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The AMTA and Trucking HR Canada look to offer carriers support in bringing more women and visible minorities into the trucking industry.

Closing the gap

AMTA and Trucking HR Canada partner to bridge gap in industry's labor market

By Derek Clouthier

CALGARY, ALBERTA

Despite increased efforts in the last few years, the number of women and visible minorities working in the trucking industry remains low.

The Alberta Motor Transport Association (AMTA) and Trucking HR Canada are looking to change this with a collaborative effort called Bridging the Gap in Alberta's Trucking and Logistics Labor Market.

Launched in Alberta, AMTA president Lorraine Card said the project aims to address workforce gaps by offering support to employers to better reach out to under-represented groups, including Indigenous Peoples, those with disabilities, visible minorities, and women.

The effort also helps educate both individuals and organizations that work with under-represented groups on a number of career options that exist in the trucking industry.

As part of the Bridging the Gap initiative, the AMTA will host workshops in Calgary, Edmonton, and Grande Prairie with a target of including 50 employers in each event.

"These employer-focused HR workshops will provide trucking and logistics employers with best practices

in recruiting and retaining individuals from diverse backgrounds specific to the industry," said Card. "Throughout the workshops, there will be a shared insight into Alberta's reality."

And Alberta's reality mirrors that of the entire country.

Women make up approximately 3% of commercial drivers in the industry and 27% of the overall transport and logistics workforce in Canada, which includes air and rail. Of the number of women employed in the industry, 18% are senior managers, 15% supervisors, and 3% are engineers or technicians.

In addition to its collaboration with Trucking HR Canada, the AMTA has also partnered with Women Building Futures to help recruit women into its Class 1 driver training program.

This past November, 12 women graduated from the first Women Building Futures Class 1 program, with many gaining employment with Westcan Bulk Transport or Caron Transport, which sponsored program participants.

Card said a number of other AMTA member companies have inquired with Women Building Futures about sponsoring its next Class 1 training program.

For the Bridging the Gap project, Trucking HR Canada will be developing content material and sharing best practices with the AMTA and provincial carriers.

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Driving road safety

Road Safety at Work to highlight safety initiative this March

By Derek Clouthier

VANCOUVER, BRITISH COLUMBIA

Trucking companies across the country are well aware of their responsibilities when it comes to road safety, but it's never a bad idea to provide a bit of a refresher every now and then.

This coming March, B.C.-based occupational health and safety organization Road Safety at Work will present its fourth annual Road Safety at Work Week in an effort to highlight how transportation companies can reduce work-related motor vehicle collisions, and associated deaths and injuries, on provincial roadways.

One of the key roles Road Safety at Work plays is helping to educate employers about all their road safety responsibilities.

"Many employers and their employees seem uncertain that their legal obligations to ensure the safety of employees while they are at work includes when they are driving for work purposes," said Rick Walters, fleet safety program manager for the organization.

"Trucking companies that have to

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Pricing pressure

Conditions improving for transportation price increases in 2018

A strengthening economy, growing freight volumes and a general movement towards balanced capacity for most modes has Western Canadian shippers forecasting transportation price increases for the coming year, according to our annual Transportation Buying Trends Survey. Trucking in particular stands to gain with about half the shippers surveyed in the national research indicating they expect their base rates (excluding fuel surcharges) for TL and LTL transportation services to increase in 2018. Although not as strong as the price pressures experienced in Eastern Canada, it is a sign of recovery.



Follow Lou on Twitter @LouSmyrlis.

Canadian shipper projections for core transportation pricing in 2018

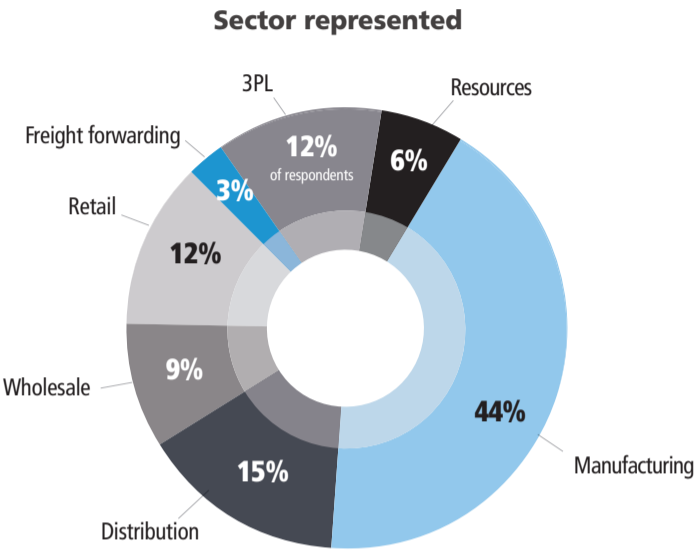
	TL	LTL
About the same	38% of respondents	31% of respondents
Up 0-2%	23%	23%
Up 2-5%	31%	31%
Up 5%+	6%	7%

Canadian shipper views on current level of competitive activity between modes

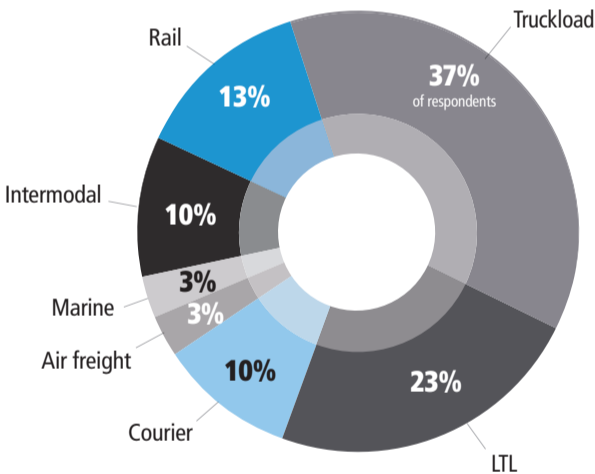
Well above normal levels	0% of respondents
Above normal levels	17%
Around normal levels	70%
Below normal levels	3%
Well below normal levels	0%
No opinion	10%

Canadian shipper perceptions on current capacity levels by mode
(scale of 1 to 10 1 = very loose capacity, 5 = balanced capacity and 10 = very tight capacity)

Rail	4.71
Truckload	4.33
LTL	3.67
Courier	3.00
Marine	3.75
Air cargo	4.30
Intermodal	3.86



Modes Canadian shippers expect to have greatest pricing power in 2018



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Derek's deliberation

Using electric trucks for what today's technology allows

Whether you like it or not, the biggest news in the industry this past month was the release of the Tesla Semi.

In dramatic fashion, Tesla's Elon Musk flaunted the electric truck, using comparisons to the traditional diesel powertrain in a manner he knew would electrify his base, similar to a politician stumping during a campaign.

The fact that the Semi goes from zero to 60mph in 20 seconds with an 80,000 lb. payload is impressive, but is an unnecessary feature, as I'm sure the last thing carriers want is their drivers gunning it off the start line every chance they get.

A feature that is valuable is the truck's range. Being able to travel 300 miles (with an expected lower base price of \$150,000USD) or 500 miles (for a higher base price of \$180,000USD) is above and beyond what any other company has offered.

By comparison, Cummins, which beat Tesla to the punch with the August release of its electric semi-truck, Aeos, has a 100-mile range with a maximum payload of 44,000lbs.

Tesla's Semi truck shows us what's possible now. Twenty years ago no one would have believed it imaginable to produce a fully-electric truck powered by a lithium ion fuel cell that would have a range of up to 800km – that's slightly further

LOOKS LIKE I'M FINALLY OUT OF HOURS!



than the distance from Calgary to Regina.

With several factors determining how far these electric trucks will in reality travel on one charge – wind, payload, grade, traffic – and the absence of an adequate number of charging stations, what's possible and most practical now is to start

using electric trucks within municipalities. There's really no reason not to and to some capacity, this has already started to happen.

If pickup and drop-off hubs were established around our cities – perhaps one outside the city on the east and another in the west – it would be an interesting system to have electric trucks operating within the city, carrying loads to the hub for drop-off, then have diesel trucks pick them up for the long haul to their destination. The truck would then drop the freight at the hub to be picked up by an electric truck and transported within the city to its final destination.

There would be several benefits to this kind of setup – reduced vehicle emissions in our cities, decreased fuel consumption, which helps the environment as well as trucking companies, improved traffic flow due to a reduction in the number of trucks operating in municipalities...I can even see the Tesla Semi's ability to have a quicker acceleration time as an advantage in the stop-and-go environment of city driving.

It's not reinventing the wheel here. Cities around the world are using electric vehicles for urban delivery and have been for a while.

Now with big rigs being offered with an electric powertrain it's just a matter of figuring out how to best marry them with diesel trucks.

It will be years before we see a battery-powered truck have a range equal to diesel, and even longer till we see the necessary infrastructure in place for recharging.

But unless you've been asleep at the wheel for the past couple of decades, you have to realize that it's coming. The pace in which technology progresses is staggering; we talk about and write about it all the time.

Dismissing this reality by saying "it will never happen in my lifetime" is a disservice to the next generation coming into the industry.

Because though that may be true for you, it certainly isn't for others. **TW**



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Traversing Canada's north

New year-round highway means more freight and additional revenues for local trucking industry

By Derek Clouthier

TUKTOYAKTUK, N.W.T.

A new highway in Canada's north is expected to have a positive economic impact on the region, including the trucking industry that services the area.

The gravel, all-weather highway is located primarily within the Inuvialuit Settlement Region and stretches 138km, linking the communities of Inuvik and Tuktoyaktuk.

Greg Hanna, communications coordinator for the N.W.T.'s department of transportation, said the new highway means more steady movement of goods into the region.

"Canada's first highway to the Arctic Ocean connects the Hamlet of Tuktoyaktuk to the territorial all-season highway system," Hanna said. "Previously, goods could only be trucked in during certain months of the winter when the ice road was open. This new highway allows for the movement of goods year-round, while allowing for new economic opportunities."

According to the "Inuvik to Tuktoyaktuk: All-Weather Road Economic Analysis," the new highway will reduce transportation costs with the move from air to truck transport by \$456,000. The reduction in costs will lower the cost of food in Tuktoyaktuk, which will increase the standard of living for residents and enable the savings in transportation costs to be redirected to other goods and services, also benefitting residents.

The highway essentially allows for the elimination of the food mail program, which subsidizes the shipping costs of nutritious food by air to approximately 135 northern communities that have limited access by road.

The economic analysis concludes that the termination of the food mail program in the region would have a negative impact on flights and a slight impact on the local trucking industry, with the net impact a \$500,000 reduction in transportation industry revenues.

The report does state, however, that the majority of Tuktoyaktuk residents would choose to drive to Inuvik in order to do their shopping, which would lessen the impact from additional trucking in the area. Less-costly goods, as well as cheaper services, such as dental care and restaurant food, would continue to be a benefit to the area.

It is estimated that there are at least 400 pieces of food mail sent to Tuktoyaktuk each month for a minimum of 4,800 per year, or approximately 160,000lbs. of food.

Transport costs by plane between Inuvik and Tuktoyaktuk are \$3/lb., resulting in an estimated \$480,000 in food mail costs. The new highway allows these goods to be transported by truck at a reduced cost of \$0.15/lb., which will bring an addition \$24,000 of revenue to the local trucking industry.

Hanna underscored additional benefits the new highway has brought to the area and its residents, including training opportunities.

