

TRUCK NEWS

Eastern Canada's Trucking Newspaper Since 1981

Delivering daily news at trucknews.com

Page 24

We salute you

Women in the trucking industry take center stage at Truck World, where the first Image Team was named.

Pages 27-31

Focus on maintenance

Coverage of the Canadian Fleet Maintenance Summit and addressing the technician shortage.

Page 32

Fuel-sippers

Driving strategies, and in-cab technologies, that can improve fuel consumption.

Page 56

Oil's well with CK-4

The transition to a new engine oil category is in full swing, but the education campaign is ongoing.

Tops in the shop

MISSISSAUGA, ONTARIO

Jason Makin is just another good Kingston boy.

Nine years ago, after a career as a technician with the Canadian Forces followed by some time at Toyota Motor Company, Makin and his wife decided to return to their hometown in Eastern Ontario. He took a job as the fleet maintenance manager with Cruickshank Construction.

Nearly a decade later Makin is the Volvo Fleet Maintenance Manager of the Year for 2018. Makin made the drive to the Canadian Fleet Maintenance Summit (CFMS) to be presented with the award.

Although Makin knew he was nominated for the honor, the award was meant to be a surprise to its winner until the moment his named was announced. When he reached the stage, Makin said he was suspicious when he saw his son – also a technician – at CFMS, but also seeing his wife was a dead giveaway.

The die-hard Leafs fan says it was a learning curve returning to truck maintenance on the Cruickshank fleet after spending years at the Toy-

Continued on page 13

Careers: 12, 16, 34-55

Ad Index: 65



Highway Star of the Year Douglas McGowan promotes the hiring of military veterans, claiming they make excellent professional drivers.

On a mission to serve

Highway Star of the Year urges industry to improve outreach to military veterans

By James Menzies

MISSISSAUGA, ONTARIO

After a 25-year military career leading some assignments of monumental importance, Douglas McGowan thought his transition into civilian life would be simple. He began his military career driving heavy vehicles and had piloted almost every type of vehicle possible while in uniform, often under challenging circumstances.

That's why a career as a truck driver made sense to McGowan, but his optimism soon faded as resume after resume was ignored. After submitting 101 resumes –

about 40 of which were for truck driving jobs – McGowan took a different approach.

"I told myself I was going to stop at 101 resumes, and I stopped at 101 resumes and never got any jobs," McGowan told *Truck News* in an interview. "With the training I had, running the people, having the highest level of security clearance you can get in the Canadian government, and I got nothing."

McGowan took a more aggressive approach when he saw a marquee sign advertising trucking jobs for Can West – a Calgary, Alta.-based propane hauler.

"I went in and I applied with a totally clean resume and

Continued on page 19

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



Daimler Truck Financial

Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks dealer nearest you, call 1-800-FTL-HELP. FTL/MC-A-1492. Specifications are subject to change without notice. Copyright © 2018 Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company.



Run Smart™

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

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

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

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

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

Independent minded

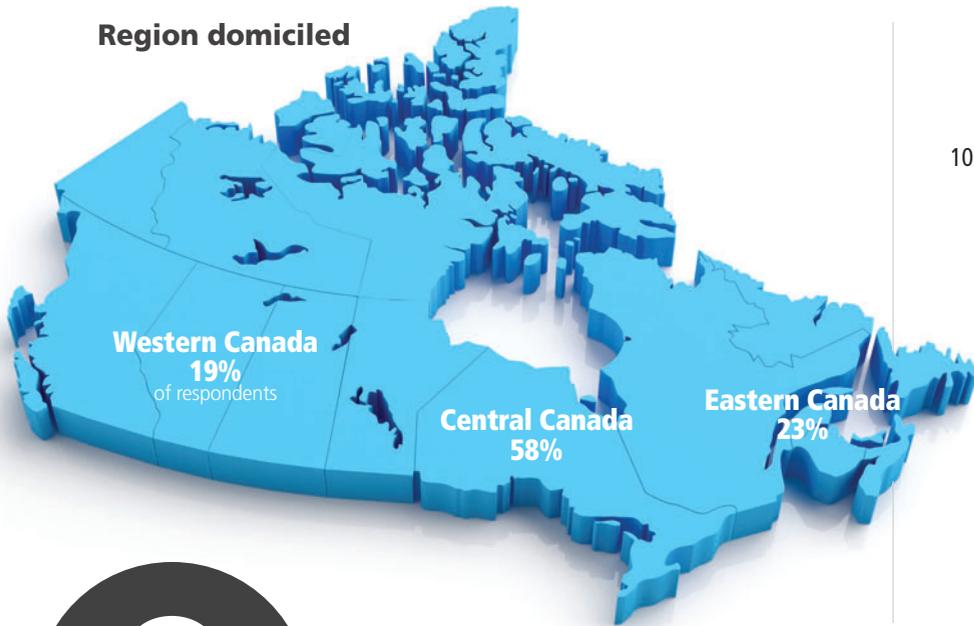
What the numbers reveal about Canada's owner/operators

Owner/operators are a vital part of the Canadian trucking industry. They often tackle runs that company drivers won't due to the length and difficulty of the haul. Our Newcom Trucking Group Research sheds some light on the Canadian owner/operator. The first thing that jumps out is that as many as one fifth of those answering our annual survey consider themselves to be part of a minority ethnic group. The vast majority (84%) own 1-4 heavy duty trucks with the Paccar brands – Peterbilt and Kenworth – remaining their top choices. The research also shows they are hanging on to those vehicles a long time with 44% of respondents on replacement cycles of 10 or more years.

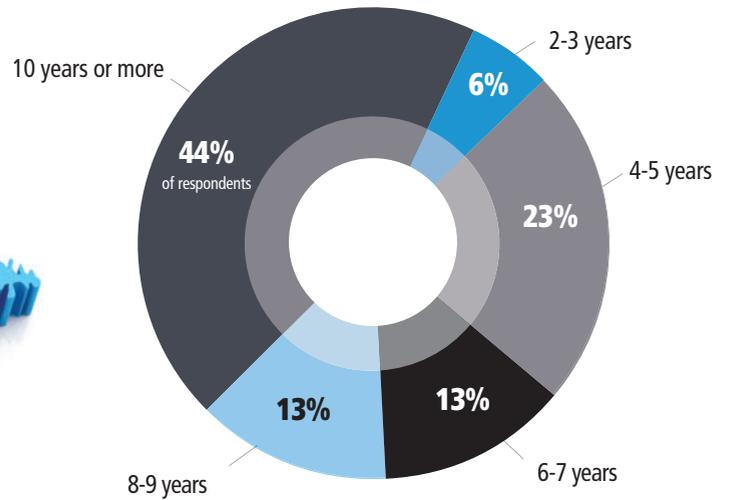


Follow Lou on Twitter @LouSmyrlis.

Region domiciled



Current trade-in cycle for HD trucks



Consider themselves part of minority group: **20%** of respondents

Own 1-4 HD trucks: **84%** of respondents

O/Os planning to replace HD trucks this year: **33%** of respondents

Main HD truck brands O/Os drive

Freightliner	14% of respondents
International	13%
Kenworth	18%
Mack	7%
Peterbilt	19%
Volvo	11%
Western Star	9%

Main activities engaged in

Long haul (600+ km from terminal)	40% of respondents
Regional (-600 km from terminal)	28%
Urban	7%
Construction	15%
Forestry	4%
Other	6%

#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.

ISSN 0712-2683 (Print)
ISSN 1923-3523 (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

Dan Robinson
Director Digital Marketing
416-510-5123
dan@newcom.ca

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

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

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

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

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

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

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

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

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

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

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

Truck News 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
5353 DUNDAS STREET, WEST, SUITE 400
TORONTO, ON M9B 6H8

PUBLICATIONS MAIL AGREEMENT NO. 40063170
CUSTOMER NO. 4006214



Funded by the
Government
of Canada



Contents



Feature Stories

Women, we salute you!

The Salute to Women Behind the Wheel – a tradition that continues to grow – was held this year at Truck World. **25**

Fuel-misers

Driving techniques, and in-cab coaching systems, that can improve fleet-wide fuel economy. **32-33**

7 Editorial

Why the trucking industry should do a better job reaching out to military veterans.

9-26 Business

The trucking industry continues to thrive, Quebec's winter LCV program remains in effect, and a customs booth controversy in Windsor.

27-31 Maintenance

Coverage of the Canadian Fleet Maintenance Summit, and a panel discusses ideas for tackling the technician shortage.

35-43 Equipment

Hino launches its new Class 8 truck in Canada, Volvo and Mack bring news to Truck World, and Blackberry is getting on the trucking industry's radar.

44-47 Fleet News

TFI International turns a booming truck market into stronger margins, while Mullen Group is slow to raise rates. Meanwhile, two Eastern Ontario carriers come together.

48-49 AI Goodhall – Opinion

Don't forget the driver, warns AI Goodhall. They – not technology – are ultimately responsible for safety, productivity, and profitability.

50 Scott Taylor – Tax Talk

Make sure you follow the right steps when filing your GST/HST information.

52 Karen Bowen – Health

Truck drivers are at risk of developing kidney conditions, due to long periods of sitting.

53 Dr. Chris Singh – Health

Tips to not sweat athlete's foot this summer, when the temperatures rise.

54 Angela Splinter – Human Factors

Understand how the 2018 federal budget will affect your trucking business.

55 Mike Millian – Insights

Let's be honest, Ontario's latest road fatality statistics are a disappointment. Here's what we can do about it.

In Every Issue

Mail	51
Marketplace	57-64
Ad Index	65
Announcements	65
Mark Dalton	66
New Products	67
Newland Transport	68



56 Oils and lubricants

The transition to new CK-4 heavy-duty engine oils has been seamless, but more education is required.

70 The Last Word

Pin to Pin's inspiring story is about a special kind of milk run.



More with Less.

Volvo D13 with Turbo Compounding



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



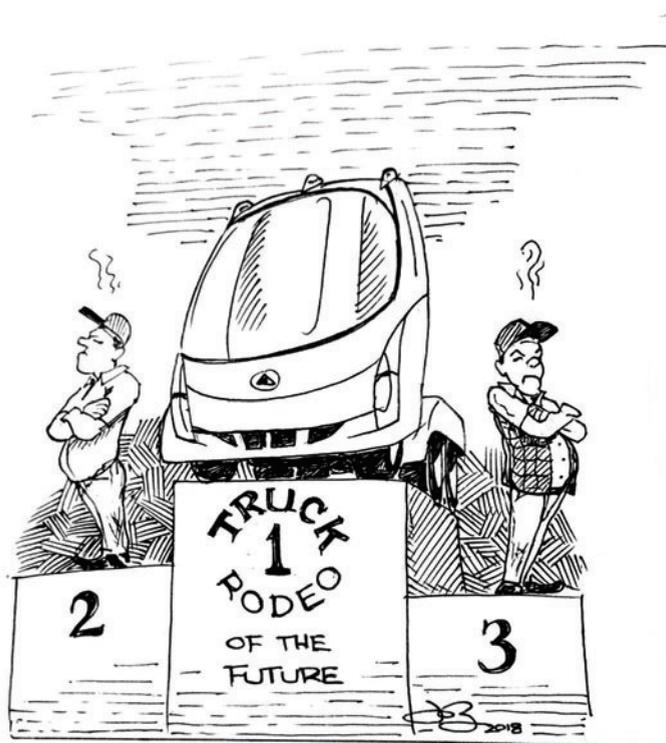
Let's give military veterans a chance

One of the highlights of this job, is having the opportunity each year to reward a deserving professional driver. We at *Truck News* used to do so as part of our long-running Owner-Operator of the Year award, and now we have teamed with sister publication *Today's Trucking* to present the Highway Star of the Year award.

Trucking can be a thankless job, and to be able to present a winner with a check for \$10,000, a trip to Truck World in Toronto, and an assortment of other prizes, is a real honor. Choosing a winner for this award is not a task that any of us on the selection committee take lightly.

With so many deserving candidates, you do worry about the implications of getting it wrong. But within minutes of meeting this year's winner, Douglas McGowan, whose story you can read on the cover of this month's issue, there was no question we got it right.

And why wouldn't we? Military veterans make great truck drivers. They're disciplined. Independent. They're problem solvers. They take direction well. These are all attributes that make for a good professional truck driver. In the U.S., this is well understood, with many large fleets implementing formal programs to attract returning mil-



As an industry, I feel we owe it to our military veterans – and to ourselves – to give them a chance when they come knocking.

itary veterans as they transition into civilian life.

And here in Canada, some fleets have undertaken similar efforts. But apparently, too few.

McGowan explained how he – despite having a clean 25-year mil-

itary career and receiving the highest security clearances available from the Canadian government – struggled to get so much as an interview when he began his transition to civilian life. He sent out 101 resumes – about 40% of which went to truck-

ing employers – and was offered not a single opportunity. This, despite having driven just about every piece of heavy equipment operated by the Canadian military, in extremely challenging conditions.

It wasn't until McGowan relentlessly pursued a job hauling propane in Western Canada that he finally was given an opportunity to demonstrate his skills. McGowan, in his interview with *Truck News*, suggested there is a stigma in Canada against hiring ex-military personnel.

And yet, this industry bemoans the fact it can't find enough talent to keep the wheels turning. As an industry, I feel we owe it to our military veterans – and to ourselves – to give them a chance when they come knocking. I'm sure there are other Highway Stars among them. **TN**



James Menzies can be reached by phone at (416) 510-6896 or by e-mail at james@newcom.ca. You can also follow him on Twitter @JamesMenzies.

Mark Your Calendar!



**SURFACE
TRANSPORTATION
SUMMIT**



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

Your bottom line doesn't care if it's cold.

The new Mobil Delvac 1™ range of synthetic engine oils
helps protect your fleet and your business.

Energy lives here™

Mobil Delvac 1™

©2018 Imperial Oil. Mobil is a trademark or registered trademark of Exxon Mobil Corporation or one of its subsidiaries. Imperial Oil licensee.



See our new products at mobildelvac.ca

Hot flatbed segment leading the market

By James Menzies

The flatbed sector is leading the way for a surging U.S. trucking industry.

That was the assessment of FTR, which addressed the implications of a tight trucking market in its most recent State of Freight webinar May 10.

"Flatbed is very hot, and we expect loadings to be up 7-9% year-over-year throughout the year," said Avery Vise, vice-president of trucking research with FTR. "Dry van and reefer are not that robust, but will both see solid growth through the year."

Vise said the flatbed market is seeing "unprecedented tightness," while dry van and reefer demand stabilized in April. The disconnect could be attributable to strength in the manufacturing and construction segments, and stronger petroleum prices resulting in more production activity. Or, suggested Vise, it could be the electronic logging device (ELD) mandate hit flatbed carriers the hardest, as they tend to be slower to adopt technologies.

Flatbed rates are up 45 cents a mile since the end of 2017, Vise noted, while dry van and reefer rates have decreased since their peak at the end of 2017 and beginning of 2018.

Carriers on the webinar responded to a poll, with 72% indicating the ELD

mandate has had a moderate or severe impact on truck capacity. Only 23% reported a minimal impact, while 5% said there has been no impact.

Vise said the Truckstop.com Market Demand Index suggested a tightening of capacity in the lead-up to the December 2017 mandate. Hard enforcement didn't begin until April 1, but a quick spike in the Market Demand Index quickly vanished.

"The numbers do not suggest any kind of catastrophe related to hard enforcement," Vise noted.

The greatest impact on capacity seems to have occurred between December 2017 and April 1, 2018.

Looking at ELD violations, it's the small carriers that have struggled the most. Interestingly, violations dropped sharply when hard enforcement began, indicating fleets either waited until the last minute to comply, or quit trucking when enforcement began.

Single truck carriers have contributed more than 20% of the violations since December 2017, and 40% of all violations were assigned to carriers with three or fewer trucks. Fewer than 1% of violations were committed by fleets with 1,000 or more trucks.

Vise said the truck market in the U.S. should remain strong, as almost all economic indicators are posi-

tive. The only concern may be rising inventory levels, but Vise said this could be in response to the tightening capacity and difficulty in getting freight delivered. One cause for concern is rising trade tensions.

"The mere uncertainty over trade can dampen business investment and capital spending somewhat," Vise warned. Rising gas and diesel prices are also a concern for carriers and shippers.

"Higher diesel prices would hit carriers and shippers directly, and higher gas prices could dampen consumer spending," Vise said.

Truck orders remain robust, but Vise said most of those are to replace current vehicles, not for additional capacity. And those strong orders will take some time to hit the market, with backlogs now stretched to the end of the year. Strong trailer orders are also making it challenging for manufacturers to source all the components they need to meet demand.

All these factors are creating an excellent scenario for trucking profitability. Dry van rates are expected to remain elevated, Vise said, through the second quarter before softening. Contract rates tend to lag the spot market by six to nine months, so Vise is projecting contract rate increases in the range of

10-12% year-over-year in the next quarter or two. Reefer rates should follow that trend as well, while flatbed rates have already seen significant growth and could moderate. **TN**

Truck tonnage decreases

ARLINGTON, VIRGINIA

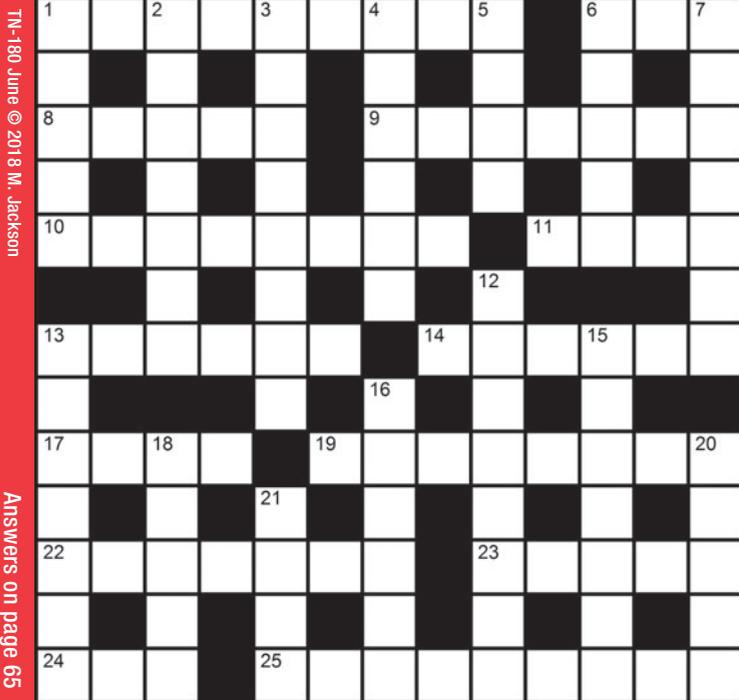
For-hire truck tonnage in the U.S. decreased 1.1% in March, according to the American Trucking Associations (ATA).

The February decline was revised down from 2.6%, to 0.8%.

Year-over-year, tonnage was up 6.3%, and for all of 2017 the truck tonnage index was up 3.8% compared to 2016. In the first quarter of this year, tonnage is up 0.9% compared to the previous quarter, and 7.4% stronger than the same quarter last year.

"Despite a softer March and February, truck freight tonnage remains solid as exhibited in the year-over-year increase of 6.3%," said ATA chief economist Bob Costello. "While I expect the pace of growth to continue moderating in the months ahead, if for no other reason than year-over-year comparisons will become more difficult as tonnage snapped back in May of 2017, the levels of freight will remain good going forward." **TN**

THIS MONTH'S CROSSWORD PUZZLE



TN-180 June © 2018 M. Jackson

Answers on page 65

Across

- 1 Where rubber meets road (4,5)
- 6 Engine adjunct perhaps, ____ tank (1,1,1)
Palindromic disc-brake item
- 8 Mack vocational model
- 9 Tractor fuel reservoir, often (4,4)
- 10 Vital Snowbelt truck
- 11 Frequent stops trip, a.k.a. ____ run
- 13 '98-'05 flat front Freightliner
- 14 TCH offramp
- 17 Traffic backup cause, commonly
- 19 Pre-GPS navigation tool (4,3)
- 22 Backed-up traffic speed
- 23 Well experienced driver, briefly
- 25 Tremcar tanker's steel

Down

- 1 Canvas cargo covers
- 2 Replacement tire option, often
- 3 Hand ____ dash control, perhaps
- 4 E in COE rig type
- 5 Non-powered ____ axle
- 6 Really boring hand tool
- 7 Ventura or Harbor in Los Angeles
- 12 Brampton based trailer leaser
- 13 Trucker's task, ____ inspection
- 15 Goods in excess of Bill of Lading
- 16 Bridgestone long haul steer tire
- 18 "Famous Potatoes" plates home
- 20 Thruway booth payments
- 21 Alternator output, briefly

PUZZLED?

DIESEL PARTICULATE FILTER Cleaning Service and Repairs



TRUCK EXHAUST
INSTALLATION & SUPPLY

Texis has the solution.

905.795.2838
fax 905.678.3030

1.800.267.4740
Canada & U.S. hotline

www.texisexhaust.com

SEE OUR AD PAGE 60





Drive Results for Your Business

OCTOBER 10, 2018

International Centre
6900 Airport Road, Mississauga, ON

GET

- ▶ **Expert insights** on the state of the industry and future trends
- ▶ **Actionable strategies** to increase efficiencies and productivity
- ▶ **Networking** with supply chain leaders
- ▶ **Inspired** with enlightening keynote speakers

Economic outlook | Freight transportation technologies |
Shipper - Carrier roundtable | Last mile delivery | ELD mandate | Managing budgets |
Small Carrier strategies | Freight brokerage & management | And more...

Association Partners



Produced by



Media Sponsors



www.surfacetransportationsummit.com

Pro-carrier environment continues

Carriers continue to thrive and shippers are struggling to find capacity in a “pro-trucker environment,” according to FTR.

Regulatory pressures coupled with slowly increasing capacity in a hot freight market, put upward pressure on rates, FTR reports. Freight growth didn’t soften during the first quarter as it usually does.

FTR says its truck loadings index is expected to see 4-6% growth year-over-year into 2019. A continued capacity crunch in the truck-load segment could see more freight pushed to LTL, which would add more costs to shippers.

“Shippers remain in the throes of a pro-carrier environment. Every major indicator of demand – manufacturing, payroll employment, retail sales, housing construction – is at least at the strongest level since the Great Recession. Unemployment is at a 17-year low, and the driver shortage continues to create capacity constraints,” said Jonathan Starks, chief operating officer of FTR.

“Every major indicator of demand – manufacturing, payroll employment, retail sales, housing construction – is at least at the strongest level since the Great Recession.”

– Jonathan Starks, FTR

In Canada, spot market load volumes were down 19% in April, but remained 42% higher year-over-year, marking the strongest ever April.

That’s according to TransCore Link Logistics, which measures load activity across its load board. In April, intra-Canada loads were up 38% year-over-year, while cross-border loads leaving Canada were up 64% y-o-y and loads entering Canada were up 36% compared to last April.

Equipment postings rose 16% over March, but were down 7% year-over-year. For the first time since December 2017, there were more trucks available than loads. Truck postings were 16% higher than March, while load volumes were down, resulting in 1.32 trucks for every load posted to Loadlink.

In March, there were 0.92 trucks per load, but last April there were two trucks per load.

Equipment orders also remain strong. Classes 5-8 net orders slowed in April, but were still up 40% year-over-year. Net trailer orders were up 39% year-over-year

in March, with builders now committed through October, according to ACT Research.

“Although off 11% versus a very strong February, volume was up 39% year-over-year,” said Frank Maly, director, commercial vehicle transportation analysis and research at ACT Research. “Strong freight demand and tight capacity continue to encourage fleets to invest in equipment, and the positive impact of freight rates on their bottom lines provide them the means to commit. And don’t forget, the recent tax cuts contribute to this equation.”

March marked the 16th straight month of year-over-year order gains. **TN**

FAST CASH
Freight Factoring

Get Approved in **MINUTES**
99.9% Approval Rate

plus
FUEL DISCOUNTS
huge savings on your largest operating expense

Start funding in 2 days or less

Same Day funding with AM & PM advances

call:
855-838-7575
accutraccapital.com

ACCUTRAC
CAPITAL

- ✓ Shipment delivered.
- ✓ POD signed.
- ✓ Invoice sent.

We make it happen in under an hour.

Using Rose Rocket's TMS, LTL businesses push invoices in 1 hour instead of 4 days.



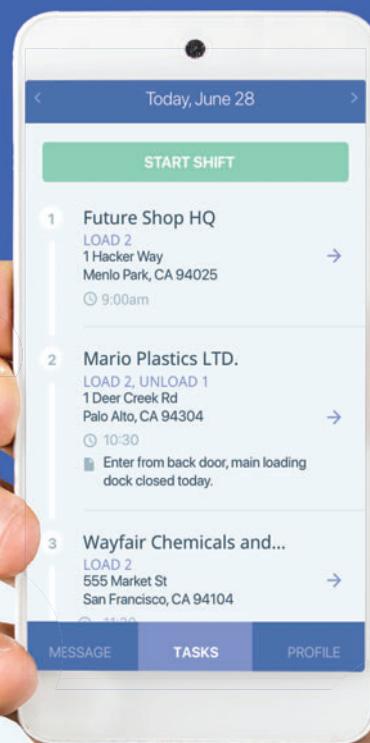
roserocket

roserocket.com/UnderAnHour

415-745-9671 | underanhour@roserocket.com

We are software for modern trucking companies.

Proudly Made in Canada



Strength Beyond Borders

TITANIUM

TITANIUM ADVANTAGES

- New Equipment
- Driver-First Culture
- Be a Shareholder
- Bonus Program
- Safety-First Mentality
- ELD Training and Support
- Paid Picks/Drops
- Weekends Home
- Health and Dental Benefits
- Share Purchase Plan

OWNER / OPERATORS

- Truck Ownership Program
- Low Interest Rate
- 500,000 Mile / 5 Year Warranty
- Affordable Payments

FLATBED

\$0.60 /mile
base rate
US Company Drivers

\$0.54 /mile
base rate
CAN Company Drivers

75% /revenue
Owner/Operators

VAN

\$0.52 /mile
base rate
Company Drivers

70% /revenue
Owner/Operators



Are You Strong Enough for Titanium?

CALL: 905.266.3132
TEXT: 416.898.5047

ttgi.com

Managing a diverse fleet

Continued from page 1



Jason Makin is pictured at Cruickshank's Kingston, Ont., shop.

ota plant, but he says he wouldn't do anything else.

Makin says it's the people that make the difference for him every day, but it's Makin that makes the difference for those around him.

Leading by example and with his trademark sense of humor, Cruickshank technicians say the manager creates a positive work environment by making them feel cared for on the job.

Fleet owner Steve Cruickshank said there was no one more deserving of the award than Makin.

