche le vrai monde chaque jour, » a déclaré Bowman. « Il existe une pression des électeurs sur les législateurs pour trouver un moyen de le combattre. »

La LCAP a été votée par le parlement en décembre 2010, mais elle n'a pas encore été proclamée, ce qui signifie simplement qu'elle n'est pas encore entièrement en vigueur, mais Brian Bowman s'attend à ce qu'elle entre en vigueur à la fin de 2013 ou certainement tôt l'année prochaine, et qu'elle sera considérée la loi anti-pollupostage la plus sévère au monde. Pour avoir une idée de ce que cette législation aura l'air quand elle sera en vigueur, elle pourrait entraîner des amendes jusqu'à 10 millions \$ par infraction pour les entreprises, et 1 million \$ par infraction pour les particuliers. Une infraction couvre chaque journée, c'est-à-dire le nombre de pollupostages effectués en 24 heures.

« Deux jours de pollupostage coûteraient 20 millions \$, etc. », a déclaré Bowman. « Maintenant, les amendes de 1 million \$ et de 10 millions \$ seraient des amendes maximales et affecteraient réellement les organisations indépendamment de cette législation, mais elles pourraient réellement s'ajouter. »

Cette législation aura le même effet sur l'industrie du transport que sur les autres, ni plus, ni moins. Selon Bowman, cela tient à ce que sont vos pratiques actuelles et si vous vous conformez à la loi sur la vie privée. Pour certaines entreprises, cela signifiera une planification importante sur la manière de diffuser leurs communications. Il faudra tenir compte du budget, de la technologie de

Suite à la page 30

Continued from page 30

“It will require creativity with what makes sense for their business when complying with this new law,” says Bowman. “It will be a good way to see organizations turn their compliance into interesting marketing campaigns.”

For a lot of businesses, this could allow them to rise like a phoenix from the ashes, as they embrace this opportunity to demonstrate and show respect for their customers with good, sound ethical purposes. Once the Canadian Anti-Spam Law goes into full force, it will then be illegal to send an e-mail requesting consent.

“Scrubbing the contact list through the lens of this law is the first thing they should do,” says Bowman. “Even getting consent is a form of spamming, and it should be done before the legislation goes into place.”

Bowman encourages those seeking more information to watch one of the two to three minute videos offering information on this legislation at www.pitblado.com.

It is inevitable that for many businesses and organizations, the way they communicate and advertise will have to change, and this can weigh heavy, but Bowman has advice to lighten the load.

“Don’t wait for the law to come to force; don’t wait. Take the proper steps now to save yourself time, stress and money.” ●

For more information on CASL, visit www.fightspam.gc.ca/eic/site/030.nsf/eng/home.

Suite de la page 30

- livrer un produit, un bien ou un service que le récipiendaire a le droit de recevoir en vertu des termes et des conditions d’une réaction antérieure.

Si la LCAP s’applique et s’il n’y a pas d’exemption de consentement, l’expéditeur devra déterminer si un consentement à recevoir un message peut être implicite ou si un consentement explicite est nécessaire. Pour obtenir ce qui est considéré un consentement explicite, l’expéditeur doit expliquer la raison pour laquelle il recherche un consentement et fournir d’autres renseignements, tels que le nom de l’expéditeur et le mécanisme de désabonnement mentionné plus tôt. Le second ensemble de circonstances dans lesquelles un consentement implicite est adéquat est lorsqu’une « relation non commerciale » existe déjà entre l’expéditeur et le récipiendaire.

Le pollupostage étant connu comme l’un des moyens les plus efficaces et meilleur marché pour rejoindre le public, il amènera les organisations à réfléchir hors de la boîte, ou de la remorque, pour celles qui sont dans l’industrie du transport.

« Il faudra de la créativité dans ce qui est logique pour les entreprises quand il faudra se conformer à cette nouvelle loi, » a déclaré Bowman. « Ce sera un bon moyen pour voir les organisations tourner leur besoin de conformité en des campagnes de marketing intéressantes. »

Suite à la page 32

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Suite de la page 31

Cela pourrait permettre à de nombreuses entreprises de renaître comme un phénix de ses cendres si elles saisissent cette occasion de démontrer le respect qu'elles portent

à leurs clients avec un bon sens de l'éthique. Quand la *Loi canadienne anti-pollupostage* entrera entièrement en vigueur, il deviendra alors illégal d'envoyer un courriel pour demander un consentement.

« Scruter les listes des contacts à la lumière de cette loi est la première chose qu'il faudra faire, » a déclaré Bowman. « Même acquiescer un consentement est une forme de pollupostage, et il faudra le faire avant que la loi entre en vigueur. »

Bowman invite tous ceux qui recherchent davantage de renseignements à regarder une des vidéos de deux ou trois minutes qui offre des renseignements sur cette législation à www.pitblado.com.

De nombreuses entreprises et organisations devront inévitablement changer leur manière de communiquer et de publiciser, et cela pourrait être lourd, mais Bowman a des conseils pour alléger le fardeau.

« N'attendez pas que la loi devienne en vigueur, n'attendez pas! Prenez les bons moyens maintenant pour gagner du temps et de l'argent et vous épargner des inquiétudes. » ●

Pour de plus amples renseignements sur la LCAP, visitez www.fightspam.gc.ca/eic/site/030.nsf/eng/home.



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Pulling Out All the Stops: Air Disc Brakes

Advanced technology, growing popularity

By Gary Ganaway

From tire pressure and temperature monitoring systems to electronic stability control, today's commercial vehicle industry equips fleets and drivers with more advanced, high-performing, and efficient technologies than ever before. And when it comes to braking systems—a vehicle's most high-profile piece of safety equipment—there is growing interest in the benefits of air disc brakes, a long-established technology that's making new inroads in the North American trucking industry.



The Bendix® ADB22X™ model, shown here with an aluminum hub and splined disc®, is a lightweight air disc brake package that reduces total wheel-end weight, provides fast and easy pad replacement, offers long brake life, and provides the greatest stopping power available in the marketplace.

Turning air pressure into stopping power

Air disc brakes (ADB) work by converting air pressure into braking force. When the foot brake is applied, air from the vehicle brake system enters the service brake chamber, initiating a mechanical process that forces a pair of clamping brake pads onto the wheel rotor. This clamping action applies braking force to the wheel. Releasing the foot brake releases the pressure in the service brake chamber, allowing the air disc brakes to return back into a neutral, non-braked position.

The non-braked position is mechanically controlled by a brake adjuster mechanism, which also operates automatically, compensating for rotor and brake pad wear and keeping the running clearance constant.

These mechanical and operational characteristics of air disc brakes give ADBs several advantages over drum brakes.

Air disc brakes have the edge

The ability of air disc brakes to resist fade is one key advantage. Fade occurs when a braking system exceeds the amount of heat it can retain—its thermal capacity. The hotter a drum brake gets during heavy usage—sustained downhill braking, for instance—the less efficient it is, and the more it can exhibit the reduced performance known as fade.

The thermal capacity of drum brakes is much less than the thermal capacity of air disc brakes, which are internally vented and much more efficient at dissipating heat. This means ADBs are much less prone to brake fade and can maintain high braking performance, even in demanding conditions. Air disc brakes outperform drum brakes from 60 mph stops, and as speed increases—and more heat is generated—disc brakes perform increasingly better compared to drum brakes.

