



TRUCKWEST

WESTERN CANADA'S TRUCKING NEWSPAPER SINCE 1989

APRIL 2018 VOLUME 29, ISSUE 3

WWW.TRUCKWEST.CA



Following a brief dry period, the Manitoba government will offer funding for driver training to those with an offer of employment.

Aspiring drivers rejoice

Manitoba government offers full driver training funding for those with offers of employment

By Derek Clouthier

WINNIPEG, MANITOBA

Manitobans looking to receive funding for a Class 1 driver training course are in luck.

It wasn't long ago that Manitoba provided no clear funding path for aspiring truck drivers, but the province has done a complete 180 to help get more qualified drivers behind the wheel.

Under the new program, any Manitoban who has a document stating an offer of employment from a "certifying partner" carrier is eligible for full funding through the Manitoba government's education department for a Class 1 driver training course from an accredited school.

Terry Shaw, executive director of the Manitoba Trucking Association (MTA), said previous government funding models were not nearly as effective and were financially wasteful.

"What the government did previously, is people said 'I want to be truck driver,' so they trained them to be a truck driver, and the stats indicated that 40% of these people never got a job as a truck driver," said Shaw. "Why? Because they weren't employable as a truck driver."

Various reasons, such as being a single parent looking to be home every night, an inability to cross the border, or a tarnished driver's abstract, would prevent companies from hiring many of these Class 1 drivers.

"We saw a lot of people saying they wanted to be truck drivers who never really had any chance of being a driver," said Shaw, "so the government invested previously in training people who never ended up being employed."

This muddled the water of the Class 1 driver pool, as they were technically able to work, but were not economically viable as drivers to carriers.

"This program provides a clearer path to employment for the employer and employee," said Shaw, "because they'll know before they invest a lot of time training to be a truck driver whether or not anybody will actually consider employing them."

Manitoba has been a long-time supporter of Ontario's mandatory entry level training (MELT) program, but has had to deal with its own unique hurdles in the past when it came to driver training.

Shaw said unlike any other province, Manitoba faced a unique challenge in that its apprenticeship program, that supports trade professions, is publically funded.

Continued on page 8

Eyeing the future, remembering the past

AMTA celebrates its 80th anniversary during annual Leadership Conference

By Derek Clouthier

EDMONTON, ALBERTA

With the Alberta Motor Transport Association (AMTA) celebrating its 80th anniversary at its Leadership Conference and AGM this year, *Truck West* takes a look at the association's history, one that stretches back to a time when trucking was in its infancy.

History tells us that the first truck manufactured in Canada was by the Canadian Motor Syndicate in 1898. The start of the Alberta trucking industry occurred in the 1920s, with 4,362 trucks registered in the province by 1926.

In the U.S., Winton Motor Carriage Company also came up with the concept of the truck trailer in 1898. In the early 1900s during the First World War, the use of semi-trucks took off south of the border with the U.S. military using them to move supplies. By 1920, millions of trucks had hit North American roadways.

Continued on page 41

Careers: 24-29
Ad Index: 45



Engineered with the help of the
top consultants in the business.
Our customers.



Daimler Truck Financial

Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks dealer nearest you, call 1-800-FTL-HELP. FTL/MC-A-1454. Specifications are subject to change without notice. Copyright © 2018 Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company.



Run SmartSM



Why do we look to you, our customers, for inspiration? Simple. We only succeed if you succeed. You asked for the new Cascadia® to be equipped with an easy-to-remove bumper for quicker maintenance. We made it happen. You asked for a better way to access electrical components. We gave you eVault. You challenged us to boost fuel economy, even though we already are a leader in the industry. We improved it by up to 8%*. When it comes to knowing what your business needs to succeed, there's no better expert than you.

freightliner.com/new-cascadia

*Compared to previous Cascadia model with similar specifications.

Shipper savvy

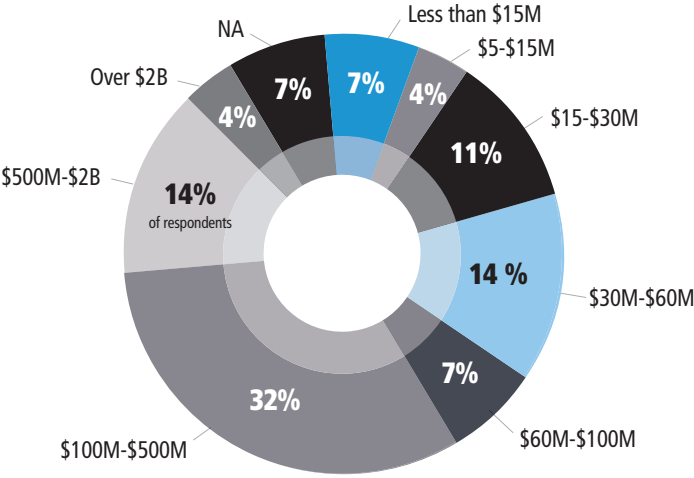
How well do you know your customers?

Western Canada shippers are a diverse bunch. Our annual Transportation Buying Trends survey provides a lens on their makeup and transportation spending habits. About a quarter can be considered small companies with annual revenues under \$30M. But half have annual revenues of more than \$100M. With Canada being such a geographically large country and also greatly focused on exports, it's no surprise that logistics budgets tend to the high side. Almost a third of Western Canada shippers are spending more than \$20M annually on logistics with the majority of that spent on transportation. For-hire truckload attracts the majority of that spend with 46% of shippers responding to our survey reporting they spend over \$1M annually on their TL transportation requirements.

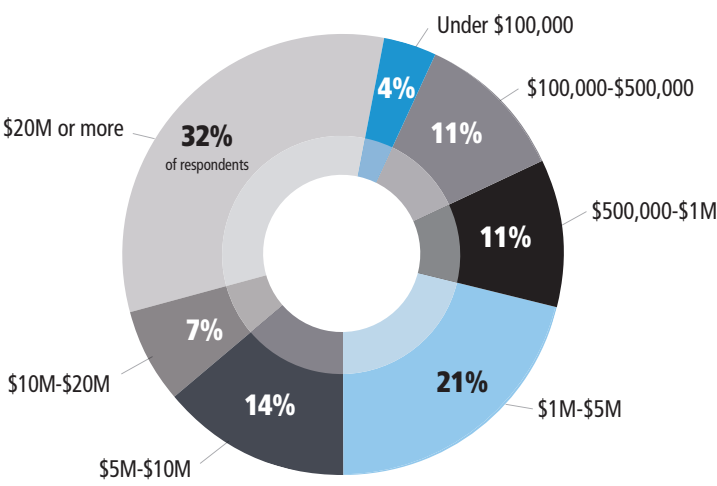


Follow Lou on Twitter @LouSmyrlis.

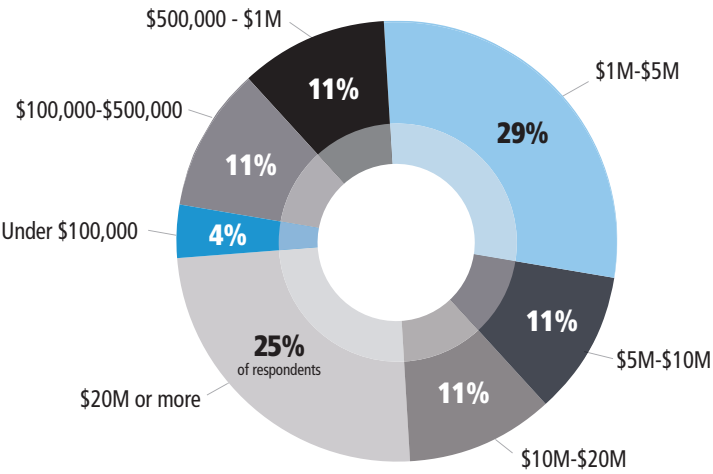
Western Canada shippers estimated annual revenues



Western Canada shippers annual logistics budget



Western Canada shippers annual transportation budget



Western Canada shippers spending over \$1M annually on transportation by mode

Rail	25% of respondents
Truckload	46%
LTL	15%
Courier	11%
Marine	24%
Air Cargo	13%
Intermodal	8%

#DeloDrives

PERFORMANCE

Introducing the Next Generation of Heavy Duty Diesel Engine Oil

Delo® 400 with ISOSYN® Advanced Technology





Up to 35% Better Oxidation Control*



Up to 68% Better Wear Protection*



Up to 46% Better Piston Deposit Control*



Up to 60% Better Component Durability*

ChevronDelo.com

*As compared to previous generation HDMO product test limits.

Delo

Let's go further.

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

4 Truck West • April 2018

TRUCKWEST

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

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

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

A. (Tony) Hohenadel
Publisher - truckandtrailer.ca
416-614-5800
tony@newcom.ca

EDITORIAL
Derek Clouthier
Editor
403-969-1506
derek@newcom.ca

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

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

DESIGN AND PRODUCTION
Carolyn Brimer, Beverley Richards,
Michael Chimienti, Tim Norton

ACCOUNT MANAGERS
Delon Rashid
Western Accounts Manager
403-713-1054
delon@newcom.ca

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

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

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

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

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

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

Truck West is published monthly by
Newcom Media Inc.

NEWCOM

Chairman & Founder:
Jim Glionna
President
Joe Glionna
Vice - President
Melissa Summerfield
Director of Circulation
Pat Glionna

Subscription Inquiries
Lilianna Kantor
Phone: 416-614-5815
Fax: 416-614-8861
Email: lily@newcom.ca

RETURN UNDELIVERABLE CANADIAN ADDRESSES
TO: CIRCULATION DEPARTMENT, TRUCK NEWS
451 ATTWELL DR., TORONTO, ON M9W 5C4
PUBLICATIONS MAIL AGREEMENT NO. 40063170
CUSTOMER NO. 4006214

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



Funded by the
Government
of Canada



7 Editorial
The link between healthy drivers and
a healthy bottom line.

8 Cover story
Manitoba government approves
funding for Class 1 driver training.

13 Letters
Canadian ELD mandate needed;
quality drivers can be hard to find.

16 Sandy Johnson
GPS data collects a ton of
information, so use it.

17 Scott Taylor
Tried and true tactics to lowering
how much tax you owe.

18 Roger McKnight
Canada's oil subsidies costing Canadian
economy \$43 million per day.

19 Mark Lee
Today's truck repairs can be frustrating
for owner-operators and small fleets.

27 Cross-border
Hino and International unveil new trucks
at Work Truck Show.

28 Cross-border
Omnitracs talks Canadian ELD mandate
and its efforts north of the border.

30 Marketplace
Alternative fuels abundant, but none
more hyped than electric.

41 Cover story
AMTA marks its 80th anniversary at
this year's Leadership Conference.

45 In-brief
Tremcar West has new management
team; Matco expands in Edmonton.

Contents

BRITISH COLUMBIA

Page 11 Truxpo registration
opens; three western Canadians
named to Kenworth council.

Page 15 Motor vehicle
incidents main culprit in
workplace deaths in B.C.

Page 25 Abbotsford resident
starts petition calling out illegal
truck parking.

SASKATCHEWAN

Page 20-21 Saskatchewan's
new leader, STA remain firm on
carbon tax stance.

MANITOBA

Page 29 CentrePort Canada
encourages port companies to
hire Indigenous workers.



In Every Issue

42 Mark Dalton in...
The Chain's in Command.

44 Newland Transport

46 Last Word:
Looking for the right kind
of drivers.

More with Less.

Volvo D13 with Turbo Compounding

JOIN US!
TRUCK WORLD

BOOTH
#1047



The new Volvo VNL featuring the D13 with Turbo Compounding gives you greater fuel efficiency and increased performance for your application. Using Turbo Compounding, the VNL recovers an additional 50hp to get up to a 7.5% increase in fuel efficiency.

Learn more at D13TC.volvotrucks.ca

THE NEW VOLVO VNL

Volvo Trucks. Driving Progress



Derek’s deliberation

Spring into action and get your body moving

Spring is in the air! Well, hopefully it is by the time you read this column. And with warmer weather and longer, sunny days comes the urge to get outside and be more active, and I want to encourage drivers out there to do the same.

For most of us, winter sucks. Just getting out of your truck and walking across a parking lot to get some food is a sloppy, cold, wet aggravation. But there is no excuse for not getting outside in spring and summer and being more active. It will make you more alert, help you maintain good health, and overall make you a happier person.

Next month, you will see a new column in *Truck West*, one that will dive deeper into the health issues drivers face and what they can do to help remedy that through fitness and diet.

We have written about this tragic consequence of being a truck driver many times – and I’m not exaggerating, it is a tragedy that the industry and those in its most vital position have to deal with.

A survey done by HireRight in 2016 revealed the impact poor driver health was having on the industry. Of the survey’s respondents, 45% said they do not offer any kind of wellness program to their employees. In my opinion, this shows either a lack in understanding of the repercussions of



not encouraging a healthy lifestyle, and what that can mean to your business. Or worse, it shows the company does not care.

Poor employee health means higher turnover, increased human resources costs, and higher health premiums.

The survey also found that 41% of truck drivers were leaving the industry so they could spend more time at home.

This is not just a driver issue in 2018. So many of us sit while performing our jobs for long periods of time, whether it be at a computer, a reception desk, or behind the wheel of a commercial vehicle. This is just what the world of technology and automation demands.

To attract the new generation, we unfortunately cannot all be like Google and offer a full fitness facility, nap pods, and healthy food choices at a complimentary café.

What we can do – particularly in the age of the ELD, which more effectively limits the number of hours a driver can legally be on the road – is ensure drivers are provided with not only health benefits, but also assistance with gym memberships and incentives to stay fit; maybe a company-wide initiative where employees take part in a fitness challenge that recognizes those who participate; how about a driver challenge that provides a bonus to the one who can get in the most steps, do the most pushups, jumping jacks, burpees, or anything else that gets them moving?

It doesn’t take a rocket scientist to establish a company wellness

program. The challenge is that there is not a bottom line revenue stream that can be clearly identified to show owners and management that it is financially-beneficial to do so. If managers could pick up a financial report and see that their wellness program saved or earned the company X amount of dollars last year, they would be more apt to support one.

I guarantee you three benefits to encouraging health and wellness with your drivers and other employees: you will save money in the long run, see less turnover, and at the very least, you will be showing you care about those who work at your company. **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](https://twitter.com/DerekClouthier).

Mark Your Calendar!

**TRUCK
WORLD**

APRIL 19-21, 2018

International Centre, Mississauga, Ontario, Canada

Use VIP code TW44 to get your FREE PASS.
Register today at www.truckworld.ca.



APRIL 18, 2018

International Centre
Mississauga, Ontario, Canada

www.trucksummit.ca



OCTOBER 10, 2018

International Centre
Mississauga, Ontario, Canada
surfacetransportationsummit.com



APRIL 11-13, 2019

Place Bonaventure
Montréal, Quebec, Canada
www.expocam.ca



OCTOBER 28-31, 2019

Georgia World Congress Center,
Atlanta, Georgia, USA
www.nacvshow.com

Driver training

Continued from page 1

Those looking for work were given the choice of paying \$200 to become a carpenter or welder, but were forced to fork over around \$9,000 for a driver training course, as it was not recognized as an apprentice trade.

“For years we have been trying to get truck driving, nationally and provincially in every province, recognized as a trade in some fashion and get some sort of certification,” said Shaw, adding that under the apprenticeship program, funding applicants had to work in the trade prior to receiving funding, something truck drivers simply cannot do.

“You can’t get a job as a truck driver, work as a truck driver, then train as a truck driver, and then get licensed as a truck driver. It’s not legal let alone sensible.

“We said that we’re already seeing enough competition and now you’re providing us with an even more un-level playing field by picking and choosing winners when it comes to trades training,” Shaw said, a sentiment the government agreed with.

Funding to those with an offer of employment is now available through the province for the 240-hour Class 1 training course to the National Occupational Standard.

“Before it was only open to low income (applicants),” said Shaw. “We’re happy to try and help those people but if someone is a bus driver and

is retired and they want to come and drive a truck now, that shouldn’t limit them.”

The MTA does offer information on which carriers are hiring anyone looking to get behind the wheel and pursue employment and the new provincial funding.

Though the association is not receiving any portion of the funding, they are more than willing to lend that helping hand.

“We help them have a legitimate understanding of what it is they’re going to be doing,” said Shaw. “Not that we want people to shy away, we want people to come in informed so they’re not wasting their time or the employer’s.”

The provincial government will review the program during its budget talks in April 2019, but with

no cap on the funding, the MTA is not concerned the money will run out.

“As long as industry comes to the table, takes advantage, and provides on-the-job training opportunities, I see no reason why the government wouldn’t want to continue invest-

“As long as industry comes to the table, takes advantage, and provides on-the-job training opportunities, I see no reason why the government wouldn’t want to continue investing in the training.”

– Terry Shaw, MTA

ing in the training,” said Shaw.

Companies that participate in the program, successfully train on the job, and employ for six to 12 months (depending on the company’s size) are also eligible to receive funding through the new program – \$3,000 per driver for 12 consecutive months of employment.

“Not only do we get better funded candidates as funded by the government, we get rewarded for employing them successfully for 12 months in a row,” said Shaw. “It’s money we get paid for doing our job.” TW



Over 160 new and used trucks in stock. We have what you need!

The T880



One of the most proven & versatile work trucks ever conceived.