He is responsible for much more than just the fleet of 140 heavy trucks in the Cruickshank fleet. He is also responsible for the acquisition, disposal, and maintenance of the entire fleet and company facilities – including 20 pits and quarries, six office and shop buildings, 100 half-tons, about 70 pieces of heavy equipment, and three asphalt plants.

But despite the everyday challenges of overseeing such a diverse fleet of equipment, Makin said his biggest issue today is finding technicians.

"The biggest challenge right now is people," he told *Truck News* in an interview. "The availability of technicians, whether apprentices or trained technicians. I think it's a systemic problem in the industry."

Makin manages 26 technicians and says he makes an effort to get to know them personally, and to offer as much flexibility as possible in their jobs. He also keeps the lines of communication open by regularly hosting roundtable discussions in the shop, including technicians and management.

Grateful for the support, Makin says he feels lucky that he could work in a job doing what he likes, while living in a place that he loves.

"Having Susan there, and being able to recognize her in the award speech was important to me," Makin said of his wife. "Whether it was when I was in the military, my time at Toyota, or at Cruickshank, she's been the backbone of the fam-

ily. Bills wouldn't get paid and I'd be living on the streets without her. She manages the home, and she works herself, raising the boys and giving me support to be able to rise up through the ranks. You don't do that without strong support at home."

Makin's son Mitchell is an apprentice under Makin at Cruickshank's Kingston shop, and he and Susan have a second son named Matthew who is studying biomedical science at the University of Ottawa.

A more in-depth profile of Makin will appear in the summer issue of *Truck Tech*, and its digital edition on www.TruckNews.com. **TN**

STAYING COMPLIANT IS AS EASY AS ELD

EZ-ELD™
Keep it simple



KEEP IT SIMPLE WITH EZ-ELD™

ELECTRONIC LOGGING DEVICE

Toll Free 833-994-3953



To get a simple, secure and stress-free ELD solution for your fleet, inquire today!

Compatible with iOS & Android



OPTIMIZE YOUR TRUCKING OPERATION

IPS Invoice Payment System knows trucking. We have developed the tools to help you identify necessary cost per mile, uncover cash flow anomalies and more. With IPS, you can maximize profitability and take your trucking operation to the next level. And as always, **IPS finances your invoices within 8 business hours. Guaranteed.**

Glasvan honored by Great Dane



Glasvan Great Dane was recognized as a top Great Dane trailer dealer for the 15th consecutive year.

MISSISSAUGA, ONTARIO

Glasvan Great Dane has taken top honors in the Great Dane dealer awards for the 15th consecutive year.

The dealership was awarded in three categories for 2017, receiving the nod for International Flatbed Dealer of the Year, International Reefer Dealer of the Year, and International Parts Dealer of the Year.

The awards are given out to dealers in Canada, Mexico, and South America by Great Dane every year.

Dealerships are chosen based on sales, customer satisfaction, and service quality.

"It's always a tremendous honor to receive these awards," said founder George Cobham Sr. "I'd like to acknowledge our customers and the Glasvan team for their support." **TN**

CTA pushes for emissions crackdown

OTTAWA, ONTARIO

The Canadian Trucking Alliance (CTA) is calling on governments to help fight those who tamper with emissions controls on trucks.

While most fleets have complied with ever-tighter emissions standards – and their related costs – other operators have been disconnecting equipment like diesel particulate filters (DPFs), or using electronic means to circumvent electronic control modules.

The alliance wants provincial governments to give roadside enforcement teams the tools to scan and detect if emissions systems are regenerating properly and in good working order, or whether they are non-compliant.

This would be similar to the "read-only, plug-in" approach Ontario and Quebec uses to determine speed limiters are working, says Geoff Wood, senior vice-president of policy. Ontario has already shown interest in the emissions-re-

lated enforcement, and the CTA has asked the Canadian Council of Motor Transport Administrators (CCMTA) to get other provinces to move with roadside enforcement plans of their own.

"Regardless of the method used to circumvent the emissions requirements, the result is direct, high emissions levels of both (particulate matter) and NOx directly into the atmosphere – something we are all striving to prevent," says Wood.

Even if resources are limited, the jurisdictions could share information about non-compliant trucks found at roadside. If a truck failed a roadside inspection, that could trigger enforcement action for the carrier.

The alliance is also suggesting an update to National Safety Code standards around annual inspections, requiring technicians to plug in to verify an engine complies. If that was followed, a failing vehicle would not earn a valid annual safety inspection. **TN**

Truck World a resounding success

MISSISSAUGA, ONTARIO

The leading tradeshow for Canada's trucking industry welcomed 19,595 industry professionals from April 19-21.

Truck World, jointly produced by Newcom Media and Hannover Fairs, a division of Deutsche Messe, took place at the International Centre.

"With our goal of creating a business environment, not just a walk-around, I couldn't be happier with this year's attendance," says Joe Glionna, president of Newcom Media. "Starting Thursday with 450 industry professionals at the opening breakfast, having the Ontario Trucking Association's board meeting on-site, and announcements of truck deals right on the show floor, I'm hearing a tremendous amount of positive comments from the exhibitors. I think the excitement on the show floor is indicative of the general mood across the industry right now."



Record crowds flocked to Truck World April 19-21.

There were 14,807 visitors who walked through the halls of the International Centre from April 19 to 21, interacting with 4,788

exhibitor representatives in more than 525 exhibit spaces.

An additional hall was utilized for this year's sold-out show totaling five halls, making this show the largest Truck World in its history, with over 179,000 sq.-ft. of booth spaces and nearly 400,000 total show square footage.

"On Friday and Saturday, the recruitment pavilion was a true success," said Thierry Quagliata, Truck World show manager. "Over 100 recruiting companies were spread out between hall four and the general show floor, attracting more than 5,000 drivers looking for new career opportunities."

Truck World is endorsed by the Ontario Trucking Association and the Canadian Trucking Alliance. Navistar was the event's prominent sponsor and provided free Wi-Fi for the show, while Cummins sponsored the well-used show mobile app. **TN**

Anheuser-Busch orders Nikola trucks

Plans to go all-in on renewable powered trucks by 2025

ST. LOUIS, MISSOURI

Anheuser-Busch has announced it is ordering up to 800 hydrogen-electric Nikola semi-trucks and will by 2025 will convert its entire longhaul dedicated fleet to renewable powered trucks.

The zero-emissions trucks will be able to travel 500-1,200 miles and will be refilled in 20 minutes, according to Nikola Motor Company.

"At Anheuser-Busch we're continuously searching for ways to improve sustainability across our entire value chain and drive

our industry forward," said Michel Doukeris, CEO of Anheuser-Busch. "The transport industry is one that is ripe for innovative solutions and Nikola is leading the way with hydrogen-electric, zero-emission capabilities. We are very excited by the possibilities our partnership with them can offer."

"Hydrogen-electric technology is the future of logistics and we're proud to be leading the way," added Trevor Milton, CEO of Nikola Motor Company. "Anheuser-Busch has a

long history of investing in progressive, sustainable technology and we are excited to partner with



Nikola is heralding an order of 800 trucks from Anheuser-Busch, which plans to operate only renewable powered trucks by 2025.

them to bring the largest hydrogen network in the world to the US. By 2028, we anticipate having over 700 hydrogen stations across the US and Canada. With nearly \$9 billion in pre-order reservations, we are building to order, not speculation, and are very excited for what's to come."

Nikola recently launched a lawsuit against Tesla, accusing it in court papers of copying design traits from the Nikola semi-truck. It claims six design patents were infringed upon. **TN**

'If you can't be safe, get out'

CTA head issues stern warning to non-compliant carriers

By Sonia Straface

MISSISSAUGA, ONTARIO

If you can't be safe and compliant in trucking, get out, said Steve Laskowski, the president of the Canadian Trucking Alliance (CTA) and the Ontario Trucking Association (OTA) at the Truck World kick-off breakfast on April 19.

In the wake of the Humboldt, Sask., bus collision on April 6, which involved a transport truck and killed 16 people aboard the Humboldt Broncos' junior hockey team bus, Laskowski stressed there is no room in trucking for operators who do not embrace a culture of safety.

"Last week in Saskatchewan reminded us all of the responsibility we have as an industry as we share the road with the public," he said. "The highways are our workplace."

While all the details of the crash are still not known, it has been circulated that the truck driver was approaching a stop sign when he entered the intersection.

"We've had a lot of calls and soon we'll learn the facts of the collision," Laskowski continued. "The facts may show other things, like things we may need to do in our industry. And I can assure you, that with the leadership of my two chairmen, our folks are prepared to move with Transport Canada and provinces across Canada to make the changes that are required (as a result of this) collision investigation. I can assure you that our recommendations will reflect our commitment to safety and will reflect the culture that OTA and CTA stand for.

"We must stick to an ethic and culture of safety and compliance. In 2018, what we face is a number of issues that challenge our principles in compliance. We have major issues facing our industry...things like non-compliance on hours-of-service, mechanical safety. These are things that cannot go wrong anymore.

"As organizations, what we need to do is get behind associations and make sure that everyone understands that to be in trucking, we are a great and proud industry, we are the safe operators and the vast majority in this industry are safe operators who embrace a culture of safety. A principle of profit is good but not at the expense of non-compliance. And if you can't stick to that, get out."

Newcom Media's Joe Glionna also announced at the kick-off breakfast that Newcom will be donating \$5,000 to help the families of the victims and the first responders of the bus crash. **TN**



"A principle of profit is good but not at the expense of non-compliance. And if you can't stick to that, get out."

— Steve Laskowski, OTA

For Total Lube Solutions,
GO WITH THE FLO!



- ✓ Autogreasers for Your Mobile Equipment
- ✓ Fluid Handling Equipment for Your Garage
- ✓ Our Mobile Workshops Come to You



Tel 1.800.668.5458 sales@flocomponents.com www.flocomponents.com

**VISIT US AT CANADIAN MINING EXPO -
PAVILION BOOTH #P-27**

THE DURON™ CHALLENGE

**IT'S
PROOF
TIME**

**"THE RESULTS WE HAVE
SEEN ARE REMARKABLE
— IT DOESN'T GET
BETTER THAN THIS!"**

LARRY SLAVENS, OPERATIONS MANAGER,
DLM TRUCKING, SUNNYSIDE, WASHINGTON, USA

**DLM
TRUCKING**

Want to double your drain intervals like DLM? Take the DURON™ Challenge. There's no cost, and no risk. We'll provide the DURON heavy duty engine oil, the technical expertise and oil analysis. And we'll support you all the way.

Visit DURONCHALLENGE.com now for more information.



Beyond today's standards.™

Minding *Your* Drivers is *Our* Business.

With industry leading driver retention scores, low CVOR scores, and safety records you can't beat – CPC Logistics is the leading provider of contract driver services for some of North America's leading brands.

See what we can do for your business.

Chris Trice

- 14 Year CPC Employee
- 2015 Million Mile Driver
- 1.3 Million Safe Miles with CPC



1 (888) 766-6114

callCPCcanada.com/MindingYourDrivers



Fleet Management Services • Contract Driver Services • Warehouse Services

Customs booth brouhaha

Campaign to open truck booths condemned

By Ron Stang

WINDSOR, ONTARIO

Windsor business interests have joined the American-owned Ambassador Bridge in a campaign to get the long dormant six additional Customs truck booths at the bridge's Canadian plaza opened.

The Windsor-Essex Regional Chamber of Commerce has written federal Public Safety Minister Ralph Goodale to open the booths, built in 2007, to improve the flow of trucks – and commerce – between Detroit and Windsor, as well as to prevent traffic accidents on the U.S. side of the bridge.

“There continues to be ongoing, lengthy and costly backups emanating from the Canadian side of the border at the Ambassador Bridge,” the letter states. “In addition to the increased accident risk this is causing along I-75 in Detroit, and our responsibility as good neighbors not to do that, the cost of all of this delay and uncertainty to our business community is huge.”

During peak times of the day, usually in mid to late afternoon, there have long been backups of trucks across the bridge as far back as access ramps from Michigan freeways, even onto regular lanes of those expressways.

In a statement, the bridge company said this has caused a “number of traffic deaths and injuries.”

In recent weeks the bridge, which has long been critical of slow Customs processing of traffic on both sides of the border, has started a public campaign to finally open the booths, including placing a banner strung across the top of them saying, “Eliminate Wait Times, Open These Booths.”

The booths were originally built in 2007 as the bridge was preparing to build a second span across the Detroit River. The bridge company finally got conditional approval to build the span from Canada's federal cabinet last year.

Matt Marchand, president and CEO of the chamber, said the traffic delays are not helping to improve the investment climate locally or for the province.

“I can only point out that we live in a very competitive space right now, we have high and rising electricity costs, we have cap and trade, we have corporate and personal income tax cuts on the U.S. side, our cost structure in Ontario is very high,” he said in an interview. “The business case for doing and retaining business here in Ontario is getting strained each and every day, so we have to make sure that we keep as best to our ability the trade lines open.”

But the chamber has been taken to task by Windsor's mayor, Drew

Dilkens, who said opening the booths is a non-starter because of their awkward configuration and because of ongoing discussions with the bridge company over conditions the company must meet before it can construct its new span.

In his own letter to Goodale, Dilkens said the chamber's action is a way to “obviate” that process. And in an interview, Dilkens called the chamber's letter to the public safety minister an “end run” around negotiations with another federal ministry, transport, and said the business organization had been “co-opted” by the bridge company. “There's a whole host of issues that have to be resolved,” Dilkens said, before the



bridge company can begin building its second span.

But Dilkens said the Canada Border Services Agency (CBSA), which staffs the booths, long ago made it known those booths can't open because they are on the other side of the three-lane Huron Church Road, a main city artery, and not “contiguous” to the existing Customs plaza. They therefore would impede Customs operations.

“What they've effectively said is unless Huron Church Road is closed, we won't put our staff there because

we won't allow a municipal roadway to bisect an international port of entry,” the mayor said.

Dilkens also blamed the Ambassador Bridge itself for the backups. He pointed to ongoing construction work on the existing bridge span and “traffic management” generally by the bridge company.

Should Huron Church be closed to temporarily improve truck processing until the new span is built this would “deleverage the position the city of Windsor has in their negotiations for the overall project,” Dilkens said. **TN**

“Castrol reduces the amount of services that we do and it extended our drain interval by almost double. That's been a big plus financially.”

Neil MacDougall,
Service Manager
Don Anderson Haulage

OUR CUSTOMERS KNOW THE ADDED VALUE CASTROL BRINGS TO BUSINESS.

- Superior oxidation control up to 30% longer* for fewer costly repairs.
- Extended drain intervals† and less time in the shop.
- Superior viscosity retention and wear protection for longer oil life and lower maintenance costs.

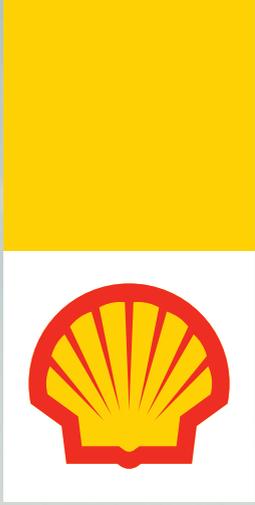


LET'S TALK ABOUT THE CASTROL ADVANTAGE.
1-888-CASTROL | CASTROL.CA



FIELD TESTED. FLEET TRUSTED.™

*Vecton Fuel-Saver 10W-30 FA-4 independent testings vs. SAE 15W-40 CJ-4 oil using SAE J1321 test method for Class-8 trucks. Vecton-Long Drain 10W-30 CK-4 and Vecton 15W-40 CK-4 compared to a CJ-4 engine oil in the Volvo T-13 engine test. † Extending oil drain intervals should only be done in conjunction with a comprehensive used oil analysis program like Castrol Labcheck.



THEY MAY NOT SEE YOUR HARD WORK **BUT WE DO**



Your job demands something most people can't see — hard work and dedication. We see the relentless efforts you put in day in and day out. It doesn't go unnoticed. That's why we work just as hard to make sure our most advanced technology is in every bottle of Shell Rotella® engine oil. Because we know just as well as you, that sometimes hard work is its own reward. Learn more at shell.ca/rotella

Shell
ROTELLA®

AVAILABLE AT:
RIGLUBE
The Oil Change Specialists

The Engine Oil That Works As Hard As You.

Shining star

Continued from page 1

abstract, and I never got a call," he recalled. "I went in again two weeks later because the sign was still up. I went in again after that, because they kept that damned sign up. I went back four times, and finally, I pretty much forced them to hire me because I wouldn't go away."

On April 21 in front of a large crowd at Truck World, McGowan was named the 2018 Highway Star of the Year. His truck driving career – like his military career before – has seen him progressively tackling more challenging jobs. At Can West, he hauled propane and then a picker truck. He then got his crane certificate. He spent a little time working in the office, but the call of the road was too difficult to ignore.

"I like the freedom of driving and of really being on the road and not having my phone ring," he said.

He also liked the solitude and peacefulness of hauling propane into remote parts of Western Canada.

"I'm getting paid to go and drive into the (Rocky Mountain) foothills for the day, deliver some propane, and drive home. I would do this for free," McGowan recalled.

When he decided it was time for a change three-and-a-half years ago, a trainer urged McGowan to get his dangerous goods certificate and apply to pull Super-Bs at Westcan Bulk Transport. The training culture there and focus on safety appealed to McGowan.

"They care about the people driving," he said. "It was almost like the military. They wanted to make sure you understand and everything's going to be safe. They took the time (for training) and I respected that."

As per usual, McGowan soon found himself tasked with increasingly complicated jobs.

"I just seem to get these challenging jobs," he said. "I didn't really ask for them. I did ask to go to Norman Wells and drive from Fort Simpson. That is difficult driving. I liked the challenge of it. It reminded me of driving for the military again. The drivers up there are all excellent guys and really good drivers. When you get into that heavier stuff, you get that camaraderie that comes back that I'm used to with the military, where you just really rely on each other."

McGowan brought with him a willingness to help others – and not just fellow drivers. Once on a run hauling propane, he offered to teach the enforcement officers at the scale the intricacies of the equipment he was running.

"He did a complete inspection on me," McGowan recalled. "Then, getting to know him over the hour that he inspected me, we were talking and he said, 'I do really well on the trucking stuff, but the dangerous goods, I don't really know.' I said, 'Well, I can show you how the

valves work and how the shutdowns work on the truck.' I'm not looking to get anyone into trouble coming in behind me, but as far as I'm concerned, if somebody can't shut their engine down and they're hauling propane, you should catch them anyways, because that's just unsafe."

McGowan's selflessness was on display at Truck World, where instead of talking about his own career achievements, his acceptance speech focused on the need to do a better job of reaching out to ex-military men and women for careers in the trucking industry. He said military veterans have many skills and attributes that make them good professional drivers.

"Your operational commitment to getting the job done," he listed. "You can give them a task, they'll complete the task. Their communication is excellent. They're trained to communicate and they're trained to self-start. I think there's a lot of inherent training in the military that's applicable to logistics and to driving."

McGowan also disputes any notion that military veterans may not be interested in a trucking career.

"There needs to be education out there for people to go into the second career assistance program and to promote (trucking jobs)," he said. "Companies need to say, let's have a rider program. Let's have a ride-along program. Let's show them what the job is like and what we do.



Douglas McGowan is named the 2018 Highway Star of the Year at Truck World.

You're going to have more awareness on both sides."

He said most people still think of trucking requiring long days and extended stretches away from home, which isn't always the case. Asked why trucking does such a poor job attracting military veterans, McGowan said he believes there's a stigma in Canada against veterans.

"There's some sort of prejudice against hiring ex-military people, because I think there's a misunderstanding about their capability, about stability, about maybe trying to take over a situation or maybe being too aggressive," he said.

In the U.S., by contrast, there's been a concerted effort by trucking

employers to reach out to military veterans as they transition back into civilian life.

"But the Canadian military isn't promoted the same as the American military is," he said. "The American military has a more aggressive type of national pride, whereas Canadians have this understanding that we're supposed to be polite, and not be militaristic."

The Highway Star of the Year Award is sponsored by Freightliner, Eberspächer, and OBAC. The winner receives \$10,000, travel to Truck World and accommodations for two, a computer tablet, a one-year OBAC membership, and special-edition leather jacket. **TN**

CUSTOMIZED TANK TRAILER SOLUTIONS



MIKE TRIANOS
DIRECTOR OF BUSINESS DEVELOPMENT,
ONTARIO & MANITOBA
mtrianos@transcourt.com
1 888-407-3830

20th anniversary  **TRANSCOURT**
TANK LEASING

Chemical 

Crude Oil 

Food Grade 

Hot Products 

Compressed Gas 

Dry Bulk 

FRP/412 

Petroleum 

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

www.transcourt.com



INTRODUCING THE ALL-ELECTRIC APU THAT MAKES A DRIVER'S CAB FEEL LIKE HOME.



THE LONGEST ALL-ELECTRIC RUNTIME IN THE INDUSTRY*



CLEAN, QUIET COMFORT



FUEL SAVINGS



NATIONWIDE DEALER SUPPORT

ENVIDIA™

START SAVING AND GET MORE COMFORTABLE TODAY!

LEARN MORE AT THERMOKING.COM/APU

 **THERMO KING**

* Based on testing against leading competitive all-electric APU system.

Special trailers deliver Wounded Warriors' message



Total Transportation Solutions is pulling around two trailers to bring attention to the Wounded Warriors organization.

By James Menzies

WHITBY, ONTARIO

Total Transportation Solutions is pulling two eye-catching trailers around Canada and the U.S., to highlight the work of Wounded Warriors Canada.

The organization supports Canada's ill and injured armed forces members, veterans, first responders, and their families. Chris McGregor, owner of Sign Design in Whitby, Ont., wanted to support the organization with a special high-profile trailer wrap. He approached customer Total

Transportation, which has been using the company exclusively for all its wraps since the trucking company was founded in 1996.

"Chris made this possible for me," said Scott Pustai, owner of Total Transportation Solutions. "He made the decision to get involved with Wounded Warriors Canada and to provide a wrap on the vehicles to get the word out and increase their presence. When Chris made the call to me and explained his idea, I don't think he realized at the time there was a personal connection for me to support an organization like this."

Two 53-ft. trailers were wrapped and will be deployed throughout Canada. The first made its public debut at Truck World in April. Both will be at the Highway of Heroes Bike Rides to be held concurrently in Ontario and B.C., which is why two trailers were needed. They'll also be deployed on Total's regular lanes.

"These will run throughout Canada and the U.S., so it's going to get wide coverage," said Pustai. He joked that drivers are already eager to pull the special trailers.

"Already, my drivers are fighting over it," he said. "I've not run into any guy who said, 'Why are you doing this?' It's a no-brainer to me."

The trailer features images of donors and Wounded Warriors Canada activities. It also showcases the hashtag #InThisTogether.

"In this together is to say, there is way more we as a nation can do for these people who do so much for us," explained Scott Maxwell, executive director of Wounded Warriors Canada. "We need to work in partnership, and look at this collectively. Look at what the public sector can do and is doing, and the private sector, and bring everyone on the same team. To realize we are stronger when we are working together and are stronger when we're in this

together. That's the essence of what this initiative means."

First responders from Durham region were on-hand to celebrate the unveiling of the first trailer. For info on Wounded Warriors, visit www.woundedwarriors.ca. **TN**

Central Ontario Regional Truck Driving Championships scheduled for June 9

KITCHENER, ONTARIO

The 33rd annual Central Ontario Regional Truck Driving Championships are scheduled for June 9.

The event, this year being held at the Kitchener Memorial Auditorium Complex, in Kitchener, Ont., will see talented drivers in the region go head to head for a chance to qualify for the Ontario Truck Driving Championships.

The championships include a written exam, a circle check test, and an obstacle course for professional drivers to compete in.

For more information, visit www.cortdc.com. **TN**

Carriers Wanted

Over 100 loads/week from U.S.A. and Ontario

Logs or lumber

- Access to our new google map
- Payments made upon delivery
- Fast unloading from 6:00 am until midnight every weekday

www.amexhardwood.com

AMEX PRIMEWOOD

Bois Franc - Hardwood

CONTACT US TO OBTAIN YOUR WEB ACCESS CODE
dispatch@amexhardwood.com or 1-877-362-8307

Winter trials

Quebec's LCV winter demonstration program trucks on and on

By Carroll McCormick

MONTREAL, QUEBEC

Where Ontario and New Brunswick simply allow long combination vehicles (LCVs) to operate year-round on an annual permit, although with bad weather restrictions, Quebec still requires carriers to have special winter permits to operate LCVs.

They are issued for what Transports Quebec calls a winter demonstration project, which has been ongoing since 2011.

In its early days, it put the province ahead of Ontario, which at the

time still had a ban on LCV operations for every December, January, and February. But that province lifted its ban in 2014, according to the Ontario Ministry of Transportation; New Brunswick also allows year-round travel with no special winter permits.

Ontario and New Brunswick, as does Quebec, specify under what weather and road conditions LCVs must stay off, or get off, the road; ie., "Program Condition 6 (g), Inclement Weather/Visibility/Road Conditions still applies, whereby LCVs must not operate if the roadway is: partly

snow-covered, fully snow-covered, snow-packed, icy, or there is a road closure or reduced visibility (ie. visibility is 500 meters or less)," notes the Ontario Ministry of Transport. New Brunswick specifically mentions no-go weather events such as freezing rain, sleet, hail, fog, blizzards, and heavy crosswinds.

Quebec's rules are similar.

Asked why it continues to run its winter demonstration program, Transports Quebec replied that it permits, "the circulation of LCVs in winter in a gradual manner; it validates the proposed program

framework; adjusting the project according to acquired experience and; reassures the citizenry."

In addition to requiring permits, the demonstration program, which applies to November, December, January, and February, has various reporting requirements. Cascades, which took a pass on the 2011-2012 winter demonstration program, then joined up for 2012-2013, began by having to make a report each month. However, explains Alain Boutin, director of conformity and risk management, "If you have more than two years running in the win-

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**.

Howes
Lubricator
Professional Grade Performance Since 1920

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



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.

\$60.00

Driver Medical Exams

ONTARIO DRIVERS WALK-IN MEDICAL CLINIC

21 Queensway West
Mississauga, Ontario
(DIRECTLY ACROSS FROM MISSISSAUGA HOSPITAL)

9:00 a.m. – 9:00 p.m.
7 Days a Week

No appointment necessary

(905) 897-9228

classifieds CLASSIFIEDS classifieds

Classifieds

Liquid Capital Midwest
THE FACTORING PROFESSIONALS

CASH FOR INVOICES

Same Day Funding • Immediate load approval for Load Link users • Same Day Funding • Flexible Funding Options • 24/7/365 Service

Bad Debt Collection Service
Equipment Financing Solutions

Brokers • Ask How Our Quick Pay Program Can Help Your Business!

1-877-653-9426
www.liquidcapitalmidwest.com
riacobelli@liquidcapitalcorp.com



\$140.00 w/Picture

Ad runs one month.