Larger, high performance drum brakes do exhibit less fade than

ordinary drum brakes, but they still fall short of air disc brake performance levels.

Air disc brakes also have an efficiency advantage in their actuating mechanism, which is designed for minimal lag between brake actuation and release, known as hysteresis. Additionally, there is improved side-to-side performance consistency between left and right brakes.

As OEs, fleets, and drivers have explored the technology, they have discovered that in addition to the improved performance, they like the more car-like feel and experience of air disc brakes, as well.

Off the road, ADBs offer a significant maintenance benefit in the form of reduced service time. Once a vehicle's wheels are removed, technicians can replace disc brake pads in one-quarter of the time it takes to replace drum brake shoes and linings. Air disc brake linings also have a longer performance life, with many ADB-equipped line haul tractors logging a million miles between pad changes.

Attracting attention

With more than 80 per cent of the heavy truck market share, air disc brakes are by far the industry-leading braking system in Europe. By comparison, ADBs represent less than 10 per cent of the Class 8 market in North America, and are popularly associated with niche applications such as buses, motorcoaches, and fire trucks.

However, adoption of air disc braking systems for over-the-road applications is growing rapidly in North America. This is due, in part, to the evolution of commercial vehicles, which is resulting in increased demands for braking performance and safety. For example, design changes have made trucks more aerodynamic. Drivetrain losses have decreased significantly and tire rolling resistance has improved considerably. As these kinds of advances occur, brake systems must work harder. More and more, the industry is

turning to the modern air disc brake to meet the demands.

Bendix Spicer Foundation Brake began producing the Bendix® ADB22X™ air disc brake in 2005. A few years later, from 2009 to 2010, Bendix saw demand for these advanced braking systems grow by nearly 120 per cent.

In the United States, industry-wide interest in the systems has also been driven in part by the National Highway Traffic Safety Administration's federal Reduced Stopping Distance (RSD) mandate, which legislated a 30 per cent stopping distance reduction from 60 mph for most three-axle tractors manufactured after August 2011. Stopping distance for these vehicles is now 250 feet. Phase two of the RSD legislation, aimed at tractors with two axles as well as severe service tractors with Gross Vehicle Weight Ratings between 59,600 lbs. and 70,000 lbs., took effect August 1, 2013.

Bendix added a new assembly line in 2011 to meet this increased demand, and reached the quarter-million unit production milestone in early 2012. Just one year later, the company surpassed the 400,000-unit mark—an increase of more than 60 per cent.

Also in 2011, the ADB22X attained standard position on the steer axle of all Peterbilt® Motors Company Class 8 truck models, yet another strong indicator of air disc braking as an accepted leading-edge technology.

The growth has been dramatic as fleets and drivers continue to seek improvements in safety, performance and cost of ownership. Air disc braking systems offer solutions that meet, and exceed, the needs of an ever-changing industry. ●

Gary Ganaway is director of marketing and global customer solutions for Bendix Spicer Foundation Brake LLC, Elyria, OH, and Kalamazoo, MI, with a manufacturing facility in Bowling Green, KY.

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All About the Body



An assortment of core and skin materials for composite panels.

By Tyler Jaeger

COMPOSITE SANDWICH PANELS

are revolutionizing the transportation manufacturing industry. Sandwich panel manufacturers provide their customers with a product that is lighter, stronger, more durable, and has shorter assembly times. They allow manufacturers to provide their customers with a superior product, while lowering labour costs. Although composites have been used in a wide variety of applications for more than 40 years, recent advances in available materials provide promising benefits to manufacturers.

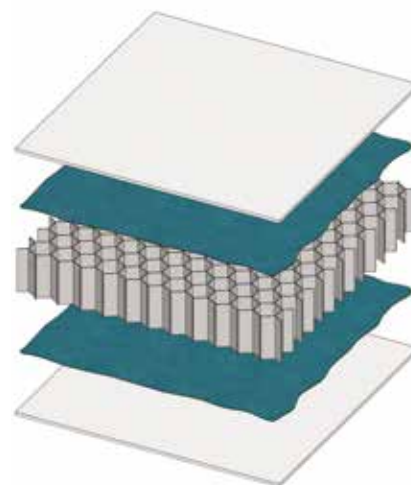
Properly designed sandwich panels can be engineered to provide lightweight, high strength alternatives to traditional materials such as aluminum and steel. This translates into lighter construction, resulting in higher payloads and the reduction in fuel consumption. Weight savings can range from 20 per cent to 40 per cent, depending on panel composition while still maintaining comparable strength.

Customized panels can offer innovative, functional, lightweight structural solutions for truck and trailer applications that meet automotive requirements for straightness and curve capabilities. Typical transportation applications include side walls, flooring, decking and doors for dry vans, insulated reefer bodies and utility trucks. Many laminators also offer custom solutions that can include hardware

and extrusions for assembling structures. When sold as a complete kit, composites can dramatically reduce assembly labour and increase throughput.

Substituting sandwich panels in place of traditional materials can solve common issues associated with traditional materials. In addition to being strong and lightweight, composites can be designed to be corrosion resistant, sound dampening and durable. They can also be laminated with embedded structure inside the panel to provide additional strength or mounting points. Panels can be engineered to be resistant to damage from denting and tearing. Panels that are damaged can easily and affordably be replaced and can be repaired using traditional auto body practices.

Recent advancements in materials and in the lamination process have made composites more attractive in the transportation market, however many companies still face challenges switching over from traditional materials. Traditionally, the biggest obstacles have been price point and the resistance to move away from mechanical fasteners. While the price of raw materials in sandwich panels is usually higher than traditional materials, they can partially be offset by a reduction in labour or warranty claims. Although composite panels can be designed to allow for the use of mechanical fasteners, to achieve the maximum benefit of the panel, it is



An exploded view of sandwich panel construction.

recommended that adhesives be used during the assembly process and for option installation.

Sandwich panels are formed when two or more materials are combined to create a stronger material. Although it is possible to combine a large number of materials together to make a complex panel, typically standard composite panels are made with an inner and outer skin material on either side of an engineered core. The separation of the skin materials by the core acts in an I-beam configuration. By using a lightweight core material, such as honeycomb or foam sheets, in combination with high strength skins, the panel can be designed to produce a combination that can be lightweight while still being

strong and ridged. The strength of the sandwich panel is directly related to the skin and core composition and the bond that is used to sandwich the materials together.

Typically, panels are either thermally fused or bonded together using high strength adhesives. Recent advancements in structural adhesives for bonding materials together to form the sandwich panel, and for attaching components to the panel, provide superior fastening strength to conventional riveting and welding processes. By eliminating

these processes, manufacturers are able to reduce direct costs by lowering labour, tooling and equipment.

While the use of composite materials in the transportation industry remains a mystery to many, continuous technological advancements in performance have increased the applications where sandwich panels are being used. With the transportation industry starting to accept sandwich panel technology, it is becoming more commonplace to see composites replacing wood, aluminum and steel in transportation

applications. Manufacturers using sandwich panels are able to take a step above their competition, as it allows them to offer a superior product to their customers. ●

Tyler Jaeger is an Application Expert with CCV/CPT with seven years of experience in composite sandwich panel lamination. With locations in Eastern and Western Canada and Mexico, CCV/CPT is a leading manufacturer of innovative composite panels and panel systems. For more details, go to www.ccvbc.com.

