

MARCH 2018

HDT

HEAVY DUTY TRUCKING

THE FLEET BUSINESS AUTHORITY

ELD UPDATE
GRANDFATHERED
AOBRDS



FIGHTING DRIVER FATIGUE

THE BATTLE FOR
TECHNICIANS

HOW DATA WILL
CHANGE TRUCKING

3 TRENDS IN VOCATIONAL
TRUCK SPECS



NEITZKE

Rob Neitzke was named executive director of **Cummins' On-Highway North American Original Equipment Manufacturer Business**. He was formerly the leader of the Cummins Westport natural-gas engine joint venture.

LeasePlan USA appointed **Naeem Morris** to its Truck and Equipment Division. In his role of truck sales vice president, he will be responsible for overseeing the growth and development of the LeasePlan truck division in the Midwest.



MORRIS

[Noted]

Cummins acquired **Johnson Matthey's UK automotive battery systems business**, with plans to collaborate on the development of high-energy battery materials for commercial heavy-duty electric vehicle applications.

Descartes Systems Group, an on-demand software-as-a-service provider based in Waterloo, Ontario, has acquired transportation management solutions provider **Aljex Software**.

Phillips Industries is celebrating its 90th year in business with a year-long celebration. The Los Angeles-based company began in 1928, growing into a global business manufacturing and distributing products in more than 40 countries.

Wabco launched a new budget aftermarket parts brand, ProVia, designed to bridge the gap between inexpensive and premium

aftermarket parts, striking a balance between safety, reliability and cost.

Steve Crowley, who retired as president and CEO of Vistar Heavy Duty in 2016, was inducted into the **Aftermarket Industry Hall of Fame** during Heavy Duty Aftermarket Week in Las Vegas.

After a year-long search, **Nikola Motor Company** selected Buckeye, Arizona, for its hydrogen-electric truck manufacturing headquarters. The 1-million-square-foot facility will be located on the west side of Phoenix.

SiriusXM announced the launch of **Women In Trucking**, a live, call-in show airing exclusively on SiriusXM Road Dog channel 146, hosted by Ellen Voie, president and CEO of the Women in Trucking Association.

SAF-Holland donated \$60,000 to the **Wyakin Foundation** through its Gold Line Quality Parts product line with **Vistar Heavy Duty** members. The Wyakin Foundation's mission is to help wounded and injured veterans have successful and fulfilling civilian lives.



Bendix has awarded Director of Communications **Barbara Gould** its Excellence in Bendix Leadership Award. With the component maker since 2001, she was cited for her leadership ability to champion activities to ensure success.

BY THE NUMBERS

188,000

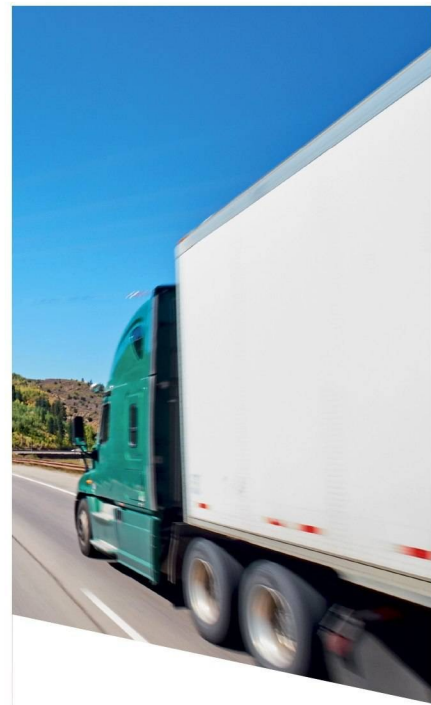
The number of global autonomous vehicle sales expected in 2022, up from 323 in 2017, according to global market research firm Tractia.

2,400

The number of miles covered by Embark's autonomous truck on a coast-to-coast journey from Los Angeles, California, to Jacksonville, Florida.

741

The number of cargo theft events tracked by CargoNet in 2017, one of the safest years ever recorded by the company and down from 836 events in 2016.



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The tales trailers tell

Trailers and truck bodies were overlooked a bit in the rush to integrate fleet telematics. But that's about to change.

