

Going electric

Cummins releases its fully electric truck.

Volvo VNL

'Why has nobody done that before?'

Stepping down

Yako to pass baton to next BCTA president at year's end.

Reach us at our Western Canada news bureau
Contact **Derek Clouthier**
Derek@Newcom.ca
or call 403-969-1506



TRUCK WEST

WESTERN CANADA'S TRUCKING NEWSPAPER SINCE 1989

OCTOBER 2017 VOLUME 29, ISSUE 9

WWW.TRUCKWEST.CA



A new crop of young executives, like Kennie Orlick-Casciaro of Orlicks Inc. standing next to her father, Gene Orlick, are stepping into key roles with trucking companies.

Learning from the past

Trucking's younger generation learns from the past, tailors lessons for future

By **Derek Clouthier**

WINNIPEG, MANITOBA

The older people get the more resistant to change they become, but there is one area where this adage may not hold true.

Across Canada, a younger generation of workers is stepping into key roles in trucking companies, and for the most part, they knew it would happen eventually, it was just a matter of time.

Ryan Chambers is president of The Chambers Group of Companies, and he is 35 years old.

Overseeing every facet of the organization – which in addition to The Chambers Group includes DCT Chambers Trucking, Glen Transport, LFL Chambers, and Western-Midstream – Chambers never had any doubt what he wanted to do with his life.

"I always wanted to work for the family business," Chambers said. "I used to beg my dad to get him to take me to work when I was in elementary school."

Chamber's grandfather, Art Chambers, started the company in 1964 with his son Danny, hauling a bit of everything, from lumber, logs, and heavy equipment. When Danny sold his shares to his parents in 1978, Art's younger son, David (Ryan's father), left the RCMP to help run the business.

Though David maintains his role as company chairman and is currently in a semi-retired position as CEO, Ryan brings much more than family ties to the table as the company's president.

Growing up around the business, Ryan graduated from Victoria University in 2005 with a degree in business, and gained some much-needed on-the-job experience with Tolko Industries before joining DCT Trucking as a business analyst in the mid-2000s.

His father taught him a lot over the years about how to run a successful business, including how to recognize his strengths and weaknesses, and ensure that he surround himself with quality employees "who are better than him in a lot of ways" to bring the company success.

"Critical things in being successful in business are often simplistic things, but they are often overlooked," Ryan said, pointing to customer interaction and trying to do the little things a bit better as examples.

And sometimes those "simplistic things" are more important than one might realize.

"I try to remember a lot of the things that I think (my father's) generation brought to the table that maybe we're losing now," Ryan said. "There was an attitude (with the older generations) that refused to give up and refused to quit. I'm not saying I come from a generation of quitters, but there was definitely a lot of tenac-

Continued on page 26

Getting the right training

Choosing the best driver training school can be a daunting task for wannabe drivers

By **Derek Clouthier**

CALGARY, ALBERTA

All schools are not created equal, which holds true for truck driver training schools.

We have all heard stories of prospective truck drivers being quickly funneled through driver training schools and coming out on the other end with little to no actual skills behind the wheel. So what should someone look for if they are considering a career as a commercial driver?

Emmet Callaghan has been running CCA Truck Driver Training in Calgary since 1981, training Class 1 and 3 drivers from scratch, and those who have some experience and need to brush up on their skills.

Callaghan said it's important for people looking to get their Class 1 or 3 licence that it takes time to both learn the skill of driving and to gain an entry level position with a carrier.

Continued on page 25

Careers: 32-36

Ad Index: 51



A white Mack Anthem highway truck is shown from a side-rear perspective, driving on a two-lane asphalt road that curves into the distance. The landscape is hilly and arid, with sparse vegetation. The sky is a mix of blue and orange, suggesting sunset or sunrise. The truck's trailer has vertical ridges and a row of red reflective markers near the bottom. The wheels are visible, and the truck appears to be in motion.

**We are
Mack.**

**This is our
Anthem.**

Introducing Anthem, the next-generation highway truck from Mack. Born of the American spirit, Anthem comes standard with a bold design that delivers serious aerodynamics, and a new interior that keeps drivers comfortable and productive.

Designed for the driver.

Anthem's cab design and sleeper environment are built around the way work gets done, providing the comfort, storage and function drivers need to stay focused on the road.



Anthem's generous ceiling height lets drivers stand up in the cab and walk right through to the sleeper. Driver model shown at 5'10."

COMMAND THE ROAD

Anthem's intuitive instrument panel and steering wheel give drivers total confidence and control in the cockpit.

COMFORT FOR THE LONG HAUL

A spacious interior and American craftsmanship give drivers the comfort they need to feel at home.

UTILITY FROM TOP TO BOTTOM

Configure Anthem's best-in-class storage for as much or as little as you need to store.

Built for your business.

Efficient in every sense of the word, Anthem™ saves on fuel and reduces maintenance costs while maximizing uptime—and your bottom line.



By displacing air to the sides, as well as over the hood and roof, Anthem cuts wind resistance and improves fuel economy by up to 3%.

EFFICIENT DESIGN

Anthem's advanced aerodynamics and purpose-built design put function at the forefront and reduce day-to-day costs.

THE STRENGTH OF A LEGEND

Anthem runs on our legendary integrated powertrain, combining power with ease of operation from *mDRIVE*™ and the fuel-efficiency of MP®8-TC.

DEPENDABLE SUPPORT

From parts and service to 24/7 uptime management, Mack takes your business to a whole new level.



MACK®



Experience Anthem in virtual reality.
MackTrucks.com/NewAnthem

BORN READY.

Revival realities

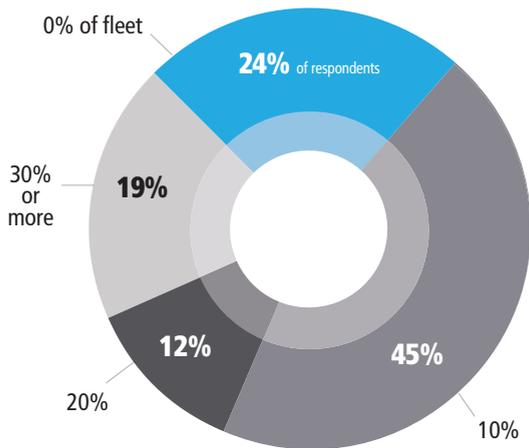
Western Canada's fleets looking more optimistically at truck replacements for 2018

Almost three quarters of Western Canada's motor carriers are planning to update their heavy duty trucks in 2018, according to the results from our just completed annual Equipment Buying Trends Survey. The survey indicates that carriers from the Manitoba to British Columbia are feeling more optimistic about their economic prospects and investing in new equipment. The majority (45%) are looking to replace up to 10% of their fleet.

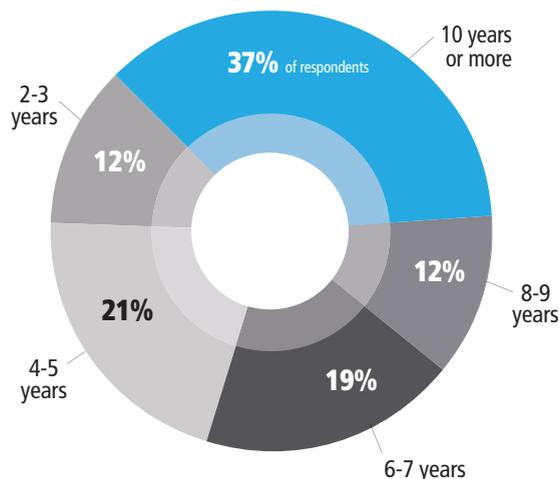


Follow Lou on Twitter @LouSmyrlis.

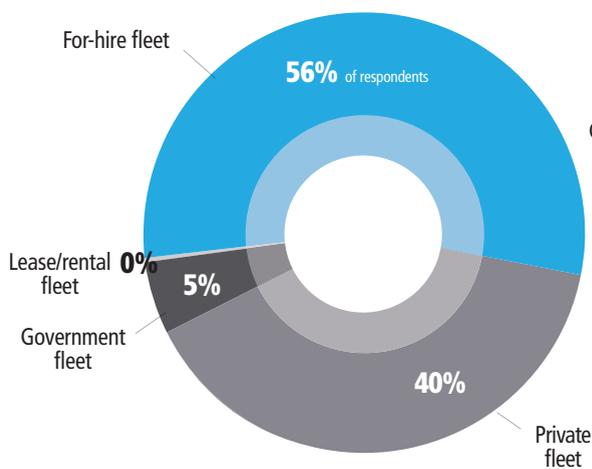
Percentage of heavy duty fleet anticipate replacing in 2018



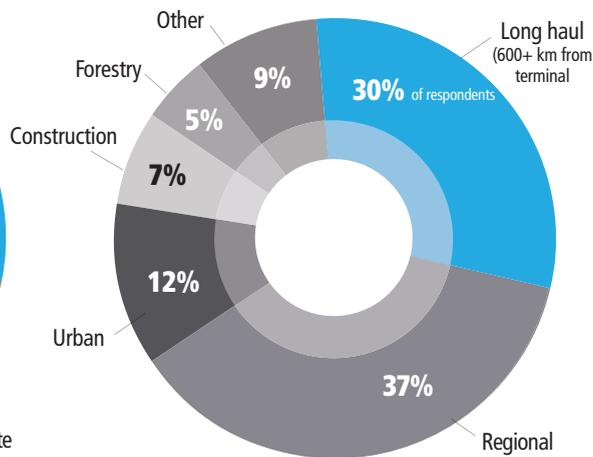
Current trade-in cycle for heavy duty vehicles



Trucking industry sector



Fleet activities



Main brand of heavy duty truck currently in fleet

Freightliner	24% of respondents
International	5%
Kenworth	43%
Mack	5%
Peterbilt	7%
Sterling	0%
Volvo	7%
Western Star	7%
NA	2%

Brand most likely to consider when purchasing new heavy duty trucks

Freightliner	21% of respondents
International	5%
Kenworth	40%
Mack	5%
Peterbilt	12%
Volvo	5%
Western Star	12%
NA	2%

#DeloDrives PERFORMANCE



Introducing the Next Generation of Heavy Duty Diesel Engine Oil
Delo® 400 with ISOSYN® Advanced Technology



Up to 35% Better Oxidation Control*



Up to 68% Better Wear Protection*



Up to 46% Better Piston Deposit Control*



Up to 60% Better Component Durability*

ChevronDelo.com

*As compared to previous generation HDMO product test limits.

Delo
 Let's go further.

© 2017 Chevron Canada limited. All rights reserved. All trademarks are property owned by Chevron Intellectual Property LLC or their respective owners.

TRUCKWEST

ISSN 0700-5016 (Print)
ISSN 1923-3531 (Online)

Lou Smyrlis

Director Business Development
416-510-6881
lou@newcom.ca

Kathy Koras

Associate Publisher
416-510-6892
kathy@newcom.ca

A. (Tony) Hohenadel

Publisher - truckandtrailer.ca
416-614-5800
tony@newcom.ca

EDITORIAL

Derek Clouthier

Editor
403-969-1506
derek@newcom.ca

Sonia Straface

Associate Editor
416-510-6890
sonia@newcom.ca

James Menzies

Contributing Editor
416-510-6896
james@newcom.ca

DESIGN AND PRODUCTION

Carolyn Brimer, Beverley Richards,
Michael Chimienti, Tim Norton

ACCOUNT MANAGERS

Delon Rashid

Western Accounts Manager
403-713-1054
delon@newcom.ca

Anthony Buttino

National Accounts Manager
416-458-0103
anthonyb@newcom.ca

Nickisha Rashid

National Accounts Manager
416-614-5824
nickisha@newcom.ca

Denis Arsenaull

Quebec Accounts Manager
514-938-0639 ext. 2
denis@newcom.ca

Tony Jelacic

Regional Accounts Manager
416-614-5813
tonyj@newcom.ca

Doug Copeland

Regional Accounts Manager
905-715-9511
doug@newcom.ca

Paul Beelien

Regional Accounts Manager
416-614-5806
paul@newcom.ca

Truck West is published monthly by
Newcom Business Media Inc.

NEWCOM

Chairman & Founder:

Jim Glionna

President

Joe Glionna

Vice - President

Melissa Summerfield

Director of Circulation

Pat Glionna

Subscription Inquiries

Lilianna Kantor

Phone: 416-614-5815

Fax: 416-614-8861

Email: lily@newcom.ca

RETURN UNDELIVERABLE CANADIAN ADDRESSES
TO: CIRCULATION DEPARTMENT, TRUCK NEWS
451 ATTWELL DR., TORONTO, ON M9W 5C4

PUBLICATIONS MAIL AGREEMENT NO. 40063170
CUSTOMER NO. 4006214

TRUCK WEST is a proud member of the following trucking associations:



Funded by the
Government
of Canada

Canada

Contents



ALBERTA

Page 11 AMTA holds driver appreciation during National Trucking Week.

BRITISH COLUMBIA

Page 16-17 Outgoing BCTA president/CEO Louise Yako sits down with *Truck West*.

MANITOBA

Page 53 MTA holds grand opening of its newly-renovated facility.



7

Editorial

Old dog has some new tricks; small businesses in B.C. can get support.

9

Letters

Reduced speed limits for trucks won't work; four-lane highways key to split speed limit success.

12-13

Electric trucks

Cummins surprises with unveiling of its fully electric Class 7 truck.

15

Equipment

Spending some quality time in the new driver-centric Volvo VNL.

18

Guest column

Rising costs of fuel, labor, and equipment affecting industry.

19

Sandy Johnson

How ELDs, and the data they collect, can help your business.

21

In-brief

Smokin' Gun sets a new record; Train Trailer purchases Canadian Transport Trailer.

22-23

Equipment

Paccar designs its very own transmission.

25

Cover story

Finding the right driving school can be a daunting task.

26-27

Cover story

A new, younger generation is stepping up to the plate.

30

Cross-border

Trump Administration puts brakes on sleep apnea screening.

33

Mark Lee

Learning to repair your own truck saves time and money.

35

Scott Taylor

CRA's push to go paperless should not result in lack of communication.

36

Roger McKnight

Severe weather and its impact on petroleum prices.

37

Al Goodhall

A lot has changed since 1998, and a lot has stayed the same.

38

Marketplace

Steel wheels versus aluminum, each have their benefits.

In Every Issue

50 Mark Dalton in...

Dalton has a breakdown.

52 Newland Transport

54 Last Word:

Doing business his own way.



 **Brakes hit the skids**
MAIN ST.

 **Door becomes unhinged**
CYPRESS AVE.

 **Jack gets jacked**
GRANT ST.

You Can't Be There To Rescue Every Trailer In Distress. **But We Can.**

With Great Dane's **AdvantEDGE** program, every trailer emergency is swiftly met with 24-hour roadside assistance. Whether it's your tires, a mechanical issue or a reefer repair, you can rest assured that your drivers will get the help they need no matter when or where they need it.

In addition, our partnership with Love's Travel Stops gives you access to 425 more service trucks and 245 U.S. locations—getting you back on the road and ensuring the safe and efficient delivery of your goods. **Let's go.**



ADVANTEDGE
National Aftermarket Parts & Service Program

Enroll for free today: GreatDaneTrailers.com/AdvantEDGE

NOVA ENTERPRISES LTD.
Truro, NS

GLASVAN GREAT DANE
Alliston, ON
Mississauga, ON
Putnam, ON
Whitby, ON

GREAT DANE OF MONTREAL
Montreal, QC

MAXIM TRUCK AND TRAILER
Thunder Bay, ON
Brandon, MB
Winnipeg, MB
Prince Albert, SK
Regina, SK
Saskatoon, SK
Calgary, AB
Edmonton, AB
Vancouver, BC

Derek's deliberation

There is no substitute for experience in the engine manufacturing game

By now you've all heard that Cummins has released a concept fully-electric heavy-duty truck, beating Tesla past the finish line in this market.

I was down in Columbus, Ind. for the unveiling in August – so if you haven't heard the news, turn to pages 12-13 for the full story – and though there was a lot of excitement over the electric truck, Cummins made a point that it was not transitioning to electric trucks, but rather adding the option to its list of offerings, which will continue to include diesel and natural gas.

Cummins has been doing this for a long time, and even though the company is not a truck manufacturer but rather the engines that power those vehicles, it knows a thing or two about getting a product to market.

The event certainly focused around its Aeos electric truck, but because the company made a point of highlighting that diesel and natural gas was going nowhere anytime soon, some of the grandiose that would normally surround such an



announcement seemed missing.

This is not a bad thing, but quite the opposite. I believe the reason I got this feeling during the event – which included a tour of the company's technical center – is a compliment to Cummins and the work the company has done for nearly a century. Unlike Tesla, there was no hype surrounding the Cummins release of a fully-electric heavy-duty truck, in fact, most people hadn't heard anything about such an announcement.

This is not to say that Tesla will not produce a fantastic product when all is said and done – I'd be willing to bet that it will. But what it does show is that the old saying

“actions speak louder than words” remains to be true today. Cummins went out and did its job, which is to meet the demand of the marketplace and offer a product it wants. No hype, no talk, just action.

Though Tesla has done well creating a stir around what it plans to create, fact is, it hasn't shown us anything yet with the exception of speculation and some well-planned media coverage.

And I'd also be willing to bet that the folks over at Tesla are a little miffed that the wily veterans over at Cummins beat them to the punch.

B.C. wildfires

Media coverage of the B.C. wildfires has lessened of late, but that doesn't mean help is no longer needed.

In addition to those who have been displaced from their homes, or worse, have lost their homes or have sustained significant damage, the Canadian Red Cross through funding from the Province of B.C. is offering a \$1,500 emergency grant to eligible small businesses and organizations impacted by the wildfires.

Those that qualify include sole proprietors, partnerships, and franchises, not-for-profit organizations, and First Nations and cultural livelihoods on reserves. Among other criteria, the business must have 50 employees or less, have been in operation on or before July 7, 2017, and have a net income of less than \$250,000.

Local groups and community organizations can also receive funding through the Community Partnerships Program, which will initially allocate \$5 million to support community-driven efforts for recovery and resiliency.

Call the small business helpline at 1-855-999-3345 or visit www.redcross.ca for more information. **TW**



Derek Clouthier can be reached by phone at (403) 969-1506 or by e-mail at derek@newcom.ca. You can also follow him on Twitter at @DerekClouthier.

Mark Your Calendar!



**SURFACE
TRANSPORTATION
SUMMIT**

OCTOBER 11, 2017

International Centre, Toronto, Ontario, Canada

surfacetransportationsummit.com



SEPTEMBER 25-28, 2017

Georgia World Congress Center,
Atlanta, Georgia, USA

www.nacvshow.com



APRIL 18, 2018

International Centre
Toronto, Ontario, Canada

www.trucksummit.ca



APRIL 19-21, 2018

International Centre
Toronto, Ontario, Canada

www.truckworld.ca

LUBER FINER[®]
BUILT TO DO MORE[®]

COMMITTED TO KEEPING
CANADA MOVING

EXPERTLY ENGINEERED FOR
SUPERIOR FILTRATION



BUILT TO DO MORE[®]
LEARN MORE AT **LUBER-FINER.CA**

Dancing on my nerves

Dear editor:

Your column on reducing speed limits for trucks kind of danced on one of my nerves.

This is a lesson of history that you were never told about or had no interest in listening to.

You mention the two speed limits for cars and trucks when you were on holidays – where cars can travel at 130km/hr and trucks at 90km/hr., and what joy you had in this concept and Canada should adopt this idea. Surprise...we had that many years ago, like in the '60s. It didn't work then and sure as heck it won't work now.

When cars could do 65mph and trucks 55mph, all hell broke loose when people were losing loved ones and the RCMP were recording a ridiculous amount of accidents and fatalities. The governments at that time decided to make the speed limits for both types of vehicles the same, which reduced the number of accidents that were associated with cars passing trucks, and everyone was happy with this result.

“It didn't work then and sure as heck it won't work now.”

One would guess that on your holidays you traveled the Interstate highways I-15, I-10, I-5... all nice four-lane highways where this two speed posting works very well, just like a square dance, “Speeders to the left, slowpokes to the right.” Back in the day, there were no four-lane highways in Canada to speak of, so the one speed limit was the Band-Aid.

The only way this can work is if all the highways are four-lane. If a slower speed is to be beneficial to the trucking industry more has to be done, like cutting down a number of hills so trucks aren't climbing 6% grades all the time – a plus for smaller vehicles as well – straightening out the road so there isn't a 60 or 70km/hr curve every couple of miles – which would help reduce excessive acceleration for both types of vehicles – and realistic demands on shippers and receivers as to scheduling so trucks don't have to drive too fast.

Dave Patraschuk

Divided highways are key to success of split speed limits

Dear editor:

I agree with you on having valid points for an argument to have lower speed limits for trucks on Canadian highways.

In the U.S., as you suggest, split speed limits work. Take note, however, that they aren't on two lane highways. If they were, they would be the biggest cause of congestion and driver frustration for passenger vehicle drivers. This is where impatience kicks in and somebody does something dumb because they are in a hurry.

On a divided highway that has multiple lanes it would work, but an artificially slow speed for trucks wouldn't because no one would adhere to it. If the speed for passenger vehicles was 110km/hr and trucks were at 100km/hr that could be OK.

I think the biggest problem today is that regular driver's licenses are handed out to some very unqualified people. You would be amazed at the quality of some of the drivers that I see on the road on a daily basis. That is worth looking into as well.

“I think the biggest problem today is that regular driver's licenses are handed out to some very unqualified people.”

And as for the transport driver in your column, there are bad apples in every barrel. Please don't paint us all with the same brush.

Kyle Reid

If you're there, we're there...
coast to coast



The most trailers.

The most locations.

Ready to go when you are!



1 855 327 9757
trailerwizards.com

YOU MAY TAKE A BREAK. BUT YOUR DREAMS DON'T.

Even on a coffee break, you're dreaming up ways to grow your business. And you won't rest until you do. Neither will we. That's why Shell ROTELLA® makes products that help your hard work go further. Shell ROTELLA® T6 Full Synthetic Heavy Duty Engine Oil gives you improved protection in extreme temperatures, the engine cleanliness and wear protection you expect from Shell ROTELLA®, and up to 1.5% in fuel economy savings*. All to help your engine work sun up to sun down, and then some. So you can work harder to bring your dream closer. Find out more at www.shell.ca/rotella



**THE ENGINE OIL THAT
WORKS AS HARD AS YOU.**



ALBERTA

Celebrating drivers

AMTA highlights need for more rest areas for drivers in Alberta



The AMTA held a driver appreciation day at the Airdrie weight scales Sept. 7 to celebrate the contributions drivers make to the industry.

AIRDRIE, ALBERTA

The Alberta Motor Transport Association (AMTA) held a driver appreciation day in Airdrie, Alta. Sept. 7 in an effort to shine a light on the difficult job drivers do on a daily basis.

"Drivers spend time away from their family and homes to provide services to all Canadians ensuring their shelves are stocked and there is food on the table," said AMTA president Lorraine Card. "Driver appreciation days are important to celebrate those drivers and the work they do daily."



The event was held during National Trucking Week, which begins on the first Sunday of September and celebrates the important contributions made by the more than 400,000 Canadian men and women who transport freight across the country.