"Examples include training for Class 1 and Class 3 drivers, equipment operators, summer students, and apprentices," he said. "Not only was construction of the highway



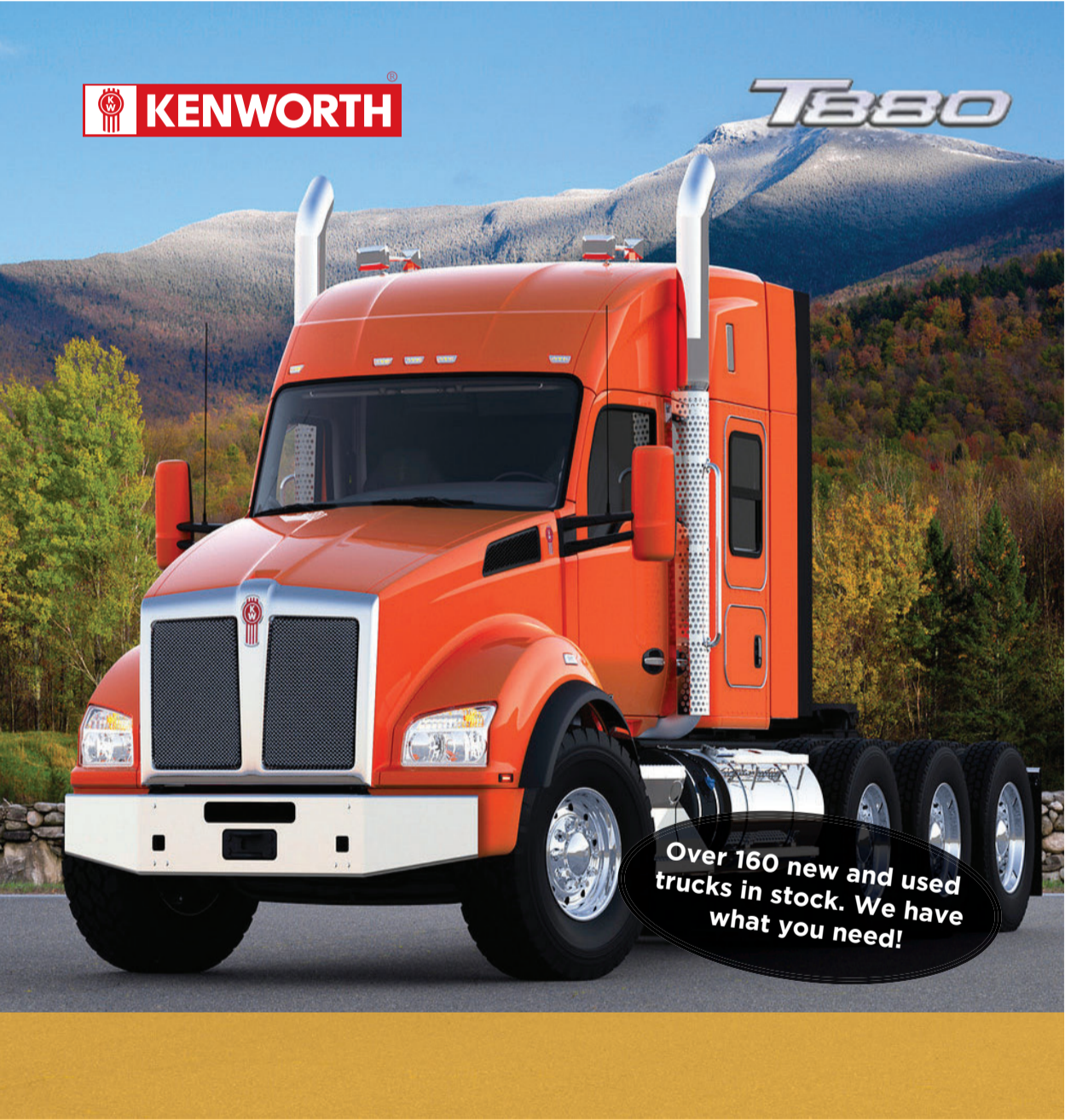
With the opening of the new highway near Tuktoyaktuk, more goods will be transported by truck as opposed to by air.

an economic boon to the region, we also expect long-term employment opportunities for residents."

One of those expected long-term employment opportunities is in the oil and gas sector.

Hanna said the Inuvialuit Regional Corporation is currently seeking federal funding to study the possibility of developing gas fields along the new highway.

Overall, there were four economic impacts assessed with the construction of the year-round highway: building and maintaining the road; an increase in tourism; a reduction in the cost of living; and potential impacts on the Mackenzie Gas Pipeline, including natural gas exploration and development in the Delta Region. **TW**



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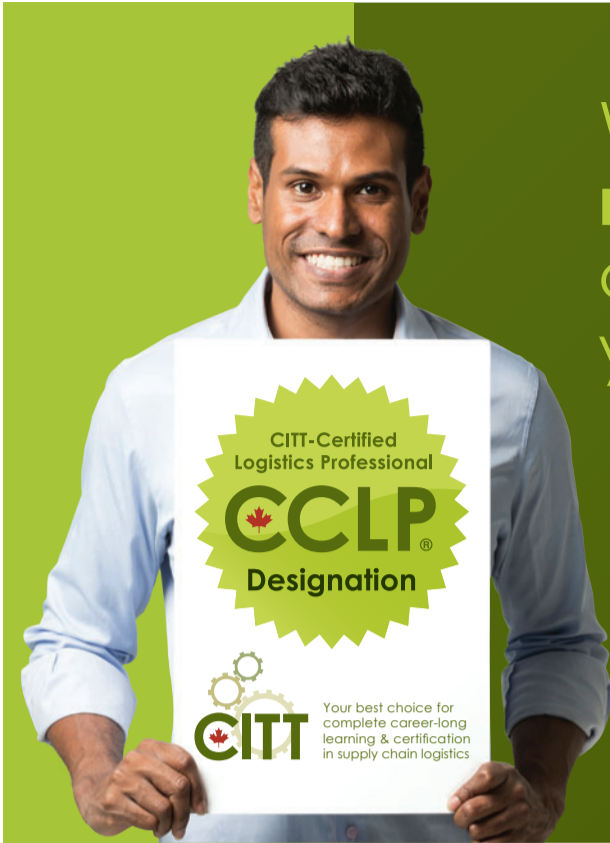


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ALBERTA

Continued from page 1

Recruiting and retaining a diverse workforce

“Together we will be attending the stakeholder engagement sessions, develop career awareness material, and develop and bring tools to carriers to implement within their workplace,” said Card. “While the effort is to bring awareness to the overall labor workforce issue, there will be a dedicated effort focusing on under-represented groups; Indigenous Peoples, people with disabilities, women, and visible minorities.”

Isabelle Hetu, director of programs and services for Trucking HR Canada, said the project will provide support to Alberta carriers.

“Trucking HR Canada is thrilled to partner with the AMTA on this HR initiative that will support Alberta trucking and logistics employers in recruiting and retaining more qualified workers in all occupations,” Hetu said.

Ultimately, the Bridging the Gap project will focus on providing Alberta carriers with the necessary tools needed to recruit and retain all their workers, while offering resources and practical first steps to help reduce any gaps companies may have in their workforce.

Some of these tools will include a recruitment checklist, employer connector guide, transportation career guide, and a career awareness video that will highlight the Alberta trucking and logistics industry and the opportunities it offers.

“The career materials will highlight all careers in the industry to be used by employers to recruit,” Card explained. “The career awareness missions will provide organizations serving individuals from under-represented groups with more information on the multiple career opportunities that the industry has to offer.”

The project will officially commence in January and run for a period of 18 months. Dates for the three workshops will be established during the first couple of weeks, with registration opening thereafter.

AMTA members looking to participate in the Bridging the Gap project can attend the workshops and share information about their current practices in recruiting and retaining individuals from diverse backgrounds specific to the industry.

“The AMTA is looking forward to working with Trucking HR Canada on the Bridging the Gap initiative,” said Card, “and providing our members with professionally developed tools that are geared for recruitment and retention in Alberta.” **TW**



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B.C. launches Be Truck Aware campaign



VICTORIA, BRITISH COLUMBIA

The Province of B.C. is urging motorists to “Be Truck Aware,” launching the campaign Oct. 17 to help reduce collisions on provincial highways.

Led by an array of B.C. road safety stakeholders, the campaign coincides with Operation Safe Driver Week, a continent-wide initiative where police and Commercial Vehicle Safety Enforcement (CVSE) officers ticket drivers of both trucks and passenger vehicles for failing to share the road and follow safe driving practices.

“Safety is a top priority for the trucking industry and our members,” said Louise Yako, president/CEO of the B.C. Trucking Association (BCTA). “Every day, the vast majority of professional truck drivers deliver their loads without mishaps. The driving public can do their part by respecting the safety rules around operating near large trucks so that everyone gets home safely.”

In B.C., one in five traffic fatalities occur in collisions involving commercial vehicles. Be Truck Aware aims to educate and enforce to help reduce these car-truck collisions by urging drivers to leave space, not to merge too soon, be visible around trucks, and anticipate trucks making wide turns.

Subsequently, truck drivers are encouraged to ensure brakes and tires are in top condition, adjust speed and driving in poor conditions, stay sharp and focused with plenty of rest, and make sure loads are well-balanced and secure.

“Collisions involving large trucks are one of the top three causes of injury claims and claims costs in the trucking industry,” said Mark Donnelly, executive director of SafetyDriven. “It is important we remember that safe driving by all drivers is a shared responsibility on our roads.”

The campaign ran from Oct. 17-31 and is a collaborative effort between the BCTA, SafetyDriven, RoadSafetyBC, ICBC, WorkSafeBC, the Justice Institute of B.C., RCMP, CVSE, and

Teamsters Local 31, and is part of B.C.’s Road Safety Strategy.

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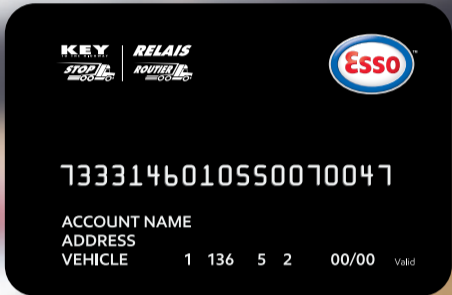
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Manitoulin Transport purchases Alberta's Duckering's Transport

RED DEER, ALBERTA

Manitoulin Transport has acquired Duckering's Transport.

Duckering's is a less than truckload (LTL) service provider from Red Deer, Alta.

Manitoulin says the acquisition builds on its many previous investments in Western Canada in recent years and further demonstrates its commitment to provide the most comprehensive coverage across Canada.

"Duckering's Transport has carved out a niche for itself in the Alberta LTL marketplace and earned a reputation for on-time delivery as well as a customer-first philosophy that we share," said Jeff King, president, Manitoulin Transport. "It is an important addition to Manitoulin as it instantly increases our direct service footprint with over 100 new direct service points. This, combined with our technology, equipment and best-in-class supply chain processes, means that businesses in the region can connect faster and more easily with customers and prospects across the province and around the globe. This will help them compete and grow in an increasingly competitive world."

Duckering's Transport was founded by Clarence Duckering in 1971 and has remained a family-owned business for more than 40 years. Headquartered in Red Deer, Alta, it has terminal facilities in Brooks, Calgary, Camrose, Edmonton, Fort McMurray, Lethbridge, and Medicine Hat.

"We are delighted to welcome Duckering's into the Manitoulin fold," said Don Goodwill, president, Manitoulin Group of Companies. "We look forward to introducing Duckering's customers not only to the trusted services of Manitoulin Transport but also to the wealth of additional offerings they now have at their fingertips through Manitoulin Group of Companies. We believe our

one-stop-shop for all transportation and logistics needs, combined with our unsurpassed coverage, positions us well to contribute to our customers' success and fulfill our goal of becoming a true business partner. To this end David Duckering will remain with the company in a management capacity to help ensure a smooth transition for all Duckering's customers." TW





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Major work can mean hefty tax

William Shakespeare knew how to turn a phrase. As many as 50 expressions used in our everyday language were coined or popularized by The Bard.

