

New digs

AMTA to debut new office and training facility at Edmonton airport in 2018.

Somewhere else

B.C. café brings a feeling of home to those on the road.

Business is good

Utility Trailer Manufacturing has good 2016, expects slight downturn this year.

Reach us at our Western Canada news bureau
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TRUCK WEST

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MARCH 2017 VOLUME 28, ISSUE 2

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Mark Neale, account manager for Carco, right, and Shane Foreman, product support sales rep for Klein Products, say Western Star's transformer truck is a true multi-purpose vehicle. Easy as pie

Easy as pie

Western Star 'transformer' so simple to operate even this editor could perform under pressure

By Derek Clouthier

LAS VEGAS, NEVADA

It's not every day you get to hop into a real-life transformer truck and show a Las Vegas audience how it's done.

To be fair, it wasn't the legendary Optimus Prime I had to transform from a Western Star 5700XE truck to the mechanical movie character, but nevertheless, when you climb your way into the 6900XD MBT-40, multi-body transformer, and are asked to remove the water tank attached to it and pick up and attach a combination flat/dump deck, it can put some out of their comfort zone a little bit.

Visiting the Western Star outdoor display during the World of Concrete show in Las Vegas Jan. 18, Mark Neale, account manager for Carco Industries gave me the full tour on the transformer truck, how it was made, what it can do and how a single operator can do it.

Carco's role in the construction of the truck is to start with a bare chassis from Western Star and install and integrate the hydraulics, control system, installa-

tion of the Palfinger G68 hooklift, as well as other body upgrades to make the vehicle fully functional.

Neale said the Palfinger G68 is the currently the largest hooklift on the market, able to lift 68,000 lbs off the ground.

I used this hooklift to discard a Klein 8,000 gallon water tank, which was attached to the truck, and pick up and attach a J&J Truck Bodies' general purpose combination deck/dump truck deck.

But we'll get back to this in a moment.

"There's a standardized format for the mounting," Neale said. "So the long sills that you see in the front A-frame is built to a standard and you can attach almost any body that you want onto that."

The 6900XD MBT-40 has two power take-off (PTO) packages: one mounted off the transmission that operates the hooklift portion and another that supplies the hydraulic power to the body.

"Because this thing here is like the Swiss Army knife of trucks, we need to be able to handle hydraulic and

Continued on page 13

A truck driver's best friend?

Woman fined for bringing her service dog along for the ride

By Derek Clouthier

WINNIPEG, MANITOBA

There's a fine line between safety and making reasonable accommodations for employees; a lesson Lucinda Brummitt experienced first-hand when she was let go by a Manitoba trucking company for allowing her service dog to travel with her in-cab while on the road.

Landing a driver position in September 2015, Brummitt was fired shortly after by Jade Transport for having her service dog, Mr. Big, ride with her in the truck.

Brummitt said the company was aware she had a service dog, and the dog had even accompanied her on several trips with an owner-operator the Winnipeg-based company had used at the time.

"We made sure that Jade Transport knew we had my service dog with us in the vehicle, as we were crossing borders and going to chemical plants," Brummitt said. "We filed a waiver with Jade for our travel. We took Mr. Big on lots of trips totaling over three months of on the road time with no issue."

However, Brummitt was not

Continued on page 15

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Lou SmyrlisGroup Publisher
416-510-6881
lou@newcom.ca**Kathy Koras**Associate Publisher
416-510-6892
kathy@newcom.ca**EDITORIAL****Derek Clouthier**Editor
403-969-1506
derek@newcom.ca**Sonia Straface**Associate Editor
416-510-6890
sonia@newcom.ca**James Menzies**Contributing Editor
416-510-6896
james@newcom.ca**Julia Kuzeljevich**Contributing Editor
416-510-6880
julia@newcom.ca**DESIGN AND PRODUCTION**Carolyn Brimer, Beverley Richards,
Tim Norton**ACCOUNT MANAGERS****Delon Rashid**Sales & Marketing Consultant
– Western Canada
403-713-1054
delon@newcom.ca**Heather Donnelly**National Accounts Manager
416-614-5804
heather@newcom.ca**Nickisha Rashid**National Accounts Manager
416-614-5824
nickisha@newcom.ca**Denis Arsenaault**Quebec Accounts Manager
514-938-0639 ext. 2
denis@newcom.ca**Doug Copeland**Regional Accounts Manager
905-715-9511
doug@newcom.ca**Paul Bealien**Regional Accounts Manager
416-614-5806
paul@newcom.caTruck West is published monthly by
Newcom Business Media Inc.**NEWCOM**

Chairman & Founder:

Jim Glionna

President

Joe Glionna

Vice - President

Melissa Summerfield

Director of Circulation

Pat Glionna**Subscription Inquiries****Lilianna Kantor**

Phone: 416-614-5815

Fax: 416-614-8861

Email: lily@newcom.ca

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When life tosses you a curve ball, hit it out of the park.

Get USED to it

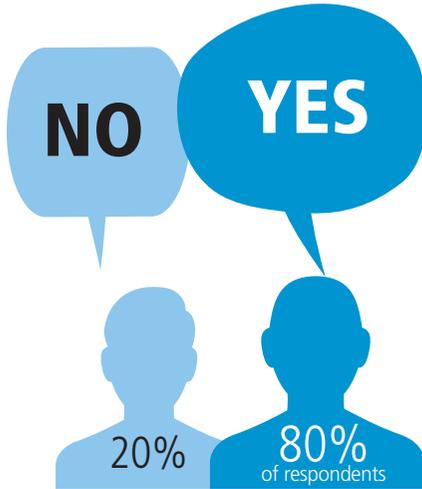
Western Canada's carriers see buying used as option in updating their fleet

Motor carriers from Manitoba to BC are used to purchasing used when it comes to renewing their fleets. Our annual Equipment Buying Trends Survey found that eight in ten have purchased used trucks in the past and more than a quarter plan to do so again this year.

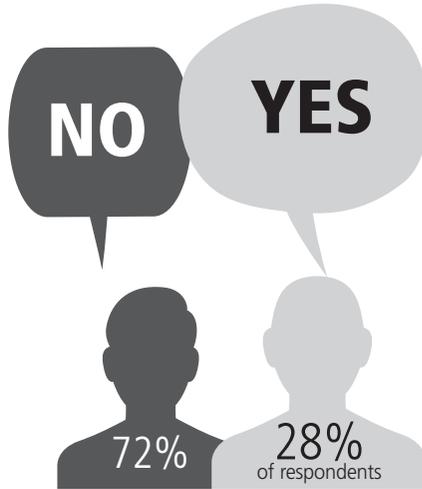


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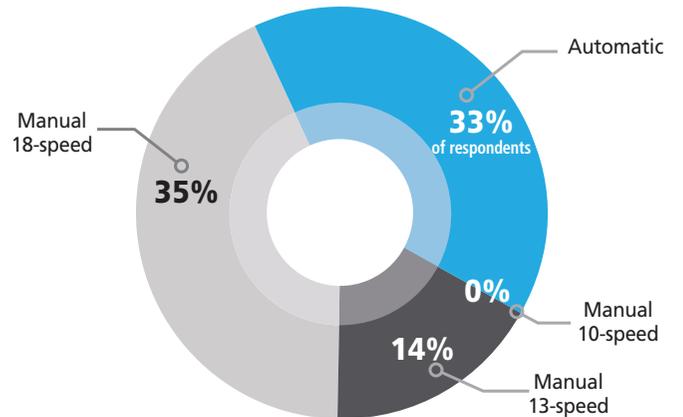
Purchased used truck(s) in the past



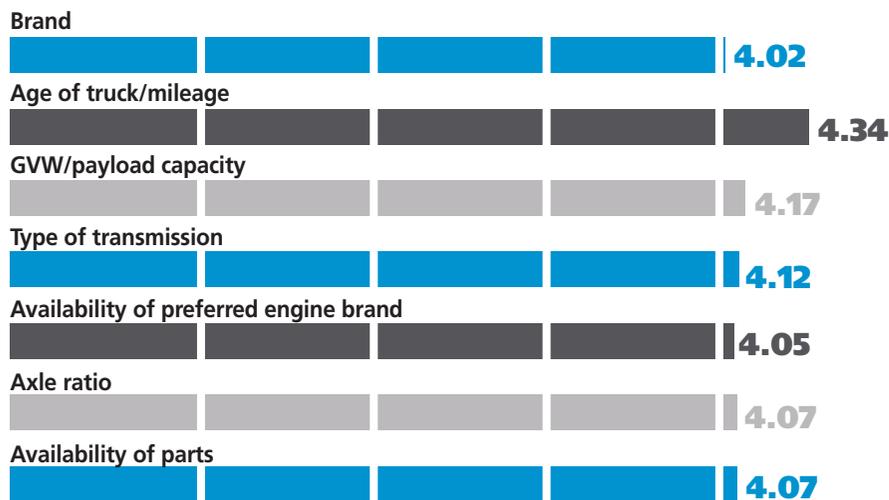
Plan to purchase used truck(s) in 2017



Type of transmission most likely to prefer when selecting used truck(s)



Most important factors in selecting a used truck (scale of 1 to 5)



Main reasons plan to purchase used

Current trucks have reached replacement mileage	34% of respondents
Increasing costs of repairs on current vehicles	22%
Looking to avoid new engine emissions standards	31%
Adding to fleet due to growth projections	38%
Looking to improve fuel economy	6%

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Derek's deliberation

Today's trucking technology could be yesterday's news before you know it

When I first started this job more than a year ago, I never would have imagined that technology would be such a huge part of what I write about.

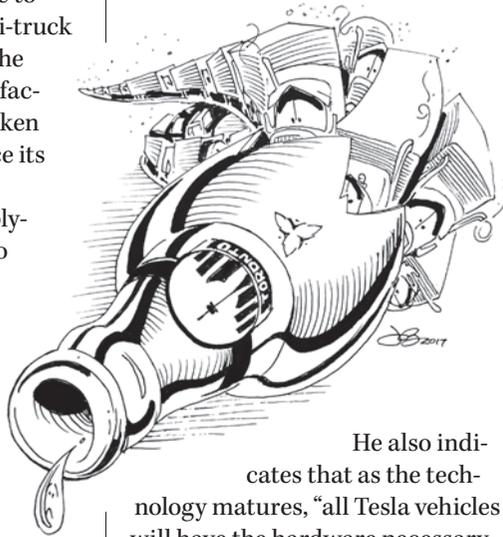
Well now it seems the race to put the first all-electric semi-truck on the road is on, as one of the most eminent vehicle manufacturers in recent years has taken to social media to pronounce its plans to do just that.

Tesla CEO Elon Musk, replying to a direct Tweet, took to Twitter to say that Jerome Guillen, who used to lead Daimler's truck division prior to joining Tesla as its vice-president of programs, was working on and making progress on the semi-truck project.

Daimler company Mercedes-Benz unveiled an all-electric truck in Germany recently, which many said would rival what Tesla plans to put out.

In Musk's 'Master Plan, Part Deux', which outlines what Tesla will be working on for the coming years, he indicates that in addition to consumer vehicles, there is also a need for electric heavy-duty trucks. "We believe the Tesla Semi will

deliver a substantial reduction in the cost of cargo transport, while increasing safety and making it really fun to operate," Musk writes in the plan.



He also indicates that as the technology matures, "all Tesla vehicles will have the hardware necessary to be fully self-driving with fail-operational capability, meaning that any given system in the car could break and your car will still drive itself safely," adding that once the software is refined and far better than the average human driver, it will still be some time before driverless vehicles are permitted in all jurisdictions.

It's crazy to think how fast all of

this has come on – vehicles driving themselves. It's like those sci-fi movies I used to watch as a kid that warned you how computers would take over the world are all of a sudden coming true.

I was in Las Vegas not long ago for the World of Concrete show and ventured down to Fremont Street one evening and saw Arma, a driverless shuttle bus developed by Navya that had just launched its test run transporting people up and down east Fremont Street between Las Vegas Blvd. and Eighth Street.

I didn't get on, mainly because the 12-person shuttle was full every time I saw it, which means people seem not to be too worried about there being no human behind the wheel. Or perhaps its 27 mph (43 km/hr) max speed factored in to their bravery.

A driverless semi-truck on the highway going 60 mph (96 km/hr) might prove more of test of that fearlessness.

Much like a cellphone, circa 2010, outdated and obsolete when compared to today's extravagant comparisons, we could very well be entering an era of fleeting technology, with fuel efficient devices and engines, single-wide base tires, fancy oils, aerodynamic designs,

and alternative fuels.

