

FLEETTECH

FEB 2008

The Newsletter For Trucking's IT & Logistic Professionals

FMCSA to Begin Wireless Roadside Inspection Pilot

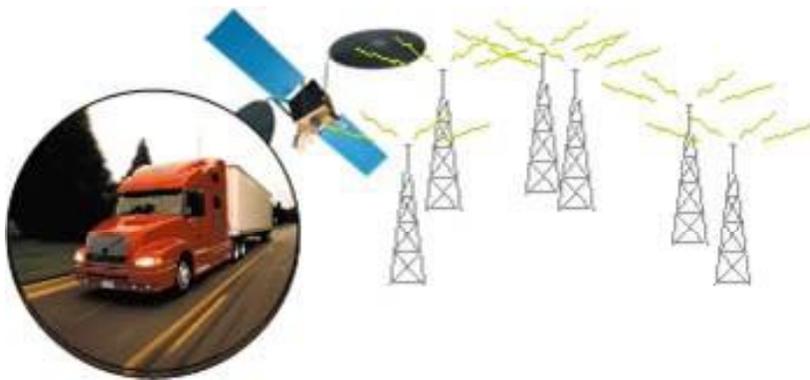
The Federal Motor Carrier Safety Administration will begin implementing a pilot wireless roadside inspection system – that could eventually record truck driver information like hours of service and commercial driver's license status as well as brake, lighting, tire and other maintenance information – later this year, officials said.

"We will start doing the test work later in this calendar year," said Jeff Loftus, transportation specialist for FMCSA. Wireless inspections are "a good way to keep up with ever increasing truck traffic. This system will augment the roadside inspection system that is already in place."

Loftus said FMCSA sees the wireless inspection program as a way to help it keep pace with an ever-expanding industry as the agency's ability to conduct roadside safety inspections remains constant. FMCSA conducts nearly 3 million annual roadside truck

safety inspections, as compared to the 177 million weight inspections the agency conducts every year, he said.

A wireless inspection program would "give us a better understanding of what's happening out there in terms of big trucks," said Steve Keppler, director of policy and programs for the



Commercial Vehicle Safety Alliance. "It's another piece of data that helps us understand on a performance basis what's happening out in real world. If we can have more safety inspections we can help create more of a deterrence effect" for truckers operating under unsafe conditions.

FMCSA's Loftus emphasized that the program is "at a very early stage" and that decisions surrounding whether or not to proceed to a full implementation of wireless inspections across the country will depend on several factors, including whether or not the agency can create a wireless communications system to collect inspection data and whether or not the agency can garner industry support for the program.

"We know the technology is here to support wireless inspections, and we're not going to be collecting any new information" beyond the standard

information collected during current roadside inspections, said Loftus. "But we need to look at how we are going to integrate this roadside data with state and federal back-office systems...and how we can create an environment where fleets want to share

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ITLC Sets Conference Agenda

The Information Technology & Logistics Council of the American Trucking Associations set its agenda for the 2008 ITLC Annual Conference, to be held June 1-4 in Chicago, Ill.

"We're looking forward to an exciting year as we move forward with the incredible depth of knowledge represented by our membership and the growing focus on ITLC issues within our industry," said ITLC Chairman Braxton Vick. He added that the upcoming conference will "provide our members with valuable information they can take back to their business

and put into practice."

This year's conference panels will include sessions focused on: sensors in the trucking industry; federal government information technology initiatives; border crossings and port entry requirements; data mining of telematics data; web applications in the supply chain; portals and real-time data analysis; telephony technologies; EOBR directions within the industry; FMCSA's wireless roadside inspection; freight visibility; and technical impacts of hours of service.

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Dear ITLC Members,

We're pleased to announce that we have received an outpouring of enthusiasm and commitment from our members for the formation of our upcoming June conference.

In addition to the many informative sessions being developed by our board members, ITLC will soon unveil the "ITLC TeamRoom" a Web-portal that will allow members to share information on topics ranging from information technology challenges to logistics, supply chain, and regulatory issues.

Also on ITLC's TeamRoom, you'll have the ability to comment on Council activities, post opinions on FleetTech articles and participate in real-time discussions on a variety of topics that have an impact on information technology and logistics in the trucking industry.