In the spirit of National Trucking Week, Card highlighted that a key issue facing today's drivers is a lack of rest stops in Alberta, a concern that will soon become even more urgent.

"Currently, there are a number of large vehicles parked on the highway and on on- and off-ramps to accommodate drivers requiring rest," Card said. "When electronic logging devices are fully integrated into the industry, it will be imperative there are enough rest stops throughout the province, and the rest of Canada. **TW**

Freight Factoring

from **1.59%** ALL-IN for 90 Days

plus

Fuel Discount Cards



\$

SAVE NOW!



AccutracCapital.com

855 838-7575



Meet the new definition of efficiency in long haul trucking The New Cascadia's are here

See us at www.firsttruck.ca



FIRST

TRUCK CENTRE

Edmonton - Vancouver - Lloydminster



Power move

Cummins surprises with unveiling of electric-powered Class 7 urban tractor

By Derek Clouthier

COLUMBUS, INDIANA

Cummins pulled the curtains back on its first fully electric Class 7 demonstration urban hauler tractor Aug. 29, taking a leap forward in the race to offer a zero-emissions electrified powertrain, and potentially stealing the thunder of Tesla, which had promised to introduced its own heavy-duty electric truck later this fall.

The concept truck design, called AEOS, is a 4x2 day cab tractor that features full high energy Li-ion battery electric power with zero emissions, and boasts a range of 100 miles on a single charge, extendable to 300 miles with an optional engine generator.

Current charge time is one hour plugging into a 140 kWh charging station, which Cummins hopes to shorten to 20 minutes by 2020.

Intended for vocational applications such as urban delivery, port drayage, and terminal container handling, AEOS comes with a Cummins-integrated electrified powertrain and is built by Roush with a design inspired by Cummins.

Julie Furber, executive director of electrification business development for Cummins, said transit buses have been the first to move on the electric powertrain offering, but several other applications are following, such as marine, underground mining, mobile cranes, and material handling.

Furber believes there are four market drivers that will dictate how quickly electric-powered vehicles penetrate the industry: the total cost of ownership (TCO) calculation; charging infrastructure being in place; how quickly the technology itself advances; and regulations.

“Ideally, you want them all to converge,” said Furber. “So the technology works, the charging infrastructure is in place, the TCO is great, and the regulations are there. That’s the ideal scenario, but we’ll see them moving at different paces and for different markets.”

Furber said charging infrastructure is critical, and that the markets most interested in electrified power today fall under the “return to base” umbrella, where vehicles operate within a smaller area, such as the downtown core of a city, and return to their home base at end of day to charge overnight.

With the current infrastructure that is in place, Furber said the “return to base” scenario is what is best suited for today, but she is hopeful it will expand in the near future.

“I think companies will start to invest and put money in, whether

it’s municipalities or government, or even utility companies that will start moving toward putting charging infrastructure in,” she said. “But I think that will take a little time.”

Cummins has not yet made a decision on whether it will get involved in the development of charging infrastructure, but Furber added that it was not its intention to supply charging stations for customers, as there are several companies already addressing the need.

As for over-the-road trucks, Furber said several steps need to be taken before that idea comes



Media and other guests gathered for a surprise unveiling of a new electric powertrain from Cummins.

to fruition, such as increased energy density in batteries, lower battery costs, and added charging infrastructure.

The cost of batteries has reduced over the past five years, but Furber

said prices need to come down even further for electric vehicles to be a viable option for long-haul carriers. In the near future, Cummins will launch a pair of electric vehicles in Montreal, where electricity costs are low.

On October 11th 2017, please plan on joining Canada's Top Transportation Executives for



SURFACE TRANSPORTATION SUMMIT

We have created an agenda that truly addresses the many challenges facing both Shipper and Carrier executives.



KEYNOTE SPEAKER
David Segal
Co-Founder, DAVID's TEA

2017 SUMMIT AGENDA

TABLE TOPICS:

- ▶ The Donald Trump Effect and The Economy in 2018: What trends will impact your business?
- ▶ Fast Forward – an inside look at the Future of Transportation
- ▶ Shipper-Carrier Roundtable
- ▶ Effective Strategies to Improve the Profitability of your Trucking Business
- ▶ Bridging the Generational Gap
- ▶ Best Practices in Developing a Driver Recruitment and Retention Strategy
- ▶ Major Issues in Transportation Across Canada
- ▶ **Keynote Speaker - How to Build a Successful Business and Brand**
- ▶ Shipper Carrier Collaboration
- ▶ Best Practices in Cross-Border Freight Transportation
- ▶ Best Practices in Recruiting, Developing and Training Top Talent for your Business
- ▶ Preparing for Changes to NAFTA and Border Policies
- ▶ How to successfully Navigate a Rail Claim with the Canadian Transportation Agency

GOLD SPONSOR



SILVER SPONSORS



BRONZE SPONSORS



ASSOCIATION PARTNERS



MORNING COFFEE BREAK SPONSOR



AFTERNOON COFFEE BREAK SPONSOR



LANYARD SPONSOR



“This is not wholesale,” Furber said of Cummins’ electric-powered product. “You’re going to get spots of the country where electricity – because it’s hydroelectricity – is really cheap, so for them the economic payback is already there for some of their applications.”

Montreal will see a Class 4 electric pickup and delivery van soon hit the streets, as well as a range-extended transit bus.

“There is a lot of interest in Canada,” Furber said, adding she is presently trying to drum up more awareness in Western Canada, having met with Cummins’ regional sales team in the west.

Other features of the AEOS tractor include 25-35% faster acceleration than an 11- to 12-liter diesel-powered equivalent vehicle, a 44,000-lb maximum payload, direct

drive/drive by wire with continuous acceleration, low rolling resistance tires, and an aerodynamic design.

Srikanth Padmanabhan, president of engine business for Cummins, said the company’s electric vehicles will come in three forms: purely electric; range extended; and a hybrid option.

Range extended electric vehicles are powered by a battery, which is recharged by a combustion engine. Hybrid vehicles, on the other hand, use a battery and a combustion engine to move the vehicle.

Despite the hoopla around its fully-electric truck, electrified power was not the only topic of discussion during the Cummins media event at its technical center in Columbus. Touting itself as a technology company, Cummins executives provided insight into the company’s direction into the

future and how they were best positioned for that growth.

“At this point in time, there is a place for a wide range of technologies, from diesel, to natural gas and electric,” said Jennifer Rumsey, vice-president and chief technical officer for Cummins. “And expect that these technologies will evolve in the coming years. These new technological innovations build on our 100-year legacy of bringing the best solutions to our customers, driving their success and meeting the evolving demands of their industries and markets.”

Brett Merritt, executive director of EBU on-highway business, said Cummins has the largest range of on-highway products to offer the marketplace, from a 2.8-liter to 15-liter engine, as well as natural gas, diesel, and electric power-

trains, and has proven this success with an 80% market share in medium-duty vehicles in North America and over 37% share of the Class 8 heavy-duty market.

“Whether it be diesel combustion, emission catalysis, or controls integration, world-renowned technical leaders sit within these two buildings,” Merritt said of those working at the Cummins Technical Center. “We’ll continue to build on this technical expertise, as we’ll invest over US\$700 million a year into research and development.”

With no intention of putting the brakes on its popular X12 and X15 diesel engines, Cummins plans to unveil a new lightweight X12 in March next year, which, in addition to being plugged as 600 lbs lighter than any other engine in the 10- to 13-liter class, will target regional haul and vocational markets where weight is an important factor.

Cummins will also release a new heavy-duty engine in 2022 for Class 8 linehaul trucks.

Rob Neitzke, president of Cummins Westport, was on hand to shed some light on the company’s endeavor into natural gas.

Starting in 2001 as a joint venture, Cummins Westport has developed approximately 70,000 natural gas engines since its inception. Neitzke said the transition from diesel to natural gas, including investing in a fuel station, is an all-in effort for fleets, but one that could pay off in long run.

“You can have electric-like emissions today (with natural gas),” Neitzke said, adding transit bus and mail carrier applications are a good fit for the alternative fuel. “Bottom line for me is that you get electric-like emissions with diesel-like performance.”

Padmanabhan underscored that Cummins has been there many times before when it comes to offering new technologies to its customers, and he has seen many of them first-hand.

“We introduced diesel engines to the U.S. marketplace when the whole world was with V10 gasoline engines,” he said. “More recently, we have been talking about the emissions solutions business in terms of what we did with growing technology that mattered and we were able to take a leadership position in North American heavy-duty market as well as medium-duty market.”

Padmanabhan said there are three key factors that have been contributing to the company’s success: being a technology-driven company; the powertrain leader for its customers; and the intention to capitalize on the emergence of electrified power and vehicle connectivity.

“We will do the right thing in terms of making sure the right technology for our customers matter,” he said, “not just technology for the sake of technology.” **TW**

a day of Education & Networking. For more information and to register, please visit www.SurfaceTransportationSummit.com

BROUGHT TO YOU BY:



**OCTOBER 11, 2017
INTERNATIONAL CENTRE**

6900 Airport Road, Mississauga, ON

REGISTRATION: 7:00 AM

PRESENTATIONS: 8:20 AM SHARP



Mike Ludwick
Chief Administrative Officer, Bison Transport



Ryan Ernst
Supply Chain Partner, Deloitte Inc.



Ross Reimer
President, Reimer Associates Inc.



Paul Kudla
Regional Vice President, Canada, Volvo Trucks North America



Justin Yang
Vice President, HanM Transportation Management Services Ltd.



Isabelle Héту
Program Manager, Trucking HR Canada



Marco Beghetto
VP of Communications & New Media, OTA & CTA



Victoria Armour
VP of Home Delivery & White Glove Services, Armour Transportation Systems



Doug Munro
President and Owner, Maritime-Ontario Freight Lines Limited



Tracy Clayton
Managing Partner, In Transit Personnel Inc.



Sylvie Messier
CCS, Corporate Transportation & Customs Manager, IPEX



Tim Hindes
CEO & Co-Founder, Stay Metrics



Carlos Gomes
Senior Economist, Scotiabank



Rob Nichols, P. Log
Managing Director, Domestic Intermodal Sales & Marketing, Canadian Pacific Railway



Ray Haight
Co-Founder & Partner, StakUp Inc.



Eric Warren
Vice President Business Development, Hercules



Gérald Gauthier
Vice President and Corporate Affairs, RAC



Tony Kermally
Vice President/VP, Freightcom Inc.



Hugh MacDonald
Director, Logistics and Distribution, Wajax



Walter Spracklin
CFA, Equity Research Analyst – Transportation Sector, RBC Capital Markets



Ian MacKay
Transportation Lawyer



John Corey
Team Leader of Mediation Services, Canadian Transportation Agency



John Larkin
Managing Director/Head, Transportation Capital Markets Research, Stifel Financial Corp.



Robert H. Ballantyne, P.Eng.
President, Freight Management Association of Canada



Stephen Laskowski
President, CTA / President, OTA



Anna Petrova
Associate Director, Supply Chain, Ferrero Canada Ltd.



John G. Smith
Editor, Today’s Trucking



John Tenpenny
Editor, Canadian Shipper



Kevin Huntsman
Senior Vice President, Mastio & Company



Wesley Armour
Chief Executive Officer, Armour Transportation Systems



Mike McCarron
Chairman of the Board, Trucking HR Canada



Sean Waters
Director, Compliance and Regulatory Affairs Daimler Trucks North America



Brian Abel
Freight Network Engineer, KSM Transport Advisors, LLC



Robert Armstrong, CITP, CMILT
President, Armstrong Trade and Logistics Advisory Services Inc.



Mike Buck
President, MCB Fleet Management Consulting



Joy Nott
President and CEO Canadian Association of Importers and Exporters



ANYWHERE. ANYTIME. ANY ENGINE.™



BOOST UPTIME. EVERY TIME.

Since 1927, fleet owners have trusted Prestone to boost uptime by protecting engines regardless of their heavy-duty demands. For protection against heat, cold, and corrosion, **Prestone works!**

www.PrestoneCommand.com

Driving the new Volvo VNL

Volvo's driver-centric approach to the design of the new VNL has resulted in a truck that's incredibly comfortable to operate, and spend time in

By James Menzies

GREENSBORO, NORTH CAROLINA

The smartly designed new Volvo VNL has so many 'why has nobody done that before?' features, it's little wonder that most of them were inspired by professional drivers. But Volvo's global footprint also contributed to a redesign that's comprehensively better, with ideas such as a reclining bunk and sway bar, brought to this market for the first time from Europe.

I recently had the chance to drive a Volvo VNL 740 on a 65-mile route near Greensboro, N.C., and it was the sway bar and the vastly improved cab ride it delivered that immediately grabbed my attention.

With its new VNL series trucks, Volvo has taken the next step forward in cab ride, thanks to the addition of a sway bar offered on trucks with large sleepers. The sway bar is common in Europe, due to the high center of gravity of the cabover trucks preferred there, and their tendency to lean when cornering.

The new VNL was designed with plenty of input from drivers, and you can see evidence of this extensive consultation everywhere.

But the sway bar is evidently useful on conventional trucks as well, and provides a noticeable improvement in how cabs with large sleepers perform. I'm surprised Volvo didn't make a bigger deal out of its sway bar, being the first OEM to bring the technology to this side of the pond. On my recent drive over a combination of Interstate and secondary, two-lane roads, the sway bar provided a remarkably smooth ride. This cab simply does not lean.

It evened out the bumps, made sharp lane changes feel more controlled, and eliminated the buffeting effect normally experienced when large vehicles pass in the opposite direction. The end result is an amazingly smooth ride, and will ensure drivers who experience a sway bar-equipped cab begin asking for one. Volvo has made the sway bar standard on VNL-series trucks with large sleepers, but it's deletable for those cost-conscious fleets who don't want to splurge for the improved ride. But it's a fairly inexpensive feature, and

one that drivers will appreciate – maybe even demand – once they've experienced it.

In addition to the sway bar, the new VNL also offers better visibility than the truck it replaces, thanks to a hood that better hugs the engine compartment and provides better sightlines to the ground. I drove a VNL 740, powered by a Volvo D13 engine rated at 425 hp and 1,750 lb.-ft. of torque, a typical fleet spec'. I was pulling a loaded flatdeck trailer, with a gross vehicle weight of about 77,000 lbs.

The 12-speed Volvo I-Shift automated manual transmission was set up with adaptive gearing, meaning it operated in over-drive while in top gear at highway speeds, and seamlessly dropped down to 11th gear on secondary roads where I got the additional fuel economy benefits of direct drive. It's a versatile transmission, ideal for running different types of highways or handling a combination of heavy and lightly-loaded – or empty – trips.



Another immediate improvement in the new VNL is the sound quality while cruising at highway speeds. It's incredibly quiet, thanks to a combination of the low cruising rpms we enjoyed due to down-speeding, and new removable, rubber floor inserts that mute sound from the road and engine compartment underneath the cab.

These new floor mats also make access to the engine compartment much easier; it used to take more than an hour to access the hatch, because the passenger seat had to first be removed. Now, the floor mats can be pulled out, and a technician can access the engine from inside the cab in about 12 minutes.

Continued on page 24

THE BEST TANK LEASING EXPERIENCE IN NORTH AMERICA



KEVIN QUICK
VP, BUSINESS DEVELOPMENT,
WESTERN CANADA
kquick@transcourt.com
1 888-407-3830

20th anniversary



TRANSCOURT
TANK LEASING

Chemical


Crude Oil


Food Grade


Hot Products


Compressed Gas


Dry Bulk


FRP/412


Petroleum


Transcourt supplies equipment all across Canada and the United States. We have a large fleet of tankers available for Petroleum, Crude, Chemical, Food grade/Sanitary, Dry Bulk, Propane/LPG and FRP/412.

www.transcourt.com

Moving on

BCTA president and CEO Louise Yako moves on to next chapter in her life

By Derek Clouthier

LANGLEY, BRITISH COLUMBIA

After six years at the helm of the British Columbia Trucking Association (BCTA), president and CEO Louise Yako has announced she will step down at the end of 2017.

Though she is not calling her exodus a retirement, Yako is transitioning from a full-time position to a less regimented environment.

The BCTA has appointed a recruiting committee, headed by chairman Trevor Sawkins, to find Yako's replacement, and will bring

forward a recommendation later this fall for the person who will replace Yako, expected to commence their duties Jan. 1, 2018.

Truck West caught up with Yako to discuss her more than 20 years with the BCTA, and what the next president should expect.

TW: Tell us the story of your time with the BCTA...when you started, in what position, progressing through the years to when you took over the role of CEO and president.

Yako: I started on Jan. 2, 1996 as manager of government and inter-agency affairs. In 2000, I became

director of policy and communications and then vice-president in 2008 (I think). I became president and CEO in June 2011.

TW: What drew you to the trucking industry in the first place?

Yako: It was total serendipity. My goal was to do meaningful work in the public policy arena, but I knew I wasn't cut out for government and that it would take me years to be able to actually influence government policy. I knew that associations often had a public policy focus, so I thought a business or trade association

might be a fit for me. I was encouraged to apply for the position at BCTA by one of my professors in graduate school. I didn't really think much about the fact that it was in "trucking" – I was more attracted by the description of the work. The ad talked about an evidence-based, thoughtful approach to developing positions, which really appealed to me.

TW: How has your passion for the industry evolved over the years?

Yako: It's been stoked by the people I've had the privilege to meet and to work with and, in some cases, become friends with – both on the industry side and the government side. Most of the people I have come to know well are down-to-earth, practical, resilient, humble, and hard-working. From a public policy perspective, it's been (and continues to be) a stimulating environment in that the trucking industry is affected by so many different ministries, agencies, crown corporations, and other levels of government.

TW: If you had never worked in the trucking industry, what career path would you have chosen?

Yako: I think I would have been working in public policy in some capacity.

TW: What were your Top 3 achievements during your time with the BCTA?

Yako: We very deliberately rounded out and built up our training offerings for members – in terms of content, level, and delivery method. We offer short, on-line, on-demand courses for front-line staff, as well as more traditional in-person courses. In addition, we branched out to offer a certificate course for supervisors and Next Generation Leadership training. We're doing all of this in partnership with experienced, reputable firms that have the expertise we can't have in-house.

In 2016, we measured our effectiveness by asking government, crown corporations, agencies, and partner organizations how they rated BCTA. This was done by a third-party consulting firm. We were very pleased with the results. In summary, the consultant reported these results: responsiveness: 93%; being a trusted source of information about the industry: 88%; fairness and transparency: 85%; timely and useful communication: 85 %; providing evidence-based recommendations: 76 %.

From a public policy perspective, our most far-reaching accomplishment is reform of the National Safety Code (NSC) as it's applied in B.C. We worked with government

A Cool Engine is a Happy Engine.

And a happy engine has its benefits: peak performance, more power and less maintenance. **Howes Oil Enhancer** lowers operating temperature keeping your engine cool. It not only extends the life of your oil – it also reduces metal-on-metal wear and protects internal engine components. Use it at every oil change as part of the ultimate Howes preventive maintenance program.

100% SATISFACTION GUARANTEED

From the trusted makers of **Howes Diesel Treat** and **Meaner Power Kleaner**.

Howes Lubricator
Professional Grade Performance Since 1920

1-800 GET HOWES (438-4693)
www.howeslube.com



to develop about 30 recommendations that touched every aspect of NSC including the application process and standard, the audit standard, and points for contravention. Reform has had a major effect on the number of NSC certificates that are issued and cancelled, as well as the type and number of interventions that take place.

TW: Why are those accomplishments important to the industry in B.C.?

Yako: There is continual talk about the need for industry to be or become more professional. You can't develop professionals or a professional culture without rigorous training. We're offering our members the opportunity to provide quality training to their staff at reasonable rates.

BCTA's main "product" or "service" if you will, is our ability to influence government. BCTA focuses on developing reasonable, evidence-based solutions to problems. If we're recognized for that by government, and it seems we are judging by our survey, then we will be able to influence government to make needed changes to regulation and legislation.

Creating and maintaining a safe working environment is important for many reasons – for employee morale; for reduced injuries and, therefore, costs; for the industry's public image – but most importantly because it's the right thing to do. I'm convinced the NSC changes BCTA spearheaded have and will save lives.

TW: Is there something you would have liked to get done before you left that will have to wait for the next BCTA president?

Yako: Ask me that question on Dec. 31. I'm committed to getting everything major done before I leave. That said, I do regret that I will not see the first year of the Commercial Driver Training Program in a high school in B.C. get off the ground. That's slated for 2018.

“I do regret that I will not see the first year of the Commercial Driver Training Program in a high school in B.C. get off the ground. That's slated for 2018.”

TW: What will the next BCTA president have on their plate that will need to be addressed in the next few years?

Yako: On the business side, growing the membership and diversifying revenues will always be a challenge. Associations always have to be ready with a good answer to the "value" question. Being a member is very much like buying insurance – you may

not need it today, but you'll be happy you have it when something goes wrong. But associations also provide breadth and scope – expertise you might not necessarily have on staff, but want to be able to tap into as well as contacts – by opening doors to people and agencies you don't have the time to cultivate. On the public policy side, B.C. has a minority government, which is a challenging environment to achieve change. B.C. also is beginning to suffer from a reputation that we're not "open for business" because there is too much uncertainty in approval processes for major projects. B.C., like the rest of Canada, still relies on the resource sector as a major economic driver. Since the trucking industry is a barometer of the health of the economy, if these projects don't move forward, our sector will suffer.

TW: Have women become better represented in the industry since you first started, and what more needs to be done on that front?

Yako: I've never thought in those terms, so I'm not sure that I'm qualified to answer this question. Thinking back 20 years, it seems to me that I do interact more with women, but I'm often still the only woman or one of a few in a room, so we've still got a ways to go if you believe the appropriate representation is 50/50.

TW: If we were to asked your coworkers to describe you in one word, what do you think that word would be?

Yako: I'm not sure I should answer that question, but I will say "firm."

TW: Now that you are semi-retired, what will the average day in the life of Louise Yako look like?

Yako: I don't know, but I'm looking forward to finding out. **TW**

SafetyDriven™
Trucking Safety Council of BC

Your company can be more **COMPETITIVE**

Receive training and support for your journey to **COR**

COR
SafetyDriven™
Certified Company

GET COR!
START SAVING!
10% Rebate on
WorkSafeBC Premiums

Visit our website to find out more!
www.safetydriven.ca

Louise Yako

Rising fuel, labor, and equipment costs affecting trucking companies



Louise Yako is the president and CEO of the BCTA. She started with the trucking association in 1996 managing government and inter-agency affairs, moving to director of policy and communications, then vice-president in 2008 before stepping into her current role in 2011.

With National Trucking Week in the rearview mirror, it is important for the industry to continue celebrating its workforce and take a brief bow for the efficient and reliable service it provides to everyone who makes a purchase, visits a hospital or clinic, or puts their garbage out weekly at the curb. We all take part in activities that are made possible or easier because of trucking companies and their employees.

Despite the hype around automated trucks, the nuts and bolts of this industry haven't changed much over the years. However, trucking companies are facing ever-increas-

ing costs, which means even though transportation is a small component of the price of most goods, consumers should expect somewhat higher prices. "Free shipping" is good marketing, but the cost of transportation is buried in the overall price.

For trucking companies, costs fall into three broad categories: equipment, fuel, and labor. All of these categories are experiencing increases.