If the pace of technology maintains its present stride, and governments around the world are willing to accept it by permitting its use, we could see a real-life *Maximum Overdrive* scenario before we know it – minus the fuel and all the crazy trucks trying to kill people stuff. OK, maybe that was a bad analogy, but you get my point...who needs a driver when you have, like Musk said in his report, 'software that is better than the average human driver?'

The problem with a driver shortage could be coming to an end. Let's just hope the computer hacking issue is figured out as well so I don't have to bring up that horrible Stephen King movie again. **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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ALBERTA

New home on the way

AMTA to open new office with test track at Edmonton airport

By Derek Clouthier

EDMONTON, ALBERTA

The Alberta Motor Transport Association (AMTA) will be moving into a new office to be located at the Edmonton International Airport in 2018, which will be equipped with a five-acre test track.

"We've outgrown our current satellite office in Edmonton, so are looking forward to a more spacious building to provide more training and classroom options," said AMTA president Lorraine Card.

Card said the new office building will be about 20,000 square feet, and that the new test track will be a safe, controlled environment for a number of driver training exercises.

"With the added space, we can offer more classes, which will supplement our current offerings which include online and a driving simulator," she said.

In addition to the Edmonton airport providing the AMTA with an easily-accessible location for all trainees, there was another reason for choosing that particular space.

"We were drawn to the Edmonton International Airport's aerotropolis concept and will be the third component of the Alberta Aerospace and Technology Centre (located) there," Card said. "Together with hotels and restaurants, the area offers full amenities for anyone traveling to Edmonton for training."

Aerotropolis is a land use strategy that focuses on economic development around an airport, while leveraging the strength of existing businesses on airport and surrounding lands to encourage further economic growth.

The AMTA was aiming to have a contractor finalized for the project by the end of February, with the hopes of the new facility fully up and running for the Provincial Truck Driving Championships in 2018.

The association will look to sell its current office space once the new location is complete.

"The training facility, with the addition of a test track, puts the AMTA in a position to offer world class training," Card said. "It allows our members to utilize all our training resources, and we think this will be a value-added benefit for AMTA members, so we are excited for this next step." TW

Manitoba ups weight allowances to increase competitiveness

WINNIPEG, MANITOBA

Manitoba truckers have been permitted heavier weight allowances by the province in an effort to improve competitiveness for the local industry.

Changes to the Vehicle Weights and Dimensions on Classes of Highway Regulation were announced Jan. 27 during Red Tape Awareness Week, which focuses on reducing “unnecessary regulations and administrative burdens.”

“Manitoba’s trucking industry expressed interest in the change and a government review concluded an increase in allowable weight for

certain semi-trailers would create economic efficiencies, would not compromise safety and would have minimal effect on specific Roads and Transportation Association of Canada (RTAC) rated routes in the province,” added infrastructure minister Blaine Pedersen. “This change will bring Manitoba in line with other provinces by removing barriers for inter-jurisdictional carriers transporting goods within and through Manitoba.”

The maximum allowable weight is set at 24,000 kg for RTAC semi-trailers with tridem axle groups with an axle spread of three

to 3.6 meters.

For the portion of PTH 12 from Steinbach to the US border, the weight allowance will increase from 62,500 kg to 63,500 kg.

Manitoba Trucking Association executive director Terry Shaw agreed that the move would improve competitiveness for the province’s trucking industry.

“As it relates to inter-provincial travel, it is vitally important to our members to bring regulations like these in line with other jurisdictions,” Shaw said. “We applaud the Manitoba government for this announcement and look forward to

continuing to work with them on strengthening our role in the provincial economy.”

Manitoba is the only province with a weight allowance restricting the 24,000 kg for medium-spread tridem trailer axle groups.

“This is another example of how our province is addressing the issue of red tape and reducing barriers to growth in our economy,” said Pedersen. “We consider this change a benefit for the trucking industry that balances the needs of industry with the continued protection of the infrastructure and road safety.” **TW**

LETTERS

Dear editor:

I neither agree nor disagree with your February editorial ‘Alberta carbon tax: Money grab or economic ingenuity?’

Your analysis, however, is flawed.

A trucking company does not eat the carbon tax, it adds the expense to its cost of business. The end users pay the carbon tax. Costs plus margin equal charge-out rate. If one Alberta trucker chooses to eat the carbon tax to capture the market, that is a business decision.

If a trucker utilizes some type of technology to make trucking more efficient then they become more competitive than their rivals.

If Alberta is the only one with the tax, trucking companies will simply move to a location that does not have the tax in an effort to regain competitiveness.

Yes, it is a sales tax that simply has another name.

Blaine D. Sawchuk

Have an opinion?

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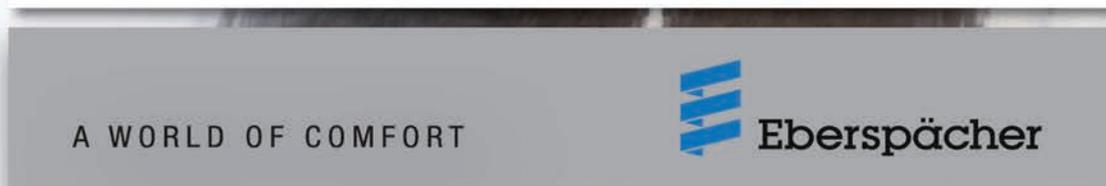
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MANITOBA

Fatal collision numbers spike on Manitoba roadways

By Derek Clouthier

WINNIPEG, MANITOBA

According to Manitoba Public Insurance (MPI), 2016 was the deadliest year on the province's roadways in the past decade, with 101 fatal collisions that resulted in the death of 112 people.

Despite last year's increase in fatal collisions, the Manitoba Trucking Association (MTA) said MPI statistics for the year 2010-15 show a downward trend in trucking-related incidents.

Don Stewart, senior manager of business development for the MTA, indicated to *Truck West* that 2016 statistics on collisions involving transport trucks were not available to the public at this time.

"Although we certainly recognize there is still work to be done, our industry is headed in the right direction regarding road safety," Stewart said, adding the MTA's condolences for those who were impacted by roadway incidents in 2016.

MPI said that in 2015, there were 69 fatal collisions resulting in 78 fatalities, which was much lower than last year's numbers.

"Not since 2006 have we lost as many people in motor vehicle collisions and our sincere condolences go out to the families and friends of the 112 Manitobans who lost their lives in roadway crashes," said crown services minister Ron Schuler. "These terrible outcomes must serve as a reminder to all Manitobans to drive safely in 2017."

One of the main causes of the rise in fatal collisions is what MPI said was an "alarming increase in impaired driving, distracted driving, speed and neglecting to wear a seatbelt."

"To stay safe on our roads and not put other road users at risk, all drivers need to think about road safety every time they get behind the wheel," said Ward Keith, vice-president of business development and communications for MPI. "Buckling up all the time, driving to road and weather conditions, not driving when impaired by alcohol or drugs, or while distracted – these are all simple reminders that can help to prevent being involved in a collision. They can also literally make the difference between life and death."

Stewart said the MTA has long had a meaningful relationship with MPI and appreciates the opportunities they provide to collaborate on road safety.

"Outside of the work we're directly involved with MPI on," he said, "the MTA has and will continue investing resources and efforts in our push for increased road safety tools and education." **TW**

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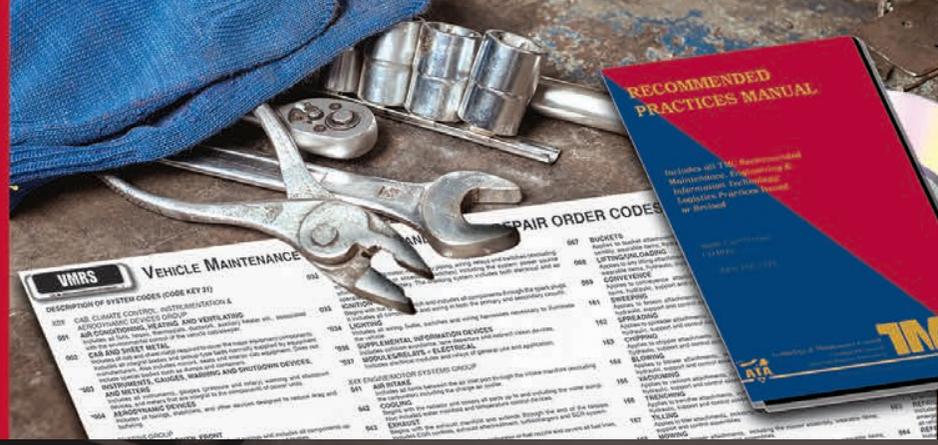
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Leveling the playing field

Truck Loggers Association optimistic government review will reveal forestry industry's problems

By Derek Clouthier

VANCOUVER, B.C.

The B.C. Truck Loggers Association (TLA) is hopeful the provincial government's announcement that it intends to review the forest industry's problems will help level the playing field for all who are employed in the sector.

The issue of contractor sustainability has been at the forefront of the TLA's advocacy efforts for years, and executive director David Elstone said that undertaking has been about much more than rates.

"It is about creating the conditions within the industry that will allow independent contractors and owner operators to work with the major license holders (their employers) in a sustainable manner, to be able to hire and train workers to operate safely, to invest in innovation and equipment to reduce costs and, at the end of the day, to be able to pay their bills and plan for the future," Elstone said, adding that a weakening of the supply chain has put the entire industry at risk.

The government's review is expected to show a current economic picture of the status of logging contractors across B.C., one that Elstone believes will show just how bad the financial situation is for contractors.

Elstone said since the bottom of the economic downturn in 2009, major license holders have rebounded significantly.

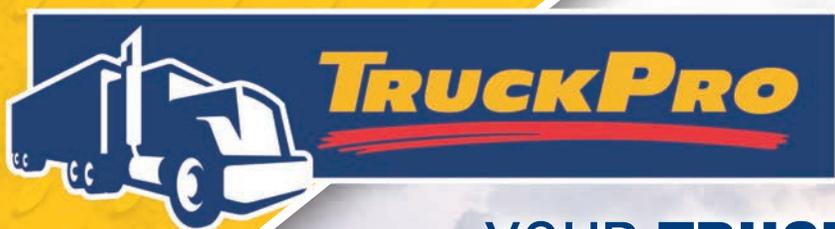
"For contractors, however, the difficult economics of logging and trucking have not changed and many contractors have had to seek insolvency protection or have simply left the industry," Elstone said.

Elstone believes the major players in the forest industry will once again look to contractors to help 'share the pain' during the next economic downturn, but given that most contractors have not yet pulled themselves out of the last slump there is little room for them to withstand continued cost reductions.

"Contractors will continue to go under and leave the business," he said. "The entire industry will be put at risk."

Elstone said the government has committed to having the process in place before the end of March.

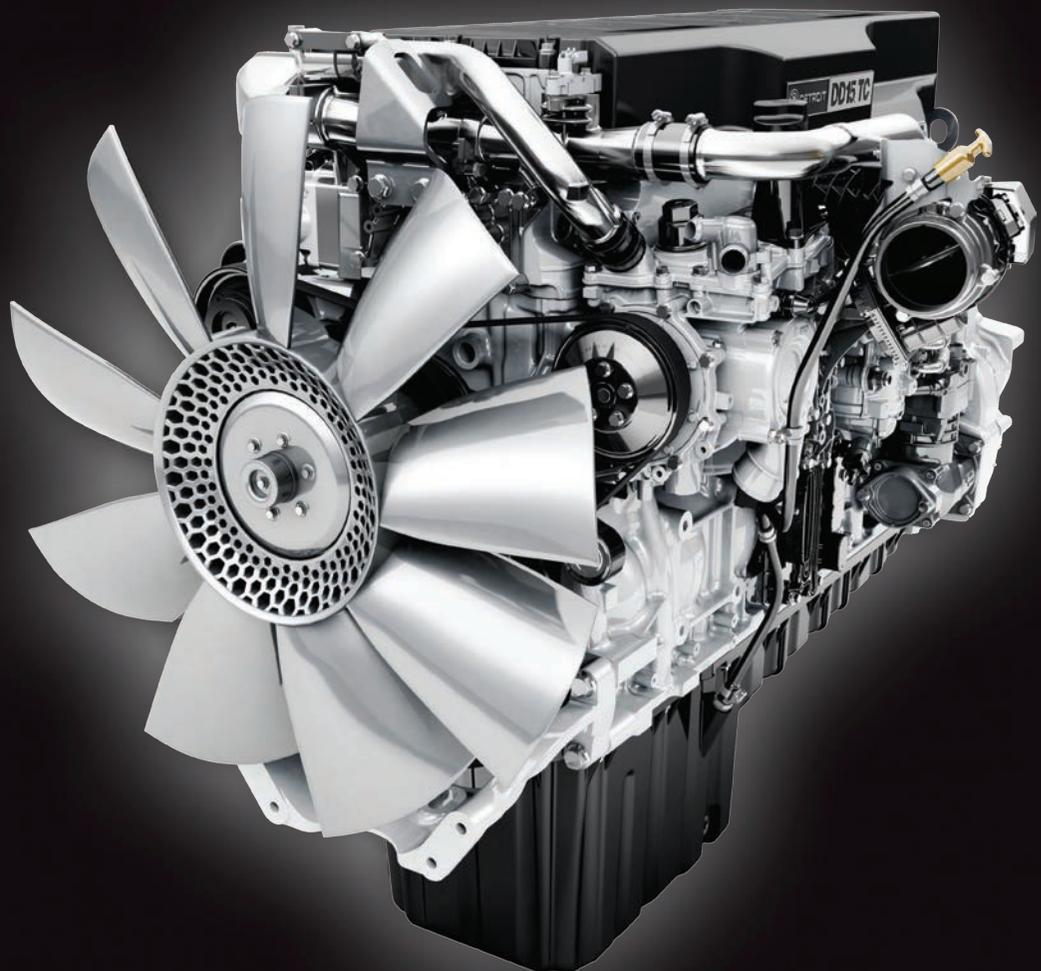
The B.C. government made the announcement during the TLA's 74th Annual Convention and Trade Show in Vancouver Jan. 19. **TW**



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Transformer truck aims to keep things simple

Continued from page 1

electrical requirements for anything from a huge side dump trailer to a water truck,” Neale explained. “We’ve set it up with an intelligent harnessing system so that when you plug the body in, the truck recognizes the body that’s on it.”