- Up to 76" Sleeper
- Cummins or PACCAR Engines (405-605 hp)
- 1450 - 2050 Torque
- Eaton manual or auto transmission
- 12-20,000lb front axle
- Tandem & Tridem rear axles
- VIP Interior
- NAV + HD
- Remote diagnostics

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

- Burnaby • Campbell River • Chilliwack (Parts Only) • Cranbrook • Dawson Creek (Parts Only) • Fort St. John • Kamloops • Kelowna • Langley • Nanaimo • Penticton • Prince George • Quesnel • Terrace • Vernon • Whitehorse • Williams Lake •

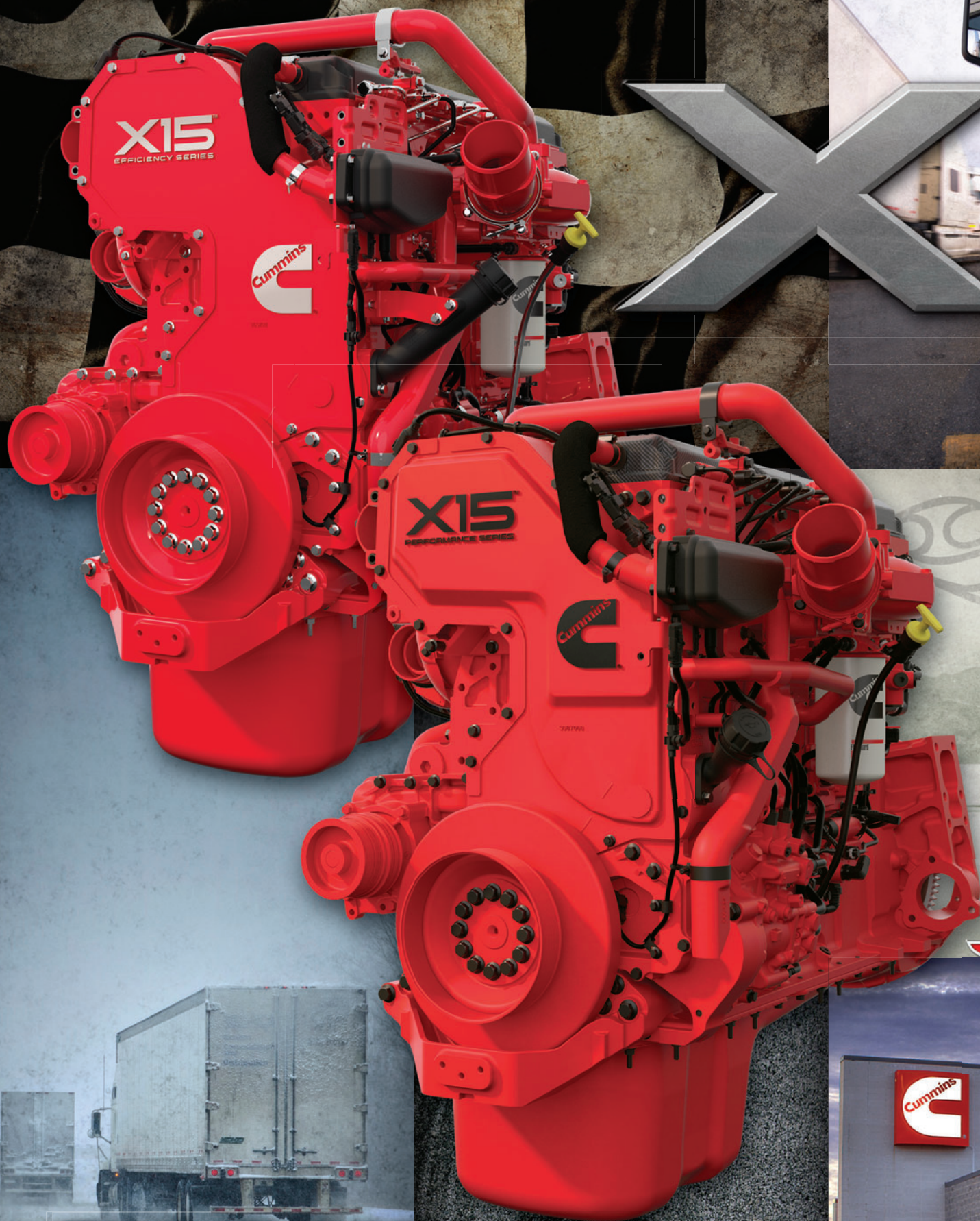
INLAND-GROUP.COM

Have an opinion?

We’d like to hear it.

Please send letters to the editor to derek@newcom.ca. Letters should not exceed 200 words and are subject to editing for length and style.





TWO ENGINES. ZERO COMPROMISES.



Cummins is reinventing the heavy-duty engine category with two unique X15™ engines. The X15 Efficiency Series has the highest compression ratio in the industry, for unmatched fuel efficiency and responsiveness, delivering up to 1850 lb-ft of torque starting at 1000 rpm. The X15 Performance Series delivers unprecedented power, with up to 605 hp and 2050 lb-ft peak torque. Plus, every X15 engine comes with over-the-air calibration capability, a Single Module™ aftertreatment system, the most powerful engine brake in the industry and extended service intervals, for maximum uptime. Two X15 engines. Zero compromises. Learn more at cumminsengines.com.



*BUILT TO HANDLE STRESS.
SO YOU DON'T HAVE TO.*



The new on/off-road BFGoodrich® CROSS CONTROL® tire lineup gives you proven traction and durability—guaranteed—for the tough jobs. It's designed with a 75% wider protector ply than a leading competitor¹ to help protect from penetrations and road hazards. It comes with groove bottom protectors to help reduce stone drilling and its serrated shoulder cuts through soft soil, mud, and snow like a chainsaw.



CROSS CONTROL® S



CROSS CONTROL® D

bfgoodrichtrucktires.com

¹ Protector ply width compared to the Yokohama® LY053 in size 11R24.5 LRH. Actual results may vary.
© 2018 MNA(C)I. All rights reserved. (C15898 - 03/18).

BFGoodrich
Tires

Four Canadians named to Kenworth Parts Council for 2018

KIRKLAND, WASHINGTON

Kenworth Truck Company has named four Canadians to its 2018 Parts Council, three coming from Western Canada.

Jo Frost of Edmonton Kenworth out of Leduc, Alta. will act as chairwoman of the council, Boyd McConnachie of Inland Kenworth in Burnaby, B.C. will be the Kenworth Dealer Council representative, and Clayton Zuchotzki of GreatWest Kenworth in Calgary, Alta. and Samuel Letendre of Kenworth Maska in La Presentation, Que. will be members of the council.



Leading parts directors and managers from Kenworth dealerships in Canada and the U.S., the council focuses on enhancing parts quality and customer support for truck operators and fleets.

Remaining Parts Council members include: Cory Anderson, MHC Kenworth, Leawood, Kan.; Eric Bontrager, Wisconsin Kenworth, Windsor, Wis.; Lisa Nichols, Kenworth of Columbus, Hilliard, Ohio; Jeremy Thompson, Kenworth Northwest, SeaTac, Wash.; and Jeff Weaver, Truckworx Kenworth, Birmingham, Ala. **TW**

OIL CHANGES MADE EASY.



**OIL
DRAIN[®]
VALVE**
THE NO PAIN DRAIN[™]



**LIFETIME
WARRANTY**



**OPTIONAL
DUST CAP**

Toll Free 877-508-3900
www.ezoildrain.ca
sales@ezoildrain.ca

Registration for Truxpo now open



Truxpo 2018 will take place from May 11-12 at the Tradex Centre in Abbotsford, B.C.

ABBOTSFORD, BRITISH COLUMBIA

Western Canadian trucking show Truxpo is back in 2018 and is promising to offer expanded features for those attending the biennial event.

“This year really will be bigger and better than ever for Truxpo,” said national show manager with Master Promotions Mark Cusack. “Major industry players including Kenworth, International, Volvo, Peterbilt, and Mack Trucks are confirmed to be joining us, and booth space is quickly selling out. Momentum continues to grow.”

This year, Truxpo will offer a half-day conference program covering industry issues for executives; a Recruiting Here feature for those looking for talent; Indigenous Works, focusing on the partnership to bring more employment opportunities for First Nations workers; an executive tour providing facetime between exhibitors and high level industry executives; Salute to Women Behind the Wheel, celebrating women in trucking; and a driver and family day.

The show will take place at the Tradex Centre in Abbotsford, B.C. May 11-12. Online registration is now open at www.secure.master-promotions.ca/Truxpo2018. **TW**

Visit
us at

TRUCK WORLD

BOOTH
2476

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

coast to coast



**trailer
wizards**
Local Service... Nationwide

*The most trailers.
The most locations.
Ready to go when you are!*

1 855 327 9757
trailerwizards.com



MANY ONLY SEE ONE SIDE OF TRUCKING

A massive, loud machine. The rough exterior.
The stereotypes. The assumptions.

LET'S SHOW THEM THE OTHER

Let's show them an industry that works day
and night to deliver groceries for shelves,
toys for children, products for homes.

Let's show the proud dad who carries
on a hardworking trucking heritage.

Let's show the dedication, the community
involvement, and the care.

Let's show them the other side of the story.
Learn more at shell.ca/rotella.



Shell
ROTELLA

The Engine Oil That Works As Hard As You.



AVAILABLE AT:



ELDs needed to help bring up freight rates

Dear editor:

I just read your article regarding e-logs in trucks. As Bushell, we at Preferred Carriers started installing e-logs as early as 2015. Our fleet was fully compliant by mid-2017. We embrace these and yes, we agree they should be law in Canada.

What we are finding is that drivers need to manage their time and if they do that, they can be just as productive as they were before. Our company trucks are actually doing better miles in a month than with the paper logs. What this law does is get rid of the carriers and drivers that don't want to run legal and haul at reduced freight rates, which has been a real problem in our industry.

E-logs have caused a truck shortage due to the "cowboys" getting off the road, or just running in Canada where they can still run two paper log books.

Lack of quality drivers causing concern

Dear editor:

As we all know, there are lots of drivers, but do you want a quality driver or just someone who can drive?

When a company's safety image depends on the driver operating the equipment, who they choose to hire will be impacted. So a leading factor is the revenue generated by each unit.

With this in mind, the limited amount of loads out there is not matched by the amount of power available. For example, if there are 10,000 loads per month but only 9,500 trucks that could possibly move those loads, it means there is a tractive short fall. This is because there are not enough drivers out there.

Carriers then will choose which loads they'll move, leaving some shippers missing out on getting their loads delivered. The obvious choice for carriers is that they can then say if you want your shipment delivered the rate will increase, allowing carriers to increase rates to drivers, thus attracting better drivers.

At the moment, it's a driver's market out there. If you have a clean abstract plus plenty of experience, then you can go where the money is. Carriers are now going to have to think differently as opposed to saying "it's the way we've always done it."

I know of a couple of carriers that have reduced their fleet due to a lack of drivers, and now they only take the more profitable loads. This critical situation will only get worse as older drivers retire.

Keith Revell

With ELDs, we can get our freight rates up where they need to be in order to be profitable.

The other feature is being able to see the driver's hours and available hours coming back before planning a load, thereby making it easier to manage our business and be able to stay compliant.

We agree with both Accord Transport and Bushell Transport that the ELD mandate cannot come to Canada fast enough and we should all get on board and lobby our federal government to get it done.

Ray Fennig, president,
Preferred Carriers

Freight Factoring

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

plus

Fuel Discount Cards



join us at
TRUCK WORLD
booth #1303



ACCUTRAC CAPITAL

AccutracCapital.com
855 838-7575

CLEANING POWER THAT PACKS A PUNCH



Introducing **IDX⁴**, a new superior detergent package that offers the most powerful injector cleaning in the industry. **IDX⁴** technology is guaranteed to both clean the toughest deposits from your injectors and keep them clean. Combating today's HPCR System issues, Meaner Power Kleaner also safely eliminates water and increases lubricity. For the best year round performance you need the toughest product available, Meaner Power Kleaner with new **IDX⁴**.




FREE

Howes Tire Thumper & Flashlight
when you purchase 3 bottles of Howes Meaner Power Kleaner
Visit www.howeslube.com or call 1-800 GET HOWES
Offer ends: 9/30/18, available while supplies last.

Howes Lubricator
Professional Grade Performance Since 1920

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



Everything Trucking

NEW TRUCKS. NEW GEAR. NEW JOBS.

Be part of it.

TRUCK WORLD

APRIL 19-21 2018

INTERNATIONAL CENTRE
MISSISSAUGA, ON

Use VIP code TW44 to get your FREE PASS.
Register today at www.truckworld.ca.

- 500+ exhibitors – including new and international exhibitors
- More to see! Now even bigger and better!
- New trucks and gear in the New Product Showcase
- Over 75+ companies hiring now



www.truckworld.ca

Show
Sponsor:



Endorsed by:



Produced by:



Official Media:



**BRITISH
COLUMBIA**

**Trucking
contributes
to 14% of all
work-related
crash claims:
WorkSafeBC**

RICHMOND, BRITISH COLUMBIA

Motor vehicle incidents (MVI) are the leading cause of traumatic work-place deaths in British Columbia, according to WorkSafeBC.

The agency says work-related MVIs account for one-third of all work-related traumatic deaths in the province.

In an average year that means 21 workers are killed while driving on the job, and another 1,339 are required to miss work due to an MVI-related injury.

From 2012 to 2016 the transportation and warehousing sector had 34% of crashes overall, with work-place related injury claims from the trucking industry accounting for 14% of all MVI claims.

“When workers are injured in a motor vehicle crash, they are typically more severely injured and off work longer than workers injured at work in other ways.”

— Mark Ordeman, WorkSafeBC


When combined with the service sector and the construction industry, these claims made up 75% of all MVI-related workplace injury claims.

Injury claims may have a longer-term impact on fleets, says Mark Ordeman, WorkSafeBC’s acting manager of industry and labour services for transportation and occupational road safety.

“When workers are injured in a motor vehicle crash, they are typically more severely injured and off work longer than workers injured at work in other ways. Taking steps to reduce the risks to your drivers will help you keep your workers safer, your costs down and your vehicles [and] trucks on the road,” he said.

WorkSafeBC and its partners are aiming to change those statistics through educational events like Road Safety at Work Week, which was held March 5 - 9.

Organizations or teams were encouraged to participate in activities for the week, and were eligible to win a prize of \$250. A certificate of participation was issued to every team that registered online and reported their activities. **TW**



What's the most rewarding career decision you'll ever make?

Earning the **CCLP®** designation is easily the single best thing you can do to boost your career prospects. It can set you up for better pay, more advancement opportunities, and a range of management pathways and options across the sector. Plus, you'll develop and demonstrate cross-functional capabilities that can deliver better business results—and more personal job protection. **Depending on your background, your CCLP designation might be only 5 courses away. Call or click to find out if you qualify for advanced standing. Or just get started.**

www.citt.ca • 416.363.5696

©CCLP (CITT-Certified Logistics Professional) is a registered trademark of CITT

Spring Courses
Start May 7

CITT-Certified
Logistics Professional
CCLP®
Designation

CITT
Your best choice for
complete career-long
learning & certification
in supply chain logistics



**Pre - Condition
Your
Engine !**

CRITICAL PREHEATING FROM EBERSPAECHER

Don't let winter conditions keep you off the road. Trust Eberspaecher heaters to keep you warm and keep your engine running smoothly. Eberspaecher's Hydronic S3 coolant heater offers engine and cab pre-heating while the Airtronic D2 forced air heater warms the cab instantly.

- reduce fuel cost,
- reduce emissions & engine wear
- reliable starts
- engine off, instant heat & defrost
- 17,500 BTu/hr (Hydronic)
- 7,500 BTu/hr (Airtronic)
- increased comfort

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



A WORLD OF COMFORT

Eberspächer

www.eberspaecher-na.com   

The zucchini of trucking

Spring can't come too soon, especially if you're a gardener. My dad, who was an old farmer, couldn't wait to get out and start scratching at the topsoil as soon as the snow melted.

The planting, the weeding, the watering... It was all easy fun until the zucchini ripened.

Suddenly we had what seemed like thousands of pounds of zucchini, even after we'd given away as much as our friends and neighbors would take.

But the magic of zucchini is its versatility. Just as suddenly, our kitchen was a-flurry with the making of zucchini relish, zucchini chocolate cake, zucchini cas-

seroles, and the ever-popular zucchini bread.

What does this have to do with you? GPS is the zucchini of trucking.

GPS satellites continually ping the receivers in your trucks, collecting an abundance of information that you can turn into something useful later. But not every application requires an uninterrupted stream of GPS data, which only creates a lot of bits and bytes that need to be analyzed and stored.

Again, it's like zucchini: if you're baking a bread loaf, you need to measure each ingredient carefully. If you're making a casserole, you

can throw in what you've got and not worry about being too precise.

Let me give you some examples to chew on when it comes to how to use the GPS data you collect every day.

Location services

If all you want to know is where a truck is in the morning and again at night, then collecting pings every few minutes will generate way more data than you can use. But if you need to know how fast someone is going, or want to recreate the moments leading up to a collision, then ping frequency and precision is critical.



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

ELDs

An electronic logging device uses GPS points created by the truck's movement in conjunction with data provided by the driver to produce a record of duty status. For hours-of-service compliance, the FMCSA only cares that the truck "checks in" every 60 minutes. An auditor might want GPS data in order to know a location, a route, or total distance for verifying the driver's duty status. But he doesn't care how far you traveled in any particular jurisdiction.