“Break the ice,” “Greek to me,” and “dead as a doornail” are just a few that can be attributed to good old Willy.

Another is “pound of flesh,” which sadly comes to mind in matters of taxation.

Few things are more aggravating than thinking you’ve paid your taxes only to find out that, lo and behold, the government wants more.

I saw this first-hand recently with a fleet in Alberta.

The company bought a tractor for \$4,000. They licensed it for inter-provincial travel and ran it for two years before they had to put in a new engine.

The engine replacement cost \$15,000.

When the company tried to license the tractor under a new carrier they got assessed a big bill for sales tax.

Why? Parts and repair labor on interjurisdictional vehicles are exempt from sales tax under the prorated vehicle tax (PVT) unless the work results in a substantial change to the taxable value of the vehicle.

This is important to consider for anyone trying to stretch the life of an older truck or trailer by making major repairs or modifications.

It’s your responsibility to make sure the cost of capital modifications or additions to a vehicle are included in its taxable value for the purpose of calculating the PVT when the vehicle is next registered.

Tanks, pickers, pumping and handling equipment, sleepers, and other equipment that is permanently mounted on the truck must be included in the taxable value on which the PVT is calculated. Any parts and labor charges related to additions and modifications to the vehicle (not including replacement parts) which are purchased tax free and capitalized are subject to the PVT.

It can be confusing, but to an auditor that’s no excuse.

My advice is to check the value of your equipment each and every year when you renew your license plates. Or do it in January, which seems like a good time to review all of your fleet tax compliance requirements. Here are some points to consider regarding your fleet and your tax liability:

- If you are licensing a vehicle for the first time or just renewing it, you must include major additions or modifications made to the

- vehicle. Whether new or added later, you must add mounted equipment or permanently affixed components to the purchase price of the vehicle.
 - Have you done any major modifications or added mounted equipment to your fleet vehicles? If you bought a cheap truck that needs major work or upfitting (think engine, transmission, body equipment, etc.) you must restate the taxable value for sales tax purposes. That means producing a bill of sale for the original equipment plus proof of any parts purchased or repairs made while you own the vehicle.
 - Auditors are looking for red flags. In the case of the \$4,000 tractor, a replacement engine that costs more than three times the vehicle’s total taxable value is going to get noticed.
 - All of this comes down to auditor discretion. What is a major addition or modification to a vehicle? Well, how long is a piece of string? Review your home jurisdiction’s requirements for sales tax and be forthright and clear with your valuation so there’s no guesswork for the auditor.
- If you want to play it fast and loose, it is a foregone conclusion that the taxman will come in

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

and may refuse to budge an inch on your liability. I know this is cold comfort, but as good luck would have it, you are now forewarned. **TW**



"I added Diesel Treat to my fuel tank and have not had any issues on these frigid Maryland mornings."
Richard H.

"Last week the temperature in Bakkan dropped to 31 below. My truck survived and I know it won't leave me stranded because of fuel problems."
Robert P.

"I've been in the transportation industry for over three decades and since the beginning I have used Howes products – never failed me."
Richard S.

"Thanks for a great product that solved my problem. I tried other products but nothing works like Howes Diesel Treat."
Alice T.

"I believe in... Being from Michigan winters are about not only to drive So keep me I'll k

"I used a competitor's product for years. But when it gelled up twice I switched to Howes. It was -38° and no problems. Never going back."
Kathleen K.

"I've used Howes Diesel Treat for over 14 years. My C-15 has over 1,368,000 miles on the original injectors. I start with ease at sub-zero temps. What else can you ask for?"
Lyle K.

"I just wanted you to know that this product is spectacular. It does everything you say on the bottle."
Chris R.

"I've been caught in my fair share of ridiculous winter storms and never once did my fuel lines gel thanks to Howes. The stuff just works."
Marc H.

"Last year, a truly brutal winter, I gave rides to two drivers with frozen fuel lines. They didn't use Howes but I did. It was satisfying to know that I chose a winner in Howes Diesel Treat."
William B.

"In our diesel... We find the... outstanding!"
Les P.

"I've been using your product for the last 5 years and I won't use anything else in my truck. I stand by Howes because you keep me running."
Paul H.

"Whatever is in that stuff, I would highly recommend it to any diesel user! It works like magic."
Doug H.

"When my fellow truckers ask why my truck runs so well, I recommend they go get some Howes. Thanks for making a great product."
Kevin B.

"This product is amazing! The money saved on fuel mileage pays for itself."
Eddy J.

"I finally found a product I can trust. It's nice to find something that really works!"
Wayne H.

find a product that really... After two tanks of... product my diesel stopped misfiring when first started."
Bill C.

"I've done a comparison in mileage and on the parts of my truck and found the... Howes makes all the difference."
Mike P.

My mileage went from 17.6 to 19.7. My truck hasn't run this good in years.
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Diesel Fuel Filter Life
Increases up to
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3000 miles
3000 miles

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FREE

Vancouver Fraser Port Authority lowers charges for small trucking companies

VANCOUVER, BRITISH COLUMBIA

To address charges that were being called disproportionate, smaller trucking companies authorized to operate within the Vancouver Fraser Port will see rates drop Jan. 1, 2018.

Small trucking companies and government provided feedback to the port indicating concern with the fees. As a result, approximately one third of those smaller trucking companies will pay \$25,000 per year as opposed to the previous \$35,000 in years past.

“We heard concerns from trucking companies and the Government of Canada, including Lower

Mainland Members of Parliament,” said Peter Xotta, vice-president of planning and operations at the Vancouver Fraser Port Authority. “We took that feedback seriously and believe we have now addressed the concerns raised.”

As the port authority’s truck licensing system operates on a cost-recovery basis, savings smaller trucking companies will see will be equally distributed across the largest trucking companies.

“In setting the new access charges, the port authority proposed three alternative solutions and presented them to local container trucking companies and

government for review and discussion,” said Xotta. “Changes were made to incorporate what we heard, which ultimately led us to a solution that will benefit the industry overall.”

The new figures are charged to cover the cost of the framework, which was established in 2014 by the federal and provincial governments, as well as the port authority, to address driver concerns, such as compensation.

Since then, the port authority has aimed to improve its truck licensing system, and the province created the Office of the B.C. Trucking Commissioner that

includes a whistle-blowing mechanism and audit program that issues financial penalties to trucking companies that do not compensate drivers according to agreed wages.

Drivers are also now compensated by terminal operators when they are forced to wait at the terminal for more than the acceptable time limits. The port authority says about 9% of drivers are forced to wait beyond set limits, with more than \$4 million being paid to those drivers by port terminals.

Citing a recent report, the Vancouver Fraser Port Authority says the Port of Vancouver is the most efficient of any North American West Coast port, with wait times about half the average of other ports.

Trucking companies were notified of the changes to access charges Nov. 1. **TW**

Truxpo 2018 to represent B.C.’s most vital industry and service providers

ABBOTSFORD, BRITISH COLUMBIA

Marking the 16th edition of Western Canada’s trucking and logistics show, Truxpo will focus on trucks for all trades and expand its features in 2018.

Presented by the B.C. Trucking Association (BCTA) and produced by Master Promotions, Truxpo 2018 aims to engage on all facets of the industry – transportation, forestry/logging, construction, towing and recovery, municipal fleets, and courier/delivery – and present new features for a growing and diverse audience.

Louise Yako, president and CEO of the BCTA said: “BCTA staff and the executive committee of our board of directors help make the show possible behind the scenes and are happy to see the new features and expanded focus of Truxpo 2018 and offer their continued endorsement.”

Some highlights of the upcoming show include an executive conference program and tour, Indigenous works, women in trucking, next generation of trucking, and a driver and family day.

“We are excited to expand the show and truly represent all categories of trucking at Truxpo,” said Mark Cusack, national show manager, Master Promotions. Truxpo 2018 will take place at Abbotsford’s Tradex Centre May 11-12. **TW**

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2018

Continued from page 1

Training key first step to safety

comply with National Safety Code requirements might not be aware of health and safety requirements under the Workers Compensation Act and Occupational Health and Safety Regulation.”

It’s no secret that roads safety is important, both from a safety and business perspective.

In B.C., work-related collisions account for 33% of traumatic workplace fatalities. During the last five years there have been 21 deaths due to work-related vehicle accidents each year and another 1,280 injuries resulting in time away from work – 25 days longer than workers injured in ways non-vehicle related.

Road Safety at Work provides a variety of information, guidance, free workshops, online courses, and advisory services to trucking companies to help them understand their legal responsibilities when it comes to road safety.

Walters points out that employers have several broad responsibilities, including when they are driving or being driven for work purposes.

The first requirement is proper training and orientation for assigned driving duties.

“From a training perspective, successful completion of suitable driver training is a good start,” said Walters. “When orienting employees – young workers as well as experienced people that are new hires – it is important to explain aspects of the vehicle they are going to drive and the places and conditions in which they will be operating that vehicle.”

The next step is to ensure drivers have all the qualifications and competencies to operate the required vehicle and not simply a Class 3 or Class 1 licence.

“The expectation is that the employer verifies the employee has the right skills, behaviors, and those competencies,” said Walters. “One way to do that is by observing and evaluating the employee while they drive. It’s kind of a ‘show me’ standard.”

Making sure employees are made aware of all the potential hazards they could face while driving is also important. Applying a proactive process to identify real on-road hazards, assessing the associated risks, and determining what measures will be implemented to reduce those risks Walters said were key focal areas for trucking companies.

Despite the independent nature of a truck driver’s job, Walters said employers must provide necessary supervision to ensure a driver’s safety.

The growing availability of new technologies has helped simplify this effort.

“Even though lots of truck drivers have fairly independent

work assignments, employers are still obliged to provide necessary support and supervision,” said Walters. “Implementation of various telematics systems helps, but there are plenty of other ways that supervisors can be involved in day to day work assignments and make positive contributions to employee safety.”

Other safety requirements employers must address include impairment, fatigue, vehicle inspections and maintenance, load securement, incident investigations, and refusing unsafe work assignments. Employees should also ensure their own safety and that of others, whether it be coworkers, other motorists, pedestrians, and cyclists.

“Employees need to know and follow company safe driving policies and procedures, and obey traffic laws,” said Walters. “Workers also have important rights when they are at work – including a duty to refuse work they feel is genuinely unsafe.”

But it’s not just truck drivers who are part of the road safety initiative.

“A lot of motorists out there today really don’t know how to operate their vehicle safely around trucks,” said Walters. “It’s not covered in most driver training classes, and most drivers don’t make the sensible investment.”

B.C.’s “Be Truck Aware” campaign, launched October 2017, is an effort to address this issue.

Companies looking to ensure the safety of their drivers and others on the road should look at three key factors when developing a safety plan: make sure your drivers have all the necessary skills to safety complete driving assignments; have your fleet prepared for winter and adverse driving conditions; and make road safety a company priority.

“Don’t leave your drivers alone to figure out how to survive our roads and highways,” Walters urged. “Get company owners, managers, and supervisors actively involved in ensuring the safety of all employees. Have a road safety plan that explains expectations and then get to work helping employees deliver on those expectations.”

“Think of how trucks, trailers, equipment, loads, highways, other vehicles and other drivers have changed in the last 10 years. It’s not fair to expect that with all those changes, every truck driver automatically knows how to safely incorporate those changes in how they drive their truck.”

Road Safety at Work Week
Running from March 5-9, 2018,
Walters said Road Safety at Work



Week will encourage employers to protect their greatest asset – their people.

“Living up to legal requirements is part of the message,” he said, “but there are plenty of other good reasons why it makes good sense to ensure employees get home safely every night.”