The cost of equipment is rising as truck engines become more technologically advanced and emissions-reduction features add additional complexity and weight. Because a truck's weight is regulated, heavier equip-

ment means it must carry less cargo, which lowers a truck's productivity and revenue. Maintenance on more advanced equipment is also more time consuming and therefore costlier.

Diesel fuel costs continue to increase, although price alone is not the only reason fuel costs add up. Any idling time due to both planned (construction) or unplanned (highway closures) delays raises the cost of transport. Congestion in major centers, where more and more Canadians are choosing to live, is also adding to costs. For example, according to the Canadian Chamber of

Commerce, the Top 20 bottlenecks in Canada (including four in Vancouver) cause commuters to spend an additional 10 million hours per year sitting in traffic. Embedded in that gridlock are trucks trying to deliver cargo.

Many trucking companies are spending more time recruiting and training workers, which requires resources. And, electronic logging devices, which are required in the majority of trucks by year end in the U.S. and projected for 2019 in Canada, will record truck drivers' time more accurately, accounting for every minute of their work day. Even though truck drivers have a generous allotment of work time (14 hours per shift, maximum, in Canada) and driving time (up to 13 hours within that shift), unproductive time like waiting to load or unload, or unexpected delays will shorten a driver's day. As a result, more drivers and more equipment will be needed to do the same amount of work.

Costs are going up for many industries, not just trucking. But trucking is a highly competitive industry that operates on very low margins. In order not to lose business, companies have been poor at communicating cost increases and, historically, have simply handed over any efficiency gains they've made to shippers – their immediate customers – and, finally, to us, the end consumers of their services and the goods they carry.

The Conference Board of Canada reached that conclusion when it compared the cost of trucking services over time to the price companies charge their customers for those services. However, the opportunity to improve efficiency (through equipment or practices that reduce fuel usage) and mitigate increasing costs into the future is limited. It will no longer be sustainable for the industry to shelter its customers from rising costs in order to retain their business. Instead, trucking companies will need to price their services to better reflect the cost of new equipment, fuel and competitive compensation and training for their workers. And that will affect all of us, as the ultimate beneficiaries of their services.

A few extra dollars will be a small price to pay in trade for the many comforts the trucking industry delivers. **TW**

Pre - Condition Your Engine !



CRITICAL PREHEATING FROM EBERSPAECHER

Don't let winter conditions keep you off the road. Trust Eberspaecher heaters to keep you warm and keep your engine running smoothly.

Eberspaecher's "New" Hydronic S3E coolant heater offers engine and cab preheating, ideal for day cabs and sleepers. Reduce your fuel costs, emissions and engine wear by installing Eberspaecher heaters.

- 5 kW | 17,000 BTu/hr output
- reliable warm engine starts
- engine off, instant heat & defrost
- preheat of critical fluids
- lower fuel costs, lower emissions
- increased productivity

www.eberspaecher-na.com
800-387-4800



A WORLD OF COMFORT



www.eberspaecher-na.com   

COMPLIANCE

Permits & Licensing

What *The Beverly Hillbillies* can teach you about ELDs

Come listen to a story 'bout a man named Jed,

Poor mountaineer barely kept his family fed...

If you grew up in the 1960s, you'll recognize the theme song to *The Beverly Hillbillies*, the classic TV sitcom where Jed Clampett strikes oil on his land and moves his kin to Beverly Hills. He sets stakes in a mansion right next door to his highfalutin banker, Mr. Drysdale, who is forever scheming to keep Jed and his money from moving back to the Ozarks.

I've seen a few Milburn Drysdales in the ELD market—people who will say anything to sell their systems. I've seen my fair share of Jed Clampetts—fleet managers who are a bit stymied by new technology.

But ol' Jed knew that Mr. Drysdale worked for him, not the other way around, and his straightforward, practical approach to life always worked out for the best.

If you're trying to understand what data is collected and how ELDs can benefit your business, here's a heapin' helpin' of advice for ya.

The basics

An ELD—electronic logging device—is designed to sync up the

truck's activity with the driver's in order to help monitor hours-of-service compliance. There are four basic questions every ELD provider should be able to answer:

1. How do you collect engine and driver data?
2. How do you marry the two?
3. How do you display information in the cab of the truck?
4. How does data get from the truck to a) my dispatcher, and b) law enforcement when requested to send it in?

You should also ask how the data gets from the truck to you because there are different ways to do it. Let's look at the various combinations so you do not have to come up with your own idea of what something is for and how it should work.

Hardwired connections

These are dedicated fleet management systems with a proprietary display inside the truck where the driver can see and enter his duty status; a physical connection to the engine; a GPS receiver; and a satellite or cellular modem (of Wi-Fi) to transmit data to the ELD vendor's servers where you can access it anywhere you have an Internet connection.

Wireless connections

If you have a smartphone or tablet, you're probably familiar with Bluetooth as a wireless network. Suppliers that incorporate on a phone or tablet in their ELD will use Bluetooth to move data from the truck's engine bus (or OBD II) to the mobile device, which the driver also uses to update his duty status.

Typically, the smart device sends the engine and driver data over a cell network to the vendors' servers, where you can log in and see it with a web browser.

Who supplies the device and plan?

This raises the question as to whether you should supply devices to your drivers or they should bring their own.

On one hand, drivers live and die by their cellphones, and they're more likely to take good care of their own device. But what if they don't pay their bill or use up their data?

If you supply drivers with a "company phone," you can be sure the bill gets paid and the data plan is sufficient to handle ELD data transmissions—as long as no one is streaming movies or downloading large files.



Sandy Johnson has been managing IFTA, IRP, and other fleet taxes for more than 25 years. She is the author of the free book *7 Things You Need to Know About Fleet Taxes* and operates North Star Fleet Solutions, which provides vehicle tax and license compliance services for trucking operations. She can be reached at 1-877-860-8025 or www.northstarfleet.com.

Who has the data?

ELDs are meant to improve compliance with hours-of-service rules, which have very different record keeping requirements compared to distance-based taxes. What does your ELD supplier know about IFTA and IRP record keeping? Will you be able to access the data when you need it?

The bottom line here is that the relationship between you and your ELD provider should be a long-term one. As Jed once said, "They had a happy marriage; it was all that living together afterwards that caused the trouble." Keep those lines of communication open. **TW**



CANADIAN LEADER IN Aluminum Flatbed Trailers

Tel: (418) 728-2415 • Toll Free: (877) 631-2600

www.alutrec.com

UNITS READY FOR IMMEDIATE DELIVERY

- 2, 3 & 4 AXLE FLATBEDS
- 2 & 3 AXLE STEPDECKS



The Unique Aluminum Flatbed Built For You ... Here In Canada



Tom Armes
(519) 878-4051
Ontario /
Western Canada



Andre Beaulieu
(418) 952-1341
Quebec/Maritimes

CONNECT THE DOTS TO REAP THE REWARDS: taking telematics data to the next level

By Dave Nawton

The trucking industry runs on fuel, but it rests on data. Mileage, diesel, delivery times, hours – you name it, we probably track it. It's no surprise that telematics has enjoyed a big rise in the quality and quantity of data over the last few years; what might surprise you is how you're failing to harness it.

Data may be crucial, but it's not always inviting. When a spreadsheet of telematics information arrives in your inbox, do you give it your undivided attention or let it fall down in the queue? What if that data contained clues to predicting and preventing an expensive loss? Telematics data has a big role to play in your fleet management, but numbers are nothing until they're compared, considered, and applied in a productive fashion. This is why better benchmarking practices can help your trucking business thrive.

Data patterns, positioning, and performance

“Measurement is the first step that leads to control and eventually to improvement. If you can't measure something, you can't understand it. If you can't understand it, you can't control it. If you can't control it, you can't improve it.”

H. James Harrington¹

When we work with companies on their safety management systems, we always ask what type of benchmarking they use – how they measure and apply the data available to them. The most common answers revolve around hours of service, or collisions per power unit or million miles. Sometimes we'll see dollar-zero costing linked to power units or mileage, or “driver's report cards” to show drivers their individual safety performance in a given time frame. We don't often see the telematics data considered against, and linked to, data points from non-telematics sources.

However, some companies are starting to use this combined data in interesting ways. Looking at telematics data that goes beyond what the drivers are doing, you may discover patterns that could be affecting the company's overall safety and operational performance.

Finding patterns, finding solutions

Patterns are at the heart of better risk management. For instance, if a company was to look closely at their hard-braking frequency and locations, comparing related data to their loss history, they may notice a large loss close to an area with above-average hard brake notifications. A closer look using the street view feature on Google Maps could reveal a very blind corner in the problem area, and the drivers and operation teams may confirm that this is the most commonly used route into a customer's site.

Once a company spots this pattern of poor visibility, frequent use, and significant hard braking, they could conclude that the area is high-risk for truck drivers. While there may be no good way to avoid the route, the company could alert all the drivers to be more aware when heading into the area. Moreover, this exercise can lead the company to review other areas that appear to have a higher frequency of alerts, and investigate the history of incidents at or near those locations.

Linked data is powerful data

It's important to look at data in different ways, but don't stop there – you also need to link it back to your business' current practices. I've heard from company owners that it's not very helpful to know they have one crash per 12 trucks; they need to know which of those trucks is going to be next. Your data needs to show you the reality of your business operations, but it should also help you predict where and when problems could arise.

Working with the safety coordinator to retrieve the data on which trucks were involved in alerts, what the alerts were, and where they were happening can uncover specific information about the likelihood of collision. You may begin to notice patterns relating to the time of day and certain drivers. After comparing that data to loss history and the company's near-miss log, you can narrow down a shortlist of drivers with multiple alerts, losses, or near misses. Do the drivers work out of one specific terminal? Perhaps they all have the same dispatcher. Upon further investigation, you might find that load planning is too tight.

Linking all of this data can quickly improve your company's operations. Make a few smart changes, and you could very well see the number of alerts drop steadily over the following weeks and months.

Mine your resources

Not everyone is going to be an expert in data analysis, but I've yet to see a company that doesn't employ someone who loves digging through numbers to find answers. Locate and engage that person: with some time and the right tools, you might be surprised at what you can accomplish with their help.

To determine what data is valid and usable, your company needs to take the time to work out the average number of alerts by unit, driver, and mileage. Once those average baselines are established, the next step is to look for rates above the average, and then consider the who, what, where, when, and why of those higher rates. Search for patterns in the same way you would conduct a root cause analysis. Once you find the answers you're looking for, engage your drivers, the safety department, and operations staff to arrive at the best solution.

Keep in mind that your review may not return conclusive results, but this isn't an all-or-nothing effort. If one pattern is found, that could lead to one less incident, and that one less incident could represent considerable savings in terms of direct and indirect costs.

It can be difficult to accept that you'll never know whether or not you've prevented a loss, but if the process was well-documented, the results were tracked, and the minimum response was deployed, you'll be able to answer confidently when the loss control representative visits and asks, “Do you benchmark?” Your positive reply could be worth a lot in an insurance review, compliance review, or even in court.

Dave Nawton is Manager of Risk Services, Transportation and Logistics, Western Region, for Northbridge Insurance.

For more information about risk management in the truck and transportation industry, please visit www.nbins.com/telematics-trucking



¹ H. James Harrington, quoted by Joseph I. Levy, CIO, Sept 1999, p. 10

IN-BRIEF

Cooper and Smokin' Gun set new world record



Gord Cooper and the Smokin' Gun set a new hot rod world record at 119.34mph.

BILLINGS, MONTANA

Gord Cooper and the Smokin' Gun showed trucking fans who was boss Aug. 25-26, taking home two race wins and setting a new world record while they were at it.

Cooper won both the hot rod semi class and big rig brackets during the National Hot Rod Diesel Association (NHRDA) 2017 Championship Series Big Sky Truck Fest, setting a new world record in the hot rod category at 119.34mph.

In the big rig bracket, Cooper unhooked his tow rig and received his second victory, defeating Mike Keeler in the final round.

The event took place at the Yellowstone Drag Strip in Billings, Mon. The NHRDA will head to the Texas Motorplex for the 2017 World Finals Sept. 29-30, and will feature the top competitors in the Hot Shot's Secret Diesel Drag Racing Series and the NHRDA Diesel Sled Pulling Series. **TW**

Train Trailer purchases Canadian Transport Trailer

CALGARY, ALBERTA

Trailer and equipment leasing and rental company Train Trailer has acquired Canadian Transport Trailer (CTT), increasing its dry van, heater, reefer, flatbed, and chassis inventory.

Train Trailer will continue to serve its Calgary clients with existing personnel, while Dean and Jeff Kohut of CTT will maintain their operation within a niche, specialized category.

"Being part of TIP trailer services gives us the resources to take advantage of opportunities like the CTT purchase," said Train Trailer president Rick Kloepfer. "We've wanted to expand in Calgary and with the Kohut brothers looking to focus on other parts of their business, this was a perfect fit for CTT and Train Trailer. It translates to immediate growth for us and gives Train Trailer a much larger footprint in this major Alberta market." **TW**

Our Momentum

Providing leading-edge driver, health & safety and professional development programs for the transportation industry.

GO > amta.ca

AMTA Alberta Motor Transport Association

NOTHING BEATS A DRUM LIKE A DISC

THE P89 DISC BRAKE SERIES—THE NEW BEAT FOR FLEETS TO FOLLOW.



SAF-HOLLAND—the world's leader in innovative trailer air disc brake technology—introduces the P89 series. Two models, perfectly timed to meet the beat of your fleet.

Disc brakes simply provide better performance than drum brakes. They stop shorter for increased safety and reduce maintenance for lower total cost of ownership.

www.SAF-P89.com



WATCH THE P89 DISC BRAKES VIDEO



New P89 Disc Brakes—Proven Design Quality at the Right Price.

All at a price point that makes sense for commercial fleets of any size.

P89 Plus Disc Brakes—Premium Performance Plus Maintenance Free Design.

Features the INTEGRAL® Rotor/Hub and premium sealed bearings.

The New P89 and P89 Plus disc brake systems can be specified with SAF CBX air and ULX spring ride suspensions.

www.safholland.ca 519.537.3494

© 2017 SAF-HOLLAND, Inc. All rights reserved.



Paccar debuts proprietary transmission

The new Paccar automated transmission completes its powertrain puzzle

By James Menzies

MT. VERNON, WASHINGTON

There's nothing quite like driving a truck with a completely dialed in powertrain, each component communicating fluently with the others as one cohesive system.

And that's exactly what Paccar has gone to great lengths to achieve through the design of its own transmission, to complete the integration puzzle that until now lacked one of the most critical components. The manufacturer launched its own MX-series engine in 2010 and a 40,000-lb tandem drive axle last year. But the transmission is a

vital piece of the powertrain, which until now, has been sourced from Eaton, and maybe not optimally designed from the ground up to work specifically with the Paccar MX engines and axle.

That now has changed. Paccar Powertrain on Aug. 22 took the wraps off its new automated transmission, three years in the making and designed in close collaboration with Eaton engineers, some of whom were embedded at the Paccar Technical Center here, where much of the development took place.

But don't call it an automated manual transmission (AMT),

Paccar officials emphasized. Unlike AMTs, which are typically built upon a manual gearbox foundation with electronics installed to automate the shifting, the Paccar transmission was built from a clean sheet design, to function as a purely automated transmission right from the start.

"This was never intended to be a manual transmission and that is significant and key in explaining many of its features," explained Carl Hergart, director, advanced technology at the Paccar Technical Center.

One thing the clean sheet design allowed, was for the reduction of weight. Hergart said the Paccar



transmission weighs 657 lbs, making it up to 105 lbs lighter than comparable automated transmissions and about 200 lbs lighter than the Eaton UltraShift Plus AMT. It's a 12-speed design, with the widest gear ratio coverage in the linehaul market, Hergart added, for excellent performance at cruise speed and also low-speed maneuverability.

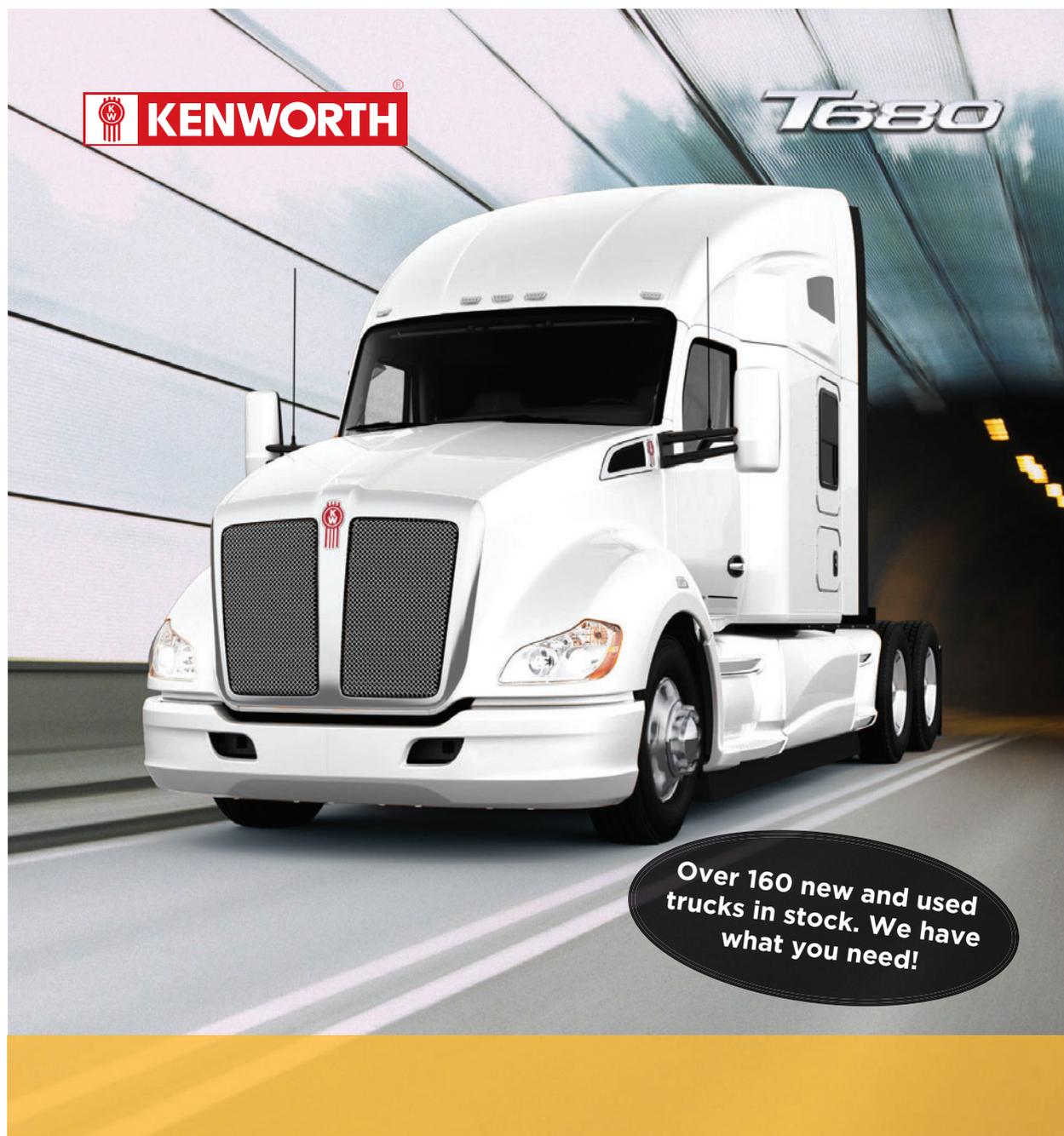
No oil cooler is required, and the oil drain interval has been stretched out to 750,000 miles. When a lubrication change is required, only 16 pints of fluid are required – nearly half that required by AMTs, Hergart said.

Working with Eaton, Paccar was able to adopt some of the best features from its existing products, such as a precision lubrication system that was first launched in the Fuller Advantage Series AMT, and neutral coast, which maximizes fuel economy on hilly terrain by coasting down certain downhill grades. The Paccar transmission also employs hill start aid, which prevents rollback (or forward) on hills when the brake pedal is released.

Other features carried over include urge to move, which allows the truck to crawl forward when the brake is released – just like a passenger car – and creep mode, which allows for smooth, controlled low-speed backing and crawling maneuvers. But other elements of the transmission are completely new, including the control stalk, which is mounted to the steering column and integrates with the engine brake controls. This is an intuitive, well designed control, and sturdy, too.

I got to drive two trucks equipped with the new Paccar transmission along the rolling hills between the Paccar Technical Center in Mt. Vernon, Wash., and Bellingham, about 28 miles towards the Canadian border. I drove a Kenworth T680 with 76-inch sleeper and a Peterbilt 579 with 72-inch bunk. The powertrains were nearly identically spec'd: MX-13 engines rated at 455 hp and 1,650 lb.-ft. of torque, the new 12-speed Paccar automated transmission, and Paccar 40K rear tandem axles. The only difference was the rear axle ratio: 2.64 in the Kenworth for slightly lower cruising rpms, and 2.79 in the Pete.

What I noticed on the drive was how well this transmission has been dialed in with the engine, and even active driver assistance systems such



The T680 - Kenworth's most aerodynamic truck ever.

- 76" high-roof sleeper
- ISX or MX engine (455-500 hp)
- 1650 or 1850 torque
- Standard or auto transmission
- 13,000lbs front axle
- 40,000lbs rear axle
- Bunk heater
- Nav-plus HD

Check out our used truck line-up! Warranty and in-house financing options available.

INLAND-GROUP.COM

as Bendix Wingman Fusion and its adaptive cruise control. At 60 mph, I set the trucks in cruise and enjoyed the ride. The truck maintained a safe following distance, activating the engine and foundation brakes as required, all while keeping me within a couple mph of the set cruise speed. This was a nice way to drive, once I came to trust the system, which didn't take long despite some steep grades.

I was particularly impressed with the Wingman Fusion's ability to determine the speed at which vehicles that crossed into my space were traveling, avoiding unnecessary braking when those cars were quick to accelerate out of my way.

The transmission itself was easy to use. The control stalk is the

“It's not about offering an individual component that's optimized, it's about offering a system that's optimized.”

– Patrick Dean, Kenworth

feature drivers will interact with the most, and it's very logically designed. A small lever on the end of the stalk can be set to the desired gear. The stalk also serves as the engine brake: pull it down to select your desired stage – first, second, third, or max engine braking. Work the stalk like a paddle shifter for manual gear changes.

This is a nice way to handle traffic jams. With urge to move, the truck will creep forward when the brakes are released and you can adjust your speed by manually working through the four lowest gears.

Predictive cruise is a nice feature that offers fuel savings by continuously referencing GPS maps of the upcoming terrain, and making minor adjustments to the truck's speed to best take advantage of the vehicle's momentum. This can reduce the number of gear changes made by as much as 20%. It will also allow the truck to coast down certain grades to reduce fuel consumption, but won't allow it to exceed the set cruise speed by any egregious amount. A small yellow wedge appears on the cruise icon to indicate when this feature is at work. It's very subtle, but can contribute up to a 1% fuel economy improvement.

I was pulling a 53-ft. van trailer behind both trucks, loaded to a gross weight of about 77,000 lbs. The transmission handled the job



beautifully. Quick, precise shifting, skipping gears with ease. The transmission itself was a nice piece of equipment, but where it really shines, Paccar Powertrain officials said, is in how it's integrated with the rest of the powertrain.