IFTA/IRP

Frequency and precision are important if you use GPS data points to report your IFTA/IRP distance. I believe that collecting GPS data in 15-minute increments is the minimum for this type of application and that every two minutes is better, mostly because of travel between jurisdictions since that is what IFTA and IRP are all about.

GPS satellites continually ping the receivers in your trucks, collecting an abundance of information that you can turn into something useful later.

Frequency is less of an issue in the west where carriers travel hundreds of miles in a single state or province. However, in the east where jurisdictions are smaller, or in a border city, 15 minutes might not be enough to accurately capture true distance by jurisdiction values.

Once you install GPS devices on your trucks, the data is going to roll in like a zucchini harvest. You have to find a place to store all of the raw GPS data so you can get to it when you need it. Fortunately, you can be ready with a variety of recipes that will put your data to work. **TW**

TRUCK CENTRE

Edmonton - Vancouver - Lloydminster

Third time's a charm? We think so!

We are proud to announce that, for the third year in a row, First Truck Centre has been awarded the designation of one of Canada's Best Managed Companies.

www.firsttruck.ca

Nothing new but the tried and true

Every year when tax season fires up we dredge through Canada Revenue Agency's (CRA) website for changes that we should be aware of.

Obviously, we focus on trucking-specific items but we also look at the General Tax Guide, as everyone has to file a personal tax return even though we may take different routes to get there.

There's not much new in this year's "What's New" section. In fact, I can make a rather long list of items that CRA has taken away: monthly education and textbook allowance deduction for students, public transit amount, children's art amount, children's fitness tax credit, etc.

I guess the good news is you don't have to keep those receipts anymore.

While there may be few new deductions, you can still reduce the tax you owe by following some tried and true advice.

File electronically

According to CRA there were 29.3 million federal income tax returns filed last year. Of those, 85% were filed electronically. More importantly, 58% of all tax returns produced refunds, with 68% of filers choosing direct deposit versus waiting to receive a check in the mail.

My advice is to file your return electronically including a Form T1-DD(1), Direct Deposit Request-Individuals or to set up direct deposit for your refund (and other tax credit payments, such as GST/HST) using the "My Account" service on the CRA website.

The combination of electronic filing and direct deposit means CRA can kick out your refund much faster, usually within 10 to 15 days. So, getting the ol' "instant cash back" on your refund through a tax preparer means you're giving away hundreds of dollars just to have the money a little sooner. Ask yourself if it's worth it.

Don't be late

The filing deadline is April 30 this year. If your return is late, there's a minimum 5% penalty of the balance owing plus 1% per month for a maximum of 12 months. The penalties may be higher if you've filed late before.

Even if you can't afford to pay the balance, filing your return on time can save you penalties and fees. You'll also be in a better negotiating position with CRA regarding a payment plan.

Payment arrangements

Roughly 22% of tax returns last year had a payable balance, with

the average amount being \$5,610. CRA has an online Payment Arrangement Calculator to help you formulate a plan to pay down what you owe. It's not binding in any way to you or CRA but the calculator is a useful tool.

So, let's say you owe \$5,610 in taxes and can't pay it all at once but you can afford to send CRA \$500 a month starting on April 30. The calculator will tell you it will take 12 payments to pay your balance, with the last payment being a bit smaller, including interest of \$167.24. If you can adjust those

payments to \$1,000 per month you'll pay your balance in six installments including interest of \$97.71.

If you don't make a payment plan, then CRA will gladly make one for you. For instance if you're a sole proprietor, CRA may take your January-to-March and/or April-to-June GST/HST refund to pay your tax bill.

Itemized deductions make preparing a tax return more complicated and it's easy to miss obvious opportunities to reduce the tax you owe especially when you're against a deadline.



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.

If you need help preparing your return, see a qualified professional, preferably one who's familiar with the trucking industry. And then talk to an accountant or business advisor about planning for 2018 and beyond. **TW**

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

New Castrol VECTON with SYSTEM PRO TECHNOLOGY™ offers:

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

VECTON

Castrol
VECTON
LONG DRAIN

FOR A WIDE RANGE OF COMMERCIAL AND HEAVY DUTY VEHICLES

SYSTEM PRO TECHNOLOGY™
FOR MAXIMUM DRAIN INTERVALS
1 Gallon / (3.78L)

ADVANCED PART SYNTHETIC MOTOR OIL

FIELD TESTED. FLEET TRUSTED.™

Castrol
HEAVY DUTY
LUBRICANTS

MISSING PLEASE HELP

STEVEN O'BRIEN



Missing Since:	March 20, 1993
Date of Birth:	May 14, 1974
Missing From:	Charlottetown, Prince Edward Island
Height:	5'7" / 170cm
Weight:	145lbs / 66kg
Eye Colour:	Brown
Hair Colour:	Dark brown
Characteristics:	Wears glasses

missingkids.ca
We're here to help.

IF YOU HAVE ANY INFORMATION ABOUT THIS MISSING PERSON,

PLEASE VISIT OUR WEBSITE

missingkids.ca

OR CALL US TOLL-FREE

1-866-KID-TIPS

(1-866-543-8477)

OR CONTACT YOUR LOCAL POLICE DEPARTMENT.

ALL CALLS CONFIDENTIAL.

missingkids.ca is a program of



CANADIAN CENTRE FOR CHILD PROTECTION
Helping families. Protecting children.

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

OPINION

Petrol Points

Canadian subsidization helping U.S.

I have never really understood why people used to hitchhike. I mean, if you can't afford to get there and have no means to get there, don't go there.

I have this image of someone standing at the side of the road in the middle of nowhere, hoping that someone will help them get to the outside of nowhere. Is that a maple leaf on that backpack? Is that where Canada is when it comes to getting our energy resources energized, just someone standing off to the side while the rest of the economic world whizzes past, covering us with their road dust?

Sure looks that way to me.



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.

Don't get me wrong, I am a proud Canadian, but how other countries' leaders or their followers would allow the following mathematics to exist, let alone continue, baffles me. I know this is getting repetitive but this is now beyond ridiculous.

With WCS being discounted off WTI oil prices, the Canadian economy is losing \$43 million per day.

Don't walk away.

That's \$1,791,000 per hour.

It gets better.

That's \$29,860 per second.

All of this goes south to the U.S. refining network to fatten up its refining margins.

The U.S. consumer reaps the rewards of this Canadian subsidization program with lower pump prices, while lower diesel prices support U.S. manufacturing with lower transportation costs to get their goods to their customers. Lest we forget the U.S. has no GST, HST, or carbon taxes on a national basis. This, all at the expense of, let's face it, Alberta and Saskatchewan, with the feds and the other provinces just hitching a ride with their technicolored raincoats of taxes.

In the meantime, while our government leaders of the various fiefdoms that make up this country are having meetings on how much excise tax should be applied to the soon-to-be legal marijuana, OPEC and non-OPEC producers, including the shale oil juggernauts, were recently meeting in Houston.

Now that's cozy.

If say, Esso and Suncor were to be seen or overheard discussing pump or rack pricing in this country, they would be prosecuted under the Competition Act in violation of restrictive trade and handed a jail sentence. Apparently, this doesn't apply in the U.S. where collusion with OPEC is concerned.

So, while the collusionaires agree that the longer-term range for WTI/Brent should be \$50 to \$65/bbl, we the Trudeau-ites are stuck with a discounted price today of \$38 or a \$24.60/bbl. This economic nightmare is because we can't get Alberta crude to tidewater thanks to a lack of pipeline due in turn to a lack of political leadership.

But once again, the Grouch to the rescue. If it's a pipeline approval by all concerned parties including U.S.-based activists that we need, then just make a key part of the deal that, in addition to crude oil, the line will also ship B.C. wine, Alberta beer, and last but not least, hash oil processed from nearly-legalized marijuana, because we have to keep Ottawa "happy."

And boy oh boy will this ever keep them happy! **TW**



ANY ROAD ANY LOAD

CBX SUSPENSIONS. LIGHTER. STRONGER. DISC BRAKE OPTION.

SAF

CBX Suspensions available with advanced P89 disc brakes or industry standard drum brakes.

CBX Series top mount and underslung fixed frame air-ride suspensions designed for more trailer applications.

From grueling highway miles, to brutal off-road work, and with models ranging from 23,000 to 30,000 lbs.,* there's no road that can't be traveled, and no load that can't be hauled, with a SAF CBX Suspension.

* CBX25/30 model - 30,000 lbs. capacity at creep speed only.

Follow us on



OPTIONAL **P89 Series**
AIR DISC BRAKES



SAF-Holland

www.safholland.ca 519.537.3494

© 2018 SAF-HOLLAND, Inc. All rights reserved.

You say tomato, I say tomahto

Repair frustrations

As owner-operators or small fleet managers, we have to have an edge, something that sets us apart from the crowd.

That can be a greater need to go to work – the big bills and payments ensure that we have to make a certain amount of money or we will fail – or it could be a better attitude and customer service, or it could just be that we have less hassle than those employing drivers and having the additional back office infrastructure necessary to support them.

However, being a one-truck operator or having just a handful of trucks isn't always an advantage. One such area being repairs and maintenance. Here, we are left with little choice. Trucks today are infinitely more complicated than they were in the past – you cannot simply go to a workshop and get something fixed. The workshop has to have the correct software to find the problem in the first place and there are very few generic parts on a truck nowadays, so parts stock is of paramount importance.

In short, we're a captive audience. For anything more complicated than an oil and filter change or a chassis lube, we're forced to go to a truck dealer's workshop and in my experience, this is not always a good thing. It was the main reason behind my decision to get a heated shop in which to park my trucks and try to do as much of the work as I could.

On my glider kit, it's pretty simple basic stuff. On my post-emissions truck, it's not so easy. However, I have a small local workshop that is affiliated with a main dealer, so anything requiring plugging in to a computer is done by them.

I felt that this step was necessary due to a catalogue of errors that I've had to contend with after having work done within the manufacturers' dealer networks – and take note that I say manufacturers, plural.

I'm not just singling out one manufacturer or dealer workshop – I've had issues with different manufacturers and different workshops in different provinces.

My first problem started after the first service with my new truck in 2014. I had a starting problem. It turned out to be a pinched O-ring on a fuel filter, a pretty insignificant thing in and of itself, but it left me dead on the side of the road.

Next time was far more serious. After fixing an oil leak at the rear of the engine my truck developed a vibration. I called the dealer and they said to bring it back when I was back in town. The vibration got worse and I pulled on my coveralls and slid under the truck looking for the cause.

I found it and was horrified to discover that the hanger bearing had not been secured to the frame properly, leaving the driveshaft to wobble around. Now this could have had dire consequences. If the driveshaft had come apart and dug into the ground at highway speed, I doubt I would be here now; that would have caused a catastrophic crash.

Two stupid mistakes that should never have happened. Mechanics 101 teaches not to pinch O-rings when changing filters and if you loosen something, make sure you tighten it back up.

I managed to put it right myself and after taking it back to have

the hanger bearing replaced, I collected the still new truck, only to find the interior trashed, grease on the seat, and my GPS charger broken – some other things that should never have happened.

Another truck, another dealer, another workshop, a truck developed a coolant leak. It needed a water pump replacement.

This was done in good time and at a reasonable cost. So far, so good. Until the driver pulled out of the dealership and discovered the tensioner pulley next to the water pump had seized.

They didn't pick up that the tensioner pulley was seized, even though they had worked on it to change the water pump!

These are just some of the things I've experienced, and I'm sure many of you have similar horror stories. I have many more



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.

too, so you can understand why I want to do things myself and why I believe that there should be more choices available regarding who works on your equipment – in those cases where you don't have the time and/or knowledge to do things yourself. **TW**

CUSTOMIZED TANK TRAILER SOLUTIONS





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

20th
anniversary



TRANSCOURT
TANK LEASING



Visit us at Booth #1046

April 19-21, 2018
International Centre, 6900 Airport Road
Mississauga (TORONTO), ON

Chemical	Crude Oil	Food Grade	Hot Products
			
Compressed Gas	Dry Bulk	FRP/412	Petroleum
			

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

www.transcourt.com

No change in position

STA says carbon tax lines government’s pocket, does little to reduce GHG emissions



REGINA, SASKATCHEWAN

Saskatchewan may have a new premier, but that doesn’t mean the province is taking a new position on the implementation of a carbon tax.

Like Premier Scott Moe, the Saskatchewan Trucking Association (STA) is not waffling on the issue, maintaining that there are more effective ways to reduce greenhouse gases (GHG) than to implement a tax.

“As an industry, we know there are technologies currently available that would reduce the GHG emissions from trucks,” said STA executive director Susan Ewart. “The issue lies in the red tape stand-

ing in the way of the industry utilizing them.”

Similar to Moe and former premier Brad Wall – who is quoted as saying, “There are three approaches we can take to fighting climate change – adaptation, innovation, and taxation. Of the three, a carbon tax will do the most harm to the economy while having the least positive impact on reducing emissions.” – the STA believes a carbon tax does little to reduce GHG emissions, and instead provides a revenue stream to the government.

In 2017 the STA created a white paper on carbon tax in Saskatchewan. In the paper, the



Exemplify Excellence

PIC members go the extra mile

Join us at picalberta.ca

PIC Partners in Compliance

AMTA Alberta Motor Transport Association

Get your video in front of the right audience



The **Driver Recruitment** Directory has become a key resource for drivers and owner operators looking for a new carrier. Now, you can add video to your recruiting ads.

An increasing number of drivers and owner-operators looking for work, are visiting the Driver Recruitment section of our video library to check out our growing collection of recruiting videos. Check out our packages for the one that best meets your recruiting needs.

Recruiting Video Packages:

Video Listing [\$500]

- **Placement:** Truck News Driver Recruitment Directory & Video Gallery
- **Summary:** Unlimited word count and hyperlinks
- **Promotion:** Regular appearance on homepage

Video Listing Plus [\$850]

Includes the entire Basic Package plus:

- **Placement:** Today’s Trucking Video Gallery and “Trucking Jobs” Channel
- **Ads:** Four [4] “Carrier Spotlight” ads in Truck News Daily newsletter
- **Social Media:** Uploaded to Truck News and Today’s Trucking YouTube channels



No video, or old video?
No worries. We can create one for you. Call or email for more information.

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

STA underscored several ways it sees a carbon tax impacting the trucking industry – massive administrative burdens, making budgeting nearly impossible, raising the price of carbon at an alarming rate and creating a competitive advantage to U.S. carriers operating in Canada, and creating inequities between modes of freight transport.

The goal of lowering emissions is not where the STA and federal government differ, but rather how to reach that goal.

“Everyone wants to see reduction in pollution, both from an environmental and business standpoint,” said Ewart. “For trucking, reduced emissions can often mean less fuel consumption, a goal the industry has chased long before carbon taxes were an issue.”

“Our members have made it very clear that they do not want a carbon tax in Saskatchewan and would like to see other avenues explored to address the global GHG issue.”

– Susan Ewart, STA

Instead, the STA would like to see new truck technologies available to carries more quickly, and see a reduction in red tape, which it says has made the approval process slow.

Technologies such as side skirts, boat tails, fairings, idle reduction devices, low-roll resistance tires, speed limiters, auxiliary power units, alternative fuels, and wide-base single tires are examples of how the trucking industry has strived to reduce fuel consumption, and in turn GHS emissions.

But as the STA points out, they have taken some time to be approved, and with the federal government attempting to impose a carbon tax on provinces absent a policy, it is somewhat of a catch-22.

“Our position remains that a federally-forced tax will not serve the transportation sector, a reduction in red tape and responsibly created regulations will,” said Ewart. “The pace of technology greatly outweighs the pace of regulatory change on said technologies.

“As new equipment becomes available to help reduce miles per gallon and increase aerodynamics on tractors and trailers, companies need to be able to use them – and they want to use them. The problem comes when the equipment is available and it takes years to get it into regulation.”

In addition to reducing red tape and speeding up the approval process for environmentally friendly technologies, the STA suggests the provincial government plan for a carbon pricing system to prepare companies in the event a tax is imposed in Saskatchewan, and consider the creation of a green fund for rebates to carriers that use fuel-reducing technologies.

The association said incentivizing the use of power units, side skirts, and wide-base single tires would result in more carriers using the technologies, particularly smaller companies with lower capital.

“Fleets that invest in GHG reduction should qualify for reductions elsewhere, whether it’s cash-back incentives or reduced taxes in other areas,” said Ewart. “This rewards good behavior and creates an advantage for companies willing to invest in the technology.”

Ewart said she does not want to see a carbon tax funneled into a general revenue fund with no benefit to the companies paying into it.

“The general idea of a carbon tax is to reduce consumption and encourage responsible behavior,” she said. “Investing those tax revenues back into the industry and the infrastructure we need to operate is a great incentive.”

Stealing a line from Prime Minister Justin Trudeau’s father, Pierre Trudeau, Premier Moe said, “Just watch me” in response

to how far he will go to stop a carbon tax being imposed on Saskatchewanians.