Walters encourages transportation companies to take part in the Road Safety at Work Week chal-

lenge. The organization’s website – www.roadsafetyatwork.ca – will offer ideas and resources companies can use to improve road safety, and participation will be encouraged by providing opportunities for people to share what they did during the week, with prizes being awarded.

Road Safety at Work is managed by the Justice Institute of B.C. and funded by WorkSafeBC. **TW**

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We need to move oil across this country to tidewater

Let's face it, changing your mind is just re-targeting to a more "hit-table target," or focusing on the "focusable."

Recently, two people come to mind who have changed their minds and are re-focusing – Alberta's premier, Rachel Notley, and me – insofar as my opinion of her goes.

Out of sheer frustration, reinforced by unshielded anger, Premier Notley has embarked on a crusade through the ice floes of the politics of this country, berating the right, left, and any other direction that may get in her way, which is not as self-centered and egotistical as her audiences but is a sincere attempt to wake up this country

on the value of pipelines before the economic lifeline is unplugged.

I feel that many, or maybe most outside of Alberta (including their nearest neighbor to the west), have looked at Alberta as just lucky to have the world's third largest oil reserve, so they should suck it up when times get bad. May I suggest to the "have not" provinces, or its fiefdoms in Ontario and Quebec, that they will become the "never have" provinces if Alberta can't move oil across this country to tidewater – and soon.

May I suggest to the "have not" provinces, or its fiefdoms in Ontario and Quebec, that they will become the "never have" provinces if Alberta can't move oil across this country to tidewater – and soon.

Lest they forget, Alberta sends \$21.8 billion per year more to Ottawa in transfer payments to the rest of us than it receives.

That Alberta would entrust these revenues for Ottawa's disbursement to the ever-hungry provincial nestling sparrows at Ottawa's discretion is delusional, because Ottawa is dysfunctional, and I have proof.

How can we trust a government that can't even explain what the National Energy Board (NEB) does or who they are?

How do I become a member? Would I receive an indexed pension? Certainly, it seems our very own and elected by "we the people" Natural Resources minister, Jim Carr, cannot, or will not, answer this question.



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.

When asked why the federal government, Carr's employer, wouldn't participate in the TransMountain pipeline expansion hearings now stalled at the edge of the City of Burnaby's ego moat, his response was, and I'm not making this up: "Ottawa is not participating in the hearings because it is unusual for the Government of Canada to intervene in a quasi-independent independent arm's length agency."

Carr continued, and this is even more priceless: "Arguments would be made by other interveners, particularly the governments of Alberta and Saskatchewan."

Over to you Rachel! It has nothing to do with us, but keep up those transfer payments because Quebec and Ontario are counting on you.

So, if the NEB is just "quasi," are Notley and I, as well as the rest of the country, just "crazi?" Does quasi mean "sorta, but not really?" If so, why does the NEB have the ear of the Ottawans? I thought this was an arm's length relationship.

But wait, the TransMountain crosses the Alberta/B.C. border, therefore it falls under federal jurisdiction.

No, no silly, because Carr says the feds don't want to "intervene."

Lack of intervention sounds more like lack of interest to me. Something Rachel Notley is not lacking in.

So take note Canada and, oh yes, Ottawa. **TW**

THIS MONTH'S CROSSWORD PUZZLE

TW-175 Jan. © 2018 M. Jackson

Answers on page 37

Across

- 1 Severe duty International model
- 5 Winter road coating
- 9 CB power output units
- 10 '08 Owner/Operator of the Year Marty
- 11 Sea to sea highway (5,6)
- 13 Pay deposit type
- 14 An axle brand
- 17 '17 50th anniversary truck maker (7,4)
- 20 Cargo volume measure
- 21 Message from home, perhaps (1,4)
- 22 '70s White ____ Boss model
- 23 Gear ____, unskilled shifters

Down

- 1 ON town with giant roadside goose
- 2 Heavy duty wrecker type
- 3 "Land of Living Skies" plates home
- 4 Former flat front Freightliner
- 6 Breathtaking medical issue
- 7 Mack refuse industry cabover
- 8 Tire design element (5,7)
- 12 Dilute coolant, in a way (3,5)
- 15 Local pickup and delivery
- 16 Not in N, shifter-wise (2,4)
- 18 December 24th hauler, briefly
- 19 Electronic logging devices, briefly (1,1,1,1)

FAST FORWARD

PART III VOLUME 2

ADAPTING TO A DISRUPTIVE FUTURE

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Are you audit-ready?

For weeks, the CRA has been reviewing one of my client's quarterly HST refunds. The process started with a standard letter asking for more information about the business, including a detailed list of gross sales and the amount of GST/HST collected.

It concluded with a threat to deny my client's \$3,000 refund claim if he didn't supply evidence to back his claim within 30 days.

I prepared a letter to CRA explaining that my client is a self-employed owner-operator and provided more information about the truck he owns and the carrier he's leased on with. I pointed out that he's zero-rated for GST/HST due to interlining provisions. I made copies of broker settlements, repair bills, and records from our bookkeeping software and uploaded everything through CRA's website using the 'Represent a Client' function.

About a week later the auditor called.

It was as though she never read what we had prepared. So off we go, recounting every detail over the phone, starting with a fresh explanation of what a highway tractor is, what zero-rated means, and why my client has receipts from three different provinces.

Another upload of documents leads to another conversation which leads to another upload, this time of his carrier contract.

Fingers crossed, we're done now.

Tax-wise, trucking is a complicated business and it should come as no surprise that your returns will attract attention. Mistakes – or worse, filing fraudulent returns or filing no returns – have serious consequences. Just ask these guys:

- Alexander Wiafe of Toronto received a five-year prison sentence and \$96,000 fine when a CRA investigation revealed that he claimed \$997,842 in GST/HST refunds to which he was not entitled and received two refund payments totaling \$106,057.

Wiafe's company, Wiafco, was purportedly in the business of importing and exporting clothing but an audit showed no legitimate commercial activity or source of funds. In fact, Wiafco's invoices and banking records were falsified, and Wiafe paid for leasing Wiafco's business premises and equipment with the refunds he received from filing his first two fraudulent GST/HST returns.

- Keith Maracle of the Tyendinaga Mohawk Territory in Ontario pleaded guilty to one count of tax evasion after investigators found that his propane supply business failed to collect and remit GST/HST to the Crown for off-reserve sales.

All told Maracle received \$5,718,801 from sales to off-reserve customers over a period of nearly six years, thereby evading \$440,907 in GST/HST. He's awaiting sentencing.

- Charl-Pol Saguenay Inc. and one of its administrators, Richard Tremblay, pleaded guilty to tax evasion when the CRA determined that the company failed to report \$283,973 from the sale of scrap metal to a local recycling company. Tremblay used the proceeds from the sales of the scrap metal for personal expenses. The company and Tremblay were fined \$47,729 and \$68,764 respectively, which rep-

resents 100% of the federal tax they tried to evade.

- Compagnie d'Arrimage de Québec Ltée. pleaded guilty to one count of tax fraud and was fined \$648,516 when CRA found that it used false invoices to claim non-deductible expenses on its tax returns. The invoices billed to the company were in fact \$3,883,887 in expenses incurred for the construction of the company president's personal residence.

CRA takes tax evasion and fraud seriously. If you've ever made a mistake or omission, the agency's Voluntary Disclosures Program (VDP) will give you a chance to make things



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.

right. If you reach out to CRA before they reach you, you may only have to pay the taxes owing plus interest.

If you need help organizing your books, talk to an accountant with experience in trucking. You'll not only manage your day-to-day business better, you'll also minimize the distraction and scrambling that comes after you get that letter from CRA. **TW**

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Left or right?

Use left lane when passing through town, suggests B.C. resident



Former commercial driver and Shuswap resident J. Edgar Murdoch believes if trucks were directed to use the left lane of the Trans-Canada when passing through Salmon Arm, traffic would move more smoothly with less incidents.

By Derek Clouthier

SALMON ARM, BRITISH COLUMBIA

Whether you're on the left or right is a common distinction in the political arena, but what about which lane trucks should be relegated when passing through town?

Shuswap resident J. Edgar Murdoch penned a letter to the B.C.'s Ministry of Transportation requesting the government consider erecting signage along the Trans-Canada Highway through the City of Salmon Arm directing commercial trucks into the far left lane when passing through town.

Murdoch points to Nevada capitol Carson City as a successful example of an urban community that takes this approach, saying all through trucks are relegated into the far left lane of Hwy 395 when entering the city limits from either direction.

"Traffic moves smoothly, there are few interactions between vehicles, frustration is reduced to near zero and life is good," Murdoch writes in his letter to the ministry.

Murdoch contends that the vast majority of traffic conflicts occur between vehicles, cyclists, and pedestrians in the right hand lane due to vehicles turning off the highway, entering the highway, stopping, starting, and pedestrians and cyclist maneuvering in the area.

"It makes consummate sense then to encourage, not just large trucks, but all through traffic to stay in the left lane until the city limits have been attained," suggests Murdoch. "The advantages are many and include fewer crashes and incidents, therefore a savings on the use of first responders, enforcement officials, routine interruptions, and of course insurance claims. Also, there will be a notable increase in smoother traffic flow, reduced wear and tear on vehicle components, such as brakes and tires, less road rage events, and reduced stress on all road users."

Murdoch's driving experience includes 67 years in transportation,

50 of them on the road and 10 as a safety officer. He says because the Trans-Canada is the main street of many communities across Canada, there are several common and unique obstacles to the safe and smooth movement of traffic, which includes everything from passenger vehicles, cyclists, pedestrians, and large semis.

Murdoch's idea, however, is not on the City of Salmon Arm's radar.

Robert Niewenhuizen, director of engineering and public works for the city, said the idea of directing commercial traffic is not one that has been brought to their attention. On the contrary, he said a more common practice is the have commercial traffic stay in the far right-hand lane.

"For the most part, I would say from my experience that the majority of the commercial traffic does keep to the right lane and are very courteous while navigating through the city," Niewenhuizen said. "I am not sure if there would be a benefit in having the commercial traffic keep to the far left lane as most of

the intersections along the Trans-Canada corridor are signalized and provide opportunities for drivers to enter and exit the highway."

Niewenhuizen contended that typically the practice is that slower traffic keep right and the far left lane is for passing, and a change could be confusing for drivers.

The City of Salmon Arm and the province are planning several

improvements along the Trans-Canada in the downtown corridor next year. One improvement includes the relocation of the traffic signals from Ross Street and the Trans-Canada to Fourth Street and the Trans-Canada. An open house was held May 25 to highlight the proposed Trans-Canada corridor safety improvements in Salmon Arm. **TW**

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An electrifying debut

Tesla unveils electric Semi amid much fanfare

By Steve Sturgess

HAWTHORNE, CALIFORNIA

Tesla hit the streets running with its much anticipated “Semi” Nov. 16 at a reveal party attended by the world’s press, Tesla officials, and employees from both the assembly plant in Fremont, Calif., and the Giga Li-Ion battery plant in Nevada. No static launch for CEO and product architect of Tesla, Elon Musk, as he stepped down from the cab of the much-heralded truck to highlight its features before a sea of fans.

It was not just one static prototype on stage, but two models

of the Semi that roared into a hangar at the Jet Center, a private-plane airport adjacent to Los Angeles International Airport in Hawthorne, Calif.

To rousing cheers from an audience of around 1,200, Musk extolled the performance features of the Semi: a range of 500 miles, zero to 60 mph in just five seconds, zero to 60 with a fully freighted, 80,000-lb tractor-trailer in just 30 seconds. But most significant for the truckers in the audience, a cost per mile of US\$1.25, comparing favorably to today’s diesel truck operating costs of \$1.51. He did not specify the trade cycle or the structure of the



Elon Musk introduces the Tesla Semi, which he claims can go from zero to 60 mph in five seconds.

financing, but did say that Tesla was aiming for zero breakdowns in a million miles of operation.