The goal of the transformer truck is simple: keep things as easy and uncomplicated as possible. During the design process, they wanted customers to be able to use the truck for several different applications with various attachments and operate based on what the body designer had engineered it to operate on.

“You’re not going to buy this package just to run a water truck,” Neale said. “You’re going to buy this if you’re going to use the water truck part of the year or part of the day, and you’re going to haul gravel with it.”

An example of keeping it simple? Depending on what attachment is on the truck, whether it be a water tank or dump truck, an overlay is placed on top of the switch box to indicate what action each performs.

But there is a lot to the transformer truck.

It boasts a Detroit Series 60 Tier 3 engine or a Detroit DD16, Allison 4700/4800 off-road series transmission, 110,000 lbs planetary rear axle, 28,000 lbs planetary front axle and a front engine skid pan.

“The MBT-40 package is a game changer in construction applications for its ability to be multiple pieces of equipment in one chassis,” said John Tomlinson, XD and vocational sales manager for Western Star. “The development of this platform was all about finding better economic ways of filling needs for our customers. Off-road chassis equipment can be expensive to buy and maintain and new emissions levels are making the investment even more costly.”

Neale said there is also a fifth wheel option on the tractor, which can be bolted down to the frame and pull a 200,000-250,000 lbs trailer.

“You’ve got a really versatile and multi-purpose piece of equipment here,” said Neale. “What’s unique about this is that once you plug it in and once you connect it, you have a fully-operational truck. It goes from a professionally-functional water truck to a vacuum truck...so the truck is basic power source for the body...you don’t have to spend hours making connections or bolting things on.”

When it was my turn to get behind the wheel, I thought what I was getting was a demo on how the truck worked, but to my surprise, Neale let me take control and see how it worked first hand.

Dumping the water tank was easy. Push a few levers to move it from the attached position, down onto the ground and detach the Palfinger hooklift.

But then I had to move the truck forward and reverse into a tight enough spot that the Palfinger hook was placed right underneath the fastening bar of the dump attachment. All this without backing up too far that the hook smashed into the dump bin.

My first go, I was a little off, maybe a few inches...or feet, but who’s measuring?

So after a slight readjustment I got it positioned bang on and hooked that dump apparatus perfectly, lifted it up and put it in place on the back of the truck. Easy as that...from a water truck to a dump truck in what couldn’t have been more than few minutes...maybe 10, but again, who’s counting?

Neale said during testing, the average swap over time from a water truck to a dump truck was around 10 minutes, so let’s go with that. Transforming to a fifth wheel takes a bit longer, as the operator must bolt down the fifth wheel, which takes around another 10 minutes.

It’s a pretty impressive piece of machinery, I must say. If your humble narrator can make it look relatively easy, anyone can. **TW**

Train Trailer expands its Calgary facility

CALGARY, ALBERTA

Train Trailer Rentals is fully up and running at its new Calgary location, with twice the yard size and service shop capacity aimed at better serving the western Canadian market.

“When the opportunity arose to double our Calgary operation, we jumped at the chance,” said Rick Kloepfer, president of Train Trailer. “This is an exciting step forward that will allow us to better serve our national account base and local Calgary market alike.”

The company’s Calgary location has an extensive fleet of intermodal chassis and dry van rentals, leases and maintenance offerings, all while providing emergency roadside and yard service and a fleet of storage trailers for customers’ seasonal demands.

The expansion of Train Trailer’s shop capabilities in Calgary also means trailer technicians can service third party trailers and safety requirements. **TW**

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B.C.

Highway upgrades to help improve traffic flow at B.C.'s Lower Lynn corridor

NORTH VANCOUVER, B.C.

A joint funding effort of \$60 million will be put toward the fourth phase of roadwork along the Highway 1 Lower Lynn corridor to help improve traffic flow in the area.

The government of British Columbia, along with the federal government and District of North Vancouver are investing into the highway infrastructure upgrades, which they say will not only improve travel but also safety, as well as reducing congestion.

“The ministry listened to constructive public feedback on this project and collaborated with the District of North Vancouver and the federal government on a plan to further improve safety and connectivity in this area, resulting in the addition of Phase 4 to the existing project,” said Todd Stone, B.C.’s minister of transportation and infrastructure. “This vital highway improvement project will improve traffic through the community and on Highway 1 to access B.C. Ferries and the Sea-to-Sky Highway to Squamish and Whistler.”

Work will include the addition of a westbound collector lane from Mount Seymour Parkway to Mountain Highway, a new two-lane bridge on each side of the existing Lynn Creek Bridge, and an eastbound on-ramp from Mountain Highway onto the Trans-Canada.

The project is expected to be completed in spring 2021. **TW**

BCTA names policy director

Cory Paterson will be responsible for the association’s policy positions

LANGLEY, BRITISH COLUMBIA

The B.C. Trucking Association (BCTA) has named Cory Paterson its new director of policy.

Paterson assumes the role February 22.

He’ll be responsible for advancing BCTA’s policy positions and the interests of members with governments, the business community, and other stakeholders, BCTA announced.

Paterson has more than 15 years of policy, research, and advocacy experience.

He has worked for provincial governments in B.C. and Alberta as well as the federal government and industry. **TW**

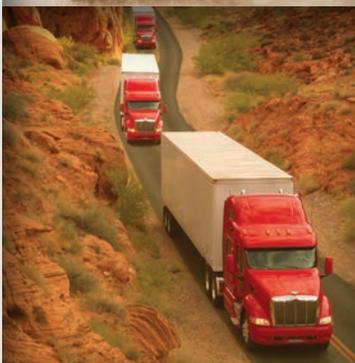
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Employer must prove undue hardship

Continued from page 1

originally hired to be a driver for Jade, but rather as a dispatcher. Brummitt said that during the interview process, the fact that she had a service dog was part of the discussion, and that having a service dog in the office 'would have been a non-issue.'

Brummitt, who is a US army veteran, moved to Canada when she met her husband in North Dakota, who is also a truck driver and a Manitoba native.

"When I got in the country to fill out the paperwork for my visa and permanent residence that they had contracted to pay, they changed the plan to me driving a truck in order to get to work faster," Brummitt said.

Brummitt claims she was moved into a driver position without her prior knowledge, but in an effort to make the transition into Canada, she accepted with the hopes that she would be transitioned back to the dispatcher position after a six-month review.

During orientation, Brummitt said her service dog tagged along, but once assigned a truck, she was asked to leave Mr. Big at home while on the road and was told of the 'no dog' policy the company has had in place for over 25 years.

Brummitt said she suffers from post-traumatic stress disorder (PTSD) from her time serving in the Army, and the service dogs she has had, including Mr. Big and another named Cookie, help her stay healthy by getting out of the truck for exercise, keep her company while on the road, warn her when she is overtired and even nudge her when they knew she was dealing with stress.

"They have both been highly attuned to the people, places and surroundings, allowing me to relax and not be so hypervigilant, which is a great help," Brummitt explained. "They both have been my best friends in life."

On her first day of work, Brummitt said she was told to drive a different truck than the one she was told previously – the same owner-operator's truck she had accompanied when first starting – which she claims a safety officer and immigration attorney warned her would violate Canada's Labour Market Impact Assessment (LMIA) conditions, which is conducted before a Canadian employer can hire a temporary foreign worker.

Brummitt said she was "forced" to drive the owner-operator's truck, who was subsequently told to drive a company truck because they did not want the service dog in one of their own vehicles.

Brummitt claims that the company has also retained her wages, something she says is wrong because according to the LMIA, she was hired to work for Jade Transport, not the owner-operator.

Brummitt said she has had conversations with the Labour Board officer who is reviewing her case.

Asked to comment, Carmen Devereaux, communications advisor with the communications and outreach branch of the Canadian Human Rights Commission, did not address the allegations directly.

"Anyone who is eligible to file a complaint with the Canadian Human Rights Commission and who feels that they have been discriminated against is encouraged to file a complaint," Devereaux said. "This includes foreign workers with valid status."

Anyone who feels they have been treated unfairly should first determine if the Human Rights Commission can accept their complaint. If it is, the complaint will be investigated by the commission by an investigation officer who may speak with both parties, interview witnesses, review supporting documents and determine whether there is evidence to support the allegations in the complaint.

Devereaux underscored that the parties involved could decide to engage in mediation, which is vol-

untary and confidential.

"It gives each side the opportunity to explain their understanding of the story, and then attempts to resolve the concerns that led to the complaint," she said. "If the mediation works, then both sides must sign a settlement agreement."

"They have both been highly attuned to the people, places and surroundings, allowing me to relax and not be so hypervigilant, which is a great help."

– Lucinda Brummitt

Once the investigation is complete, commission members review the report to determine if the complaint should be dismissed, sent to conciliation, or referred to the Canadian Human Rights Tribunal for a decision.

As for whether an employer is obligated to accommodate a disability, Devereaux said they must to the point of undue hardship, but added that there is no standard formula or precise legal definition of undue hardship.

"Under the Canadian Human Rights Act, an employer can only

claim undue hardship when adjustments to a policy, practice, by-law or physical space would cost too much or create health or safety risks," Devereaux said. "Each situation should be viewed as unique and assessed individually. The point of undue hardship varies for each employer and for each accommodation situation."

A claim of undue hardship must be supported with facts, with the employer providing evidence as to the nature and extent of the hardship, Devereaux explained.

"They should also be able to show that all reasonable means of accommodation have been exhausted," she said.

When safety is raised as the basis for undue hardship, Devereaux said employers must consider whose safety is at risk and the magnitude of the risk, and whether that employee can be moved to a non-safety sensitive position.

"Once undue hardship is demonstrated," Devereaux said, "the employer is no longer required to accommodate the employee."

The Canadian Human Rights Commission does not comment on specific cases which are under review. Brummitt filed her case in January 2016, and it is currently being reviewed by the commission.

Truck West reached out to Jade Transport, which did not respond as of press time. **TW**

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A driver aims for a perfect score of 50 in the 'Get Tough Challenge.'

Pair of Canadians place in Top 3 for Western Star's 'Get Tough Challenge'

By Derek Clouthier

LAS VEGAS, NEVADA

Western Star Trucks held its 'Get Tough Challenge' during January's World of Concrete 2017 (WoC) show in Las Vegas, awarding prizes to the Top 3 finishers each day, including a pair of Canadian competitors on Day 3.

Ani Todd Smith of Level 6 Marketing said winners of the three-day challenge were determined by the highest score out of 50, and if there was a tie, the fastest time was taken into account.

The list of Day 1 winners from first to third place include Wade Wettstein, Lone Wolf Concrete, 46 points; William McDaid, Swilly Concrete, 42 points; and Tom Kunsman, Kunsman and Son Paving and Sealcoating, 40 points. Day 2 winners were Stan Chupp, Ultimate Edge, 49 points; Dallas Decker, Decker Pumping, 48 points; and Tommy Kunsman, Kunsman and Son Paving and Sealcoating, 47 points. And Day 3 winners included Tommy Kunsman, Kunsman and Son Paving and Sealcoating, 50 points; Terence Hiebert, Dura-Con Industries, Rosenort, Man., 48 points with a time of 5:48; and Kevin Eek, John Eek and Son, Bradford, Ont., 48 points with a time of 6:10.