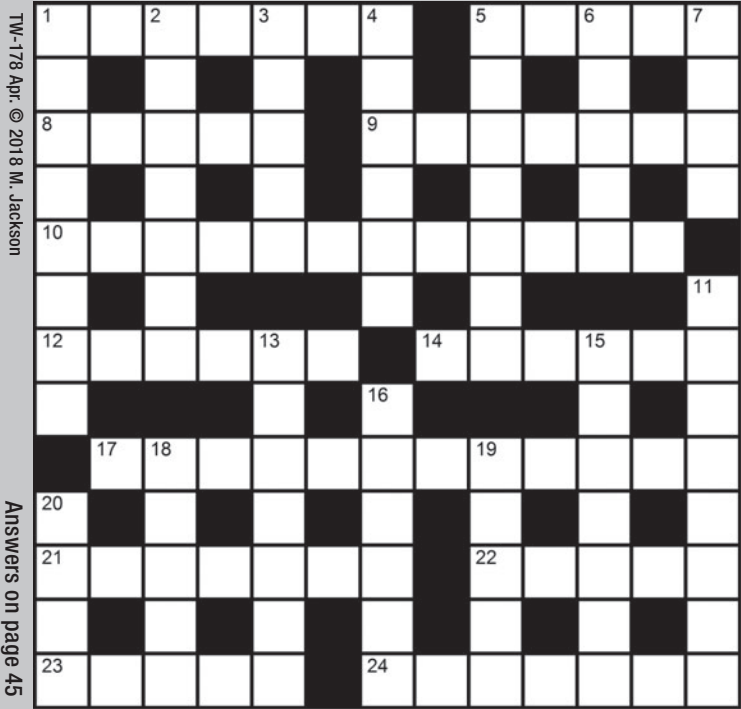
And STA members appear to be on the same page.

“Our members have made it very clear that they do not want a carbon tax in Saskatchewan and would like to see other avenues explored to address the

global GHG issue,” said Ewart, cautioning that an increase of fuel costs would result in higher prices on consumers.

“This is a very innovative and business-minded province. We need to stand up for our right to find methods of protecting the environment in a way that works best for us.” TW

THIS MONTH'S CROSSWORD PUZZLE



TW-178 Apr. © 2018 M. Jackson

Answers on page 45

Across

- 1 With 9-Across, a diesel engine oil
- 5 Bulldog emblem trucks
- 8 Alcoa or Budd product
- 9 See 1-Across clue
- 10 Truck loan default result
- 12 Two trailer combo type (1,5)
- 14 Ryder rig
- 17 Truck-stop sign, perhaps (4,4,4)
- 21 “Grand Canyon State” plates home
- 22 Road inclination
- 23 Smokey’s radar gun reading
- 24 Saskatoon-based transport group

Down

- 1 Accident scene vehicle (3,5)
- 2 Truck tech’s under-rig ride
- 3 Wastes fuel, in a way
- 4 Big _____, Sudbury, ON icon
- 5 Confident used truck ad words (4,3)
- 6 Trucker’s load
- 7 Truck auctioneer’s final word
- 11 Overnight accommodations, often
- 13 Far north seasonal route (3,4)
- 15 Road type (3,4)
- 16 Rubber-to-road surfaces
- 18 Tire type
- 19 International LoneStar trim level
- 20 Truckers’ workplaces

OUR NORTH AMERICAN WARRANTY

SIMPLE AS 1, 2, 3

1

HAVE YOUR REPAIR DONE
in one of our service centres

2

KEEP OUR INVOICE
in your warranty file

3

PRESENT YOUR ORIGINAL INVOICE
if you need warranty service, no matter in which TruckPro service centre you are, and let us do the work!

Visit our website for more information www.truckpro.ca or call our warranty center 1-866-706-7770

\$15,000 IN CASH + PRIZES

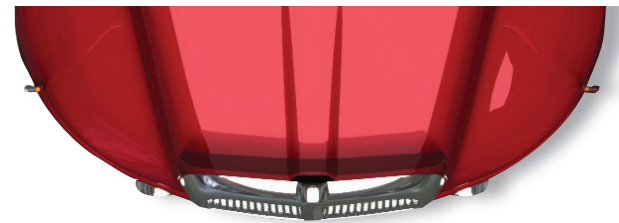
highway STAR OF THE YEAR • 2018

We're looking for one driver who embodies the term "professional". A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a

driver with STAR quality to be the **2018 Highway Star of the Year**. The Highway Star of the Year award is open to ALL drivers – company drivers and owner-operators alike. If you know someone worthy of such an honor, please submit your nomination as soon as you can. We'll be presenting the award during **Truck World 2018** in Toronto, ON., on **Saturday April 21, 2018**.

WINNER WILL RECEIVE... \$10,000 IN CASH

- ★ Tablet and a one-year OBAC membership
- ★ Special-edition leather jacket with winner's name and Highway Star of the Year logo
- ★ Travel and accommodations for two to Toronto for Truck World 2018



TRUCK WORLD



FORMS ARE AVAILABLE ON-LINE todaystrucking.com/hsoy

Having a winning driver on your team pays huge dividends. There's free publicity. It's a morale boost, a proud flag to fly, and just entering somebody's name shows you care. The winning driver and his or her carrier are often used as expert sources in subsequent magazine stories.

Nominate as many drivers as you want.



AND A CHANCE FOR YOUR FLEET TO SHINE

HIGHWAY STAR OF THE YEAR HALL of FAME

2016



Joanne Millen-Mackenzie
Highland Transport,
Markham, ON

2015



Guy Broderick
APPS Transport,
Brampton, ON

2014



Michael T. Rosenau
Rosenau Transport,
Calgary, AB

2013



Brian Bertsch
Hi-Way 9 Express Ltd.,
Drumheller, AB

2012



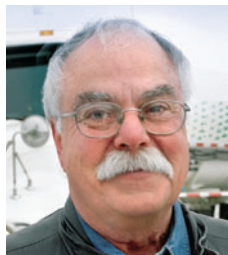
Stephen McGibbon
Milltown Trucking,
Oak Bay, NB

2011



Reg Delahunt
Independence
Transportation
Lanark, ON

2010



Cliff Lammeren
Praxair
Edmonton, AB

2009



Bud Rush
Armstrong Moving/
United Van Lines
Oakbank, MB

2008



Dale Hadland
International
Freight Systems (IFS)
Beachville, ON

2007



Jean-François Foy
Transport
J.C. Germain
Neuville, QC

2006



Terry Smith
Highland
Transport
Miramichi, NB

2004



René Robert
Classy Transport Inc.
Libau, MB

PROUDLY SPONSORED BY:

PLATINUM SPONSOR:



Run SmartSM

GOLD SPONSOR:




Eberspächer

ASSOCIATION
SPONSOR:



**OBAC
APRAC**



"FOR ME... SEASONAL WORK MEANS FOUR SEASONS."

You want your wheels turning 12 months a year, and with us they will be. With one of the best drop off and pick up routes north and south along the I-5 corridor, our trucks are busy all year long.

**Just one more reason it pays
to drive with us.**

versacold.com/drivewithus

Call or email today!

1 (833) DVR-COLD

drivers@versacold.com



versacold.com

Performance Driven

Finding a solution to truck parking

Drivers parking illegally in Abbotsford to get their Tim Hortons fix



By Derek Clouthier
ABBOTSFORD, BRITISH COLUMBIA

In the wake of an online petition calling for increased enforcement of illegal truck parking in Abbotsford, B.C., police say efforts have been made to mitigate the issue, but underlying causes remain.

The petition was created by local resident Jennifer Rowse, who specifically targets drivers who choose to park along Clearbrook Road next to a Tim Hortons. In the petition, Rowse says, “I drive to and from that area four times a day with my kids in the car and I can’t tell you how many close calls and accidents that I see there due to the semi-trucks parking in the middle of the road to go to Tim Hortons. It is completely unsafe and horrible that they value their coffee more than other drivers’ lives.”

“As it stands now, these drivers have no option other than what is forced on them.”

— Richard Beaulieu

As of March 2, 173 people had signed the petition, which urges Abbotsford police to crack down on trucks parking in the area.

Richard Beaulieu is a light-duty truck driver in the area and says he has seen firsthand the issues tractor-trailers cause when parked on Clearbrook Road.

“Many times I have seen large commercial vehicles straddling the center median on Clearbrook Road near the freeway on-off ramps,” said Beaulieu. “Common sense dictates that this is an obstruction of safety for all traffic going to and from.”

But Beaulieu also understands why drivers make the choice to park on the road illegally.

“They drink coffee and eat food just like all the rest of us,” he said. “Unfortunately, the companies that strategically position themselves to generate profits discriminate against larger vehicles entering

their lots. They cannot just pull in like the rest of us. So what are they to do?”

Sgt. Judy Bird of the Abbotsford Police Department believes the answer to that question is simple – plan ahead.

Bird said they have been addressing illegal truck parking on Clearbrook Road – and on Sumas Way, where drivers have also been known to park illegally for similar reasons – through a three-tiered approach: education, signage, and enforcement.

“It’s not to put a hammer down on the truckers,” Bird said, recommending that drivers need to plan accordingly based on where they can legally pull over and park.

Bird agreed with Beaulieu that the location where the Tim Hortons is situated has become an increasingly busy area of the city, and there is no way a truck would be able to get in and out of the parking lot with its small size.

Three to four years ago, trucks were able to find parking spaces in vacant lots around the area, but since development has taken over that space, drivers have been left with no safe, legal space to pull over along that section of Clearbrook Road.

Though she feels for their situation, Bird said drivers must recognize the fact that illegally parking on Clearbrook Road causes safety issues for other drivers and results in increased traffic congestion on an already busy section of road.

Bird said there is “plenty of truck parking” in Abbotsford, and drivers must plan to pull over at those appropriate locations.

Dave Earle, president of the British Columbia Trucking Association (BCTA), said there are not enough places for commercial drivers to pull over in Abbotsford, Metro Vancouver, along B.C. highways, and other communities in the province.

“Addressing the lack of safety rest areas is a top priority for our members,” said Earle, adding that the BCTA assisted with a truck parking survey for the Lower Mainland in 2015 and the province in 2016, which has resulted in some improvement. “We continue

to work with local and provincial governments to encourage awareness and development.”

In the meantime, Earle said the BCTA always supports safety and abiding by rules of the road for all its members and the industry as whole.

Beaulieu believes more parking must be provided to truck drivers if this kind of situation is to be solved.

“I think the reasonable way to fix this problem is to spend the money and build a large rig- and RV-only drive-through to accommodate the literally thousands of thirsty, hungry, heavy-unit operators to use every day,” said Beaulieu. “As it stands now, these drivers have no option other than what is forced on them. If I had the money, I would build it.”

Bird said it must be a collaborate effort to find a solution to the problem.

“We are trying to work with truckers,” she said. “So if they have any ideas, we are certainly open to suggestions.” **TW**

**FREEDOM to EARN
the LIFE YOU DESERVE**

**IS NOW HIRING
OWNER
OPERATORS**

WITH TRI-AXLE OR
SUPER-B (FLAT DECKS)

EDMONTON: 1-780-433-1277
Contact: Bill Duncan

WINNIPEG: 1-877-632-8381
Contact: Lorne x106 or Laurie x101
jobs@armadatransport.com

**CANADA
ONLY**

ArmadaTransport.com

Wyoming, Ontario

**WE REQUIRE OWNER OPERATORS
IMMEDIATELY FOR LONG & SHORT HAUL**

**For Step Deck and RGN Double Drop Hauling
Agriculture and Construction Equipment**

- With or Without own Trailer
- Oversize Experience an asset
- Clean CVOR
- Must be able to enter into USA
- Percentage Rates

**ALSO HIRING OWNER OPERATORS
IN MANITOBA AND SASKATCHEWAN**

Thunderstruck Trucking is a Licensed Bonded Carrier

**Contact: dispatch@thunderstrucktrucking.com
Phone: 519-845-5150 • Fax: 519-845-0978
www.thunderstrucktrucking.com**

Your life Your lane

CONNECT WITH US



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

VISIT US
AT
TRUCK WORLD
2018 IN
MISSISSAUGA

- Average Annual Income for Can/USA Company Drivers (\$65,000 to \$75,000)
- Competitive Rates Plus Benefits
- Regional and Long Haul Lanes Available
- Assigned Late Model Peterbilt Tractors



TRANSX
GROUP OF COMPANIES

Let TransX help drive your success!

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

Hino getting into the North American Class 8 market

Stories by Derek Clouthier

INDIANAPOLIS, INDIANA

Hino Trucks on March 7 announced its all-new XL Series line of Class 7 and 8 vehicles at the Work Truck Show in Indianapolis, Ind.

The Hino XL7 and XL8 2020 models – which will begin production in early 2019 – are equipped with the company’s A09 turbo diesel 8.9-liter inline six-cylinder engine with a B10 life of one million miles.

Yasuhiko Ichihashi, chairman of Hino Motors, said during the unveiling that both models were extensively tested in Canada and the U.S.

Hino Trucks North America president and CEO Yoshinori Noguchi said the time was right for the company to enter the Class 8 market in North America.

“Considering our remarkable success in Classes 4-7 in North America and our growing global presence in the Class 8 market, entering the North American heavy-duty segment makes for the next logical step,” said Noguchi. “Not to mention, our customers and our dealer network have been asking for this for some time.”

Hino XL Series trucks will be available in a variety of straight truck and tractor configurations, including from a GVWR of 33,000-60,000 lbs, and a GCWR up to 66,000 lbs. It will have a max performance of 360 hp with 1,150 lb.-ft. of torque, and have wheelbase selections of up to 304 inches, and tandem axle configurations.

On the safety side of things, there is electronic stability control, which comes standard on the tractor, collision mitigation systems, payload management suspension options, and a body designed for ease of serviceability.

“The first thing you notice is the styling – the aerodynamic yet bold design could proudly represent your business,” said Glenn Ellis, vice-president of customer experience with Hino. “Then you open the door to a wide, easy-access entry and an automotive grade finished interior ready to provide the best service possible to drivers and teams.”

For driver comfort, Hino XL Series trucks also come with an air-ride cab and driver’s seat, hands-free Bluetooth, steering wheel controls, cruise control, and air-conditioning.

The company also announced it will expand its U.S. operations with the purchase of the Cold Water Creek distribution center in Mineral Wells, W.V., where the Hino XL7 and XL8 will be assembled. **TW**

International introduces new MV Series

INDIANAPOLIS, INDIANA

International Truck took the wraps off its new MV Series vocational truck, as the company focuses on drivers and putting tough jobs to bed.

“Vocational is a focus for us,” said Michael Cancelliere, president of truck and parts for International, during the unveiling at the Work Truck Show March 7 in Indianapolis, Ind. “Now is the perfect time to capitalize on our economic momentum.”

Designed to “work harder all day, every day” the new MV Series truck offers redesigned features with drivers in mind, including new cab doors with lower bottom glass edges and a removed vent window for better vision, reshaped doors and side glass, a new premium gauge cluster with digital driver display, and up to 15 customizable digital gauges.

Jeff Sass, senior vice-president of sales and marketing, said one thing drivers really wanted to see was wider switches on the dash so they could operate them while wearing gloves – a request the new MV provides.

“The new International MV Series reflects our vision for the future of commercial vehicles with a host of advancements that support improved driver safety and productivity,” said Sass. “We challenged ourselves to make the best even better and this new vehicle was designed to provide the best driver environment in the industry and we exceeded all of our targets.”

The MV comes with an improved HVAC system, which includes a high-performance MAX defrost system.

Diamond Logic, an electrical system that streamlines chassis and

body equipment integration and permits programmable automated tasks is also included with the new MV truck.

“Our Diamond Logic electrical system is known for its ability to provide control and communication between trucks and body equipment,” said Sass.

The truck can be managed digitally through the OnCommand Connection platform, featuring a remote diagnostics system which helps enhance fleet efficiency, and over-the-air programming.

The MV Series is also fit to be upfitted.

“As a result of customer and truck equipment manufacturer feedback during the design process, we have designed the MV Series to seamlessly integrate with any body solution,” Sass said. “This truck can be easily configurable for any application.” **TW**



DAY & ROSS
FREIGHT

VISIT US AT
TRUCK WORLD
April 20-21
BOOTH #4005





NOW HIRING!

\$2,500 HIRING BONUS

for Singles to Run Canada/U.S. Lanes!

- Income Assurance Program
- Singles average 2,750 miles/week
- Teams average 5,000 miles/week
- New lanes with longer lengths of haul
- Over 70 new scheduled lanes
- Paid customer pick-ups and deliveries
- Extensive perks and benefits
- Best fuel program in the industry
- Fuel surcharge and cap adjusted monthly

FREIGHT TO THE POINT™

1.855.872.7602
www.dayross.com
recruiting@dayandrossinc.ca



64 Aviation Blvd.
St. Andrews, MB
R1A 3N5



**BUILT ON OLD SCHOOL VALUES,
COMMITTED TO MODERN SAFETY.**

Company Single	Owner Operator
\$0.41/mile	SINGLE: \$1.25/mile
\$0.43/mile US & BC	\$1.28/mile US & BC
Company Team	TEAM: \$1.35/mile
\$0.66/mile ALL MILES	\$1.38/mile US & BC
All picks and drops paid	Fuel surcharge
All late model equipment	All extra picks & drops paid
Disk brakes truck & trailer	Meat inspection &
No slip seating!	Border crossing paid
Pension plan	Medical Benefits
Medical benefits	Paid permits
	Paid annual safety inspection

\$1500. EACH

SIGN ON BONUS

\$3,000.

CALL US NOW
1-800-667-8875



www.turkenterprises.com

Canadian ELD mandate to harmonize with U.S.

By Derek Clouthier

NASHVILLE, TENNESSEE

Like the recent mandate in the U.S., Canada is working on its own ELD rule, and for the most part is looking to mirror the legislation of their southern neighbors.