According to Internet reports, truckload carrier J.B. Hunt is among the first carriers to publicly reveal it has reserved the truck, saying it has reserved “multiple Tesla Semis.”

“Reserving Tesla trucks marks an important step in our efforts to implement industry-changing technology,” said John Roberts, president and chief executive officer at J.B. Hunt. “We believe electric trucks will be most beneficial on local and dray routes, and we look forward to utilizing this new, sustainable technology.”

Production is due in 2019. In reality, the reveal confirmed what the spy and tease photos had already disclosed: a cab forward Class 8 truck with exceptional smooth lines and promised great aerodynamic performance, a fact highlighted in Musk’s remarks. He said that the 500-mile range was enabled by exceptional aerodynamics, with the Semi scoring a drag coefficient of 0.36, better even than the Bugatti Chiron’s 0.38. He also noted the cab side extenders that actively fill the gap between tractor and trailer also contribute to the overall low drag. Worth noting: the tractor at launch looked like a sleeper because of these long, active side extenders.

The trucks will most likely fill a distribution and drayage role, at least in the early stages. The Semi is purely battery-electric.

In his presentation, Musk said that 80% of truck distribution is less than 500 miles round-trip, so the Semi can get out and back on those tasks on a single charge. For longer trips, the batteries can pick up a 400-mile charge in the short half-hour break mandated by hours-of-service regulations.

And Tesla fast chargers are popping up all over the world, wherever Tesla sells a passenger car. So, Tesla Semi trucks can realistically be recharged at shipper and receiver docks. With the electrical distribution infrastructure in place and robust, there’s no need to stop en-route at a truck stop to fuel any more, he implied.

And because many of the fast chargers are solar powered, Musk said “Anywhere a consumer can charge a Tesla, you can charge the truck. Solar-powered mega-chargers mean the truck is running on sunlight.”

Those sneak preview pictures gave no hint about the driver environment, which is a highlight of the Tesla Semi. A centrally located

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driver's seat gives a commanding view behind the enormous curved windshield. The side glass flows smoothly around the A pillars that are surprisingly thin, so the driver's view forward is excellent. The steering position with a small, car-like wheel on the model at the preview was flanked on either side by flat panel displays from the Model 3 that are customizable as in the Tesla cars. In fact, this not only represents a major advance in driver controls, it's actually cheaper for Tesla to integrate the same flat panel technology it uses in its cars.

These are completely customizable and Tesla plans to have truck-specific software to aid in business connectivity for the truck. It also has a full suite of prognostics, maintenance reminders and can even have an electronic data recorder integrated to accommodate the upcoming electronic driver hours recording mandate for the U.S.

The truck is also equipped with the full Tesla accident avoidance technology that prevents collisions and keeps the truck in lane. It also includes Tesla's autonomous driving technology, and enables three-truck platooning, said Musk. In such a case, the Semi is not just cost-effective against diesel trucks of today, it is also cost-effective against the railways.

The trucking and general press had an opportunity for an up-close walk-around of the Semi. On one, there was a small passenger seat against the back wall of the day cab for a riding helper or driving instructor. For anyone who attended the launch of the Nikola, there are obvious similarities to the Nikola launched last year. But there are significant differences, too. The 6x4 walk-around truck featured a drive tandem, each conventionally air sprung drive axles featuring a power pack from a Model 3 on the nose of the axle with a motor for each side, totaling four drive motors in all. Musk said that even if two motors failed, the Semi would still have performance equal to a diesel truck of today.

The air-ride is conventional Class 8, with regular looking frame rails. The front axle features an independent suspension for a good ride. The Tesla guide said the battery pack resides beneath the cab, and a conventional fifth wheel allows for trailer coupling. The cab looks like a sleeper from the outside but that's because the cab sides extend well back from the back of cab.

Access to the cab is to the rear of the seating position through a rear-hinged "suicide" door with three steps tapering in toward the center of the cab. The floor is stepped, presumably to allow for the batteries beneath with a step up to the driving position. The side glass is hinged down on its leading edge and opens for ventilation or to pass

documents down to gate guards or enforcement officers. The door glass and opposite side fixed glass do not open, removing the need for any lift mechanism that could fail in use. The door and cab sides have generous storage for documents and driver necessities.

Interestingly, the door hinges are hidden and the door handle (from the Model 3) recessed so the sides are super clean. Of the two models on display, one featured conventional mirrors, the other a visibility system with cameras mounted high toward the back of cab. There was a single pantograph-arm windshield wiper to sweep the vast windshield.

Musk joked that the glass "can withstand a nuclear explosion or the customer gets a free refund," while emphasizing the point that the truck is optimized for minimum downtime, citing the out-of-service implications of a broken windshield.

Features like these show that the design team understands the needs of the commercial user of the Tesla product. If it delivers the operational savings promised, early customers like Hunt will be delighted. Technicians too, because the electric drivetrain is so much less complicated than the emissions-saddled diesel powertrain. But drivers? They'll hate it if they prefer "real" trucks. But millennials – and that's where the new drivers are to come from – will love them. **TW**

Canadian fleets rush to order Tesla Semis

By James Menzies

TORONTO, ONTARIO

A growing number of Canadian fleets of all sizes are digging out their checkbooks and placing orders for Tesla's new Semi truck.

Speedy Transport believes it is the first LTL carrier in Canada to place an order for five Tesla Semis, with plans to increase the order to 10 units.

"We're hoping to take delivery in 2019, depending on Tesla's production," Speedy president Jared Martin told *Truck West*. "We're investing in a greener future for Canada and our industry."

He said the trucks will likely first be deployed on highway runs to Quebec and the U.S., "but will expand as we familiarize ourselves with the units."

Fortigo Freight has claimed to be the first dedicated fleet to move ahead with an order of Tesla Semis.

"Securing our Semi truck orders off the back of Tesla's unveiling came with no hesitation," said Elias Demangos, president of Fortigo Freight.

"The transportation and trucking industry has a legacy of being quite conservative in its approach to innovation, and needs to look towards the technology that will shape the future of the industry.

Bison Transport is also eager to try the new truck out.

Rob Penner, chief executive officer of Bison, was at the launch, and he told *Truck West*, "I was down in Santa Clara earlier and was able to test drive the Tesla mule (Tesla technology in a Freightliner Cascadia) and the performance was really impressive. They have been running this truck for about a year moving their own parts in and out of Nevada with very good performance data. Add the styling and safety features in their own ground-up truck design and one can't help but be optimistic about the future of this technology. We look forward to getting our hands on these trucks once they become available."

Loblaw also acknowledged in a Tweet that it has placed an order for the trucks. **TW**



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Spec' your van trailer like a pro

Experts weigh in on what spec's will make your trailer last longer, and worth more when you sell

By **Sonia Straface**

Dry van trailers are no longer simply giant boxes on wheels that go rolling down the highway behind sophisticated tractors.

Today, trailers are different. They can be spec'd just as heavily as tractors, as customers and fleet managers alike understand that having a spec'd-out trailer means more money in the bank.

We spoke with a handful of trailer dealer experts who told us all about today's latest trailer buying trends and what spec's are the most popular choices for fleet managers today.

Galvanization

Customers today are looking for spec's that will give them a longer trailer life-cycle, said Mark Diamantopoulos, vice-president of sales for Breadner Trailers.

"What we're seeing today is customers extending their life-cycles from eight years to 10, and sometimes stretching that out to 15 or 20 years," he said. "It depends on what type of operation they run. But galvanization is huge today for us. Lots of fleets are opting to galvanize the rear frame and bumper."

Aaron Gorman, general sales manager for Manac, agreed that galvanization is a popular request from customers today.

"(Galvanization) was something people couldn't get their heads around (in terms of) cost," he explained. "However, with the total cost of ownership and the fact that galvanizing has come down in price, it has become almost a must now. Whether it's landing gear, rear door frames, threshold plates, you name it – where there's steel now, people want it galvanized. Galvanizing holds up, and has a life-time warranty. The longevity is outstanding. There is a small up-front cost compared to more conventional paint methods, but most consumers can get by that. The buyer is more educated now and they realize buying the cookie-cutter trailer is not going to last or be what they want in the long run."

The amount of paint that is used on a trailer today has been greatly reduced, added Neil Christensen, senior vice-president of sales and marketing for Wabash Canada.

"Galvanization is happening in key areas today to eliminate corrosion," he said. "Because with the magnesium chloride and the calcium chloride on the road, and salt, combating corrosion, when you can do that, you will extend the life of your trailer greatly."

Disc brakes

When it comes to choosing brakes, or really anything on their trail-

ers today, George Cobham Jr., vice-president of sales and marketing at Glasvan Great Dane, said more fleets are asking more questions.

"The purchaser is becoming more interested and more concerned about the purchase they are making," he said. "Today, more than ever, they are hungry for information. Inquiries about disc brakes have gone up. If you're having a conversation with someone about trailers they want to buy, there are more inquiries about disc brakes. We're not seeing mass adoption, but people definitely ask when they're buying their trailers more about them. They ask 'What do they cost?' and 'Can you show me a financial payback?' People still do go with drum brakes. But they're asking more and we are selling more disc brakes each year."

Skirts, tails, and undertrays

Aerodynamic spec's that help fleets save precious pennies on fuel consumption has been a main focus for fleets in the last few months, because of the impending U.S. GHG Phase II regulations that were for the first time to include trailers. The trailer requirements, however, have since been postponed, but interest in this equipment remains high.

"But things have changed a bit in recent weeks," explained Cobham. "Canadian carriers running to the States, considering buying trailers for this fall or for next year, were looking at the new GHG Phase II rules. So, they were forced to look at things like aerodynamic devices such as skirts and tails. And when the rules were postponed, I was happy to see people still go with those specifications, even though the rules have been delayed. Because that means they're seeing the benefit of them and seeing it as an investment."

Diamantopoulos agreed, adding today's fleets are more conscious than ever when it comes to the environment.

"Many fleets today are spec'ing skirts or undertrays, all for the lower fuel consumption," he said. "A lot of customers now don't believe in the old saying 'the lowest price is the law.' They believe in total cost of ownership."

Tires

Super-single, low rolling resistance tires, and tire inflation systems, are items that used to be considered an expensive luxury that only large fleets could afford. But today, investing in these technologies is becoming trendy, according to dealers.

Diamantopoulos suspects it's because more customers are aware



More fleet managers are opting to purchase more expensive spec's with the promise it'll extend their trailer life, according to trailer dealer experts we spoke to.



of the benefits of optimizing fuel economy.

"The main thing customers are looking at is fuel," he said. "They want to be saving money and they want to be fuel-efficient. So low rolling resistance tires are more popular, whether that be duals or super-singles."

Gorman added more fleets are also choosing these items because of the weight savings.

"With a tandem bogie on four super-singles, and four aluminum rims, the weight savings is great compared to a conventional tandem with eight tires and rims,"

he said. "The cost is relatively comparable from the start and it saves over 650 lbs. This option provides overall weight savings, therefore providing the benefit of increased payloads, which will then hopefully increase revenues for the carriers."

Diamantopoulos added adoption of tire pressure monitoring systems and tire pressure inflation systems have also been on the rise.