"The challenge allowed contestants to demonstrate their operating and safety knowledge of Class 8 severe duty trucks, including concrete mixers and dump trucks," Todd Smith explained. "The challenge featured tasks that often occur on construction sites. They included backing into park stations, parallel parking to a curb, following an S-curve and backing up a ramp made of granular fill."

WoC said feedback from the show, which ran Jan. 16-20 at the Las Vegas Convention Center, has been positive, resulting in a 73% rebook on booth space for its 2018 show.

"We are very pleased with the results of this 2017 event," said

senior vice-president of Informa Exhibitions US, Construction and Real Estate. "As the construction industry continues with its upward momentum over the past few years, World of Concrete has successfully kept pace, providing the industry with the latest products, technologies, and educational offerings. This once again positions WOC as the event for concrete and masonry professionals."

WoC 2017 drew 50,770 registered professional and featured more than 1,455 companies. **TW**

Going once, going twice...sold!

Ritchie Bros. see record year in 2016 for its Canadian business
By Derek Clouthier

LAS VEGAS, NEVADA

Canada has been good to Ritchie Bros. Auctioneers, particularly in 2016, which was a record year for the company, selling \$1.7 billion of equipment, up 6% from the previous year.

With a booth at the World of Concrete 2017 show in Las Vegas in January, Brian Glenn, senior vice-president of Ritchie Bros., said Western Canada, which makes up a significant portion of the company's Canadian sales, is one of the strongest markets for work trucks.

"Of the vocational trucks sold in Western Canada last year, we saw double-digit growth year-over-year, including very strong growth in the sales of dump trucks, vacuum trucks and water trucks," said Glenn, adding that industry-specific trucks, like cement mixers, have a unique following.

"When large fleet owners look to replace with new models and the latest technology they typically turn the fleets over in larger quantities," he said. "Through our industry-specific marketing we are able to find end users who may have specific project needs and are in need of the equipment today."

Business was not only good in Canada, but also south of the border. Last year, Ritchie Bros. sold US\$4.33 billion of equipment, a new annual record for the company and a 2% increase in sales compared to 2015.

In Canada, Ritchie Bros. had its largest ever auctions in Grande Prairie, Alta. (\$62 million), Bonanza, Alta. (\$24 million), Edmonton (\$240 million, and the first ever five-day auction in Canada), Lethbridge, Alta. (\$24 million) and Toronto, Ont. (\$39 million).

"We sold a record amount of assets at our Canadian auctions in 2016—more than 138,000 trucks and heavy equipment items sold; up from 122,000 in 2015," said Glenn. "Western Canada makes up a large percentage of our Canadian sales."

Glenn added that despite the strength of the US dollar and increased participation in Canadian auctions from those south of the border, buying remained flat. In 2016, Ritchie Bros. saw a 17% increase in US participation in Canadian auctions, but only a 1.7% increase in purchases by dollar volume.

Ritchie Bros.' first Canadian auction is in Toronto Feb. 27-28, and the first western Canadian auction is in Edmonton March 2-4. **TW**



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Beep-beep! The fine print and ELDs

Before Netflix and a thousand cable channels existed, there wasn't a kid on the street whenever *The Bugs Bunny Show* came on TV.

Who doesn't remember poor old Wile E. Coyote thinking he had a great idea with his newest Acme Company gadget? Only after it all went horribly wrong, and the Road Runner got away, did he read the fine print.

Carriers are trying to put it all together right now when it comes to electronic logging devices (ELDs), which you're required to have by Dec. 18 in order to operate in the US.

Here are six things you should know:

1. Neither the jurisdictions nor the organizations that manage IFTA and IRP certify, endorse, or approve of any one specific ELD product or system. When a vendor says its product is "IFTA certified" or "IRP certified," ask for the official certificate from IFTA Inc. or IRP Inc. Or go to the IFTA and IRP websites and search for a list of certified e-logs. But save yourself some time, you won't find any. The minute you hear the word "certified," run like the Road Runner in the opposite direction.

2. Most vendors are not IFTA or IRP experts. I saw one vendor's video that claimed you could just

When a vendor says its product is "IFTA certified" or "IRP certified," ask for the official certificate from IFTA Inc. or IRP Inc.

print off a report, stuff it in an envelope and send it to the government. Voila! IFTA reporting is so, so easy. My dad had a saying when something didn't work that it didn't cut the mustard. Word on the street is there are a bunch of hot dog ELD startups that are over-promising what their systems can do.

3. Even though GPS has been around for a while in the trucking industry, it is still in its infancy with the IFTA and IRP audit community. Many auditors have never done an audit using GPS data. In some jurisdictions, they will not accept GPS data and want your paper records.

4. If you have questions about GPS records or reporting require-

ments, go to the source. Talk to your jurisdiction's IFTA and/or IRP office. Ask to speak with an auditor to see what is acceptable. It's your name on the return, not the vendor's.

5. GPS overall is accurate and reliable, but it's not perfect. A bunch of things have to happen before GPS data can be used for IFTA/IRP reporting, like checking it for missing points and making sure the distance is attributed to the right jurisdiction. The jurisdiction will expect that you have done this before submitting your return.

6. Do not – I repeat, do not – rely solely on a summary of dis-

tance-by-jurisdiction report from your GPS vendor. An auditor will expect you to produce the original GPS in the event of an audit.

You may not realize it, but that is a huge amount of data to store and manage. If your vendor tells you they will store it for you, make sure they are storing it according to the IFTA/IRP rules and not FMCSA requirements for hours-of-service data. And be sure to ask them if there is a charge for either storage and/or retrieval in the event of an audit.

If you're looking at ELD vendors now, ask about IFTA, IRP and other distance-based reports in addition to hours-of-service compliance.



Sandy Johnson has been managing IFTA, IRP, and other fleet taxes for more than 25 years. She operates FleetTaxPro.com, which provides vehicle tax and licence compliance services for trucking operations. She can be reached at 1-877-860-8025 or www.FleetTaxPro.com.

And if you're waiting on Acme to deliver a crate full of gadgets, good luck. Be sure to read the fine print before you put it all together. **TW**

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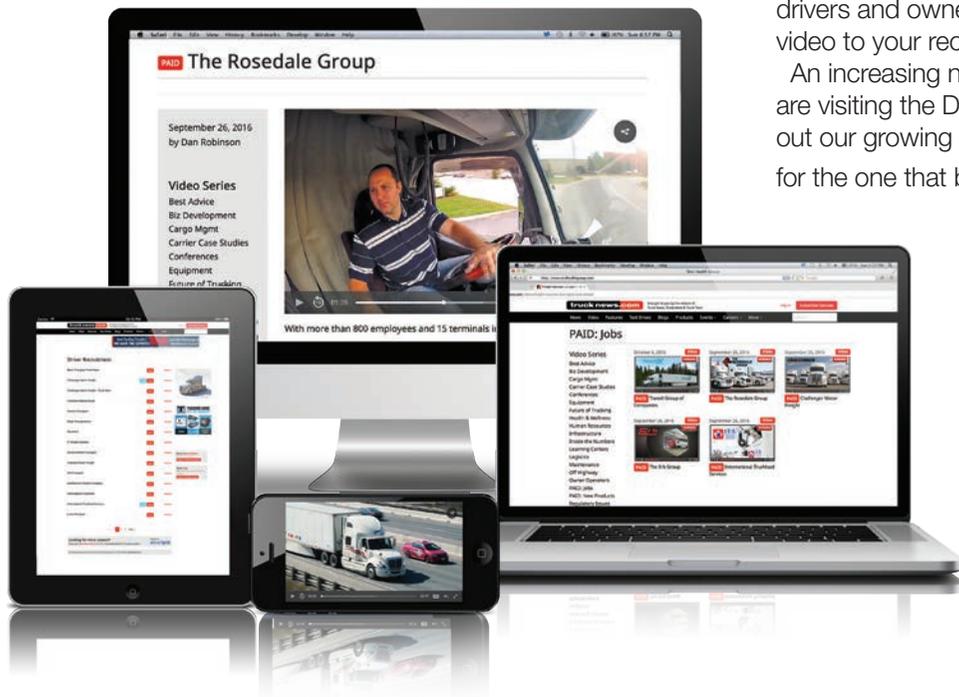
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Something unique 'somewhere else'

B.C. café strives to preserve the old-fashioned truck stop

By Derek Clouthier

HOPE, BRITISH COLUMBIA

Tucked away just outside the picturesque B.C. town of Hope lies a little café that remains one of the few enduring old school truck stops in North America.

In Dogwood Valley, about 10 minutes north of Hope on the Trans-Canada Highway, the location settled on the name Somewhere Else Cafe in June of 2014 and opened three months prior to the closing of Floods Husky.

Gail Marlatt was the manager of the Husky, and as Marie Smith, a current employee of Somewhere Else Cafe, described, wanted to ensure those who worked for her were provided for and the truck drivers on the road had a place they could stop that felt like home.

"Truckers and customers alike come in out of the cold or heat and can relax," Marlatt said. "We like to get to know people by name, or at least remember their face. We like to enquire about their families. We clean out travel mugs as a courtesy; we will even nag you, if you need it so you feel like you're at home."

Cooking for truckers is in

Marlatt's blood. As a youngster, she would help her mother, Louise, cook at various truck stops in the Hope area.

Sadly, on Nov. 16, 2016, just prior to her 92nd birthday, Louise passed away, but not before leaving a lasting mark on her daughter and all of the staff at the café.

"Louise was a real go-getter, and she never stopped," Smith said. "She was hugely a part of Somewhere Else Cafe. She talked to us, mothered us and taught us. She was our 'Girl Friday', our pie baker, biscuit maker, and sometimes our chauffeur. Now she has passed to that great truck stop in the sky."

The café remains in good hands, and whether they're being nagged or not, people seem to love the atmosphere and food at Somewhere Else Cafe.

Taking a peek at its Facebook page will reveal a 4.9 out of 5 review and comments like, "Burgers to die for and serving staff who always go the extra mile"; and, "Great food... friendly atmosphere, hesitate to use the word 'service,' more like coming 'home' and always being welcome. I have had breakfast, lunch and supper here...and the



At Somewhere Else Cafe, staff aim to create a place that feels like home for those on the road.

occasional dessert, all amazing."

Making truckers, and anyone traveling in the area, feel welcome is certainly a top priority for the staff at Somewhere Else Cafe.

"Some of these people have jobs that require them to be away from their home, family, and friends for days, sometimes weeks at a time," Marlatt said. "It makes for a lonely, tiring job. It's nice to walk into a place, sit down, be greeted with a smile and they

know your name. You can relax, laugh, joke, or just be quiet."

As the review above attests, the burgers, particularly those of the double variety, are one of the more popular menu items.

"Each one is uniquely different, and they are named after big rigs," said Smith. "Gail believes in buying local and supports the local grocers when she can, as well as the local fresh fruit and vegetable vendors."

Those looking for something with a little more of that home-style flavor can opt for several menu items, like shepherd's pie, pork chops, or spaghetti. The food is made the same way one would make at home, with gravy from the drippings of roast, real mashed potatoes, hand-made burgers, and soups that Smith says are 'some of the best around.' And a three-course dinner will only set you back around \$13.

The walls are decalé with historic photos of the trucking industry, and Smith said the homey atmosphere and old-fashioned, home cooking makes Somewhere Else Cafe unique in today's "fast-paced, fast-food world."

"We are not a chain or franchise, so we are able to personalize your service," Smith said. "Our staff will always try to make you feel welcome."

"When you see where truckers have to stop now, at travel centers that have fast food, fast customer service, and that 'yeah, can I help you?' attitude, we want to provide for the traveling people of the country who want a breath of fresh air where they choose to stop."

Somewhere Else Cafe is located just off the Trans-Canada Highway at 27052 Baker Road near Hope. And if you're a somewhat of a finicky eater, don't worry, because nothing at the café is set in stone.

"Gail tells us we are here to sell food," Smith said, "so if a little altering to satisfy your dinner needs is what we need to do, we can do it... gladly." **TW**

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Get ready for a painful 'SHAFTA' experience

Most times, I guess balance is inevitable. But that's a contradiction in terms, which may befit the newly 'inaugured' president when he took office Jan. 20.

If we couldn't predict what he might say yesterday or the day before, the mind boggles as to the potential utterances on his first day in office.

The ceremony lacked in the Obama-style, Hollywood-grade glitterati, although I had heard they were showing a 1983 Jane Fonda workout video on a very large screen. I'm not sure if Prime Minister Justin

In short, our NAFTA cousins to the south encourage consumer spending to support the economy, while we in the "Great White What Me Worry?" vote-in and pay for politicians to dig deeper economic moats to accomplish the opposite.