Geoffrey Wood, senior vice-president of policy for the Canadian Trucking Alliance (CTA), provided an update on the Canadian proposed ELD mandate during an Omnitracs Outlook 2018 session in Nashville, Tenn.

“The goal of this effort in Canada is to mirror the effort here in the U.S.,” Wood said, adding that the CTA, which has had a position on ELDs for about a decade, did not want to see conflict between the countries over e-logs.

And for the time being, Wood said there was little carriers should be concerned about.

“We don’t see a lot of issues with what’s been put forward,” he said of the proposed Canadian ELD mandate.

There were, however, 10 specific issues the CTA identified in the proposed Canadian rule that was put forward to Transport Canada to address, none of which, Wood said, were critical.

Some of the issues highlighted by the CTA included the handling or rented and leased vehicles, the model year of a tractor the ELD would apply to, out-of-service orders for failure to have an ELD, ELD certification, and appropriate transition timeframes for ELD regulation in Canada.

The CTA’s position on timeframes for ELD regulation was amended in December 2017 and requested that compliance be fully enforced by the fourth quarter of 2019.

“Talking to number of folks both in industry and in government, this is a realistic timeframe,” said Wood.

The CTA differed from Transport Canada and the Federal Motor Carrier Safety Administration (FMCSA) over which model year ELDs would be regulated to. The CTA was looking for model trucks 1995 and newer to be mandated to use ELDs, but Transport Canada has indicated it will harmonize with the U.S. and propose model year 2000 and newer.

Wood said the CTA would not advocate for model year 1995 or newer if it caused synchronization issues with the U.S.

Currently, the Canadian ELD proposal is in the Gazette 1 phase, and Wood said the CTA would like to see it reach Gazette 2 (final decision) by June of this year.

Commercial Vehicle Enforcement officers in Canada are being trained on proper management of ELDs during inspections and will continue to be until a mandate is rolled out.

“The goal is to have consistency across all the Canadian jurisdictions,” said Wood, “and should something pop up, we have processes to deal with it.”

The CTA worked with Omnitracs to ensure harmonization from a technical standpoint with the Canadian and U.S. mandates. The two have been working collaboratively since 2011. **TW**

Oh Canada!

Omnitracs looks to place more focus on its efforts in Canada

By Derek Clouthier

NASHVILLE, TENNESSEE

Following last year’s Shaw Tracking acquisition, Omnitracs is focused on increasing its footprint in the Great White North.

Speaking during Outlook 2018, Mike Segal, director of product

management with Omnitracs, outlined where his company would be focusing its efforts in Canada, and it all starts with putting in more effort.

“We endeavor to bring the Canadian marketplace even closer and the Shaw acquisition will help us do that,” said Segal. “We want

Canada to be more closely integrated into what we do in the U.S.”

Shaw Tracking had been a partner of Omnitracs in Canada for more than 25 years, distributing a wide range of solutions, including GPS products and fleet management software.

Segal said about 90% of the work Omnitracs does in the U.S. is applicable in Canada as well, and that there are still some areas that are uniquely Canadian.

Some of the initial priorities the company is working on in Canada include adding French language options to its products, providing over-the-air firmware updates, new vehicle inspection reporting, which must include requirements for the Canadian marketplace, and continuing hours-of-service development.

“We have our eyes on the Canadian ELD mandate,” said Segal. “It has been our life in the U.S. and it’s going come back around in Canada.”

Segal said 2017 was undoubtedly “the year of the ELD” and now that it has passed, more of the company’s efforts can be focused on other endeavors.

Additional goals for Omnitracs in Canada include enabling C-TPAT (Custom Trade Partnership Against Terrorism), a 17-point electronic form drivers fill out before crossing the border.

The company is also looking to have a satellite add-on for intelligent vehicle gateway (IVG) for areas with little or no cellular coverage.

Training options, including Omnitracs University, for Canadian-specific products, as well as system and infrastructure integration with Shaw Tracking are also on the company’s radar.

“Even though we’ve had a great relationship with Shaw Tracking over the years,” said Segal, “we think it’s going to be even better.”

Some new products coming to Canada in the near future will be Omnitracs Reporting and Analytics, including “mobile enablement” making it more function able using a mobile app. IVG Connect, which gives drivers access to some features when they are away from the cab, Mobile App Suite, and Exact Fuel, which identifies how a driver is using fuel and how to better manage it, will also be available in Canada soon. **TW**

get moving with triangle

Siemens Transportation Group Inc.



Top Fleet

Employers 2017

Hiring Company Drivers and Independent Contractors for our Heavy Haul Fleet

We Offer: Top Miles, Company Paid FAST Cards & Great Pay

We pull together to get it right the first time!

Contact us at driver.recruitment@trianglefreight.com or 1.888.878.9585

connecting the continent

siemenstransport.com

TRIANGLE

Freight Services Ltd.

KINDERSLEY

Transport Ltd.

HI-TECH

Express Inc.

HWT

Limited

PMK

Logistics Inc.

TRIANGLE

Freight Services Ltd.

QUILL

Transport Ltd.

EDGE

Transportation Services Ltd.

STG

Fleet Services

28 Truck West • April 2018

Indigenous initiative

CentrePort aims to connect Indigenous workers with transportation companies

By Derek Clouthier

WINNIPEG, MANITOBA

North America’s largest inland port is hoping to pave the way for more Indigenous workers to enter the industry.

Winnipeg’s CentrePort Canada was recently part of the creation of the Southern Chief’s Economic Development Corporation (SCEDC), which will focus on the pursuit of economic reconciliation in developing and maintaining strategic partnerships to create employment and training opportunities for Indigenous workers on a full-time and contract basis.

SCEDC was created following a resolution at the Southern Chief’s Organization (SCO) Chiefs’ Summit, with the SCO entering into a joint venture agreement with Working Warriors, which is building a national skills inventory and database of the Indigenous workforce to help the future potential of First Nation communities.

Diane Gray, president and CEO of CentrePort, said she constantly hears from trucking companies operating at the port that recruitment is one of the biggest challenges they face at CentrePort given the shortage of drivers in Manitoba and the aging population of the existing workforce.

“Trucking companies have been focusing on diversifying their employment base, whether that’s trying to engage more women, newcomers to Canada, or indigenous populations,” said Gray. “It has been expressed to us that since Indigenous people are the fastest growing population in the province, it presents huge opportunity for recruiting new drivers – it’s largely an untapped resource at this time, which is why we’ve seen so much interest from the trucking industry in Working Warriors.”

Gray said there is also a social movement occurring right now that encourages trucking companies to provide employment opportunities for Indigenous workers. She pointed to a recent focus from the Manitoba Trucking Association (MTA) on fostering diversity in the workforce, and how such efforts will help bolster recruitment of such groups now and into the future.

Jamie Saulnier, president of Working Warriors, said over the past decade there have been trailblazers who have developed effective strategies to connect employers with Indigenous communities.

“By listening to and learning of the challenges faced by all parties, we have designed a comprehensive inclusion tool for Indigenous peoples,” Saulnier said. “We look

forward to sharing our program and working with all SCO communities. The opportunities we provide Indigenous peoples today will shape our workforce for tomorrow.”

Grand Chief Jerry Daniels said the creation of the SCEDC will help his people gain meaningful training and employment opportunities.

“However, it is also an opportunity for us to participate as full equal partners in private enterprise across the province,” said Daniels. “It is an opportunity for our youth to rise out of the turmoil of living in poverty and into prosperity. My message is clear, the south is open for business. The creation of SCEDC is the first step to taking back economic sovereignty for our people.”

CentrePort commits itself to providing a platform for companies at the port to establish diverse, reliable, and a stable workforce.

“In addition to our partnerships with post-secondary institutions and industry associations, CentrePort has signed the Indigenous Accord; a living document to guide a shared commitment to the Journey of



Reconciliation,” said Gray. “As part of our participation to the Accord, we’ve committed to leveraging our relationships and encouraging CentrePort companies to find new ways to engage the growing Indigenous population.”

CentrePort offers a marketing partnership program that provides companies with marketing exposure, networking events, and facilitated business introductions and referrals, and have now brought Working Warriors into the program to increase brand awareness and strengthen their relationship within the port.

“Their CentrePort location, collaborative approach and their extensive experience in the most common industries present at the inland port, such as construction, transportation, and warehousing, make Working Warriors a valuable

resource for CentrePort companies,” said Gray, adding that there are 53 new companies located at the port and several more in a period of growth.

With CentrePort acting as a “match-maker” between Working Warriors and companies operating at the port, Gray feels it’s a winning formula for all involved.

“It’s a win-win scenario – generating meaningful employment opportunities for Indigenous populations, and providing companies with a strategic solution for all of their employment needs,” she said. “A great example of this system ‘in action’ is the connection CentrePort provided between Working Warriors and CN, who is now working with Working Warriors to support their national hiring strategy.” **TW**

ACROSS CANADA,
FOR DURABILITY AND QUALITY,
TRUST TREMCAR

COME SEE OUR **TRUCK**
NEW DESIGN AT **WORLD**

PETROLEUM B-TRAIN TC-406

TRI AXLE CRUDE

CRUDE TC 407 B-TRAIN

TRI AXLE DRY BULK

SERVICE CENTRES

SASKATOON, SK (306) 931-9777
WEYBURN, SK (306) 842-6100
EDMONTON, AB (780) 371-1579

LEASING & TRADE-INS

www.tremcar.com

CALL US TODAY!

Darren Williams
VP Sales
williamsd@tremcar.com

Gilles Rondeau
Manitoba & SK
Sales Manager
rondeaug@tremcar.com

Ken Smelski
Alberta & BC
Sales Manager
smelskik@tremcar.com

Marlene Chalmers
Tank Leasing
Manager
chalmersm@tremcar.com

Cleaner alternatives

Alternative fuels and the shift toward electric-powered work trucks



By Derek Clouthier

Even in the age of skyrocketing oil and gas production south of the border in 2015 and continuing its upward tick today, there is no shortage of alternative fuels available on the market. Liquefied natural gas (LNG), compressed natural gas (CNG), biodiesel, propane, and now, more than ever, electricity is getting some in the industry excited about the possibilities on the horizon.

Many of the possibilities alternative fuels offer have already come to fruition, with several fleets, especially in vocational applications, taking advantage of diesel substitutes.

Many believe now is the time for alternative fuels to close the gap with diesel when it comes to powering trucks for certain applications, including last-mile delivery.

Some of the obvious reasons highlighted during a Green Truck Summit panel included national security, increased domestic fuel production, fuel price volatility, and meeting emissions reduction targets. Other less obvious reasons for the shift toward alternative fuels include improving a carrier's operating costs by lowering fuel consumption and maintenance costs, and extending vehicle life-cycles. Idle-reduction and creating a safer job site by reducing emissions and extending workday hours by reducing noise were also benefits of using alternative fuel and electric vehicles.

Michael Berube, director of the Vehicle Technologies Office, said 70% of the world's petroleum is used for transportation, with 85% of

that being on-road. Here are some alternative fuels being used today:

Biodiesel (renewable biodiesel)

New York City has been employing the use of alternative fuel vehicles for about 12 years now.

Keith Kerman, chief fleet officer for NYC's Department of Citywide Administrative Services, said there are more than 11,000 city services vehicles – police, fire, ambulance, utility – using biodiesel.

Biodiesel is derived from vegetable oil, recycled restaurant grease, or tallow. It is commercially sold as blends with diesel ranging from 5% to 100%. The city started using biodiesel in 2005 after a donation urged them to adopt the cleaner alternative fuel, and the move has been a positive one on several fronts.

"We've been paying dramatically less in fuel," said Kerman, adding that maintenance costs have also been down compared to traditional diesel or gasoline engines.

The NYC Police Department operates the most alternative fuel vehicles of any agency in the city, with 1,833 hybrid units.

Kerman is equally excited about his fleet's future use of renewable biodiesel, an endeavor the city plans to move forward with this year in a testing phase.

Renewable biodiesel offers the chance to reduce greenhouse gas (GHG) emissions, move away from fossil fuels, and utilize existing infrastructure, Kerman said.

Natural gas

Dan Gage, president of NVGAmerica, said there are currently 165,000



units in the U.S. operating on natural gas, 48,500 of them being heavy-duty trucks. Gage said urban GHG emissions are the problem with diesel.

"It's a simple truth, if we want cleaner air, we need cleaner trucks," said Gage, adding that 74% of heavy-duty trucks on currently not certified to meet the latest NOx emission standards set out by the EPA. Gage believes natural gas is the way forward.

He said it is sustainable, responsible, provides lower fuel costs, and that the cleanest heavy-duty truck engines in the world are powered by natural gas. Natural gas comes in two forms – liquefied natural gas (LNG) and compressed natural gas (CNG).

Natural gas is produced as a fossil fuel or from landfill and water treatment plants. The U.S. is the largest producer of natural gas, and when it is derived from renewable sources like food waste, waste water, agriculture waste, and landfills, emissions are much lower. Cost is also a selling point for Gage.

"Even though diesel is a great price today," he said, "over time there is price stability (with natural gas)."

Gage said many long- and short-haul fleets are slowly transitioning to natural gas, while other applications, like refuse and utility trucks, are around 60% natural gas.

Keshav Sondhi, director of fleet engineering and sustainability for PepsiCo, said 40% of his fleet is powered by natural gas, a shift away from diesel that began in 2011.

"The objective is to use as much of this type of fuel as we can," said Sondhi, adding that natural gas reduces his company's carbon footprint and helps with other operations at PepsiCo.

Even non-road applications such as marine and rail have been exploring the use of natural gas. B.C. Ferries, for example, has nearly completely switched its fleet over to the alternative fuel.

Propane

Propane is another viable alternative fuel that can be used as a power source, but has fallen a bit from the conversation with the rise in popularity of natural gas, and in particular, electricity.

Propane is a byproduct of petroleum refining and is used in a liq-

uefied form (LPG) and along with LNG offer the most range.

Tucker Perkins, president and CEO for the Propane Education and Research Council, addressed propane as an alternative fuel source during the Green Truck Summit a couple of years ago and said there were around 200,000 vehicles in the U.S. powered by propane.

When it comes to propane, the focus is usually on Class 7 and smaller vehicles, but there is growing activity with Class 8 with continuing research on propane-diesel blends.

About 70% of propane-fueled vehicles are in the aftermarket, with remainder being OEMs. Light-duty vehicles made up 67% of new propane sales in 2015 and 33% came from medium- and heavy-duty. Propane is also becoming the dominant fuel source for school busses.

Electricity

Electric-powered vehicles (EVs) are certainly having their moment in the spotlight right now, and many in the industry believe that trend will continue. Battery electric vehicles for short range and urban operations are becoming more common. And continued work into range-extended electric vehicles (REEV) for longer haul applications is ongoing.

The cost to repair electric vehicles compared to diesel, Berube said, is lower.

"All the indications we have is that it's pretty favorable for EVs," he said.

Kerman agreed, saying the cost to repair NYC's fully-electric vehicles is 66% lower compared to combustion engines.

Sondhi said PepsiCo made the move toward electric starting in 2010 with the deployment of 280 EVs.

"Finding the right technologies is great, but you must find the right way to monitor that technology," Sondhi said.

Scott Phillippi, director of maintenance and engineering, international operations for UPS, said with all the buzz around electric, his company sees potential, but challenges, such as cost, weight, and range do exist.

Battery costs have come down significantly over the years, dropping 75% between 2008 and 2016.

But nothing on the market is perfect.

"If we wait for perfection it will never come," said Phillippi. "You have to get on the train at some point."