“It's not about offering an individual component that's opti-

mized, it's about offering a system that's optimized,” explained Patrick Dean, chief engineer, Kenworth. “That's what this transmission development has allowed us to do.”

The MX-13 engine's available power rating has been upped this year to 510 hp and 1,850 lb.-ft., a

rating the Paccar transmission is approved to handle. Engine enhancements – including new variable speed coolant and oil pumps, and changes to the combustion and air handling processes – have yielded a 4% fuel economy improvement.

The new Paccar 40K rear tandem axle contributes another 1% improvement, thanks mostly to reduced parasitic losses resulting from a pinion throughshaft design that eliminated some gearing and reduced energy losses. Laser-welded components reduced the need for bolts, trimming weight, and also reducing oil churn-related losses. The new transmission is available for order in Kenworth and Peterbilt trucks beginning this October. **TW**

HOWEVER HARD THE DRIVE OR HEAVY THE LOAD WE'VE GOT YOU COVERED

New Castrol VECTON with **SYSTEM PRO TECHNOLOGY™** offers:

- Better aeration performance
- Improved oxidation performance by 30%
- Improved shear stability
- Meets CK-4 and FA-4 requirements
- 7 Million miles of performance testing

VECTON



FIELD TESTED. FLEET TRUSTED.™

Castrol
HEAVY DUTY
LUBRICANTS

Continued from page 15

Sway bar provides ultra-smooth ride

The new VNL was designed with plenty of input from drivers, and you can see evidence of this extensive consultation everywhere. Power outlets are located all over the place, including atop the dash where drivers tend to store their devices – eliminating the spaghetti effect of cords hanging from the dash to the area below, where power outlets have traditionally been placed. There are even power outlets placed within reach of the upper bunk.

Storage trays in the new truck come with removable inserts, making them easier to clean of spills or crumbs. Storage has been added throughout the cab, and a larger 70-inch sleeper has allowed Volvo to increase the size of cabinets, as well as the fridge and freezer.

Seven different seats can be ordered in any trim level, with heated, cooled, and massaging seats available. The truck I drove had an NTL heated seat with back cyler, and was very comfortable. Everything about the truck was comfortable. The steering wheel now comes with head tilt functionality, and can be set exactly to the driver's liking to afford the best sightlines to the new driver information display, as well as general comfort. The adjustability of the steering wheel will allow drivers

of all statures to get comfortable. Some 21 buttons have been placed on the steering wheel, so drivers can access frequently needed controls without taking their hands off the wheel.

The leather-wrapped steering wheel itself is comfortable to grasp. Orange stitching gives it a stylish, sporty look. The new dash is less industrial looking than what's often found in a commercial vehicle, and more automotive-inspired. It's less cluttered and easier to find the gauges or switches you're looking for.

This interior is nearly infinitely customizable. A modular frame rail allows for the placement of cupholders – big enough to accommodate a large Gatorade bottle, but adaptable enough to firmly grip a small Styrofoam cup – storage bins, or ram mounts. The door panel controls are more automotive-feeling; including the addition of single-touch window down functionality.

All interior lighting is LED, and comes in various colors for different tasks – ie., a soft blue light for consulting credit cards or paperwork, and a brighter light for reading. A puddle lamp at the bottom of the door shines down on the area below the steps when the door is opened, so drivers are less likely to slip or step into a puddle when exiting the cab.



The living environment has been completely remodeled, and can be ordered with a dinette set or a reclining bed. The two options can't be combined at this time, but Volvo hasn't ruled it out for the future. The reclining bed is a comfortable option for spending time in the sleeper watching TV, reading, or doing work. The dinette set may be preferred by drivers who want a formal dining area and don't like the idea of snacking in bed.

The cab comfort controls have been moved to the back wall of the sleeper, where they're more accessible from a lying position. The truck I drove had a 70-inch mid-roof sleeper, which was spacious and well laid out.

"The living environment was designed to improve a driver's lifestyle while in the back of the

truck," Brian Balicki, chief interior designer, told me during a tour of a cutaway cab. When working on the interior design, he and his team consulted thousands of drivers, and also looked to the airline industry for inspiration. A direct result of this collaboration can be seen in the form of airplane-style window shades that can be quickly lifted or lowered, in the place of cumbersome snap-on covers. The new sleeper design also allows customers to spec' a skylight, an option that wasn't previously offered.

The D13 that powered the VNL I drove was one of the first to feature turbocompounding. It's a waste heat recovery system that takes heat previously lost out the exhaust stack, and puts it to work powering the truck. It's not noticeable to the driver, as the additional horsepower generated is used to lessen the load on the engine and improve fuel economy, rather than to add power and performance. Volvo says turbocompounding allows extreme downspeeding, with cruise speeds of 1,000-1,200 rpm and peak torque available all the way down to 900 rpm.

This provides up to a 6.5% fuel economy improvement when combined with 2.47 rear axle ratios, compared to a previous generation D13 with no turbocompounding, and 2.64 rear axle ratios, according to John Moore, product marketing manager. The new D13 can be ordered with or without turbocompounding, but you can expect to see about a 3% difference in fuel economy if you choose the TC version.

Moore said the D13 with turbocompounding is "the most fuel-efficient engine Volvo has ever produced." It's available with either 425 or 455 hp.

A new common rail fuel system in the 2017 engines also contributes to the quieter driving experience.

Volvo's driver-centric approach to the design of the new VNL has resulted in a truck that's incredibly comfortable to operate, and spend time in. Evidence of its consultation with thousands of professional drivers can be found throughout the vehicle. And if fleets are equally attentive to the needs and demands of their drivers, I expect Volvo will sell a lot of these new VNLs. **TW**

THE TOUGHEST

TANKS ON THE ROAD

ADVANCE
ENGINEERED PRODUCTS GROUP

SALES SERVICE PARTS

British Columbia

John Jorsvik
604-841-9220

Alberta

(NE) Chico Aguilar
587-357-9896

(NW) Jason Dawson Moran
780-231-3512

(S) Bill Davidson
403-589-7066

Saskatchewan & Manitoba

Mitch Amberson
306-630-9292

1.800.332.8385 **sales@aepl.ca** **www.aepl.ca**

Continued from page 1

Proper equipment vital

“I would recommend that a prospective student visit each school they are considering training at to check out the location of the school and its yard, and ask about the types of trucks and trailers the school has available to train on,” Callaghan advised. “Prospective students should ask training schools what percentage of their students are gaining employment in the industry after completing training with them.”

“Carriers are aware that there are many people out there seeking employment who took the minimum hours of training to get their Class 1.”

**Emmet Callaghan,
CAA Truck Driver Training**

Callaghan said proper equipment and a variety of training programs are an important factor when trying to make a decision on which school to attend, and be cautious of any school that tries to sell you the shortest, cheapest program to get a Class 1 licence.

“Carriers are aware that there are many people out there seeking employment who took the minimum hours of training to get their Class 1,” said Callaghan. “However, for the most part these individuals do not make good entry level candidates, as the carrier would have to do a great deal of additional training in-house to ensure they are putting safe and competent drivers on the road, which adds to the cost of hiring a new driver.”

Callaghan pointed to CCA’s Advanced Transport Driver Operations Program, which provides 60 hours of behind-the-wheel training, as well as 41 hours of classroom courses covering all essential information for new drivers.

In Red Deer, Dwight McCulley has been running Bulldog Driver Training with his partner John Umpherson since March 20, but brings seven years of driver training experience while with Cameron Driver Education, which was in business for 39 years in Alberta.

Bulldog does a lot of work with oil field, First Nations, immigrants, and Hutterite communi-

ties, training drivers for Class 1, 3, 4, and 5 licences.

The school trains on 13- and 18-speed manual trucks, but also has an automatic in its fleet.

“We request that they learn to drive an 18-speed,” McCulley said. “Yes, the automatics are coming on strong now, but the thing is, we want them to go out and be able to drive (an 18-speed).”

Students do have the choice to take their final road test in the manual or automatic vehicle, and McCulley said some companies are now allowing perspective drivers to test in the automatic, partly because most trucks these days are automatic and they would be driving this type of transmission anyway, but also because it keeps costs down, as there is a \$180 permit fee each time a driver takes a final driving test.

“All the big guys are all going with automatics,” McCulley said of trucking companies. “Maintenance-wise it’s way cheaper and they can put anybody behind the wheel.”

McCulley said training takes anywhere from 20 to 26 hours (plus a 10-hour in-class air brake endorsement), depending on how much experience the student brings to the table, and can often include ridding a seasoned driver of bad habits they have acquired over the years.

“Backing up, lane changes, and being aware of people around them,” McCulley said are some of the more common bad habits that he sees in experienced drivers. “When you’re driving a big rig, people in cars have no idea how it takes longer for that vehicle to stop...it’s a long unit. Our trailers are 53 feet long, you have tractor in front of that, that’s another 20 feet on top of that.”

Pre-trip inspections are another vital aspect of a driver’s job that gets overlooked at times.

“We really focus on that pre-trip,” McCulley said. “You’ve got to know what’s happening on that truck and do your walk-around every day and check all your stuff.”

McCulley echoed Callaghan’s sentiment that equipment is key to any good driver training school – is the equipment serviced, is it clean, and does the staff fully explain what is expected of the student.

He also cautioned against any school that tries to sell a student empty promises.

“We do not promise people something and not return,” McCulley said. “Our pass rate is 96% in our cars and trucks.”

McCulley said part of the reason for Bulldog’s high success rate is that they establish a contract with those who register for the program



Bulldog Driver Training

that they will be ready, fit and able to drive and not under the influence of any substances.

“We don’t say that we can get their Class 1 in 12 hours,” McCulley said, as just the air brake class takes 10 hours. “No empty promises. We like to do a two-hour evaluation to see where you’re at and then we’ll sit with you.”

Though he admitted that price is always a consideration when determining which school to go through, Callaghan would caution against picking a school based on price alone.

“For most schools, the hourly rate runs between \$100 and \$135 an hour for truck time, so often the less expensive courses are just less time behind the wheel,” he said. “Ultimately, prospective stu-

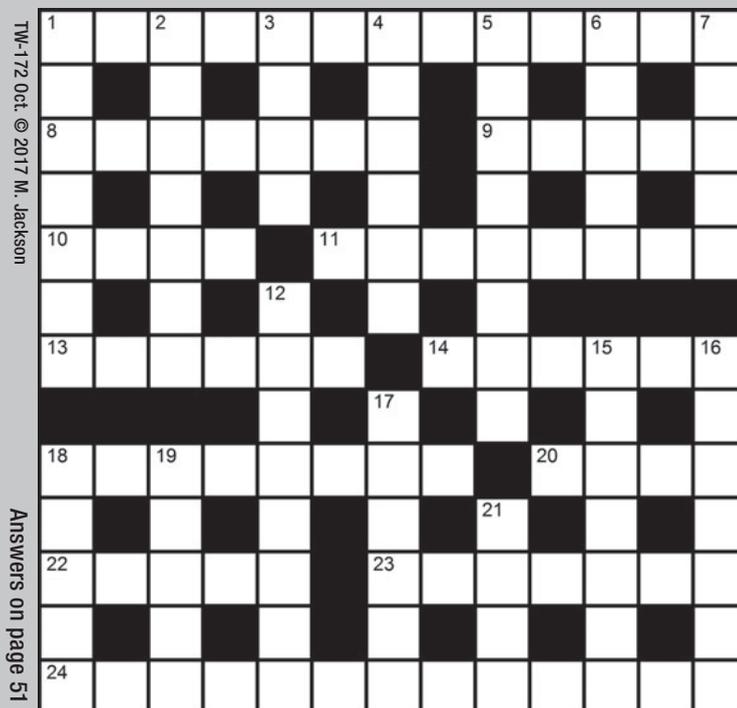
dents need to do some leg work and find out what they need to get from the training they are buying.”

Callaghan said he would also look to see if there will be any restrictions on your commercial licence indicating whether you tested on an automatic or manual transmission.

McCulley said there remains to be driver training schools that do not properly prepare drivers for a career behind the wheel, and they often come knocking on his door to complete their education, which ends up costing the student even more.

He also said business is good at the moment, with several people looking to get their Class 1 licence and head up to Northern Alberta for work. **TW**

THIS MONTH'S CROSSWORD PUZZLE



TW-172 Oct. © 2017 M. Jackson

Answers on page 51

Across

- 1 Semi stoppers, sometimes (3,4,6)
- 8 Great Dane product
- 9 Driver's hand protection
- 10 Canadian police force, briefly (1,1,1,1)
- 11 Puts the pedal to the metal (6,2)
- 13 Truck alternator output unit
- 14 Water-draining road surface inclination
- 18 Slope-nosed tractor, slangily
- 20 City street pattern, often
- 22 Wooden shipping container
- 23 Home of "Heart of Dixie" tags
- 24 Moving company; Oakville Canadian HQ (5,3,5)

Down

- 1 '99-'09 Sterling medium-duty model
- 2 Rand McNally atlas constituent
- 3 No throttle engine speed
- 4 Pre-trip ____ check
- 5 Neither local nor long haul, delivery-wise
- 6 Shift lever toppers
- 7 Nasty winter precipitation
- 12 CBers asking to chat
- 15 Used truck buyer's quest
- 16 Certain truck tires
- 17 Home of "The Silver State" tags
- 18 Aluminum wheel brand
- 19 Cabot ____, scenic Cape Breton route
- 21 Carry cargo

Continued from page 1

Each generation brings strengths to the table

ity back then. Always searching for that way to make something work or make it work better, always relentlessly finding a way to keep things going.”

Using the financial crises in the 1980s as an example, Ryan said

“I don’t really think anything can replace even a phone call, certainly not a face-to-face meeting,” Ryan said. “The written word can be interpreted in so many different ways, and email exacerbates that problem, whereas with

couple of years of university that learning was very different than before my accident and I had to change the direction that I wanted to go,” Orlick-Casciaro said, who moved back home to Calgary and started working for Orlicks Inc. in the summer of 2006. “It was a hard pill for a young person to swallow, but all things considered it was the best decision for me.”

She started working in the warehouse and reception, then moved into customer service and dispatch, and eventually to operations management.

But Orlick-Casciaro missed being in school, and talking with her father, Gene Orlick, who had completed the Canadian Institute of Traffic and Transportation (CITT) program, she decided to continue her studies, and is currently working toward her CITT-Certified Logistics Professional designation.

“I am doing well and feel like I’ve got a little bit of my old self back,” she said, adding that being a new mother to an eight-month-old daughter also poses challenges going back to school and working. “It can be challenging, as working full time and finding time for homework is not always easy, but I’m in the same boat as everyone else in the program.”

In addition to motivating his daughter to return to her studies, Orlick-Casciaro’s father has taught her a lot about business and life – don’t sweat the small stuff; put your best people on your biggest problems; surround yourself with positive people; honesty is the best policy.

“I am my father’s daughter. I am very passionate, sometimes to a fault,” Orlick-Casciaro said. “I can let both issues and even personalities get to me, which can then lead to having difficulties using your learned skills to manage a



“I am my father’s daughter. I am very passionate, sometimes to a fault.”

Kennie Orlick-Casciaro, Orlicks Inc.

situation. You can’t reason with unreasonable people and you can’t change what is out of your control. All you can do is focus on the bigger picture by making sure you are using and trusting what you know to work for you, and the rest will take care of itself.”

As for differences between her and her father, Orlick-Casciaro believes they come more from their distinct backgrounds rather than the generation they are a part of.

Gene comes from a sales background, whereas his daughter more from operations. And their communication styles also differ.

“I tend to be a good multi-tasker and Pops is a better delegator,” she said. “Both of those skills can help you, but they can also hurt you, so I think we complement each other in working together.”

And work together is something the father-daughter duo do well, which is why Orlick-Casciaro has found more similarities recently than differences.

“I’ve learned so much over the



he feels those running businesses in Canada during that time faced tougher challenges than his generation did during the 2008 Great Recession, which for him, was the first eye-opening experience to a legitimate business challenge.

“They faced those tasks head on, and a lot of times it was just sheer will and determination that carried some companies through versus others,” Ryan said. “That’s certainly something that I try to remember and keep in the forefront of my mind.”

Today’s use of technology is another facet of company management that has changed the way people do business.

Though David was always a believer and supporter of new technology, Ryan said things like email and cellphones have offered more mobility to run a business, but he worries too many people hide behind their devices and use it as an excuse to avoid face-to-face communication with customers.

a phone call you can have difficult conversations or you can have positive conversations with people and they certainly understand and appreciate where you’re coming from and you can accomplish a lot more.”

Kennie Orlick-Casciaro is the operations manager for Orlicks Inc., and she is 32 years old.

How Orlick-Casciaro came to find herself in the position she is today was a journey filled with both tragedy and the comforting feeling of coming home.

While attending the University of Alberta in Edmonton in the hopes of attaining a bachelor of science degree, Orlick-Casciaro was involved in an ATV accident in 2003, suffering several injuries, including traumatic brain injury, which changed everything for the young student.

“I found after attempting a

FAST
FORWARD

PART III

ADAPTING TO A
DISRUPTIVE
FUTURE

DOWNLOAD YOUR FREE COPIES IN THE
KNOWLEDGE CENTRES SECTION OF

www.trucknews.com

Brought to you by the editors of Newcom Trucking Group, in partnership with Imperial Oil Limited

last 10 years and I work so closely with him on a day-to-day basis," she said. "I guess you could say the apple doesn't fall far from the tree, and I am proud of that."

Being a young woman in the trucking industry can come with its own set of hurdles, and that was no different for Orlick-Casciaro, who had no problem demonstrating her value.

"I learned that I had to get a little dirty and earn some stripes in order to gain respect," she said. "That's what I did, I put on coveralls, shadowed mechanics and drivers, and learned what they did and helped when I could."

Helping cross-dock trailers, thawing brakes with a tiger torch in -35C weather, taking service calls to fix lights, airlines, and shunting trailers around the yard in the single-axle Mack truck were all part of Orlick-Casciaro's early days with the company.

"Basically anything and everything that would help me learn and allow people to notice that I was here because I wanted to be," explained Orlick-Casciaro. "I think I even surprised Pops once, coming around the back of the shop with a trailer behind me...I just smiled, hit the horn, and carried on. He hadn't seen me do that before at that point."

Ryan Mitchell is president of Wildwood Transport, and he is 35 years old.

With a background in finance and having been with Wildwood for seven years now, working for the family business was not the only option for Mitchell.

He had been pursuing a career in the investment banking and private equity field, but in doing so, became intrigued by how that background could help Wildwood.

"My brother was very involved in the operations side of the business, so it was a perfect fit to join and bring some expertise in finance, analytics, and strategic

planning," Mitchell said.

Today, along with Mitchell acting as president, his brother, Kevin Mitchell, is the operations manager and each hold a 50% share in the company after purchasing it from their father in 2013.

Like any good business person, Ryan has tried to learn what he can from his father, who had an uncanny ability to build and maintain relationships.

"He was always positive and knew lots of little personal information about everyone, their families, their backgrounds," Ryan said. "I always thought I understood, but it wasn't until working a number of years in the business until I truly appreciated the importance, and the meaning of truly investing in people."

Ryan carries his desire to invest



"I always thought I understood, but it wasn't until working a number of years in the business until I truly appreciated the importance, and the meaning of truly investing in people."

Ryan Mitchell, Wildwood Transport

in people like a badge, and understands he must make sure he is proactive in that investment with his time, energy, and resources.

"This includes training of course, but it also includes having open, candid conversations about performance, sharing your vision for the direction of the business, and even helping work through personal issues that may arise," he said. "It's also about listening, trying to understand someone's perspective and putting yourself in their shoes, rather than being stubborn and spending your time 'convincing' rather than working together."

Comparing himself to his father, Ryan said he focuses more on planning, while his father was entrepre-

neurial, acting on opportunities and figuring them out later.

"This is definitely more like my brother, which is great for the day-to-day decision making that happens in dispatch and operations," Ryan said. "I have always been someone who prefers to analyze alternatives, discuss the risks, and make a calculated decision based on logic and sound financial management. Everyone in our office knows I would make a terrible dispatcher."

Over the past few years, Wildwood has become more of a structured office setting when it comes to departments and the roles and responsibilities of each, which Ryan said is quite different than the way his father ran the business.

"Neither approach is bad necessarily," Ryan said, "but my opinion

times figure it out yourself before you can get other people involved.

"We're always looking for the next way to automate a process, or get access to more data and information about our business."

Ryan believes the industry as a whole is making headway into becoming more compliant, and trucking businesses must follow the rules if they are to run legitimately, something he said would have been difficult 25 years ago.

Pointing to electronic logging devices (ELDs), Ryan said they may not be perfect, but they do solve a lot of issues.

"To run a successful business in this environment, you have now lost the ability to cheat the rules in order to cover up the other inefficiencies of your operation," Ryan said. "The true good effective operators will thrive in this new world."

is that the old way is not sustainable, and doesn't lend itself well to achieving the consistency that we're looking for."

Ryan also said his comfort level with technology is much different than his father's. Though Wildwood was an early adopter of in-cab satellites, software systems and more, things have been kicked up a notch since he and his brother took over.

"Where Kevin and I are different from my dad is in the degree to which we have completely integrated every aspect of our business around these technologies," Ryan said. "It takes 100% commitment to rebuild your business processes around the technology you have. You have to dive right in and often

The cowboys will eventually fail."

It may not be the sentiment you'd hear from generations past, but Ryan is unapologetic for his passion for embracing the future, and making sure his company is ready, an approach his father is proud his two sons have not shied away from.

"You have to erase yesterday from your mind, commit to a plan for the future, and work your butt off until you get there," Ryan said. "There are challenges every day, and (our father) has lived through more years of that than we have, so I think knowing how hard it can be at times, he is proud that we have been committed, don't take the easy way out, work hard to get to where we want, and most of all, treat people with respect." **TW**

THE FUTURE OF TRUCKING: An inside look at the start of a new era

Game changing technologies combined with tumultuous shifts in workplace demographics will soon greatly transform our industry.

What strategies and practices will Saskatchewan's motor carriers need to adopt to thrive in the future?

Also join us for the 80th GALA Awards Banquet and the theatre style murder mystery, set in the 1930s presented by the Saskatoon Soaps.

To find out more and to register
Email: ctaylor@sasktrucking.com • Call: 800-563-7623

Find out during an engaging panel session, moderated by Truck West editors, at STA's Annual General Meeting.

October 21, 2017
Delta Marriott Regina



Presenting Sponsor



Ever notice that the well-connected
always seem to get ahead?



Daimler Truck Financial

Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks dealer nearest you, call 1-800-FTL-HELP. FTL/MC-A-1492. Specifications are subject to change without notice. Copyright © 2017 Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company.



*Run Smart*SM



Meet your new business associate with all the right connections—the new Freightliner Cascadia[®] with Detroit[™] Connect Virtual TechnicianSM remote diagnostic service to maximize uptime.

Remote over-the-air updates to optimize performance without disrupting the run.

And a new easy-to-access portal to view real-time insights into fleet health, fuel economy and safety performance.

So no matter where the truck is, it'll be well-connected for success on the road.

To see how the new Cascadia can benefit your business, go to www.freightliner.com.

Proposed sleep apnea rule canceled

Commercial drivers in the U.S. will not have to be screened for disorder



By **Sonia Straface**

WASHINGTON, D.C.