Trudeau was in attendance, as he seems dedicated to his Timbit (Honey I Shrank the Crullers) 'Saving-Face-For-Selfies' tour.

I believe that Mr. Trudeau has more at stake than his face with Mr. Trump – now the leader of the US contingent of the North American Free Trade Agreement (NAFTA), which may have to be renamed SHAFTA.

One of the trial balloon rumors being floated around is that Trump is considering a border tax, which in thumbnail brevity means that imports into the US would be penalized, yet US exports would not.

This would of course have serious implications for the

energy sector, as it would make imported crude oil and its derivatives more expensive when consumed or incorporated in US manufactured goods. Conversely, US manufactured goods entering Canada would not be subject to an export tax.

That's bad enough, but when you compound the problem with a carbon tax now in effect in our major resource and industrial provinces, and a national carbon tax plan on the menu from double-double Trudeau, then things look a tad bleak, because taxing carbon is a term and concept that that has been doctored out of the Trump doctrine.

In short, our NAFTA cousins to the south encourage consumer spending to support the economy, while we in the "Great White What Me Worry?" vote-in and pay for politicians to dig deeper economic moats to accomplish the opposite.

I believe that Mr. Trump has made a career out of huffs and bluffs and this may be just another one.

The US imports three million barrels a day of crude from this country. Applying a punitive and hidden tax would only encourage, or even necessitate, the building of pipelines to bypass the US, forcing the US to import even more crude



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.

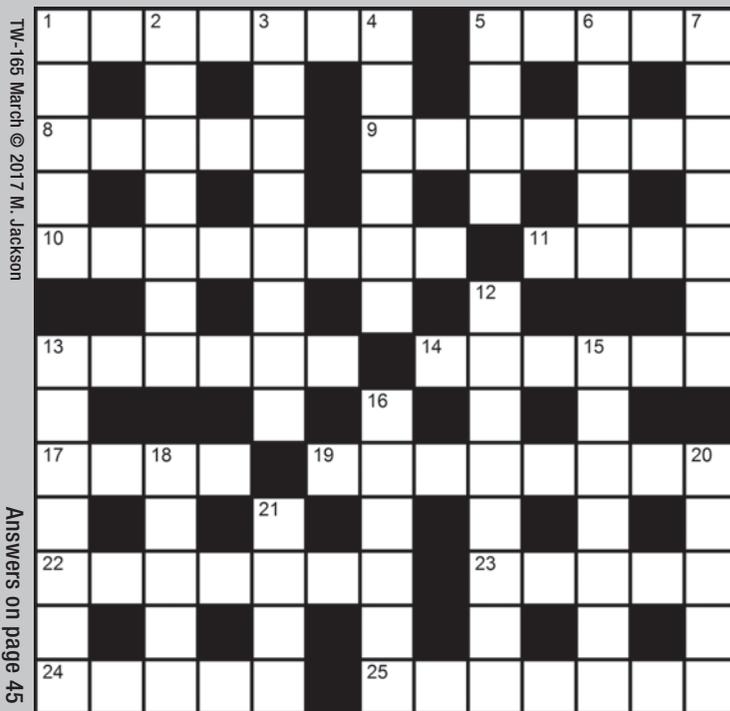
from politically unstable regimes contained within OPEC, which is in the midst of cutting back production and increasing prices to the same US consumers Trump is dedicated to protecting.

On the other side of the moon, if this tax is triggered (an appropriate metaphor), then the immediate line of defense would be to tank the Loonie, making our exports more attractive price-wise.

But the other side of the moon is dark, as a lower Loonie would increase the cost of all imported goods. Crude oil, gasoline and diesel prices are set on world markets in US dollars.

Which brings us to the fact that driving to the store to buy those now very expensive imported fruits and vegetables from our friends in California will be a painful SHAFTA experience indeed. **TW**

THIS MONTH'S CROSSWORD PUZZLE



TW-165 March © 2017 M. Jackson

Answers on page 45

Across

- 1 Big rig power unit
- 5 US distance units
- 8 Tax return filing mont
- 9 Cargo protection material
- 10 UK onramp or offramp (4,4)
- 11 Truck dealer's "pre-owned"
- 13 Kenworth and Peterbilt parent
- 14 Canada-USA demarcation line
- 17 Component that meshes around
- 19 Slope-nosed tractor, slangily
- 22 2-Down system component (3,4)
- 23 "Famous Potatoes" plates state
- 24 Highway traffic p ths
- 25 Forklift-friendly cargo platforms

Down

- 1 Driver pairs
- 2 Brake system type (3,4)
- 3 Pay-as-you-go route (4,4)
- 4 Truck tire type
- 5 Truck stop reading
- 6 Truckers' cargoes
- 7 Kojak with a Kodak quarry
- 12 Flattened freeway fauna
- 13 Coiled cab-to-trailer cable
- 15 Short, intermediary cargo movement
- 16 Move in reverse (4,2)
- 18 Ohio's Rubber City
- 20 Stick shift toppers
- 21 Drivers' workplaces

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Tax Talk

Audits? Here's what CRA is looking for

We don't see many full-blown audits anymore, where CRA goes rifling through receipts and statements for every single claim (although they do happen).

Instead, the agency seems to be conducting more reviews of randomly selected returns and targeting certain types of expenses.

Here's what CRA is looking at these days:

Matching income: This is a new approach for CRA: they'll total up the annual gross income from your GST/HST returns and compare it to the income you reported on your income tax return.

If there's a big difference, you're like the robber who runs straight home in fresh snow after a corner store heist. The trail leads straight to you.

Full-blown audits happen because something caught the eye of CRA and they wanted a closer look.

There are valid reasons why the two numbers may differ. Just know that CRA will compare the totals and they'll want an explanation for any discrepancy within 30 days or they'll adjust your gross income upward. And they'll send you a bill for either more HST or income tax.

Payroll audits: If you're an incorporated owner-operator you are required to send in monthly payments to cover CPP and income tax on your wages. Want a payroll audit? Just stop making these payments. CRA will send an agent to go through your records pretty quickly.

If you can't afford to make payments, send in a partial amount. Even \$100 will put you in line behind guys who've paid nothing.

GST/HST: For all the advantages of being an incorporated business, compared to being a sole proprietor there's a greater risk that GST/HST documentation is not correct.

It may not even be your fault. All it takes is for the person at your bank, equipment dealership, carrier, or other business supplier not to dot their i's or cross their t's.

Remember that engine job from four months ago? And the new steer tires you bought in January? You've been dealing with that shop for years. You're like Norm from *Cheers*: everybody knows your name.

But do they really?

When you incorporated you officially became 1234567 Ontario Inc. Did the shop and other suppliers update their records so that your corporate name appears on the invoices and statements? They

didn't? Chances are all those GST/HST input tax credits are going to be denied.

Even an honest mistake can be costly when you're dealing with CRA.

Meal expenses: First, make sure you have a signed TL2 because without it you are toast. Second, you must have complete log book data to back up your claims. I say this because I just had another client tell me he was missing records because he thought his electronic log system stored everything for a year.

Download your data monthly! Many electronic logs only record for the DOT-required six months.



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.

Stand up and fight

In one of our meal claim audits we uncovered that the auditor only reviewed the first four months of the year and then just simply multiplied those meal-count numbers to get an annual total. Lazy bastard! Using January, when no one is busy, as a sample month to evaluate your

claim is completely unfair.

We're forcing that auditor to do the job right.

Another auditor disallowed a client's meal claims because in his opinion the claim was unreasonably high compared to the wages. The claim of \$10,000 was disallowed because the owner-operator only paid herself \$20,000 in wages. For tax planning purposes the balance of her income was a \$40,000 dividend shown on a T5 slip. That fight continues.

No one wants an audit but the chances are good that your return will at some point be reviewed. Full-blown audits happen because something caught the eye of CRA and they wanted a closer look.

Talk to your accountant about claims that might trigger more scrutiny and how to give that scrutiny right back when the audit results don't seem right. **TW**



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You say tomato, I say tomahto

Why I embraced the switch to e-logs

It's an evolution and you need to adapt, or become extinct

I've been running on electronic logs for a while now and I have to say, I'm sorry I didn't get them sooner. Contrary to some of the fear mongering going around, I haven't lost any money due to lack of miles. I have still made my appointments and still managed to get home as I did before.

You see, nothing has changed. I'm still governed by the same hours-of-service regulations that I was when I ran paper logs. The only difference is that instead of drawing a line, I now push a button. I have actually gained some time here and there.

Instead of logging a 15-minute check-in at a shipper or receiver, or for a trailer switch, I now log the

actual time that it takes. More often than not, I'm saving 10 minutes each time I do this and on average I gain around an hour from this each week.

At first I ran paper logs alongside the electronic logs and even using the seven- and eight-minute allowance to my advantage, the electronic log still gave me more on-duty hours to work with.

Their ease of use is another huge plus, in my book. Rolling hours is so simple: no need for calculations, the information I need is all there on the screen. It makes accepting a load so simple.

I key the details into my GPS, find the distance, divide the miles by 80 km/h (my moving

average is 88 km/h, according to the GPS), add the necessary time for breaks, fueling and pre-trips, in-trip inspections, etc. and look at the hours I have available. If the numbers work out, I accept the load offer. If not, I can refuse and dispatch will know why. Not that this has ever been an issue, my carrier is very good in that respect.

I have spoken to other drivers about the electronic logs, both friends and strangers. Many of them have asked me about how they can work around them. For example, what happens if you run out of hours 15 minutes from home, or you have a hold-up from weather or traffic, or a delay at a shipper's?



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

The answer is simple: the hours-of-service regulations haven't changed.

Just as you could with a paper log, if you run out of hours in a back-up or due to inclement weather, you park at the nearest safe place and add a note to that log explaining why you ran over time. However, these are exceptions and only to be used for genuine reasons.

I'm still governed by the same HoS regulations that I was when I ran paper logs. The only difference is that instead of drawing a line, I now push a button.

If you have to use them regularly to complete your run, you're not doing your job very well and are part of the reason that an incorruptible method of recording HoS is deemed necessary by the authorities.

You need to work out how to fit the run into the electronic log, not the electronic log into the run. It's evolution and you need to roll with it, or become extinct. **TW**



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When buying a vocational truck, ensure it's spec'd properly and legally for the jurisdiction in which it will be operated.

In the market for a used truck?

A properly functioning emissions system should be on your checklist

By James Menzies

The priorities of used truck buyers are evolving, with some still clamoring for “pre-emissions” vehicles of a pre-2007 model year vintage and others looking to tap into the latest technologies such as automated manual transmissions. Those in the former camp, the owner-operators and fleet operators that don't want to deal with exhaust aftertreatment, are finding it more difficult to find such trucks.

Diesel particulate filters (DPFs) were introduced on 2007 model year trucks and selective catalytic reduction (SCR) on 2010 models. Both suffered some initial reliability issues that left some buyers reluctant to invest in later model year equipment. That sentiment, though slowly dwindling, remains today among some used truck buyers even though emissions-related reliability issues have mostly been worked out.

Ron Krulicki, used truck sales manager for Maxim Truck & Trailer in Winnipeg, Man., says the demand for pre-emissions trucks is still “pretty incredible.”

“We took a trade on a 1999 Freightliner and the interest in that truck is incredible,” he told *Truck West*.

But those trucks are becoming increasingly hard to find and used truck buyers who've thus far managed to avoid DPFs and SCR will soon have no choice but to take the leap. Claude Parrell, used truck manager with Metro Group in Stoney Creek, Ont., says they shouldn't be afraid to do so. He said since about 2011, problems associated with aftertreatment systems have been significantly reduced.

Ron Duda, corporate sales manager, truck and trailer division with Redhead Equipment in

Regina, Sask., says trucks with emissions controls should work fine as long as they've received all their software and hardware updates.

“A lot of things have changed,” Duda said of exhaust aftertreatment systems. “There is different programming, different sensors, different values placed on those sensors. Some different designs and manifolds to allow the systems to work better.”

One big problem used truck buyers could run into, especially

system removed.

“We will not take a truck that has been deleted on trade,” he said, noting the owner of the truck claimed he bought it through a private sale and didn't realize the emissions system had been tampered with. He was looking to trade in the truck due to ongoing problems with the engine, which may have been related to the removal of the emissions system. Dealers take several steps to ensure they're not engaging in the purchase or sale of trucks with

“I don't know of any dealers that are taking DPF Delete or SCR Delete trucks on trade.”

— Ron Duda, Redhead Equipment

in Western Canada, is unwittingly buying a truck that has had its emissions system removed. “DPF Deletes” are common and could render a truck unsellable – at least as a trade-in. Dealers are usually unwilling to take such trucks on trade and the testing they conduct on any vehicle they're considering for a trade will uncover any tampering that's occurred.