UPS has ordered 125 Tesla Semis and will test out the fully-electric truck once they are released. **TW**

Experience



Excellence

Find out firsthand why
**MAC TRAILER is the leader in
 DUMP & FLATBED TRAILERS.**

Dump Trailers

Flatbed Trailers



MAC DUMP TRAILERS

TRADITIONAL ALUMINUM DUMP
 MAC "MVP" SMOOTH SIDE
 MACSIZER ALUMINUM HALF ROUND
 MAC STEEL • MAC STEEL LITE
 MULTI AXLE • TRAINS
 RENDERING



MAC PLATFORM & DROP DECK TRAILERS

TANDEM: M-52 (52K-48'), M-60 (60K-48'), M-72 (72K-48'),
 M-80 (80K-48') - various lengths and axle combinations available
 DROP DECK: Available in tandem,
 single Axle slide and tri-axle configurations
 MLP-6/MLP-8: With or without Aluminum Curtainside System
 ROAD WARRIOR
 X-TENDER

Dump Division
 800-795-8454
 Service Department
 800-297-7986

Platform/Drop Deck Division
 855-884-2252
 Parts Department
 800-647-9424


www.ryderusedtrucks.ca

1-888-995-2459



\$49,378

2010 HINO 258 LP REFRIGERATED TRUCK
AUTOMATIC TRANS, CARRIER SUPRA 750 REEFER, 20 FT BODY. 154,062 KMS, STK#623815. -1261807
VANCOUVER/SURREY



\$65,208

2014 FREIGHTLINER CASCADIA HIGHWAY TRACTOR
72" CONDO SLEEPER, DETROIT ENGINE; DD15, 505 HORSEPOWER, 13 SPD TRANS-MISSION; AIR RIDE SUSPENSION; 234" WHEELBASE, **EXTENDED WARRANTY AND FINANCING AVAILABLE.** -1262649
CALGARY



\$45,606

FREIGHTLINER HIGHWAY TRACTOR
DETROIT ENG; DD15, 505 HP, 10 SPD AUTO. TRANS; 228" WHEELBASE, CLEAN LEASE RETURN, **EXTENDED WARRANTY AVAILABLE.** 944,716 KMS, STK#456687. -1261810
CALGARY



\$15,221

2012 CHEVROLET SILVERADO PICKUP TRUCK
GAS ENG; V8, AUTOMATIC TRANS; WORK TRUCK, 8' BED, LOW KMS, LEASE RETURN. 85,000 KMS, STK#496059. -1262482
VANCOUVER/SURREY



\$19,999

2011 INTERNATIONAL 4300LP STRAIGHT TRUCK W/VAN
INTERNATIONAL ENG; 230 HP, 5 SPD TRANS; 287" WHEELBASE, 16' BOX, CLEAN LEASE RETURN INCLUDES 2 YEAR ENG & AFTERTREATMENT WARRANTY. 230,199 KMS, STK#430650. -609848
CALGARY

NEW EXTENDED WARRANTY COVERAGE AVAILABLE

Engine, Trans, Diff. Turbo, Inj, DPF, EGR and more!
Up to 24 months/400,000 km's

Financing Available

Alberta - Calgary

4535 8A Street NE
(Mike Abbott)

B.C. - Surrey

9697 - 190th Street
(Melanie Park)



(416) - 321 - 8857
BEST QUALITY TURBO !
INCREDIBLE PRICE !
BRAND NEW TURBO
WITH 1 YEAR WARRANTY
295 MILLIKEN BLVD, #31, TORONTO, ON, M1V4V2
WWW.JMTURBO.CA



CATERPILLAR

C15/3406E - \$880
C15 ACERT - \$880 - \$1,100
3406B/C - \$620
C7/C9 - \$560
3116/3126 - \$620



DETROIT

SERIES 6014.0L - \$1,200
HE531VE - \$1,899
DD15 - \$990
SERIES 6012.7L - \$500



CUMMINS

ISX/HE561VE - \$1,999
ISX/HE551V - \$1,350
N14 HT60 - \$485
M11 L10/HX55 - \$390 UP



DODGE RAM

5.9L/ HX35W - \$320
HX40W - \$295
RAM 2500/3500 - \$360 UP



INTERNATIONAL

DT466/DT408P - \$450
7.64L DT466 I313 - \$1,050
DT466E - \$600



SUBARU

VF40,46, 52 - \$310 UP
IMPREZA VF48 - \$410
FORESTER TD04 - \$299

MORE MODELS AVAILABLE:

•VOLVO D12 •FORD •ISUZU 5.2 •VOLKSWAGEN
•TOYOTA •SUBARU •NISSAN •UNIVERSAL •MITSUBI

FREE SHIPPING

Your #1 Choice for Flexible Financing Options



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

- Trucks
- Trailers
- Equipment
- New or Used

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

Airtab®

More Than a Fuel Saver

- Safety
- Stability
- Savings

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



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

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

We Deliver Change

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



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

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



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



Join Us Today!
905.844.8658 • trucksforchange.org

Western Canada's Trailer Specialist.

Ocean
TRAILER



Rentals, Leasing, Sales, Service, and Parts

Delta	Calgary	Edmonton	Winnipeg	Nanaimo
(800) 891-8858	(877) 720-7171	(800) 610-1019	(866) 397-5524	(877) 878-5979



2018 and 2019 Utility 4000DX Dry Vans

Ocean Trailer's stock specification, which includes aluminum wheels, tire inflation system, under trays or sideskirts and other great value added options.

The only sheet-and-post style dry van with 101 inch inside width, while being lighter, stronger, and easier to repair.

36 month
Long Term Rental
\$ 600
Canadian per month
On Approved Credit

Conditions apply Available in all Ocean Trailer locations today!

www.OCEANTRAILER.COM

BORN READY.

NORTRUX
30 YEARS

WWW.NORTRUX.COM | 1.855.667.8789

RED DEER:
262 Burnt Park Drive
GRANDE PRAIRIE:
11401 96 Avenue
EDMONTON:
18110 118 Avenue



2018 MACK TD714 - TITAN - TRI-DRIVE
MACK MP10-555M, T318LR21, FRONT AXLE:
20.0, REAR AXLE: RZ52-166, 269" WB.
STK# 35755 -1029885



2018 MACK CXU613
MACK MP8-445C, MDRIVE 12 SPD,
FRONT AXLE: 13.2, REAR AXLE: S40,
221" WB. **STK# 35691** -693646



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



2017 MACK CXU613 DAY CAB TRACTOR
MACK MP8-445E, MDRIVE 12 SPD.,
FRONT: 12.0, REAR: 40, 180" WB.
STK# 35727 -716486



File Photo **2018 GU813 - LONDON 13M, TRAILER MIXER**
MACK MP7-425H, MDRIVE 13 SPD, FRONT AXLE: 14.6, REAR AXLE: S402R, 186" WB. **STK# 35787**.
-1032753



2018 MACK TD713 - TITAN - TANDEM
MACK MP10-565C, RTLO20918B, FRONT AXLE:
20.0, REAR AXLE: RT46-164, 242" WB.
STK# 35739 -1189286

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

Whatever it takes to HAUL.



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



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



2018 CXU613 70" MR
MP8-505C Eng., mDRIVE-HD, 13200 lb F/A,
40000 lb R/A, 221" W/B, Stk: 024413
-1259017



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



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



2013 CHU613 Tank Truck
MP8-505C Eng., 18 Sp., 14600 lb F/A,
46000 lb R/A, 16000 L alum tank, Stk: 005829
-354182



2018 CHU613 60" MR
MP8-505C Eng., mDRIVE, 13200 lb F/A,
40000 lb R/A, 237" W/B, Stk: 023895
-1041491



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



2018 CHU613 48" FT
MP8-505C Eng., 18 Sp., 12000 lb F/A,
46000 lb R/A, 237" W/B, Stk: 023172
-1259009



2018 CHU613 Grain Truck
MP8-415C Eng., mDRIVE, 14600 lb F/A,
40000 lb R/A, 20' NeuStar grain box,
Stk: 023809 -1041492

2019 MACK ANTHEM - AN86T



IT HAS ARRIVED!

MACK MP8-505C
RTLO18918B
FRONT FXL14.6
TRI-DRIVE
WHEELBASE 265"
STOCK #: 35886 -1263600

TEST DRIVE YOUR ANTHEM TODAY!!

ESTEVAN LLOYDMINSTER MELFORT PRINCE ALBERT REGINA SASKATOON SWIFT CURRENT

888.900.1528

Search our full inventory at
redheadequipment.ca

Redhead EQUIPMENT



IN STOCK INVENTORY

**2018 MACK CXU613
HIGHWAY TRACTOR**
445C ENG; 70"HR HP;
TMD12AF0 TRANS;
12/40 AXLE(S), 3.36 RATIO,
MAXLITE SUSP;
233" WHEELBASE,
STK#85933. -1093591



**2018 MACK CXU613
HEAVY-HAUL DAYCAB**
MACK ENG; 445 HP;
AUTOMATIC TRANS;
SILVER IN COLOR,
STK#JM087611.
-1262862
\$152,600



**2012 MACK PINNACLE
CXU613**
MACK ENG; 485 HP; OTHER
TRANS; TANDEM AXLE(S), 3.7
RATIO, AIR RIDE SUSP; WHITE
IN COLOR, 650,000 KMS,
STK#16009. -482213
\$46,000



**2008 MACK CXU613
HIGHWAY TRACTOR**
70" MR SLEEPER, 485 HP,
10 SPD AUTO TRANS; 12/40
AXLE(S), 3.55 RATIO, AIR
RIDE SUSP; 233" WHEEL-
BASE, LOADED, NEW
SAFETY, THERMOKING UNIT,
DUAL EXHAUST,
STK#17001. -797451



Tom
Cameron



Jon
Whalley



Stuart
Rude



Harman
Brar

**2019
ANTHEMS
ARE
ORDERED!**

**CALL OR VISIT US TO
RESERVE YOURS!**



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



2018 MACK CXU613 HIGHWAY TRACTOR
48" FLAT TOP SLEEPER, MACK ENG; MP8-445C, 445 HP, 12 SPD
TRANS; 13,200 LB / 40,000 LB AXLE(S), 3.40 RATIO, TWIN Y BEAM
SUSP; 209" WHEELBASE, WHITE IN COLOR, STK#50415. -751693



2018 MACK CXU613 DAYCAB TRACTOR
MACK ENG; MP8-505C, 505 HP; OTHER TRANS; 3.56 RATIO,
203" WHEELBASE, FRONT AXLE 14,600 LB, REAR AXLE
44,000 LB, AM/FM, CD, MP3, (MEDICINE HAT ALBERTA)
STK#50417 -713278



2019 MACK ANTHEM DAYCAB TRACTOR
MACK ENG; MP8-445, 445 HP; OTHER TRANS; 12,000 LB /
40,000 LB AXLE(S), 3.08 RATIO, MAXLITE 40 EZ SUSP; 180"
WHEELBASE, WHITE IN COLOR, STK#50534 -1263933



2018 MACK GU813 DUMP TRUCK
MACK ENG; MP8-505, 505 HP; OTHER TRANS; 3.58 RATIO,
209" WHEELBASE, BLACK IN COLOR, GRAVEL TRUCK
SPEC STK#50446 -869854



2018 MACK CXU613 HIGHWAY TRACTOR
70" HI-RISE W/BUNK SLEEPER, MACK ENG; MP8-445, 445 HP;
OTHER TRANS; 3.08 RATIO, WHITE IN COLOR, JUST ARRIVED
STK#50497 -1258420

2013 MACK CHU613 DAYCAB TRACTO
MACK ENG; MP8-505, 505 HP; OTHER TRANS; 14,600 LB / 38,000 LB
AXLE(S), 3.56 RATIO, AIR SUSP; 213" WHEELBASE, OTHER IN COLOR,
588,667 KMS, STK#90125 -1260972



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

403-279-3000

TRANSWESTERN
TRUCK CENTRES

TransWesternTruck.com

Mack Manitoba Ltd.

1-888-535-1792

MACK SALES & SERVICE OF MANITOBA LTD.

Winnipeg

385 Eagle Drive, Grp 200 R7C 1A9
Phone: 204-772-0316

Brandon

1874 1st Street North, R7C-1A9
Phone: 204-727-2549

www.mackmanitoba.com

* PLUS LICENSE, REGISTRATION AND TAXES

Kingpin TRAILERS

Semi Trailer Sales & Service

Edmonton

Ross Sloat - 780-266-1096
Tom Procinsky - 780-446-8810
Wayne Schneider - 780-512-5480

Calgary

Dave Hull - 403-801-5642

Saskatchewan

Ron Gurski - 306-230-6688

Manitoba

Dave Hull - 204-230-5749

British Columbia

Sunny Kular - 604-715-1534
Wes Schneider - 604-360-9051



NEW
HYUNDAI DRY VANS
AND REEFERS -198645

NEW
NEW FLAT DECKS,
STEP DECKS,
PNEUMATIC TANKS
AND DUMP TRAILERS
NOW IN STOCK



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



2008 Walinga Live Bottom Tridem Trailer

107,493 Km, aluminum, 12 compartment, hyd control, very good condition. -1262749
\$37,800



2005 Sterling L9500 T/A Dump Truck

Cat C15, 10 speed Eaton, 15' gravel box, fresh SK safety. -1262056
\$29,800



2000 Ford F550 XL S/A
579,720 Km, 7.3L, 5 speed std, 16' van body with powered tailgate. -1263926
\$6,980



1986 Bedard
28' long, T/A, air brakes, insulated, good water hauler. Max payload: 25,673 lbs. -1262750
\$5,900



1-800-667-4515

20 min E of Saskatoon, SK on Hwy. 16

www.combineworld.com

TRADES WELCOME



Canada's Leading Drivetrain Specialists

New & Remanufactured
Transmissions, Differentials,
Clutches, Transfer Cases & PTOs



FULL-SERVICE SHOPS



For A Location Near You Call:

1-800-661-8825

www.GEARCENTRE.com

Selling some iron?
You've got options!

 **Truck and Trailer &  Truck and Trailer.ca**

BUY, SELL or TRADE

1991 OTTAWA SHUNT TRUCK / OFF ROAD

210 HP, 4 SPD TRANS;
SINGLE AXLE(S),
WHITE IN COLOR,
IN GREAT CONDITION
85,882 KMS. -1263942
\$18,000

CALL MICHAEL
@ (519) 573-8851
(KITCHENER, ON)



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



NEED HELP?

1-866-612-5811

1-416-510-5237

or info@truckandtrailer.ca

**We Drive
Traffic to You**
... More for Your Money!

Free

Web Basic

• 50 words on Truck&Trailer.ca

\$49

Web Spotlight

• 50 words on Truck&Trailer.ca
• Up to 20 web pics

\$79

Magazine & Web Basic

• 50 words on Truck&Trailer.ca
• Up to 20 web pics
• 50 words in Truck&Trailer magazine

\$99

**Magazine & Web
Spotlight**

• 50 words on Truck&Trailer.ca
• Up to 20 web pics
• 50 words and B&W pic in
Truck&Trailer magazine

\$149

**Magazine & Web
Color Spotlight**

• 50 words on Truck&Trailer.ca
• Up to 20 web pics
• 50 words and color pic in
Truck&Trailer magazine

\$179

Magazine & Web Premium

• 50 words on Truck&Trailer.ca
• Up to 20 web pics
• 50 words and color pic in Truck&Trailer magazine
• 50 words and color pic in Western Buy & Sell
(extra 20,000 copies)

**BEST
VALUE**

Truck and Trailer.ca

Canada's Largest
Inventory of Heavy
Trucks and Trailers

For more information call
416-614-2200 Fax: 416-614-8861

info@truckandtrailer.ca
info@equipmentfinder.com

FLEET Trailers STOP

New And Used Trailer Sales & Leasing

**FLEET
BRAKE**

Trailer & Truck Parts & Service



WE'VE GOT WHAT YOU'RE LOOKING FOR

1-866-599-3533

VISIT OUR **NEW** WEBSITE: WWW.FLEETSTOPTRAILERS.COM



REFRIGERATED TRAILERS



FLATBED TRAILERS



BELLY DUMP



END DUMP



DRY VANS



SPECIALIZED TRAILERS



TAG TRAILERS



DROP DECK TRAILERS

**VISIT US AT
OUR NEW
EDMONTON
BRANCH**

**NEW & USED
INVENTORY
IN STOCK!**

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

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

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

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

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

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

KAMLOOPS
575 ATHABASCA ST.
KAMLOOPS, BC
V2H 1C5



Transcraft

Talbert
SINCE 1938



Renn



Search Online FAST

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

Truck and Trailer.ca

info@truckandtrailer.ca
www.truckandtrailer.ca

Follow us





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

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

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

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

EZ REPAIR LOAN

TRUCK LINER 2000

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



16' WIDTHS
NOW
AVAILABLE

DEALER/INSTALLER
INQUIRIES
WELCOME

"CUSTOMIZED TO SUIT YOUR NEEDS"

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

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

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

"GREASE FREE"
5TH WHEEL
SLIP PLATES



ONLY
\$150.00 EA
CASH & CARRY

ASK FOR BRUCE SMITH
CALL
(519) 977-4614

FORT GARRY INDUSTRIES LTD.

www.fgitrailer.com

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



NEW & PRE-OWNED EQUIPMENT



Midland
MANUFACTURING SINCE 1947

NO INTEREST FOR 90 DAYS | **NO MONTHLY PAYMENTS FOR 90 DAYS**

PURCHASE A NEW MIDLAND GRAVEL TRAILER BETWEEN
FEBRUARY 1ST AND APRIL 30TH, 2018
WITH NO PAYMENTS OR INTEREST FOR 90 DAYS O.A.C.

MUST BE FINANCED THROUGH FGI FINANCE. ALL SALES SUBJECT TO CREDIT APPROVAL. ELIGIBLE ON ALL NEW IN STOCK MIDLAND TRAILERS. DEPOSIT REQUIRED.

2017 LODE KING STEEL B-TRAIN FLATDECK



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

2018 ABS LIVE-BOTTOM TRAILER ARRIVING SOON!



TRIDEM AIR-INSULATED BIN LIVE BOTTOM TRAILERS, THE BEST CHOICE FOR CONFINED SPACE AND REDUCED SEGREGATION. LIVE BOTTOM TRAILERS OFFER QUICK UNLOADING AND ADDED SAFETY OVER END DUMPS. AVAILABLE IN 36' OR 41' FOR HIGH CAPACITY AND SHORT OR LONG DISTANCE HAULING. -1263982

YOU'RE INVITED



**2018
OPEN HOUSE**



2018 DURALIFT ROLL-OFF BODIES

FGI OFFERS THE DURALIFT LINE TO MEET ALL YOUR LIFTING AND HAULING EQUIPMENT NEEDS. CABLE HOIST SYSTEMS AND HYDRAULIC HOOK LIFT SYSTEMS IN A VARIETY CAPACITIES UP TO 65,000 LBS. ASK ABOUT THE SPRINTER LINE OF REFUSE HAULERS TOO!

LODE KING



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

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

TMTV



New online
episode
every Thursday

www.trucknews.com/videos/

500,000+ views

YouTube

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



NEED HELP?