Contact Doug:
doug@newcom.ca

Also On-Line at:
www.trucknews.com

ter, you don't have to make reports.

"The first time, they wanted a report to be sure of the origin and destination. When we sent this report we also had to send proof of the forecasts we checked," Boutin says, noting that Cascades continues to print and archive weather forecasts for LCV trip days.

"Transports Quebec wants to know you are serious. They could call back and ask for proof. We still keep proof on file in case they ask. It's the same thing in Ontario. You have to have proof that you checked the weather before you sent out the LCV," Boutin notes.

Transports Quebec also requires that LCV operators submit a list of emergency stops, or safe havens they can drive to in case they get caught in restricted weather conditions.

"The ability to operate year-round gives shippers cost-effective options when moving goods in an LCV format."

— Gary Fast, Canadian Tire

"We find emergency exits with a car. The first year we did it and found places. For example, restaurants and companies where we made agreements to use their yards, and they could use ours. Every year we do this, and we have to send this (list of safe havens) to the government. They check this. If it is good, they give us the LCV permit for the winter. The first year was hard, because you had to find some places. After that, you just checked to see if the places were still open. We do not use the emergency stops very often, because we have a person who checks the roads and weather. This year we haven't had to use them," Boutin says.

Despite this additional workload, plenty of fleets sign on to operate under the Quebec model. Transports Quebec reports that in the 2016-2017 winter, 55 Quebec companies, 10 Ontario companies, six from New Brunswick and one from Nova Scotia participated. In 2017-2018 the participating fleet count was 59 from Quebec, eight from Ontario, five from New Brunswick and one from Nova Scotia.

Ontario-based ITS, however, decided that the hoops were too troublesome to hop through. "We looked at participating in a Quebec winter pilot program. The risks out-

weighed the benefits. We respectfully opted out of it because it was overly restrictive," says Steve Farris, vice-president of safety and risk, ITS.

For this past winter, Cascades bought four permits for Quebec and six for Ontario.

"In Quebec when you take a permit it is from March to November. If you want to run in the winter you have to take another permit. In the summer we have seven permits," says Boutin.

Cascades does about 11 LCV runs a week in the winter.

"During January and February this year we got a lot of snow. We made 30 loads last December, 36 in January and 60 in February. Just to give you an idea, in summer we can make something like 30 LCV trips a week," Boutin says.

Despite the extra precautions Transports Quebec requires, the penalty for driving when not allowed are more severe in Ontario, due to its annual permit system.

"In Quebec, if you do something wrong in the winter period, you lose your winter permit. In Ontario if you do something wrong you lose your permit for one year," Boutin says.

Cascades likes the cost savings associated with LCV operations, despite the extra work.

Canadian Tire, which operates LCVs in provinces such as Ontario, Quebec, New Brunswick, Nova Scotia, and Alberta, participates in Quebec's winter demonstration program.

"The ability to operate year-round gives shippers cost-effective options when moving goods in an LCV format. While rail is still the preferred longhaul mode, LCVs are a viable option when service and capacity on the rail is not available," says Gary Fast, vice-president of transportation, Canadian Tire Corporation.

However, Fast notes, "A lack of harmonization between highways across Ontario and eastern provinces has created challenges in our planning and execution. We'd like to see provincial governments completely harmonize and ensure the infrastructure allows for the movement of LCVs from Ontario to Nova Scotia."

Asked why its winter demonstration program rolls on and on, Transports Quebec offered several justifications; it wants to validate the LCV-in-winter concept by, for example, knowing how often safe havens are used and how often trips are interrupted or cancelled due to weather conditions, and it collects information so to have regulations that will "frame in the best possible way the circulation of these vehicles in the specific climatic conditions in Quebec."

Also, the winter demonstration program, "enables information to be collected to better assess the level

of greenhouse gas reduction, as well as the economic impact attributable to the circulation of large road trains in winter, as well as the level of adoption by business participation, (and) risk management best practices related to this business area," Transports Quebec explains.

And, Transports Quebec continues, "Keeping in mind the need to maintain the excellent track record of the traffic of large road trains in Quebec, the demonstration project aims to better identify the issues related to the traffic of large road trains in winter, which will allow proposing solutions to ensure the safety of users and the protection of infrastructure."

So after all these years of information collecting, has Transports Quebec written any reports summarizing its findings? That, Transports Quebec, says, would be "premature (and) only superficially addresses issues related to the movement of large trains in winter."

Might 2017-2018 have been the last season for the winter demonstration program? Here is Transports Quebec again: "The adoption of a regulation integrating the measures of supervision of this practice would give the opportunity to propose an end date of the demonstration project," and "the department will determine a timeline for the needs analysis and issues identified." **TN**

RISE AND SHINE!

PRIMO⁹SHIELD

PRIMOSHIELD, from NANOKOTE, a Permanent Direct-to-Metal coating for Stainless Steel and Aluminum that will preserve the original shine and finish plus protect your equipment for years.

- Permanent anti-corrosion properties
- Extreme chemical and abrasion resistance
- Anti-fingerprint and anti-scratch metal finishing (pencil hardness of >9H)
- Isocyanate free
- Salt-Spray (>4,000 h)
- Min added weight 10-15lbs per trailer
- Non-stick surface resulting in a self-cleaning surface

DEFENSE⁹
COATINGS SOLUTIONS

Canada Distributor | NANOKOTE North America

514.928.5681
info@defensecoatings.ca
defensecoatings.ca

Women in Trucking reveals Canadian Image Team

The new Image Team will be the face of the association, give media interviews



The Women in Trucking Association named its first-ever all-female Canadian Image Team this year at Truck World.

MISSISSAUGA, ONTARIO

The Women in Trucking Association (WIT) has named the first-ever all-female Canadian Image Team. The announcement took place at Truck World on April 21.

The Image Team was hand-selected to represent the association in the media and to encourage the

employment of women in the trucking industry.

They will be the face of WIT, demonstrating by example the wide-ranging and diverse careers that are available in trucking. They will attend trucking industry events, give media interviews, serve as speakers or panelists, and conduct ride-alongs.

“We are excited for the newly formed WIT Canadian Image Team,” said Ellen Voie, WIT president and CEO. “With the help of our Canadian members and colleagues, the initiative is now a reality.”

The 2018 Canadian WIT Image Team is:

- **Barb Duncan**, Alliston, Ont., professional driver and trainer with Warren Gibson;
- **Bernedette Wilson**, Brantford, Ont., vice-president and professional driver with Hood Motor Freight;
- **Erin Tallieu**, Nanaimo, B.C., managing partner of Motherload Transport;
- **Joanne Millen Mackenzie**, Brockville, Ont., professional driver with Highland Transport;
- **Jo-Anne Phillips**, Irishtown, N.B., operations director of Jeramand Trucking;
- **Margaret Levesque**, Bothwell, Ont., professional driver with SM Freight;
- **Michele Joslin**, Alliston, Ont., director of training and compliance with Justified Diligence;
- **Susie De Ridder**, Fredericton, N.B., professional driver with

Armour Transport;

- **Treana Moniz**, Kitchener, Ont., professional driver with Bison Transport

The announcement coincided with the third Canadian Salute to Women Behind the Wheel.

Candidates for the Image Team went through a rigorous selection process.

To qualify for the Image Team, the applicant must be a member of WIT and submit an application, including an essay from the nominator and the nominee to explain why she should be chosen for the Image Team. Questions regarding their safety records, previous awards, volunteer service, and community involvement were included in the selection process. Women working in all positions in the trucking industry were considered.

The newly formed Image Team will begin training over the next few weeks. Once training is complete, they will be ready to accept assignments. Requests for Image Team opportunities can be made through wit@womenintrucking.org or by calling 888-464-9482. **TN**

More women getting into trucking

PLOVER, WISCONSIN

The number of women employed in the trucking industry is rising.

That’s according to the recently updated Women in Trucking Association’s (WIT) index. Recently, WIT partnered with the National Transportation Institute (NTI) to monitor the percentage of female drivers and leaders in the trucking industry.

Last year the NTI added two questions to its list of research responses to assist WIT in tracking the percentage of the driving fleet that is female, as well as the percentage of leadership teams that are comprised of women. In January of 2017, WIT and NTI reported that women comprised more than 7% of over-the-road drivers and 23% of management.

These numbers contrast with the Department of Labor, which tracks women employed as “driver/sales workers and truck drivers.” The NTI figures track over-the-road drivers specifically.

This year, the NTI found the percentage of female drivers increased from 7.13% to 7.89% at the end of 2017. The number of women in management has increased as well, from 23% last year to 23.75% at the end of 2017.

In addition, in the past two years, there has been a 19% improvement in those companies tracking their percentage of female drivers and managers. This means that more companies are actually monitoring these figures and can benchmark against other carriers in the industry.

For those companies that participated in the survey, more than 25% reported nearly a 30% average increase in their female driver population. **TN**

Glasvan has the jump on the competition with the newest model shunt truck equipment for immediate delivery. Why wait or compromise by buying last year’s model when you can get better and upgraded 2019 model shunt trucks from Glasvan now. Our in-stock single and tandem drive axle equipment are loaded up with superior specs.



BETTER EQUIPMENT.
BETTER SERVICE.™

TRUCKS THAT WORK AS HARD AS YOU.



- Bigger 14500 lb front suspension spring packs
- Oversize 5" diameter hydraulic lift cylinders
- Heavy duty shunt truck specific 5th wheel



- New upgraded Cummins B6.7 engine
- Fuel efficient small displacement
- Improved after treatment system
- Longer warranty



- Mega-Cab
- 6' Clear entry and exit
- Lightweight aluminum sliding door

Visit glasvangreatdane.com

1-888-GLASVAN (452-7826) or 905-625-5843

Five Southern Ontario locations to serve you; Two locations in Mississauga, Putnam, Alliston, and Whitby.



We salute you

Salute brings together 41 women with 600 years of experience

MISSISSAUGA, ONTARIO

Canada's third Salute to Women Behind the Wheel took place at Truck World on April 21. The salute brought together 41 female drivers, with 600 years of combined driving experience. The Salute is an initiative of Women in Trucking (WIT) to honor female drivers and recognize them for their service.

A hallmark of the event is a group photo of all the women who hold commercial driver's licences, wearing the signature red salute T-shirt. Salute organizer, Joanne Ritchie, executive director of the Owner-Operator Business Association of Canada (OBAC), called the display an attention-getting way to illustrate women's presence in the male-dominated trucking industry.

"Female drivers make up only a fraction of the driver population in Canada, but their numbers are growing," she said. "The intent of the salute is to honor the contribution of the existing drivers and to demonstrate to women outside the industry that trucking is a good career choice with abundant opportunity. It was particularly gratifying this year to see several women in the crowd with one year's experience or less. These newcomers are the future of our industry, and we want to make them feel valued and welcome."

The Women in Trucking Association, based in Plover, Wisc., boasts about 4,000 members from all over the globe including about 300 Canadians. While drivers are a major focus of the group, it represents female workers in all facets of trucking and transportation, including technicians, logis-



tics personnel, management, and admin workers.

"The women here today are very much pioneers in a field that is dominated by male drivers," said Ellen Voie, president and CEO of Women in Trucking. "They are succeeding and doing great in their chosen field and we are here to celebrate their achievements and accomplishments."

Jane Jazrawy, CEO of CarriersEdge, said the event is a great opportunity to highlight women who have chosen a non-traditional career in the trucking industry.

"I think it's so important to have women doing non-traditional jobs," said Jazrawy. "I began my career in the technology industry, and there were very few women in that sector at the time. I understand those challenges and I think it's incredible to see all of you here today."

The British Columbia Trucking Association (BCTA) co-hosted the first Western Canadian Salute at Truxpo in Abbotsford, B.C., on May 12, and two more events are scheduled for 2019 in Montreal and Moncton. **TN**

40' TO 60' EXTENDABLE CHASSIS TO HANDLE NEW 60' CONTAINER



NEW 53' REEFER STOCK COMING SOON



PLACE YOUR ORDER NOW

Z YOUR SOURCE FOR CONTAINERS ... AND MORE!
EQUIPMENT

416-818-5338
sales@Zsource.ca
www.Zsource.ca



Jimmy Zborowsky
President

BURROWES
INSURANCE BROKERS

PUT US TO THE TEST!



TRUCKING INSURANCE

BROCKVILLE 888 657-3329
HAMILTON 888 690-0010

Pre-trip inspections can prevent fatalities

By James Menzies

MISSISSAUGA, ONTARIO

Some of the most disastrous truck wrecks seen in Ontario could have been avoided if drivers did a proper pre-trip inspection.

That was the message from Staff Sgt. Mike Hinsperger of the Waterloo Regional Police Service, and Const. Pat Martin of the Halton Region Police Service. The two members of the Ontario Police Commercial Vehicle Committee discussed the topic during a Knowledge Stop at Truck World April 19.

“Commercial drivers would find the vast majority of the defects we see (during inspections) by completing a



Staff Sgt. Mike Hinsperger gives Truck World visitors a lesson on pre-trip inspections.

proper trip inspection prior to going on the highway,” Hinsperger said.

Regional police forces from the Greater Toronto Area conducted 1,837 inspections during blitzes

in York, Toronto, Durham, Waterloo, Peel, Burlington, Caledon, and Halton. They laid 1,574 charges, saw 748 failed inspections, and observed a 40% out-of-service rate.

“We’re finding a lot of stuff doing Level 1 inspections that drivers should have found,” Hinsperger said.

Some of the most common violations involved lights and reflectors, loose wheel fasteners, and poorly maintained tires.

“It’s unbelievable how many times professional drivers miss loose wheel fasteners,” said Martin.

Out of adjustment brakes are another common issue enforcement officers see during their inspections. Load securement is also often inadequate.

Some drivers in the audience were unclear as to who is ultimately responsible for such violations – the driver or the owner. Martin said often police will charge both the driver and the CVOR holder, and let the courts decide who’s at fault.

“The courts want us to lay the offense against both parties,” he explained. “They can determine in court as opposed to at roadside who is to blame.”

The enforcement officers then discussed a series of fatal crashes that could’ve been avoided had proper pre-trip inspections been done. In some instances, lengthy prison sentences were handed to the driver. Yet in some others – such as when two sisters were killed by a truck with 75% of its brakes inoperative – only a \$10,000 fine was levied.

“There is not always justice in the court system,” said Martin of that case. **TN**

NAL Insurance
SINCE 1955

WHO'S PROTECTING YOU?

THE LEADING PROVIDER OF WSIB ALTERNATIVE COVERAGE FOR OWNER OPERATORS

PROTECTING OVER 300 FLEETS & 10,000 OWNER OPERATORS



IF A CARRIER'S OWNER OPERATORS QUALIFY TO OPT OUT OF WSIB AND ELECT TO DO SO, THE CARRIER SHOULD ENSURE THAT THE OWNER OPERATORS SECURE ALTERNATIVE PRIVATE INSURANCE. THIS HELPS PROTECT THE CARRIER AGAINST CLAIMS UNDER THEIR INSURANCE POLICY.

WHEN AN INSURED CARRIER ALLOWS THEIR OWNER OPERATORS TO OPT OUT OF WORKERS COMPENSATION COVERAGE, WE AT THE GUARANTEE LOOK TO NAL INSURANCE FOR BEST PRACTICE CONTROLS TO BE IN PLACE TO HELP PROTECT THE INSURED AS WELL AS THEIR TRANSPORTATION POLICY.

SCOTT CREIGHTON,
DIRECTOR, RISK SERVICES TRANSPORTATION & LOGISTICS

JOHN FARQUHAR
RISK SOLUTIONS SPECIALIST, TRANSPORTATION

WWW.NALINSURANCE.COM

INFO@NALINSURANCE.COM

1-800-265-1657

APTA to tackle labor shortage

DIEPPE, NEW BRUNSWICK

The Atlantic Provinces Trucking Association (APTA) has hired a transport outreach liaison officer to help it address the labor shortage.

“Lately, if you read anything about our industry one topic seems consistent, we are growing, evolving, changing, and improving in all aspects of our business. One of the things that remains unchanged is the need for good people to work in our industry,” said APTA chairman Dave Miller. “The industry continues to struggle to get this message out to the general public.”

The APTA is launching an awareness and education campaign that will promote the career opportunities available within the trucking industry. Stephen Olmstead has been hired to lead the campaign.

“Steve comes with great experience but has a big job ahead of him. He will need to create awareness of our industry and close the gap between the career opportunities we offer and younger people,” said Jean-Marc Picard, APTA executive director. **TN**

Technical difficulties

Maintenance experts discuss how to attract and retain technicians

By **Sonia Straface**

LOUISVILLE, KENTUCKY

There's a technician shortage, experts say, that's only getting worse. The solution? According to one maintenance manager – forget about your human resources (HR) department.

In a panel discussion at the 2018 Fleet Maintenance Forum hosted by Mobil Delvac, experts talked about what they are doing to attract and retain the best technicians in their shops.

Panelists included Mike Morvilius, vice-president of maintenance for Moore Transport; Ken Shafer, director of maintenance and tank cleaning for Superior Carriers; and Jerry Clemons, program coordinator and faculty member at the Elizabethtown Community & Technical College.

According to Morvilius, the method in which he's found his best technicians has been through open and honest conversations and interviews, with virtually no input from Moore Transport's human resources department.

"I opened our first shop three years ago from scratch and I had extreme luck with the technicians and mechanics I was hiring through word of mouth," he recalled. "And then, I lost a few guys and I asked our HR department to help in replacing them. It had been a month and I didn't see one application come through. And in the area, I know there are techs around that would at least have a conversation about what the job entailed."

Morvilius, confused at this point, said he found out that people were indeed applying for the position but would be rejected by the HR department because they felt the applicants didn't meet certain criteria.

"I've never been a big fan of criteria," he said. "We all have a past and I try to look at the paper and the person and have a conversation with them. So I had HR step aside on our hiring process. And two of the best technicians I have today have come from that process and they would have never made it through HR. One, because he had a record when he was younger and he was up front and honest about it. He told me he was in a bad situation, but we brought him in and we put him on a short leash and outlined the expectations and he has delivered tenfold and I couldn't be happier with having him as part of our family in the shop. I really don't like the screening process that a lot of HR does."

Shafer said while his company still uses its HR department, he is a big

believer in having thorough interviews with potential technicians.

"We will sit down with them and discuss their history and expectations and then we'll bring them onboard," he said.

In addition, the company also conducts exit interviews with technicians who leave the company to go to another, so they can measure what they should be doing to better their retention.

"We ask 'What did we do to fail you? What can we do better to keep you?'" Shafer said.

The biggest key to retention, according to panelists, is family.

"A lot of what we do is focused on family," Morvilius said. "We encourage guys to bring in their kids when they need to. And we even have some guys, who have high school (aged) kids, and will bring them in to clean and polish the trucks, and we pay them for that. We have one mechanic, and his wife comes in once a month to cook lunch for everyone. We really encourage the family atmosphere to keep the guys here more."

In a similar vein, Shafer said that at Superior Carriers, the managers are always keeping up to date and

touching base with technicians on a personal level.

"They are always talking to the techs," he said.

Both Shafer and Morvilius agreed that some technicians they hire straight out of school aren't equipped to handle the job at first.

"The guys are coming in and they aren't trained on what they need to do," Shafer said.

To solve this problem, Clemons said to get involved with schools and tell them what needs to be taught today.

Clemons also advised companies to get involved with local tech schools sooner rather than later as more than 60% of graduates at Elizabethtown already have jobs secured before their graduation date. **TN**

- ALL U.S. & CANADIAN AUTHORITIES & PERMITS
- IRP & IFTA REGISTRATION
- CROSS BORDER (E-Manifest) PROCESSING
- FUEL TAX REPORTING
- DIVISIBLE LOAD WEIGHT PERMITS
- BONDED CARRIER STATUS
- HVUT (Form 2290) FILING
- C-TPAT, PIP and CSA FAST EXPRESS

STATESIDE IS CANADA'S ONLY ONE STOP SHOP™ FOR TRUCKERS!

Call for a **FREE** Consultation

THE TRUCK STOPS HERE!™

WAYNE NOFTLE
Ph: 1-800-401-9138
Fax: 1-888-795-2258

6705 TOMKEN RD., SUITE 219
MISSISSAUGA, ON L5T 2J6

With over 40 years experience in the Transportation & Insurance Industry!

www.statesideconsultants.com info@statesideconsultants.com

Trison Tarps Inc.

WHERE CUSTOMER SERVICE EXCELS

**33 Kippax Court,
Brantford, ON
N3S 0E5**

www.trisontarps.ca
1-866-948-2777
519-720-9464

Canadian Made Tarps

Join Us For Our Annual CUSTOMER APPRECIATION BBQ!
Wednesday June 6, 2018.
Lunch is from 11:00 am – 3:00 pm

Rolling Tarp Systems

Manual or Electric Cable Systems

Distributors For:

Fully Stocked Showroom

ROCKHARD LINERS
A DIVISION OF TRISON TARPS INC.

◆ Trailers ◆ Dump Trucks
◆ Live Bottoms ◆ Hoppers
◆ Bins ◆ Sheet Plastic

We Manufacture Our Own Aluminum Products!

"SUPPLIES FOR ALL YOUR EQUIPMENT NEEDS"

www.trisontarps.ca

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 benefits, and risks, of connected trucks

By James Menzies

MISSISSAUGA, ONTARIO

A fully connected truck will eventually streamline repairs and become an active member of the maintenance department.

“A truck will tell the maintenance manager what is wrong with it,” predicted Jason Krajewski, director of connectivity with Daimler Trucks North America. “It will say ‘I’ve already diagnosed myself, here’s what needs to be done. I can be here at this time, these are the parts I need and I can have the parts organization have them available at that time.’”

Krajewski was speaking as part of a panel on exploiting data at the Canadian Fleet Maintenance Summit April 18. But he also acknowledged more work needs to be done before connectivity achieves that level of assistance.

“We’re not there yet. But our trucks are more connected than ever,” Krajewski said.

With connectivity, comes challenges. Security concerns are top among them.

“The instant you put a wireless connectivity point on your vehicles, you are introducing attack vectors,” Krajewski admitted. However, he said there is also much more attention being paid to emerging security risks. One of the more frightening of which would be a ransomware attack against a fleet of vehicles, where perpetrators deactivate trucks until a payment is received. However, Krajewski said most telematics platforms are not susceptible to such an attack.

“Most of the technologies that are used now for telematics wouldn’t readily lend themselves to that type of attack,” he said. “But the CAN bus is vulnerable. With the wrong tie-in, you could in theory flood the brake system with a denial of service attack and have the brakes lock up. Without resetting everything on the vehicle, you may not be able to get the truck started again. I have not heard of that happening.”

Trucks are still running on old CAN-based architecture that are susceptible to attacks.

“We, as OEMs, are starting to take a more proactive role in building firewalling systems, encryption schemes in how we are allowing people to interact with our vehicles,” Krajewski said.

“We have to start looking at security from a whole other level,” agreed Ric Bedard, president and founder of Cetaris.

Another challenge for fleets operating better connected vehicles, is effectively managing the data they produce. Bedard said about 95% of the data coming off the trucks is “noise” that can overwhelm the fleet manager.

“We have to help fleets understand what is actionable data, and what is noise,” he said, adding the number one complaint customers express is receiving too much data. “Today, the volume is overwhelming.”

And it will only become more so in the near-term.

“If you look at the single greatest change in our industry, it’s the number of sensors,” Bedard said. “It’s going to explode.”

Krajewski said OEMs are beginning to explore the possibility of channeling all the data generated by various systems on the truck through a single electronic control unit (ECU).

“It would make everyone’s life simpler,” he said. However, challenges remain, as some technology suppliers are protective of the data generated by their systems.

Bedard’s advice to fleet managers is to focus on the data they really require and can act upon.

Mike Jeffress, vice-president of maintenance for Maverick Transportation, agreed the amount of data being generated by today’s trucks and trailers can be overwhelming. But he also sees the value in that data.

“Historically, we managed our exceptions,” he said. “We’re trying to get from that exception-based

management practice, to what is actionable data that supports what we need to be doing in real-time.”

Jim Pinder, maintenance manager for Erb Group, voiced some frustration at the increasing number of sensors being installed on today’s equipment, as well as some angst about an increase to come.

“The majority of time we are spending, is chasing those sensors,” he said. “Please don’t put more on. It’s eating up a lot of our maintenance budget.”

Krajewski said an increase in sensors is inevitable, but he also said the quality of those sensors should improve.

“We are going to put more sensors on there,” he admitted. “But we have to stay on top of the quality of our sensor providers. Sensors are very cheap and you can get them from all over the world. As OEMs, we have to be very cognizant of where we’re getting our sensors from and how reliable they are.” **TN**



AUTOCLIMA

NO-IDLE A/C SYSTEMS www.autoclimaNA.com

NEW **Fresco 9000 MaXX**
9,000 BTUs OF TRUE SLEEPER COOLING POWER



COMPRESSOR UNIT



EVAPORATOR UNIT



CONDENSER UNIT

THE INDUSTRY’S LIGHTEST, MOST COMPACT SYSTEM AVAILABLE!

<p>QUEBEC DEALERS</p> <p>Remco Air (450) 359-3366 RM Electro Diesel (514) 881-7785</p> <p>NEW BRUNSWICK</p> <p>Stockford Reefer Service (506) 325-4108</p> <p>AUTOCLIMA Brian Lawrence (905) 866-4671</p>	<p>ONTARIO DEALERS</p> <p>London Drive Systems (519) 644-1200 Niagara Service & Supply (905) 573-3101 NorthHeat Anti-Idling (519) 569-1351 QPA Truck (519) 616-2862 Gary Wilson Instruments (705) 653-2403</p>
--	---

50%

ONTARIO

Rebate

30%

QUEBEC

Rebate

10th

ANNIVERSARY

2008 to 2018



**SURFACE
TRANSPORTATION
SUMMIT**

OCTOBER 10, 2018

International Centre
6900 Airport Road, Mississauga, ON



The path to autonomous

Technology won't replace drivers anytime soon

By James Menzies

MISSISSAUGA, ONTARIO

Today's driver assistance systems will eventually guide the trucking industry to autonomous driving – but it won't happen soon.

That's according to Fred Andersky, director, customer solutions controls with Bendix, who spoke by video conference at the Canadian Fleet Main-

tenance Summit April 18. In fact, Andersky said his company is very purposely taking a slow approach to fully autonomous driving.

However, he also noted the driver assistance systems in place today will be the foundation upon which autonomous driving systems will be built.

"System fusion will get us to the future," Andersky said. "Adaptive

cruise control requires the braking system to work with the engine management system – the cruise control – to enable that feature. As we move forward, there is going to be more integration of these different systems."

While fundamentally, autonomous vehicles must simply be able to start, stop, and steer, there are much more complex requirements to consider. They must also be able to interact with the cloud for software updates, recognize objects, make decisions, and map routes. Andersky described the "five Is" behind autonomy: information coming to the vehicle, intelligence that can decide when and how to act, intervention when an action is required, insight that allows analysis of a situation – all built on a foundation of integrity.