Watch for our TeamRoom logo on the ITLC Web-site later this month, and if you haven't already become a member, please don't hesitate to contact us for information on how you can get involved.

Sincerely,
I. Michael Snyder
Executive Director

TECHNICAL DIFFICULTIES

"Geek Speak"

By Marc Mitchell, special to Fleet Tech

"I'll be brief: Please don't you be!"

Have you ever just listened in to a conversation between two systems people discussing a deployment issue? I pride myself on my geek-ness yet many of these exchanges sound to me like alien gibberish! And while partly to blame is the ongoing tech love affair with the three letter acronym (or TLA), much of the code talker speech isn't about general technology terms but rather about our own individual operating environments.



"Last night the BPOS system went down with a NPE on the UAT machine. We found a bunch of G5's on the U3 disk and moved them over to U0 on the DEV2 box and that took care of it." That's a direct quote! If you took an inventory of machines, process names, database tables or columns or (god forbid) actual source code, you'd likely be awash in abbreviations of all kinds. I think the desire to abbreviate is somehow ingrained in a techie's DNA. But is it really helpful?

Whenever someone is taking the time to initially name a machine, create a job or process or give birth to a new piece of code, saving a couple of keystrokes probably seems like a good idea. And if the current standards and practices have that as the norm . . . all the better to follow SOPs.

But the problem is, for that split second of key stroke time saved at creation, we are forced to maintain an ever expanding cross reference between these short cuts and their true meanings. In all honesty, I think a lot of this traces back to the DOS days when we were limited to an eight character name and a three character extension.

While that OS is ancient history, I continually see this magical eight character number showing up in process names, directory structures and code in environments that have long since been relieved of that constraint. And with the explosion of text messaging, it's clear that this trend toward the abbreviated is only going to get much worse: OMG LOL!

But in all seriousness, I think we need to better appreciate that for each keystroke saved, we are sacrificing the simplicity and understandability of the resulting systems whose care and feeding will hopefully continue for a long while. We also produce an environment that a smaller and smaller group can truly understand and that's not a good thing.

I would implore IT leaders to

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ITLC FLEET TECH

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EVENTS

ALK Transportation Technology Summit:

April 14-16.
Princeton, NJ

<http://www.alk.com>

Innovative Computing Corp., Innovative Conference and Exhibition:

May 12-14.
Marriot Rivercenter on the Riverwalk
San Antonio, Texas
(615) 986-1900
www.innovativecomputingcorp.com/ice/ice_2008

Information Technology & Logistics Council Spring Meeting:

June 1-4.
Marriott Oak Brook Hills Resort
Chicago, Illinois
(703) 838-1719
<http://www.truckline.com/aboutata/councils/itlc/upcomingevents>

TMW Annual User's Conference:

September 21-24.
Orlando World Trade Center
Orlando, Florida
<http://www.tmwsystems.com/Default.aspx>

McLeod Software 2008 Users' Conference:

September 14-17.
Gaylord Opryland Hotel
Nashville, Tennessee
<http://www.mcleodsoftware.com/>

Information Technology & Logistics Council's Conference & Exhibition

June 1-4, 2008

Chicago
Call 703-838-1718
For more information about upcoming ITLC meetings.

ASSOCIATIONS UPDATES

Court Finds Shipper/ Broker Liable

The United States Court of Appeals for the Ninth Circuit has found that a shipper and the logistics company that it hired to manage its transportation needs were jointly liable for unpaid freight charges.

The shipper, Sears, had contracted with National Logistics Corporation to handle its transportation needs including brokering loads to motor carriers. Upon learning that NCL was no longer acting as Sears' broker, the motor carrier sought payment of more than \$400,000 in freight charges from NCL, over \$200,000 of which had been already paid by Sears.

Despite a provision in the brokerage contract stating that the NCL

would pay regardless of whether it had been paid by the shipper, NCL refused any payment, directing the carrier to Sears. Sears declined payment on the grounds that the contract between NCL and the motor carrier relieved it of any potential liability to pay the motor carrier and that having already paid NCL, the motor carrier was equitably stopped from making Sears pay twice.