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SESSION WORKSHOP DESCRIPTIONS

Session A: Lighting & Advanced Trailer Safety Systems

This session focuses on two key elements of enhancing safety of trailers as we move forward to 2020. Lighting has continued to change, with new products steadily coming on the market. LEDs have virtually replaced the old incandescent bulbs. This has been positive for energy consumption and making the maximum amperage available for other systems, like ABS. Where to from here? Advanced safety systems like roll stability and other ABS and brake system enhancements are here now and gaining traction. What else is coming down the development pipe? Find out, here.

Session B: Chassis OEM Updates

What new and exciting goodies have the truck chassis manufacturers got to show us this year? We'll hear from Canadian Kenworth, Hino and Peterbilt Canada.

Session C: Chassis OEM Updates

What new and exciting goodies have the truck chassis manufacturers got to show us this year? We'll hear from Navistar, Mack Truck, Western Star and Freightliner.

Session D: Future Truck Safety & Crash Avoidance

The American Trucking Associations have an ongoing project to track what is coming in safety and crash avoidance, along with technology that enhances carrier productivity. Come and hear their latest findings.

Session E: SPIF – Enforcement Update

The Safe, Productive and Infrastructure Friendly or “SPIF” vehicle weights and dimensions reform regulation is still a very hot topic in the province of Ontario. Manufacturers and carriers alike have lots of concerns and questions. Representatives from both policy and enforcement at the MTO will join us to provide

an update and answer some of our more pressing questions.

Session F: Corrosion & Coatings

Most attendees live in Canada or in the northern United States. We know what snow and ice are and what they can do to our vehicles. A coating supplier, galvanizing expert and after-treatment guru will provide some thoughts on dealing with our nemesis...RUST!

Session G: New Products

Come and see what is new from member manufacturers and suppliers.

Session H: Advanced Manufacturing Techniques & Materials

Fuel economy, GHG and light-weighting are current catchphrases that everyone is hearing. This session will provide some newer technologies that could find their way into your products. Not only can your customer benefit, but you may find some significant productivity gains.

Session I: Fundamentals of Weight Distribution for Trucks & Trailers

Ed Tschirhart has been THE guru of weight distribution in our industry for over 40 years. Eddy has officially retired, but has consented to put on his classic session for our 50th. There is no doubt...come out and you will learn something!

**MONDAY, OCTOBER 21ST**

Board of Directors Meeting (Working Lunch Provided)	Room TBA	12:00PM – 3:00PM
Delegate Registration	Churchill Courtyard	2:00PM – 6:00PM
Set-Up for Vendor Technical Fair	Montbatten Salon	1:00PM – 5:00PM
CTEA'S TOWN HALL: Speakers: Transport Canada, TTMA, CTEA – Provincial Rep. QC, ON, MB (As Available)	Churchill Ballroom	4:30PM – 5:30PM
SPONSORS WELCOME RECEPTION	Montbatten Salon	6:00PM – 8:00PM
CONCURRENT TECHNICAL FAIR & INFORMATION EXCHANGE	Montbatton Salon	6:00PM – 8:00PM

TUESDAY, OCTOBER 22ND

Registration	Churchill Courtyard	7:00AM – 6:00PM
President's Breakfast	Churchill Ballroom	7:15AM – 8:15AM
Welcome: CTEA President Kevin Last & Minister Murray	Churchill Ballroom	8:15AM – 8:30AM
CTEA Annual General Meeting	Churchill Ballroom	8:30AM – 9:30AM
Coffee Break	Churchill Courtyard	9:40AM – 9:55AM
CONCURRENT TECHNICAL SESSIONS		
Session A: Lighting and Advanced Trailer Safety Systems Is that dolly and second trailer getting enough juice?	Wren	10:00AM – 12:00PM
Session B: Chassis OEM Updates	Scott and Charles	10:00AM – 12:10PM
Session B OEM Chassis Manufacturer Times & Rooms		
Canadian Kenworth	Scott	10:00AM – 10:35AM
Hino	Charles	10:40AM – 11:15AM
Peterbilt Canada	Scott	11:20AM – 11:55AM
SPONSOR'S LUNCHEON	Churchill Ballroom	12:15PM – 12:50PM
Luncheon Keynote Speaker: Warren MacDonald, "The Challenge of Change"	Churchill Ballroom	12:50PM – 1:50PM
Session C: Chassis OEM Updates	Scott and Charles	2:00PM – 5:40PM
Session C OEM Chassis Manufacturer Times & Rooms		
Navistar	Charles	2:00PM – 2:35PM
Mack Truck	Scott	2:40PM – 3:15PM
Western Star	Charles	3:35PM – 4:10PM
Freightliner	Scott	4:15PM – 4:50PM
Session D: Future Truck Safety & Crash Avoidance	Rossetti	2:00PM – 4:00PM
Coffee Break	Churchill Courtyard	3:00PM – 3:15PM
Session E: SPIF Enforcement Update – MTO	Rossetti	4:05PM – 5:05PM
TECHNICAL FAIR & INFORMATION EXCHANGE & RECEPTION Dinner on your own	Montbatten Salon	6:00PM – 8:00PM

WEDNESDAY, OCTOBER 23RD

BREAKFAST ON YOUR OWN		
Registration	Churchill Courtyard	8:00AM – 11:00AM
Session F: Corrosion & Coatings	Rossetti	8:00AM – 10:00AM
Coffee Break	Churchill Courtyard	10:00AM – 10:15AM
Session G: New & Improved Products for 2013	Rossetti	10:15AM – 12:00PM
Lunch: Awards, Retirements, Etc.	Churchill Ballroom	12:15PM & 1:15PM
Session H: Advanced Manufacturing Techniques & Materials	Rossetti	1:30PM – 4:30PM
Coffee Break	Churchill Courtyard	3:00PM – 3:15PM
Session I: Fundamentals of Weight Distribution for Trucks & Trailers	Rossetti	4:35PM – 5:45PM
SPONSORS RECEPTION	Churchill Courtyard	6:30PM – 7:00PM
CTEA/AETC 50 th GALA BANQUET	Churchill Ballroom	7:00PM – 9:15PM
SPECIAL GUEST: DAVID CHILTON	Churchill Ballroom	9:15PM – 10:15PM



regulatory report

rapport sur la réglementation

Amendments to the MVSR and the RSSR

Amendments to the *MVSR* and *RSSR* were recently published in the *Canada Gazette*, Part II, on June 19, 2013 that clarify the requirements relating to notices of safety defect. These requirements came into force on the date of publication.

The regulations now require that a notice of safety defect, sent to persons other than Transport Canada, be written in both official languages, unless the person's language preference is known.

- **MVSRs: *Section 15 of the Regulations is amended by adding the following after subsection (1):***
 - *A notice of defect required to be given under subsection 10(1) of the Act shall be given in writing and, when given to a person other than the Minister, shall be (a) in both official languages; or (b) in the person's official language of choice, if it is known.*
- **RSSRs: *Section 110 of the Regulations is amended by adding the following after subsection (1):***
 - *A notice of defect required to be given under subsection 10(1) of the Act shall be given in writing and, when given to a person other than the Minister, shall be (a) in both official languages; or (b) in the person's official language of choice, if it is known.*

In order to ensure a consistent application of the requirements, the Road Safety and Motor Vehicle Regulation Directorate has taken an enforcement position in relation to what constitutes sufficient evidence of a person's choice of language.