By Jack Roberts
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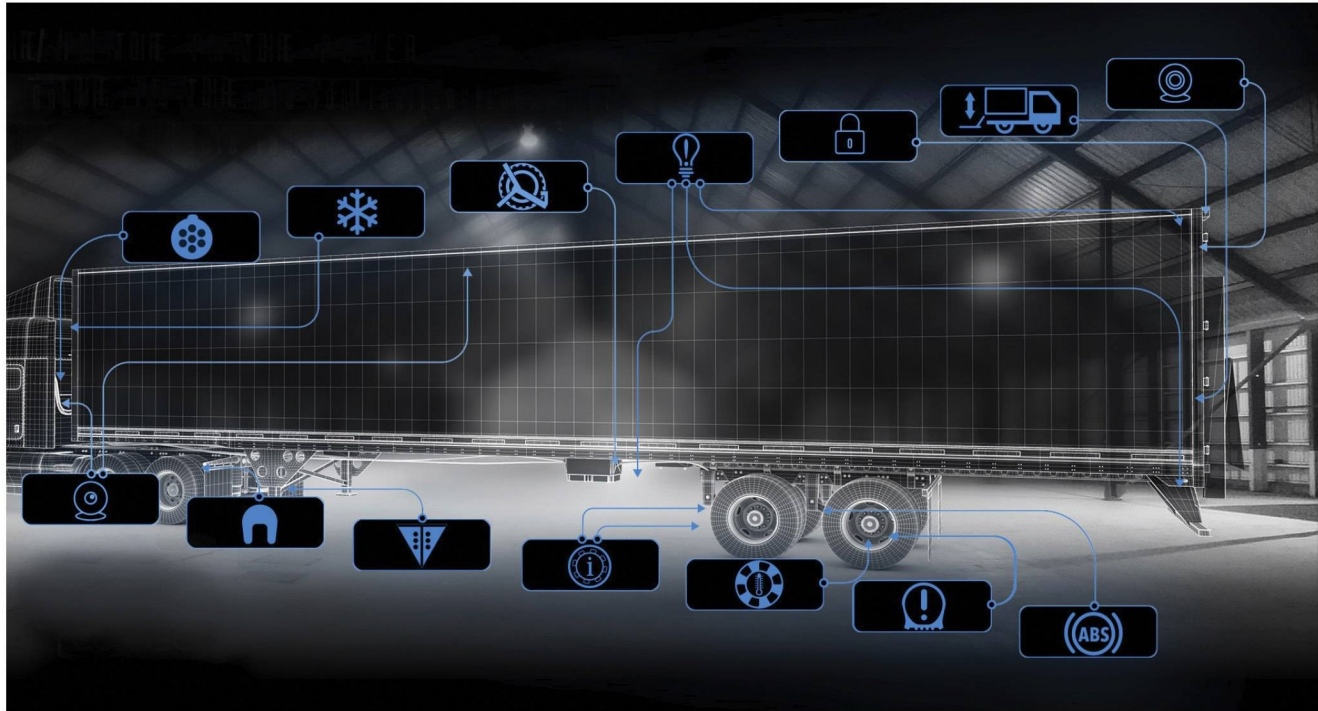


PHOTO: PHILLIPS

Integrated trailer networking systems are streamlining the information flow from sensors throughout trailers today to make obtaining and acting on data easier for drivers, fleets, shippers and receivers.

The idea of trucks communicating wirelessly with fleet managers hundreds or even thousands of miles away has moved from the realm of science fiction to everyday reality. But bridging the vastly smaller distance between a tractor and a trailer has lagged behind. A growing number of OEMs and suppliers are starting to take a hard look at how to improve the flow of information about the function, health or cargo in a trailer as the latest step toward total logistics transparency.

The initial push in better trailer and body communication is being driven by safety technology, as more fleets spec advanced vehicle safety systems. The need for robust, effective communication systems capable

of integrating with those safety systems, as well as coordinating data and synchronizing appropriate responses to roadway hazards, has been vital in prompting the development of better trailer communication to the tractor.

Fred Andersky, director of customer solutions for Bendix, says communication links between tractor and trailer will need to be improved as the industry moves toward a more automated future. Moreover, he says, the issue of tractor-trailer communication is still a hindrance for implementing connected vehicle (V2V) technology. Being able to identify trailer presence and length is critical for implementing V2V, which is also critical for the autonomous future.