The Court rejected both those claims, finding that Sears was not a party to the broker/ carrier agreement and could not rely on it and that it is the shipper that should bear the risk of non-payment when it chooses to pay freight charges through a broker rather than directly to the motor carrier.

For more information, contact ATA's Robert Digges Jr. at (703) 838-1889 or rdigges@trucking.org.

ITLC Names Vice Presidents, Directors

ARLINGTON, Va. – The Information Technology and Logistics Council named Doug Olson to serve as the council's 2008 Vice President of Membership.

Olson is the Logistics General Manager for Process and Systems for Schneider Logistics, a division of Greenbay, Wis. trucking and logistics company, Schneider National.

The council also named eight directors: Tom Benusa, Chief Information Officer for Transport America; Marc Mitchell, Transportation Practice Director for Enterprise Information Solutions; Tom Weisz, Chairman of the Board, TMW Systems; James Rosen, Vice President of Government Relations for Penske Truck Leasing; Jim Barr, Group Director for Ryder System; Victoria King, Vice President of Public Affairs for UPS; John Hazenfield, Vice President of Information for Dist-Tech; and Don Smith, Director of

Less-Than-Truckload for Con-way.

"My main goal is to build the membership of the newly formed ITLC," said Olson. "But beyond that, I'd like to bring to a forefront the information technology and logistics issues that face the trucking industry as part of a larger supply chain."

"Trucking is a key part of the logistics industry, and I see our council's role as broadening the focus of American Trucking Associations to include understanding the technology issues that impact the trucking industry," said Olson.

At the same time, "having a position in standardizing supply chain information is going to be key – our council will be the trucking voice in the supply chain information community," he said.

Olson and the eight directors were announced as ITLC's new vice president and board members, respectively, here at the group's Nov. 19 board meeting.



Doug Olson

IT & LOGISTICS NEWS

What to Expect: SCM and Logistics 2008

Global supply chains faced their share of challenges in 2007, with lead-paint-related toy recalls and a variety of supply-chain disruptions, but they also gained in efficiency and customer service, said AMR Research, a logistics and business research firm.

According to a supply-chain logistics study published by AMR last month, many companies enhanced their flexibility, responded effectively to demand variation, and adopted environmentally friendly practices last year.

As for 2008, the company released a list of ten top trends in supply chain management and logistics for the coming year.

1. SCM and logistics technology markets will enjoy healthy growth with an average increase in spending of 12% in 2008.
2. Near-shoring presents a viable alternative to low-cost country offshoring. Companies are looking at nearby outsourcing – i.e. domestic sourcing, manufacturing and design – as a cost effective way to enhance speed.
3. Best-of-breed vendors regain some ground lost to ERP competitors. ERP vendors may have gained a strong foothold in areas like demand planning and inventory management, but users still

prefer best-of-breed applications.

4. SCM outsourcing alleviates the SCM talent shortage in increasingly complex global supply chains.

5. Companies will manage risk for business continuity and competitive advantage. Meanwhile, the emphasis on supply chain risk mitigation will grow in 2008.

6. Impressive returns on investment from current projects nudge RFID back into the spotlight. Ongoing standards development efforts have quelled the fears of

many non-adopting companies, and RFID is now ready to prove itself as a viable technology.

7. Software vendors expand their managed-services offerings to deliver results.

8. S&OP technologies — not just processes — take center stage. Expect wider adoption of S&OP functionality in 2008.

9. Connectivity grows in importance as companies extend their value networks.

10. “What-if” analysis and simulation-based tools see growing adoption.

For more information:

AMR Research:

<http://www.amrresearch.com/Content/View.asp?pmillid=21064>

“Geek Speak”

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consider if acceptance of abbreviation is truly saving you anything. After all, disk space is cheap and frankly, modern shells used by us diehard techies provide code complete functionality, so typing a few characters is all that's required to enter, navigate or execute the longest file or process name.

I'd much rather emphasize clar-

ity than issue each IT resource their own Green Lantern decoding ring! Do you know how long it takes to work one of those? So take a stand and don't be brief and I like you will find things will be quicker in the long run. TTFN!

