

SINCE 1911

**ELD BUYERS' GUIDE**

Find detailed specs, features of 64 systems

**CCJ's TECH TOOLBOX**

Making the most of your fuel economy

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# WORKING AS ONE

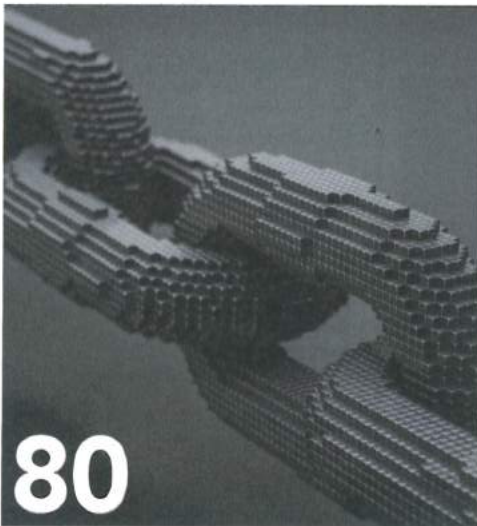
Blockchain could change the way fleets, shippers do business

Randall  Reilly

**OEM NEWCOMERS**

Companies keen on alt-fuel, edgy look

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**COVER STORY:**

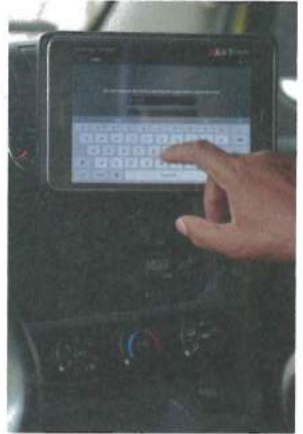
# The next generation of EDI

Application programming interfaces and extensible markup language are protocols that have been replacing or supplementing electronic data interchange transactions for some time. They are about to take a backseat to blockchain technology, which experts say can expand the visibility and security of freight transactions in an unprecedented fashion.

Cover design by David Watson

## JOURNAL

LEADING NEWS,  
TRUCKING MARKET  
CONDITIONS AND  
INDUSTRY ANALYSIS



## FEATURES

### 37 Special Section: ELD Buyers' Guide

Since FMCSA's late 2015 release of its final rule for using electronic logging devices, there's been a rising swell of ELD development. Customers can choose from hardware and software options offered by dozens of vendors, some of them new to the trucking industry. *CCJ's* ELD Buyers' Guide details specs on 64 systems with a wide variety of features. See how they work, what they can do besides logs, and how to evaluate them.



### 65 *CCJ's* Tech Toolbox: Technology's role in fuel economy

As recently as just a few years ago, 10 mpg seemed like the kind of pie-in-the-sky figure that only truck stop braggarts would claim, but it's real-world feasible as of this year. In this 11th edition of *CCJ's* Tech Toolbox, we look at the role technology has played in boosting fuel economy and, in at least one case, how it can have unintended negative effects.



### 87 The rise of the little guys

Brand loyalty dating back generations has been the hallmark of trucking behemoths such as Freightliner, Peterbilt, Kenworth, Mack, Volvo, International and Western Star. But it complicates entry into the industry for entrepreneurs seeking their own piece of the pie. How are new truck OEMs like Alkane Truck Co., Rainier Truck and Chassis, Nikola Motor Co., Tesla and others carving out a niche?



### 35 Innovators: Hirschbach Motor Lines

The Dubuque, Iowa-based refrigerated carrier develops holistic wellness programs that start at orientation to create a happier, healthier workforce.









### 9 News

OOIDA coalition to press for ELD mandate delay ... Legislation would force FMCSA to pursue sleep apnea rule ... NACFE fuel demo exceeds 10 mpg ...



Trump: Lower taxes, bigger paychecks for America's truckers ... Shell: All engine makers back new CK-4 lubricants ... Rising driver pay spurs carrier cost hike in 2016

### 12 InBrief

								
Provider	Quartix	Rand McNally	Rand McNally	Rand McNally	Simple Truck ELD	Spireon	Stoneridge	Teletrac Navman
Device Name	Electronic Logging from Quartix	DC200	TND765	ELD50	Simple Truck ELD	FleetLocate Compliance	EZ-ELD	Director Drive
Type of Device	BYOD   Android tablets	BYOD   Android   or paired with TND tablet	Dedicated unit	BYOD   Android   or paired with TND tablet	BYOD   Android, iOS   tablet options available	BYOD   Android, iOS	BYOD   Android, iOS	Dedicated unit
Initial cost	\$79-\$119 depending on available promotions	\$399, custom options available for larger fleets	\$699, custom options available for larger fleets	\$149	\$0 for BYOD, \$10 for tablet with 200 MB subsequent data allowance	\$0 with lease	\$149	\$0 with lease
Ongoing lease or service fees per truck	Monthly: \$19.20-\$22.20/month or \$4/month on top of InfoPlus subscription	Monthly: \$25 and higher	Monthly: \$20 and higher	Monthly: \$15 and higher	Monthly: \$19 and higher	Monthly: \$28 and higher	Monthly: \$15   Annually: \$150	Monthly: \$45 and higher depending on options
Other capabilities beyond logs	Sophisticated tracking tools, fleet management functions (including dashboards), IFTA, more	TMS integration, workflow, IFTA, mapping, analytics, engine diagnostics, cellular modem	Truck-specific navigation, TMS integration, workflow, IFTA, mapping, analytics, diagnostics	TMS integration, workflow, IFTA, mapping, analytics, diagnostics	IFTA, free 2290 filing with affiliated tax service, parking assistance, diagnostics data, load boards, roadside assistance, discounted fuel cards, fuel management, available in Spanish	IFTA, driver safety alerts/reports, driver scores, audible alerts, engine diagnostics	IFTA, engine diagnostics, three interchangeable onboard diagnostics (OBD) port connectors, maintenance/driver alerts, sophisticated tracking/vehicle location, six months of on-device data storage, more	IFTA, engine diagnostics, dispatch and messaging, safety analytics, workflow solutions, truck-based navigation, driver score-cards, TMS integration
On FMCSA registry?	No	No	No	No	Yes	No	Yes	Yes
Find more information	<a href="http://Quartix.com">Quartix.com</a>	<a href="http://RandMcNally.com">RandMcNally.com</a>	<a href="http://RandMcNally.com">RandMcNally.com</a>	<a href="http://RandMcNally.com">RandMcNally.com</a>	<a href="http://SimpleTruckELD.com">SimpleTruckELD.com</a>	<a href="http://Spireon.com">Spireon.com</a>	<a href="http://EZ-ELD.com">EZ-ELD.com</a>	<a href="http://TeletracNavman.com">TeletracNavman.com</a>