The Directorate does not believe that a person's geographic location in itself, or an analysis based on statistical distribution or probability, would constitute evidence of a person's language of choice capable of satisfying the requirements of the regulations.

We expect that companies which elect to send unilingual notices to owners will base this determination on verifiable records where the person in question has indicated to the company that they wish to receive communications in English or French.

As with any requirement contained in the regulations attendant to the *Motor Vehicle Safety Act*, the Directorate will be monitoring compliance through our regulatory oversight program. As is customary, a compliance review will be conducted when notices are supplied as part of the 60-day report, required

Continued on page 41

Modifications au RSVA et au RSSR

Des modifications au *RSVA* et au *RSSR* ont été publiées récemment dans la *Gazette du Canada*, Partie II, le 19 juin 2013, et éclaircissent les exigences touchant les avis de défaut de sécurité. Ces exigences entrent en vigueur à la date de leur publication.

Les règlements exigent maintenant qu'un avis de défaut de sécurité, envoyé à des personnes autres que chez Transports Canada, soit rédigé dans les deux langues officielles, sauf si la préférence linguistique de la personne est connue.

- **RSVA : *la Section 15 du Règlement est modifiée par l'ajout de ce qui suit après la sous-section (1) :***
 - *Un avis de défaut qui doit être donné en vertu de la sous-section 10 (1) de la Loi doit l'être par écrit et, lorsqu'il est remis à une personne autre que le ministre, il doit être a) dans les deux langues officielles, ou b) dans la langue officielle choisie par la personne, si ce choix est connu.*
- **RSSR : *La Section 110 du Règlement est modifiée par l'ajout de ce qui suit après la sous-section (1) :***
 - *Un avis de défaut qui doit être donné en vertu de la sous-section 10 (1) de la Loi doit l'être par écrit et, lorsqu'il est remis à une personne autre que le ministre, il doit être a) dans les deux langues officielles, ou b) dans la langue officielle choisie par la personne, si ce choix est connu.*

Dans le but d'assurer une application cohérente des exigences, la Direction générale de la sécurité routière et de la réglementation automobile a décidé de mettre en vigueur ce qui constitue une preuve suffisante du choix de langue d'une personne.

La Direction générale ne croit pas que l'emplacement géographique lui-même d'une personne, une analyse fondée sur la répartition ou la probabilité statistique constitueraient une preuve de choix de langue d'une personne capable de satisfaire les exigences des règlements.

Nous nous attendons à ce que les entreprises qui choisissent d'envoyer des avis unilingues à des propriétaires fondent cette détermination sur des dossiers vérifiables dans lesquels la personne en question a indiqué à l'entreprise qu'elle désirait recevoir des communications en français ou en anglais.

Suite à la page 41

Continued from page 40

under subsection 15 (2) of the *MVSRs*, and the 30-day report, required under subsection 110 (2) of the *RSSRs*.

Companies are not expected to provide records of owner language preference as part of these reports. However, these records may be requested by an inspector pursuant to subsection 15(3) of the *Motor Vehicle Safety Act*.

Should you require any clarifications, please do not hesitate to contact Jean-Léon Morin, Head of Recalls, Defect Investigations and Recalls Division, Road Safety and Motor Vehicle Regulation Directorate of Transport Canada at (819) 994-3240 or jean-leon.morin@tc.gc.ca. You may also contact Mr. Nick Blouin, Recall Officer, at (613) 994-3237 or nick.blouin@tc.gc.ca.

Fuel & Vehicle Stakeholders: Notice of intent to develop regulations to further limit emissions of smog-forming air pollutants from new cars and light trucks and to reduce the sulphur content of gasoline

On June 8, 2013, Environment Canada published a Notice of Intent (NOI) to develop regulations to further limit emissions of smog-forming air pollutants from new cars and light trucks and to reduce the sulphur content of gasoline, in alignment with U.S. “Tier 3” standards. The Department is committed to continue working closely with the U.S. Environmental Protection Agency to maintain a common Canada-United States approach to regulating air pollutant emissions from 2017 and later model year vehicles and to ensure that sulphur in content of Canadian gasoline continues to be in line with U.S. levels.

The NOI was published in the *Canada Gazette*, Part I on June 8, 2013 and is available for reference at: www.gazette.gc.ca/rp-pr/p1/2013/2013-06-08/html/notice-avis-eng.html#d103.

The details of the upcoming proposed regulatory amendments will be developed in consultation with stakeholders. Publication of the NOI provides an opportunity to seek

Continued on page 42

Suite de la page 40

En ce qui a trait à une exigence quelconque contenue dans la *Loi sur la sécurité des véhicules automobiles*, la Direction générale contrôlera la conformité par l'entremise de notre programme d'observation des règlements. Comme d'habitude, un examen de la conformité sera effectué quand des avis seront fournis dans le cadre du rapport de 60 jours, exigés en vertu de la sous-section 15 (2) du *RSVA*, et du rapport de 30 jours, exigé en vertu de la sous-section 110 (2) du *RSSR*.

Les entreprises ne sont pas tenues de fournir des dossiers sur la préférence de la langue des propriétaires dans le cadre de ces rapports. Toutefois, ces dossiers peuvent être demandés par un inspecteur en vertu de la sous-section 15 (3) de la *Loi sur la sécurité des véhicules automobiles*.

Si vous désirez des éclaircissements supplémentaires, veuillez communiquer avec Jean-Léon Morin, Chef des rappels, Division des enquêtes sur les défauts et des rappels, Direction générale de la sécurité routière et de la réglementation automobile de Transports Canada au (819) 994-3240, ou jean-leon.morin@tc.gc.ca. Vous pouvez également communiquer avec Nick Blouin, Agent des rappels, au (613) 994-3237 ou nick.blouin@tc.gc.ca.

Intervenants de véhicules routiers et carburants : Avis d'intention d'élaborer des règlements visant à limiter davantage les émissions de polluants atmosphériques contribuant au smog provenant des nouvelles voitures et des nouveaux camions légers et à réduire la teneur en soufre de l'essence

Le 8 juin 2013, Environnement Canada a publié un avis d'intention en vue d'élaborer un règlement visant à limiter davantage les émissions atmosphériques productrices de smog provenant des voitures neuves et des camions légers et réduire la concentration en soufre

Suite à la page 42



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Continued from page 41

early input from provincial and territorial governments and stakeholders that will be taken into account in the development of these upcoming proposed amendments. As a first step in the consultation process, interested parties may submit comments on the general approach set out in the NOI by mail or e-mail before July 8, 2013 (Note: please refer to the NOI at the above link for the appropriate coordinates).

Environment Canada intends to develop proposed regulatory amendments for future pre-publication in the *Canada Gazette*, Part I. A statutory consultation period will follow, during which interested parties will have another opportunity to make written comments on the regulatory proposals.