“DPF Delete is widely accepted in Western Canada by end users,” acknowledged Duda. “There have been thousands of trucks deleted in Western Canada. At the end of the day, it's been done on a lot more trucks than anybody would like to admit. I don't know of any dealers that are taking DPF Delete or SCR Delete trucks on trade.”

Ironically, the day before speaking to *Truck West*, Krulicki said Maxim discovered a potential trade-in had its emissions

emissions systems removed.

At the same time, reputable dealers are taking steps to ensure the systems are working properly.

“Anything that comes out of our lease and rental fleet, we do a ‘prep for sale’ on them,” Krulicki explained. “Part of the prep for sale is going through the emissions and checking to see if the DPF has been cleaned in the past six months, checking codes to make sure there are no active codes and if there are active codes, that the component has been repaired. So, when you're buying from Maxim, you're buying something that has had all the emissions componentry checked over.”

The same holds true at most other reputable dealerships. Duda said at Redhead Equipment, “our used truck appraisal system consists of a number of steps,” including an initial appraisal followed by a safety inspection. A mechan-

ical inspection is also conducted, and this is where any non-functioning emissions systems will be discovered.

“We remove the EGR tube and make sure the core isn't leaking and we'll remove one of the plates on the DPF system and have a look at the end of the DPF filter and diesel oxidation catalyst (DOC) filter and look at those and see whether it's been working properly,” Duda said. “So, they go through a heavy amount of scrutiny and if any of that stuff has been removed, we'll know right away. We tell people right up front, if you deleted this, it's yours. We can't take it.”

The problem is not as widespread in Ontario, according to Parrell.

“It was a concern maybe a year-and-a-half, two years ago, but those trucks seem to be gone now,” Parrell said. “With the newer technology, a lot of the guys are finding the system is working okay for them.”

Used truck buyers should ensure all the engine lights are off when they prepare to take delivery of the truck, and if it's their first time operating a truck with DPFs and SCR, they should ask questions about how to best operate the systems.

“You can have it all checked over prior to purchase, and if you don't educate the driver how to drive it, within 10,000 kms he can plug up the emissions system by idling the truck or not running it hot enough,” explained Krulicki. “It's really important if you're buying a 2010-2014 model year truck – not just an International, it's all of them – that you don't idle these things. That's the biggest killer and it's hard to train drivers how important it is.”

Spec'ing auxiliary power

Continued on page 40



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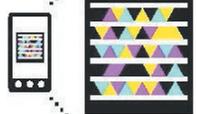
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(5) 2013 KENWORTH T660 HIGHWAY TRACTORS
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(4) 2012 KENWORTH T800 HIGHWAY TRACTORS
72" ACFT SLEEPER, PACCAR ENG; MX, 455 HP, 13 SPD TRANS; 12K/40K AXLE(S), 3.55 RATIO, AG380 SUSP; 244" WHEELBASE, BLACK IN COLOR, 851,140 KMS, STK#CJ954467. -502265 **\$49,500**



(3) KENWORTH T800 HIGHWAY TRACTOR
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62" ACFT SLEEPER, PACCAR ENG; MX, 430 HP, 10 SPD TRANS; TANDEN AXLE(S), 3.70 RATIO, AG 400 SUSP; 236" WHEELBASE, WHITE IN COLOR, 10 SPEED, BLUE DIAMOND INTERIOR, CONSIGNMENT TRUCK 404,553 KMS, STK#DJ960898. -458979 **\$85,000**



2012 KENWORTH T300 REFRIGERATED TRUCK
PACCAR ENG; PX-6, 240 HP, 5 SPD TRANS; 12K/22K AXLE(S), 5.29 RATIO, HENDRICKSON HAS210L SUSP; 260" WHEELBASE, WHITE IN COLOR, CARRIER REEFER, LIFT GATE, CURB SIDE DOOR, ENG HOURS 7,251 159,808 KMS, STK#CM954630. -554104 **\$59,900**

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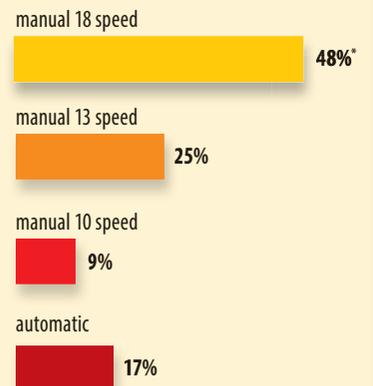
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*percentage of respondents

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Equipment Buying Trends Survey 2015, Newcom Trucking Group

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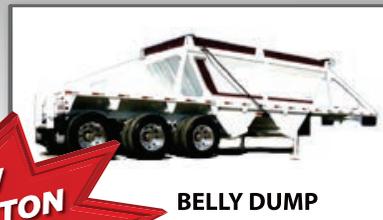
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CUMMINS ENG; ISX, 600 HP, 18 SPD TRANS; 14 & 46 W/ 4 WAY LOCKS (WIDE TRACK) AXLE(S), 3.91 RATIO, 807,000 KMS, STK#489879. -231377

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**2013 FREIGHTLINER CASCADIA 125
HIGHWAY TRACTOR**

60" MID-ROOF SLEEPER, CUMMINS ENG; ISX, 500 HP, 13 SPD TRANS; AIR RIDE SUSP; 216" W.B. STK #505713. -216308

SURREY



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**2011 FREIGHTLINER CASCADIA 125
HIGHWAY TRACTOR**

72" CONDO SLEEPER, DETROIT ENGINE; DD15'10 14.8 475/180, 475 HORSEPOWER, 10 SPD TRANSMISSION; AIR RIDE SUSPENSION; 240" WHEELBASE, STOCK #404057. -474327

SURREY



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**2012 FREIGHTLINER CASCADIA
HIGHWAY TRACTOR**

DETROIT ENG; DD15, 475 HP, 10 SPD. AUTO. TRANS; 12 & 40 AXLE(S), 3.70 RATIO, 240" WHEELBASE, 872,000 KMS, STK #432835. -273632

SURREY



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**2011 INTERNATIONAL 4400
STRAIGHT TRUCK W/VAN**

INTERNATIONAL ENG; MAX DTH, 230 HP, 5 SPD TRANS; LEAF SPRINGS SUSP; 260" WB, STK # 630857. -501779

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STRAIGHT TRUCK W/VAN**

6.4L, 350 HP, AUTOMATIC TRANS; 4.88 RATIO, 16" VAN BODY, RAMP, HYD BRAKES. STK #626332 93,290 KMS, STK#626332. -595167

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**2010 FREIGHTLINER COLUMBIA 120
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DETROIT ENG; 14L, 425 HP, 10 SPD TRANS; 3.58 RATIO, 192" WHEELBASE, STK #617350 509,012 KMS, STK#617350. -286016

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HIGHWAY TRACTOR**

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2017 MACK GU813 STRAIGHT TRUCK (CAB AND CHASSIS)
MACK ENG; 425M HP, AUTOMATIC TRANS; 18,000 FA 40,000 RA AXLE(S), 3.70 RATIO, AL461 SUSP; 193" WHEELBASE, BLACK IN COLOR, STK#38012. -458960



2017 MACK CHU613 DAYCAB TRACTOR
MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 14,600 FA 46,000 RA AXLE(S), 3.73 RATIO, AL461 SUSPENSION; 213" WHEELBASE, BLACK RED PEARL IN COLOR, RAWHIDE PACKAGE, GRAND TOURING INTERIOR, STK#25909. -164834



2017 MACK CXU613 HIGHWAY TRACTOR
MACK ENG; MP8, 445C HP, AUTOMATIC TRANS; 13,200 FA 40,000 RA AXLE(S), 3.55 RATIO, AL461 SUSP; 203" WHEELBASE, WHITE IN COLOR, STK#83152. -458961



2017 MACK CXU613 DAYCAB TRACTOR
MACK ENGINE; MP8, 445 HORSEPOWER, 18 SPD TRANSMISSION; 12,000 FA 40,000 RA AXLE(S), 3.55 RATIO, AL461 SUSPENSION; 203" WHEELBASE, WHITE IN COLOR, STK#81169. -164832



2017 MACK CHU613 HEAVY-HAUL DAYCAB
MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 12,000 FA 46,000 RA AXLE(S), 3.58 RATIO, AL461 SUSPENSION; 213" WHEELBASE, WHITE IN COLOR, RAWHIDE PACKAGE, GRAND TOURING INTERIOR, STK#25910. -164831



2017 MACK CXU613 HIGHWAY TRACTOR
60" MR SLEEPER, MACK ENGINE; MP8, 505 HORSEPOWER, 12 SPD TRANSMISSION; 12/40 AXLE(S), 3.58 RATIO, MAXLITE SUSPENSION; 227" WHEELBASE, RED IN COLOR, STK#76615. -116355



(2) 2017 MACK CXU613 HIGHWAY TRACTORS
70" MR SLEEPER, MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 13,200 FA 46,000 RA AXLE(S), 3.73 RATIO, AL461 SUSPENSION; 203" WHEELBASE, WHITE IN COLOR, STK#80284. -164835



(2) 2017 MACK CXU613 DAYCAB TRACTORS
MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 13,200 FA 46,000 RA AXLE(S), 3.73 RATIO, AL461 SUSPENSION; 203" WHEELBASE, WHITE IN COLOR, STK#80285. -164837



(2) 2017 MACK GU813 MIXER TRUCKS
MACK ENG; MP7, 395 HP 6 SPD TRANS; 20/46 AXLE(S), 4.19 RATIO, HM460 SUSP; 301" WHEELBASE, WHITE IN COLOR, STK#37058. -278348
\$199,000



2016 MACK CXU613 STRAIGHT TRUCK (CAB AND CHASSIS)
MACK ENG; MP8, 6 SPD TRANS; 445 HP, 14.6/40 AXLE(S), 4.11 RATIO, AL461 SUSP; 203" WHEELBASE, WHITE IN COLOR, SPEC'D FOR 15-16' BOX OR DECK, STK#53628. -111803
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2015 MACK GU714 TANK TRUCK
MACK ENG; MP8, 425 HP, 18 SPD TRANS; 20/50 AXLE(S), AIR RIDE SUSP; TRUCK HAS AN ADVANCE ENGINEERING PRODUCTS 22,500 LITRE/ONE COMPARTMENT DIVIDED INTO TWO SECTIONS ALUMINUM TC407 CHASSIS MOUNTED TANK. STOCK #50039 -101662



2016 MACK GU713 SNOW PLOW
MP8-455M ENGINE; 6 SPEED AUTOMATIC ALLISON TRANSMISSION; FXL20 20,000 LB, R S440 44000LB; TENCO SLIDE-IN SANDER WITH REAR DISCHARGE, TENCO PLOW, 15 FOOT MIDLAND GRAVEL BOX. STK#50257 -112681

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2016 MACK GU714
MACK ENG; MP8 - 1760, 505 HP, 18 SPD TRANS; 20,000 LB - 50,000 LB AXLE(S), AIR SUSP; FUEL TANK SPEC, TWO UNITS AVAILABLE. \$149,000 STK#50258. -101986



2017 MACK CXU613 DAYCAB TRACTOR
MACK ENG; MP8, 505" WHEELBASE, WHITE IN COLOR, JUST ARRIVED AND READY TO GO TO WORK! STK#50405 -592023



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2017 MACK CXU613 HIGHWAY TRACTOR
70" MIDRISE SLEEPER, MACK ENG; MP8-505C, 505 HP, 3.36 RATIO, BLACK IN COLOR, STK#50403 -501994



2016 MACK TD713 DAYCAB TRACTOR
MACK ENG; MP10-555M, 555 HP, 18 SPD TRANS; MACK AIR SUSP SUSP; 229" WHEELBASE, WHITE IN COLOR, STK#50263 -156183



2017 MACK CXU613 HIGHWAY TRACTOR
60" MIDRISE SLEEPER, MACK ENG; MP8-505C, 505 HP, 3.40 RATIO, 221" WB, STK#50376. -501913



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MACK ENG; MP7, 405 HP, M-DRIVE, 4.10 RATIO, 253" WHEELBASE, ROLL OFF SPEC, 1 OF 3 UNITS, STK#50373 -501955



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2016 GU813 HD Chassis
MP8-505C Eng., 3.91 Ratio, 213" W/B,
20000 lb F/A, 46000 lb R/A,
Stk: 017910 -194355



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



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



2017 CXU613 Gravel Truck
MP7-345C Eng., mDRIVE, 14600 lb F/A,
40000 lb R/A, 16' NeuStar gravel box,
Stk: 018915 -526108



2013 CHU613 Tank Truck
MP8-415C Eng., 18 Sp., 14600 lb F/A, 46000 lb
R/A, TC406 aluminum 16000L tank,
Stk: 005829 -354182



2017 CXU613 Daycab
MP8-505C Eng., mDRIVE, 12000 lb F/A,
40000 lb R/A, 197" W/B,
Stk: 022978 -532419



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

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

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RAILS, DELUXE CAB INTERIOR, 260"
WHEELBASE. -116397



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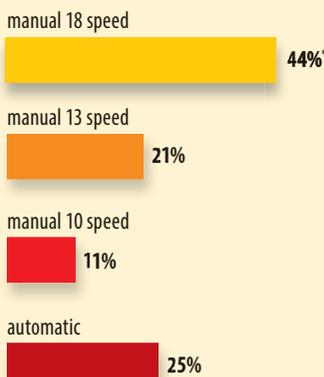
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When purchasing a used truck, one quarter of Canadian FLEETS now look for an automatic?