“Europe is already there today with a required direct connection to enable clearer communications between tractor and trailer,” Andersky explains. “Looking ahead, I can see the potential for a trailer-specific CAN bus that is linked directly to the power unit’s CAN bus to efficiently share information, control and connectivity on the vehicle. Wireless systems are a possibility that is being explored today as well.”

Haldex has been working for decades on various methods of relaying data between trailer bodies and truck power units, notes Brian Marshall, the company’s chief engineer, systems and electronics. He says the topic has attracted a lot of attention at recent ATA Technology & Maintenance

PHOTO: BENDIX



Trailers have lagged behind tractors in terms of communicating both with power units and the outside world. That is about to change.

Council meetings. “I think we’re at a point in the industry where the value of these systems, whether they’re communicating data to the driver, a fleet manager, or a shipper, is recognized,” Marshall says. “But up to now, fleets had to spec several different systems from different providers and monitor different systems in order to obtain and analyze the data they receive.”

A new era in fleet management?

Marshall thinks the next step in the evolution of trailer networking and communication will be toward system integration that channels the flow of data to a reduced number of system interfaces. “This makes a lot of sense when you look at it from the driver and fleet perspective,” he says. “They want one place to go and get information from all these myriad systems, whether it’s a temperature monitoring system in a reefer, a tire pressure management system, a safety system, or a self-diagnostic maintenance system. The next move will be a removal of all those different and competing interface layers in order to make things less confusing for the driver and easier to manage for the fleets.”

The potential of this technology becomes apparent if you consider all the different systems, functions and applications that apply to trailers and bodies, says Gerry

Mead, executive director of innovation for Phillips Industries. He believes integration will be the first crucial step toward a much broader array of capabilities.

“Just to name a few items,” he says, “anything from lighting, braking, refrigeration, liftgates and even a dump unit are candidates for a coordinated trailer communication network. The collaboration efforts and work to create a network that enables these different manufacturers to communicate on is critical. Secondly, the platform on which the data is collected and displayed for analysis is vital to the end user. Both are items that are under development today and are a first for a trailer to my knowledge.”

Brett Jackson, product and segment development manager for Truck-Lite’s Road Ready Trailer networking system, says his company just released a new, agnostic communications system at the 2018

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TMC meeting in Atlanta, which builds on the push for integrated communication platforms that can relay a wide range of trailer-specific data to fleets, OEs and other interested parties.

“We are really trying to create a network around the trailer itself,” Jackson says. “So we’ve opened up our Road Ready system to allow other OEs with sensors on the trailer to use our technology to relay data back to fleet managers, without the need for a power unit CAN bus.”

With the advent of its new system, Jackson says Road Ready will be able to relay data relating to any aspect of trailer management for fleets – whether that means locating the unit in a yard, performing pre-trip inspections to ensure the unit is road-ready without eating into the driver’s hours of service, monitoring temperature or other cargo-specific information, or relaying fault codes from brakes, axles, tire pressure management systems or any other telematics system.

“We think this is a holistic approach that fills a huge hole in a fleet’s need for trailer intelligence,” Jackson explains. “And we can relay data to them in real time, so critical warnings can be acted on before there’s a component failure or a CSA violation.”

Bill Ellis, managing director at Phillips Connect Technologies, says over time, today’s trailer telematics capabilities will evolve to include additional monitoring and management functions, such as providing drivers, fleets and shippers dynamic cargo information, cargo weights and axle load distribution, light-out detection, brake wear, anti-lock brake faults, down to tire pressure and cargo-specific data.

“If you start to couple those capabilities with diagnostics and prognostics for common failure points like brakes, lights and tires, add the ability to pre-check a trailer before it leaves a yard, that technology will increase efficiency and lead to reduced Compliance, Safety, Accountability (CSA) related failures as well as an increase in driver productivity,” Ellis says. “It will also provide better analysis on failures and lead to prolonged service intervals and component life. All of which adds up to increased revenue for fleets.”