Kind regards,

Steve McCauley, Director General
Energy and Transportation Directorate,
Environment Canada

Suite de la page 41

dans l'essence, en s'alignant avec les normes d'émission « Tier 3 » des États-Unis. Le ministère s'engage à continuer à travailler en étroite collaboration avec l'EPA des États-Unis pour maintenir une approche commune entre le Canada et les États-Unis visant à réglementer les émissions de polluants atmosphériques provenant des véhicules de l'année modèle 2017 et des années modèles ultérieures et à veiller à ce que la teneur en soufre dans l'essence canadienne continue d'être conforme aux niveaux américains.

L'avis d'intention a été publié dans la Partie 1 de la *Gazette du Canada* le 8 juin et est disponible aux fins de référence au lien suivant : www.gazette.gc.ca/rp-pr/p1/2013/2013-06-08/html/notice-avis-fra.html.

Les détails des modifications proposées seront élaborés en consultation avec les intervenants. La publication de l'avis d'intention fournit une occasion de solliciter tôt les commentaires des gouvernements provinciaux et territoriaux ainsi que les intervenants. Les commentaires reçus seront pris en compte au moment d'élaborer les modifications proposées. Dans un premier temps, les parties intéressées sont invitées à soumettre par la poste ou par courriel, leurs commentaires sur l'approche générale énoncée dans l'avis d'intention et ce, avant le 8 juillet 2013 (Note : se reporter à l'avis d'intention au lien ci-dessus pour les coordonnées).

Environnement Canada entend élaborer les projets de modifications réglementaires aux fins de publication préalable dans la Partie 1 de la *Gazette du Canada*. Viendra ensuite une période de consultation obligatoire où les parties intéressées pourront de nouveau soumettre par écrit des commentaires.

Meilleures salutations,

Steve McCauley, Directeur général
Direction de l'énergie et des transports, Environnement Canada

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IMT Corp. is one of the leading self-steering axle manufacturers and developers in North America.

By Paul Adair

IMT Corporation:

100 Years and Still Going Strong

NEXT YEAR, IMT will be celebrating its 100th year in business; a milestone that will recognize a history of evolution in meeting the forging and machining needs of its customers throughout North America and abroad. As this centennial anniversary approaches, IMT has the opportunity to look back on the successes of the past, while remaining focused on overcoming future challenges in an increasingly competitive marketplace.

In 1913, the city of Ingersoll, ON was home to a small factory established for the production of a soap called, “Fun to Wash.” However, the “Fun to Wash” brand failed to resonate with consumers and the factory moved to the fabrication of brooms.

A year later, the company was purchased by E.A. Wilson, who repurposed the facility, operating under the name



IMT believes the satisfaction of the end-user is paramount to the overall success of the company.



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IMT's axle division.

Ingersoll Machine & Tool (IMT). This new company specialized in the manufacture of parts for cars and boats and was pivotal during the First World War in the production of munitions for the war effort.

By the early 1930s, IMT was well-established within the automotive industry, making all steering gear assemblies for Canadian-built Ford, Mercury, Dodge, Chrysler, DeSoto, Plymouth, Hudson and Nash cars. Over the next four decades of steady growth, IMT saw itself developing into other industries, such as washing machines and even hovercrafts. This attitude toward diversification is something the company has continued to embrace into modern times.

"We have an engineering service and a forging, machining and heat-treating service," says Dean Davenport, president of engineered products and services group for IMT. "We are very diversified in what we do and are very good at engineering, designing and helping people with problems."

After a brief period as a public company, IMT was purchased privately in 2004 and remains under private family ownership. The company has also continued to maintain its position as one of the leading self-steering axle manufacturers and developers in North America. IMT designed its own self-steering axle in 1990, which resulted in the SmartSteer Axle. Recognized as the lightest and strongest leading kingpin self-steering axle in the world, the SmartSteer Axle has since set the industry standard for the international truck and trailer market.

Last year, Ingersoll Axles introduced a new suspension line into the market,

designed to complement the SmartSteer Axle, with 15 models of suspension already available. This suspension launch was very well received by the industry and allows the company to become a one-stop shop for a complete axle/suspension package.

IMT, headquartered in Ingersoll, ON, is comprised of seven business units, two of which are Ingersoll Axles and IMT Defence, and are housed in the 200,000 square foot facility that replaced the original factory location in 1982. Three other facilities are located in southern Ontario, with another two found in Columbus, OH and Champaign, IL.

The companies that make up IMT pride themselves in their ability to adapt to the industry's ever-changing needs by providing good quality products and falling back on a century's worth of proven technical and engineering expertise.

"We have been here for the last 57 years in the axle division alone, and we feel we have become very quick and reactive," says Davenport. "Our owners at the top are very involved in the operations of the business and make sure it will not take a lot of time to come to a decision. We are not the typical corporation where we have a hierarchy above us forcing us to go through the paces."

IMT views itself as being a customer-focused business, believing the satisfaction of the end-user is paramount to the overall success of the company. They strive to achieve a high level of satisfaction through the education of their customer-base in the use of IMT products.

"It's not all about the sale," says Davenport. "We teach our customers and we are completely focused on helping them

understand what the product does, how to install it and how to maintain it. We want to make sure they understand what their product does and how it works, to the point of helping them with a competitor's product."

The world-wide slowdown of the last decade has provided a challenge in maintaining a place in the market. Fortunately, as a corporation made up of several business units, IMT has found itself strengthened against the recession through its diversification, where no company has suffered so greatly that the others could not help support it.

IMT is also exploring exciting opportunities in international markets outside of North America, having sold product in New Zealand, Australia, South America and Europe. The company sees the globalization of their products as a growing trend in the industry.

"IMT is in a growth mode through acquisition and strategic alliance," says Davenport. "As a corporation, we are always looking for new opportunities to help ensure we remain dynamic in a truly global marketplace." ●

FOR MORE INFORMATION

IMT Corporation

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Doepker Industries Ltd.:

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Doepker's Legacy Open End Super B trailer is ideal for the agriculture industry.



For moving gravel, the RockR Side Dump trailer is available in Super B and tandem lead configurations.

EVERY TRAILER MODEL, every option and every value-added attribute on Doepker Industries' trailers has evolved from listening and working with their customers, who choose Doepker because the company listens to, reacts to and invests in their customers to make them successful. Combined with their history of making trailers that offer the best value on the road, Doepker is proud to declare it does not fear innovation—it defines it.

Growing from smalltown roots

Doepker Industries started as a family business in Saskatchewan in 1948,

when it was founded by two Doepkers from the first generation, who, upon returning from the Second World War, went to technical school in Saskatoon. One brother became a welder; the other, a mechanic. Together, they joined forces with a third Doepker brother, and started a repair, fuel delivery and livestock hauling business. One by one, the remaining three first-generation Doepker brothers joined the business, until all six were working together.

In 1972, the company ventured into manufacturing highway transportation equipment. With a strong familial

foundation, the company's current president, Dave Doepker, is the oldest of the second generation, and Evan Doepker, Chief Operating Officer of the company, is one of the third generation involved with the business.

Manufacturing highway semi-trailers for the agriculture industry, the commercial deck market, the forest sector, the oil and gas industry and the construction/gravel sector, Doepker has three locations across Saskatchewan. Its head office is located in Anaheim, SK, which has a ripe population of approximately 220 people—less than half of the number of people Doepker Industries employs between its offices.