"I would say we've seen an increase on how many fleets are purchasing tire inflation systems. I'd say 60% of the trailers we sell, we're putting tire inflation systems on," he said. **TW**

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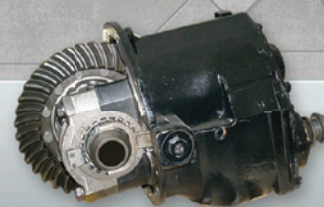
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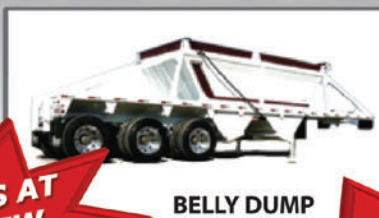
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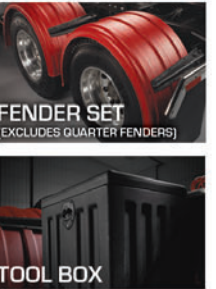
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Custom Truck Sales - Regina SK
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604-123-**** EMAIL INVENTORY

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Arrow Truck Sales - Mississauga ON
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CUMMINS ENG; PX-9, 350 HP, 6 SPD TRANS; 14.6K/40K AXLE(S), 5.57 RATIO, HENDRICKSON HAS402 SUSP; 189" WHEELBASE, WHITE IN COLOR, 15" BLACK DUMP BOX WITH FLIP ASPHALT TARP STK#JM992042. -1099752



**2018 KENWORTH T680
HIGHWAY TRACTOR**

76" ACAD SLEEPER, CUMMINS ENG; X15, 450 HP 13 SPD, ULTRASHIFT PLUS TRANS; 12K/40K AXLE(S), 3.42 RATIO, AG400L SUSP; 232" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 11R22.5 TIRES, STK#JJ992053. -1231833



2018 KENWORTH T800

EXTENDED DAY CAB SLEEPER, CUMMINS ENG; X15, 450 HP, 10 SPD TRANS; 20K/69K AXLE(S), 4.10 RATIO, NEWAY ADZ369 SUSP; 280" WHEELBASE, BLUE IN COLOR, TRI-DRIVE, GRAY SPLENDOR INTERIOR, STK#JJ991651 -1053213



**2018 KENWORTH T370
FEED/GRAIN TRUCK**

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

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

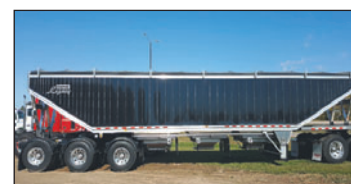


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SUPER B BULKER HOPPER DUMP**
11R22.5 TIRES / ALUMINUM WHEELS, STEEL SUPER B BULKER, BLUE METALLIC, ALUMINUM CHECKERPLATE FENDERS, RED TARP, AUTO GREASE SYSTEM, STK#F1033193. -1259755
\$85,000



**2016 DOEPKER 40 TON
SCISSORNECK TRIDEM 52'
ROLL-OFF TRAILER**

275/70R22.5, KICKER ROLLER AND BEAVERTAIL, LOCATION: BRANDON, MB STK#SN17008. -693683



**2018 DOEPKER 45' TRIDEM LEGACY
ALUMINUM 3 HOPPER**
GOODRICH 11R22.5, ALUMINUM RIMS, 45' TRIDEM LEGACY ALUMINUM 3 HOPPER, MINIMIZER BLACK POLY FENDERS. STK#J1036528. -1259660

Used Trucks



**2009 PETERBILT 386
FEED/GRAIN TRUCK**

DAY CAB SLEEPER, CATERPILLAR ENG; C-13, 470 HP, ULTRASHIFT TRANS; 12K/40K AXLE(S), 3.55 RATIO, AG400L SUSP; 232" WHEELBASE, WHITE IN COLOR, 1,383,075 KMS, STK#9D788491. -1260981
\$82,500



**2014 KENWORTH T800
HIGHWAY TRACTOR**

38" ACFT SLEEPER, CUMMINS ENG; ISX15, 525 HP, 18 SPD TRANS; 13.2K/46K AXLE(S), 3.91 RATIO, AG460 SUSP; 220" WHEELBASE, PURPLE IN COLOR, 565,752 KMS, STK#EJ967259. -1259193
\$100,000



**2013 KENWORTH T800
HIGHWAY TRACTOR**

62" ACFT SLEEPER, CUMMINS ENG; ISX15, 550 HP, 18 SPD TRANS; 13.2K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 228" WHEELBASE, SILVER IN COLOR, GRAY DIAMOND INTERIOR, 11R24.5 TIRES 786,932 KMS, STK#DJ964070A. -1260982
\$92,500



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
\$75,000

Full List of Used Inventory

KENWORTH W900	2014 38" ACFT\$120,000	2014 NEW 24' FLAT DECK\$65,000
2012 72" ACAD\$75,000	EJ969560A 341,103 KM, 18 Spd	EM965654A 219,716 KM, 2500HS
CR950697 1,166,022 KM, 18 Spd. Repo	2015 38" ACFT\$125,000	2014 DRY VAN\$65,000
2015 62" ACAD\$Call	FJ975053A 18 Spd	EM965655A 255,175 KM, Allison 2500HS
FJ973791A 18 Spd	2015 38" ACFT TRI-DRIVE\$142,500	2014 NEW FLAT DECK\$65,000
KENWORTH T800	FJ976972A T & E Product Pump, 318,845 KM, 18 Spd	EM965653A 249,614 Km, Allison 2500HS
2012 EXT DAY CAB\$Call	2015 38" ACFT TRI-DRIVE\$145,000	PETERBILT
CJ957523 640,329 KM 18 Spd	FR977249A T & E Product Pump, 268,500 KM, 18 Spd	2012 388\$64,000
2013 EXT DAY CAB\$75,000	2014 DAY CAB\$109,900	CD1535579 1,032,596 km, 13 Spd Consignment
DJ964259A 765,888 KM, 18 Spd	EJ968317 534,315 KM, 18 Spd	2009 386 63" ULTRA NEW GRAIN BOX\$75,000
2014 EXT DAY CAB\$109,000	2012 DAY CAB\$65,000	9D788489 1,449,859 KM, 13 Spd Ultrashift
EJ968317 534,315 KM, 18 Spd	CJ955164 538,641 KM, 13 Spd	2009 386 63" ULTRA NEW GRAIN BOX\$79,900
2011 DAY CAB\$59,900	CJ955165 509,164 KM, 13 Spd	9D788491 1,382,215 KM 13 Spd Ultrashift
BJ947134 1,161,179, 13 Spd	KENWORTH T680	2009 386 63" ULTRA\$30,000
2012 DAY CAB\$65,000	2015 DAYCAB Heavy Spec\$83,500	7D745147 1,717,635 KM, 18 Spd
CJ955164 538,641 KM, 13 Spd	FJ972921 753,348 KM, 18 Spd	2007 386 63" ULTRA\$30,000
2012 DAY CAB\$65,000	2014 76" ACAD\$Call	7D745148 1,582,550 KM, 18 Spd
CJ955165 509,164 KM, 13 Spd	EJ966418A 782,493 KM, 13 Spd Ultrashift	2009 386 63" ULTRA\$30,000
2013 NEW DUMP BOX\$105,000	2014 76" ACAD\$Call	9D788490 1,501,777 KM, 13 Spd Ultrashift
DJ960040A 769,512 KM, 13 Spd Ultrashift	EJ967068A 796,174 KM, 18 Spd	2009 386 63" ULTRA\$30,000
2013 DAY CAB\$72,500	2014 76" ACAD\$72,500	9D788490 1,501,703 KM, 13 Spd Ultrashift
DR960612 956,727 KM, 13 Spd	EJ968369 768,550 KM, 13 Spd	1992 377 DUMP BOX\$37,500
2012 GRAIN BOX\$109,900	2014 76" ACAD\$73,500	ND908937 1,629,264 KM, 18 Spd, Consignment
CJ908377 597,858 KM, Consignment	EJ968374 724,300 KM, 13 Spd	2013 367 NEW 16' DUMP BOX\$109,900
2012 NEW CANCADE GRAIN BOX\$97,500	2014 76" ACAD\$79,900	DD197598 836,233 KM, 18 Spd
CR949347 405,977 KM	EJ96890A 768,755 KM, 13 Spd	1993 387 DUMP BOX\$47,500
2013 72" ACAD\$77,500	2014 76" ACAD\$77,500	PD328129 1,239,571 KM, 18 Spd, Consignment
DJ957532 776,547 KM, 18 Spd	EJ96892A 780,841 KM 13 Spd	FREIGHTLINER
2013 72" ACAD\$69,900	KENWORTH T660	2013 CASCADIA\$62,500
DJ960025A 875,881 KM, 13 Spd Ultrashift	2012 DAY CAB\$69,900	DSFB3915A Consignment, 759,669 KM, 13 Spd
2013 72" ACAD\$69,900	CJ954474 1,004,713 KM, 13 Spd Ultra Shift	MACK
DJ960028 855,975 KM, 13 Spd Ultrashift	2012 DAYCAB\$69,900	2009 DAY CAB\$42,500
2013 72" ACAD\$69,900	CJ954479 978,908 KM, 13 Spd Ultra Shift	9N009196 1,013,944 KM, 18 Spd AutoShift
DJ960037A 870,494 KM, 13 Spd Ultrashift	2012 DAY CAB\$69,900	2009 CXU613 60" TALL\$Call
2012 62" ACFT\$105,000	CJ954482 933,420 KM, Paccar MX-12.9	9N006554 1,146,784 KM, 13 Spd
CJ952962 1,034,839 KM, 18 Spd, Consignment	2014 86" CAD\$62,500	2008 CXU613 60" MID RISE\$35,000
2013 62" ACFT\$92,500	EJ969584A 13 Spd Ultrashift	8N002565 926,571 KM, 18 Spd Manual
DJ964070A Silver, 786,932 KM, 18 Spd	2012 72" ACAD\$Call	2008 CXU613 60" MID RISE\$35,000
2014 62" ACFT\$122,500	CJ954475 1,046,743 KM, 13 Spd Ultra Shift	8N002571 1,145,895 KM
EJ969185A 364,223 KM, 18 Spd	2012 72" ACAD\$52,000	BOXES & TRAILERS
2014 62" ACFT\$129,900	CJ954484 962,388 KM, 13 Spd Ultrashift	2008 ITB 26' Dry Van Box Only, Swing Doors\$2,999
FJ969186A 307,300 KM, 18 Spd	2014 72" ACAD\$59,900	2007 Wabash Reefer Trailer\$13,900
2013 38" ACFT\$99,500	EJ968761A 838,000 KM 13 Spd	2004 Doepker Super B Bulker\$40,000
DJ963201 244, 579 KM, 18 Ultrashift, Repo	KENWORTH T370	2017 Neville Step Deck\$46,000
2014 38" ACFT\$120,000	2012 NEW 19" FLAT DECK\$55,000	2011 Timple Tandem Bulker\$Call
EJ966863A 18 Spd	CM953810 248,645 KM, 2500HS	2015 (2) Doepker Super B Bulker\$85,000
2014 38" ACFT\$100,000		2008 (2) Utility 30' Reefer Trailer\$14,500
EJ957259A 565,752 KM, 18 Spd, Consignment		

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Mark Dalton: Owner-Operator
By Edo Van Belkom

The Chain's in Command - Part 1 -

Mark stopped overnight at the Flying J Travel Plaza in Shuniah – just outside of Thunder Bay – in preparation for his trip across Hwy. 17 into Manitoba. He had a heavy load of auto parts headed for a warehouse in Winnipeg, and experience told him that the last stretch of this highway was always the toughest, especially in January.

And so, after a meal in the truck stop restaurant, Mark took a few moments to check the weather forecast for the next couple of days. Even though the highway was well maintained, and there wasn't a cloud in the sky at the moment, it was always a good idea to see what sort of weather and road conditions he would be driving into, especially when there were hundreds of kilometers between gas stations along the way.

The forecast wasn't good. The temperature had been steady around -10 C for the past week, but it was set to drop another four degrees in the next few days and the possibility of precipitation was high at around 85%. The total accumulation of snow was approximately eight to 10 centimeters, all of which added up to terrible driving conditions.