The Donald Trump Administration has withdrawn a proposed regulation that would clear up the confusion on how truck drivers should be diagnosed and treated for obstructive sleep apnea (OSA).

The withdrawal was announced in early August by the U.S. Department of Transportation's Federal Motor Carrier Safety Administration and the Federal Railroad Administration. The proposal would have screened truck drivers and train operators for the disorder that has been linked to nodding off behind the wheel.

And while some in the trucking industry generally oppose excess regulations in the trucking space, surprisingly, few were against this proposal and many were actually hoping for the rule to go through.

According to the U.S. Department of Health, sleep apnea is a disorder that causes one to stop breathing during sleep. These pauses in breath can last from a few seconds to

a few minutes. As a result, the body moves from a state of deep sleep to light sleep as normal breathing resumes. This movement to a lighter sleep, which is often accompanied by snorting or choking sounds, makes sleep apnea sufferers more tired during the day, as they don't get quality rest each night. Typical treatment for the condition is the use of a continuous positive airway pressure (CPAP) machine at night, which provides the user with continuous air pressure while sleeping.

More alarming, a recent study by the American Transportation Research Institute of the American Trucking Associations found that close to a third (28%) of commercial truck drivers have some form of sleep apnea.

As it stands in the U.S., everything will remain unchanged for now, since the proposal has been withdrawn. But even though nothing is changing, according to Steven Garrish the senior vice-president of safety and regulatory compliance at SleepSafe Drivers, an organization that helps

to streamline and shorten the process of diagnosing and treating sleep apnea in the transportation industry, the withdrawal is causing even more confusion in the trucking industry.

"What we're finding so far on this side of the border is that fleet managers and drivers are getting confused with the headlines about the proposal withdrawal," he said. "We've actually had some of our driver patients call us and say, 'I read the news, so does this mean that I don't have to wear the CPAP machine anymore?' And we have to tell them no, that the treatment still has to be used and that's not what the proposal withdrawal means."

"It really would have brought some order to what is generally an unchecked area in terms of driver fatigue."

— Steven Garrish

Garrish, who spent more than two decades in the industry as a trucking executive, said that without a clear rule about sleep apnea screening, the process is like the "wild, wild west."

"Without a clear rule, we have found that medical professionals are all over the board," he said. "Some will send anyone and everyone for testing and others will send none because they don't even know the signs and symptoms of OSA. There's so much inconsis-

tency across the board so we felt that a rule in this particular case was a good one. It really would have brought some order to what is generally an unchecked area in terms of driver fatigue."

In fact, Garrish believes that even though sleep apnea is a major risk, it will be and is being eclipsed by the electronic logging device (ELD) debate in the U.S.

"It's unfortunate most fleets don't know a lot about the rule and the impact this will cause," he said. "Fleets down here have just been focused on ELDs instead of fatigue, so this rule has really been on the back burner. Now, things will just keep going the way they are and it'll keep fleets on the sidelines. The end result of this rule not passing will be a continued delay and expense for the drivers, and a continued risk on the roadways."

The only thing that will change that risk of future crashes caused by fatigue would be a "well put together regulation that would level the playing field for everyone," Garrish said. And until then, he believes the industry will suffer.

Brandon Leininger, the director of risk management at American Central Transport, a family-run trucking company based in Kansas City, Mo., agreed with Garrish saying he too was disappointed at the rule withdrawal.

"Even though it's business as usual for now, it would have been nice to have this in black and white," he said. "I think the industry needs a regulation on this so that it's standard across the country. Driver health is a huge thing. Certainly, I would like to know if I have a driver who is prone to falling asleep at the wheel, with the potential to

Continued on page 51



Fleet Safety Council

26th Annual Fleet Safety Council Educational Conference

Friday October 20th, 2017

Centre for Health and Safety Innovation 5110 Creebank Rd., Mississauga L4W 0A1 Canada

Registration cost: **\$150.⁰⁰**

Master of Ceremonies: John G. Smith, Editor of Today's Trucking

EARLY BIRD SPECIAL

Register before July 31 for A Chance to Win a Flat Screen TV

Download the registration form and agenda at:

www.fleetsafetycouncil.com

- Promoting Diversity & Understanding General Influence in the Trucking Industry
- Easy as 123: Creating Memorable Presentation Content Workshop
- Medical Marijuana - How do you roll?
- Not Legalese but Legal T's: Legal Panel - Trump, Trudeau, Trials and Tribulations

Discover what more than
900,000 visitors did last year

WE DELIVER
MORE BLOGS
MORE VIDEOS
MORE NEWS

trucknews.com



STAY UP TO DATE ON INDUSTRY NEWS,
TRENDS AND EQUIPMENT RELEASES

Visit the industry's most popular website

Your life Your lane

CONNECT WITH US



Join one of Canada's premier transportation companies today and get the pay and miles you deserve!

ASK US
ABOUT OUR
TRACTOR
LEASING
PROGRAM

- Competitive Rates Plus Benefits
- Regional and Long Haul Lanes Available
- Assigned Late Model Peterbilt Tractors



TRANSX
GROUP OF COMPANIES

Let TransX help drive your success!

To apply, visit drivetransx.ca or call 1-877-787-2679 for more info.

You say tomato, I say tomahto

Doing it yourself

Maintaining and repairing your own truck means more time spent on the road

As you're aware, trucking is not a nine to five operation. This has implications on many aspects of both your personal and business life, including trying to schedule routine maintenance of your truck or trucks. It's not easy to get an appointment with a shop at a moment's notice, so you try to plan ahead, then Murphy's Law comes along and all your plans fly out of the window. Is there a solution? Well, yes there is: good old-fashioned DIY.

Doing it yourself isn't for everybody, but for those with a little mechanical knowledge who don't mind getting their hands dirty, working on your truck can be very rewarding, both in terms of time management and knowing that a job is done right. Let's cover time management first. Instead of fitting loads around your maintenance schedule, you can fit your maintenance into your work schedule.

If you're approaching your chassis lube interval, you don't need to take a short run to get back – you just pull into a truck stop or rest area and pull on the coveralls, break out the grease gun and in less than 30 minutes you can be on your way with a freshly greased truck. You can even do it as part of your pre-trip inspection; not only will this allow you to be more productive, it also gives you the knowledge that the job has been done properly.

There is no better way to get to know a truck than crawling around underneath it. When you're under there, you can check other things that a regular pre-trip will miss: loose or chafing wiring or air lines, and rust streaks that are a telltale of loose bolts and cracks. Spotting these things as they start to develop can significantly reduce cost and downtime, and that is just as important as putting miles under the bumper.

Another bonus to this approach is that you will need tools. On the surface, it may appear cheaper to just roll into a shop and pay the \$50 for a chassis lube, but the tools you buy will last a long time and in the long run it will be far more economical to splash out in the big boy toy shop. You can also put them down as a business expense and get the relevant tax break on them, so they are a very good investment.

What about if you don't really know what you're doing? Well, nobody is born with mechanical knowledge; it's all learned, so learn. You can use social media sites to ask questions. You'll find groups specific to different trucks, engines, etc. Some have video tutorials, which are useful. You can learn a lot very easily.

One other thing that DIY has an impact on is your bank balance. Every hour you spend on the truck is going to save you at least \$100 in labor costs. Add that to less time spent waiting for appointments when you can be out there earning money, and it starts to make even more sense.

As I said, it's not for everybody. You need to do the work properly or you could end up costing yourself a fortune. A grease job is pretty simple, but something that looks easy often isn't, like changing belts for example. The old worn ones come off with a sharp knife, yet the new ones will need to be threaded

over the fan. This can leave your hands looking as though you stuck them in a blender and if something goes wrong, your only option is a call-out, so you need to feel confident before starting a job.

I started driving trucks when they used to fall apart on a daily basis. I was often in a European country where they spoke a different language, so fixing things myself was often my only option. So far, I've always managed to get myself home, or to a place where I could get a proper repair, but some of the things I've done in the past would land me in hot water with the DOT nowadays. In today's



A fourth generation trucker and trucking journalist, **Mark Lee** uses his 25 years of transcontinental trucking in Europe, Asia, North Africa and now North America to provide an alternative view of life on the road.

world, the only way to do a job is to do it right. The idea is to save money and do it properly; just because you can do a job, doesn't mean you should. Sometimes the best option is to leave it to the professionals. **TW**

Hyndman **KNOWS**

YOUR TIME IS VALUABLE

And we know home time is precious. So at Hyndman, we make sure your time on the road **really counts.**

WE PAY FOR EXPERIENCE
You've earned the skills, and we reward that.

WE PAY FOR PERFORMANCE
Productivity and safe driving is recognized.

WE PAY FOR BENEFITS
Starting day 1, we've got you and your family covered.

TOP SOLO PAY

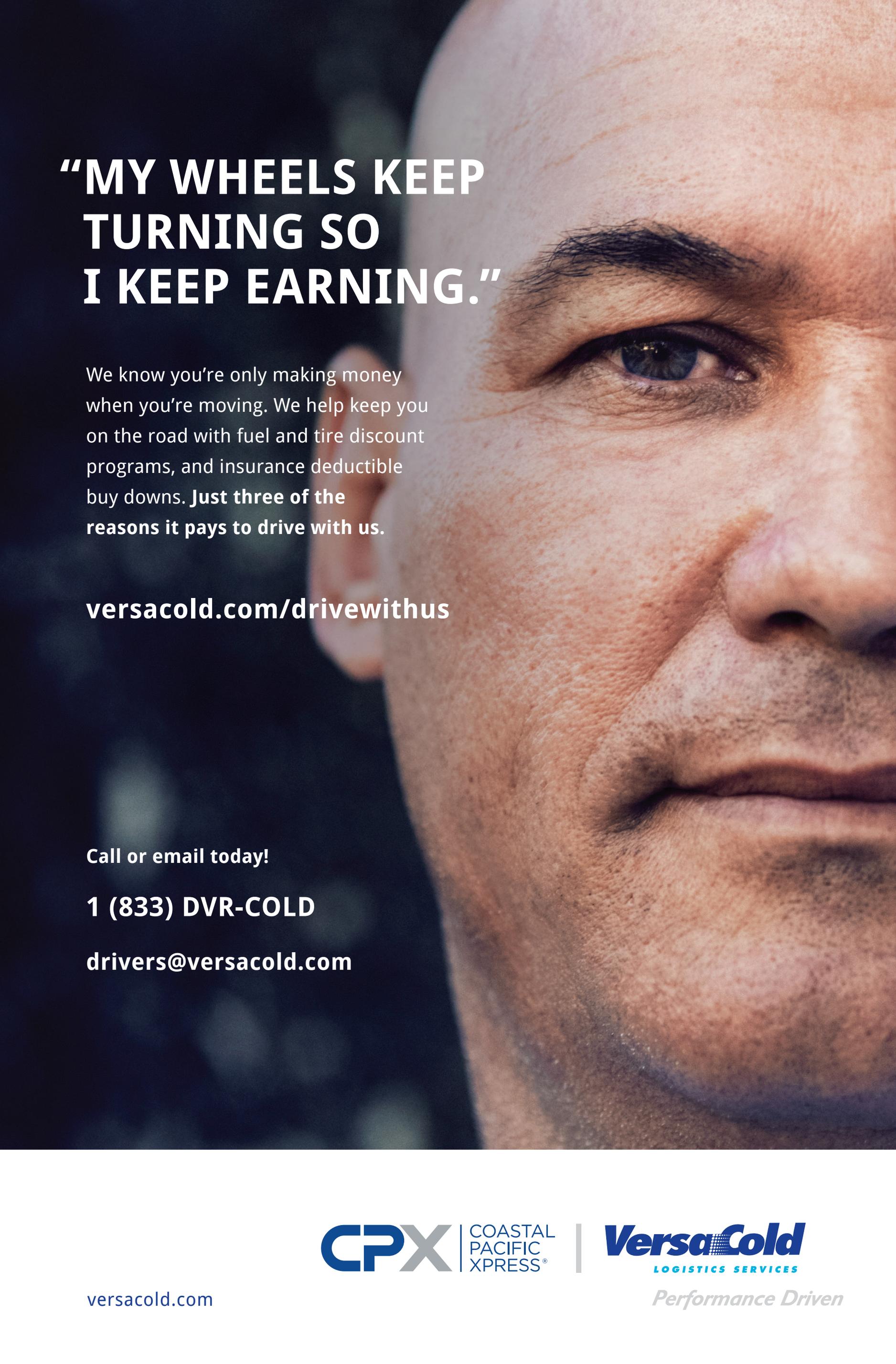
EARN UP TO
\$0.535 / MILE

TOP TEAM PAY

SPLIT UP TO
\$0.65 / MILE

800-499-4997

OR VISIT DRIVEHyndman.ca

A close-up, high-resolution photograph of a man's face, focusing on his eyes and the right side of his face. He has a serious, determined expression. The lighting is soft, highlighting the texture of his skin and the intensity of his gaze.

**“MY WHEELS KEEP
TURNING SO
I KEEP EARNING.”**

We know you're only making money when you're moving. We help keep you on the road with fuel and tire discount programs, and insurance deductible buy downs. **Just three of the reasons it pays to drive with us.**

versacold.com/drivewithus

Call or email today!

1 (833) DVR-COLD

drivers@versacold.com



versacold.com

Performance Driven

Tax Talk

Inbox or mailbox?

Either way, make sure your CRA notices get noticed



Scott Taylor is vice-president of TFS Group, providing accounting, bookkeeping, tax return preparation, and other business services for owner-operators. Learn more at www.tfsgroup.com or call 1-800-461-5970.

Every time you log on you'll be asked if you are ready to go totally paperless. I always check "no" but I'm getting there. Hopefully CRA will improve their routines and services. **TW**

My, how things have changed. With CRA's push to go paperless they hardly ever mail out statements or payment forms anymore. They want more contact to happen electronically.

Actually, they don't always do a good job of that, either.

For example, we filed a couple's tax returns on April 30 this year. CRA processed the returns and issued notice of assessments (NOAs). The wife had signed up for paperless notifications and got an e-mail from CRA around May 11 letting her know her NOA was available online. The husband got his paper NOA in the mail a week or so later.

It wasn't until late July that the wife received not an e-mail but a mailed letter from CRA looking for payment of tax owed. Isn't bigger-better-faster the whole point of electronic correspondence?

At least she got a notice. The husband never received anything.

They went online on Aug. 1 to confirm their account balances, as obviously 60-some days of interest had been added to their debt. They paid CRA in full through online banking. Neither one received a confirmation of payment or a statement showing zero balances. Nothing.

Frankly, I think that's wrong.

I'm all for saving trees by going paperless but that doesn't mean you should be communication-less. There is no reason for CRA not to send monthly statements or notices through e-mail for those who have signed up for their "e-services."

It's another reminder that sometimes you have to take matters into your own hands and see for yourself whether you need to resolve a forgotten debt or some other issue.

Self-serve online

You still have to go online but CRA's "My Account" services is a good way to see where you stand.

With My Account for Individuals you can view your past 11 years of tax returns. You can see information about your personal tax refund, balance owing, and payments on your account; set up or revise banking info for direct deposit of your refund; check your RRSP limits; and get details about any payments from Canada Child Tax Benefit, GST/HST credit, and related programs. You can also change your address and phone numbers so your CRA mailings will update properly.

Business owners can use My Business Account to interact electronically with CRA on their GST/HST, payroll, and corporate income tax accounts. Not sure if your accountant filed your GST/HST return? You can see when it was filed and when the money will be direct-deposited into your bank account once the return has been processed. Now that's handy information!

"I'm all for saving trees by going paperless but that doesn't mean you should be communication-less."

You can also file returns, check account payments and balances, view correspondence from CRA, update bank info, request a CPP/EI ruling, and register a formal dispute.

Tax preparers can use "Represent a Client" to access almost all of your information once you've authorized it. One service that has saved us and our clients tons of time and aggravation is that we are able to get info on tax information slips—T4, T4A, T4A(P), T4A(OAS), and T4E. If you misplace a slip we can simply go download it from CRA.

Here's another common use of this service: if a client is at the bank getting a loan or re-financing and needs the latest NOA, we access it online and send it electronically or by fax – a huge convenience.

In order to use My Account for Individuals or My Business Account, you have to register with CRA and get a user ID and password. You'll have to provide some personal information, know some details about some past tax filings, and create security questions and answers.

GARDEWINE

JUST GARDEWINE IT!

**Just Drive Gardewine!
Hiring Company & Owner Operators**

Flat Deck – Linehaul – Bulk – LCV

WHAT WE OFFER

10K – 13K Miles/Month

Profit Sharing

Pension Plan

Canada Only

Ontario Runs Only

Fuel Cards

Extended Health Care with STD & LTD

RRSP Plan*

Deck Mileage Bonus*

*Select/Optional

CONTACT

RON J. (Toronto)	905-614-1484
TOM P. (Northern Ontario)	705-692-3000
MEL B. (Manitoba)	204-631-3705
RAYMOND B. (Saskatchewan)	306-525-1351
JIM P. (Alberta)	403-569-4011

WWW.GARDEWINE.COM/CAREERS



**NOW HIRING
Class 1A Drivers
Company &
Owner Operators**

**\$3500
SIGNING
BONUS**

Send resumes to
johnk@threestartrucking.ca
— or —
robj@threestartrucking.ca

For more information contact
John at 306-485-8372

— or —
Rob at 306-485-8405

Office: 306-443-2424



THREE STAR TRUCKING LTD.

Petrol Points

The power of Mother Nature affects all things – even petroleum

The power of Mother Nature is mysterious and frightening. Hurricane Harvey showed little patience and no mercy for the city of Houston, and the people who are the city. The media coverage of this disaster has been emotionally overwhelming throughout the footage and stories they present, and the heartfelt commentary they paint. So full kudos to them – a rare

gesture on my part because I just don't kudo.

What I find equally mysterious and frightening are the callous and insensitive questions directed my way, in which some, not all, consumers ask with doe-eyed innocence, "Why should this problem in the Gulf of Mexico mean anything to us great white northerners?" In

other words, "Why are our gasoline pump prices going up when we are refining our crude in our own refineries?"

I believe I have run this narrative three times, so here goes number four. By the way, five strikes and you're out.

Pump and rack prices for refined products in this country are not made, fabricated, or colluded in this country, but follow the published for all-to-see rack price changes at benchmark U.S. locations with the partner links as follows: Halifax-NYH; Montreal-Albany; Toronto-Rochester/Syracuse; Prairies and Northern Interior B.C.-Minneapolis; and Vancouver and Lower Mainland-Seattle.

Although Western Canada tends to follow crude more than rack changes, if the U.S. racks move radically, then the emphasis switches from crude to rack prices. If U.S. prices move up or down, why then should those in Canada follow?

If prices move up in the U.S., then those in Canada move up as well because if they didn't then



Roger McKnight is the chief petroleum analyst with En-Pro International Inc. Roger has more than 25 years of experience in the oil industry. He is a regular guest on radio and television programs, and is quoted regularly in newspapers and magazines across Canada.

U.S. buyers would come across the border to purchase gasoline or diesel, creating domestic shortages here and price spikes. Matching the U.S. increase therefore ensures that product remains in Canada with prices not being subject to outside influences.

That is what is happening now but to the nth degree – 20% of U.S. refinery capacity is now offline and will be until damage assessment and repairs can be completed. Flooding causes power outages. Refineries need power to pump crude into their refineries and then to pump refined products out into pipelines that also need power to pump these same products along pipelines to market.

"If prices move up in the U.S., then those in Canada move up as well because if they didn't then U.S. buyers would come across the border to purchase gasoline or diesel..."

So, refineries are down and gasoline production is down.

This means the two key pipelines that carry gasolines (diesel as well as jet fuel) – the Colonial from Houston to Camden, New Jersey, and the Explorer from Houston to Chicago – are running at reduced rates due to lack of product to ship and questionable power capabilities.

This also means that the end and spur point wholesale prices for both lines are spiking, which means all of the U.S. East Coast to New York and Ohio, and all of the Midwest Chicago orbit. And to top it all off, rack and pump prices will move upwards in tandem at mirror geographical locations in Canada.

The combined refinery systems in the U.S. and Canada are a highly complex cooperative chain of supply – and right now the linchpin in the chain needs repair.

But repair it they will. If Houston has a problem, then Houston will find a way. **TW**

- JOIN OUR - **TRI-LINE** **-**
- JOURNEY - **CARRIERS LP** **-**

PNEUMATIC BULK COMPANY DRIVERS & O/O's NEEDED!
Our Team Wants YOU!

hiring@triline.ca or Fax: 403-723-3333

Requirement: 1-2 years of bulk pneumatic experience

f i t @trilinecarriers

make more for your miles
 Siemens Transportation Group Inc.

Top Fleet
 Employers 2017

Hiring Class 1A Drivers for our Cross Border Fleet
 We Offer: Border Crossing Pay, Company Paid FAST Cards & Great Pay
 If you are looking to join a busy company with high miles, Edge is what you are looking for!
 Contact us at driver.recruitment@edgetransport.com or 1.888.878.9585

connecting the continent siemenstransport.com

EDGE
 Transportation Services Ltd.

a Member of the Siemens Transportation Group Inc.

KINDERSLEY **TIGER** **HI-TECH** **HWT** **QUILL** **EDGE** **TRIANGLE** **STG**
Transport Ltd. Courier Inc. Express Inc. Limited Transport Ltd. Transportation Services Ltd. Freight Services Ltd. Fleet Services

Over the Road

The real issues behind the driver retention problem

Trucking's tough and only those who get the 'bug' will stick around



Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his blog at www.truckingacrosscanada.blogspot.com. You can follow him on Twitter at @Al_Goodhall.

I've been thinking about what's different in the trucking industry today compared to the autumn of 1998, when I decided to take the plunge into this trucking career. I don't mean from a hardware or a systems perspective, but from a human perspective.

My motivator was money and a steady job. I needed to support my family and dig myself out of a financial hole. I don't think this basic fact has changed. Most people are attracted to trucking as a source of financial support, but many people find in a short period of time that life on the road is no cakewalk and not worth the money.

They never become infected with the trucking bug. I was. If you've been driving for more than a couple of years, you have too. Despite all the talk of promoting trucking as a career to young people – that all we need to do is talk it up, dress it up, and call it a profession – it all comes down to money and time. If you like the money but despise the time and effort away from home it

takes to earn it, you won't survive. That fact remains the same.

Is breaking into this business different than it was in 1998? I'm not sure that it is. I worked for a number of companies in my first four years. The majority of them aren't in business today. I was hired as an independent contractor for an owner-operator and told after being "hired" that I was financially responsible for any damages and insurance deductibles.

As an employee for another carrier, I never received one cent of vacation pay for statutory holidays or otherwise. I had a union job for a car hauler but was laid off four months after starting and never went back. The irony with the union job was that I was referred by my co-workers to a temp agency for drivers, and most of the work was scab work. I continue to hear experiences along these lines from new drivers today.

In 2003 with a clean driving record and a wide array of driving experience under my belt, I decided

it was make it or break it time. I started a job search and didn't want to work for any company that didn't start with an in-depth interview that focused on me. The driver shortage has been constant throughout my career and I was sick of faxing in a resume and getting a response that said: 'Can you start Monday?' No questions asked. I don't think this has changed much either.