"Meaning there's a lot of work that needs to go into making sure these systems are going to do what they say they're going to do, and when they're going to do it," he said.

Much testing must still be done before autonomous vehicles are rolled out. Andersky noted Bendix tested electronic stability con-

trol through eight or nine winters before it was commercialized. But as driver assistance technologies continue to be developed on the path to autonomy, Andersky said truck safety will improve.

One of the challenges standing in the way of commercializing autonomous vehicles, is public acceptance. Andersky said two thirds of Americans feel they'd be unsafe sharing the road with autonomous trucks. Sixty-one per cent felt autonomous trucks would not reduce traffic deaths. They also showed support for policies such as dedicated lanes for autonomous trucks.

"As much as we're excited about where the technology is going, the public is not so much," Andersky acknowledged.

But confusion remains about what autonomous vehicles entail, and even the definition 'autonomous' is often misunderstood. Andersky pointed out there are five levels of autonomy, and only the fifth level is truly driverless. Levels zero through four require some level of driver involvement.

"Levels one to four are really what I'd call automated applications – they still have a human involved," he said. "True autonomous gets to where you don't need to have someone behind the wheel."

One critical safety issue that has yet to be resolved, is how autonomous trucks will interact with smaller vehicles. A passenger car typically stops within 140 feet and a loaded Class 8 truck needs about 250 feet to stop at 60 mph. This means sensors need the resolution and range to provide more warning when a truck must stop.

Security is another concern.

"There is no system that is not hackable," said Andersky, noting a hack attack on a large population of commercial vehicles could cripple the economy.

Yet another concern is that the public's expectations may exceed the capability of some autonomous driving systems and vehicles.

"If expectation is greater than specification, the result is alteration," Andersky said. "If people think the system will do more than it can do, then the result is typically going to be an issue and that issue typically ends up being a crash."

When fully autonomous trucks do become a reality, they may look nothing like today's tractors.

"When we get to driverless, I imagine there would be a complete redesign in terms of what a tractor-trailer combination is," he said, noting self-driving trailers are even a possibility. **TN**



C.U.T.C. INC

- Canadian Licensing
- FMCSA (ICC Authority)
- DOT Registrations
- IFTA Registrations
- Fuel Tax Reporting
- Unified Carrier Registration
- PARS/PAPS/ACE
- Corporate Registrations
- Regulations
- IRP Registration
- Bonded Carrier Status

Trucking made Simple

For more information call **866-927-8294** or visit our web site at www.cutcinc.ca

VISA MasterCard

LCS, the 1-Stop Shop offering 8 Models of ROLL TOP Systems

See All GR8 ROLL TOPS Models in TRUCK & TRAILER Magazine

i-Slide₃™ "The Affordable Solution" NEW

BASIC ROLL TOP SYSTEM

- 1.75 Sq. Roll Formed Frames
- 3" V-Groove Steel Wheel
- 1 Pcs Constructed Tarp

\$12,990.00

i-Slide₄™ "The Everlast System" NEW

RUGGED ROLL TOP SYSTEM

- 2" Sq. Roll Formed Frames
- 4" V-Groove Steel Wheels
- 1 Pcs Constructed Tarp

\$13,990.00



Windmaster the SMARTLOOK™

- Fiberglass Bulkhead Nose Fairing
- 9.96% Wind Drag Reduction
- 4.98% Improved Fuel

\$12,990.00

the LOOK™

- Fiberglass 3 Pcs Nose Fairing
- 33" Tapering down to 10"
- 3.5% Improved Fuel
- 7% Wind Reduction

\$13,990.00

SLIDEKIT Windmaster BULLET™ "Steel Haulers Model"

- 90-96" OAL Ht.
- 24" Arch to Center
- Modular Tarp & Frames

\$12,990.00

LGT™ **SLIDEKIT**™

- One Pcs Tarp
- Roll Formed Frames
- 20-40ft Goosenecks
- One Pcs Tarp
- 1.5" SQ. Roll Formed Frames

\$12,990.00

LCS – 1st Load Covering Company with Choices!

Purchase the ROLL TOP System that fits your Budget!

Call For Pricing, Save \$\$\$\$\$\$ Now!

LCS™
Load Covering Solutions Inc.
USA

Office: 1051 Clinton St. Buffalo, NY 14206
Installations and Service:
2251 Wehrle Drive, Williamsville, NY 14221 (exit 49 NY I-90)
Toll Free: 1-877-790-5665 Fax: 1-877-345-5623
info@loadcovering.com

LCS™
Load Covering Solutions Ltd.
CANADA

5499 Harvester Road, Burlington ON L7L 5V4
Toll Free: 1-800-465-8277 Fax: 905-335-8499
info@loadcovering.com
www.loadcoveringsolutions.com

www.loadcovering.com

www.loadcoveringtrailers.com

www.slidingtarpsystems.com

Get with the times

CFMS keynote speaker talks about the evolution of maintenance

By **Sonia Straface**

MISSISSAUGA, ONTARIO

Want to be successful in safety and maintenance? Then get with the times.

That was the message from Mike Jeffress, vice-president of maintenance for Little Rock, Arka.'s, Maverick Transportation at this year's Canadian Fleet Maintenance Summit on April 18.

Jeffress has been in the maintenance side of trucking for more than three decades and shared what he's learned about the evolution of fleet maintenance.

The '80s

In 1986, Maverick had 12 company trucks and 30 owner-operators.

Back then, Jeffress said, there were maybe a handful of sensors on the trucks, so technicians didn't need to have a whole lot of education to be successful.

"A technician in the '80s needed a good fundamental (understanding) of preventive maintenance," he said. "Our schedule was simply based off miles, and as we know, that's changed dramatically from what we have today. In the '80s, you didn't need a tech with good problem-solving skills or critical thinking. He needed to know repetitive kinds of repairs. It was a basic job function."

Jeffress added that in that decade, a good driver would get 5.5 mpg and maintenance intervals were around 10,000-12,000 miles.

The '90s

The '90s are when the first emissions regulations came into play, Jeffress said. It was during this time that the role of the technician changed.

"They were more technically advanced individuals," he said. "They got out of their comfort zone and were not scared of computers."

The '90s were also a time when Jeffress said mentoring became critical.

"And it wasn't older gentlemen teaching the younger guys," he said. "It was the younger guys teaching the older guys not to be afraid of the computers."

In the '90s, maintenance intervals were 17,000-20,000 miles.

The 2000s

"From 2000-2010, this is when things really changed," Jeffress said. "Which made things interesting but complicated."

In the 2000s, emissions changed again and technicians needed a wider knowledge of sensors.

On top of this, for Maverick, 2002 is when safety came into a real focus.

"In 2002 we implemented collision mitigation systems to help our



Mike Jeffress

drivers make better decisions," he said. "We also incorporated lane departure warning systems, to let our drivers know when they were drifting out of their lane. Safety technology is critical and you have to be supporting this technology from a maintenance standpoint."

Jeffress said Maverick is a big believer in safety and pushes those technologies daily. Since 2002, Maverick has spent US\$3.5 million on repairing safety technologies.

"And that's a big number...because you can either be part of the problem, or part of the solution," he said.

Today

Today, Maverick boasts 1,700 power units and 2,400 trailers. Its average maintenance interval cycle is 70,000 miles and its drivers average 8 mpg.

Jeffress said that in the next five to 10 years he anticipates "an explosion" of trailer technologies, so he is gearing up to having coding sequences to help him manage this incoming technology, because he knows "we're not in the '80s anymore."

As far as his 120 technicians go, Jeffress said he is focusing on ongoing training.

In the last few years, Jeffress said he would notice when an electrical or rare problem would come into the shop for repairs, some technicians would freeze up and get intimidated.

"Because they were so used to doing those repetitive repairs," he said. "And if they don't use it, they lose it."

To help his techs become more confident in their abilities, Jeffress said he has revamped his technician training program.

"So, every guy gets one hour a week, reviewing a problem they won't regularly see in electrics," he said. "And we coach and train and teach them...so when they get it once in a blue moon, they have the confidence they need. I'm really investing in my individuals." **TN**

SAVE UP TO

3%

IN FUEL

TOTAL RUBIA OPTIMA

OPTIMIZING PERFORMANCE TO TAKE YOU FURTHER EVERYDAY, EVEN IN THE MOST EXTREME CONDITIONS.



 TotalCanada

 Total_Canada

www.total-canada.ca

Energizing Performance.
Every Day



Four habits of highly-efficient drivers

Drivers from the Run on Less fuel economy challenge give tips on achieving maximum fuel mileage

By **Sonia Straface**

TORONTO, ONTARIO

Why spend money on fuel that you can save? That's what fuel-efficient drivers believe and live by.

We spoke with drivers that participated in the North American Council for Freight Efficiency (NACFE) Run on Less fuel economy challenge last year, to ask them what they do

on a daily basis to keep their mpg in the double-digit range.

Slow down

For Clark Reed, who's been driving professionally for 13 years, speed and fuel economy go hand-in-hand.

"I run 60 mph unless it's not safe to do so," he said. "Or unless I have a load that has a tight window, so then I'll



Clark Reed

run a bit faster. A lot of guys don't like to hear that. No one wants to drive 60 mph, but that's the biggest way you can improve your bottom line."

And he would know. Reed, a driver for Nussbaum, said he usually averages more than 10 mpg per week.

"Just last week, I hit 11.1 miles to the gallon, actually," he said in an interview with *Truck News*. "But I drive to conditions. I'm slowing down when I can. I'm not driving top speed, full speed ahead because that's one way for fuel to go right to the exhaust pipe."

But speed can be a balancing act, explained independent owner-operator Henry Albert, who also averages more than 10 mpg.

"Speed is a daily decision for me," he said. "And some people get caught up in it. It is a major factor. But if there's more revenue to be generated by going faster, and I know that...I'll drive what the speed limit will allow me. By contrast, if I know I'm going to get there, and the place will be closed anyway, and I'm going to be sitting there, then I'll slow down safely."

A recently released study by SmartDrive supports Reed's theory. It found drivers who speed suffer a 2.7% fuel economy penalty compared to those who don't.

Ease up on the pedal

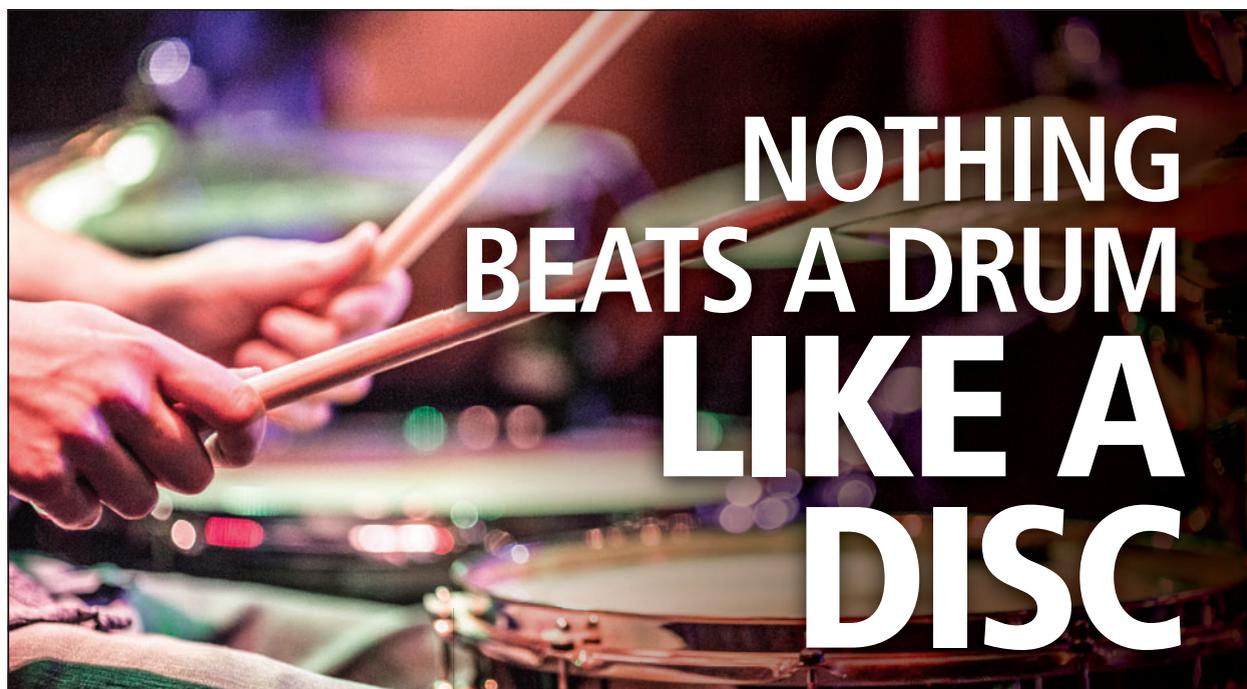
"The main thing for me is to be soft on the pedal," Reed said. "So instead of mashing down on the pedal to keep going faster, or mashing on the brake to slow down, you have to take an easier approach to it. I always drive like I'm on ice all the time. Lighter on the pedal means less fuel to accelerate, lighter on the brake and it's less fuel to accelerate again. If I can avoid having to stop through a light, I'll do it so I don't have to stop and accelerate again."

Albert agreed, saying the trick he uses to remember to stay easy on the pedal is an adage he learned from a trainer.

"Drive like you've got a raw egg between your foot and the throttle," he said.

Albert calls this method heat management.

"You don't want to be on the throttle and then off the throttle all the time," he said. "You want to create a smooth pace. You want to be steadier on the pedal. I like to think of it as, a good driver is a manager



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



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

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

www.SAF-P89.com



www.safholland.ca 519.537.3494

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



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

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

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

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

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



of heat. Everything you do creates heat with a truck, whether it's on the throttle, on the brakes – it comes out of your fuel tank. Brakes would never make heat if you never moved the truck. So really what you're trying to do is get from Point A to Point B and create as little heat as possible to do that."

Inflate-gate

Keeping your tires properly inflated is also a way to save money at the pumps, Reed said.

"Tire inflation is a big thing. Keeping your tires inflated properly can really help your fuel mileage. And even just a little underinflation can affect your numbers a lot."

Reed says the truck he drives comes with an automatic tire inflation system that warns him in the cab if tire pressure is too low, if the tire gets too hot, or if there is a leak. He manually checks his tire pressures during his pre-trips and only when they're cold.

"I keep the steer tires at 110 psi, and super singles at 120 psi," he said.

No decision is too small

According to Albert, great fuel mileage starts with a great truck that is spec'd well.

"I drive a 2018 Cascadia," he said. "And I have the aerodynamic package. From there I have a nose cone on the trailer. I keep the gap tight. I have side skirts, trailer tails, and I moved my licence plate. I also have wheel covers. And low-rolling resistance tires."

And every one of these small spec's help his fuel mileage in a big or small way, Albert said.

"Everything matters," he said. "You go around to so many people and they say 'well that doesn't make much difference,' and if you put enough of those not-make-much-differences together, it makes a difference. And really when you're starting to get a tenth here and a tenth there, it'll add up to a full mile to the gallon. In my case, even how I have my trailer licence plate mounted helps. Typically, they're mounted by the tail lights, right in the air stream, and I moved mine onto the rear bump plate so it's out of the air stream." **TN**

In-cab coaching systems help drivers improve fuel economy

By James Menzies

Real-time coaching using telematics can significantly improve fleet fuel economy. That was the message from Jean-Sebastien Bouchard, vice-president of sales for Isaac Instruments, who discussed the topic during a Truck World Knowledge Stop session April 19. The company got into the truck telematics industry when approached by Groupe Robert.

"They said 'Let's put together a training program, evaluate driving behaviors and see how that impacts fuel economy,'" recalled Bouchard.

Isaac Instruments took the fleet's 15 best drivers and monitored their driving for two weeks. It then asked each of those drivers how they optimized their fuel economy.

"Each guy had a technique," said Bouchard, citing examples such as keeping rpm low, minimizing turbo boost, and coasting as much as 500 meters leading to a highway exit. "We identified 25 different behaviors that would generate fuel efficiency."

Working with Isaac Instruments, Robert would print out reports every day showing the fuel economy achieved by this group of 15 drivers.

"Over the course of four weeks, drivers improved their fuel efficiency by 7%," Bouchard explained. "And they were already the best drivers."

This collaboration led to Isaacs developing a tablet in 2014, which is integrated into the truck. Its real-time monitoring and coaching system is now being used by more than 35% of truck fleets in Quebec that have more than 20 trucks. It has since been expanding across Canada.

The secret to its success, said Bouchard, is that it continuously coaches drivers in real-time. He cited a PIT Group study in 2014 that found drivers give back the improvements they've made to their fuel efficiency when the training ends.

"If you maintain the feedback, you are going to maintain the improvement," Bouchard explained.

The Isaac Instruments system measures 40 parameters from the electronic control module (ECM) to determine how the truck is being

operated. It then assigns the driver a real-time Isaacs Score. It also gives live advice on how much throttle should be applied to maximize fuel efficiency, when to shift, and when to and not to use cruise control. The results to date have been impressive.

In one fleet, the driver of a 2017 International ProStar with Cummins ISX15 425-hp engine and UltraShift Plus 13-speed transmission saw his fuel economy improve from 6 mpg to 7.6 mpg for a 21% improvement. In another fleet, the driver of a 2017 Freightliner Cascadia with a 470-hp DD15 engine and a manual transmission went from 5 mpg to 5.4 mpg.



Jean-Sebastien Bouchard of Isaac Instruments speaks at Truck World.

Vnomics offers a True Fuel platform that provides in-cab driver coaching in real-time. Bob Magnant, vice-president of product management and strategy, said that while trucks and technology – such as automated transmissions – have improved, "the driver still has a very significant role in fuel economy."

"Generally speaking, the drivetrain technologies have helped the worst drivers become somewhat better, but they have by no means eliminated the driver's impact on fuel economy through proper driving behavior," he said.

It's often said that the driver is responsible for an up to 35% variance in fuel economy within a fleet.

"The often-quoted impact rate of 35% is being reduced by technology, but the overall impact is still very significant," said Magnant. "There is still plenty of room for improvement, even with the most modern tractors, through proper driver coaching."

He noted technologies such as automated manual transmissions (AMTs) and predictive cruise only provide a benefit when properly used.

"Many drivers don't engage cruise control and they often manually shift AMT tractors," he said.

Magnant said real-time coaching through technology is more valuable than "after-the-fact analysis," especially when it comes to fuel consumption and safety.

"Technology can greatly impact fuel economy with real-time, in-cab driver coaching, assuming it is tailored to the specific tractor, so that it's fair to the driver," he said, "and the feedback is simple and non-distractive."

Drivers, naturally, may initially resent the idea of having their performance monitored in real-time by a computer. But Magnant said that is changing.

"Drivers are pretty well accustomed to activity monitoring," he said, citing the prevalence of GPS, camera systems, and electronic logging devices. "They will embrace activity monitoring that is fair and respectful of them as driving professionals. When it comes to fuel performance, it usually comes from the unfair scrutiny drivers feel from fleets that have relied on metrics like mpg to judge fuel efficiency. They know that many of the factors impacting mpg are out of their daily control."

Rewarding top-performing drivers is also a sure-fire way to earn their support.

"It's critical," Magnant said of incentivizing drivers. "Truck driving is hard work. Conditions are constantly changing on the road and drivers' routes and loads are constantly changing. It's demotivating to drivers to not be respected or rewarded when the excel." **TN**

The keys to fuel-efficient driving

Asked what traits are exhibited by the most fuel-efficient commercial drivers, Bob Magnant, vice-president of product management and strategy with Vnomics said "Fuel efficient drivers are generally cognizant of maintaining proper engine speed, which means proper progressive shifting with manual transmissions and a gentle throttle foot for automated transmissions."

Idle-time is another big factor, he said, minimizing it when possible and not relying on auto shut-off.

He noted highway speed is also important, with fuel economy dropping off significantly above 60 mph. He also drew a correlation between fuel economy and safety, noting the most fuel-efficient drivers in a fleet are usually also among the safest. **TN**



Fuel \$savers

Further coverage
in the latest edition of

Today's Trucking

www.todaystrucking.com

Make Your Switch To Our Family With
NO START-UP COSTS

**WE PAY YOUR 1ST MONTH
TRUCK PAYMENT & WAGES**

LAIDLAW
CARRIERS BULK GP INC.

**WE PRESENTLY HAVE THE
FOLLOWING POSITIONS AVAILABLE**



4 OWNER OPERATORS
CANADA/U.S. B-TRAINS

Loads paid on per ton basis
PLUS Fuel Surcharge
per mile loaded & empty



2 OWNER OPERATORS
ON / PQ / NY ALUMINUM 4 AXLES

*VALID CANADIAN PASSPORT A MUST
FAST CARD AN ASSET*

WE PROVIDE

- All Base Plates
- All Border Crossings
- Heavy Users Tax (HUT)
- U.S. Border Crossing Decal
- All U.S. Tolls
- All U.S. Licensing
- Wetline installation
- Safety & Seniority Bonus

ADDITIONAL BENEFITS

- Competitive Truck Insurance rates
- Driver Care Insurance – includes buy down, down time, towing and medical insurance plus optional truck payment insurance
- Excellent fuel prices with company fuel & credit cards
- Clean and well maintained equipment
- Steady year round volumes
- Dedicated Trailers
- Pre-dispatched Daily
- Optional Weekend Work

ALSO HIRING COMPANY DRIVERS

CANADA – US RUNS STEADY LANES
PAID 24% OF THE TRUCK REVENUE & BENEFITS

CALL VERN AT

1-888-209-3867 or 519-536-1192



Mack brings Canadian Anthem to Truck World

MISSISSAUGA, ONTARIO

The new Mack Anthem made its Canadian debut at Truck World April 19, decked out in a proud Canadian livery.

Orders for the new highway tractor have exceeded expectations, Mack officials announced. Stu Russoli, highway product manager for Mack Trucks, said customers are seeing a 3% fuel economy improvement thanks to the tractor, coupled with an up to 8.8% improvement when spec'ing a GHG17 Mack engine with turbocompounding, when compared to the previous generation product.

"That's an automatic improvement, without changing any other spec's," Russoli said.

The Anthem boasts an all-new interior, with a raised roof and more ergonomic placement of switches. A new configurator at www.Build.MackTrucks.com allows customers to design their own Mack Anthem.

"In the end, you can send that to your dealer, post it on social media for your friends, or print it out," Russoli explained. "It gives you a starting point so when you go talk to your dealer, it jumpstarts the whole sales process. It's nice to be able to see your colors on there and what different components will look like."

Russoli also explained Mack Connect – which brings together all of Mack's connectivity services. One of the newest of these is the



Mack Anthem

ability to offer over-the-air software and parameter updates. Russoli said Mack has, since October,

has provided over-the-air updates to 6,000 vehicles.

Dayle Wetherell, regional vice-president for Mack Trucks in Canada, was excited to bring the new Mack Anthem to the Canadian market.

"The star of the show is the Mack Anthem," he said.

The Canadian truck market closed out a strong 2017 with about 26,000 Class 8 sales.

"It was quite a bit higher than what we originally thought it would be, and it's still trending strong right now," Wetherell said.

Truck makers are seeing their longest industry order backlog since 2006, and it has been growing for seven consecutive months. **TN**

Volvo celebrates 35 years of aerodynamics

MISSISSAUGA, ONTARIO

Volvo was doing aero before aero was cool. The company announced at Truck World that it's celebrating 35 years of aerodynamics.

The company brought an integral sleeper to the market in 1983 as Volvo White. In 1996, its aerodynamic VN model was introduced.

"Nobody ever came to the market with something so dynamic," said Paul Kudla, regional vice-president for Volvo in Canada.

Volvo has revamped its product line through its Shape of Trucks to Come product rollout, which began with the VNR regional haul tractor last year, and continued with the new VNL and VNX models. The timing couldn't be better, Kudla said.

"The Class 8 market is rocking," he said, while also admitting order backlogs have been a pain for the entire industry. He said the Canadian Class 8 market could this year reach "upwards of 30,000 units, which is unheard of."

"Today's show has been phenomenal," he said. "There has been action all day, so we're excited about that."

The longhaul segment is "flying," Kudla said, while regional haul and private fleets are also buying trucks. Construction has remained steady, but natural gas has been flat.

Kudla said Volvo is continuing to increase the penetration of its proprietary powertrain, and that the I-Shift is now being spec'd in 95% of Canadian orders.

Kudla also provided an update on Volvo's latest connectivity initiative – over-the-air software and parameter updates. He said 6,000 trucks are now registered, and they have received 600 remote updates averaging 20 minutes. **TN**



RESPECT ISN'T BOUGHT IT'S EARNED

We earn the respect of our **OWNER OPERATORS** by treating them like partners, not numbers.

Customs Plus

Customs + Logistics

Call today to claim your lane

1-877-882-8812

careers@customsplus.ca

customsplus.ca

SYSCO IS HIRING AZ DELIVERY ASSOCIATES

Sysco At the heart of food and service™

- ▶ Be part of the biggest and boldest food distributor on the planet
- ▶ Competitive pay, incentives, benefits and pension package
- ▶ Come home every night
- ▶ Be our customers most valued and trusted business partner
- ▶ Career growth opportunities
- ▶ Strong safety environment



We lead the way!!

Apply online at www.sysco.ca/careers

CALL US NOW.

COMPANY HIGHWAY

\$0.54/mile

HWY OWNER OPERATOR

\$1.30+/mile*

*PAID PLATES AND INSURANCE,
AND FUEL CAPPED AT \$0.47



We got your back
and the rates to
drive you forward



Call us about
**OTHER POSITIONS AND
GREAT BENEFITS**

WE DRIVE CAREERS

rosedale.ca/drivers

T 1.855.721.3962 | F 1.844.314.5953



...Our people make it happen.

Blackberry arriving on trucking's radar

MISSISSAUGA, ONTARIO

Blackberry has improved the ability of its Radar trailer tracking system to detect trailer cargo capacity.

It uses flight sensors to detect very precisely – to 99.9% accuracy – the amount of space remaining in a trailer. Philip Poulidis, senior vice-president of Blackberry Radar, said the capability helps fleets better utilize trailers and recover charges for unauthorized trailer use.

“We have a customer that suspected its customer was using its trailers for linehaul, but it was charging storage rates,” Poulidis related. “They wanted to verify this was the case.”

“The very best hardware engineers that were working for 20 years with Blackberry on their very popular Blackberry devices have been retained in Waterloo to work on Radar.”

– Philip Poulidis, Blackberry

The system identified door openings and closings, as well as cargo capacity, which proved the trailers were being used for linehaul.

“They were able to charge \$120,000 per month across their entire fleet,” he said.

The improved cargo sensing can be uploaded remotely.