If Mark had his way, he'd top up the tank on his auxiliary power unit and camp out in his truck for the next few days and binge-watch the set of *Game of Thrones* DVDs he'd received for Christmas. But there was a deadline attached to this load and he was mindful of it.

As he walked from the restaurant to his truck, Mark took a good long look at the sky. Still not a cloud to be seen. If he chained up Mother Load now, he'd be forced to drive at 50 km/h for a very long time. Not only would it be slow going, but he'd also be beating up his chains driving on highway that had as yet to see a single snowflake.

But anyone who has ever installed snow chains during a blizzard will tell you it's better to chain up in good weather than to be forced to do it in a storm. And so, Mark got out his chains.

He hadn't used his chains yet this season, so the first thing he did was lay them out on the ground to check their condition. There

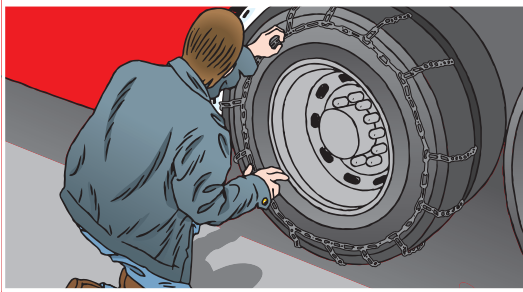


Illustration by Glenn McEvoy

was wear on them to be sure, but everything was solid and none of the links were twisted. He made sure the hooks were all pointing upward and outward and that the cams would end up on the outside of the tire.

Then he grabbed the chains by the center and laid them over the outside tire of the first set of drive tires. When the outside chain link was in the middle of the side-wall and everything was laying square, Mark swept the excess chain in front of the tire so when he moved forward the chain was up high on the tire in the back and the excess would end up on the ground behind the tire.

After moving forward a few feet, Mark fastened the hooks on the inside of the tire first, using the third link in the chain to make sure he was getting the chains tight. Then he moved to the outside, connecting the side chain fastener as tight as he could. There were four cam locks on Mark's chains and he'd always had to do them all up to ensure a tight fit. After he'd tightened the first three cam locks, he struggled with the fourth a bit, but it eventually turned over and set in place.

Mark gave a couple of hard tugs on the chain, then drove forward a few feet. When he checked again, everything was still on tight. Satisfied, he set about installing chains on the on the other side of the truck.

There was still not a cloud in the sky when Mark set out onto the highway. After a half-kilometer's drive he pulled over onto the highway's shoulder and checked his chains again just to make sure they were still on tight and nothing had shifted. Perfect.

The rusted chains had even been ground bare, making the chains shine in the early morning sunshine. Back in the truck, ready for the worst winter could dish out, Mark headed out onto Hwy. 17 traveling at 50 km/h and with long, noisy, boring hours of driving ahead.

But as the early morning inched closer to noon and Mark still hadn't seen any snow, he began to wonder if he'd made the right choice chaining up. If he hadn't installed his chains, he would have been able to drive faster and be hours ahead of where he was now. And how quickly would the snow come when it did? At the first sign of the storm, he could have stopped for 10 or so minutes to put on the chains. After all, how bad could the snow be?

Up ahead, Mark saw the flashing lights of an OPP cruiser on the shoulder. As Mark slowed, he could see the officer on the road-side waving down traffic. Mark was barely rolling when he reached the officer and rolled down his window.

"Just making sure any trucks going west have their chains on," said the officer. "I see you have them. Good job. Good luck!"

Mark smiled and waved as he pulled away.

'That was different,' he thought. 'It's not often the police are out warning people about the snow. I wonder how bad it's going to...'

All of a sudden Mark couldn't see. His entire windshield was blanketed in white and the road seemed to have turned from black to white in an instant.

"Yeah!" Mark shouted, elated at the white-out conditions and the correct decision he'd made. "Right on!" **TW**

Mark Dalton returns next month in Part 2 of The Chain's in Command.



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2018 CALENDAR OF EVENTS

January

Jan. 13-17 – **National Private Truck Council's Private Fleet Management Institute** – Omni Jacksonville Hotel, Jacksonville, Fla. nptc.org

Jan. 19 – **Toronto Transportation Club Ski Day** – Craigleith Ski Club, Blue Mountains, Ont. torontotransportationclub.com

Jan. 22-25 – **National Biodiesel Conference and Expo** – Fort Worth Convention Center, Fort Worth, Texas biodieselconference.org

Jan. 22-25 – **Heavy Duty Aftermarket Week** – The Mirage Hotel, Las Vegas, Nev. hdaw.org

Jan. 23-26 – **World of Concrete** – Las Vegas Convention Center, Las Vegas, Nev. worldofconcrete.com

Jan. 24-26 – **SAE's Government/Industry Meeting** – Walter E. Washington Convention Center, Washington, D.C. sae.org

Jan. 29- Feb. 2 – **Commercial Vehicle Safety Alliance's COHMED Conference** – Hyatt Regency Orange County, Garden Grove, Calif. cvsa.org

February

Feb. 6-8 – **Cargo Logistics Canada's Expo and Conference** – Vancouver Convention Centre West, Vancouver, B.C. cargologisticscanada.com

Feb.11-18 – **Toronto Trucking Association's Annual Convention** – The Westin Resort and Spa Playa Conchal, Costa Rica. torontotrucking.org

Feb. 25-28 – **Omnitracs Outlook** – Gaylord Opryland Resort and Convention Center, Nashville, Tenn. omnitracsoutlook.com

Feb. 25-28 – **Retail Supply Chain Conference 2018** – Phoenix Convention Center, Phoenix, Arizona. rila.org

Feb. 26-March 1 – **Cold Chain Canada's Global Forum**– Hilton Toronto/Markham Suites, Toronto, Ont. coldchainpharm.com

Feb. 28-March 1 – **TTSAO's Striving for Excellence in Training Conference** – Centre for Health and Safety Innovation, Mississauga, Ont. ttsao.com

March

March 1 – **Women with Drive Leadership Summit** – Toronto Airport Marriott Hotel, Toronto, Ont. truckinghr.com

March 5-8 – **TMC Annual Meeting & Transportation Technology Exhibition** – Georgia World Congress Center, Atlanta, Ga. trucking.org

March 6-8 – **Green Truck Summit** – Indiana Convention Center, Indianapolis, Ind. ntea.com

March 6-9 – **The Work Truck Show** – Indiana Convention Center, Indianapolis, Ind. ntea.com

March 11-13 – **IWLA's Convention and Expo** – Saddlebrook Resort Tampa, Wesley Chapel, Fla. iwla.com

March 22-24 – **Mid-America Trucking Show** – Kentucky Expo Center, Louisville, Ken. truckingshow.com

March 25-28 – **Truckload Carriers Association's Annual Convention** – Gaylord Palms Resort & Convention Center, Kissimmee, Fla. truckload.org

April

April 6 – **Manitoba Trucking Association's Annual General Meeting and Spring Gala Dinner** – RBC Convention Centre, Winnipeg, Man. trucking.mb.ca

April 8-11 – **Truck Renting and Leasing Association Annual Meeting** – Scottsdale Princess, Scottsdale, Ariz. trala.org

April 8-12 – **CVSA Workshop** – Hilton Portland Downtown, Portland, Ore. cvsa.org

April 10-12 – **SAE World Congress Experience** – Cobo Center, Detroit, Mich. sae.org

April 12 – **BCTA's Spring Dinner** – Eaglequest at Coyote Creek Gold Club, Langley, B.C. bctrucking.com

April 18 – **Canadian Fleet Maintenance Summit** – International Centre, Toronto, Ont. trucksummit.ca

April 19-21 – **Truck World** – International Centre, Toronto, Ont. truckworld.ca

May

May 1-3 – **IANA Operations & Maintenance Business Meeting** – The Westin Lombard Yorktown Center, Lombard, Ill. intermodal.org

May 3-5 – **Quebec Trucking Association's 67th Annual Meeting** – Fairmont Le Manoir Richelieu, La Malbaie, Que. carrefour-acq.org

May 5-9 – **Material Handling Equipment Distributors Association's Annual Convention** – Loews Miami Beach Hotel, Miami, Fla. mheda.org

May 6-9 – **Warehousing Education and Research Council's Annual Conference** –Charlotte, N.C. werc.org

May 11-12 – **Truxpo 2018** – Tradex Centre, Abbotsford, B.C. truxpo.com

May 17 – **TTC's Spring Golf Tournament** – The Country Club, Woodbridge, Ont. torontotransportationclub.com

May 26 – **Toronto Regional Truck Driving Championships** – Powerade Centre, Brampton, Ont. facebook.com/toronto.rtdc

May 30 – **Western Women with Drive Leadership Conference** – Delta Calgary Airport In-Terminal Hotel, Calgary, Alta. truckinghr.com

May 30-June 1 – **Movin'On World Summit on Sustainable Mobility** – Montreal, Que. movinon.michelin.com

May 31 – **PMTC's Spring Golf Tournament** – Ancaster, Ont. pmtc.ca

June

June 3-6 – **CTRF's Annual Conference** – Crowne Plaza Gatineau-Ottawa, Gatineau, Que.. ctrf.ca

June 3-6 – **Canadian Council of Motor Transport Administrators' Annual Meeting** – Quebec City, Que. ccmta.ca

June 8-10 – **BCTA's Annual General Meeting and Management Conference** – Fairmont Chateau Whistler Resort, Whistler, B.C. bctrucking.com

June 12 – **TTC's Lunch and Learn for Women in Transportation** – Palais Royale, Toronto, Ont. torontotransportationclub.com

June 14-15 – **Private Motor Truck Council of Canada's Annual Convention** – Crowne Plaza Fallsview, Niagara Falls, Ont. pmtc.ca

June 16 – **Manitoba Provincial Truck Driving Championships** – Winnipeg, Manitoba. trucking.mb.ca

June 20 – **OTA Council Summit** – Toronto, Ont. ontruck.org

June 29-30 – **Great Lakes Trucks Club's Antique and Classic Truck Show** – Clifford Rotary Park, Clifford, Ont. greatlakestruckclub.com

July

July 14 – **Ontario Truck Driving Championships (Skills Competition)** – Barrie Molson Centre, Barrie, Ont. otdc.ca

July 20-22 – **Great Canadian Truck Show** – facebook.com/greatcanadiantruckshow

July 21 – **Southern Alberta Truck Expo and Job Fair** – Lethbridge Exposition Park, Lethbridge, Alta. southernalbertatruckexpo.ca

April 20-21 – **Alberta Motor Transport Association's Leadership Conference and Annual General Meeting** – Rimrock Hotel, Banff, Alta. amta.ca

April 26 – **Toronto Transportation Club's Taste of Toronto Transportation Night** – Palais Royale, Toronto, Ont. torontotransportationclub.com

April 28-May 1 – **NASSTRAC Annual Shippers Conference and Transportation Expo** – Rosen Shingle Creek, Orlando, Fla. nasstrac.org

April 29 – May 1 – **NPTC Educational Management Conference & Exhibition** – Cincinnati, Ohio nptc.org

April 30-May 3 – **Advanced Clean Transportation Expo** – Long Beach Convention Center, Long Beach, Calif. actexpo.com

August

Aug. 2-5 – **Rodeo Du Camion** – Notre-Dame-du-Nord, Que. elrodeo.com

Aug. 13-17 – **North American Inspectors Championship** – Columbus, Ohio cvsa.org

Aug. 23-25 – **Great American Trucking Show** – Kay Bailey Hutchinson Convention Center, Dallas, Texas gatsonline.com

September

Sept. 9-12 – **PeopleNet/TMW Systems' in.sight User Conference** – George R. Brown Convention Center, Houston, Texas. insightuserconference.com

Sept. 11 – **BCTA Golf Tournament** –Meadow Gardens Golf Club, Pitt Meadows, B.C. bctrucking.com