As drivers, we make our own bed. Most of the time. There are plenty of good companies out there, mostly small to mid-sized, that are run by people with integrity. You have to find a company that is a good fit for you and that you are a good fit for. It takes a little time and it takes a good deal of patience. Building loyalty and trust doesn't come in the space of a few weeks or months. You may not always succeed on your first try. This definitely has not changed over the past 20 years.

There is a lot more corporate trucking now than there was 20

years ago. Empires are built by absorbing the smaller companies I described above. That is a definite change. But it is not unique to trucking. That's a change we've seen across our society as a whole.

The "all for profit" approach is fueling the adoption of technology that drains a driver's potential rather than fuel their passion. It's a dead-end road, in my opinion. The true leaders are passionate about their business, practice good business ethics, are savvy in their business dealings, and treat their employees well. That hasn't changed.

My boss has the trucking bug in his blood. As do I. I'm not going anywhere. **TW**

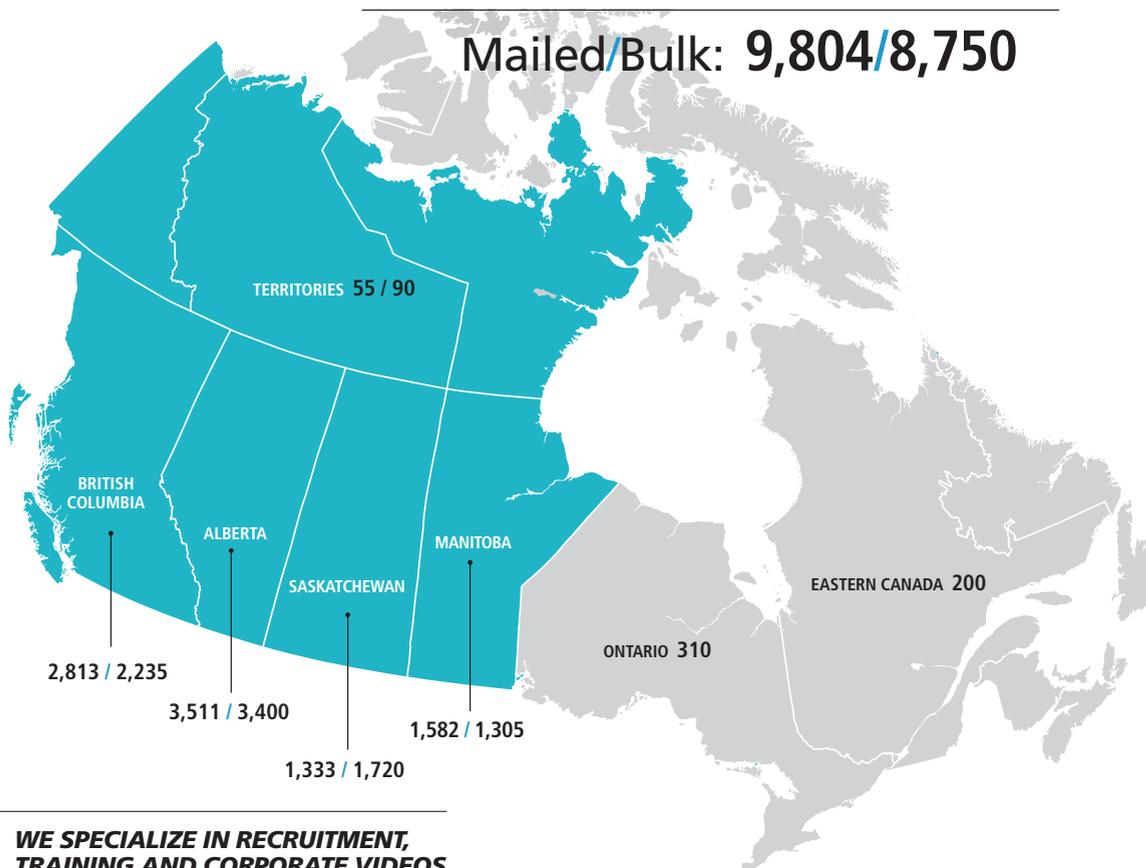
Make TRUCK WEST

WESTERN CANADA'S TRUCKING NEWSPAPER SINCE 1989

a part of your Recruitment Strategy

Total Circulation: **18,554***

Mailed/Bulk: **9,804/8,750**



- ★ Leverage Western Canada's largest audited circulation – **more than 18,500**
- ★ Cost effective pricing – **pricing starts as low as \$303**
- ★ Value-added Web advertising on trucknews.com – **the industry's most popular website**



Call **Kathy Koras** today
416-510-6892
kathy@newcom.ca

WE SPECIALIZE IN RECRUITMENT, TRAINING AND CORPORATE VIDEOS

Reinventing the wheel

Wheels are getting lighter, brighter, and smarter



By **Sonia Straface**

The phrase “don’t reinvent the wheel” is a funny term to wheel manufacturers in the trucking industry. Because while some think reinventing the wheel is just an idiom for wasting time, to them, it’s a career.

Engineers in the commercial wheel industry have spent decades trying to reinvent what it means to have the best commercial wheel in North America by figuring out how to create a wheel that is light-weight, rust-proof, and can handle the tough job required of it.



Watch your weight

It’s no surprise that the biggest wheel trend is the increased interest in aluminum wheels over steel wheels. And the number one reason for that, according to the manufacturers we spoke to, is the weight savings aluminum provides.

“The number one trend we are seeing in the market today is the increased penetration of aluminum wheels for tractors and trailers,” said Chris Putz, principal engineer at Maxion Wheels. “And we have seen that trend grow over the last several years and we do see it continuing in the future mainly because aluminum wheels are lighter in weight versus steel, in between 35–40% lighter, in fact.”

That weight savings on a typical 18-wheeler can equate to more than 500 lbs on just one vehicle simply by changing your wheels, said Rafael Gonzalez, the director

of international business development at Accuride.

“Five hundred pounds is huge,” said Thomas McGann, global marketing director for Arconic, a division of Alcoa Wheels. “If a fleet is able to load to full capacity, then that weight savings of 500 lbs can just be replaced with freight. And if you’re a private fleet, that means you can reduce the number of trips you’re making to haul your freight. If you’re a for-hire fleet, you will automatically have a built-in competitive advantage where you can haul more freight than a competitor who’s using steel wheels. So, from a payload perspective, that goes right to your bottom line. And then if you’re not weight-sensitive or if you’re not loaded to capacity, you get the benefits of the fuel efficiency from the weight loss.”

Unsurprisingly, this trend has started a wheel war between manufacturers who are competing to create the lightest – while at the same time, the strongest – wheel possible.

“We remove the weight through the aluminum we use,” said McGann. “You can’t take the weight out without doing something different, so we’ve been using a different, proprietary alloy that strengthened the wheel, it allowed us to redesign the wheel – where we’ve shaved aluminum off in many parts making it thinner, making the hand holds slightly bigger, so there’s less material and less weight.”

And while aluminum wheels are winning over their steel counterparts, customers do have to pay close to three times as much to reap the weight and fuel savings they provide. So sometimes, fleets still prefer steel wheels.

“Steel wheels do make sense in a lot of applications,” said Brandon Uzarek at Accuride. “Especially for use in trailers. But really it comes down to the preference of the driver

and fleet owner and if that driver can afford to spend money on aluminum wheels.”

Lookin’ good

Another reason aluminum wheels win out over steel in the debate is the aesthetics that aluminum provides. Aluminum wheels are brighter and have a better shine and finish on them than traditional steel wheels, which bodes well with proud owner-operators and image-conscious fleet owners.

“Drivers like the look of an aluminum wheel a lot more than steel wheels,” said Gonzalez. “And so, having aluminum wheels actually helps with driver retention, something that is a big problem in the trucking industry today. Drivers like to drive trucks that look nice, so having aluminum wheels can help with that.”

Putz agreed, adding aluminum won’t rust as easily and become an eye sore on your rig.

“If a fleet is able to load to full capacity, then that weight savings of 500 lbs can just be replaced with freight. And if you’re a private fleet, that means you can reduce the number of trips you’re making to haul your freight.”

—**Thomas McGann, Alcoa**

“Aluminum wheels have better anti-corrosive properties than steel wheels would,” he said. “So, you won’t have that red rust on an aluminum wheel like you would on a steel wheel.”

Plus, aluminum wheels don’t need as much maintenance to keep that shine.

“As far as maintenance is concerned, to combat the rust on a steel wheel, you have to refinish and refurbish that wheel every so often,” said McGann. “And every fleet is different, so some will do it a few times a year...where they’ll strip it down and refurbish it and some are doing it in-house and others are outsourcing it, but even if you’re doing that twice a year, that cost will certainly add up. However, with an aluminum wheel, you don’t have to maintain it that way. If you get the Dura-Bright EVO (Alcoa wheel with a surface treatment) you do not even have to polish it, all it needs is soap and water and it will maintain its shine for the vehicle’s lifetime.”

Trading up

Aluminum wheels hold their value a lot better than steel wheels as well, added McGann.



“The icing on the cake, as we like to say about aluminum wheels, is that they have a higher resale value than steel wheels,” he said. “It has been estimated that when you go to sell aluminum wheels, you will get 75% of what you paid for them back. And today the education of fleet owners and drivers is much higher and they recognize that spending that extra money on aluminum wheels will benefit them when they go to sell, and that’s why you’re seeing the doubling of the penetration rate of aluminum wheels in the marketplace. That resale value is driving it.”

Get smart

Looking into the future, Maxion knows that all things are moving to the cloud and online, and this includes wheels.

In late 2016, the company revealed the trucking industry’s first connected wheel, dubbed MaxSmart. MaxSmart combines the company’s steel wheel with sensor technology to capture and communicate wheel data to the driver and fleet manager.

“Our MaxSmart project supports the kind of mega-trend in the trucking industry of connectivity,” Joe Wolf, the manager of global advanced engineering at Maxion Wheels said. “In so much a way that it is a connected wheel. It would be a wheel that can communicate back and forth with the vehicle it is mounted to. It will apply critical informational to the truck to help it make better decisions on its most optimal operating condition. MaxSmart will make intelligent decisions on what to do, such as adjusting the brakes.”



According to Maxion, MaxSmart will help fleets and drivers prevent accidents and collisions as well as avoiding expensive wheel and vehicle repairs.

Wolf said the connected wheel is still in its testing and prototype phase, and the launch date is not yet decided. However, Wolf hinted that MaxSmart’s roll-out will be “in conjunction with a vehicle roll-out.” **TW**



Experience Excellence

Visit us at the North American Commercial Vehicle Show (NACV)

Atlanta, GA • Sept 25-28, 2017 • Booth #850

MAC – Alliance Facility
800-795-8454
Service Department
800-297-7986

MAC – Salem Facility
855-884-2252
Parts Department
800-647-9424

MAC LTT – Kent Facility
855-662-2588
MAC LTT – Billings, MT
406-252-7163



www.MACtrailer.com



FORT GARRY INDUSTRIES LTD.

www.fgilt.com/trailers

• Easy Financing • Sales/Leasing • Truck Equipment • Parts & Service



NEW & PRE-OWNED EQUIPMENT

ALUMINUM STEP DECK
Less Weight Equals More Freight

LODE KING

If you're looking for strength and longevity in a lightweight, low-maintenance trailer, look no further than Lode King's line of Brilliance all-aluminum step decks. Lode King aluminum step decks bring the latest in lightweight trailer design and manufacturing techniques to the open road—all backed by the best name in the industry.

Call today or visit fortgarryindustries.com/trailers/

-1256946

2017 LODE KING STEEL B-TRAIN FLATDECK

LODE KING'S FAMILY OF FORCELINE STEEL FLATBEDS WERE DESIGNED FOR TOUGHNESS, DURABILITY AND YEARS OF DEPENDABLE SERVICE. AVAILABLE IN NORMAL CONFIGURATIONS FOR GENERAL FREIGHT AS WELL AS EXTREME DUTY AND COIL HAULING APPLICATIONS WHERE SPECIAL DESIGN CONSIDERATIONS MUST BE TAKEN INTO ACCOUNT. -1256950

2017 MIDLAND SLX3 END DUMPS

A FULL FRAME END DUMP TRAILER, THE SLX FEATURES A SMOOTH CONCAVE FLOOR FOR ENHANCED STRUCTURAL INTEGRITY WHILE USING LIGHTER GAUGE STEELS FOR REDUCED WEIGHT AND LOWER CENTER OF GRAVITY. INTRAAX 25K AIR RIDE, TARP MUD FLAP PACKAGE, SELF-ADJUSTING GATE TRIP MECHANISM, AND MORE. -1256945

2017 LANDOLL DETACHABLE AG TRAILERS

835D AG DETACHABLES FEATURES 32' OF USEABLE DECK SPACE WITH AN INNOVATIVE FOUR-BEAM FRAME AND HYDRAULIC GOOSENECK TO SAFELY LOAD AND LEGALLY TRANSPORT TODAY'S HEAVY, OVERSIZED EQUIPMENT. OPTIONAL FLIP THIRD AXLE IS AVAILABLE TOO. -900804

EARLY SEASON INSTANT RETAIL REBATE

Up to \$250 off
Western Plows & Sanders®

ACT NOW AND GET \$250 OFF ALL WESTERN SNOWPLOWS AND SANDERS INSTALLED IN OUR SHOP OR \$150 CASH-N-CARRY DISCOUNT. PLUS, NO-MONTHLY-PAYMENTS FOR 90 DAYS! LIMITED TIME OFFER. CALL YOUR LOCAL FGI BRANCH FOR DETAILS. -1256951

WINNIPEG: 1-800-282-8044
BRANDON: 1-866-883-6120
REGINA: 1-800-552-8044
SASKATOON: 1-800-772-4599
LLOYDMINSTER: 1-800-661-9709
LETHBRIDGE: 1-866-865-3962

CALGARY: 1-800-661-3126
RED DEER: 1-866-297-0022
EDMONTON: 1-800-663-9366
GRANDE PRAIRIE: 1-866-424-5479
LANGLEY, BC: 1-800-663-4115



TMTV

Meet Heiko, 2015 O/O of the Year

New online episode every Thursday

www.trucknews.com/videos/

500,000+ views

YOUR ONE-STOP SHOP

For Powertrain Parts & Service

- Remanufactured Transmissions & Differentials
- Clutch Installations & Adjustments
- Powertrain Repairs & Overhauls
- Computerized Diagnostics
- Truck Hydraulics

For A Location Near You: **1-800-661-8825** www.GEARCENTRE.com

Search FAST Online
Thousands of new & used trucks and trailers can be found quickly online!

Truck and Trailer.ca

Follow us

RYDER'S FALL SPECIAL



2011 Chevrolet 3500, 16' Cube Vans, Duramax Diesel Engine, Auto Transmission, Ramp, 134 Km's, from \$22,999



2012 Ford F450, 16' Cube Vans, 6.7L Diesel, Auto Transmission, 4.3 Ratio, Ramp, 224 Km's, from \$34,499



2012 Freightliner Cascadia Highway Tractor Condo Sleeper, Detroit Eng., 505 HP, Autoshift Trans; 12 and 40 Axles, 3.90 Ratio, Air Ride Susp; Wheelbase 228 inches, Full Lock Ups, 980,000 Km's, from \$49,500



2010 Freightliner Cab and Chassis, M2 106, ISC Cummins Engine 330 HP, 6 Speed Auto Trans, 265,000 Km's, Air Ride Susp, Cab to Axle 150 inches, Wheelbase 216 inches, 54,000 lb GVW from \$49,800

2 YEAR ENGINE AND AFTERTREATMENT WARRANTY INCLUDED ON EVERY RYDER CERTIFIED INTERNATIONAL TRUCK

- Full Maintenance History
- Flexible Financing

ryderusedtrucks.ca 1.888.995.2459

FLEET LEASING & MAINTENANCE | DEDICATED TRANSPORTATION | SUPPLY CHAIN SOLUTIONS

Ryder and the Ryder logo are registered trademarks of Ryder System, Inc. Copyright ©2017 Ryder System, Inc. Ever Better is a trademark of Ryder Systems, Inc.





(647) 892 - 6658
BEST QUALITY TURBO !
INCREDIBLE PRICE !
BRAND NEW TURBO
WITH 1 YEAR WARRANTY
 295 MILLIKEN BLVD, #31, TORONTO, ON, M1V4V2
WWW.JMTURBO.CA



CATERPILLAR
 C15/3406E - \$850
 C15 ACERT TWIN - \$1,000 HIGH / LOW PRESSURE
 C12 - \$645
 C7/C9/3116/3126 - \$610
 3406B/3406C - \$420

CUMMINS

ISX/HE561VE - \$2,400
 ISX/HE551V - \$1,900
 M11 - \$500
 N14 - \$485
 DODGE RAM - \$310



DETROIT SERIES 60

12.7L - \$520/\$560
 14.0L EGR - \$1,200
 14.0L HE531VE - \$2,000
 DD15 - \$1,150

FREE SHIPPING

OTHER MODELS AVAILABLE:

- VOLVO •FORD •INTERNATIONAL •ISUZU •VOLKSWAGEN
- TOYOTA •SUBARU •NISSAN •UNIVERSAL •MITSUBISHI



MARK YOUR CALENDAR

Please plan on joining the country's top TRANSPORTATION AND SHIPPING EXECUTIVES for a day of EDUCATION AND NETWORKING



FLEET Trailers STOP

FLEET BRAKE

New And Used Trailer Sales & Leasing

Trailer & Truck Parts & Service



WE'VE GOT WHAT YOU'RE LOOKING FOR

1-866-599-3533



VISIT OUR NEW WEBSITE: WWW.FLEETSTOPTRAILERS.COM



REFRIGERATED TRAILERS



FLATBED TRAILERS



BELLY DUMP



END DUMP



DRY VANS



SPECIALIZED TRAILERS



TAG TRAILERS



DROP DECK TRAILERS

VISIT US AT OUR NEW EDMONTON BRANCH

NEW & USED INVENTORY IN STOCK!

CALGARY
 8010 - 44th. ST SE
 CALGARY, AB
 T2C 4L2

EDMONTON NEW
 18410- 118A AVE.
 AND 3904 - 78 AVE.
 EDMONTON, AB

SURREY
 17276 - 104A AVE.
 SURREY, BC
 V4N 5M3

WINNIPEG
 1650 OAK POINT HWY.
 PO BOX 18 WINNIPEG, MB
 R3C 2E6

GRANDE PRAIRIE
 8401 - 99TH ST
 CLAIRMONT, AB
 T0H 0W0

LETHBRIDGE
 4005 - 9TH AVE N.
 LETHBRIDGE, AB
 T1H 6H6

KAMLOOPS
 575 ATHABASCA ST.
 KAMLOOPS, BC
 V2H 1C5



Custom Truck Sales

Kenworth Dealer Serving the Canadian Prairies & Beyond



Globe Trailers Manitoba Dealer Permit # 0471

Great Selection of New Trucks!



2018 KENWORTH T370
PACCAR ENG; 6 SPD TRANS; TANDEM AXLE(S), 5.57 RATIO, HENDRICKSON SUSP; WHITE IN COLOR, CIM BROWN 20' GRAIN BOX, ELECTRIC ROLL TARP, ELECTRIC CHUTE OPENER /W REMOTE CONTROLS STK#JM989779. -874033



2018 KENWORTH T880
PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 12.5K/40K AXLE(S), 3.70 RATIO, AG400L SUSP; 189" WHEELBASE, WHITE IN COLOR, STK#JJ992041. -927090



2018 KENWORTH W900L
62" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 3.91 RATIO, 13.2K/40K SUSP; 244" WHEELBASE, GREY IN COLOR, 62" ACFT SLEEPER, BLACK DIAMOND INTERIOR STK#JJ991214. -1256300



2018 KENWORTH T680
76" MID ROOF SLEEPER, PACCAR ENG; MX-13, 510 HP, 13 SPD TRANS; 12.5K/40K AXLE(S), 3.55 RATIO, AG400L SUSP; 217" WHEELBASE, BLUE IN COLOR, 76" MID ROOF SLEEPER, GRAY VANTAGE INTERIOR STK#JJ991226. -1216647

Manitoba Doepker Trailers Sales: Contact Brandon or Winnipeg Locations



2017 NEVILLE STEEL DROP-FRAME/STEP-DECK FLAT
255/70R22.5, STK#HK175568. -944414
\$46,000



2004 DOEPKER STEEL SUPER B HOPPER DUMP/TRAINS
11R22.5, BLUE STK#1016335. -1114262
\$40,000



2015 DOEPKER 40 TON SCISSORNECK TRIDEM 52' ROLL-OFF TRAILER
275/70R22.5, KICKER ROLLER AND BEAVERTAIL, LOCATION: BRANDON, MB STK#SN17008. -693683



2016 DOEPKER IMPACT END 34' DUMP BODY, 11R22.5, LIFT AXLE MANAGEMENT SYSTEM, SEALED END GATE, STK#SG19314. -995436

Used Trucks



2008 MACK CXU613
60" MID RISE SLEEPER, MACK ENG; MP8, 485 HP, 18 SPD TRANS; 4.11 RATIO, 208" WHEELBASE, RED IN COLOR, 60" MID RISE SLEEPER, 11R22.5 TIRES, ALUMINUM WHEELS 991,001 KMS, STK#8N002567. -1119913
\$37,500



2013 KENWORTH T660
72 ACAD RAISED ROOF SLEEPER, PACCAR ENG; 455 HP, 18 SPD TRANS; TANDEM AXLE(S), 3.73 RATIO, AG 400 SUSP; BLUE IN COLOR, 773,724 KMS, STK#DJ964134. -874028
\$59,900



2015 KENWORTH T800
FLAT TOP SLEEPER, CUMMINS ENG; 550 HP, 18 SPD TRANS; TRI AXLE(S), 4.3 RATIO, NEWAY SUSP; WHITE IN COLOR, TRIDRIVE, 318,843 MILES, STK#FJ976972. -874027
\$149,000



2009 PETERBILT 386
DAY CAB WITH NEW 20FT GRAIN BOX WITH ELECTRIC TARP AND REMOTE, PINTLE HITCH WITH AIR AND ELECTRIC. NEW PAINT THROUGHOUT, VERY CLEAN UNIT. CAT 470 HP, AUTOSHIFT TRANS 1,449,859 KMS STK#9D788489. -1192424
\$79,900

Full List of Used Inventory

- 2015 KENWORTH C500** 45 Ton Manitex Crane, Twin Steer, 42 Modular Sleeper with Gray Interior, Call for all the details on this great truck.
- 2015 KENWORTH T800** Tri-Drive, 4.5 T&E Pump w/ 2 Manual Bypass, Black Splendor Interior, Moose Bumper
- 2015 KENWORTH T680** Day Cab, Ratio 3.91, 4 Way Locks
- 2014 KENWORTH T680** 76 ACAD Sleeper, Gray Vantage Interior
- 2014 KENWORTH W900** 72 ACAD Sleeper, Gray Diamond VIT Interior. Consignment Truck
- 2013 KENWORTH T660** 72 ACAD Sleeper, Blue Diamond VIT Interior, Moose Bumper, Super 40 rear ends with full locking differentials
- 2013 FREIGHTLINER CASCADIA 125** 60 Mid Rise Sleeper
- 2008 MACK PINNACLE CXU613** 60 Mid Rise Sleeper
- 2015 KENWORTH T800** Tri-Drive, 4.5 T&E Pump w/ 2 Manual Bypass, Black Splendor Interior, Moose Bumper
- 2015 KENWORTH T680** Day Cab, Gray Interior, 4 Way Locks
- 2015 KENWORTH T370** Day Cab, Gray Pinnacle Interior, CIM Gravel Dump Box, Pintle Hitch, Allison 3000RDS Transmission. Consignment Truck
- 2015 KENWORTH T800** Very clean well maintained heavy spec double bunk sleeper, this truck is CTS Kenworth Certified and has gone through multi point inspection, fully serviced and fresh DOT safety. Finance available OAC. Additional limited extended warranty available