The main office, located about 20 minutes northeast of Humboldt, SK, employs about 260 people (more than the population of the town), with one-third of their team from Humboldt. The company has factories in Saskatoon and Moose Jaw, with a distribution dealer

network right across Canada, and a few distributors in the United States, as well.

“Our customers range from owner-operators to mid-size and large fleets, and their needs can be quite different,” says Evan. “Our distribution network is designed to provide support to all of these customers in the region that they operate.”

The CCO advantage

“One thing that we think sets us apart, one of our competitive advantages is that our organization is very customer-focused. We’re one of the few companies that has a person on staff as the CCO—the Chief Customer Officer,” says Dave. “His job is to protect the brand, meaning he protects the brand for our customers, ensuring our dealers are serving customers and that factories are producing and manufacturing what they want. We try to focus on what our customers need.”

With a skilled team working to serve their customers, Doepker continues to search for those who would be a good fit for their company. Despite the overall growth seen in western Canada over the last decade-and-a-half, Evan and Dave have noticed the challenge that skilled welders, painters and other tradespeople can be hard to come by.

“We’ve used programs and sessions to introduce the trades to women groups—we’ve had ladies nights, where we bring them in and show them what manufacturing is all about,” says Evan. “We’ve also worked with a number of regional colleges and high schools to promote the industry through the education system, and have worked with immigration programs from South Africa to the Philippines to Tunisia, to bring in a skilled labourforce from all over the world.”

Doepker’s galvanized drop decks with flips are available in many models and configurations.



The Classic Open End Super B trailer is another great option for agriculture and has many available configurations.

Giving back to the community

Doepker Industries gives back to the community by taking part in initiatives like the Purolator Tackle Hunger campaign.

“As one of our newer ones, that went over very well. We had a competition going between our branches to raise food for this cause,” says Dave. “And we have other things that we do, as well. As a member of a small community, we participate in lots of different things, right from the local chambers of commerce to hospital foundations. We encourage our employees to get involved within their communities, too.”

Down the road

The team at Doepker is always looking for what they call a “new and better mouse trap,” meaning they are always looking for a way to make things work better. For example, in the oil patch, Doepker is pushing to build the 24-wheeler trailers with disc brakes, since they haul such big loads—the company only offers their product with disc brakes, considering stopping is such an important aspect of the job.

“We try to keep ahead of the game all the time,” says Dave. “Another area

we look at where there is some concern—especially in Ontario and British Columbia—is with corrosion. The new materials used on the highway to get rid of ice are very corrosive, so we’re experimenting with galvanizing flatbed trailers—it’s one of the ways to guarantee that corrosion of equipment won’t happen.”

The Canadian Transportation Equipment Association (CTEA), on behalf of its members, lobbies to discuss issues of importance, such as safety related to air disc brakes or corrosion of equipment on the road, to government, to make sure member voices in the industry are heard.

“We joined the CTEA right when it started,” says Dave. “Probably the biggest thing was to have an organization that could bring together the common concerns that we have with all the transportation equipment manufacturers, to discuss with regulatory bodies, governments and highway traffic boards, in terms of regulation and safety. That’s where CTEA has really excelled, in working to make equipment safer on highways and having that common industry voice.” ●

FOR MORE INFORMATION

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www.doepker.com

New Industry Products



Truck-Lite introduces innovative LED license lamp

Truck-lite Co., LLC has expanded its current Flex-Lite LED product line with the new LED 36 Series License Lamp.

The new LED 36 Series License Lamp adheres directly to the mounting surface through the use of heavy-duty adhesive backing, with an easy-to-install, peel-off liner made with industrial strength compounds. Truck-Lite's unique adhesive was tested for extreme pressure washing and temperature tolerance. The LED 36 Series License Lamp maintained its locked seal in temperatures ranging from -40°C to 85°C.

There are two lamp options: one lamp has wires that exit from the side (PN# 35145C) and the other has wires that exit from the rear (PN# 36140C). The side-exiting wire lamp provides a license lamp solution that does not require mounting brackets or installation screws. Although the rear-exiting wire lamp can also be directly mounted to the surface, it also offers gray and black brackets, if preferred.

When properly mounted, the lamp is designed to meet or exceed requirements of CMVSS/FMVSS - 108. The electronics, which offer multi-volt technology that adjusts from 10 to 30 volts, are completely sealed in epoxy to resist damage caused by moisture, corrosion, shock and vibration. Its durable 20-gauge wires measure 9.25" long with 0.80 bullet connections. The external optic is uniquely small. Truck-Lite's LEDs draw much less current and are rated at 100,000 hours.

For more details, please go to www.truck-lite.com.



Henderson's MTP Flex snow plow for more than parking lots

No longer are medium-duty snow plows bound to working driveways, parking lots and cul-de-sacs. The MTP Flex delivers street-ready versatility rarely seen in one-ton plow trucks.

The MTP Flex's heavy-duty characteristics include dual outboard reversing cylinders, up to 9" of trip-edge clearance, a flexible orange polymer moldboard, dual flexing arms, adjustable torsion springs, level-lift, reinforced pivot points, electric or hydraulic cab control, quick connect/disconnect and ease of maintenance.

With its flexible moldboard, the MTP Flex allows the driver to make adjustments on-the-fly, as weather conditions change: operate wide open, as a push plow for maintaining driveways and parking lots; fold it over slightly to operate as a traditional reversing plow; fold it down further, to prevent blowing snow from entering the driver's line of vision; or operate with one end open and the other closed (one-way plow) to achieve maximum cast when working the streets at higher speeds.

The MTP Flex's level-lift feature holds a level position throughout the reversing cycle, keeps the plow low and out of the operator's line of vision and holds the plow high enough to avoid digging into roadways while not in use.

For more details, please go to www.hendersonproducts.com.



Western Star and Klein Products develop high-capacity water tank truck

Western Star Trucks, Inc. recently launched a 6,500 gallon water tank truck for the 4900XD. Developed in collaboration with Klein Products, Inc., the truck features a Klein K650 water tank to provide a more efficient road dust control operation for construction, quarry and mining applications.

Available to order in a day cab configuration, the Western Star® 4900XD is equipped with Klein's largest available water tank for Class 8 vehicles, reducing the need for frequent refill trips when spraying mine roads, waste rock dumps and other exposed surfaces.

The 4900XD features an extremely low center of gravity and is available with a rollover protection system. The truck also has outboard cab mounts and up to 20,000 lb. front and 70,000 lb. rear suspension to maximize stability on uneven terrain and provide a more comfortable ride.

Additionally, the Klein K650 tank's distinctive trapezoid design greatly improves rear visibility for drivers.

With a sturdy, custom-drilled 3.8 million RBM steel frame chassis, galvanized steel cab and aluminum fenders, the 4900XD water tank truck provides critical protection and long-term durability, even in the most adverse job conditions.

The 4900XD can be equipped with a fuel efficient Detroit™ DD15®, DD16® or DDC 60 Tier III engine, each easily accessible through the truck's three-piece butterfly hood.

For more details, please go to www.westernstar.com.



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CTEA MEMBER NEWS

Haldex announces retirement of Brian Bowerman

Haldex has announced the retirement of Brian Bowerman, who served as president and general manager of its Canadian operations.