“Instead of giving a binary loaded/unloaded status, we can actually give a percentage,” Poulidis said. “It’s useful for LTL carriers that want to know exactly how much capacity is remaining inside a trailer. They can maximize their loads en-route.”

Blackberry has made significant progress in being recognized as a player in the trailer tracking space, Poulidis said.

“When I joined Blackberry seven months ago, I had heard of Radar, but I knew it wasn’t well known in the industry,” said Poulidis in an interview during Truck World. “Over the last six months, we have been very focused on getting the word out that Blackberry is serious about this space.”

The company is also targeting new segments, including ports. Because of its antenna strength, even loaded container chassis can deliver a signal.

“We are very committed to this industry and we’re investing a lot of money in this,” Poulidis said. “The very best hardware engineers that were working for 20 years with Blackberry on their very popular Blackberry devices have been retained in

Waterloo to work on Radar. We have a very strong team in Ottawa working on the back end. I don’t think anybody is doing it as we are in terms of the level of investment in technology, and the innovation that’s going into it. A lot of companies out there take hardware off the shelf from third parties. We have a design team internally, we have an antenna designer dedicated to antenna design. We have one engineer focused on battery optimization.”

Poulidis added the attributes Blackberry devices were famous for – long battery life and security – have been carried over to Radar. **TN**



EXPERIENCED AZ OWNER-OPERATORS

**We are looking for
AZ Owner-Operators
for runs in Canada & the USA**

- We pay from \$1.70 to \$1.80 per mile loaded & empty miles (based on destination)
- We Pay 100% Base Plates
- We Pay 100% Tolls & Permits
- We Offer Sign-Up Bonus
- We Offer Safety Bonus & Incentives

**WE ARE ALSO LOOKING FOR
DZ OWNER-OPERATORS
FOR CANADA & THE USA
(must have Sleeper)**

Please Call
1-800-717-3781
Apply online at
<https://displaytrans.truckright.ca/careers>



Display Transportation is Canada's leading special products carrier since 1996.
99% of loads are full loads.

CELEBRATED PAST. EXCITING FUTURE.

Hyndman 

**Great company-paid
benefits on Day 1**

**Dedicated lanes
or open board**

**Dense lanes, better
miles/spin times and
driver-friendly freight**

**Sign-on bonuses up to
\$3,000 solo, \$6,000
(split) team**

Come join our success!

800.499.4997

or visit us at hyndman.ca



FIRST CLASS

PAY • SAFETY • SUPPORT • EQUIPMENT



LIFESTYLE • TRAINING • THE COMPANY

DRIVING EXPERIENCE



Pay & Benefits

At Challenger, our drivers enjoy a new, leading pay package. We reward hard work with our higher First Class rates, safety bonuses and benefits (from day one for experienced drivers), employee assistance plan and employee discounts. We welcome quality drivers from all walks of life and experience levels. Drivers also get paid for the driving experience they have, even if they drove for someone else before Challenger. Want to join the Women's Trucking Federation of Canada? We cover the first year of membership for our female drivers. Simply, we offer a rounded First Class experience at Challenger – starting with leading pay and compensation.

Hiring Professional Drivers!

We're hiring AZ / Class 1 Drivers. Also seeking Owner Operators. Contact us today!
www.challenger.com/firstclass | recruiting@challenger.com | 1 800 334 5142



CHALLENGER
We go the Distance

Hino introduces Class 8 XL Series to Canadian market

MISSISSAUGA, ONTARIO

There is a saying that you should go big or go home. Hino Trucks has answered the call with the Canadian reveal of its XL Series.

The event at the Truck World trade show officially marks the company's entrance into Canada's Class 8 market. "Arguably, something no OEM has done successfully in the last five decades," said Mark Lorentz, vice-president of sales.

Trucks for Canadian buyers will be assembled at an expanded Hino facility in Woodstock, Ont., with a "built for Canadians, by Canadians philosophy," said Yumiko Kawamura, president of Hino Motors Canada.

The facility has been expanded to make room for a trim line, while the assembly line has also been realigned. "It's quite a significant investment for Hino in Woodstock," said Lorentz, although the value of the investment has not been released.

"We anticipate most of our early adopters will come from our existing customer base as the pent-up demand has been very, very strong. The spec' we'll be releasing to the first orders and pre-orders will cater to that market," he added.

Orders are to begin in the fourth quarter of this year, with production of the 4x2 version to begin in the first quarter of 2019, and 6x4 production to begin in the second quarter.

The XL is powered by the 8.9-liter A09 diesel engine, with 300 hp and 900 lb-ft for the 4x2 and 6x4, and the option of 360 hp and 1,150 lb-ft for the 6x4. The engine has a dry weight of 1,949 lbs, and a B10 life of 1.6 million kms.

More than 50,000 of the engines are on the road worldwide.

Front axles will have gross axle weight ratings of 12,000 to 16,000 lbs, with rear axles at 21,000 to 46,000 lbs. Wheelbases will run 217 to 298 inches.

It's essentially the same model that will be assembled in the U.S. market in West Virginia. "Basic spec's are the same. We're just putting different combinations of spec's together," said Lorentz.

The XL will come standard with Dana axles, Hendrickson Comfort Air suspension, and Wabco electronic stability control. Optional safety features include Wabco's OnGuard active collision mitigation system and OnLane 2 lane departure warnings.



Yumiko Kawamura, president of Hino Motors Canada, introduces the new Class 8 XL Series to the Canadian market at Truck World.

"This is truly an exciting moment for all of us," said Eric Smith, senior vice-president of sales and customer support, referring to the half million engineering hours behind the product, most of which were completed in North America.

Hino is also expanding its global research and development capac-

ity through a new agreement with Volkswagen Truck and Bus.

"It's been defined as looking at future technologies, future powertrains, and could include things as far as telematics," Lorentz said. "There will be more to come from Hino Motors and Volkswagen Truck and Bus at a later date." **TN**



OPPORTUNITIES FOR:

ONTARIO HIGHWAY O/O'S

GTA BASED CITY O/O'S

GTA BASED COMPANY DRIVERS

NEW OWNER-OPERATOR PAY PACKAGE

- Year Round Ontario Miles
- Minimum of 2 years Experience
- 2010 or Newer Tractor
- Premium Paid on Back Haul (loads over 400 kms)
- All Miles Paid – Top Rates
- Wait Time Paid
- All Stops Paid
- Set Weekly Schedule
- Fuel Capped @ 43 cents/litre
- Company Paid Group Health Plan



WILSON
TRUCK LINES

If interested please fax your resume to the Safety Department along with a Current Abstract, CVOR & Criminal Search and Tractor information.

Fax: 416.621.2416 or email us at: recruiting@wilsonstrucklines.com
Visit our website: www.wilsonstrucklines.com

LEASE ORANGE

Pick the loads you want and drive when and where you want

Up to \$215,000 USD per year in revenue potential

Weekly settlements in U.S. dollars

\$5,000 lease-on incentive – for a limited time

Seamless border crossing and mostly drop-and-hook loads

"You're in control of what you do. To me it's a perfect choice."



-Jason, Canadian owner-operator leasing business on with Schneider

schneiderowneroperators.com

SCHNEIDER

800-856-9707



HEAD SOUTH SO YOUR PAY ↓ GOES NORTH! ↑



U.S. PREMIUMS HAVE INCREASED!



Contact Us Today!

1.800.462.4766

BisonTransport.com



Equipment

Gincor to distribute Schmitz Cargobull



The first Schmitz Cargobull truck body to hit the Canadian market was showcased at Truck World.

TORONTO, ONTARIO

Gincor Truck and Trailer Werx showcased its new Schmitz Cargobull truck body at Truck World. The company recently signed a deal to bring the European temperature-controlled truck body to the Canadian market for the first time.

It will be built in Germany and shipped to Canada in kits, which will be assembled and installed here by Gincor. The body is built to maintain temperature and provide durability, using Ferroplast insulation with patented liquid foamed panels and a galvanized steel inner skin. The outer skin is coated with layers of plastic.

John Supnet, marketing representative with Gincor, told *Truck News* at the show that Truck World offered a good venue for making its debut.

"We are the Canadian distributor and part of the show is announcing that," he said. "We've been working very closely with them, getting this specific unit ready to be able to display here."

Supnet said Gincor plans to test the body with food services fleets in Canada. He said the steel skin prevents moisture penetration, which saves payload. The distribution deal marks Schmitz Cargobull's first foray in the North American market. It's the market leader in Europe, according to Supnet. **TN**

Western Star offers rebates

TORONTO, ONTARIO

Western Star is offering a rebate to members of the Women's Trucking Federation of Canada. The Western Star 4700, 4900, and 5700XE models qualify for the rebates of up to US\$2,500. Customers must be a member for at least 90 days prior to purchase.

"Western Star is dedicated to promoting diversity in the trucking industry, and our ongoing partnership with the Women's Trucking Federation of Canada is part of that commitment," said Samantha Parlier, vice-president, Western Star marketing and strategy. "We are pleased to offer this special rebate to the members of this important organization." **TN**

JOIN THE I-T-S TEAM TODAY!

**\$5000 SIGN ON BONUS
U.S. OIO'S!**

NEW MENTORSHIP PROGRAM! Call and inquire, you could make **\$40,000+** in your first year as a new ITS Driver! Get your AZ training from an approved school and receive tuition reimbursement of up to \$8,000.00!

- 2015 and newer, well maintained vehicles
- Van and Roll Tite Division
- Pick-ups and Drops paid
- Live Load/Live Unload paid
- Hourly Rate if running local and where applicable
- Mileage Rate where applicable
- Layover \$75.00 all divisions
- Company Single Bonus .04 per mile after 2500 miles per week (2400 miles for roll tite) paid weekly
- Benefits available after 6 months
- Paid orientation

recruiting@itsinc.on.ca www.itstruck.ca

We are committed to employment equity and diversity.



Be part of a friendly, family oriented company with schedules to meet your lifestyle day or night.

Contact the Recruiting Team at I-T-S

For the GTA and South Central Ontario
Call Adi Varma at 905-212-9898

For Belleville and Central Ontario Call Monty Chrysler x123
or Sandra Hannah x159 at 800-267-1888 or 613-961-5144

For Eastern Ontario and the Ottawa Valley
Call Denis Labossiere at 877-665-8167 x222



**Drivers EARN UP TO
.76 CENTS PER MILE**
All Picks/Drops Paid
RRSP Program
Home Every Weekend

**Owner Operators
PERCENTAGE CONTRACT
TOP PAY PACKAGE**
*Talk to our Drivers
No Start Up Costs!*



Steel Experience Preferred / Training Available

*** TALK TO US ABOUT A SIGN ON BONUS ***

CONTACT DAVE AT: 1-888-257-3136 ext 226

Visit our web site: www.whiteoaktransport.com

email: careers@whiteoaktransport.com

365 Lewis Rd. N., Stoney Creek ON L8E 5N4



Looking to get your AZ License?
Contact ModernTraining.com



Follow us





COMPANY DRIVERS



**US LONG/SHORT-HAUL • LOCAL WORK • REGIONAL WORK
ONTARIO ONLY • ONTARIO & QUEBEC**

OWNER OPERATORS WANTED

NEW CONTRACT AWARDED
Steady Runs to USA
Mid-west & South



- All New Model Equipment
- Dedicated Trucks
- Competitive Wage Packages
- All Miles Paid: loaded or empty
- Full Benefits Packages
- Direct Deposit
- 24/7 Satellite & Personalized Dispatch
- Flexible Home Time
- Fuel Discount & Fuel Card
- Repair Shop & Fuel on-site
- Open Door Policy
- Safety Bonus & More

• NEW DRIVERS WELCOME •

LEASE OPPORTUNITY AVAILABLE



WE KEEP THINGS
COOL
OR
FROZEN
THROUGHOUT NORTH AMERICA



*"30+ Years Specialized
Flatbed & Stepdeck
Service"*

- Paid Layovers
- Paid Tarping
- Paid Rack Kit Build Up or Tear Down
- Paid Extra Drops and Picks
- Paid Weekly
- Full Benefits available
- Flexible Home Time
- Dedicated Trucks



Contact Anthony Garkut

800-784-5774 | agarkut@btccexpress.ca



Gerry's Truck Centre expands



Gerry's Truck Centre held an open house for its new Woodstock, Ont., location on May 9.

WOODSTOCK, ONTARIO

Gerry's Truck Centre held a grand opening for its highly anticipated second location in Woodstock, Ont., on May 9.

The event saw suppliers and customers gather for the opening of the new building located at 1349 Parkinson Road in Woodstock.

The new location itself was a long time coming, said dealer principal Mike Wardle.

"We started planning in 2016 for the building," he said, adding that the concept of having another location outside of its flagship London, Ont., facility was discussed since a decade ago. "We've been hearing from customers for a long time that they needed some representation outside of London. But, we drew the first shovel for this place in November of 2016 and this building was operational in October 2017."

The new 15,000 sq.-ft. building is

home to almost 20 staff. It can fit nine trucks in the shop service bays, and has close to \$500,000 in parts inventory. There's also a showroom and sales offices in the new facility.

According to Wardle, having the second location in Woodstock was a calculated choice.

"Feedback from customers was key," he said. "We heard for years from customers they wanted another location. London has been a strong market for the last 38 years. And this is a strong market here in Woodstock. It's a growing market. It's still on an economic increase, which is good. In London we capture the Hwy. 401 and 402 junction and here we can capture the Hwy. 401 and 403 junction."

The new building was also constructed to be environmentally-friendly. Wardle says it has LED lighting throughout, heated floors in the shop and warehouse, and insulated walls. **TN**



START YOUR CAREER WITH US TODAY
 WWW.ERBGROUP.COM
 RECRUITING@ERBGROUP.COM
 1-800-665-COLD (2653)

WE OFFER TOP INDUSTRY WAGES

At Erb Transport we offer top industry wages, flexible runs and a superior compensation package. Speak with one of our recruiters today to find out more!



NOW HIRING AZ DRIVERS



\$0.60/mi Base Rate
 ON/USA MULTI-AXLE

\$0.55/mi Base Rate
 USA TANDEM

- PAID LOADING/UNLOADING
- PAID BORDER CROSSING
- SAFETY BONUS PROGRAM

*Steady year round work
 Lots of Home time
 You set your schedule*



Call Mike or Dan 1-800-263-5097 or Evenings call Mike's cell 905-971-5931

Mullen discusses 'messy' results

Record trucking revenue offset by sluggish oil and gas segment

OKOTOKS, ALBERTA

Mullen Group reported record trucking/logistics revenue in the first quarter, but chairman and CEO Murray Mullen described the results on a conference call with analysts as "disappointing" and "messy."

Mullen, however, remains optimistic about the remainder of the year.

On a conference call with analysts April 26, Mullen described the first quarter as "a real challenge and disappointment for our organization."

This was mostly because the oil-field services segment saw a decline in revenue. Drilling activity in Western Canada was down 8%, and pipeline projects remained mired in red tape. An extended winter also hin-

dered activity in the oil and gas industry.

The trucking/logistics segment achieved record revenue of \$207.5 million, but Mullen admitted the company was slow to take advantage of a rising rate environment.

"We saw pricing gains in the spot market but were slow to implement pricing increases into the contract market," Mullen said. "Pricing increases are an absolute requirement today."

Trucking margins only improved by about 1%, Mullen said, despite the shortage of capacity.



"We have more work to do," he said. "The spot market is an event – the rates move up and down. Contract pricing is a trend. It requires

more collaboration with customers, but I can tell you the trend is up."

Spot market rates were up about 20%, Mullen said, but he said that was largely due to the robustness of the U.S. economy.

"When they are busy, to be honest, they don't come to Canada quite as often," he said of thriving U.S.-based fleets. Mullen said the Canadian market has not seen the same level of success, but an opportunity is emerging.

"We are on the cusp of a tightening supply chain, driven by 10 years of easy money policy, creating millions of new jobs," Mullen said. "We have a virtually full employment situation, the likes of which I have not seen in my career."

Finding drivers as baby boomers retire will be a challenge for the company and the industry.

"The reality is the trucking industry is short of drivers at the same time the demographic is changing the workforce and the economy is at full employment," Mullen said. "My firm belief is we have entered into a new era of rising prices for trucking and logistics. In the first quarter, we saw evidence of this in the spot market."

Contract rates will go up through 2018, Mullen insisted, emphasizing all Mullen's trucking businesses have been ordered to raise prices.

"All trucking segment business units have been instructed to increase rates," he said, adding managers can either deal with upset customers, or an upset CEO. "Pick your poison."

But with the lack of drivers, growth will have to come through acquisition.

"Without drivers, you can't expand your business," Mullen said. "This is why we consider acquisitions key."

Mullen also believes a recovery in the oil and gas industry is underway, but it's a tough market now, with customers under extreme cost pressures. Mullen speculated many competitors in the oilfield services segment are selling equipment to pay debt or leave the business, so Mullen Group will be well positioned to take advantage of an improving market.

"When demand increases, and it will as commodity prices improve, there will be virtually no service companies that have the cash to grow," Mullen said.

He also spoke of MoveItOnline, Mullen Group's online marketplace for matching carriers with loads. He said the platform has been given a new look, and has added nearly 300 carriers representing 20,000 trucks. It moved more than 1,000 loads in March. **TN**

NO START-UP COSTS

NEW PAY PACKAGE



OWNER OPERATORS
ON, QC & Great Lake States, USA

Paid on a per net basis
Plus Fuel Surcharge

VALID CANADIAN PASSPORT A MUST

COMPANY DRIVERS
ON, QC and USA

Paid on a per mile basis
plus all hours loading, unloading
& border crossings

A great safety and idle bonus program
Plus Benefits

VALID CANADIAN PASSPORT A MUST

O/O WE PROVIDE

- All Base Plates
- All Border Crossings
- Heavy Users Tax (HUT)
- U.S. Border Crossing Decal
- All U.S. Tolls
- All U.S. Licensing
- Wetline installation

O/O ADDITIONAL BENEFITS

- Competitive Truck Insurance rates
- Driver Care Insurance – includes buy down, down time, towing and medical insurance plus optional truck payment insurance
- Excellent fuel prices with company fuel and credit cards
- Clean and well maintained equipment

TANDEM DUMP DIVISION

CALL LARRY Cell: (905) 693-2267 or Office: (905) 693-8088 x3839

Precision wins heavy-haul award



WOODBRIIDGE, ONTARIO

Precision Specialized Division has won the Specialized Carriers & Rigging Association's 2018 Hauling Job of the Year Award.

The award honors and recognizes companies that perform outstanding achievements in trucking jobs.

Precision won the award, after two years of planning, by competing a complex cross-country module transport. The job involved moving 16 modules ranging in size from 40x12x12 feet to 40x16x14 feet of expensive and fragile high-tech instruments, cased in thousands of pounds of steel, over a precarious route from North America's busiest traffic corridor to one of its most populated – just 15 miles southwest of New York City.

In order for Precision to complete the transport, it had to work with Zeton (the designer and builder of

the modules) to reverse engineer a special logistical plan.

Precision said there were many challenges including axle weight restrictions in Ontario, at the Welland Canal and at the Peace Bridge, numerous special permit requirements and the constantly changing construction patterns making it extremely difficult to determine a route especially in Pennsylvania where the only viable option would entail a full closure, in both directions, of a five-mile stretch on State Route 737 just west of Allentown, Penn.

This turn-filled, small, two-lane road with sharp, blind corners and no shoulders, would require state police to hold traffic and escort the convoy through while Precision's own escorts assisted with side road traffic.

Despite this, all 16 modules successfully made the six-day journey to Linden, N.J. **TN**

ITS buys Mortrans



BELLEVILLE, ONTARIO

International Truckload Services (ITS) has announced its acquisition of Mortrans Transport.

The deal includes 45 trucks and 65 employees.

"Not only will we keep all their employees, we are also hiring additional drivers and office staff. In our industry, we're always looking for drivers and owner-operators. It's a great opportunity and the economy is strong and it's a really good fit," said ITS president and chief operating officer, Rob Haggarty.

"It's a local family business joining another local family business. And, it's a great opportunity to grow the trucking market in the Bay of Quinte area and beyond."

Natalie Meyers, chairwoman of Mortrans, said "This is a perfect fit. We are thrilled to not only work with another Quinte area trucking giant, but also ensure our Mortrans family continues to excel in the trucking industry."

ITS will be leasing the current Mortrans property on Grills Road. **TN**

NEW 2018 OPPORTUNITIES

WITH **WEST AUTO TRANS**

COMPANY DRIVERS EARN UP TO
70¢/m

FOR SINGLE DRIVER
• Steady miles
• New Equipment

OWNER OPERATORS EARN OVER
30K

IN GROSS INCOME
• No start-up costs
• Fleet fuel discounts

EXTRAS, BONUSES AND VARIETY OF SCHEDULES TO FIT YOUR LIFESTYLE

For details please call
1.855.967.5982 416.617.2254
OR APPLY AT 61 RAYETTE RD, UNIT #5, VAUGHAN, ON L4K 2E8
www.westtrans.ca

NEW!

DISPATCHER

position is available
(English is a must)

CITY DRIVER

position is available

AZ Drivers & Owner Operators FOR U.S. RUNS

WE REQUIRE:

Valid "AZ" Driver License
Min. 3 Years Border Crossing Driving Experience
Clean Driving Record (CVOR & Abstract)
Fast Card or Record of Criminal Search

WE PAY AZ COMPANY DRIVERS:

.60 Cents to .75 Cents per mile
.10 Cents Extra for East Trips
We pay you H.S.T.
Extra for Pick up/Drops
\$50.00 1st – \$60.00 2nd – \$70.00 3rd
Benefits are Available

WE PAY OWNER OPERATORS:

\$1.65 to \$2.15 per mile
.30 Cents Extra for East Trips
\$100.00 for any Extra Pick-ups/Drops

ABLE Trucking Ont. Inc.

To Enquire Call: 1-888-810-6666

Fax your resume to: 1-888-406-6666

Email your resume to mgrewal@abletrucking.ca

secure your career

Siemens Transportation Group Inc.

Hiring Company Drivers and Independent Contractors for our Open Dispatch Fleet

Benefits beyond the paycheck include: Achievable Safety Bonus, \$ 1,000 Referral Program, Upgraded Fleet and No Slip Seating

We work hard to be the best and so do our Drivers!

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

connecting the continent siemenstransport.com

HWT

Limited

Member of the SIEMENS Transportation Group Inc.

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

ATTENTION DRIVERS

The last thing you need is more miles.



What you really need is more money per mile and more time with your family.

Empire Transportation Ltd. is a family run business based in Grimsby, Ontario.

We specialize in flatbed and heavy haul work and pay some of the best rates in the industry.



Hourly Rate starts at \$24.00 and increases to \$26.00 in the first year. Loaded Mileage Rate starts at \$0.58 and increases to \$0.63 in the first year.

- + great premiums for oversize loads.
- + an additional 3 cents for all US Miles – Loaded or Empty.
- + great benefits, safety incentives and a Registered Pension Plan.

STOP SPINNING YOUR WHEELS AND CALL NOW

1-800-263-0240 and ask for Jodie at extension 228

Fleet News

Fastfrate Group growing



WOODBIDGE, ONTARIO

The Fastfrate Group of Companies has announced an expansion and new service offerings, including a new 80-truck contract for its CDI container transport division.

The fleet will serve the Vancouver market, while Consolidated Fastfrate also adds a direct service offering to Vancouver Island.

“It’s been a tough time for the transportation industry since the recession of 2008-2009. It’s made us work harder, smarter, and the combined efforts of our team are finally paying off,” said Ron Tepper, chairman and CEO of the Fastfrate Group. “With longtime company veterans Manny Calandrino heading up the Fastfrate Group and Kevin Hankinson at CDI, it is a very positive time for our group, which also includes BRS Transportation and Fastfrate Integrated Logistics. A big factor in our overall upswing is our enhanced relationship with CP Rail and the signing of the three-year service contract at the beginning of 2018.”

CDI reports seeing increased activity in the transport of temperature-controlled containers at expanded facilities in Winnipeg, Man., and Regina, Sask. The division also set up operations at a new joint facility shared with Fastfrate in Edmonton, Alta. **TN**

Speedee buys Russell Freightways

VANCOUVER, BRITISH COLUMBIA

Speedee Rolls Right has purchased Russell Freightways, a company that provided LTL and FTL services to Vancouver Island and Calgary, Alta.

Russell Freightways’ owner Bruce Russell was looking to make a transition, while Speedee Rolls Right was planning to obtain a better stronghold for deliveries to Vancouver Island, making the acquisition a win for both sides, the companies announced.

The purchase adds 40 units to Speedee’s fleet, and the Vancouver-based company was able to integrate Russell Freightways into its electronic platform.

Speedee Rolls Right’s long-term vision with the purchase is to provide its combined customer base with more multi-modal options and extra coverage. **TN**



COMPANY DRIVERS NEEDED FOR US SHORT/LONG-HAUL

- Dedicated Tractors
- Newer Equipment
- 100% Paid Benefits
- Paid Weekly
- Direct Deposit
- Rider Program
- 2800+ Weekly Miles
- Paid Stops
- Safety Bonus
- Regular Home Time
- No Force Dispatch
- Flexible Time Off

Earn up to 55¢ per mile

**LONG-HAUL LANES: Laredo TX, FL
SHORT-HAUL LANES: KY, TN, GA**

NO EAST COAST



recruiting@countrytransport.com

recruiting@magictransportation.ca

1-800-340-5994

TFI focused on improving quality of revenue

MONTREAL, QUEBEC

TFI International doubled the profit margins of its truckload business in the first quarter, and saw earnings improve across all four of its operating segments.

“Over the past year, Canadian truckload operations have remained strong, and most recently, U.S. truckload operations are showing very clear signs of improvement,” Alain Bedard, chairman and CEO of TFI International said on a conference call with analysts after announcing Q1 financials. “We’ve placed significant emphasis on U.S. operations in the past year and we’re pleased to see the improvement now on the way.”

TFI International announced it’s combining its original logistics segment with the last mile portion of its package and courier segment.

Bedard remains “cautiously optimistic” about the rest of the year.

“The North American economy is expanding, and as a result volume has been on the rise,” he explained. “The transportation industry is somewhat capacity-constrained and this has shipping rates on the rise. Even U.S. truckload, which was the slowest market to recover for us, now shows signs of improvement due to these forces.”

Bedard said TFI has been pushing price increases in each sector

and abandoning poor-paying LTL shipments. He said in the U.S., contract pricing improved in the first quarter by 6-7% and will see further gains.

“I think now we’re playing more in the double-digit numbers, like the 8%, 9%, 10%, 12%, and this is where it’s got to go,” he said.

Like all carriers, the company has struggled to retain owner-operators. Bedard acknowledged the company must be better at communicating its pay package to keep owner-operators from jumping ship.

“We’re probably going to change our approach,” Bedard said. “So it’s easier for these guys to understand that we have a great deal for them.”