Truck-Lite LED fog lights

Truck-Lite added SAE-compliant LED fog light kits and an LED auxiliary driving light kit to its Truck-Lite by Rigid product offering. Based on the D-Series from Rigid Industries, the 3-inch by 3-inch fog lights are designed as replacements for International ProStar model years 2008-2017, Volvo VN model years 2008-2017, Kenworth T680 model years 2013-2018, and the Freightliner Cascadia model years 2007-2016. In addition to the fog light kits, Truck-Lite is introducing a 6-inch SAE-compliant auxiliary driving/high beam kit, based on the E-Series light bar from Rigid.



line of caliper parts uses high-quality materials for the boots, tappet, guide bolts, seals, bushings, and wear sensors. The company is also able to custom make kits based on customer needs.

Sailun S668 regional all-position tire



TBC Brands expanded its Sailun tire brand program with the S668, a regional all-position tire for use in severe trailer applications. The S668 is a durable tire designed with contoured shoulders to withstand lateral scrubbing, built with a highly durable rubber compound to extend service life even in demanding high-scrub trailer applications. The S668 is designed for use on multi-axle and spread-axle trailers.

Luber-finer extended-life oil filter for Cummins ISX



Luber-finer's LFP9001XL is an upgraded oil filter with extended life designed for the Cummins ISX engine. The XL version of the Luber-finer's LFP9001 full-flow oil filter features a 100% synthetic filter media to keep oil flowing smoothly while delivering improved filter efficiency over a longer time period. Luber-finer's XL filters can help reduce the frequency of filter replacements and help increase vehicle uptime while reducing total service and filter spend, according to the company.

Petro-Canada Traxon synthetic gear oil

Petro-Canada Lubricants' Traxon gear oil line was expanded to include Traxon Synthetic MTF 75W-80. The gear oil is a commercial vehicle manual transmission fluid, formulated to provide extended drain capability (up to 250,000 miles), deliver all-weather pro-



tection, and reduce maintenance costs. The new product is recommended for extended drain service in Class 6, 7, and 8 manual transmissions, and also has been approved by Volvo and Mack for use in their synchronized automated manual transmission applications such as the Volvo I-Shift and Mack mDrive.

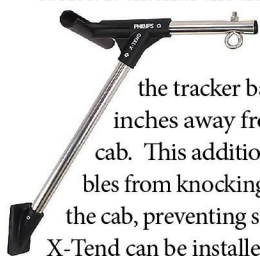
Bee Line Optical Frame Assessment System



Bee Line's new OM8000 Optical Frame Assessment System features a single infrared camera that captures the initial conditions of a damaged frame, allowing the operator to determine what corrective measures need to be taken. The camera, which has a self-contained light source, connects with retro-reflective targets mounted with self-centering frame gauges. The 3D system is capable of accurate initial condition reporting, dynamic tracking of corrections as they are made, and final condition reporting relative to appropriate specification tolerances, according to the company.

Phillips X-Tend tracker bar extension

Phillips Industries' X-Tend tracker bar extension is designed to prevent scuffs and marring on the back of the cab from swinging cables. It extends the tracker spring kit and cables out an additional 8 inches from the tracker bar, with a total of 12 inches away from the back of the cab. This additional space keeps cables from knocking against the back of the cab, preventing surface damage. The X-Tend can be installed on tractors with a



solid metal back or with windows with a metal frame down the center of the cab.

Hendrickson brake wear tool

Hendrickson Trailer Commercial Vehicle Systems debuted its air disc brake wear indicator tool, which allows maintenance personnel to check brake pad and rotor thickness without removing the wheel or the brake pads from the caliper.



Stertil-Koni adapters for column lifts

Stertil-Koni introduced a new series of universal multipurpose fork adapters engineered to increase the versatility, utility, and performance of the company's mobile column lifts. The adapters allow for front and rear lifting with just two mobile columns. Customers can benefit from a wheels-free approach that uses the vehicle frame as the lifting point, giving a technician full access to the wheel area.



Kinedyne Load securement straps

Kinedyne introduced the Rhino Max and K-Force brands of load securement straps. The Rhino Max brand of winch straps and ratchet straps will replace Kinedyne's abrasion-resistant Rhino Web line. The K-Force brand of winch straps, ratchet straps and logistics straps is a completely new offering from the company. Rhino Max and K-Force winch straps have a working load limit of 6,670 pounds. The Rhino Max has a WLL of 4,000 pounds and the K-Force logistic strap has a WLL of 1,500 pounds.