Marc Mitchell is Transportation Practice Director for Enterprise Information Solutions

DOD Contract

The U.S. Department of Defense said Feb. 4 that it has extended the time and increased the value of its Radio Frequency Identification contract with Savi, a Lockheed Martin company.

The contract has been extended to Jan. 31, 2009 and its ceiling increased by about \$60 million to \$483 million for the company's active RFID products and services, DOD said.

The contract amendments were made by the U.S. Army's information technology, e-commerce and commercial contracting center, and the executive agent for DOD is the office of the product manager, joint-automatic identification technology, DOD said.

EBE Internet

EBE Technologies, a transportation technology company, said it has launched Internet Data Interchange, a web-based data entry system that automatically populates data from carriers' dispatch and accounting systems into and from shipper and intermediary web portals.

EBE said the tool eliminates the need to manually re-key in required information to shippers' Websites for the purpose of tendering and confirming loads.

The ability to connect through the Internet to shippers' Websites also gives the carrier an opportunity to use data stored by a shipper to improve processing efficiency. For example, a carrier can retrieve information from the shipper automatically to update the carrier's dispatch and/or accounting systems, EBE said.

FMCSA to Begin Wireless Roadside Testing

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this [data]"

FMCSA will initially test the wireless system on a portion of Interstate 81 in eastern Tennessee, a truck corridor that sees nearly 25 thousand trucks pass through it per day, said Loftus.

He said the pilot test will initially focus on the "feasibility of technologies," such as transponder devices currently in use for tolling programs such as EZ Pass, dedicated short range communications devices or commercial mobile radio services including cell phone and satellite communications.

"We're looking at the different communications options that are available and which ones are easiest for the trucking industry to use," he said. "We're really looking at integrating the existing truck technology as much as we can. That keeps the cost down [for truckers] and allows for the maximum use of technology that trucking companies have already invested in."

Loftus said devices such as on-board computers that provide telemetry data or wireless information to support fleet operations – such as shipment tracking or verification of load delivery – could support FMCSA's requirements for wireless truck inspections.

"We're looking to build on that system – it's the same data that's already being collected by trucking companies for most part," he said.

Currently, roadside safety enforcement officers conduct inspections and manually enter inspection information in laptops. That data is then electronically uploaded to state and federal databases.

However, under the new program, a wireless system would collect the same data "from inspection points" along the nation's highways, then transfer the information wirelessly to enforcement officers and databanks, he said.

"We're also looking at the IT aspect of how to transfer that information,"

said Loftus. "How do we get that information from the inspection point" to the end user? He said FMCSA will investigate a number of options during the pilot phase of the program, including "XML, EDI or flat file formats."

Meanwhile, CVSA's Keppler said that based on feedback received by the agency, the trucking industry "is cautiously intrigued" by the program.



"We know that [wireless inspections] are probably going to end up happening and that's ok," said Kevin Tomlinson, director of Maintenance for South Shore Transportation Company, a Sandusky, Ohio, flatbed carrier. "We'll be able to make quicker trips because we won't be stopped for inspections as much . . . and the guys that are not safe – more of them will be caught and put out of service – it could improve the industry as a whole."

"We spend a lot of money in maintenance, and that's what it takes to stay safe. From a maintenance perspective, we want to do everything we can to make sure we're up to date on our truck safety, so if this helps alleviate the problem of the small group of trucks that are not safe, we're all for it," said Tomlinson.

Dave Osiecki, vice president of safety, security and operations for American Trucking Associations, said ATA will keep a close eye on the wireless inspection program in the coming year. "This is only being field tested now," he said. "But as the concept develops, we'll have more discussion, debate and input from ATA members."

For more information: Federal Motor Carrier Safety Administration:

<http://www.fmcsa.dot.gov/>
<http://www.fmcsa.dot.gov/about/news/news-releases/2007/wri-mkt-rsrch-info-session.htm>

Commercial Vehicle Safety

Alliance:

<http://www.cvsa.org/>

Intermodal Update

The Intermodal Monthly Update published by FTR Associates and Gross Transportation Consulting reported a continued weak performance for the intermodal trucking segment through December 2007.