He said owner-operators will sometimes jump to a carrier paying a higher rate per mile, without considering the additional benefits or expenses covered by TFI. Bedard said TFI has increased driver pay. But the company is not looking to add capacity, despite the strong market.

“We’re not adding capacity,” Bedard said. “Our story in 2018 is really based on improving the quality of revenue, which we’re doing now, and improving our cost structure...we’re not adding any capacity, no way.” **TN**

NOW HIRING LONG HAUL DRIVERS!!

WE PAY 55¢ PER MILE AND UP
\$50 FOR EVERY PICK AND \$50 FOR EVERY DROP
BONUS FOR OVERSIZE AND SAFETY BONUS

MUST HAVE 2 YEARS FLATBED EXPERIENCE.

Don't be just a number. DRIVE FOR US!

Fairway
TRANSPORT

CONTACT NICK:
Nick@fairwaytransport.ca
905-648-1502 or
1-800-263-9369



DEDICATED LANES
NEW CONTRACTS



PLEASE CONTACT DENNIS BLACK
Canada Toll Free: 800-265-8781
Cell: 519-323-7112
email: dennis@tdsmithtransport.com
Fax: 519-323-3646

www.tdsmithtransport.com

REQUIRES OWNER/OPERATORS

- 80% of Revenue
- Direct Deposit Bi-weekly
- Fuel Surcharge
- Fuel Accounts Available
- Steady Work With Low Turnover
- Home Most Weekends
- Safety Awards

- WE REQUIRE:**
- Safety Oriented & Good Attitude
 - CVOR & Driver Abstract
 - Criminal Search
 - Desire to Succeed
 - Recent Model Equipment

FORBES-HENWELT
Transport Inc.

You Deserve More!

Like Us On

New Pay Package

More Money Home Time & Respect

1-800-387-5832

drive@fhttp.com

KEYPOINT CARRIERS

Owner Operators wanted to run ON & PQ to Laredo, TX

- > DRY VAN FREIGHT
- > PAID WEEKLY DIRECT DEPOSIT
- > COMPETITIVE RATES PER MILE
- > PERFORMANCE BONUS
- > COMPANY FUEL DISCOUNTS

- > PERSONAL COMMUNICATION
- > IN HOUSE SHOP - DISCOUNTED RATES
- > PAID PLATES, INSURANCE, FUEL TAX
- > PAID SCALES, TOLLS, FAXES
- > NEW RATES



Contact Us Today

1-866-569-7964

recruiting@keypointcarriers.com

1018 Parkinson Rd., Woodstock, Ontario

Visit our website

keypointcarriers.com

Insights

Over The Road

Don't underestimate the importance of the driver

Drivers are ultimately responsible for productivity, safety, and profitability

Perhaps we have everything backwards. For years, we have been taking responsibility away from commercial drivers and putting our eggs in the technology basket.

Everything from trailer tails to electronic logging devices (ELDs) have been attached to the truck in the pursuit of productivity gains, cost savings, and road safety. All of this technology flows from and is controlled (mostly) by the front office. But what drivers know and what they are proud to take ownership of, is that improved productivity, reduced costs, and road safety reside in the driver's seat.

Let's look at ELDs and how they are used by the driver. I've made it no secret that I've been using this technology for years and that I prefer it over paper logs.

The only reason I feel that way is because the carrier I work for has installed it as a tool I can take advantage of, and not a means of monitoring my performance and controlling what I do.

In the truck, I'm the decision maker. The carrier I work for trusts me. It's that simple. I would bet that other drivers who endorse the use of ELDs work for carriers with a similar ethos. Drivers who don't see any value in ELDs are having it imposed upon them in a manner that strips them of their dignity and effectively disempowers and demoralizes them.

The general impression I get as a full-time driver is that the industry is pouring a disproportionate amount of time and money into training employees who don't have any practical experience at the point of contact where it really matters, the cab of every truck.

Drivers are the single human resource that has the greatest impact on productivity, safety, and profitability. Technological tools are just that, tools. Drivers should be able to employ them – not be controlled by them.

Why do so many carriers not recognize the simple fact that empowering their drivers is the key, not controlling their actions? The treatment of drivers is at the core of the driver shortage problem. You only need to talk to a large cross-section of drivers to understand this.



Saskatoon, SK
Innisfil, ON

KELSEY TRAIL TRUCKING

has an Immediate Need for Full Time and Long Haul Company Drivers

WE OFFER:

- Well established company with excellent opportunities
- Competitive pay structure
- Paid Picks, Drops, Tarping
- Excellent Bonus programs
- RRSP programs
- Health and Dental Benefits
- Cell phone allowance
- Clothing allowance

WE REQUIRE:

- Positive Attitude
- Professional Appearance
- Good driving record
- AZ or Class 1 license

NO U.S.A.

1-888-564-8161

Fax: 705-436-9706

email: recruiting@kelseytrail.com

www.kelseytrail.com





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

What about attracting millennials to the industry to solve the driver shortage problem? First, we need to solve the problem I outlined above, because millennials are savvier than the trucking industry gives them credit for.

We won't attract them with shiny technological baubles. Millennials are the most highly educated generation we've ever produced. They care deeply about social issues, they want to impact the world in which they live in a positive way, and they want to be empowered to use their skills

Empowering drivers is the path to getting more millennials in the driver's seat.

and education and adopt new technology to make those changes. The transportation industry needs to do an about face in how it is treating its drivers if it wants to attract millennials. It's time for a culture change.

Millennials care about issues such as job creation and climate change. These are the areas the trucking industry should be looking at if it wants to attract millennials into the fold, because they are also areas that benefit the trucking industry.

As far as job creation goes, we have openings in abundance in our industry. But they are not enticing at this point. Empowering drivers is the path to getting more millennials in the driver's seat. We need to be seen as an exciting opportunity to create change and make a difference in our world.

Climate change is something we don't pay enough attention to. The transportation industry is one of the largest emitters of pollution. This is an area that we should be focusing on as a means of attracting millennials. Their education, skills, and enthusiasm can have a huge impact here. We can all win on this file.

The transportation sector is always putting forward the idea of recognizing drivers as skilled professionals, not general laborers. That means treating drivers as such and putting the responsibility for productivity, profitability, and safety where it belongs – in the driver's seat. **TN**

THE RIGHT PLACE, THE RIGHT TIME

ARNOLD BROS. TRANSPORT LTD
On the road and on time!

SINGLES Earn up to

\$0.47/mile Company

\$1.21/mile + Fuel Cap Owner Operators

TEAMS Earn up to

\$0.62/mile Company Team Split

\$1.25/mile + Fuel Cap Owner Operators

LANES AVAILABLE...

- ONTARIO-US OPEN BOARD
- ONTARIO-ILLINOIS DEDICATED
- ONTARIO-WPG-US DEDICATED
- CANADA ONLY TEAM DEDICATED



Toll: 800-565-1798 • recruiting@arnoldbros.com • www.arnoldbros.com

NEW RATE STRUCTURE

SHORT HWY/ LOCAL – EARN \$1.41– \$5.08 PER MILE

HIRING FOR

ONTARIO HWY / LOCAL HWY / CITY DAYCABS

OLDER TRUCKS ACCEPTED

All Equipment must pass Company Inspection

- FUEL CAPPED AT \$0.70/LITRE
- PAID PICKS AND DROPS
- BENEFIT PLAN
- DIRECT DEPOSIT
- NO TOUCH FREIGHT
- NO PAINT CODE
- STEADY YEAR ROUND WORK
- FUEL CARDS SUPPLIED
- QUALITY HOME TIME

Young System
TRANSPORTATION

Call 905-677-0111

or e-mail info to recruiting@tbmgroup.ca

ALSO HIRING FOR
CDN HIGHWAY RUNS
TO QC AND NB AT
\$1.29/MILE

Get it right the first time

One of the first things you should do as a new owner-operator is register a GST/HST account with Canada Revenue Agency (CRA). The sooner, the better: CRA can only back-date a new account 30 days so if you wait you could lose some GST/HST credits on expenses paid at the beginning of your business start.

It doesn't take long to realize that managing GST/HST takes ongoing effort, and that the strategy is different in trucking compared to other industries.

Most businesses charge HST on their income, pay HST on expenses, and as long as their income is more than expenses, will owe CRA money.

Typically, they choose to file HST returns annually.

As an owner-operator working for a carrier, you do not collect GST/HST on your income (it's called "zero rated") and you get a refund of all the GST and HST you pay on business expenses. It makes sense to file quarterly so you'll get money back into your hands faster. Make sure CRA knows you intend to file quarterly when you set up your account because they'll assume you're filing annually.

Once you have your account, CRA will conduct two reviews. The first one is easy. A CRA agent will call you and ask a few questions about what

your business does and to verify that your contact info is correct.

The second review is more involved. The majority of first GST/HST filings are audited by CRA. People are more likely to make mistakes on their first return, and you're filing for a refund, which is unique. The refund amount on your first return may be quite large, especially if you're setting up a business and purchased a truck. They'll want to check that out.

What can you expect from a first-filing audit?

We recently filed for a refund of approximately \$12,000 and about a week later CRA called our client to say they were going to conduct a



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

review. The auditor also faxed a letter to us requesting details about information on the return.

A business description is part of the required response to an audit. We're always careful to provide the auditor with general information about trucking (auditors aren't experts in the industry) and details about our client.

Typically, we send a copy of the carrier contract to help the auditor understand the operation, and accounting ledgers showing all income and expenses for the period as well as receipts for the 10 largest expense invoices. One of those invoices is always the truck bill of sale and finance contract.

The auditor had no issue with the financial figures. The problem, in this case, was the name of the business was different from what was on the bill of sale.

It took two phone calls and four data submissions – credit card statements, bank statements, invoices, etc. – to clear up the name discrepancy and support answers to all the other questions they asked.

Managing GST/HST takes ongoing effort, and the strategy is different in trucking compared to other industries.

Thankfully we were set up as an authorized agent and were able to upload files to CRA so the auditor had all the details as we got them ready. Thankfully, too, our client was set up on direct deposit so once the refund was approved it was in his account within a week rather than in the mail.

Remember that first CRA review, the easy one, where an agent calls to verify your business information? It's important. The name you provide to CRA should be the same one you use on all your documents. Not your wife's name, not your nickname, not a variation of your business name that you like better.

Obviously, it was an issue for this client. It took three months to receive his refund. CRA added \$29 in interest since it took so long.

It takes patience, time, and proper receipts to pass a CRA review. Setting up a business brings a whole new set of business-related tax filings. Be consistent not just with numbers but with names and other details. **TN**

WOODCOCK BROTHERS
SEBRINGVILLE, ONTARIO

Hiring Professional Drivers & Owner Operators

"Family matters most of all."

Find out why driving for **Woodcock Brothers** is the better choice.



In 2017 our Professional Drivers earned an average of \$0.73 per mile and Owner Operators earned an average of \$1.46 per mile plus fuel surcharge.

Family First Work Environment
Signing Bonus
Performance Bonus

Paid Training
Paid Health Care Benefits
Pension Plan
Up To 7 Weeks Vacation

Appreciation Events
Good Home Time
No Forced Dispatch



APPLY NOW



Miles Away, Minutes Ahead

1-800-565-5557 ext 242 | HR@woodcockbrothers.com | www.woodcockbrothers.com

The problem with LEDs

Dear Editor:

Re: A bright idea, too long coming, May Truck News

I agree with the editorial about daytime running lights. But when it comes to trailer transport hauling, there are similar problems with rear trailer lighting arrangements.

As you are aware, there has been a big move by truckers to get rid of the old incandescent alert lights and install LED lights.

These LED lights are great, in trucking areas where there is no real possibility of snowy highways. In my area of Northern Ontario (which has the major trucking route to connect with Western Canada) these new LED lights get covered with highway snow, and do not create enough heat to melt the snow from the lens.

Thus, the trailer and box are invisible from the rear in snowy and winter conditions. It is a terrible surprise to a following driver to suddenly find that the wind generated in front is caused by a transport trailer truck with snow-covered tail lights. **TN**

Mac Hamilton
New Liskeard, Ont.

The problem with LEDs 2

Dear Editor:

Re: A bright idea, too long coming, May Truck News

I just read your editorial concerning tail lights as running lights in the May 2018 issue of Truck News.

I agree with what you are referring to. My concern is, with the increasing use of LED lights, that in our Canadian winter, traveling in a snowstorm, the tail lights become covered with snow, without heat to melt that snow off as there used to be when using the old incandescent light bulbs.

As a longtime truck driver, this was always a concern to me. **TN**

Jim Baxter

Have an opinion?

We'd like to hear it.

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



WE ARE HIRING DRIVERS

- Company drivers are on average 15+ years with the company
- We are growing and would like you to join and grow with us too
- We not only pay exceptional remuneration we also match your home time requirements
- New pay rates to compensate elog legislation
- Health and Dental benefits

CROSS BORDER EXPERIENCE REQUIRED

HOLMES
FREIGHT LINES INC.
CANADA • U.S.A • MEXICO

PROVIDING EXCELLENT TRANSPORTATION SERVICES SINCE 1975

Experience the **BIG DIFFERENCE**

1-800-388-8947
x270 & 238
HEAD OFFICE: BRAMPTON, ON

KICK YOUR DRIVING CAREER INTO HIGH GEAR

WHAT WE OFFER:

- STEADY MILES YEAR ROUND
- PAID WAITING & DWELL TIME, BORDER CROSSINGS
- PAID PICK-UPS/DELIVERIES, INCLUDING FIRST AND LAST
- 7 YEARS OF ELD EXPERIENCE
- DEDICATED AND WELL-MAINTAINED EQUIPMENT
- HOME RESETS
- EXCELLENT SAFETY RATING
- IN-HOUSE GARAGE

Top Fleet
Employers 2017



INTERESTED? CONTACT CARMEN TODAY!
carmentransportation.com | DRIVERS@CARMENTRANSPORTATION.COM
1.866.857.5166 | FAST CSA PARS PAPS
TERMINALS IN BRANTFORD AND TORONTO

CARMEN CARES™

Company drivers earn up to \$0.72/mile!

ALTOM
Canada, ULC

DRIVERS WANTED

855-GO-ALTOM | WWW.ALTOMCANADA.CA

ABOUT US:

- 3rd Generation Family Owned & Operated
- Dedicated Business
- Best equipment in the industry
- Located in Breslau, Ontario
- Seeking drivers in Sarnia, Kitchener and GTA
- Owner Operators and Company drivers needed
- Top mileage and hourly pay!!!
- Border crossing pay, safety bonuses, safety shoe reimbursement

REQUIREMENTS:

- At least 23 years of age and 1 year verifiable tanker experience
- CDL with tanker endorsement and dangerous goods
- Clean abstracts and criminal background
- Drug screen and physical
- TWIC & FAST CARD (Must apply for before starting if do not already have)



Take care of your kidneys

Long periods of sitting can contribute to kidney conditions

Your rig's air, fuel, and oil filters capture impurities to prevent damage to the system. Similarly, your kidneys filter impurities from your blood to prevent toxins from damaging your body. Active 24/7, well-functioning kidneys eliminate one to two liters of waste-filled urine daily.

Proper kidney function is vital for good health – your entire blood supply filters through your kidneys every five minutes. Unfortunately, kidney disease is not always recognized, since there are few signs or symptoms in the early stages. By the time chronic kidney disease is diagnosed, kidney function may already be seri-

ously and irreversibly impacted.

Early signs may appear consistent with other unrelated, physical conditions. These signs can include: low energy levels; weakness; reduced cognition; poor appetite; nausea and vomiting; insomnia; muscle twitches/cramps; persistent itching; high blood pressure; swelling in the hands and feet (fluid retention); and chest pain, if the fluid builds up in the sac around the heart; or, shortness of breath, if the fluid builds up in the lungs. However, other obvious signs may be more easily recognized: painful urination; dark and/or cloudy urine; foul/strong smelling urine; blood in the urine;

passing stones in the urine; and/or severe lower back pain.

The following risk factors also increase your likelihood of developing chronic kidney disease, such as: abnormal kidney structure; aging; diabetes; high blood pressure; cardiovascular disease; smoking; obesity; ethnicity (African-American, Native American or Asian-American); and/or a family history of kidney disease.

As well, pre-existing health conditions can lead to this condition. Your doctor is likely already monitoring your kidney function if you've been diagnosed with: Type 1 or 2 diabetes; high blood pressure; glomerulonephri-



Karen Bowen is a professional health and nutrition consultant, and she can be reached at karen_bowen@yahoo.com.

tis (inflammation of glomeruli – the kidney's filtering units); interstitial nephritis (inflammation of the kidney's tubules and surrounding structures); polycystic kidney disease (caused by prolonged obstruction of the urinary tract due to enlarged prostate, kidney stones and some cancers); vesicoureteral reflux (causes urine to back up into your kidneys); and/or pyelonephritis (recurrent kidney infections.)

Chronic kidney disease affects more than just your urinary tract. Potentially, it can lead to complications, like: fluid retention, causing swelling in your arms and legs, high blood pressure, or fluid in your lungs; a sudden jump in blood potassium levels, which could impact your heart and become life-threatening; cardiovascular disease; weakened bones with increased risk of fractures; anemia; decreased sex drive, erectile dysfunction or infertility; central nervous system damage, causing difficulty concentrating, seizures or personality changes; decreased immune response, increasing your susceptibility to infection; pericarditis, an inflammation of the saclike membrane surrounding your heart; and eventually – irreversible kidney damage, requiring either dialysis or a kidney transplant to survive.

So, to reduce your risk, in addition to the usual – quit smoking, eat well, avoid caffeine, avoid alcohol, etc. – consider the following:

Long-distance truck drivers may experience a higher incidence of kidney bruising or damage compared to other occupations, so adjust your seat comfortably and use a good quality seat cushion to absorb the vibrations caused by road bumps, potholes, and rough terrain.

Drink enough water to transport toxins freely and efficiently throughout and out your urinary tract. According to Dr. Tim Mathew, national medical director at Kidney Health Australia, "The main risks for people who drive for a living is...relative dehydration. Drivers should ensure that they drink at least two liters of water per day – and even more in the hotter times of the year."

According to a study published in the *American Journal of Kidney Disease*, sitting for long periods can contribute to kidney problems, but reducing sitting time and increasing activities boosts kidney health. Health experts recommend exercising every day enough to get a little out of breath – for around 30 minutes. Improve the circulation to your kidneys and lower extremities by regularly getting out of your vehicle and stretching your legs.

Your kidneys – filters are built for a lifetime. Be careful to maintain them. **TN**

HILTON TRANSPORTATION

PROUDLY CANADIAN OWNED AND OPERATED

**HIRING
TEAM DRIVERS**

Dedicated Runs from our
California Terminal to
our Mississauga Terminal

TEAM	65-70 CENTS / MILE	Assigned Trucks New Equipment
SINGLE	50-55 CENTS / MILE	Safety Bonus \$\$\$ Mileage Bonus \$\$\$

CALL NOW !
1-844-564-8788

Back behind the wheel

Avoiding athlete's foot

Many professional truck drivers are at an increased risk of developing athlete's foot due to their job demands.

Long, hot days spent in your truck wearing work boots, as well as using public showers are the main reasons truckers are at an increased risk.

Athlete's foot, also known as tinea pedis, is a common fungal infection of the foot. It easily spreads in public places such as communal showers, locker rooms, and gyms. As a result, this is very common condition for truck drivers, as many shower at public truck stops or rest areas.

In most cases, athlete's foot affects the spaces between the toes, but can spread to the rest of the foot including the toenails.

This condition can be caused by several different fungi, all of which thrive in warm, humid conditions. Due to this, athlete's foot often affects people who wear enclosed footwear, such as work boots, for extended periods of time. Again, this applies to many truck drivers who must wear protective footwear during their work day.

Most people affected report itching, stinging and burning between the toes, especially the fourth and fifth.



Dr. Christopher H. Singh runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont.

He can be reached at 519-421-2024.

Other people experience cracking and peeling skin, most often on the soles of the feet. In rarer cases, the nails will become thick, ragged and/or discolored.

If you do have athlete's foot, your doctor may advise you to use an antifungal ointment, lotion, spray or powder.

The good news is that, most cases respond very well to these medications and generally clear up quickly. However, if your infection does not clear up after using these topical medications, your doctor may prescribe an oral antibiotic.

As I always say, prevention is the best treatment. Wear light, well ventilated shoes or boots which will allow your feet to breath. Always wear sandals or water shoes in public showers. If possible, keep your feet as dry as possible by changing your socks regularly. In the summer you may need to change your socks more frequently. Finally, do not share shoes or slippers with other people.

Until next month, drive safely! **TN**



BRAND NEW O/O PAY PACKAGE IN PLACE

Looking for Company Drivers and Owner Operators

Hiring across the 401 corridor and into Greater Montreal area

- TOP MILEAGE RATES
- All deliveries and pick-ups paid by the hour NO 2 hours free
- Border crossings paid
- Bi-weekly cell phone compensation
- Prepass in all trucks
- Paid Orientation and paid training

We require 2 years cross border experience, clean current abstracts and FAST or TWIC card or ability to obtain.



If you have no tank experience, we have a paid training program for qualified Drivers and Owner Operators.

Shaun P Owner Operator with Premier Bulk since 2001!!

CONTACT RECRUITING 1-888-280-8406 ext.225 or recruiting@premierbulk.com www.premierbulk.com



Tank Truck Transport Inc.

is growing again!

Owner Operators

BASED OUT OF

Sarnia, Toronto, Cornwall and Sudbury Ontario,

REQUIRED IMMEDIATELY

- Paid empty and loaded PC miles
- Paid plates
- Paid loading and unloading
- Paid tolls and customs transponder
- Paint code bonus
- Fuel Surcharge
- Company fuel accounts
- Direct deposit bi-weekly
- Safety Bonus paid monthly
- No Charge satellite
- Stable environment
- Year round work

NO DEDUCTIONS. NO GIMMICKS.

U.S. OWNER OPERATORS REQUIRED ASAP

COME JOIN THE TEAM!! 905-893-3447

EXT. 225

SNOWBIRDS AUTO CONNECTION LTD.
IS A GROWING VEHICLE RELOCATION SERVICE
PROVIDER ACROSS NORTH AMERICA



HIRING COMPANY DRIVERS

- 3,000-3,500 (Team 5,000) miles run per week
- All Teams Welcome!
- Fuel Cards
- Mix of Short and Long Haul
- Willing to Train
- Percentage Paid
- Bi-Weekly Direct Deposit
- Company Paid Benefits

Please email your resume to: ashley@snowbirdsautoconnection.com
or contact Ron or Ashley at 416-638-0001
Fax: 416-638-9986

<https://www.facebook.com/SnowbirdsAutoConnection>

Private Matters

Ontario crash stats a disappointment

A multi-faceted approach is needed to improve road safety



Mike Millian is president of the Private Motor Truck Council of Canada, the only national association that represents the views and interests of the private fleet industry. He can be reached at trucks@pmtc.ca.

In early April, the Ontario Provincial Police (OPP) released statistics for fatal collisions on roadways it patrolled in 2017.

The stats indicated the OPP responded to 68,794 collisions in 2017, 304 of which were fatal. This marked the highest number of road fatalities in five years.

Seventy-six of these 304 fatal collisions involved commercial vehicles

(25%), resulting in 91 deaths. These numbers represent a 10-year high for fatal collisions involving commercial vehicles. While the stats do not indicate who was at fault, one thing is clear, we all have work to do to continue to promote and improve road safety.

This point was driven home even further with the tragic accident involving the Humboldt Broncos on

April 6, which resulted in 16 deaths. The accident itself is still being investigated by the RCMP.

Most of us have been taught over the years, and I am a firm believer of this, all accidents are preventable. There are, of course, several factors and conditions that can lead to accidents, which are beyond the control of the driver.

Did a poorly designed construction zone contribute to the collision? An improper intersection design? Insufficient road maintenance? Sudden weather change, such as a snowsquall causing a whiteout? These are just a few examples of conditions that are beyond the control of a driver and that may contribute to an accident.

No matter what the circumstances, however, the biggest factor in any accident is still human behavior and error. I think we can all agree no one gets in their vehicle, heads out on the road, and intends to go out and cause an accident. Most of us are just trying to get to and from where we need to go, and some, like truck drivers, are doing it to make a living and provide for their loved ones while delivering the products and services we all need.

In spite of this, accidents do continue to occur – and likely always will – as no perfect human has been born, and we all make mistakes. Because of this, we must never let our guard down, and we must continually strive to improve the safety of our roadways – by whatever means necessary – to make them as safe as possible.

Distracted and aggressive driving has become an issue that seems to get worse with every passing year – for all road users – and commercial vehicle operators are not immune from this. It is a societal problem that has become an epidemic on our roadways.

It will take a multi-faceted approach – from all segments – to improve road safety. Several stakeholders and partners will have to

work together. This requires all partners to look internally and admit their faults. We, in the trucking industry, are part of this process. We should all be proud of the safety record of this industry, but at the same time we need to investigate our warts, and be willing to find ways to remove, or improve those in our industry who don't want to play by the rules. It is always easiest to point the finger of blame elsewhere, but the biggest effect on safety we will ever have, is by changing our own behaviors, and helping others improve theirs.

You will be glad to know, progress is already being made. The Ontario Ministry of Transportation, the OPP, and several trucking industry representatives and associations, have been working together since the fall of 2017 to come up with a way of improving the safety of our roadways.

No stone is being left unturned – egos and agendas have been checked at the door, and the groups are simply trying to do what they can to promote the safest roads possible. I have been lucky enough to be involved in this process and have been thoroughly impressed by all. It is great to see the different sectors, who can sometimes be thought of as being at odds, all working towards the same common goal.

Out of this group will come strategies and forward-thinking plans to achieve the improvement we hope to see. Some areas being looked at are enforcement, monitoring, technology and infrastructure, public education and communication, research, and data and training. All of us working together is the best way to get results. **TN**

Wyoming, Ontario

WE REQUIRE OWNER OPERATORS FOR SHORT HAUL – HOME THRU WEEK AND WEEKENDS

LONG HAUL RUNS ALSO AVAILABLE

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

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

DRIVE ORANGE

Excellent pay and benefits: Earn up to 4 cents more per mile with our new performance pay program

Tuition reimbursement | Sign-on bonuses available | Multiple time at home options | Over 2/3 automated transmission

schneiderjobs.com **SCHNEIDER** 800-856-9707

Schneider is an equal opportunity employer.

Budget 2018: Trucking, equality, and growth

Understand how the new budget will affect your business



Angela Splinter leads Trucking HR Canada, a national not-for-profit organization dedicated to addressing the human resources challenges and opportunities in the trucking and logistics sector. Learn more at www.TruckingHR.com or follow them @TruckingHR.

On Feb. 27, our federal government tabled a budget that certainly caught our attention here at Trucking HR Canada, and it should catch your attention, too.