- 2015 PETERBILT 389**
- 2014 KENWORTH T680** 76 ACAD Sleeper, Gray Vantage Interior
- 2014 KENWORTH T680** 76 ACAD Sleeper, Gray Splendor Interior
- 2013 KENWORTH T660** 72 ACAD Sleeper, Blue Diamond VIT Interior, Super 40 rear ends with full locking differentials
- 2013 KENWORTH T660** T660 72 ACAD, Blue Diamond VIT Interior. Super 40 rear ends with full locking differentials
- 2013 KENWORTH T660** 72 ACAD Sleeper, Blue Diamond VIT Interior, Moose Bumper, Super 40 rear ends with full locking differentials. Financing Available O.A.C.
- 2013 KENWORTH T800** 62 ACAD Sleeper, Black Splendor Interior, 10 Speed Autoshaft Transmission. Consignment Truck
- 2013 KENWORTH T680** 76 ACAD Sleeper, Gray Diamond VIT Interior. Consignment Truck
- 2013 KENWORTH T660** 72 ACAD Sleeper, Gray Splendor Interior
- 2012 FREIGHTLINER BUSINESS CLASS M2 112** Day Cab, Gray Interior, Dump Box
- 2012 FREIGHTLINER BUSINESS CLASS M2 112** Day Cab, Gray Interior, Dump Box
- 2012 FREIGHTLINER BUSINESS CLASS M2 112** Day Cab, Gray Interior, Dump Box
- 2009 PETERBILT 386** with new 20FT grain box, Cat C13 470, Eaton 13 speed ultra shift automatic, ,40,000 rears. Unit has a 20 ft grain box with electric tarp and remote, Pintle hitch with air and electric, new

- paint throughout, very clean unit. Farm Credit finance available OAC, call for more info
- 2009 PETERBILT 386** with new 20FT grain box, Cat C13 470, Eaton 13 speed ultra shift automatic, ,40,000 rears. Unit has a 20 ft grain box with electric tarp and remote, Pintle hitch with air and electric, new paint throughout, very clean unit. Farm Credit finance available OAC, call for more info
- 2009 PETERBILT 386** 63 Ultra Sleeper, Prestige Interior
- 2009 PETERBILT 386** with new 20FT grain box, Cat C13 470, Eaton 13 speed ultra shift automatic, ,40,000 rears. Unit has a 20 ft grain box with electric tarp and remote, Pintle hitch with air and electric, new paint throughout, very clean unit. Farm Credit finance available OAC, call for more info
- 2009 MACK PINNACLE CXU613** Heavy spec day cab with 18 speed auto shift transmission Finance available OAC Additional limited power train warranty available.
- 2008 MACK PINNACLE CXU613** 60 Mid Rise Sleeper
- 2007 KENWORTH W900L** Super 40's, 72 ACAD Sleeper, Gray Diamond VIT Interior, Beacon Lamps Consigned Truck
- 2007 WESTERN STAR 4900EX**
- 2006 KENWORTH T300** T300 White Dump Box w/ Flip Tarp, Allison 3000 RDS Transmission, Gray pinnacle Interior
- 2004 PETERBILT 330** Plow Attachment & 11 ft Dump Box, Low Mileage, Cat C-7 275 hp Allison MD3066 Automatic 6 speed Transmission

BRANDON

1240 Highland Ave.
1-888-979-5692
Dave Mantei - New/Used Sales
Cory Nakonechny - New/Used Trailers & Used Truck Sales
Todd Border - Bus. Mgr.

ESTEVAN

89 Escana St.
1-866-332-2121
TRUCK PARTS & SERVICE CENTER
Lenny Janz
- New/Used Sales

WINNIPEG

357 Oak Point Hwy
1-888-979-0957
Jim Bednar, Andy Willerton,
Richard Prokovich - Sales
Bryan Johnson - New Truck
Mgr. (MB)
Todd Border - Bus. Mgr.

REGINA

520 Park Street
1-888-979-0394
Bob Wirtz, Lenny Janz,
Erin Found - Sales
Gordon Wood - Bus. Mgr.
Bert Downton - Regional Used
Truck Mgr (SK & MB)

SASKATOON

2410 Northridge Drive
1-888-979-2615
Chad Kemp, Guy Tatlow,
Vince Boechler - Sales
Gordon Wood - Bus. Mgr.

SWIFT CURRENT

175 Industrial Dr.
1-888-297-8191
Erin Found - Sales
Gordon Wood - Bus. Mgr.

BORN READY.



**Tom
Cameron**



**Jon
Whalley**



**Stuart
Rude**



**Harman
Brar**



2018 MACK CXU613 HIGHWAY TRACTOR
70" HI-RISE W/BUNK SLEEPER, MACK ENG; MP8-505C, 505 HP, 12 SPD TRANS; 3.56 RATIO, 227" WHEELBASE, WHITE IN COLOR, KEYLESS ENTRY, AM/FM, CD, MP3, COBRA CB RADIO, 40 LITRE FRIDGE, 12,000 LB FRONT AXLE, 40,000 LB REAR AXLE, STK#50451, 50452. -822788



2018 MACK GU813 DUMP TRUCK
MACK ENG; MP8-505, 505 HP, OTHER TRANS; 3.58 RATIO, 209" WHEELBASE, WHITE IN COLOR, GRAVEL TRUCK STK#50447. -869855



2016 MACK CXU613 HIGHWAY TRACTOR
70" HI-RISE SLEEPER, MACK ENG; MP8-445C, 445 HP, 3.36 RATIO, 212" WHEELBASE, WHITE IN COLOR, 12,000 LB FRONT/40,000 LB REAR AIR RIDE SUSP769,733 KMS, STK#90115. -1213515



2015 MACK GU714 TANK TRUCK
MACK ENG; MP8, 425 HP, 18 SPD TRANS; 20/50 AXLE(S), AIR RIDE SUSP; TRUCK HAS AN ADVANCE ENGINEERING PRODUCTS 22,500 LITRE/ONE COMPARTMENT DIVIDED INTO TWO SECTIONS ALUMINUM TC407 CHASSIS MOUNTED TANK. STOCK #50039 -101662



2014 MACK CXU613 HIGHWAY TRACTOR
60" MIDRISE SLEEPER, MACK ENG; MP8-445, 445 HP, 18 SPD TRANS; WHITE IN COLOR, 12,000 LB FRONT/40,000 LB REAR, AIR RIDE SUSP; MOOSE BUMPER, GREY/BROWN INTERIOR, POWER WINDOWS 774,065 KMS, STK#90113. -1213510



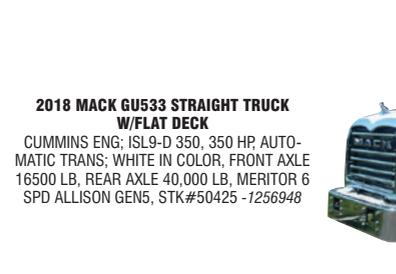
2018 MACK CXU613 HIGHWAY TRACTOR
48" FLAT TOP SLEEPER, MACK ENG; MP8-445C, 445 HP, 12 SPD TRANS; 3.40 RATIO, WHITE IN COLOR, FRONT AXLE 13,200 LB, REAR AXLE 40,000 LB, STK#50414. -751691



2015 VOLVO VNL64T 670 HIGHWAY TRACTOR
70" HI-RISE SLEEPER, D13, 445 HP, AUTO TRANS, COME DOWN TO SEE THIS UNIT TODAY! STK#90098 -840797



2004 STERLING L9500 TANK TRUCK
18 SPD TRANS; BLUE IN COLOR, USED WATER TANK TRUCK HAS ARRIVED, REAR AXLE 46,000 LBS, AIR RIDE PRIMAX SUSP; 18 SPEED EATON FULLER, LINED WATER TANK 370,088 KMS, STK#90116. -1119919



**2018 MACK GU533 STRAIGHT TRUCK
W/FLAT DECK**
CUMMINS ENG; ISL9-D 350, 350 HP, AUTO-MATIC TRANS; WHITE IN COLOR, FRONT AXLE 16500 LB, REAR AXLE 40,000 LB, MERITOR 6 SPD ALLISON GEN5, STK#50425 -1256948



5555 - 80 Ave SE,
Calgary, AB T2C 4S6

403-279-3000

TRANSWESTERN
TRUCK CENTRES

TransWesternTruck.com



2017 MACK CXU613 HIGHWAY TRACTOR
60" MID-RISE SLEEPER, MACK ENG; 505 HP, AUTOSHIFT TRANS; 46,000 LBS AXLE(S), AIR RIDE SUSP; SILVER IN COLOR.

ALSO: 2017 MACK CXU613 SUPER B SPEC SLEEPER TRACTORS

505HP, 12SPD MDRIVE, 46,000LB MERITOR REAR AXLES W/FULL LOCKERS. DELUXE LOADED INTERIORS WITH ALL OPTIONS. -1207688

**CALL FOR
PRICING AND
FURTHER
DETAILS**

2014 MACK CHU614 TRI-DRIVE DAYCAB TRACTOR

MACK ENG; 505 / 1850 FT LBS HP, AUTOMATIC TRANS; 14,600 / 69,000 AXLE(S), 3:73 RATIO, TRI-DRIVE HENDRICKSON 69,000 AIR-RIDE SUSP; 260" WHEELBASE, WHITE IN COLOR, IMMACULATE CONDITION, SOLD AND SERVICED HERE WITH ALL RECORDS AVAILABLE. MANY RECENT REPAIRS INCLUDING NEW CYCLINER HEAD AND INJECTORS JUST COMPLETED WITH NO MILEAGE! MACK ENG AND EMISSIONS EXTENDED WARRANTY TO 805,000 KMS! NEW B.C. MVI CERTIFICATE! 751,000 KMS. -502396 **\$62,500**



2012 KENWORTH T800 HEAVY-HAUL TRACTOR

62" MIDRISE DELUXE SLEEPER, CUMMINS ENG; 525 HP, 18 SPD TRANS; 12,000 / 46,000 AXLE(S), 3:90 RATIO, 46,000 AIR-RIDE SUSP; 227" WHEELBASE, BLUE IN COLOR, EXCELLENT COSMETIC & MECHANICAL CONDITION! REBUILT ENG UNDER CUMMINS WARRANTY @ 380,000 KMS-DELUXE BUTTON TUFT INTERIOR, DOUBLE LOCKERS, 22.5 RUBBER ALL 80% NEW BC INSPECTION, 802,000 KMS. -502394 **\$76,500**



2017 MACK GU713 GRANITE B.C. TANDEM TANDEM CONCRETE MIXER

MP7-405 HP, FULLER RTLO16909LL, DUAL 20,000 FRONT AXLES, MERITOR RT46-164EH ON HENDRICKSON HAULMAX WITH DUAL LOCKERS, LONDON BRIDGEMASTER (3) MIXERIN STOCK AND AVAILABLE IMMEDIATELY QUALIFIES FOR FREE 5 YEAR ENGINE & EMISSIONS WARRANTY. -455755



2017 MACK MULTICAT MC-15 AGGREGATE SPREADER

SILVER IN COLOR, BAYLYNX MULTICAT MATERIAL SPREADER, IN STOCK! MC-15 FOR TANDEM CHASSIS AVAILABLE TO BE INSTALLED ON YOUR CHASSIS! DELUXE OPTIONS INCLUDING RADIO REMOTE CONTROLS. CALL FOR DETAILS! STK#MC-15. -85385



NANAIMO MACK
Your Heavy Truck Specialists!

Mack Sales & Service of Nanaimo Ltd.

2213 McCullough Rd.
Nanaimo B.C. V9S 4M7

Toll Free 1-866-758-0185

Contact: Brian Burgoyne cell 250-616-1233
or Richard Mayer cell 250-616-1241

Victoria Branch Office

6792 Kirkpatrick Cres.
Saanichton B.C. V8M 1Z9

Ph: 778-426-0185

Contact: Dan Sarauer
cell 778-677-0185



MACK

Whatever it takes to HAUL.



2018 CXU613 Dump Truck
MP7-345C Eng., mDRIVE, 14600 lb F/A,
40000 lb R/A, 16' NeuStar gravel box
Stk: 023216 -998672



2018 CHU613 70" MR
MP8-505C Eng., mDRIVE-HD,
13200 lb F/A, 46000 lb R/A, 243" W/B,
Stk: 023877 -1041484



2017 CHU613 48" FT
MP8-505C+ Eng., mDRIVE, 12000 lb F/A,
46000 lb R/A, 237" W/B,
Stk: 020098 -526107



2015 GU714 36" FT Vac Spec
MP8-505M Eng., 18 Sp., 20000 lb F/A,
50000 lb R/A, 312" W/B,
Stk: 013363 -532397



2015 GU714 Vac Truck
MP8-505M Eng., 18 Sp., ITI/Arctic series
DOT 4800 gallon aluminum vac tank,
Stk: 013014 -354181



2016 GU714 Tridem Mixer
MP7-405M Eng., 6 Sp., 20000 lb F/A,
50000 lb R/A, 8.5m³ London Machinery mixer,
Stk: 015641 -526110



2018 CHU613 60" MR
MP8-505C Eng., mDRIVE, 13200 lb F/A,
40000 lb R/A, 237" W/B,
Stk: 023894 -1041511



2015 GU714 Combo Vac Truck
MP8-505M Eng., 18 Sp., ITI/Arctic series DOT
4200, gallon stainless steel combo vac unit,
Stk: 013016 -354184



2018 CHU613 48" FT
MP8-505C Eng., mDRIVE-HD, 12000 lb F/A,
46000 lb R/A, 243" W/B,
Stk: 023163 -1041488



2017 CHU613 Grain Truck
MP8-415C Eng., mDRIVE, 14600 lb F/A,
46000 lb R/A, 20' NeuStar grain box,
Stk: 022057 -604581

ESTEVAN LLOYDMINSTER MELFORT PRINCE ALBERT REGINA SASKATOON SWIFT CURRENT

888.900.1528

Search our full inventory at
redheadequipment.ca

EQUIPMENT
Redhead



2018 MACK CXU613
MACK MP8-505C, MDRIVE,
FRONT: 14.6, REAR: 46, 221" WB.
STK# 35696. -693651



2018 MACK CHU613
MACK MP8-505C, T318LR, FRONT: 14.6,
REAR: S440, 241" WB, BLACK CHERRY
PEARL, STK# 35732. -826370



2018 MACK CHU613
MACK MP8-505C, MDRIVE 12 SPD, FRONT:
14.6, REAR: S440, 241" WB,
56" FT. STK# 35700. -693655



2018 MACK GU813 - WITH 15' BOX
MACK MP8-505M, MDRIVE-13, FRONT: 18,
REAR: S440, 210" WB, STK# 35737
-893642

CELEBRATING 30 YEARS IN BUSINESS



EDMONTON: 18110 - 118 Avenue, T5S 2G2 **GRANDE PRAIRIE:** 11401-96 Avenue, T8V 5M3 **RED DEER:** 262 Burnt Park Drive, T4S 2L4

TOLL-FREE (855) 866-0841
WWW.NORTRUX.COM

It's a great time to buy a MACK



2017 MACK CXU613 DAY CAB TRACTOR
MACK MP8-445E, MDRIVE, FRONT: 12.0,
REAR: 40, 180" WB.
STK# 35727. -716486



2018 MACK CHU613
MACK MP8-505C, T318LR21, FRONT: 14.6,
REAR: S440, WB 241, 70" HR. STK# 35730.
-1128618

**2018 MACK GU714
- TANDEM STEER,
TRI-AXLE MIXER**
MACK MP7-425M, MDRIVE
14 SPD, LONDON MIXER,
WB 328", STK# 35708.
-693665



2016 GU714 MIXERS
MACK MP7-405M, MACK
10 SPD OR ALLISON
TRANSMISSIONS, FRONT: 20.0,
TRI-DRIVES, 237" WB.
PLENTY IN STOCK.

TRUCK LINER 2000

CANADA'S #1 DISTRIBUTOR OF ONE-PIECE PLASTIC LINERS



16' WIDTHS NOW AVAILABLE

DEALER/INSTALLER INQUIRIES WELCOME

"CUSTOMIZED TO SUIT YOUR NEEDS"

- UP TO 16' WIDTHS • VARIOUS LENGTHS & THICKNESSES
- TRIED & TESTED with GRAIN & GRAVEL

ORDER YOUR "FACTORY WELDED" UHMW DUMP LINER KIT TODAY! INSTALLATIONS AVAILABLE!

For Western Canada Sales and Installations Call Your Local Fort Garry Location or Call Bruce Smith @ 519-977-4614

"GREASE FREE" 5TH WHEEL SLIP PLATES



ONLY \$150.00 EA CASH & CARRY

ASK FOR BRUCE SMITH CALL (519) 977-4614



We provide an alternative financing option for customers who need longer than 30 or 45 days to pay for a repair. EZ REPAIR LOAN® can provide a short term loan to cash flow your repair for up to 12 months removing any unnecessary stress.

We can reduce your truck, trailer or heavy equipment repair bill to EZ monthly payments!

We also offer financing for the purchase and lease of new and used trucks, trailers and heavy equipment.

Apply online @ www.ezrepairloan.com or call Toll Free 844 - 212 - 9912

EZ REPAIR LOAN



Sales, Service & Parts

15210 Yellowhead Trail, Edmonton, Alberta T5V 1A1

(780) 447-1970

Edmonton
Calgary
British Columbia
Manitoba
Saskatchewan

Ross Sloat - 780-266-1096
Dave Hull - 403-801-5642
Wesley Schneider - 604-360-9051
Dave Hull - 204-230-5749
Ron Gurski - 306-230-6688

Tom Procinsky - 780-446-8810
Shawn Brush - 403-703-5334
Chris Nizalik - 778-847-3545

- Full Service Repair Facility
- 24/7 Mobile Repair Service
- CVIPs (Trucks & Trailers)
- Large Parts Inventory
- Fleet Maintenance



NEW HYUNDAI DRY VANS AND REEFERS -198645



NEW ALUMINUM FLATS, STEP DECKS AND DUMPS



TOLL FREE: 1-800-661-5960
Visit us at www.kingpintrailers.ca

Check Out Our New Website!



Canada's Largest On-Line Source for Heavy Trucks and Trailers!

Follow us



WE MOVE IRON

Selling some iron?
You've got options!

Truck and Trailer.ca &
Truck and Trailer.ca Marketplace

Airtab[®]

More Than a Fuel Saver

- Safety
- Stability
- Savings

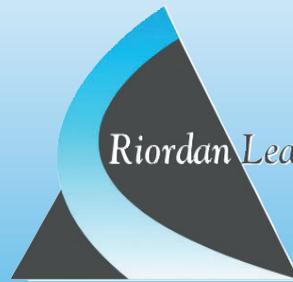
Using Airtabs™ will add stability to your tractor and/or trailer...



... improve tractor and trailer handling in crosswinds and improve your mirror visibility in wet conditions.

Technical information www.airtab.com
To purchase 262-394-5752 or www.buyairtab.com

Your #1 Choice for Flexible Financing Options



Riordan Leasing

Choose the vehicle that's right for Your Business and let Riordan customize a Lease to Own Program

- Trucks
- Trailers
- Equipment
- New or Used

RIORDAN LEASING INC
1-800-572-0562 or (519) 579-8193
1158 King St. E., Kitchener, ON N2G 2N4

We Deliver Change

"Each year, Habitat For Humanity Canada helps over 200 hardworking Canadian families realize the dream of affordable homeownership while providing a safe and decent place for their children to grow. Trucks For Change Network member carriers have helped make this happen by significantly reducing our logistics costs and expanding our resource capacity at our over 90 Habitat for Humanity ReStores in Canada."

Rob Voisin, Vice President,
ReStore and Product Support,
Habitat For Humanity Canada



Thank you to these generous industry sponsors who are helping us help our communities:



Trucks For Change Network is a registered non-profit organization endorsed by these leading industry associations:



Join Us Today!
905.844.8658 • trucksforchange.org



MINIMIZER™ PRODUCTS: IN THE TRUCK FLOOR MATS

PROTECT THE TRUCK



MINIMIZER.COM | TESTED & TORTURED | 800.248.3855

Western Canada's Trailer Specialist.

Ocean

TRAILER



Rentals, Leasing, Sales, Service, and Parts

Delta
 (800) 891-8858

Calgary
 (877) 720-7171

Edmonton
 (800) 610-1019

Winnipeg
 (866) 397-5524

Nanaimo
 (877) 878-5979


Ocean Trailer

Flat deck Madness

2015 and 2016 Flat decks

All steel, tridem axle flats are available in all locations. We're offering a Long term rental deal with 50% of monthly payments going towards the purchase price.

\$750 per month
for 2015 units

\$800 per month
for 2016 units



**Sign up for a 36 month term
and your purchase price could be less than \$30,000.**

Also offering other great purchase and leasing options. Conditions apply.
Call us today for more information.

www.OCEANTRAILER.COM

Buy, Sell, Prosper

Thousands of trucks, thousands of trailers. Whether you're buying or selling, you need to use Truck and Trailer. You don't have to take our word for it, ask our customers why they keep coming back.

Truck and Trailer
Canada's #1 Source for Heavy Trucks and Trailers
Truck Trailer.ca
MAY 2016, VOL. 30 - NO. 5

LOADSTAR LOWBEDS - TAG-A-LONGS - TRANSPORTERS - SPECIALIZED LARGE OR SMALL LOADSTAR - PARON OFFERS THEM ALL
"Leading in Trailing"
Our Family Owned Business has Grown for Over 31 Years ... Join the Family with a New Trailer Purchase!