Intermodal revenue moves for the month of December dropped 11% from November.

Total 2007 intermodal revenue movements of 14.08 million resulted in a decline of 1.1% from 2006.

According to the report, loss of intermodal freight to alternative all-water movement has been a significant drag on intermodal volumes in key long-haul lanes in 2007.

For more information:

www.ftrassociates.net

Seko Names VP

SEKO, a global supply chain company, announced the appointment of Bryan Vining as its new Vice President of Strategic Development for the Company. Based out of SEKO's world headquarters in Itasca, Ill., Vining will be responsible for developing new offices within the SEKO Global Logistics network of offices.

Vining has 10 years of transportation and logistics experience, most of which he spent as Director of Corporate Business Development for Kitty Hawk.

"I am very enthusiastic about joining the SEKO team," said Vining. "SEKO's global freight forwarding business model, based on local strategic partnerships and global reach, is unique within the 3PL industry and has proven successful in meeting and exceeding international customer demands."

MANAGEMENT NEWS

Research Company to Pay Fleets

By Robert Francis, special to FleetTech

Every day there seems to be another challenge for the trucking industry to have to deal with. Either it is the rising cost of fuel – up approximately 30% since November – increasing competition, increasing congestion, more total tonnage for delivery, or increases in security concerns, the nation's highway is sure to be stretched even more. But with progress . . . so comes opportunities. New logistics practices like just-in-time delivery, and technologies like GPS, routing algorithms and e-credentials, have helped the trucking industry drive efficiency.

But the story does not end there. With all these devices, software and services, there is an increasing amount of data being generated. Much of this data goes under utilized and simply sits in data bases. Unknown, except to the savviest of operators, this latent data is a diamond in the rough for those who know how to exploit its hidden value. Data mining can reveal shorter trip times by adjusting departure schedules to account for traffic trends, higher accuracy mileage calculations can reduce fuel tax obligations, and prognostics can identify mechanical failures before they even happen!

So we all know that the application of technology can increase fleet efficiency, but does it end there or is

there more value for the fleet that can be derived? There are thousands of research and highway professional organizations that would like to view trucking industry consolidated data for traffic studies, commerce trends, and highway design.

Enter Calmar Telematics. We're providing value today to the trucking industry. Simply put, Calmar Telematics is paying fleet operators to participate in its Highway Visibility System. HIVIS is a trucking industry data base that charges research organizations to answer key highway performance questions, and pays money to the fleets that participate in the process.

Conclusion: There is latent value in the mass of data that is being generated from everyday fleet operations. Continuing to find value will drive value for the fleet, and in partnership with the industry, can result in smarter and safer highways for everyone. Calmar has multiple paying opportunities for fleet operators, with a focus in the North East corridor. Targeting to share a minimum of 25% of its revenue; participating fleets can enjoy a faster return on investment on their fleet tracking systems while helping to design a better highway system.

About the Author: Robert Francis is a partner with Calmar Telematics, a highway research company.

paperless data entry and a controlled, consistent application process, McLeod said.

"After we worked with McLeod Software to develop and test HirePower . . . we felt this new solution was the best option to help us process new drivers faster and make it easier for them to work with us," said Chad England, vice president, recruiting, training and safe driving for C.R. England.

C.R. England

McLeod Software, a dispatch, accounting and enterprise management company announced that C.R. England, Inc. has purchased and implemented HirePower, McLeod's new module designed to reduce driver hiring time.

HirePower helps trucking companies recruit drivers through remote,

FreightScan

FreightScan, LLC, a freight and logistics technology company, said it has added two new functions to its FreightScan FS100 automated dimensioning system for cargo scanning.

Using a universal bar code reader, the FS100 captures information from a bar code and automatically populates air waybill fields. The resulting dimensions are then associated with the correct air waybill in a database, FreightScan said.

In addition to the bar code tool, the company has developed a "thin client" data system that allows for a simplified wireless user interface to trigger a scan remotely from the FS100 terminal.

FreightScan said the feature was designed for cargo operations that use forklift scales and facilities with operational functions that benefit from triggering a scan from the PC terminal without interfering with the workflow process.