1-866-612-5811

1-416-510-5237

or info@truckandtrailer.ca

**We Drive
Traffic to You**
... More for Your Money!

Check out the **LATEST ISSUE**



Custom Truck Sales

Kenworth Dealer Serving the Canadian Prairies & Beyond



Globe Trailers

Manitoba Dealer
Permit # 0471

Great Selection of New Trucks!



2019 KENWORTH T800 HIGHWAY TRACTOR

38" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, BLACK SPLENDOR INTERIOR, 4 WAY LOCKS, 11R24.5 TIRES STK#KJ995731. -1263930



2018 KENWORTH T880 HIGHWAY TRACTOR

40" INTEGRAL SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 4 WAY LOCKS, 11R24.5 TIRES, STK#JJ996121. -1261858



2018 KENWORTH T680 HIGHWAY TRACTOR

76" ACAD SLEEPER, PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 12.5K/40K AXLE(S), 3.42 RATIO, AG400L SUSP; 232" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 11R22.5 TIRES, STK#JJ992051. -1261864



2019 KENWORTH W900B HIGHWAY TRACTOR

72" ACAD SLEEPER, PACCAR ENG; MX-13, 510 HP, 18 SPD TRANS; 13.2K/46K AXLE(S), 3.91 RATIO, AG460 SUSP; 244" WHEELBASE, BLACK IN COLOR, BLACK DIAMOND VIT INTERIOR STK#KJ997251. -1263929



2018 KENWORTH T370 FEED/GRAIN TRUCK

PACCAR ENG; PX-9, 350 HP, 16K/40K AXLE(S), 5.57 RATIO, HAS402 SUSP; 228" WHEELBASE, WHITE IN COLOR, PINNACLE INTERIOR, 4 WAY LOCKS, 385/65R22.5 FRONT 11R22.5 REAR TIRES, ALLISON 3000RDS TRANS STK#JM993049. -1261876



2018 KENWORTH T800 STRAIGHT TRUCK (CAB AND CHASSIS)

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



2018 KENWORTH T880 HIGHWAY TRACTOR

76" MID ROOF SLEEPER, PACCAR ENG; MX-13, 510 HP, 18 SPD TRANS; 13.2K/46K AXLE(S), 4.30 RATIO, AG460 SUSP; 236" WHEELBASE, SILVER IN COLOR, GRAY DIAMOND VIT INTERIOR, 4 WAY LOCKS, 11R24.5 TIRES STK#JJ995666. -1261860



2018 KENWORTH T680 HIGHWAY TRACTOR

76" MID ROOF SLEEPER, PACCAR ENG; MX-13, 510 HP, ULTRASHIFT TRANS; 12.5K/40K AXLE(S), 3.55 RATIO, AG400L SUSP; 217" WHEELBASE, BLUE IN COLOR, GRAY VANTAGE INTERIOR, 11R22.5 TIRES STK#JJ991654. -1261865

Manitoba Doepker Trailers Sales: Contact Brandon or Winnipeg Locations



2018 DOEPKER STEEL SUPER B TRAIN HOPPER DUMP

TIREMAXX PRO TIRE INFALTION SYSTEM, BLACK MINIMIZER POLY FENDERS, 11R22.5 TIRES, ALUMINUM RIMS. -1262773



2019 DOEPKER 45' LEGACY ALUMINUM 3 HOPPER TRIDEM BULKHEAD

GRAY WALLS, 11R22.5 TIRES, BLACK MINIMIZER POLY FENDERS. NEW TRAILERS ARRIVING DAILY WITH MANY OTHER OPTIONS. STK#2019. -1262774



DOEPKER 53' SUPER B TRAIN FLAT DECK

11R22.5 TIRES, 2 TOOL BOX DRIVER SIDE LEAD/REAR, ALUM CHECKERPLATE FENDER, STEEL WHITE POWDER COATED RIMS, 30 STAGGERED WINCHS. STK#J3037460. -1261911



2014 LODE KING SUPER B FLAT DECK

11R22.5 TIRES, STEEL WHEELS, 4 TOOL BOXES, DUNNAGE RACK, WIDE LOAD LIGHTS, STK#EJ056765. -1262437

Used Trucks



2012 KENWORTH T800 FEED/GRAIN TRUCK

PACCAR ENG; MX, 430 HP, 10 SPD ULTRASHIFT TRANS; 3.70 RATIO, 173" WHEELBASE, WHITE IN COLOR, NEW 20' BLUE LOADLINE GRAIN BOX, ELECTRIC WHITE TARP REMOTE CHUTE OPENER 540,517 KMS, STK#CJ311856. -1262784 **\$109,900**



2014 KENWORTH T370 STRAIGHT TRUCK W/FLAT DECK

PACCAR ENG; PX-7, 260 HP, 12K/22K AXLE(S), 5.57 RATIO, REYCO 79KB SUSP; 236" WHEELBASE, WHITE IN COLOR, NEW 24' LOADLINE FLAT DECK, ALLISON 2500HS TRANS 219,716 KMS, STK#EM965654. -1261828 **\$65,000**



2009 PETERBILT 386 HIGHWAY TRACTOR

63" ULTRA SLEEPER, CATERPILLAR ENG; C-13, 470 HP, ULTRASHIFT TRANS; TANDEM AXLE(S), WHITE IN COLOR, 63" ULTRA SLEEPER, PRESTIGE INTERIOR 1,501,777 KMS, STK#9D788490. -874046 **\$30,000**



2008 MACK CXU613 HIGHWAY TRACTOR

60" MID RISE SLEEPER, MACK ENG; MP8, 485 HP, 18 SPD TRANS; 4.11 RATIO, 209" WHEELBASE, RED IN COLOR, 60" MID RISE 1,145,895 KMS, STK#8N002571. -1234700



2014 KENWORTH T800 DAYCAB TRACTOR

EXTENDED DAY CAB SLEEPER, PACCAR ENG; MX-13, 500 HP, ULTRASHIFT TRANS; 20K/46K AXLE(S), 3.73 RATIO, AG460 SUSP; 209" WHEELBASE, BLACK IN COLOR, 692,738 KMS, STK#EJ969733. -1261806 **\$105,000**



2013 KENWORTH T800 HIGHWAY TRACTOR

72" ACAD SLEEPER, CUMMINS ENG; ISX15, 500 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.91 RATIO, AG400 SUSP; 228" WHEELBASE, WHITE IN COLOR, 776,686 KMS, STK#DJ957532. -1262237 **\$77,500**



KENWORTH T660 DAYCAB TRACTOR

PACCAR ENG; MX12.9, 455 HP, ULTRASHIFT TRANS; 3.55 RATIO, AG380 SUSP; 202" WHEELBASE, WHITE IN COLOR, 11R22.5 TIRES, ALUMINUM RIMS, 3 WAY LOCKS 931,720 KMS, STK#CJ954482. -1262785 **\$69,900**



2014 KENWORTH T680 HIGHWAY TRACTOR

76" ACAD SLEEPER, PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 13.2K/40K AXLE(S), 3.55 RATIO, G400 SUSP; 232" WHEELBASE, BLUE IN COLOR, GRAY VANTAGE INTERIOR 724,228 KMS, STK#EJ968374A. -1056315 **\$61,000**

BRANDON

1240 Highland Ave.

1-888-979-5692

Dave Mantei - New/Used Sales
Cory Nakonechny - New/Used Trailers
& Used Truck Sales
Todd Border - Bus. Mgr.

ESTEVEAN

89 Escana St.

1-866-332-2121

**TRUCK PARTS
& SERVICE CENTER**
Lenny Janz
- New/Used Sales

WINNIPEG

357 Oak Point Hwy

1-888-979-0957

Jim Bednar, Andy Willerton, Richard
Prokopich, Andrew Dunsmore - Sales
Bryan Johnson
- New Truck Mgr. (MB)
Todd Border - Bus. Mgr.

REGINA

520 Park Street

1-888-979-0394

Bob Wirtz, Lenny Janz,
Erin Found, Terry Breehn - Sales
Gordon Wood - Bus. Mgr.
Bert Downtown - Regional Used
Truck Mgr (SK & MB)

SASKATOON

2410 Northridge Drive

1-888-979-2615

Chad Kemp, Guy Tatlow,
Vince Boechler,
Steve Shmigelsky - Sales
Gordon Wood - Bus. Mgr.

SWIFT CURRENT

175 Industrial Dr.

1-888-297-8191

Erin Found - Sales
Gordon Wood - Bus. Mgr.



CFMS

Canadian Fleet Maintenance Summit

Get equipment insights
and stay ahead

APRIL 18, 2018

International Centre
Mississauga, ON

Designed for fleet maintenance professionals, this summit provides industry leading information and networking to help you stay ahead of the competition and keep your fleets running efficiently.

TRUCK WORLD

CFMS registration includes complimentary access to **Truck World** and the **VIP Kickoff Breakfast**, an \$80 value!

www.trucksummit.ca

Sponsors

Platinum:



Gold:



Award:



Silver:



Bronze:



AMTA's history

Continued from page 1

A year after the Canadian Trucking Association was formed, the AMTA was established in 1938 – the association later changed its name to the Alberta Trucking Association and back to the AMTA in 2008 – with Jim McGregor acting as its president until 1952. Its first female president was Sherry Orr in 1998.

Though much has changed since the association's beginnings, the last couple of decades have seen several transitions in the industry due to an array of factors such as technology, regulations, and the attitudes of those involved.

Sherry Barge was the first and only woman to hold the position of AMTA board chairwoman from 1998-99.

Now vice-president, client executive and national transportation leader with BFL Insurance, Barge said trucking companies were not only willing to pay an association looking to improve the industry, but many senior leaders took the time to discuss and come up with solutions to problems.

"The AMTA board used to be up to 40 senior individuals. There was a strong networking component to the association," said Barge. "However, with a board of 40, it took a long time to have decisions made and implemented. In many respects, the trucking industry was smaller but once deregulation happened in 1988, the industry was open to all who wanted to get into trucking."

Despite those within the industry willing to give their time to help, Barge said attitudes from those on the outside toward those in trucking were not what they are today.

"In many ways, I found the public in the '80s and '90s did not respect the role that the trucking industry played in the economy. Truck driving and working at a trucking company was viewed as a lower class position," said Barge. "Today, the image of the trucking industry has improved immensely. There is



The AMTA builds its membership base in its early years.

far more appreciation and respect for those working in the industry."

Former AMTA president Lorraine Card said the association has evolved by traversing several potential roadblocks over time.

With a growing membership and stakeholder base, as well as the ever-increasing strength of its board of directors, Card underscored the AMTA's designation as a certifying Partner through Partnerships in conjunction with the WCB, the addition of a second training facility when the Edmonton office was established, acquiring two mobile simulators, and the current development of a new facility at the Edmonton International Airport, complete with a five-acre driver training track as examples of progress.

Like Barge, Card is also proud of what Partners in Compliance (PIC) has accomplished over the years.

"We work closely with Alberta Transportation to continue to grow the program and recognize the carriers that continuously demonstrate safety excellence," said Card.

Coming into the industry with experience in government and the transportation sector, Card said she cannot speak to how women in the industry have been treated over the last 80 years. She did say, however, that in her discussions with Paul Rubak, the author of the book *Big Wheels Across the Prairie*, he said that women have been the "steady hand of the industry."

"The AMTA is currently in the midst of a big push to bring even

more women to the industry through a number of initiatives," said Card.

Some of those initiatives include bringing the Western Women with Drive Leadership Conference to Alberta, as well as the Bridging the Gap program to address workplace shortages of women, Indigenous people, and visible minorities – both efforts in collaboration with Trucking HR Canada.

The AMTA has also partnered with Women Building Futures, which trains women in traditionally male industries, and includes a Class 1 driver training program.

"It's important to note that as more women enter the industry that we ensure the safety and security of all industry employees," said Card, "and we continue to meet with the Alberta government on the development of appropriate commercial rest areas."

In the face of all that has changed over the last eight decades, the most significant is yet to come, said Card.

The AMTA's newly-minted head honcho will be tasked with managing all that future change. But that does not mean Chris Nash has lost vision of the past.

A former driver, Nash hauled freight along the Alaska Highway thinking he was a "super trucker" in his air-ride Kenworth.

"I was quickly humbled passing places like Sikanni Chief or Steamboat Mountain and looking at the old decommissioned roads alongside the highway I was driving



Alberta's World's Largest Truck Convoy for Special Olympics.

on," recalled Nash. "It made me think about past drivers running those old roads in a rubber block truck with a five-speed, 250 hp engine, split rims, no communication, scraping the windows from the inside in the winter, and driving in full winter gear because the heaters could not handle the cold."

Nash said many drivers back then used to put their lives in danger on a daily basis, and were "much tougher than him."

"The resilience needed to truck 80 years ago resulted in a lot of pride and a tightknit driver community," said Nash. "I think trucking back then would be a shock to the 2018 driver, but thankfully we have all worked, and continue to work, to create a much safer world for drivers today."

The challenges of today's industry are different, but can be equally as daunting.

Creating regulations to help make the job safer, establishing better infrastructure, and more advanced vehicle designs were keys to the last 80 years, and like Card, Nash believes the next 80 will be most impacted by technology.

"Driver-assist technology, along with what will propel our trucks will dominate the next 80 years," said Nash, adding that he feels the word "autonomous" is tossed around way too much. "The closest to autonomous we have now is rail, and they still have engineers, so our roads will need drivers for many years." **TW**

GO FOR GROWTH: Find the stats and facts to fuel your growth plan at MTA's AGM

IMAGE MAKEOVER: Government, advocacy groups and the mainstream media wield great power in shaping public perception. How do these groups view trucking and what strategies can Manitoba carriers implement to improve the industry's image?

GAME CHANGERS: They've been selected as Manitoba's Top Fleet Employers. What can they teach us about how to manage growth, technology and HR issues in today's fast-paced economy?

BETTER TIMES AHEAD?: What the latest research shows about the direction of the Manitoba trucking industry.

Also join us for the Spring Gala Dinner & Dance
To find out more and to register call: 204-632-6600

Find out during two engaging sessions, moderated by Truck West editors, and a keynote luncheon address by Newcom Trucking Group's Lou Smyrlis. All at MTA's 86th Annual General Meeting

April 6, 2018
RBC Convention Centre, 375 York Ave, Winnipeg



Mark Dalton: Owner-Operator

By Edo Van Belkom

THE STORY SO FAR

Mark is traveling to Winnipeg on Hwy. 17. He checks the forecast and it looks bad, so he chains up long before the snow. After driving a while Mark is wondering if the snow will ever come, but it does eventually hit and when it does, it's a monster.

After a while on the road, Mark comes across a driver stuck in the snow. Apparently, he has chains, but doesn't know how to install them. Mark helps the man out and shows him how to install his chains.

Mark stops to help another driver install his snow chains, but the chains are the wrong size. Instead, he uses a cable to pull the stalled truck out of the snow and then tells the driver he's on his own.

The farther along Hwy. 17 Mark drove, the more vehicles he came across parked on the shoulder. After a while he was passing so many cars and trucks it was impossible to help them all. As he came up on another rig pulled over onto the side of the road, Mark rolled down the passenger-side window and waited for the stopped driver to notice him.

"You alright?" Mark asked.

"Yeah," the man said. "I'm going to wait it out. At least till the plows come through. I should be okay after that."

"Alright," Mark said, rolling up his window. "Take care."

Further along, there was another truck off to the side. This one seemed to be spinning his wheels in the snow, but as Mark passed, the driver gave him a wave as if nothing at all was wrong. Obviously, Mark needed some help deciding just who out on this road needed his help. And so, he called Bud to ask him a question.

"Hello?" Bud said.

"Bud, this is Mark. And before you ask, it's Marksicle Dalton driving the snow-swept Hwy. 17 in Northern Ontario, right around the corner from the Arctic Circle."

"Hwy. 17 isn't anywhere near the Arctic," Bud said.

Mark took a look out his window. "You could fool me with the way the snow's blowing across the highway."

"That bad, huh?"

"Yeah, that bad. I've had my chains on for hours and I've already helped a bunch of other drivers put theirs on. Even pulled a driver out of the snow whose chains were the wrong size for his rig."

"You're a real hero," Bud said, the sarcasm in his voice almost dripping out of the phone.

"Knock it off!"

After a moment of silence on the line, Bud asked, "Why are you calling me for, anyway? You've got another day before you have to deliver that load."

The Chain's in Command - Part 4 -



Illustration by Glenn McEvoy

"I've got nothing for you right now."

"I'm calling to ask if you've got any of your drivers on Hwy. 17 at the moment. There are so many drivers spinning their wheels here I don't know which ones to help. If any of them are your drivers that would make it easier for me to decide."

"Let me check," Bud said.

Mark waited on the line as he drove past a rig that was parked to the side with its hazard lights flashing.

"Okay," Bud said. "I've got the list right in front of me."

"How many?" Mark wanted to know.

"Including you?"

"Yeah, including me."

"One."

Mark let that sink in for a moment, then said, "Are you kidding me? Of all the drivers working for you I'm the only one in this storm? Where are the rest of them?"

Bud took a moment to respond. "They're all in the U.S. right now."

"Minnesota? Oregon? Maine?"

"No, more like Florida, Texas, and California."

"If you've got so many loads in the southern states right now, why am I the lucky one driving through Northern Ontario on my way to Manitoba?"

"I give my drivers what they can handle," Bud said.