75/65 TON
OUR THANKS TO LACROIX CONSTRUCTION, SUBURRY, ONTARIO -116428

40 TON
OUR THANKS TO RUDAK EXCAVATING, WINDSOR, ONTARIO -119465

75/65 TON
OUR THANKS TO SPG HEAVY HAULERS, BOLTON, ONTARIO -116431

75/65 TON
OUR THANKS TO DVC CONTRACTING, HAMILTON, ONTARIO -119465

60/60 TON
OUR THANKS TO DL MACDONALD CONSTRUCTION, CORNWALL, ONTARIO -116434

6-AXLE STEER DOLLIES & JEEP
OUR THANKS TO DeCAST LTD., UTOPIA, ON -47119

LOADSTAR TRAILERS INC.
2655 LAKESHORE ROAD, PORT HOPE, ON L1A 3V9
905-885-0744
www.loadstartrailers.com
E-MAIL: loadstartrailers@cogeco.ca
See Our Other Ad On Page 5

Truck and Trailer | Heavy Trucks & Trailers for sale in Canada
www.truckandtrailer.ca?language=en

Truck and Trailer.ca
Canada's #1 Source for Buying or Selling Heavy Trucks and Trailers

HOME SELL FIND A DEALER PRODUCTS AND SERVICES NEWS

Buying Made Easy

Select: [Dropdown]
All Applications: [Dropdown]
All Makes: [Dropdown]
All Locations: [Dropdown]

New Used

Search

Featured Inventory

2006 HYUNDAI Container Chassis
CHECKERFLAG LEASING - Mississauga ON
102", TRIDEM AXLE(S), CONTAINER CHASSIS, SPRING RIDE SUSPENSION; 22.5 TRIDEM EXTENDABLE SPRING RIDE CHASSIS; HEAVY DUTY DOLLY LEG WING PLATES, TIRES AND BRAKES 50/50 PLUS, CURRENT CERTIFICATIONS, LOW MILEAGE 40,000 KM, LOCATION (VANCOUVER, WINNIPEG, TORONTO).
(866) 949-6608 Email Dealer Inventory

2017 WILSON BLACK QUAD GRAIN Hopper
Dump/Trains
SELECT TRAILER SALES - Mississauga ON
84", QUAD AXLE(S), HOPPER DUMP/TRAINS, AIR RIDE SUSPENSION; ALUMINUM, THREE HOPPER - 2,300 CUBIC FEET, ALUMINUM I BEAM SUBFRAME - LED LIGHTS - ALUMINUM WHEELS - REAR ACCESS DOOR - 3 STEP LADDER - SHURCO REINFORCED TARP SYSTEM - STAINLESS STEEL SMOOTH FENDERS - SPIFF COMPLIANT

UNIVERSAL
Dependability. We've made it affordable since 1892.

TEAM TRUCKCENTRES keeping your business Rolling
UPPER CANADA TRUCK SALES

truckandtrailer.ca
1-877-682-7469

Truck and Trailer
Canada's #1 Source for Heavy Trucks and Trailers

Mark Dalton: Owner-Operator

By Edo Van Belkom

THE STORY SO FAR

Mark is transporting a load of high-end farm tractors to P.E.I. and has a major breakdown at the junction of Hwys. 400 and 401. He gets off the highway and pulls onto a side street only to have Mother Load unable to move. A mobile mechanic can't get him going and a tow's not available until the next morning. He's forced to spend the night in a rough part of the city.

In the early evening Mark is contacted by a Toronto Police officer wanting him to move. The convenience store owner comes to Mark's rescue telling the officer Mark was making a delivery to his store. Later that night, a bunch of thugs try to steal what's in Mark's trailer, but go away when they realize they can't get rid of his cargo in the city.

In the morning, the tow truck arrives and takes first Mother Load and then the trailer to a nearby truck yard. Mark goes for some breakfast and when he gets back to the yard he finds that the trailer has been stolen...

Later that day, Mark visited the police station serving that part of Toronto and was met in the lobby by an officer working in the division's Commercial Auto Crimes bureau.

"So, your trailer was stolen, eh?" the officer asked.

"Yes," Mark answered. "And..."

The officer cut him off. "Fill out these forms and write out an account of what happened to the trailer."

"Fill out forms?"

"Yes."

"And write down my statement?"

"Yeah. Take your time and make sure you include all the information you have."

"Alright," Mark said. He hadn't counted on doing paperwork, but if this was the way the police wanted his information, he was willing to oblige. Mark took his time with the forms, making sure he didn't leave out anything that could be important. When he was done, he asked for the officer to return and proudly handed over the papers.

"So," he said. "Do you want to interview me now?"

"No," the officer said, holding up the forms. "We have all your information. That should be enough."

"Alright," Mark said, unsure. "When will you be going by the truck yard?"

"No real need to. I'm sure your trailer will turn up in a day or two."

"What?" Mark said. "No investigation? No interviews? What about video evidence? Eye witnesses?"

"Sir. We're investigating...our way. With respect, we don't tell you how you should drive your truck.

Dalton has a breakdown - Part 4 -



Illustration by Glenn McEvoy

Don't tell us how to investigate a crime."

The officer did have a point. They were the pros, especially in a bureau specializing in auto crimes. But Mark had been a private investigator for many years before becoming a truck driver and it just didn't seem like they were putting much effort into finding a trailer containing hundreds of thousands of dollars worth of merchandise.

"Will you at least call me when you find something out?"

"Absolutely."

"But nothing till then?"

The officer shook Mark's hand. "All we ask is that you be patient."

Mark left the police station and went back to the truck yard to pick up his truck and ask a few more questions. The police could investigate the crime any way they wanted but to Mark's way of thinking, what was needed here was a proper nose to the ground investigation. And if the police weren't going to conduct such an investigation, then maybe he would. He thought about that a moment. How cool would that be if he could track the missing trailer all by himself while the police sat around and waited for something to happen? At the truck yard, Mark spoke to the mechanics again, but each of them said the same thing they'd said before and were beginning to get annoyed by Mark's persistence.

"Don't you have a truck to drive?" asked one of the mechanics. "It's been fixed, you know? Are you waiting for us to put fuel in it for you?"

Mark left the garage and went inside the office to speak with the security guard and watch the tapes recorded by the yard's close-circuit cam-

eras. He asked the security guard if he could see the video again and the guard obliged, not only letting him see the video he'd seen before, but other videos recorded at the same time showing the theft from several different angles. Mark made himself comfortable in the office and studied all the recordings, watching each one forward and back, in slow motion and then frame-by-frame. Over time his initial excitement over his investigation began to wane. What all the videos showed was a dark-colored tractor – maybe a Freightliner, maybe a Sterling – driving into the lot and a middle-aged man getting out of the truck. The poorly lit figure hooked up the trailer and drove away. Just like that.

Mark was disheartened. Even though he had video evidence of the crime being committed, he was no closer to finding his trailer than he was the day before.

"This video was no help at all," he said with a sigh.

"Don't worry," the security guard said. "Your trailer will turn up eventually."

"That's what everyone keeps saying."

"Because they always do," said the guard. "Whatever is inside the trailer might not be in the trailer when they find it, but the trailer will be found somewhere...and soon."

"So I should just sit around and do nothing?" Mark said, throwing his arms up in the air.

Just then, Mark's cell phone rang. It was an unknown number...quite possibly the police.

"Hello?"

"Mark Dalton?"

"Who wants to know?"

The voice on the other end identified herself as a Toronto police constable. She was calling to ask if Mark wouldn't mind coming by and picking up his trailer.

"You found it?" Mark asked, dumbfounded. "How?"

"It wasn't all that hard," she said. "Each of the tractors on the trailer have a GPS system on them. We contacted the manufacturer and asked them to turn them on, which they did for us remotely. After that we just needed to wait for the truck to stop moving long enough so we could arrest the drivers and seize the trailer without much risk."

Mark was slack-jawed, unable to speak a word. After a long silent pause, the officer pressed him. "So, when can you come by and get the trailer?" She gave him the location and some details on how to get there.

"Within the hour," he said, vowing to hang up his investigator hat and leave solving crimes to the professionals...at least for a little while. **TW**

Mark Dalton returns next month in another adventure.



**THE NEW
MICHELIN® X® MULTI™ D TIRE**

**NEXT-GENERATION REGIONAL
DRIVE TIRE TECHNOLOGY**

michelintruck.com/XMultiD



Continued from page 30

Proposed sleep apnea rule nixed

injure or kill him or herself and others on the roadways.”

In late August, SleepSafe Drivers sent a letter to the Transportation Secretary’s office explaining its support for a rule to be put in place.

“When it comes to identification and treatment for OSA, the current guidelines and recommendations are insufficient and leave room for interpretation

and misinformation. A clear rule will help commercial drivers, rail operators and others in safety sensitive roles feel more rested, less fatigued, healthier and ultimately safer behind the controls of their equipment,” said Garrish in a release. “Financially, we’ve seen the companies we serve actually save money in their costs associated with liability, health care, and turnover.”

When *Truck West* went to press, the secretary’s office had not responded.

Currently there is no rule in Canada for how to screen drivers, either. Commercial drivers in Canada require doctors to refer them for a sleep study if they suspect they may suffer from the disorder.

And in Canada, researchers at the Toronto Rehabilitation Institute believe the proposal’s withdrawal isn’t the worst thing to happen. According to Dr. Douglas Bradley, the director of the sleep research laboratory at Toronto Rehab, the link between sleep apnea and risky driving doesn’t have much research and data to back it up.

“The proposal to screen drivers with a certain body mass index was not really based on much information about the actual risk that sleep apnea poses to drivers in terms of accidents,” he said. “So, putting this on hold is not necessarily a bad thing because it does allow researchers like us here at Toronto Rehab to test drivers and see if their sleep apnea really does relate to their accident records.”

Currently, the institute is conducting a massive study with 1,000 long-haul truck drivers in Ontario to see if there is a correlation between sleep apnea and poor accident records. Researchers will be testing drivers for sleep apnea and then comparing results to their driving records and insurance claims.

“The research will help us see whether the presence of sleep apnea is associated with higher accident rates or higher insurance payouts,” Dr. Bradley said. “That will provide solid evidence on if we should be screening or not and if so, who? If the evidence shows a relationship, then by all means we should be screening to increase road safety and reduce cost of accidents and injuries and death. But if the relationship doesn’t occur, then we can spare a lot of people the trouble of not having to treat them if they don’t need it.”

The institute says the study is still ongoing and results won’t be known for the next few years. You can learn more about the study at www.tritruckingstudy.com. **TW**

TRUCKWEST Advertiser’s Index



Airtab..... 47	Nortrax..... 45
Custom Truck Sales..... 43	Ocean Trailer..... 48
EZ Repair Loan..... 46	Redhead Equipment..... 45
Fleetstop Trailers..... 42	Riordan Leasing..... 47
Fort Garry Industries Ltd..... 40	Ryder..... 41
JM Turbo Technology Inc..... 42	The Gear Centre..... 40
Kingpin Trailers..... 46	The Minimizer..... 47
Mac Trailer..... 39	Transwestern Truck Centres..... 44
Nanaimo Mack..... 44	Truck Liner 2000..... 46

Accutrac Capital Solutions..... 11	Luber-finer..... 8
Advanced Engineered Products..... 24	Mack Trucks..... 2,3
Alutrec..... 21	Michelin..... 50,56
AMTA..... 13	Newcom Events..... 7
BF Goodrich – The Last Word..... 54	Northbridge Insurance..... 12
Career Opportunities..... 32-36	Prestone..... 14
Castrol/Wakefield Canada..... 23	SAF Holland..... 13
Chevron – Inside the Numbers..... 4	Safety Driven Trucking Safety Council of BC..... 17
Child Find-Missing Kids..... 53	Shell Products Canada Ltd..... 10
Crossword Puzzle/Solution..... 25,51	STA..... 27
Detroit..... 55	Surface Transportation Summit. 12,13,51
Eberspaecher..... 18	Three Star Trucking..... 35
Edge Transportation..... 36	Trailer Wizards..... 9
Fast Forward..... 26	Transcourt Tank Leasing..... 15
First Truck Centre..... 11	TransX Group of Companies..... 32
Fleet Safety Council..... 30	TriLine Carriers LP..... 36
Freightliner..... 28,29	TruckandTrailer.ca..... 49
Gardewine..... 35	Truck News.com..... 31
Great Dane Trailers..... 6	Truck West – Subscription..... 53
Howes..... 16	Uniroyal – Newland Transport..... 52
Hyndman /A Celadon Company..... 33	Versacold Logistics Services..... 34
Inland Kenworth..... 22	

This month's **CROSSWORD SOLUTION** is brought to you by **TRUCKWEST**

STTS SURFACE TRANSPORTATION SUMMIT #sts17

MARK YOUR CALENDAR

OCTOBER 2017
11

The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic is saddened by what he finds. He and his family are fully Canadian now and everyone should be past this kind of racism and harassment. All he wants to do is work hard, raise a family and so far this country has let him do that.

He reports the event to the police and to his insurance company.

Vic has managed to find a good spot to park his truck overnight. It's close to his home, not too expensive and it's very well lit. It's been weeks without any incident and everything seems to be going great.

Until one morning when Vic arrives at his truck to discover it had been vandalized overnight.



Illustration by Glenn McEvoy



The insurance company says they could try to have the graffiti cleaned off the truck, but before they do that they want a bunch of forms filled out and they want to see where it happened to make sure it wasn't partially Vic's fault for parking his truck in a place that would invite people to damage his truck.

"My fault?" Vic asks.

"We have to make sure it's a good claim."

"What am I supposed to do while you are making up your mind?"

"That's up to you, sir. We'll get back to you as soon as we can."

Vic is frustrated. He doesn't want to drive his truck in its present condition, but he has no choice.

But then he thinks, why not drive around with his truck the way it is? Why not let everyone see what happened to him and what he see has to deal with in this country in this day and age?

So, he drives the truck the way he always has.

After a few days Vic has grown used to the way his truck looks and now everyone in the neighbourhood knows what has happened to him.

Even a reporter from the local newspaper comes to talk to him and there is later an article in the paper about Vic and his truck.

After the article appears, Vic gets a knock on his door. A man is standing there with two teenage boys with him. "My son and his idiot friend are here to apologize to you and clean your truck for you... inside and out."



Meet the Uniroyal® LD10™

A dependable, affordable, long-lasting, drive tire optimized for long haul applications.

© 2017 MNA(C). All rights reserved. (C14959)



Embracing the future, and not ashamed to admit it

By **Derek Clouthier**

ORMISTON, SASKATCHEWAN

Like a naïve child with a longing to see the world through the looking glass of a “big truck”, Jadran Svestka was unaware what the life of a truck driver would entail.

But after 30 years behind the wheel, Svestka has found his stride, and has seen and learned a lot about the industry.

Before launching Jadran Svestka Global Transportation – one of the more recent members of the Saskatchewan Trucking Association – the Dutchman went to school for something much different than truck driving, to be a journalist. But if there was one thing he learned from his studies, it was that working in an office setting was not for him.

“Working in factories, I saw the big trucks, and the little boy in me wanted to drive such a big machine,” said Svestka. “I had read stories about drivers going all the way to Afghanistan, and oh yes, I wanted to be an adventurer.”

Despite his desire to be the Indiana Jones of the trucking industry, Svestka realized after getting his license that for someone lacking a technical mindset, driving a truck was scary. And even now, after so many years in the industry, he still looks up to those he refers to as “real drivers.”

Svestka never made it to Afghanistan, but his driving took him across Europe and into Africa, and he often reminisces about what he called his adventurous years, when he drove old trucks that lacked the comforts of today’s, and living an independent life filled with a sense of freedom.

Those days ended for Svestka after losing his job due to downsizing, but it’s also when Canada first became a possibility to progress in his career.

“The only available jobs were supermarket distribution for agencies,” Svestka said of the European market. “I was done and needed something new, another horizon. I

started thinking of Canada.”

He got a job with Rockport Carrier in Saskatchewan, but soon wanted to branch out and do something more.

“I arranged my departure in strange and intense months, wondering if I was doing the right thing and feeling like I was betraying my family and girlfriend,” Svestka admitted, who still hauls for Rockport but as an owner-operator.

It was then, that a Western Star 5700 with long, dark solar panels caught his eye, and everything came together.

Today, things are going well for Svestka. The months of planning and preparation had paid off, and he not only looks after his fuel-efficient truck, but takes what he does very seriously.

Svestka hauls mostly food in a dry van, a lot of potash, and anything else that he can into the U.S. and back into Canada.

Svestka is now building a shop that he can use to do aftermarket work on his truck, and save a few bucks in labor while he’s at it that can be better used to fly home a couple of times a year to visit family and friends.

Despite “the lousy salary he pays himself,” Svestka’s next endeavor is to see what it’s like to be an employer.

“My profit is big enough to pay a driver,” he said, adding that he had a chat with one of the owners of Rockport and was given the green light to pursue hiring an additional driver. “I am his best performing owner-operator. He finds me to be a weird man, but respects the way I operate.”

Svestka has yet to dig deep into the idea of hiring a new driver and has not done the math on whether it would work, but he has spoken to some old-school drivers who had some rather unexpected insights into the industry.

“Much to my surprise, both said that we have to get rid of combustion engines,” Svestka said. “The technology is completely outdated.”

Svestka said he rarely sleeps



Jadran Svestka is not shy about his desire for the industry to move on from the combustion engine.

anymore at truck stops, as the noise and fumes from diesel engines bother him too much, and points out how truck manufacturers like Volvo and Nikola Motor Company are providing alternatives to the traditional combustion engine.

“I think the momentum is there... the technology is also there,” he said. “We don’t need to dig holes, pump up liquefied dead material in order to burn it to get power to get wheels rolling. It is time for something new.”

Svestka’s Western Star is a step in that direction. It enabled him to go idle-free without having to use an auxiliary power unit (APU).

Svestka found Mid Prairie Body Centre to install a solar panel on the hood and two on the roof that power a deep-cycle battery bank which powers all his in-cab components, such as the fridge, inverter, roof vent, and Webasto heating, cooling, and roof system.

“I can switch off the main power switch when I’m parked and have power for a few days,” Svestka said. “It’s wonderful...no fuel, no smells, no noise.”

Other features of his Western Star 5700 include an integrated driveline, downsped engine, automatic gearbox, and a self-installed single fuel tank. Though it only boast 400 hp, the truck packs 1,750 lb.-ft. of torque, more than enough, Svestka says, for 80,000lbs gross vehicle weight. He also wanted to go with a 6x2 single drive axle, but pointed out that they are not

yet legal, something he hopes will change in the near future.

Svestka’s favorite feature, however, is adaptive cruise.

“The thing knows the grades, and shifts into e-coast when possible, sometimes even before reaching the summit,” he said. “Imagine, shifting your engine in idle, going upgrade, and it is always exactly the right moment.”

One thing that cannot be denied is that Svestka has embraced what technology the industry has at its disposal.

And others have noticed.

“Virtually always when I park up at a truck stop somebody comes to me for a chat about the truck,” he said, “but mainly because of the panels. The interest is clearly there. Quite a few colleagues told me they were thinking about putting them on, and I think they should.”

“A shipper once thanked me for trying to make the world for his children a little cleaner.” **TW**



Derek Clouthier can be reached by phone at (403) 969-1506 or by e-mail at derek@newcom.ca. You can also follow him on Twitter at @DerekClouthier.

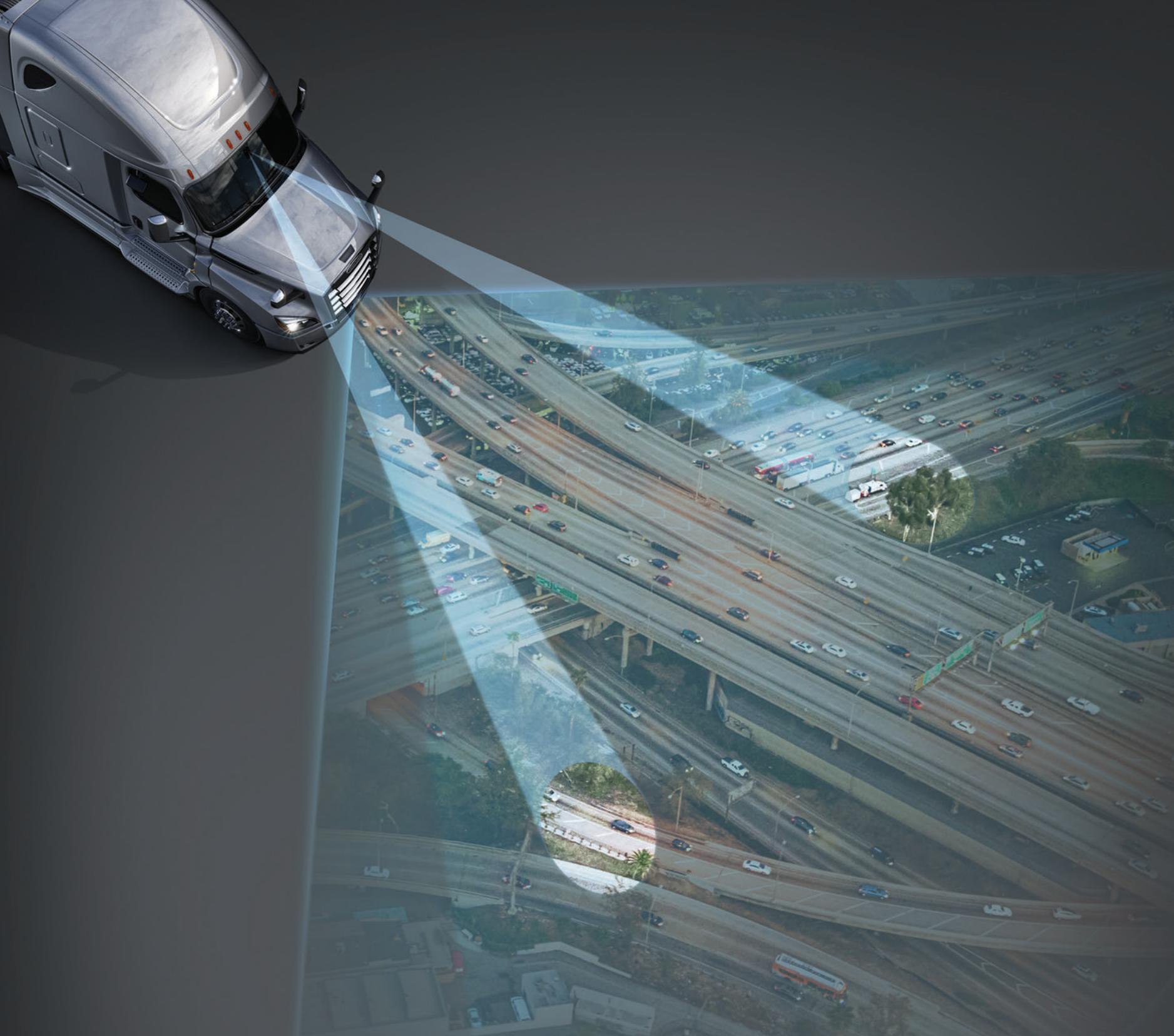


Get maximum fuel efficiency with the **BFGoodrich® DR454™ tire**



Take control today at BFGoodrichTruckTires.com

BFGoodrich
Tires



Drivers. There's nothing on board more valuable.

— **DETROIT ASSURANCE[®] 4.0 SUITE OF SAFETY SYSTEMS.** —

We know you care about your drivers and the communities you operate in. Detroit cares too. That's why we've innovated one of the most advanced safety systems in the industry—Detroit Assurance. Delivering exceptional control and protection. Because we understand in every driver's seat is someone's loved one. And there's nothing in the world more precious.

demanddetroit.com/Assurance



DDC-EMC-ADV-0034-0917. Specifications are subject to change without notice. Detroit Diesel Corporation is registered to ISO 9001:2008. Copyright © 2017 Detroit Diesel Corporation. All rights reserved. Detroit™ is a brand of Detroit Diesel Corporation, a subsidiary of Daimler Trucks North America LLC, a Daimler company.

DAIMLER | Detroit - A Daimler Group Brand

**BECAUSE YOUR BOTTOM LINE COUNTS,
RELY ON MICHELIN.**



You can carry more while saving fuel, which helps you to reduce your costs and increase your income. For reliable traction in all seasons, adopt the MICHELIN® X One® XDN®2 tire today.