The budget, titled *Equality and Growth*, included several items that will impact the human resources (HR) practices and approaches of trucking and logistics employers. Let's take a look.

Women at work

The 2016 federal budget mentioned the word "gender" twice. In 2018, it appears 358 times. Several proposed measures in this budget will affect employers' approaches to gender equality in terms of workplace policies, procedures, and practices.

Women represent just 3% of drivers in Canada and are under-represented in leadership positions. In trucking, women represent 11% of management roles. Overall in Canada, only a third of senior managers and one in 20 chief executive officers are women.

The 2018 budget introduced several items intended to help increase women's representation in the workforce. This includes the shared parental-leave benefit, which encourages a second parent to share in the caregiving of a new child by providing an extra five weeks of benefits.

According to the federal government, women use the majority of available parental leave. However, based on the example of a program in Quebec, shared parental leave leads to more men using benefits to help care for their child (80% of men in Quebec, compared to 17% of men in other provinces and territories where shared parental leave isn't implemented).

As an employer, you should plan for more male employees taking parental leave and adjust for workplace productivity accordingly. Additionally, should more families take advantage of this benefit, women's workforce participation can increase.

The goal here is to see spouses sharing the load.

Compensation and clear policies

The 2018 budget introduces pay equity and pay transparency measures. These initiatives can make compensation policies clearer but also a little more complicated.

Now is the time to review your company's current compensation structure and approach, including base pay, performance bonuses, benefits, raises, and promotion processes to ensure that they are equitable for all of your employees.

Another budget measure of note is flexible work arrangements. In December 2017, the federal government introduced the "right to request flexible

work arrangements" for federally regulated employees through Bill C-63, and this was confirmed in the budget.

Be sure to update your leave policies to reflect flexible work requests. If your organization is not able to accommodate flexible-work requests (which can happen), your policy should formally state it.

Skills development and training

The budget proposes new training programs that could be of interest to trucking employers. These include:

- Apprenticeship Incentive Grant for Women in male-dominated Red Seal trades
- Potential development of a pre-apprenticeship program for under-represented groups (Indigenous peoples, people with disabilities, women, and new Canadians) to encourage them to explore careers in the skilled trades

• A new Indigenous Skills and Employment Training Program

These programs have the potential to meet the training needs of new and existing employees where applicable. They can also help you in reaching out to new labor pools.

Know your demographics

These snapshots from the budget lead to another important consideration for employers: knowing the demographics of your workforce. A thorough understanding of the age, gen-

der, education, and other attributes of your employees will help you develop policies and workplace practices that better reflect their needs – and take advantage of programs in the budget.

For a detailed analysis of budget measures with HR implications for trucking and logistics employers, you can request our *Budget 2018 – Trucking HR Insights* report from your provincial trucking association. **TN**

Scott-Woods TRANSPORT INC.

Hiring AZ, DZ Drivers and Licensed and Apprentice Technicians.

- Short haul and long haul
- Legal dimensions and oversize loads
- All hourly paid rates, including overtime
- Competitive hourly rates
- US Premiums paid per hour
- Cash reimbursements for all layovers, meals and rooms
- Company contribution Group Registered Retirement Program
- Yearly uniform allowance
- Out-of-country medical coverage from the date of hire
- Full benefits program including health and dental, paramedical, vision, life, long term disability and employee assistance program
- Late model equipment
- Driver referral program

No Oversize Experience Necessary. We will train you.

Open Deck experience is preferred but not required.

CONTACT JIM ARDITO
Manager of Safety, Compliance and Employee Development

E: careers@scottwoodstransport.com
T: 905.417.6184 F: 905.417.6185
www.scottwoodstransport.com/careers/driver-application-form/

Briway Carriers INC.
Alliston, ON

ARE HIRING EXPERIENCED PROFESSIONAL AZ DRIVERS WITH CROSS BORDER EXPERIENCE

PAY RATE INCREASE

- Base start rate of **\$0.55/mile**
- **\$0.64 - \$0.78/mile** (P&D Included) on Open Board
- B-Train & oversized premiums paid up to **\$0.96/mile**
- New Contract with 4 day work week option

- ✓ Picks, drops, tarping paid (up to \$100)
- ✓ Border crossing paid
- ✓ Layovers paid
- ✓ Newer equipment
- ✓ Safety bonus
- ✓ Benefits
- ✓ Paid weekly direct deposit
- ✓ Out of province coverage immediate upon hire

NEW DRIVER WEEKLY PAY GUARANTEE

Also Hiring **EXPERIENCED OWNER OPERATORS WITH CROSS BORDER EXPERIENCE**

Contact recruiting:
dave@briwaycarriers.com
or 866-354-0034
for more information

www.briwaycarriers.com

Oil's well with CK-4

Transition has been “seamless” for fleets that have changed over to the new oil category

By James Menzies

TORONTO, ONTARIO

The transition from the CJ-4 to CK-4 heavy-duty engine oil category in December 2016 has been seamless for fleets, but the education campaign must continue.

That’s according to Barnaby Ngai, category portfolio manager for heavy-duty engine and driveline oils at Petro-Canada Lubricants. He gave an update on the new category oils to *Truck News* during an interview at Truck World in April, saying that while the transition has been smooth, there are still many owner-operators and smaller fleets that are unsure about the changes.

“There’s still more work to be done,” Ngai said. “Be it, education on the newer oils and why they’re good, and what they can do. That’s why you’ll notice we still kept up our education campaign. When you look at the data, the consumption, the engine players in particular, there’s still a lot of folks using CJ-4.”

While CK-4 and FA-4 (a new low-viscosity specification developed to optimize fuel economy) hit the market in December 2016, there was no requirement for oil suppliers to end the distribution of CJ-4. As a result, while new trucks came from the factory requiring CK-4 oil, not all fleets have made the transition. And not all oil suppliers have ended production and distribution of CJ-4.

“There are still products that are CJ-4 (in the market),” Ngai said. “We’re all-in, we’re all converted, but we’re seeing some laggards and still seeing CJ-4 in the marketplace.”

CK-4 is fully backwards compatible with older engines, but since the changeover to CK-4 was not forced, some small fleets and owner-operators – particularly those who haven’t purchased new trucks of late – have delayed adopting the new oil, despite promised performance benefits. But larger fleets that have made the switch say it has been smooth sailing.

Challenger Motor Freight adopted CK-4 across its entire fleet, including older engines.

“We made the decision to move to a semi-synthetic 10W-30 long before the oil changeover, and it was very seamless for us,” Challenger director of maintenance Chris Iveson told *Truck News*.

At one point, Iveson considered using the fuel economy FA-4 oil, but decided against it. Ngai admitted the uptake of the FA-4 category oils has been slow.

“The fleets that are using it are seeing the fuel economy, which is great,” he said, noting many fleets are waiting to see more data on



Chris Iveson, director of maintenance for Challenger Motor Freight, says the switch to lower-viscosity CK-4 oils has been seamless.

engine protection and drain intervals before making the change.

“I’d say towards the tail end of this year, we should get a better feel (for FA-4 adoption),” Ngai said.

Iveson said there have been no issues related to engine protection when switching to a lower viscosity 10W-30 product from the 15W-40 weights that continue to be prevalent in the industry.

“With our 10W-30, I’ve seen no viscosity-related issues whatsoever,” he said. “We have run and completed a 5W-30 test as well, and our testing was extremely successful. We saw no issues whatsoever.”

But Iveson said he’s going to wait for the industry to gain more experience with 5W-30 oils before dialing down the viscosity level another notch.

“If we were to go to 5W-30 in the future, I believe at this point there would be certain applications where we would stay at 10W-30,” he said. In addition to the linehaul fleet, Iveson also oversees heavy-haul and construction trucks.

Erb Transport has had a similarly uneventful experience transitioning to the CK-4 engine oil category.

“It’s been completely seamless,” said Erick Buhr, corporate parts and warranty manager for the Erb Group of Companies. “The CK-4 oil we use is backwards-compatible. We didn’t have to add a different tank to look after the older equipment.”

Erb has also transitioned to lower-viscosity engine oils without issue on its new Cummins X15 and Navistar A26 engines.

“Everything older than that – Navistar N13, Cummins ISB6 and ISX15s – we are still using 15W-40. We also have a significant amount of Cat C12s and C13s and some older Detroit 60s in the



Trucks evolve, and so too must the engine oils they require.

fleet. So, 15W-40 will be around for a while for us,” he explained.

But on newer equipment, Buhr said 10W-30 oils have presented “no issues” and the company is achieving 60,000-km drain intervals on those engines using a semi-synthetic. Erb has opted against running FA-4, since its engine manufacturers don’t call for it.

Buhr credits the oil suppliers for making the transition to CK-4 as smooth as possible.

“They did a really good job in handling the pressures they had,” he said. “There have been no issues at all with the oil itself.”

Iveson emphasized the need to work closely with your fleet’s oil supplier to ensure a smooth transition. This includes running oil analysis programs before making a change to a new viscosity, or changing oil drain intervals.

“We actually do oil analysis on every single one of our trucks at every single drain interval and we use a third party to provide us with feedback on not only how well the oil has lasted during that oil drain interval, but it’s also detecting coolant leaks or other minerals that may be in there, indicating engine wear,” Iveson explained.

Asked if he’s seen any fuel economy benefits from the CK-4 oil category, Iveson felt there has been some improvement, but it was difficult to isolate, as the fleet also rolled out some other fuel-saving initiatives at the same time, including air tabs and flow-through mudflaps. Collectively, the fleet saw about a 1-1.5% improvement, some of which Iveson feels is attributable to the new oil category.

He sees first-hand some continued concern about the new oils. He recently visited a small service center where the technician was vexed about which oils to use on which trucks.

“There’s a lot of worry surrounding the changeover to the new oil and I don’t think there’s any real need for it,” he said. “Buy the right one up-front and then you don’t need to worry about it.”

Petro-Canada’s Ngai agreed, but acknowledged it will take some time yet before the industry completely transitions to the new category oils, noting it took three to five years for the industry to fully move from CI-4 to CJ-4. However, he added there’s no reason to fear the new oils.

“With the benefits (of CK-4) over and above CJ-4, there’s no reason to have a CJ-4,” he said. **TN**

Western Canada's Trailer Specialist.

Ocean TRAILER



Rentals, Leasing, Sales, Service, and Parts

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



NEW

2018 and 2019 Utility 3000R Reefers
36 month term \$1,400.⁰⁰
Canadian dollars per month
On Approved Credit

REEFER MADNESS

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



36 month Long Term Rental \$1,400
Canadian per month On Approved Credit

Conditions apply **Available in all Ocean Trailer locations today!**

www.OCEANTRAILER.COM

Atlantis Radiator TRUCK AUTO SERVICE INC.

SPECIALISTS IN TRUCK & INDUSTRIAL RADIATORS

YOUR COMPLETE COOLING SYSTEM SERVICE

• Rad • Air Charge Cooler • AC Condenser

- We Ship Across Canada
- **FREE** Inspection & Estimate
- Certified Technicians
- All Work Warrantied

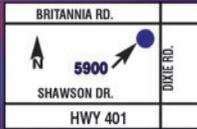
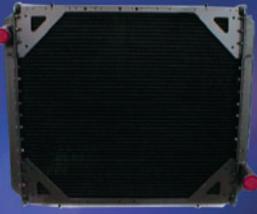
4 Hour

Drive-Thru Service
(Most Trucks)

Open Monday to
Saturday

www.atlantisradiator.ca

5900 Dixie Rd., Unit 11, Mississauga, ON L4W 1E9
(905) 670-3696 • 1-800-716-3081
Fax: (905) 670-2283



LOAD SHARE

CANADIAN
SUSPENSIONS INC.

79 Bessemer Road, Unit 15,
London, Ontario, Canada N6E 1P9

Tel: (519) 649-7420
Fax: (519) 649-7421

Loadshare® Air Helper Springs



for Trucks & Trailers

Maximizes weight transfer directly
from chassis to front axle. (up to 8,000 lbs.)

ADDITIONAL BENEFITS

- maintain proper ride height
- increase vehicle stability
- improve handling and steering
- reduce leaf spring wear and drive train maintenance
- maintains correct steering geometry
- improve ride quality in both conventional and cabover trucks
- adjust to varying load requirements or road conditions with the help of convenient in-cab controls

IDEAL APPLICATIONS INCLUDE

- refuse compactors
- utility trucks
- concrete mixers
- dump trucks
- snowplows/wing plows
- buses
- lift axle equipped trucks
- highway tractors

USA Inquiries - www.fsip.com

www.canadianloadshare.com

Distributor
Inquiries Welcome

Kingpin specialists

www.kingpinspecialists.com



ON-SITE KINGPIN REMANUFACTURING

- Superior Equipment
- Exceeds SAE and DOT specifications/regulations
- Only Company to test SAE J133 & J400
- Patented in U.S.A. & Canada
- Guaranteed Workmanship
- Fully Insured

CWB CERTIFIED COMPANY • CWB CERTIFIED WELDERS

KINGPIN GAUGES

Top Quality aluminum Kingpin gauges. Won't stretch.



Re-manufacturing a kingpin gives the fifth wheel the proper bearing surface, extending the life of the fifth wheel and decreasing the abuse to the bolster plate and kingpin.



MOBILE SERVICE

Visit our Website at: www.kingpinspecialists.com

E-mail: rkingpin69@aol.com

Call us Toll Free @ **1-888-221-7774**

For the Dealer Nearest You

TOLL FREE NUMBERS FOR YOUR NEAREST DEALER

- Quebec and the Maritimes 1-888-939-1011
- Ontario 1-888-221-7774
- Western (Alberta & Saskatchewan) 1-877-912-1209
- British Columbia 1-800-427-5865
- In the U.S. 1-888-221-7774

www.kingpinspecialists.com

rkingpin69@aol.com

5TH ANNUAL WOODSTOCK TRUCK SHOW

& Calendar Competition

Saturday May 26, 2018

Spectator Voting Saturday 9-5

Proudly
Sponsored By

NEW
LOCATION

Woodstock
Fairgrounds

**Featuring
Eric
Ethridge**

LIVE ENTERTAINMENT SATURDAY

ALSO APPEARING

**MOONDOG
UPROAR**

All proceeds from show
and calendar go to:

Special
Olympics
Ontario

and other local initiatives

For more information contact:
Kevin Verbruggen at 519.782.3372 • woodstocktruckshow@execulink.com

www.woodstocktruckshow.ca

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



TMTV

Meet Heiko
2018 D/O of the Year

New online episode every Thursday
www.trucknews.com/videos/
500,000+ views
YouTube

PROVIDING HEAVY DUTY EXHAUST SOLUTIONS SINCE 1982

THE TRUCK EXHAUST PLACE

CANADA'S #1 TRUCK EXHAUST SHOP

TRUCK MUFFLERS BUILT TO LAST

COOLANT PIPES FOR MOST MAKES

- Y-PIPES • TURBO PIPES
- INTERMEDIATE PIPES

FREIGHTLINER PIPES

TURBO INTERMEDIATE Y-PIPE INLET

Celebrating 36 Years!

EXHAUST SYSTEM INSTALLATIONS FOR ALL MAKES and MODELS

DPF CLEANING AVAILABLE

THE TRUCK EXHAUST PLACE
1365 BONHILL RD., MISSISSAUGA L5T 1M1
(905) 670-0100 1-800-385-8801
www.totalexhaust.com

DEPENDABLE TRUCK & TANK

SUPPLIER OF CUSTOM, QUALITY BUILT, HIGHWAY PETROLEUM CARGO TANKERS, PROPANE BOBTAILS, WATER TANKERS AND EMERGENCY VEHICLES



NEW 2017 WESTERN STAR 4700
w/ 5500 USWG Dependable propane tank. In Production Now. Choice of electronic register.



2006 STERLING L8500 FUEL TRUCK
Cat C9 8.8 L, 10 spd; Dependable 20,000 L, 4 comp, dual pumps, capped off B/L, V/R, oil reel & 2" reel in canopy, gas in left box, MidCom 8000, STK#T778 1265897



2013 INTERNATIONAL 4300 PROPANE BOBTAIL
2500 USWG, LCR, Full Refurb, New 5 yr/1 yr Inspect, Weights/Measures Calibrated Meter, TSSA Inspect, Paint Your Specs, Truck w/New DOT Inspect/Cert. STK#S825 502045



2007 STERLING L9000
Big Power, 20000 L 4 Compt Alum Tank, LCR, Dual Pump/Meter, Bottom Load RI, Vapor Recovery RI, New 5 yr/1 yr Inspect, Truck Newly Certified/Safetied. STK#T800 502051

Single and Tandem Axle Cab & Chassis and Stock Tanks available!



NEW 2018 PETERBILT 348
w/a Cummins 330. New 3499 USWG NQT tank, side loading, rear delivery, In Production Now. Choice of electronic register. 1265891



2005 DEPENDABLE ALUMINUM TANK
14,000L and 3000L compts., STK#T849 1258416



1998 HUTCHINSON 3 AXLE FULL TRAILER
10,000L, 5000L and 10,000L compts, fully refurbished. STK#P751 1258413



2006 INTERNATIONAL FUEL TRUCK
DT-466 7.6 L, auto trans; c/w Hutchinson 13,000 L 2 compt (8000/5000) single system, B/L, openable APIs, Scully, air manifold, w/Gravity Drop capped, front canopy, MidCom e-count, STK#T751 1265893

MANUFACTURER OF ALUMINUM, STEEL & STAINLESS STEEL TANKS

We provide true "One Stop Service": Manufacturing, Service, Parts & Support from our facility

Contact one of our sales representatives today - don@dependable.ca or mike@dependable.ca
1-800-268-0871 905-453-6724 www.dependable.ca



TRUCK EXHAUST INSTALLATION & SUPPLY

TEXIS

We have been supplying Parts, Service and Technical Support to Truck Shops, Dealers and Fleets since the early '80's.



Complete Selection of Aluminum Accessories

DIESEL PARTICULATE FILTER Cleaning Service and Repairs



CLEAN

ASH LOADED

CLEAN FILTERS
SAVE \$\$\$

DPF AFTER-MARKET
REPLACEMENT FILTERS
NOW AVAILABLE

RAD COOLANT PIPES

Available in Aluminumized or Stainless Steel

Built to Outlast OEM Pipes

Pipes also available for Freightliner, Peterbilt and Western Star

1850 GAGE CRT. MISSISSAUGA

OPEN SATURDAYS & WEEKNIGHTS

8 AM - 8 PM FRI 8 AM - MIDNIGHT
8:30 AM - 3 PM SAT MON - THURS

905-795-2838 1-800-267-4740

Fax (905) 678-3030

Canada & U.S. Hotline

www.texisexhaust.com



**CAPACITY
OF ONTARIO**

1-888-872-0506

INFO@CAPACITYTRUCK.COM

WWW.CAPACITYTRUCK.COM

**Units in Stock
... Ready To Work!**



**IN STOCK: T15000 OFF-ROAD UNITS W/TIER 3 ENGINES!
CUMMINS QSB, AUTO, COLD WEATHER PACKAGE
RIGID OR DURARIDE (AIR) REAR SUSPENSIONS
READY TO GO! 4 UNITS AVAILABLE IMMEDIATELY**

CALL US FOR A COMPLIMENTARY APPLICATION ANALYSIS TODAY

SALES • PARTS • SERVICE • LEASING • RENTALS

ALL ROADS LEAD TO ... THE 9TH ANNUAL

ANTIQUE & CLASSIC
**CLIFFORD
Truck Show**

FORD TRUCKS 2018 FEATURE TRUCK

GREAT LAKES TRUCK CLUB

ROTARY PARK - CLIFFORD, ONTARIO

**FRIDAY
JUNE
29TH
2018**

**SATURDAY
JUNE
30TH
2018**

ONTARIO'S PREMIER ANTIQUE & CLASSIC TRUCK SHOW

PROUDLY SPONSORED BY:



CAMPING & REGISTRATION:
VICTORIA SIDE
519-448-8919 VICKI_SIDE@HOTMAIL.COM

WWW.GREATLAKESTRUCKCLUB.COM

FOR SHOW INFORMATION:
CHRIS HALL
519-593-7767 INFO@GREATLAKESTRUCKCLUB.COM

www.trucknews.com/videos/



New online episode every Thursday



500,000+ views
YouTube

Follow us on:



Trucks allowed all weekend.



TRUCKING for Kids
ILDERTON, ONTARIO

Truck AND Classic Car Show
JUNE 8th - 10th (3pm), 2018
195 King Street, Ilderton, ON - Ilderton Fairgrounds
Roast Beef Dinner included for all Transport Truck Entries & Sponsors on the Saturday night at 5:30pm

Join us at the Agriplex **SATURDAY, JUNE 9th FROM 11AM-4:30PM**

Family FunDay *KidZone* **FACE PAINTING • GAMES
INFLATABLES
FOOD VENDORS ALL DAY!**

All Proceeds go to:

Platinum Sponsors
Thank you to our sponsors: 

Gold Sponsors
CHALLENGER / CONTRANS FLATBED GROUP / DE BRUYN TRANSPORT LTD.
DOBBIN TRANSPORTATION / FLOYD GIBBONS TRUCKING
GARY GRAHAM TRANSPORT LTD. / GERRY'S TRUCK CENTRE LTD.
GRACE TRANSPORT INC. / HOLLAND TRANSPORT
IVAN DENNING & SONS / MAD EXPRESS TRANSPORTATION
MARK KENNEDY TRUCKING / R/L RAINMAKER LEADS & DIGITAL MARKETING
ROSS TOWING AND TRANSPORTATION SERVICES INC. / RYDER TRANSIT TRAILER LIMITED

Media Sponsors 

Find us on: 

Please contact us regarding Donations, Vendor & Sponsorship Opportunities
truckingforkids.ca | truckingforkids@outlook.com | 519.694.1009

MORGAN'S

DIESEL TRUCK PARTS INC.

1248 McAdoo's Lane, R.R. #1, Glenburnie (Kingston), Ontario K0H 1S0

Check Out Our New and Improved Website!!



2007 IH 7400 SBA
DT 466 285 HP, ALLISON HD3560 6 SPD., 481,070 KMS., ENG. NEEDS INJECTORS. STK#244-05 -1265864



2013 FREIGHTLINER CASCADIA
DD60 14.8L 505 HP, 13 SPD., ULTRASHIFT., 3.73 RATIO, 12.5 AND 40 AXLES, ROCKWELL RT-40 REARS, 467,721 KMS. STK#242-03 -1265865



2012 IH 4300
2012 MAXXFORCE 9 210 HP, AUTOSHIFT, 12/20 AXLES. STK#233-09. -1265866



2017 IH 4300 DURASTAR SBA
CUMMINS ISB 6.7L 280HP. STK#242-21 -1265867

CALL JAMES OR RON **1-800-267-0633**
613-546-0431 E-Mail: james@morgan-diesel.com

See Our Complete Inventory at www.morgan-diesel.com

NEW EASTWAY TANK USED

THE TANK EXPERTS



2004 PETERBILT, 315 HP CUMMINS, 10 SP, 18,500L 3 COMPT HUTCH TANK, PUMP, METER AND LC ELECTRONICS, BOTT LOAD READY, AIR MANIFOLD, CLEAN, 212 MILES. -112237



2019 PETERBILT 3499G BOBTAIL PROPANE/CNG/LNG, PACCAR ENGINE, PX-9, 300 HORSEPOWER, ALLISON RDS-P 5 SPD. TRANSMISSION; SIDE LOAD, ENCLOSED REAR CANOPY WITH LCR II, PRINTER. -501934



2000 STERLING FUEL TRUCK, CATERPILLAR ENG; 3126, 330 HP, 10 SPD TRANS; BLUE IN COLOR, SINGLE AXLE, GVW: 39,000 LBS. WELL EQUIPPED WITH A 13,000L (3,434 USG) ALUMINUM 4-COMPARTMENT FUEL TANK. DUAL PUMP AND METER EQUIPMENT (GAS REEL IN SIDE BOX). 335,965 MILES. -1260098



2002 STERLING L8500, CUMMINS ISL L6 8.9L 340HP, 6015615KM, EATON FULLER 10 SPD TRANSMISSION, 18 & 40 AXLES, DUAL PUMPING EQUIPMENT, MIDCOM 8000 IN CAB, 2001 DEPENDABLE 20,000L 4 COMPARTMENT TANK, TC306 SPEC, AIR MANIFOLD, ROUGHED IN FOR BOTTOM LOADING, TRUCK RUNS AND OPERATES VERY WELL. -434984



2015 WESTERN STAR 4700 FUEL TRUCK, DETROIT ENG; DD13, 410 HP, 10 SPD TRANS; TANDEM AXLE(S), AIR SUSP; YELLOW IN COLOR, EXCELLENT CONDITION - WELL MAINTAINED. 140,000 MILES. -1265659



2019 WESTERN STAR FUEL TRUCK, AUTO, 20,000L 4 - C POLISHED TANK, DUL EQUIPMENT, MANY OPTIONS. -1259641



2010 PETERBILT FUEL TRUCK, PX-8, 300 HP, 10 SPD, FULLER TRANS; WELL EQUIPPED WITH A 13,000 L FOUR COMPARTMENT TANK. AIR OPERATED MANIFOLD WITH GRAVITY DROP FAUCET. DUAL PUMPS, METERS AND REELS. LC REGISTERS, IN-CAB COMPUTER AND PRINTER. 237,000 KMS. -1264180



2006 INTERNATIONAL 7500 FUEL TRUCK, INTERNATIONAL ENG; 325 HP, 10 SPD TRANS; 350000 AXLE(S), AIR SUSP; WHITE IN COLOR, 18,000 LB. FRONT AXLE, 40,000 LB. REAR AXLE, AIR RIDEWELL EQUIPPED WITH 5,300 USG (20,000 LITER) 5-COMPARTMENT ALUMINUM HEAVY DUTY "BUSH" TANKS. -1261220



2005 FREIGHTLINER FUEL TRUCK, MBE-900, 300 HP, TANDEM AXLE(S), BEIGE IN COLOR, 10-SPEED EATON FULLER TRANS, AIR RIDE SUSP; GVWR: 64,000 LBS. (18,000 FRONT, 46,000 REAR) c/w HEAVY-DUTY 18,500 L (4,887 USG) ALUMINUM 4-COMP TANK, DUAL PUMPS, 257 MILES. -1262091



2006 STERLING FUEL TRUCK, CATERPILLAR ENGINE; C10, 10 SPD TRANSMISSION; 20,000 L, DUAL PUMPS & GRAVITY METER. -123448



2004 INTERNATIONAL 7500 FUEL TRUCK, INTERNATIONAL ENG; HT-580, 300 HP, 10 SPD, EATON FULLER TRANS; TANDEM AXLE(S), AIR SUSP; WHITE IN COLOR, GVWR: 60,000 LBS. c/w SUPER HEAVY-DUTY ROBICA 18,500 L (4,887 USG) ALUMINUM 4-COMP TANK DUAL PUMP, METERS AND REELS. MIDCOM REGISTERS. MECHANICAL MANIFOLD. 233,000 MILES. -1262099