Bowerman was also director of aftermarket sales for all of North America and had spent 30 years with Haldex during his 44-year career in the industry.

He was well known for his involvement in industry associations, including HDDC, CTEA, ATSSA, CFMS and TMTC.

“Brian intends to maintain his involvement and presence in the industry,” Haldex said in a release.

Mark Weber is now serving as manager, Canadian sales and distribution, and will manage Haldex’s Canadian operations. He has been in the industry since 1976 and started at Haldex as Ontario district sales manager in 2001. He moved into the technical services department in 2008.



Talbert Manufacturing adds Troy Geisler to Great Lakes sales team

Talbert Manufacturing, a manufacturer of specialized heavy-haul trailers and transportation equipment, has hired Troy Geisler as an area sales manager for the Great Lakes region. Geisler enhances the relationship Talbert has with customers by providing knowledgeable, yet understandable information on the company’s products and services.

Geisler has held various management, sales and customer service positions during his career, with a specific concentration on the trailer industry over the past 10 years. Most recently, he was a trailer sales and leasing representative at ILoca Services, Inc., Naperville, IL. He also worked as a sales and marketing coordinator at Vanguard National Trailer Corp., Monon, IN., and strategic plan facilitator at White County Industrial Foundation, Monticello, IN. Geisler earned his associates degree from Ivy Tech State College, Lafayette, IN., followed by his bachelor’s degree in organizational leadership and supervision from Purdue University, West Lafayette, IN.

“Troy has an exceptional understanding of both trailers and dynamic sales processes,” says Greg Smith, Talbert vice president of sales and marketing. “Adding someone with his knowledge and experience is a key element of Talbert’s future success in sales and customer relations.”

IMT Corp. Celebrates 100 Years

Ingersoll Axles is proud to be a member of the IMT group of companies. IMT is gearing up to celebrate its 100-year anniversary in 2014. Over the course of IMT’s diverse history, it has serviced the transportation industry in various forms. Starting out as a machine shop, the company evolved to manufacturing components such as steering gear assemblies in the 1930s for every Canadian built Ford, Mercury, Dodge, Plymouth and Chrysler. Currently, one of the company’s product lines includes the Ingersoll Axles brand of axles and suspensions for heavy-duty trailer applications.

Along the way, IMT has acquired other companies and capabilities, including forging, heat-treating and nitriding. IMT is proud to be a Canadian-owned business with a foundation that is built on the manufacturing spirit, which is alive and well in Canada.

In recognition of reaching this centennial milestone, IMT is planning several events in the coming year, including an open house in June and an exhibit at the Ingersoll museum. To help celebrate and participate in any of the festivities, please visit www.imtcorporation.com to keep up-to-date with any upcoming events.



IMT's axle division.

in memoriam

CTEA loses one of its early members

RAYMOND, Phillip Hendry (Phil), died August 1, 2013 in Halifax. Born in Halifax in 1927, he was the son of the late Harold G. Raymond and Mary (Hendry) Raymond. He was educated in the Halifax public schools and at Dalhousie University, where he fell in love with Eula Verge. Phil and Eula were married on August 1, 1950.

In 1963, Phil accepted the position of Sales Manager with Scotia Equipment Ltd., a parts and service company founded in 1919. In 1975, the Raymond family acquired full ownership of the company and in 1987 the name was changed to Parts for Trucks, Inc.

As President and owner, Phil led a transformation from a small single-site business with limited connections to a

multi-province diversified operation respected across North America. Phil was part of the original group which started the Heavy Duty Distributor Council and served a term as President. He was also a member of the Canadian Transport Equipment Association.

Phil is survived by his wife, the former Eula Verge, his sister Lorna Mitchell of Pictou, his sons Paul (Diane), Andy (Carmel), and John, all of Halifax, his daughters, Jane (Kim Shapiro), of Birmingham, UK, and Mary (Keith Preston), of Halifax, his grandchildren Phil (Lindsey), Danielle, and Nicolas Raymond, Duncan, Madeline, Emily, and Heather Raymond, Abigail and Eric Shapiro, Matthew, Andrew, Laura, and Scott Preston. He was predeceased by his sister Priscilla Bauld.

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Tallman Truck Centre hires new GTA rep

Tallman Truck Centre recently hired Ron Meredith as its business development manager for the Greater Toronto Area.

Meredith brings extensive industry experience to the position, Tallman announced, spanning more than 20 years with previous employers including Peterbilt and Cummins.

“His dedicated work ethic, knowledge and sales experience will play a vital role as we continue to work together to grow Tallman Truck Centre in the Greater Toronto Area,” the company said. “Our continued focus to deliver exceptional customer service will support the growth and prosperity of Tallman Truck Centre.”

Meredith is available at rmeredith@ttctruck.ca.

Mark Daugherty promoted to president and general manager

Ancra International is pleased to announce that Mark Daugherty has been promoted to president and general manager of the Cargo Systems Division, effective August 15, 2013.

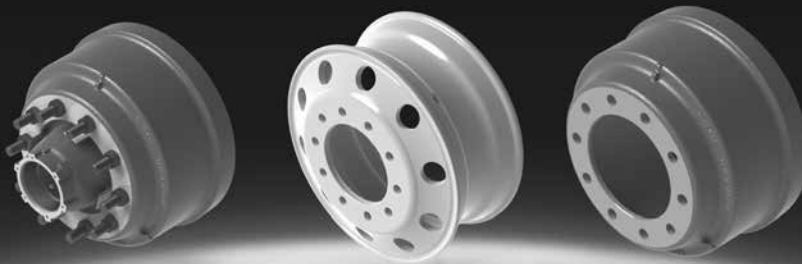
In his role, Mark continues to be responsible for all functions for Ancra International’s Cargo Division. Mark joined Ancra International in May 2011, as the vice-president of Human Resources and in May 2012, assumed the role of general manager for S-Line in Grand Saline, Texas, a division of Ancra International.

On January 1, 2013, Mark assumed the role of vice-president of Cargo Systems Division. Mark brings over 20 years of experience with global manufacturers PPG Industries and 18 years of experience with Toyota Engineering and Manufacturing.

Mark has done an excellent job since joining Ancra and we look forward to his continued leadership, says Steve Frediani, president and CEO for Ancra International.

For details, go to www.ancra-llc.com.

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Kal Tire announces Six for Sixty Recipients

Six parks and playgrounds across BC will have a safe rubber surface to enjoy, thanks to support received from Kal Tire's Six for Sixty initiative. To mark its 60-year milestone and give back to BC, Kal Tire issued a notice about the availability of the 60th anniversary grants to support resurfacing projects that use recycled tire products.

Each of the six recipients had to meet the same criteria as the Tire Stewardship BC's (TSBC) Community Grant Program, which funds projects that use recycled tire product. However, as part of the Six for Sixty initiative, Kal Tire will pay the 50 per cent portion recipients are normally required to provide.