Type of transmission fleets prefer when purchasing used trucks



*percentage of respondents

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61" SLEEPER, D13 ENG, 500 HP, 13 SPD TRANS; 12/40 AXLE(S), THREE TO CHOOSE FROM! -508250



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2008 PETERBILT 388 HIGHWAY TRACTOR
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2010 KENWORTH T800 HIGHWAY TRACTOR
60" SLEEPER, 485 HP, 18 SPD TRANS; 12/46 AXLE(S). -604609



(32) 2014 FREIGHTLINER CASCADIA HIGHWAY TRACTORS
72" TALL SLEEPER, DD13 AND DD15 ENG; 13 SPD TRANS; 13/40 AXLE(S). -604610



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Used trucks

Continued from page 28

units is one way operators can cut back on idling, and in turn reduce emissions-related downtime. Other spec's that are gaining popularity include automated manual transmissions (AMTs). Auto-shift trucks used to be difficult to sell in the secondary market, but today buyers are requesting them and are even willing to pay a premium.

"Today, we are in the 80% range of highway tractors we sell having the proprietary Mack mDrive," explained Duda. "It has become so acceptable that there's a premium attached to it on the used truck market and in certain applications, if it doesn't have it, people won't

even look at it."

"We see more long-distance drivers wanting automated," Krulicki agreed, adding today's AMTs are even finding acceptance in farm and vocational applications when trucks are repurposed and sold into those segments.

Parrell is seeing it too. He noted about 50% of used truck buyers last year were requesting automated transmissions and the number continues to climb, especially since the Detroit DT12 – launched in 2014 – began surfacing in the secondary market.

As for power and torque requirements, that's an argument that may never go away. Parrell said his cus-



tomers still want the 15-liter big bore engine, namely the Detroit DD15. But Duda said buyers are gaining confidence in Mack's 13-liter engine, which can be rated

from 415-505 hp and is easily able to handle the demands of tridem and Super-B applications grossing up to 64,500 kgs.

"The old-school thought was, there's no replacement for displacement," Duda said. "In fact, yes, there is. It's called technology. People need to look at the half-ton they drove 15 years ago versus what they drive today. I can almost guarantee they were driving a V8 to get 350 hp and today a V6 is getting the same horsepower and torque. It's because technology has improved. The new technology guys who are looking for efficiencies and for the best way to operate and to drop expenses, they don't care about displacement one bit."

Asked what is the biggest mistake truck buyers make when choosing a pre-owned truck, Maxim's Krulicki said it's not buying from a reputable dealer. "It's not buying from a company that's been around for a while," he said. "Companies don't stay in business by doing shoddy sales."

Duda said he continues to see buyers purchase trucks that aren't spec'd properly – and in some cases, aren't even legal – for the jurisdiction in which they'll be operating.

"One of the things that's sticking out in certain applications, is people using a truck in an application it wasn't designed for and also, in a jurisdiction it wasn't designed for," he said. He cited an example of a ready-mix truck bought online from B.C. by a fleet that's operating in Saskatchewan.

"They will buy it and get it home and realize it's not legal to operate here because of the way it has been configured," he warned. "Every single one of the provinces has different laws. Over-the-road highway stuff has lots of continuity between different jurisdictions but some of the more specialized trucks do not."

For Parrell, the biggest mistake a buyer can make is settling for an extremely high-mileage truck and driving away with a truck that's displaying engine fault codes.

"You can run into major problems if you buy a truck and engine lights are on and you don't worry about it. They can be big, big issues if not corrected," he said. **TW**

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Over the Road

Drivers play a major role in reducing fuel usage

The government recognizes that drivers impact fuel efficiency by up to 35%, so why doesn't the CTA?

At the core of any training program for drivers is the need to repeat, repeat, and repeat. That repetition makes practice permanent, not necessarily perfect. So, the need to monitor, assess, and hone training programs is as important as the delivery of those programs to drivers.

The trucking industry fails miserably on both of these counts. The only universally mandated ongoing training Canadian drivers receive is for the Transportation of Dangerous Goods, once every three years. My best guess is that professional drivers in Canada will receive between zero and 40 hours of safety training from their carrier annually. My 18 years of experience tells me most drivers' training time will be closer to zero than to 40.

As someone with a background in the delivery of training programs, I recognize the importance of self-assessment in relation to my own performance. My income, personal safety, and professional reputation are dependent on keeping my skills sharp and my knowledge up to date.

One of the things I do each year is review the SmartDriver for Highway Trucking program made available online by Natural Resources Canada. It's a free program proven to help improve fuel efficiency by up to 35%. Safety and fuel bonuses are a significant part of my financial compensation, so this is important to me.

So, as I was reading my February 2017 issue of *Truck News* and saw the headline 'Budget should focus on low-carbon trucking' by the Canadian Trucking Alliance's (CTA) CEO David Bradley, the question that first sprung up in my mind was in regard to available training dollars and programs for professional drivers. After all, improving fuel efficiency is still largely in the hands of the driver and this is the most direct way to reduce carbon emissions, cut operating costs, increase profits, and keep a carrier competitive.

But no, despite an industry focus on training and recruiting drivers of late, the CTA submission to the federal government stated in its introduction, "The 2017 federal budget can play a significant role assisting and accelerating investment in *equipment and technology* designed to reduce GHG from trucking."

Absent was any mention of the role the driver plays in the trucking industry's ability to meet new emissions standards.

The CTA goes on to say in its submission that, "Carbon reducing programs that target long-haul trucks will generate the most

return on government investment as this sector of the trucking industry consumes the most fuel." The government recognizes that drivers impact fuel efficiency by up to 35%, so why doesn't the CTA?

I care deeply about the plight of other drivers and the health of our industry as a whole. I recognize that a driver's welfare and well-being is tied directly to the success or failure of the carrier he or she works with. The CTA has assumed a mantle of leadership in the trucking industry

by speaking for the over 4,500 companies it represents as a federation of provincial trucking associations. In doing so, it also represents the 400,000 direct jobs in the Canadian trucking industry, 300,000 of which are truck drivers. These are the CTA's own numbers. By focusing on GHG reduction solely through investment in equipment and technology, while ignoring investment in human resources, the CTA is slapping drivers in the face and fueling a growing disregard for carrier associations amongst the rank and file.

Let's not forget that the CTA's own Blue Ribbon Task Force on the Driver Shortage had some strong things to say about how drivers are treated. A minimum standard of entry-level training, recognition as a skilled trade, and mandatory ongoing training/certification were recognized as



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

core values for drivers. This much lauded report was to lead the change in recognizing and treating drivers as skilled professionals.

The CTA should be lobbying the federal government to be partnering in funding these initiatives, not allowing them to gather dust on the shelf. **TW**

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Mark Dalton: Owner-Operator

By Edo van Belkom

Mark had been spending much of the winter driving long-hauls between Toronto and Edmonton. When the weather was bad on the prairies, the drive could be a challenge, but with the weather improving and spring just around the corner, the route could get a little boring. If Bud didn't give him something else in the next few weeks, Mark was going to have to ask for a change of scenery, maybe even some shorter hauls.

But as so often happened in the past, just as Mark was thinking about his future, his phone rang as if it were opportunity herself calling.

Mark glanced at the number but didn't recognize it. "Now who could this be?" he said under his breath as he answered the call. "Hello?"

"Hi. Mark?"

"Yes. Who is this?"

"It's Aunt Mary," said the voice on the other end in a bright, sunny tone. "I hope it's not a bad time to talk."

Aunt Mary, Mark wondered. He hadn't spoken to her in a year, and hadn't seen her for even longer. She wasn't truly an aunt, but she was such a close friend of the family when he was growing up, he just called her by that term of endearment.

"Well, well, Aunt Mary. I haven't heard from you in ages."

"I know. It has been a long time."

Mark remembered her coming over to his parent's house two or three times a week so she and his mother could go out to the movies, or to bingo. He also remembered that she'd often bring home-baked chocolate chip cookies whenever she visited. As a result, he'd always been excited to hear she was on her way over.

"What can I do for you, Aunt Mary?"

"It's funny you say that because I am calling to ask you a favor."

"After so many years I didn't think you called up just to talk."

"No," she said quickly. Then, after a pause. "It's my nephew."

"Oh?"

"Yes. It seems he's gotten into some trouble with the law. I've bailed him out of jail and now I want to do what I can to help him get his life back on track."

"What kind of trouble?" Mark wanted to know.

"Well..." She took a deep breath on the other end of the line. "First he was arrested for possession of marijuana. But I didn't know about

The Mark Dalton Project, Part 1

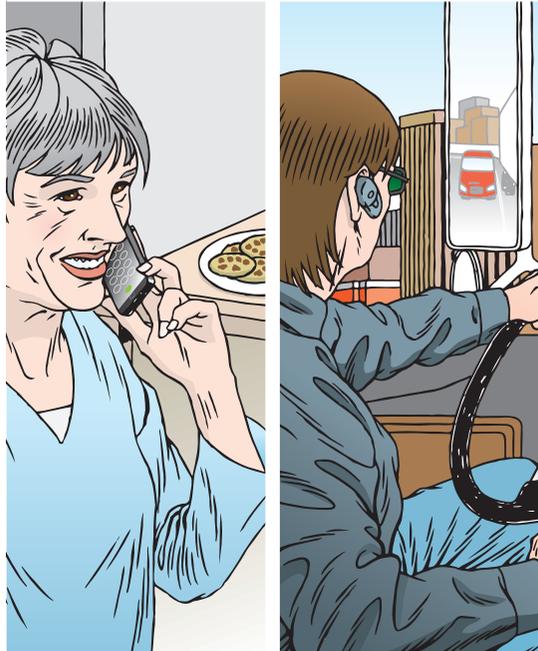


Illustration by Glenn McEvoy

that until he breached his release conditions and was re-arrested for a second time. This time it wasn't just possession. The police say he had enough drugs on him for the purpose of trafficking."

"That's not good."

"No, it's not. It's terrible."

"So how do I fit in?"

"The boy," then a pause. "You know, he's 21 but I still call him a boy. Isn't that funny?"

Mark was silent. None of this was funny when you thought about it.

"Anyway, in the past he's had an interest in driving trucks for a living and I thought if you took him on the road with you and taught him how to drive, it might give him some purpose, maybe some direction in his life. At the very least, it might get him away from some of the people who are a bad influence on his life right now."

Mark let the phone line go silent as he thought over the request. He had trained young drivers before, most notably Bud's nephew, who he'd taken on a cross-country trip that eventually saw the young man become an ice road trucker and an owner-operator in his own right. But Jimmy had been highly motivated to succeed and had already taken driving and other related courses before the two had

ever met. This guy would be a whole different matter altogether. This young man would need coaching and coaxing. There would be a lot of teaching and instruction and Mark would always have to keep a watchful eye on him to ensure that he remained focused on the task at hand. From the sounds of it, Aunt Mary's nephew could be difficult to deal with and fail just as easily as succeed.

"Sounds like a lot of work," Mark said.

"I know it does. It's a heck of an imposition and I hate asking you, but I don't know what else to do."

"Have you talked to him about this? Is this something that *he* wants to do?"

"To be honest, he doesn't really know about this yet. But he really has no choice in the matter. I've just bailed him out of jail, and I'm his surety so he has to do what I tell him, especially when one of the bail conditions says he has to seek and maintain gainful employment."

Mark was still on the fence. "I don't know Aunt Mary, I'm not the type of person to give someone second and third chances. I could take him on, but I don't think I'll be putting up with much bull. The minute he screws up it'll be over."

"I completely understand. In fact, that's what I was hoping you'd say. I plan on telling him that this will be his only chance. If it doesn't work out, I'll remove myself as surety and he'll have to go back to jail."

"I dunno," Mark sighed. "It's a big commitment."