Sept. 11-13 – **FTR Transportation Conference** – Historic Union Station, Indianapolis, Indiana – ftrconference.com

Sept. 13 – **TTC's Power of Education Golf Classic** – Blue Mountains, Ont. torontotransportationclub.com

Sept. 14-15 – **Lesco Distributors Pro Show N' Shine** – Castrol Raceway, Edmonton, Alta. lescodistributors.ca

Sept. 15-20 – **TMC Fall Meeting & National Technician Skills Competition** – Orlando World Center Marriott, Orlando, Fla. trucking.org

Sept. 20-27 – **IAA Commercial Vehicle Show** – Hannover, Germany iaa.de/en/

October

Oct. 1 – **TTC's Night at The Races** – Woodbine Racetrack, Toronto, Ont. torontotransportationclub.com

Oct. 3-5 – **National Trailer Dealers Association's Annual Convention** –The Broadmoor, Colorado Springs, Co. ntda.org

Oct. 9-11 – **SAE Thermal Management Systems Symposium** – San Diego, Calif. sae.org

Oct. 10 – **Surface Transportation Summit** – International Centre, Mississauga, Ont. surfacetransportationsummit.com

Oct. 19 – **Fleet Safety Council's Annual Educational Conference** – Centre for Health and Safety Innovation, Mississauga, Ont. fleetsafetycouncil.com

Oct. 20 – **STA AGM and Gala Awards Banquet** – Hilton Garden Inn, Saskatoon, Sask. sasktrucking.com

Oct. 27-31 – **ATA Management Conference and Exhibition** – Austin Convention Center, Austin, Texas trucking.org

Oct. 24-25 – **Waste and Recycling Expo Canada** – Enercare Centre, Toronto, Ont. canadian-waste-recycling-expo.us.messefrankfurt.com

Oct. 24-26 – **CITT's Canada Logistics Conference 2018** – Pan Pacific Hotel, Vancouver, B.C. citt.ca

November

Nov. 7-8 – **Ontario Trucking Association's Annual Convention and Executive Conference** –Ritz-Carlton Hotel, Toronto, Ont. otaconvention.ca

TBD – **MTA's Annual Fall Awards Gala** –Winnipeg, Man. trucking.mb.ca

December

Dec. 6 – **BCTA's Christmas Party** – Sheraton Vancouver Guildford Hotel, Surrey, B.C. bctrucking.com

TBD – **Annual Toronto Transportation Club Dinner** – Toronto, Ont. torontotransportationclub.com

For an up to date list
of industry events,
please visit
www.trucknews.com

The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

As Vic continues to watch, he sees the man checking the doors on the cabs of two trucks to see if they are locked. Vic is concerned because while drivers always lock their doors, every so often someone will forget or be too trusting of their fellow drivers.

After downing the last of his sandwich, Vic gets out of his truck and starts following the man around the yard. He watches as he checks out two other trucks whose doors are locked, but the door of the third truck he tries is unlocked and opens up for him.

For a long moment, Vic and the other man are motionless. There's no question that the man has broken into the truck with the intention of stealing whatever he could find inside. Vic is disappointed that the man is dark-skinned like himself... something that the other man obviously realizes as well.

"You could have just as easily been stealing from me."

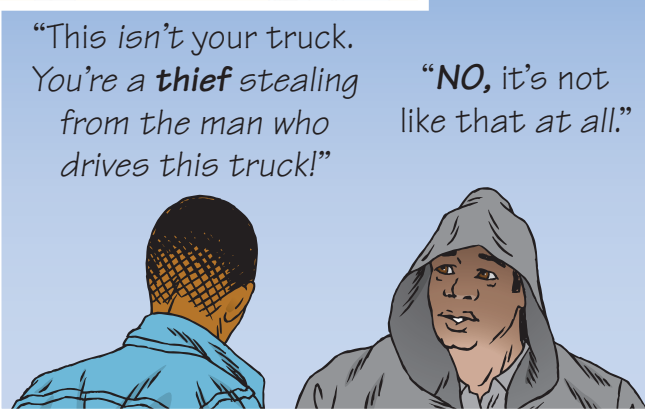
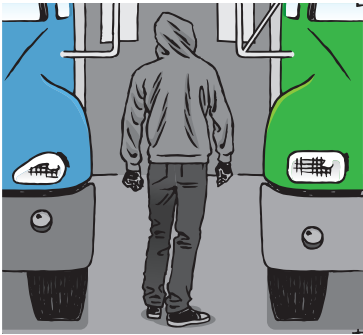
"Here," the man says. "Take the coat. It's worth a couple hundred dollars."

"I have a coat," Vic says. "And if I need one I will buy one."

"C'mon man, can't you give a brother a break and look the other way?"

Vic turns his head and does look the other way, but only to see if there was anyone else in the lot. When he sees a woman passing between two trucks on her way into the truckstop restaurant, Vic calls out, "Call the police! This man is stealing from this truck."

The man in the truck drops the shopping bag and coat and tries to jump down, but Vic catches him by his jacket and pulls him to the ground.



"This isn't your truck. You're a **thief** stealing from the man who drives this truck!"

"NO, it's not like that at all."



In no time people began streaming out of the restaurant and a crowd gathered around Vic and the downed man.

Illustration by Glenn McEvoy

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Maxim's charitable efforts shine this Holiday season

WINNIPEG, MANITOBA

A quarter of a century in, and Maxim Truck and Trailer continues to amaze with its charity pancake breakfast.

Held Dec. 7, the annual event raised more than \$27,000 for the Christmas Cheer Board of Winnipeg, with over 500 attendees coming out for breakfast whipped up by volunteers that included Maxim employees and suppliers.



Maxim Truck and Trailer raised more than \$27,000 for charity during its 25th annual pancake breakfast Dec. 7.

“Our charity events receive great support from Maxim employees, suppliers, and customers,” said Troy Hamilton, president of Maxim Truck and Trailer. “It’s encouraging to see such support for organizations that focus on improving the lives of children and adults in our communities.”

The Christmas Cheer Board offers support to Manitoba families that receive provincial assistance, as well as the province’s working poor.

In June, Maxim also took part in the Challenge for Life 20km walk, raising more than \$200,000 for CancerCare Manitoba. **TW**

TRUCKWEST

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MISSING

PLEASE HELP

DIANE PREVOST

Age progression to 45 years

Missing Since:	Sep 16, 1966
Date of Birth:	Jan 2, 1964
Missing From:	Grundy Lake Provincial Park, Ontario, Canada
Height:	3'
Weight:	25lbs
Eye Colour:	Brown
Hair Colour:	Brown

Additional Information: Diane Prevost was last seen on the shore of Grundy Lake in Grundy Lake Provincial Park. Diane has a scar on her knee and foot.

We're here to help.

IF YOU HAVE ANY INFORMATION ABOUT THIS MISSING CHILD, PLEASE VISIT OUR WEBSITE **missingkids.ca**

OR CALL US TOLL-FREE **1-866-KID-TIPS**
(1-866-543-8477)

OR CONTACT YOUR LOCAL POLICE DEPARTMENT. ALL CALLS CONFIDENTIAL.

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Child Find (Ontario) Inc. is an affiliate of the Canadian Centre for Child Protection Inc. Together, they provide missing children services in the Province of Ontario.

SURFACE TRANSPORTATION SUMMIT

MARK YOUR CALENDAR

OCTOBER

2018

10

January 2018 • Truck West 37

Family values top priority for ‘the little company that can’

By Derek Clouthier

WINNIPEG, MANITOBA

They may be small, but no freight is too big for “the little company that can.”

Specializing in hauling dimensional cargo that may be too wide, too long, or too high for the other guy, Winnipeg’s Fast Lane Freight Services is small enough that “everybody knows your name,” and driven enough to deliver freight to customers efficiently, safely, and as economically as possible.

Born in 2001 and incorporated the year after, it may not have been the best timing to launch a trucking company, but for Darren Lane the timing was perfect.

With a 10-year plan in his hand, Lane’s goal was to add one truck per year during his business’ first decade, and as he points out, “We achieved that.”

“I say ‘we’ because a good business doesn’t grow on its own, but by putting the right people in the right positions,” Lane said. “I have the best staff and drivers bar none and this has been my recipe for continued success.”

Praising his staff and treating each like a family member is nothing new for Lane. In fact, it’s one of the things he’s most proud of when it comes to his business.

“My staff is part of our Fast Lane family and they always go the extra mile to get the job done,” said Lane. “I believe our driving staff is well paid and we expect a lot from them – professionalism and a strong work ethic are base standards. Based on our percentage of repeat business, a strong customer base, and an extremely low percentage of freight claims, they are doing a fantastic job.”

And that job means moving some rather large pieces of equipment.

Using open decks to haul dimensional freight, there is not much – if anything at all – that Fast Lane Freight can’t move.



From left: Darren Lane, president, Tammy Poshtar, dispatcher, Carol Bucknell, operations manager, Lainey Amodeo, office administrator, and Doug Bucknell, maintenance manager and safety officer.

Full truckload and less-than-load, tri-axles and tandem axle trailer flats/steps/double drop RGN, over-dimensional loads, winter road services to isolated northern communities, hot shot services, pilot car or escort vehicles, and even hauling items for Ritchie Bros. auctions are some of the services Fast Lane Freight provides.

They can also haul your freight anywhere in Canada and the U.S., servicing an area from B.C. to Newfoundland and Canada’s north to the southern tip of Texas – if the location exists, Fast Lane can get it there, or they’ll find a way to get the job done.

“We strive to be a one call solution provider for trucking needs,” said Lane. “If we can’t do it, we have partner carriers that can.”

Moving into 2018, Lane said the past year had brought with it both highlights and challenges for trucking companies in Manitoba and throughout North America.

Manitoba’s economy and the increase in traffic and sales helped Fast Lane Freight continue its growth plans for the future. In the coming year, Lane plans to have his company become Risk Professionally Managed certified –

the RPM Trucking Industry Safety program hosted by the Manitoba Trucking Association (MTA) and administered by SAFE Work Manitoba.

The biggest challenge Lane faced in 2017 was the introduction of electronic logging devices (ELDs), which any carrier operating cross-border was mandated to use as of Dec. 18, 2017.

“It proved to take up lots of our time just learning all about ELDs, researching the various systems, convincing our driving staff to adopt this new technology, purchasing and installing the equipment, and finally, the implementation and successful use of the ELDs,” said Lane. “This was, and still is, a true learning curve.”

Despite the effort to implement ELDs, Lane believes their use is a step in the right direction for the industry and ultimately will put carriers on a level playing field and regulate hours-of-service helping drivers and the general public be safer.

Perhaps the key to Lane’s success from a business standpoint and with the rollout of ELDs stems back to his family approach to a diverse workforce at Fast Lane Freight.

Lane said when looking to add to his business family, he looks for people who share his company’s values – integrity, respect, safety, trust, passion for the industry, and of course, family.

“Our drivers and our customers are diverse and come with different needs and expectations,” said Lane, highlighting some of the unique work traits different people bring to the table. “Women, for example, tend to have a real strength in communications and relationship building – two very important features in today’s marketplace.”

Lane added that women typically bring a softer edge to the office with a unique understanding of family values, which goes a long way in recruiting and retaining drivers.

Fast Lane has also been involved in several charitable efforts to help its community, including the World’s Largest Truck Convoy for Special Olympic athletes and Run for the Cure to raise money for cancer research.

Also an MTA board member, Lane has built a business that can hold its head high.

“I am happy and proud to be a trucker, to continue the legacy of my father,” Lane said. “I want to continue to build a company that my children will be proud of and, just as importantly, that my staff is proud to work for and my customers are proud to be in business with.” **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.





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The shape of trucks to come



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