Recipients are:

- Central Park Trail of Hope fitness circuit – Adults, youth and people with disabilities can enjoy this fitness circuit in Burnaby, with 12 independent fitness stations along a 2.5-kilometre trail.
- Friendship Park – The new recycled tire product surface at this community park in Sechelt will provide hours of safe and inclusive fun. The Friendship Park will offer full wheelchair accessibility.
- Hume Elementary School playground – The Nelson school district will have an environmentally- and kid-friendly recycled tire product surface below a new space ball climbing structure.
- Osoyoos Splash Park at Jack Shaw Gardens – Tourists and locals can beat the heat on the surface of the new splash park in Osoyoos.
- Simon Fraser Elementary School playground – With a new rubber surface, this Vancouver playground will be the first in Vancouver to offer full accessibility to children in wheelchairs.
- Vernon Recreation Centre's Dogwood Gym outdoor play area – Vernon preschoolers, including those with mobility aids, can be active outdoors in the centre's new, rubberized outdoor play area.

Stahl Peterbilt celebrates its 10th anniversary

Stahl Peterbilt is celebrating its 10th anniversary! To mark the special occasion, the company hosted a customer appreciation day in September at its Edmonton dealership from 11:00 a.m. to 4:00 p.m. Lucky winners took home the prizes of a trip for four to Walt Disney World and to the National Finals Rodeo in Las Vegas.

Attendees enjoyed a steel drum band, magic tricks and a catered lunch, with donations going to Dogs with Wings Assistance Dog Society. With a special 10th anniversary Stahl Edition Model 389 on display, this one-of-a-kind truck wowed its audience with its chrome accessories and custom parts.



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ACCIDENT AND PRODUCT DEFECT INVESTIGATION AND ANALYSIS Hrycay Consulting Engineers Inc..... 37	HIGH QUALITY CUSTOM ALUMINUM FABRICATION NorTruck Manufacturing.....41	THE GUARDRAIL MACHINE PEOPLE GRT Utilicorp Inc.....51
ASPHALT MANUFACTURING EQUIPMENT E.D. Etnyre & Company.....17	HOWES LUBRICATOR PRODUCTS Howes Lubricator..... 22	TRAILER MANUFACTURERS Deloupe.....11 Larry's Custom Trailers..... 35 TIMPTE Inc..... 23
BRAKE AND LIGHT DIAGNOSTIC PRODUCTS Lite-Check LLC..... IFC	HYDRAULIC CYLINDERS AND COMPONENTS Mailhot Industries..... 33	TRAILER MANUFACTURER AND CONTRACTING Double A Trailers..... 33
CANADIAN LEADER IN SPRAY SUPPRESSION Nu-Line Products Inc.....16	INDUSTRIAL HARDWARE, FASTENERS AND COMPONENTS B&D Cold Heading Inc..... 6 Okabe Company Inc..... 33	TRAILER PARTS National Trailer Parts..... 32
CONSULTING AND QUALITY ASSURANCE SERVICES MGA Research..... 53	INSURANCE AND RISK MANAGEMENT SOLUTIONS Mainway Hunter Creighton Insurance Brokers..... 53 Marsh Canada..... 25	TRAILERS, BOBTAIL AND BULK STORAGE TANKS Mississippi Tank Company..... 32
CONSULTING SERVICES Coudenys Management Systems Inc..... 44	MANUFACTURER OF DUMP FLATBED TRANSFER AND PNEUMATIC TANK TRAILERS Mac Trailer Manufacturing.....12	TRUCK AND TRAILER MANUFACTURER Fort Fabrication & Welding Ltd..... 49
CUSTOM AND STANDARD SHORTBLAST SOLUTIONS Wheelabrator Group..... 54	MOBILE SERVICE EQUIPMENT & VAC TANKS Elliott Machine Works Inc..... 49	TRUCK AND TRAILER REPAIRS, TANK REPAIR SPECIALISTS IRS Truck & Trailer Repair Inc..... 37
CUSTOM BUILT AXLES, SELF STEER AXLES, FORCE STEER AXLES, OFF-HIGHWAY AXLES K.G. Industries Ltd.....10	NATIONWIDE LIQUID AND DRY FUEL TRANSPORT Polar Tank Trailer.....10	TRUCK AND VAN EQUIPMENT Knaack/Weather Guard.....10
CUSTOM BUILT BELLY DUMP GRAVEL TRAILERS DeCap Trailer Manufacturing Ltd..... 25	ONTARIO TRUCK SERVICE AND REPAIR Tallman Truck Centres Ltd..... 37	TRUCK BODY PARTS SERVICE AND MANUFACTURING Capital Truck Bodies..... 44
DIESEL FUEL ADDITIVES Stanadyne Corporation..... 26	PAINT AND COATING SOLUTIONS Axalta Coating Systems Canada Company..... 3	TRUCK DRIVING SIMULATORS ECA Simulator Systems International..... 4
EQUIPMENT FINANCE CIT Financial.....15	PRESSURIZED CARGO TRANSPORT SALES AND SERVICE Maxfield Inc..... 42	TRUCK EQUIPMENT FOR COMMERCIAL TRUCKS Horizon Truck & Body Ltd.....31
EQUIPMENT LEASING AND FINANCIAL SERVICES National Leasing..... 37	SNOW AND ICE CONTROL EQUIPMENT Viking-Cives Ltd..... 52	TRUCK-MOUNTED EQUIPMENT Drive Products.....30
EQUIPMENT TRAILER TowMaster.....14	STATE-OF-THE-ART TRUCK REPAIR Garage Francois Thouin..... 54	TRUCK SALES AND SERVICE Surgenor Truck Group..... 37
FREIGHTLINER TRUCK DEALERSHIP Freightliner of Red Deer..... 52	SUSPENSION CONTROLS Wheel Monitor Inc..... IBC	VACUUM TRAILERS Acro Trailer.....17
FULL LINE TRUCK BODY BUILDING AND EQUIPMENT SUPPLIER DEL Equipment Ltd..... 8	SUSPENSION SYSTEMS Hendrickson International..... OBC	VALVE TANKS, CLUTCH PUMP KITS AND HYDRAULICS DewEze Manufacturing Inc.....17
HEAVY DUTY AXLES AND SUSPENSION, AIR RIDE AND SPRING Eveley International Corporation..... 5	TANK TRAILER MANUFACTURERS Tremcar Inc.....44 Walker Engineered Products..... 27	WHEELS/BRAKE DRUMS KIC Group..... 52
HEAVY DUTY OILFIELD EQUIPMENT AND SUPPLIES United Fabrication and Welding Ltd..... 37		WORK VEHICLE MODIFICATIONS Vanteriors.....51

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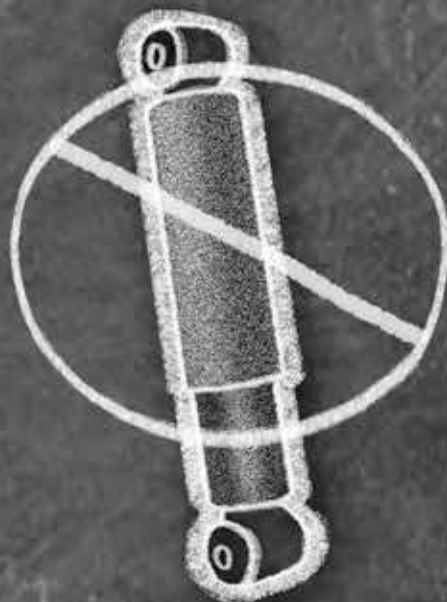


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