Par Logistics

Par Logistics Management Systems said it has introduced the first real-time tire pressure management system for the transportation industry in conjunction with Advantage PressurePro, a tire pressure monitoring company.

The system will give trailer managers real-time information on trailer location, temperature, fuel levels and door activity while also receiving critical alerts on reefer failures, rapid fuel loss, and now, insufficient tire pressure, Par said.

Automated alerts arrive in e-mails and text message PDA devices, informing managers of low pressure, reefer failure, and rapid fuel consumption, the company said.

XATA Acquires GeoLogic

XATA Corporation announced Feb. 1 that it completed its acquisition of GeoLogic Solutions, Inc., a wireless asset management company that sells mobile communications and tracking systems to the trucking industry and provides third-party wireless data services.

"The acquisition of GeoLogic opens the door to new software subscribers in the for-hire segment of the trucking industry," said Jay Coughlan, chief executive officer of XATA. "Combined with our expertise in the private fleet segment, this acquisition will pro-

vide a platform for significant growth within the over-the-road transportation sector."

"The combination of our two companies will broaden XATA's footprint in the market and further leverage GeoLogic's technology and professional staff," he said.

The combined companies reported \$55.6 million of revenue for the 12-month period ending December 31, 2007. After the acquisition, XATA had approximately 57,000 monthly subscribers using its technology, the company said.

Stimulus Package

The economic stimulus package, signed into law by President Bush earlier this month, will provide both individual and business tax relief, including tax relief for investments in IT or wireless communications systems.

"The economic stimulus package is good for the trucking industry in that it will help spur economic growth as well as provide incentives for companies to make additional capital investments this year," said Bob Costello, chief economist for American Trucking Associations.

H.R. 5140, the Economic Stimulus Act of 2008, provides enhanced ex-

pending and depreciation relief for businesses buying equipment and placing it into service this year.

H.R. 5140 will allow a trade or business to depreciate an additional 50 percent of the cost of an asset acquired and placed into service in 2008. The types of property eligible for bonus depreciation will be the same as those included in previous depreciation packages: (1) tangible property that had a recovery period not exceeding 20 years; (2) purchased computer software; and (3) qualified leasehold improvement property. The proposal is effective for calendar year 2008.

Budget Proposal

The Bush Administration's FY 2009 budget proposal, which was submitted to Congress on Feb. 4, proposes to cut the federal-aid highway program by nearly \$2 billion. While SAF-E TEA-LU authorized \$41.2 billion in highway spending for 2009, the administration called for a \$39.4 billion program. The lower funding level met with resistance from Democratic transportation leaders on Capitol Hill. Their sentiments were captured by the Chairman of the House Subcommittee on Highways and Transit, Rep. Peter DeFazio (D-Ore.), who termed the budget proposal as, "disappointing."

The budget request included \$541 million to fund the Federal Motor Carrier Safety Administration, including \$307 million for state motor carrier enforcement grants. These figures are consistent with SAF-E TEA-LU authorization levels. Contact Darrin Roth at (703) 838-1900 or droth@trucking.org.

ITLC Sets Conference Agenda

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Roundtable sessions will include: mobile communications; routing and scheduling; telematics; CRM Systems; enterprise resource planning systems; Web services; best practices for industry coding standards; IT in support of small carriers; financial systems; and e-discovery rules.

ITLC's annual conference will be held June 1-4 at the Marriott Oak Brook Hills Resort in Chicago, Illinois. If you would like to make a contributing presentation or if you would like to see specific industry issues addressed at the conference, please contact Andrea Fischer at (703) 838-8832 or e-mail us at itlc@trucking.org.

Attention Exhibitors!

Space now available for ITLC's 2008 Conference

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TO RESERVE YOUR
EXHIBIT SPACE TODAY!

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Council's Conference & Exhibition
Chicago
June 1-4, 2008

Booth Equipment Fees Include:

- ✓ Conference attendee list with addresses
- ✓ Phone numbers and e-mail addresses
- ✓ Complimentary corporate identification sign
- ✓ Security Guard service for the entire exhibit
- ✓ Exhibit furnishings, pipe and draping
- ✓ Listing in conference program
- ✓ Two Exhibitor Passes