"I know. That's why I didn't want to call you at first, but your mother insisted. She said you love challenges and you'd likely take on my nephew as a *project*. That was the very word she used."

"You called my mom?" It was dirty pool, but he wasn't surprised. After all, he'd learned everything he knew about getting through life by watching the way his mother did it.

"She said I should only mention it to you if you were unsure. She said that you would understand if we were a bit sneaky about it. I don't really get it, but she said it's the way you two get things done all the time."

"She said that, did she?"

"Yes, and that I should offer to make you cookies."

Mark sighed. How could he refuse? "All right, I'll be back in town in two days."

"Great. I'll make sure he's ready." **TW**

Mark Dalton returns next month in Part 2 of The Mark Dalton Project.

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For Utility Trailer, business is rolling

With two new trailers on the road, business is good for Utility Trailer Manufacturing

By Derek Clouthier

CITY OF INDUSTRY, CALIFORNIA

Utility Trailer Manufacturing on Jan. 25 touted a pair of new products the company announced last year that are hitting the road in 2017.

The trailer manufacturer invited the press, including *Truck West*, to City of Industry, Calif. to talk about the 4000D-X Composite TBR and the 4000 AE trailers, as well as discuss its house-made side skirts and provide a business review of 2016 and an outlook of the year to come.

Craig Bennett, senior vice-president of sales and marketing for Utility Trailer, said the new 4000D-X Composite TBR is constructed to withstand abuse when transporting dry freight.

With a testing facility in California, Bennett said the company puts all its trailers through a rigorous test prior to selling the product to its customers, something he said puts Utility Trailer ahead of the pack when it comes to reliability.

"Years ago, people would build trailers and they would design them and put them out and if there were problems they would rely on the customer to say there's a problem, and we don't want that to happen," said Bennett.

The 4000D-X Composite TBR is engineered for heavy hauls that often incur a great deal of abuse during loading and unloading from machinery such as forklifts.

The trailer features a new heavy-duty tall bottom rail (TBR) that is 10 inches taller and 50% thicker at floor level than a standard bottom rail, and eliminates fasteners from the bottom rail. It also has riveted

structural components, which have been raised above the pallet impact, rub and work level, including the wearband, which Bennett said has been reduced from 12 to eight inches tall.

The trailer boasts an upgraded payload from 16,000 to 20,000 lbs, and interior dimensions have been slightly increased, measuring 101.25 inches lining-to-lining, 101 inches wearband-to-wearband and 101.75 inches rail-to-rail.

The newest member of the 4000D-X Composite Series, Bennett said the TBR is lighter-weight than the competition and will have lower maintenance costs and lower total cost of ownership.

"We have dealers now that are saying to us that this is going to be their standard trailer," said Bennett, adding that several fleets are converting from the standard D-X to the new TBR trailer.

Utility Trailer also highlighted its new 4000AE flatbed, a combo trailer made with both steel and aluminum, but made lighter with the use of three- and four-inch aluminum crossbars.

"Nobody had been able to do this before in the flatbed market," said Bennett, claiming the 4000AE actually weighs less than some all-aluminum models. "It's what we're calling the next generation flatbed."

Bennett said changing from steel to aluminum crossbars saves 536 lbs compared to the 4000A base model, and 627 lbs from the 4000A with a coil package.

Due to its need to flex more than dry and reefer vans, Bennett said the use of aluminum crossbars with the newly-implemented three- and four-inch design results in a product better capable to with-



stand that type of stress than steel competitors.

Nine four-inch aluminum crossbars taper at the end to three inches, and are full-width on the eight-inch centerline.

The 4000AE has an all-aluminum floor with a few nail strips proportioned throughout and comes with a standard 47,000-lb coil haul package.

Updated side skirts

"Utility is one of the few trailer companies that design their own side skirts," Bennett said, adding the reason the company originally went in that direction was that skirts made by other manufacturers fell off, and there was a need to develop a product that best suited the trailers Utility was putting on the road.

Side skirt enhancements include a bolted spring-shaped bracket that provides flexibility while maintaining a secure attachment to support the leg wingplate, a bracing system for skirt flex inward and outward, fiberglass reinforced plastic construction with UV protection and a new one-piece design to reduce weight and add durability.

The new skirts weigh approximately 25-30 less than the previ-

ous model.

The company's side skirts will include a warranty package – the Ultra Road Shield Plus – to protect customers against corrosion for up to 10 years.

Much of Utility Trailer's production of side skirts has been driven by the US government's regulations on greenhouse gas (GHG) emissions, and there is a new Environmental Protection Agency (EPA) GHG Phase 2 regulation coming down the pike, which Bennett said will regulate fuel economy from both the tractor and trailer at the same time.

"Last time I checked, a trailer is not a self-propelled vehicle," Bennett said, raising concern that the same formula will not work for every tractor-trailer combination, and the fact that testing was done at 62 mph, when most tractor-trailers combos travel at around 45-50 mph.

Bennett said the company would wait and see what the new Trump administration does with regards to the EPA regulations before making any decisions when it came to side skirts, but added that the company is environmentally conscious. **TW**

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PART II

A DEEPER LOOK
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The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic doesn't mind doing the work himself. He knows what needs to be done, but doesn't have the tools himself to do the job. And at least this way he knows that the job will be done right, and at a good price. After all, how much can his cousin charge him after he did all the work himself?

And as Vic works on his truck, he is able to overhear his cousin talk to other customers who came in to get their trucks serviced.

"Your truck needs brakes, alignment, tires, and a tune-up, and the clutch and transmission also need work."



"Glad you approve," Vic replies.

Later that morning, work begins on Vic's truck.

"Maybe you want to help my man work on your

truck. It'll go more quickly and you can be sure the job's done right." Vic agrees and is more than happy to assist. But while at first Vic is mainly watching the work done on his truck, he is soon helping out with some of the heavier tasks associated with the job. But then, 30 minutes after the mechanic said he was going to take a ten-minute smoke break, Vic winds up doing the work on his truck all by himself.

Is it possible, Vic wonders, that this driver's truck needs the exact same repairs as his?

"I didn't think the clutch and transmission needed any service."

And then the driver is told that the last two items could wait a while, but the others had to be fixed right away.

What are the chances? wonders Vic.

But then another driver comes into the shop and is told the exact same things need to be addressed, including the clutch and transmission. But this time, instead of questioning the need for repairs, the driver simply says, "Fine, fix it!"

Vic can't help but wonder if every truck that comes in needs clutch and transmission work. Even if only one in every ten drivers agree to the repairs, the cost of the work would ensure the garage's profitability. Four or five repair jobs like that per month – regardless of whether or not the work is really necessary – would make someone very rich in no time.

The next day, Vic finishes the brake job on his own, a mobile truck tire repairman replaced the two front tires and then the rig was sent out to another shop to have its alignment set. In the afternoon when the truck comes back, Vic seeks out his cousin to settle his bill and leave.

In the office again, Vic is presented the bill for the work done on his truck and when he sees the amount on the bottom line, he nearly fell out of his chair. "What is this?" he asks.

"What else? It's a bill for the work done on your truck."

"And this," Vic points to a spot on the bill. "I've had new tires installed by mobile trucks before and this is almost twice as much as it should be."

"He came on short notice."

"They always come on short notice. That's how their service works."

His cousin shrugged.

"Let me see the invoices the tire man and alignment shop gave you for my truck."

"I don't have them."

"How can you charge me for labor, when I did all the work on the truck myself?"

"But you used our tools, and your truck took up space in our shop while you were doing the repairs."

"Why not?" "They haven't sent them yet."



"Then how can you know how much to charge me?"

"It's standard pricing."

"Then let me see someone else's invoice."

"I don't have any, it's all on the computer."

"Don't tell me..." Vic says. "Your computer's down right now."

"How did you know?"

Vic takes a deep breath, then thought about the way this man did business. It was an old fashioned way from another place and time. But if that's the way he wanted to do business, Vic knew how to play the game. "I'm going to give you half of this bill in cash, and that's it. Nothing more."



Vic pays the man, not happy about his experience and not proud that a family member was trying to take advantage of everyone who came through his shop, even family.

"Thank you cousin. And make sure to tell your friends all about my shop."

"I will," Vic says, waving goodbye. Then under his breath, "I'll tell them to stay away."

Illustration by Glenn McEvoy



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Life can throw some curveballs

At age 24, taking over his father's business was an unexpected challenge

By Derek Clouthier

WINNIPEG, MANITOBA

Thrust to the helm of his father's trucking company at the fledgling age of 24, Jason Dubois had to manage a burgeoning business while at the same time coping with the unexpected loss of his dad.

Len Dubois acquired his own running rights in 1986, hauling dry van freight for what is now Norampac Inc. and soon after launched his own company, Len Dubois Trucking.

But in 1998, just as his son Jason had become an owner-operator, Len passed away unexpectedly, and instead of learning the business gradually, Jason found himself running a company of 10 trucks, a dispatcher, mechanic, and bookkeeper.

"I was tossed into the deep end and forced to keep my head above water," Jason said. "I learned a lot, both through my successes and my failures."

Jason said he has been around trucks from the age of 12, going in on weekends and helping his father wash and grease trucks, even drive them around the yard.

Graduating from high school at the age of 18, Jason immediately acquired his Class 1 licence and drove for about four years before becoming an owner-operator.

"So I knew the trucking side," Jason said of his impending shift to spearhead Len Dubois Trucking. "I didn't know the business side. I really relied on the people around us, like the dispatcher, the bookkeeper, and a few key people who really helped me."

One of the key pieces of advice Jason remembers receiving during that transition time was to avoid making any rash decisions.

"If you can't tell somebody, 'Give me 10 minutes or a day think about it,' then don't make that call, and that really resonated with me, so I kind of used that over the years."

Jason admits it was a very trying time when his father passed, as they had just purchased the terminal building where the company is currently located, which was more than they needed at the time.

"There was a lot of risk when my dad bought it, and then he passed away basically six months later," Jason said. "There was some concern there that we might not make it through, but you just have to work hard every day."



Jason Dubois and his wife Janet may have had to take over the family business earlier than they thought, but they have made it work nevertheless.

And that hard work has certainly paid off.

Today, the company operates a fleet of more than 55 power units with both company drivers and owner-operators, with more than 110 trailers, including dry van, heated, open deck and curtain-side trailers servicing all of North America.

In 2011, Dubois Global Logistics was also created to better serve its customers by expanding its service offerings to include dedicated logistics, intermodal, ocean, and air transportation services.

All of this success has led to the company exceeding the facility it once had room to stretch and grow, and plans to accommodate that growth are underway.

"We will continue to strive for profitable growth at a steady pace," Jason said. "And we will continue to focus on what we do best – offer

quality service for our customers and develop nurtured relationships with our clients and staff."

But like many western Canadian companies, 2016 proved to be a challenging year for Len Dubois Trucking, particularly with the impact of the dollar on rates, the cost of equipment, and freight volumes.

"Our dispatchers worked very hard to keep the same level of utilization we have seen over the last couple of years," Jason said. "Our

drivers had to continue to provide great, professional, on-time service to make sure our customers did not have a reason to look elsewhere."

Despite the cost of a truck increasing by about \$30,000, the company continued to upgrade its equipment, invest in software and technology, both in its office and trucks, which Jason said helped drive efficiency and reduce costs.

The current year brings with it increased optimism for Jason, from a business perspective.

"We have nurtured and continue to grow relationships with our customers and have amassed a great group of people that are passionate and care about their jobs both in the office and in the trucks," he said. "We will begin to see some of the efficiencies we have put into place translate into cost savings for us and our customers."

The company is also on top of

the US's electronic logging device (ELD) mandate, and Canada's impending effort to follow suit, with every vehicle fully upgraded and a focus on training staff leading up to implementation.

Jason's outlook is not as rosy for the industry as a whole.

"We are going to have a tough year ahead," he said. "The continued sluggish economy combined with the added costs of a carbon tax and the costs involved with preparing for the ELD mandate are going to take a toll on many companies."

Being part of its community is another effort that tops the list for Len Dubois Trucking.

The company support an array of events and charities in and around Winnipeg, including the World's Largest Truck Convoy, Ride for Dad, STARS Rescue on the Island the Winnipeg Children's Museum, the Santa Claus Parade, as well as sponsoring a handful of youth hockey teams and tournaments, to name a few.

"Not all of our drivers live in Winnipeg, and their commitments stretch beyond the perimeter into the rural areas of the province," Jason said. "A trucker's home time is limited, and to see them out there, working to better their community or raise funds for their preferred charity, is pretty amazing."

It's safe to say that Len Dubois would be proud of the company he created and his son has continued to nurture.

"It's been 19 years since my father passed away," Jason said, "and we've grown a lot since then and continue to grow every year." **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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