Mark knew it was a compliment, but he wasn't exactly flattered. He'd been driving for Bud for years

now and he'd proven himself to be reliable and professional time and again. But instead of getting a sweet load to a sunshine state, he was slogging his way through what looked to be the storm of the century in this part of the province. "I could handle some sunshine right about now," Mark said.

"Okay, alright," Bud said. "You get this load to Winnipeg and I'll see what I can do to get you an extended tour of the west coast. Maybe a day or two off in Southern California."

"You're just teasing me right now," Mark said as he turned up the temperature of the air blowing against the inside of his windshield to take care of a bit of built-up ice.

"No, I mean it. I'll take care of you."

"Thanks," was all Mark said, knowing that Bud was a man of his word and in a couple of days he'd be worrying whether or not his air-conditioning was working well enough to combat the heat. That would be sweet. And just the thought of warm weather and sunshine was making Hwy. 17 much easier to drive. It was also having an effect on his willingness to help his fellow drivers.

He'd wanted to help those who needed it, and he had helped one driver install his snow chains and pulled another out of the snow. Then he'd stopped to check on two other drivers and neither of them seemed to need or want any help at all.

If he wanted to, he could spend the rest of the day helping people chain up or get out of snowbanks. But he had just over four hours to go before he was into Winnipeg, and after that he'd be headed south. His mind was already turning to warmer weather and the last thing he wanted to do was get out of his truck and get into the cold and wet of a Northern Ontario blizzard.

Up ahead there was another rig that appeared to be struggling to navigate the icy conditions. It was moving forward at a crawl and the drive wheels seemed to spin and skip through the snow. However, just ahead of the struggling rig was a heavy-duty wrecker that had pulled over to help.

Mark pulled wide and drove around the rig and the wrecker.

He'd had enough of helping other people do their job. Fortunately, by now there were plenty of people out on the highway whose job it was to get other people out of the snow and on their way.

Who was Mark to stand in the way of someone trying to make a living?" **TW**

Mark Dalton returns next month in another adventure.

FAST FORWARD

ADAPTING TO A DISRUPTIVE FUTURE

PART III VOLUME 3

DOWNLOAD YOUR FREE COPIES IN THE KNOWLEDGE CENTRES SECTION OF www.trucknews.com

The image shows the cover of a book titled 'FAST FORWARD ADAPTING TO A DISRUPTIVE FUTURE PART III VOLUME 3'. The cover features a blue and orange color scheme with a stylized graphic of a road or path leading into the distance. The Mobil Delvac logo is visible in the top right corner of the cover.

Mobil Delvac

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

Discover what more than
900,000 visitors did last year

We deliver
MORE BLOGS
MORE VIDEOS
MORE NEWS

trucknews.com



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

Visit the industry's most popular website

The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

On the trailer he's assigned, the tires are a bit worn, but not bad enough to worry about on this trip. Perhaps in a couple of weeks the tires need to be changed, but they would do for now.

Vic went into the office to explain the problems with the trailer. When he found the shipper and told him about the problems with the brakes, the man acted genuinely surprised that there was a problem at all.

The shipper offers Vic a different load and he takes it, happy that he didn't have to take a dangerous trailer out on the road.

Two days later, Vic gets another load out of the same truckyard. As he pulls into the yard he sees that the trailer he'd refused was still in the exact same spot it was in before and obviously had not been moved for two days – to be fixed or otherwise.

He gets out of his truck and goes over to the driver. "Are you taking this load?" he asks. The driver nods. "Where?" "Montreal." "No," Vic says, shaking his head. "This truck is not working."

Vic wonders if he should get more involved than he already is, but as he's trying to convince the driver NOT to take the load, he manages to hook it up and drive it out of the yard. Then Vic wonders how far he'll get.

The answer was not very far at all. Not more than five miles from the yard, at a four-way light, the truck was sitting with its hazard lights flashing. Apparently, the brakes on the trailer had failed and the semi plowed into the back of another truck sitting at the light. The driver was outside of his truck talking to the police already on the scene and luckily it looked as if no one had been seriously injured. But the driver's career in trucking was likely all but over.

Vic is assigned a load from a new shipper out of a truckyard he's never been to before.



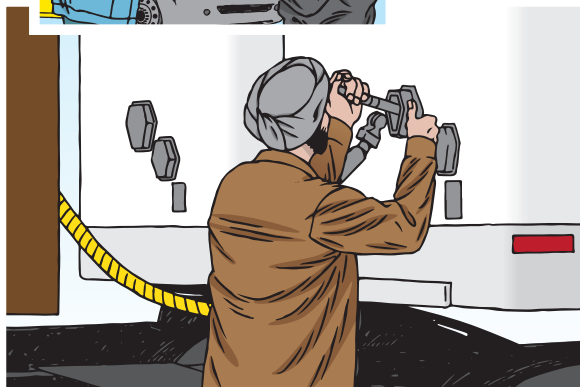
Because he's unfamiliar with the trucking company, Vic makes sure he does a more than thorough circle check, taking his time to make sure everything is in better than working order after he'd hooked up his tractor.



The brakes, however, were another story. There was evidence of all sorts of leaks coming from the rear axles and there were so many air leaks that he was unable to get them to work well enough to get the rig underway.



When they got out to the trailer, Vic pointed out the lubricant and air leaks and the shipper showed concern and apologized for sending a load out on what was clearly a sub-standard piece of equipment. He promises to get the problem fixed and takes out his phone to make a call... presumably to his mechanic.



But as Vic is hooking up the trailer for his next load, he notices a tractor pull up to the broken trailer. A man gets out of the tractor and begins preparing the trailer for a hook-up.

"He can't be taking that trailer," Vic says out loud. There has to be some mistake, he thinks, or maybe he's taking it to get repaired.

Vic had to know for sure.



There seems to be a language barrier. Either that or the driver doesn't want to hear that the trailer is damaged. And as Vic thinks about it, he realizes the man had yet to do a circle check. He decides to point out the problem so there could be no doubt.



Or maybe not... At the light Vic pulls over onto the shoulder at the accident scene and gets out to talk to the police officer. Hopefully he can convince the officer that the driver is only partially at fault and the real culprit is the trucking company that took advantage of the man's need for work and convinced him he had to take out an unsafe trailer or there would be no other work for him... ever.

Illustration by Glenn McEvoy



Driving Uptime

DOWNLOAD YOUR FREE COPY IN THE
DIGITAL EDITIONS ARCHIVE ON
www.trucknews.com



Brought to you by the editors of
Newcom Trucking Group,
in partnership with Chevron

Matco expands commercial moving business

EDMONTON, ALBERTA


Matco Moving Solutions has announced its purchase of I-Care Office Solutions, strengthening its commercial moving business. Matco is part of the Manitoulin Group of Companies. I-Care Office Solutions is based in Edmonton, Alta., and becomes a part of Matco's growing commercial relocation business, providing entry into the office systems installation and reconfiguration markets.

"I-Care has earned an excellent reputation that is unparalleled in Alberta's commercial moving space," said Wayne Wishloff, vice-president and general manager, Matco Moving Solutions. "Their professionalism, approach to customer service, and safe handling of customers' goods mirrors our own and is exactly as their name suggests. I-Care's services perfectly complement those of Matco and solidify our strength in the moving,

relocation and storage space. Now we can provide a complete solution and are poised to become one of the largest commercial moving businesses in Alberta, Yukon and the Northwest Territories." "We are excited to welcome I-Care into Matco and the Manitoulin Group of Companies family," added Don Goodwill, president, Manitoulin Group of Companies. "I-Care customers now have at their fingertips a more

robust offering from Matco, and at the same time, access to a complete line of transportation and logistics solutions through the Manitoulin Group of Companies. We look forward to putting our capabilities to work for I-Care's customers to help them expand in Canada and around the world." I-Care was founded in 2007 by Aaron and Michelle Eicher. All staff and operations will be relocated to Matco's Edmonton facility. The Eichers will remain with the company for a period of time to ensure a smooth transition. **TW**

TRUCKWEST Advertiser's Index

	
Airtab	32
Buy Sell or Trade – 1991 Ottawa Shunt Truck.....	37
Combine World Inc.....	36
Custom Truck Sales	39
Fleetstop Trailers.....	37
Fort Gary Industries	38
Gear Centre	36
Global Leasing & Finance Group	38
JM Turbo Technology Inc. (Canada)	32
Kingpin Trailers.....	36
Mac Trailer Enterprises	31
Mack Sales & Service of Manitoba	35
Nortrux	34
Ocean Trailers	33
Redhead Equipment.....	34
Riordan Leasing.....	32
Ryder	32
Transwestern Truck Centres	35
Truck Liner 2000.....	38
Accutrac Capital Solutions.....	13
Alberta Motor Transport Association	20
BF Goodrich.....	10,46
Armada Transport.....	25
Career Opportunities	24-28
Castrol/Wakefield Canada.....	17
CFMS	40
Child Find-Missing Kids.....	18
Chevron Global Lubricants	4
(CITT) LBC Capital	15
Crossword Puzzle & Solution.....	21,45
Cummins Inc.....	9
Day & Ross Transportation Group	27
DK Smith International	11
Eberspaecher.....	15
Fast Forward	42
First Truck Centre.....	16
Freightliner.....	2,3
Great Dane Trailers	48
Highway Star of the Year.....	22,23
Howes Lubricator	13
Inland Kenworth.....	8
Mack Trucks Canada	47
Manitoba Trucking Association	41
Maintenance Best Practices.....	44
Michelin	10
Newcom Events.....	7
SAF Holland.....	18
Shell Canada Products Ltd.....	12
Surface Transportation Summit	45
Thunderstruck Trucking.....	25
Trailer Wizards.....	11
Transcourt Tank Leasing.....	19
TransX Group of Companies.....	26
Tremcar Inc	29
Triangle Freight Services	28
Truck Pro	21
Truck World	14
Truck News.com	43
Turk Enterprises.....	27
VersaCold Logistics Services	24
Volvo Trucks Canada	6

Tremcar West brings in new management team for Weyburn facility

WEYBURN, SASKATCHEWAN

Tremcar West has hired Doug Weir as general manager of its Weyburn facility and Kathy Lokinger as its office manager. The company is also looking for a service manager to complete its management team. Weir comes into the position with more than 45 years of experience in the oil patch, with a decade at Westank Willock, 29 years at Advanced Engineered Products, and the last few years with Edmonton Trailers Sales and Leasing.

"The day I wanted to retire, Darren called me and offered me this job," Weir added. "I am delighted to put my experience at the service of good people and a great company such as Tremcar." Lokinger was hired in January to lead the Tremcar West office, bringing with her more than 23 years of experience in the oil industry working for Cenovus Energy. "A restructuring of our organization at Weyburn was a must," said Darren Williams, vice-president for Tremcar West. "Business is picking up again and we want to be ready." **TW**

1 T E C T I O N 4 M A C K S

O R D I U A O

8 W H E E L 9 C A S T R O L

T E E K T G D

10 R E P O S S E S S I O N

U E L E S

12 C T R A I N 14 R E N T A L

K C T W E

17 I D L E F R E E Z O N E

20 C R R E A L P

21 A R I Z O N A 22 G R A D E

B V A D L N R

23 S P E E D 24 S I E M E N S

This month's


CROSSWORD

SOLUTION

is brought to

you by

TRUCKWEST



10th

ANNIVERSARY

2008 to 2018



SURFACE
TRANSPORTATION
SUMMIT

OCTOBER 10, 2018

International Centre

6900 Airport Road, Mississauga, ON



Favel hopes to attract the ‘right kind of people’ to join its family

By Derek Clouthier

MOOSE JAW, SASKATCHEWAN

It’s a new age for the trucking industry, and with that comes different ways to find new customers, monitor trucks, save fuel, and find new employees.

For Favel Transportation out of Moose Jaw, Sask., dealing with the current driver shortage – one that most agree will only continue to get worse in the coming decade – has been a challenge, yet also manageable.

With plenty of candidates looking for work and the diversity of tools companies can utilize to find potential employees, Scott Smith of Favel Transportation said it’s a matter of finding the right people to drive for his company.

“Looking into the future we understand the need for the ‘right kind of people,’” said Smith. “In today’s world we have the ability to pick the most qualified applicants to put our customers and consumers’ minds at ease.”

Smith said the days of having to locate qualified candidates from just one or two sources is gone, as there are now several options, such as online job postings, social media, newspapers, job boards, and even from colleagues.

“These days we have people inside our company who actively seek out drivers with good employment records and glowing references,” Smith said.

However, the challenges of finding “the right kind of people” in a labor pool lacking an adequate number of qualified commercial drivers remains.

A study by the Canadian Trucking Alliance predicts a driver gap of up to 33,000 by 2020 – only two years away – and, “based on plausible combinations of different trends that could affect industry demand, labor, productivity, and

occupational attractiveness, that number could be 48,000 by 2024. In the U.S., the situation is even bleaker, with the American Trucking Associations saying there would be a driver shortage of 50,000 by the end of last year and could grow to more than 174,000 by 2026.

But Favel Transportation hopes its growing company can attract the best drivers out there.

A relatively new company, Favel was founded in 2004 by current owners Kyle and Richelle Favel as a single-truck operation hauling livestock between Western Canada and the Northern U.S.

Today, that single-truck company has grown to more than 80, servicing all of Canada and the U.S. specializing in hauling livestock, bulk, and refrigerated commodities.

“In today’s world we have the ability to pick the most qualified applicants to put our customers and consumers’ minds at ease.”

– Scott Smith, Favel Transportation

“Since 2004, we’ve grown our customer base from three to 30 A-list clients and added 60 trailers to our continuously growing fleet,” said Smith.

Favel’s Canadian bulk transportation includes super B trailers, off-farm pick-ups, hydraulic auger trailers, and liquid bulk trailers. For international bulk transport, the company offers food grade, plant services, tandem trailers, and organic services. Other services include cattle transport (tandems,



Favel Transportation needs drivers, but the right kind of drivers.

tri and quad axles, proprietary load densities, expedited shipments), swine (bio-secured environment, access to dry bays, third-party trailer inspections, feed and water systems), climate controlled, and freight transportation.

The company also has a division that specializes in transcontinental travel to help its customers’ distribution systems run more efficiently.

In an effort to create flexibility and transparency, Favel created what it calls F.I.T.S. (Favel integrated transport solution), which Smith said allows the company to secure additional loads and routes for their Canadian and U.S. carriers.

Being a company that moves freight cross-border, Smith said Favel has embraced new technologies, including ELDs.

“Any technology that allows better planning of our drivers’ routes and days off is an asset to us,” he said. “The ELD in its simplest form only provides transparency to our clients and consumers, to reject it would be like standing in the way of progress.”

Favel also established “Opportunity Truck Leasing” to give drivers the ability to buy trucks through a leasing program, an effort Smith said “sets them apart from the rest.”

“We pride ourselves on the family atmosphere we have when you walk in the door or call our office, it’s reassuring,” Smith said. “In the future, we only see ourselves growing and following the same basic principles that got us this far.”

Those principles are honesty, loyalty, and determination; three characteristics Favel looks for in anyone wanting to work for the carrier.

“We believe these three principles drive a person to be better in every definition of the word,” said Smith, adding that his company has a lot to offer potential employees. “We are confident that our competitive pay packages and family approach will make you feel comfortable away from home.” 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.





Take control of the miles ahead with these long-lasting BFGoodrich® tires



Take control today at BFGoodrichTruckTires.com





A deal for the long haul.

Lease Mack Anthem[®] 70-inch Stand Up Sleepers for as low as \$2,188* CAD per month with Mack Financial Services.

Qualified Fleet Customers Only



The all-new Mack Anthem 70-inch Stand Up Sleeper delivers plenty of headroom, storage, and comfort—truly a home away from home. With the Let's Haul deal from Mack Financial Services, qualified fleet customers can get on the road for as little as \$2,188 CAD per month. Visit MackTrucks.com/ca/LetsHaulLease for more information on Anthem.

Act now. Let's Haul Offer valid until June 30, 2018.

*Sample lease payment only based on 60-month term, 160,000 kilometers per year, Base 70" single bunk specification leased with Mack Financial Services. \$6,350 customer down payment or trade equity is required. Monthly payments do not include fees and taxes may vary. Monthly lease payment subject to change with any spec modifications that affects list price or residual value. Offer available to qualified Fleet customers only. Fleet customer is defined as a company operating 10 or more Class 8 units of similar application. The lease of a single (one) unit as a "seed" unit may be available for qualified Fleet customers. Maximum of 25 units per customer will be allowed under the terms of this program. This program cannot be combined with any other offers or programs. Mack Financial Services reserves the right to amend or cancel this program at any time without notice and at its own discretion. Final approved transaction terms including initial rental payment are subject to standard Mack Financial Services credit underwriting guidelines and advance policy. Approvals will state the program terms and any other conditions deemed appropriate by Mack Financial Services. Not all customers will qualify. This offer is available to Canadian residents only. This offer expires June 30, 2018.

**BORN
READY.**

WHAT ELSE ARE YOU HAULING IN YOUR REEFER?



BEAT BACTERIA WITH THE INDUSTRY'S ONLY ANTIMICROBIAL REEFER

Our Everest reefer is the only refrigerated trailer on the market that offers broad-spectrum antimicrobial protection standard to fight bacteria growth on the liner for the entire life of the trailer. At Great Dane, we're committed to providing innovation that moves you—starting with a cleaner environment for your food deliveries.

See how our technology works at greatdane.com/microban

PROTECTION THAT LIVES ON
MICROBAN



Great Dane
INNOVATION THAT MOVES YOU