We Manufacture and Sell Various Types of Tank Trucks • Oil • Propane • Water • Fire • Refuelers



WE ARE LOOKING FOR TRADES • WE RENT FUEL TRUCKS
1995 Merivale Road, Ottawa ON K2G 1G1 Neil Greene: nngreene@eastwaytank.com
1-888-729-7817 ext 24 www.eastwaytank.com





CNG DEMO TRUCKS AVAILABLE FOR RENT AND LEASE

GREEN COMMERCIAL VEHICLE PROGRAM

- Up to \$30,000 rebate on New/Repowered CNG Trucks
- Up to \$7,500 rebate on CNG Dual Fuel Kits
- Up to \$15,000 rebate on LCV CNG Dual Fuel Kits

CURRENT FAST FILL CNG STATION LOCATED AT HILLER TRUCK TECH
HWY 401 & 97 - EXIT 268 (BEHIND THE FLYING J)



COMING SUMMER 2018

FAST FILL CNG STATIONS AT 401 TRUCK STOPS:
WINDSOR • LONDON • NAPANEE

Service & Repair
ALL TRUCK AND INDUSTRIAL
RADIATORS, CHARGE AIR COOLERS
& A/C CONDENSERS

We Ship Across Ontario

4 Hr. Drive-In Service For Most Trucks!
Open 6 Days a Week! Monday-Friday: 8 am-6 pm
Saturday: 9 am-2 pm

Hwy. 410 & Steeles, #10 Hale Road,
Brampton, ON L6W 3M1
905-487-1209 • 1-877-950-0099
After hours: 905-487-1209

K/W and Area: 519-217-0898

Tankmart International™

CANADA'S LARGEST TANK TRAILER DEALER
WITH OVER 200 NEW & USED TANK TRAILERS
FOR SALE LEASE OR RENT

<p>Unit# TN10528 2016 Tremcar</p> <p>9,000 I.G. Dot-407 stainless b-train, 2 x 4500 I.G., disc brakes, super singles only 3,000 kms from new.</p>	<p>Unit# TN10703 2019 New J&L</p> <p>2000 cu.ft. vac / pneumatic, 4 hoppers, Aeration, (2) fill lines, 4" discharge line, well spec'd.</p>	<p>Unit# TN10416 1999 Advance</p> <p>33,500 lts, 3-comt, non-code aluminum pup, spring ride, 35 ft. long, Safetied.</p>	<p>Unit # TNS902 2019 Tremcar</p> <p>2800 cu.ft., Vac / pneumatic dry bulk 6" valves, 5" discharge lines, rear fill lines Very well spec'd. Call</p>	<p>Unit# TN10726 1997 J&L</p> <p>2000 cu.ft. vac / pneumatic, 4 hoppers, (1) Fill line, 4" discharge line, air ride, clean solid unit.</p>
<p>Unit# TN10350 1990 Polar</p> <p>7200 USG, non-code stainless, 1 compt, spring ride, Safetied</p>	<p>Unit# TN9829 Selection Of Older "B" Trains</p> <p>Aluminum, Multi-Compt, Non-RTAC Can Be Sold As Is Or Fixed Up. Call!</p>	<p>Unit# 10723 2001 Paron</p> <p>2500 cu.ft., pneumatic Michigan quad, 2-compts, was in flour service last, 4" discharge line, 24.5 tires.</p>	<p>Unit# TN10571 1988 Krohnert</p> <p>8800 I.G. sanitary stainless b-train, 2 x 2500 I.G. and 1 x 3800 I.G., very clean for storage purposes only.</p>	<p>UNIT# TNS402A 2019 Tremcar</p> <p>38,000 Lts, 3A sanitary, Internal wash balls, rear cabinet, very well spec'd, Call.</p>
<p>Unit# TN10483 1996 Krohnert</p> <p>Stainless Tanker, 7200 USG Non Code Stainless, Insulated, Spring Ride, Clean Solid Unit, Safetied.</p>	<p>Unit# TNS689 2008 Tankon FRP</p> <p>5400 USG, DOT-412 air ride, includes all inspections.</p>	<p>Unit# TN10480 2001 Tremcar</p> <p>6500 USG, DOT-407 stainless, 3 compt, air ride, alum. wheels, Safetied.</p>	<p>Unit# TN10408 1989 Krohnert</p> <p>8500 I.G., non-code, stainless, two compt, equal split, storage tank only. Call.</p>	<p>UNIT# TN10361 1995 Tremcar</p> <p>Stainless Tanker, 45,460 Lts, Stainless, Insulated, One Compt, Storage Tank Only, Clean Barrel.</p>

remtec TANKCON TREM CAR JIC

MONTREAL 514-323-5510 Ask for Ron, Camille or Sylvain

www.tankmart.com Sales, Leasing, Parts, Service & Repairs

BURLINGTON 905-465-1355 Ask for Kevin or Mario

in f Connect with us on LinkedIn Like us on Facebook

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



38^eth



RODEO DU CAMION TRUCK RODEO

NOTRE-DAME-DU-NORD
TÉMISCAMINGUE-QUÉBEC-CANADA

Québec



2 au 5 2018

★
AOÛT | AUGUST 8

Courez la chance de gagner | Get the chance to win

★ ★ CAMION **Peterbilt** TRUCK ★ ★
389 2019

202 094 \$

19 894 \$

en prix | in prizes

Tirage le 5 août 2018

Draw August 5th, 2018

Tirage mise-tôt | Early bird draw

6 juillet 2018

July 6th, 2018



Jeep Wrangler JL
Sport Unlimited 4x4 2018



Ford F-150
Sport 2018



Harley Davidson
Street BOB 2018



4 crédits voyage de 2500\$
et plusieurs autres prix en argent

4500 billets en Circulation | 4500 tickets in Circulation

Contact : 1-877-357-6336 VISA MasterCard PayPal

prix | price : 100 \$

ELRODEO.COM | f

4 travel gift of 2500\$
and many more prizes





ACTION

TRAILER SALES INC.

ALUMINUM COMBO FLATS



TANDEMS/TRIDEMS



DROP DECKS



- New and Used Sales • Rentals • Long Term Finance Lease
- Full Service Trailer & Reefer Shops Providing Maintenance And Parts

Over 200 Used Reefers In Our Yard . . . Ready To Roll!!

NEW UTILITY 53'x102" 3000R HIGH CUBE REEFERS



1071/2" I.H. FRONT,
1091/2" I.H. REAR, 981/2" I.W.
RECESSED "E" TRACK, H.D.
DUCT FLOOR, STAINLESS
FRONT & REAR, VENTS, LED
LITES – WEIGHT 12,155 LBS.
(STANDARD MODEL) H.D.
INTRAAX AIR RIDE SUSP.
ALUM. WHEELS. - 35153

2008 STOUGHTON 53' AUTO DROP VAN

STAINLESS RADIUS
CORNERS, REAR DOORS &
DOOR CASE, HENDRICKSON
AIR RIDE, 245/70R 17.5
TIRES, TIRE INFLATION SYSTEM,
MILWAUKEE LIFT SYSTEM,
INTERIOR PROTECTION SPEC,
-1260715
CLEAN UNITS



UTILITY 53' x 102" x 13' 6" DRY FREIGHT VANS

HENDRICKSON AIR RIDE
SUSPENSION, LOGISTIC SIDE
POSTS – ALUM. OR TRANSLUCENT
ROOF AVAILABLE, STAINLESS
REAR DOOR CASE,
12" CORRUGATED STEEL SCUFF
LINER, 24" STEEL THRESHOLD
PLATE. -102537
PRICED RIGHT!



2013 WABASH 53' DUAL TEMP REEFER

THERMO KING SPECTRUM
DE UNIT 9900 HRS,
CENTRE SEAL DIVIDE
PANEL SET, 2 ROWS
RECESSED "E" TRACK, HD
FLAT ALUMINUM FLOOR,
OVERHEAD REAR DOOR,
STAINLESS DOOR CASE &
BUMPER, 80% BRAKES &
TIRES, 100 GAL FUEL
TANK, 2 ROWS EXTERIOR
RUB RAILS,
-1263594
VERY CLEAN



MONTREAL



6 (50) 2011 – 2013 WABASH & GREAT DANE 53' REEFERS

Thermo King SB210 units, chute and bulkhead, duct floor, Hendrickson air ride suspension, 445/50R 22.5 super singles, aluminum wheels, side skirts, Trailer Tails, corrugated side panels, stainless front panels, radius corners, rear doors, and door case. -227777



(3) 2009 UTILITY TRIDEM REEFER WITH CARRIER MULTI-TEMP UNITS

Low Hours, Hd Flat Aluminum Floor, Overhead Rear Door. -1216632



(20) 2015 HYUNDAI 53' REEFERS

Carrier 7300 units, chute & bulkhead, Stainless front and rear, vents, Hendrickson air ride suspension, aluminum wheels, tire inflation system, side skirt, trailer tail, 2 rows recessed "E" track. -1262480



2014 HYUNDAI 53' X 102" PRODUCE/GROCERY REEFER VAN

High cube, Thermo King Super II reefer unit, wood floor, Hendrickson air ride suspension, aluminum wheels, tire inflation system, Versa tech interior lining, 2 rows "E" track, side skirt, galvanized rear door case & bumper, well spec'd, very clean. -1257076



2016 VANGUARD 53' PLATE VAN

Hendrickson Air Ride Susp; Sky Lights, Side Skirt, Exterior Rub Rail, HD 24" Side Panels/Slots, Vents Front & Rear, Galvanized Door Case & Bumper. -1264596



(6) 2009 GREAT DANE 53' X 102" REEFERS

Thermo King Spectrum multi-temp units, 3 remote evaporators, 2 sets of ceiling mounted bulk heads, 24" aluminum scuff liner, HD flat floor, 1 row recessed "E" track, Overhead rear door, Stainless rear door case. -592016



6 (40) 2009 UTILITY 53' TRIDEM REEFERS

Thermo King Sb310 Units, Hendrickson Air Ride With 6" And 6" Spreads, Hd Flat Aluminum Floor, 3 Rows Recessed "E" Track, 24" Scuff Liner, Exterior Rub Rail. -1261785



7 (42) 2007 MANAC 53' TRIDEM INSULATED VANS

Thermo King HK III heaters, Hendrickson air ride suspension with 6" and 6" spreads, clean, well maintained units. -1261786

TORONTO

2332 DREW RD., MISSISSAUGA, ONT. L5S 1B8

Call: Murphy Barton, Vince Cutrara, Rob Moorehouse, Todd Warren,
John Gwynne, Zak Ray

905-678-1444

Fax (905) 678-1566

MONTREAL

1100 RUE COURVAL, LACHINE, QUEBEC H8T 3P5

Call: Mario Perrino, Michel Pouliot, Gabriel Verdoni,
Hugh Davis, Danick Bilodeau

514-633-5377

Fax (514) 633-6488

Announcements

Several **OEMs** make personnel announcements; **Day & Ross** names new president; **Polaris** hires tech guru; and **Truck-Lite** mourns passing of its senior v.p.

Per Carlsson, the global senior vice-president of strategy and transportation for Volvo Trucks has been appointed the acting president of Volvo Trucks North America. Carlsson is holding the position on an interim basis, as former president of the group, **Goran Nyberg** has decided to take a position outside of the Volvo Group.

Carlsson has held several senior management positions in the Volvo Group over the last 33 years, including serving as president of Volvo Trucks North America from 2008-2009 and as COO of the Group's North American truck operations from 2010-2011.

Day & Ross has announced **Doug Tingley**, vice-president of operations, has been promoted to president of Day & Ross Freight. Tingley joined Day & Ross in 2013. He will continue to represent Day & Ross on the Atlantic Provinces Trucking Association Board, where he serves as vice-chairman.

Dave Brajkovich has been appointed Polaris Transportation Group's new chief technology officer. Since 2015 Brajkovich served on Polaris's board of directors before accepting this newly created position. He will be based out of the Polaris head office facility in Mississauga, Ont., and will report directly to president, Dave Cox.

Navistar announced it has named **Mark Hernandez** its senior vice-president of global manufacturing.

Hernandez succeeds William H. Osborne, who announced his retirement.

In this role, Hernandez will be focused on lean manufacturing and waste elimination, improving both processes and quality, as well as achieving cost savings throughout the company's plants.

Truck-Lite announced May 7 the passing of senior vice-president and chief technology officer **Bradley C. Van Riper**, after a brief battle with cancer.



Van Riper, 64, started his career at Truck-Lite in 1978 as a maintenance technician and steadily acquired more responsibility

as the company grew. By 1994, he was promoted to vice-president of research and development and was in his most recent role since 2006. As senior vice-president and chief technology officer, he was active in supporting the development of new product innovations and held several U.S. patents, and was responsible for developing technology integration plans, intellectual property monitoring, and adapting regulatory standards for the global Truck-Lite organization.

Daimler Trucks North America (DTNA) recently announced three high-level appointments in its manufacturing and remanufacturing operations.

Brian Lewallen has accepted the position of president of Detroit Reman. He will be responsible for developing and executing innovative solutions for Detroit Reman customers and contributing to the company's environmental sustainability.

Erik Johnson has accepted the position of general manager of the Cleveland Truck Manufacturing Plant in Cleveland, N.C. He will lead all truck manufacturing operations and direct support functions at Cleveland to ensure the plant performs at maximum efficiency.

Jane Rosaasen has accepted the position of general manager of the Mount Holly Truck Manufacturing Plant in Mount Holly, N.C. She will lead all truck manufacturing operations and direct support functions at Mount Holly. **TN**

Truck and Trailer.ca

Action Trailer Sales	64	Morgan's Diesel.....	61
Atlantis Radiator	58	Ocean Trailer.....	57
Canadian Loadshare Suspensions Inc.	58	Rodeo du Camion Truck Rodeo.....	63
Clifford Truck Show.....	60	Tankmart International.....	62
Capacity of Ont (Div. of Altruck Group).....	60	Taxis Truck Exhaust	60
Dependable Truck & Tank.....	59	The Truck Exhaust Place	59
Eastway Tank.....	61	Trucking for Kids.....	61
Hiller Truck Tech	62	Woodstock Truck Show.....	58
Kingpin Specialists.....	58	XL Radiators	62

ALPHABETICAL LIST

Able Trucking	45	Laidlaw Carriers - (Dumps-Bulk)	34
Accutrac Capital Solutions	11	LCS.....	30
Altom Canada	51	Liquid Capital.....	22
Amex Primewood	21	Nal Path Insurance Brokers	26
Arnold Bros. Transport	49	Newcom Events.....	7
Autoclima	29	Ontario Drivers Medical.....	22
Bezco	42	Peter Hodge Transport	44
BF Goodrich - The Last Word.....	70	Petro Canada.....	15
Bison Transport	40	Premier Bulk Systems.....	53
Briway Carriers.....	55	Ritchie Bros. Auctioneers Cda	72
BTC Express	42	Rose Rocket	11
Burrowes Insurance Brokers.....	25	SAF Holland Canada.....	32
Carmen Transportation	51	Schneider - Company Drivers	54
Castrol/Wakefield Canada.....	17	Schneider - Owner Operators	39
Challenger Motor Freight	38	Scott-Woods Transport	55
Chevron - Inside the Numbers.....	4	Shell Canada Products.Ltd.....	18
Child Find/Missing Kids	32	Snowbirds Auto Connection.....	53
Classified.....	22	Stateside Transportation Consultants	27
Country Transport.....	46	Surface Transportation Summit	10,29
CPC Canada	16	Sysco Toronto	35
Crossword Puzzle/Solution.....	9,65	Tank Truck Transport.....	53
Customs Plus.....	35	TD Smith	47
C.U.T.C. Inc.....	30	Taxis - Crossword	9,60,65
Defense Coatings Solution	23	Thermo King.....	20
Display Transportation	37	The Erb Group	43
DK Smith International	13,67	The Rosedale Group.....	36
Empire Transportation.....	46	Thunderstruck Trucking.....	54
Fairway Transport.....	47	Titanium Transportation	12
Flo Components.....	15	Total Canada Inc.....	31
Forbes-Hewlett Transport	47	Transcourt Tank Leasing.....	19
Freightliner Trucks.....	2,3	Transport Financial Services	65
Glasvan Great Dane Sales Inc.	24	Transport Sales and Service	43
Great Dane Trailers	71	Trison Tarps.....	27
Hilton Transportation	52	TruckandTrailer.ca	69
Holmes Freight Lines.....	51	Trucknews.com	28
Howes Lubricator	22	Volvo Trucks Canada.	6
HWT.....	45	WestTransAuto	45
Hyndman/A Celadon Company.....	37	White Oak Transport.....	41
Imperial Oil Resources	8	Wilson Truck Lines.....	39
International Truckload Services	41	Woodcock Brothers.....	50
IPS.....	13	Young Transportation	49
Kelsey Trail.....	48	Z Source.....	25
Keypoint Carriers.....	48		

1	T	I	R	E	T	R	E	A	D	6	D	E	F	
	A	E	H	N	E	R	R							
8	R	O	T	O	R	9	G	R	A	N	I	T	E	
	P	R	O	I	D	L	E							
10	S	T	E	P	T	A	N	K	11	P	L	O	W	
		A	T	E	12									
13	P	E	D	D	L	E	14	A	R	G	15	O	S	Y
	R	E	16	E	A	V								
17	E	X	I	T	19	A	C	C	I	D	E	N	T	20
	T	D	21	A	O	L	R	O						
22	R	O	A	D	M	A	P	23	C	R	A	W	L	
	I	H	P	I	O	G	L							
24	P	R	O	25	S	T	A	I	N	L	E	S	S	

Our mufflers are stronger, last longer and save you \$\$\$!

See Puzzle on page 9 and our ad on page 60

Call us at 905-795-2838

105 Bauer Place, Waterloo, ON

Look for our monthly column in **TRUCK NEWS: TAX TALK**

We Make Trucking LESS TAXING

- Owner Operator Accounting & Bookkeeping
- Tax Return Preparation (O/O's and Drivers)
- Meal Claim Experts
- Incorporation Services
- Business Consulting
- New Business Setup & Registrations (US & CDN Authorities, IFTA/IRP, UCR, etc.)
- IFTA Fuel & Mileage Tax Reporting (Paper & Automated Paperless - GPS)

SAVE TIME SAVE MONEY LESS HASSLES

Let us help.

Call Today **(800) 461-5970 Ext. 223** www.tfsgroup.com

With over 400 years combined transportation experience, our 25+ staff members are ready to help you.

Mark Dalton: Owner-Operator

By Edo van Belkom

THE STORY SO FAR

Mark is in a coffee shop outside Calgary where a trucker is on the phone with a company that's late in paying. The man makes a spectacle of himself and Mark offers to give him a few pointers on how to collect money owed...

The man got up from the table he was at and walked over to join Mark. "Would you like a coffee?" he asked.

"No thanks," said Mark. "Already have one."

He sat down and slid in close to the table. "So, tell me how to get paid."

Mark was surprised at how eager the man was to hear what Mark had to say. Judging by the way he'd been on the phone, he expected the man to be sarcastic and contrary, but he appeared to be open to suggestions.

"Well," Mark said. "I'm assuming you're making sure all the pre-invoice stuff is done in a timely manner. You know, like, confirming delivery and sending out your invoices."

"Like clockwork," he said. "I don't want any late payment to be even partly my fault. I submit my stuff within a day or two."

"That's good," Mark said. "What kind of window do you give them to pay?"

"What do you mean? I want them to pay right away."

"Of course you do, but have you ever thought of giving anyone a discount for paying early?"

"Now why would I want to do that?"

It was a fair question. Why give anything away for free when it took so much to earn it in the first place.

"There's value in getting paid on time. For example, how much time and energy did you just spend trying to collect on money owed to you."

"I don't know. It was a five minute phone call..."

"Which you are going to be thinking about for a long, long time. What if you gave a \$10 or \$15 discount for a quick payment. Is what you're going through right now worth that much to you?"

"More, probably."

"Exactly. And if you're going to give a discount for early payment, then you can charge a penalty for late payment.



Illustration by Glenn McEvoy

I have an (in) voice – Part 2

You might not get it, but if you do it'll make up for the discounts you're giving on the front end."

"Okay, I can see that."

"And, if they say money is tight, you can always offer them a payment plan. A hundred dollars a week for six weeks is better than nothing for eight weeks."

"A little bit coming in all the time would be good."

"Right..." Mark paused. "Now, you can't get angry."

The man sighed, as if he knew this already but couldn't help himself. "It's what I do best when I'm owed money."

"I'm sure it is," said Mark. "And believe me you have every right to be angry with someone who has taken your services without paying for them. But people – no, no one," Mark corrected himself, "responds well to an angry person on the phone, or one who uses profanity. It's no mystery why they hung up on you."

"They kept giving me excuses like the person who usually makes payments is sick, and they've changed the accounting system, or they've lost my invoice and can I send another?"

"There are always going to be excuses. Some of them are legit, some aren't. Trouble is, you won't always know, so the best thing is to treat them

all as if they're real, then offer a solution to the problem. If someone's sick, ask when they'll be back so you can talk to them specifically. If they're going to put a check in the mail, tell them you'll come by to pick it up. Sooner or later they're going to run out of excuses."

The man was nodding now as if he was taking what Mark was saying to heart. "You must have no trouble getting people to pay you, eh?"

Mark laughed under his breath. "Not at all. Once in my early days driving long-haul, I had an invoice that was months overdue. I had the brilliant idea to write to the Canada Revenue Agency and tell them that this company wasn't paying their bills. My thinking was that if they weren't paying their bills, then what sort of expenses were they claiming because they weren't paying any expenses."

"Did that work?"

"No, not at all. I never heard back from the CRA and the owner of the trucking company – I heard later – was so angry when he read my letter telling him what I'd done, he vowed he would never pay me a cent."

"Lesson learned?"

"Not yet. See, because it looked like I was never going to get anything from this guy, I wrote him once more,

but this time I apologized for what I'd done saying I was wrong and should be more patient. Then I pleaded the wife and kids thing and how I was just trying to look out for them."

"And that worked?"

"A little. I got about half of what I was owed, but after that I never worked for him again so I was able to lose a bad client and replace him with some good ones."

"So you think I should apologize?"

"Yes."

"Say I'm sorry?"

"Yes."

"Then what?"

"Be polite. Be professional. Tell them you are sorry for the way you acted, but you have a family to support. Offer them a payment plan. Offer to come by to pick up the check. If there's a problem, ask them when you should call back and who you can speak to who has the authority to issue a check."

"And if that doesn't work?"

"Then you tell them you'll be taking legal action or putting the invoice out to a collection agency. Believe me, those guys call way more often than you and I ever could. Nobody wants to handle agency calls two, three, or four times a day."

"Maybe I'll call them tomorrow."

"No, do it now. You'll make the bigger impression now than tomorrow."

"Okay, I'll give it a try," he said, getting up from the table and making the call.

Mark watched as he paced back and forth across the coffee shop. Every once in a while he would look over at Mark for encouragement, but his voice was never loud enough for Mark to hear what he was saying. That was a good sign.

"Well?" Mark asked when he was done on the phone and returned to the table.

"At first they couldn't believe it was me on the phone, but the longer I kept my cool the better things went. Eventually, they said they'd try to get a check to me this week."

"And how does that compare to the first time you called them?"

"Like night and day." **TN**

Mark Dalton returns next month in Part 3 of *I have an (in) voice*.

Products

Transtex has unveiled a new generation of **speed limiter** with e-smart, a GPS-based device that sets maximum speeds based on vehicle locations. Available for Classes 4-8 trucks, the system pulls information about posted speeds from the company's server, or data that is uploaded to the truck itself in case a cellular connection is lost.



Users have the option of establishing the speeds drivers would be allowed to drive above posted limits as well. The map data from a third-party provider covers routes across Canada and the U.S., and in selected cases will track speed limits in Mexico. When split speed limits are posted, the system is said to recognize the limits that are specific

to trucks. Using geofencing, fleets will also have the option of limiting speeds in specific areas, such as around a client's yard or school zone, or immobilizing a truck when it shouldn't move at all. Those features are currently programmed by calling a toll-free number, but Transtex says it is developing a user interface for such work as well. For details, visit www.transtex-llc.com **TN**

Stemco has unveiled an **aerodynamic TrailerTail** that automatically deploys when a trailer reaches 55 km/h, and automatically stows away when the vehicle slows or shifts into reverse. The timing of the announcement at the Truck World trade show seemed particularly relevant. Just a day before, panelists at the Canadian Fleet Maintenance Summit were discussing the cost of deployed tails that are damaged when backing into loading docks.



the TrailerTail will stay closed in high winds.

Speeds and direction are determined using Stemco's wheel-mounted TracBat Aero speed sensor, which is based on electronic hubometers. And the all-important data is transmitted by an RF signal. The Stemco TrailerTail Automatic has been tested in Canada for about two years, and about 100 units are already on the road. The system will be broadly available in the third quarter of this year. **TN**

Healthy Trucker, in partnership with Morneau Shepell, will be launching the first assistance program for professional truck drivers called the **Healthy Trucker Assistance Program (HTAP)**. This new assistance program will help fleets decrease traffic incidents and driver turnover by focusing on reducing major health risks that affect driv-

ers like depression, sleep apnea, and obesity.

The HTAP is a trucking-specific assistance program that will focus on providing over the phone and in-person assistance for drivers about health (both physical and mental), finance, family, work, and life. For more information, visit www.healthyrucker.com or call 855-422-8333. **TN**

Buyers of International LoneStar and LT Series trucks can now order a Cummins X15 engine paired with an **Endurant transmission** – the product of an Eaton-Cummins joint venture. The X15 features an 80,000-km oil drain interval that can be extended up to 128,000 kms with the Cummins OilGuard program.



The Endurant, meanwhile, includes a self-adjusting clutch and 1.2-million km transmission oil drain interval. Compared to competing automated transmissions, it consumes half the amount of oil. Performance and efficiency are both improved through seamless communication between the engine and transmission, Cummins adds. **TN**

XL Specialized Trailers has expanded its **galvanized trailer** series to include the Mechanical Full-width Gooseneck (MFG) model.

The 80 MFG, like the other galvanized lowboys, is made with T-1 flange, and 80K web, with the hot-dip galvanizing process providing a barrier between the natural elements and steel. Every area is protected by fully submerging the trailer in hot zinc, the company says.

The trailer has a base weight of 15,600 lbs, and has many of the features found on XL's standard MFG – a full-width upper deck with a lock-

able toolbox with a chain rack and light, and Apitong decking on the front, main, and rear deck.

The main deck has eight D-rings per side, 14 half-inch chain slots per side, and removable swing-out outriggers on 24-inch centers. The 18-inch loaded deck height and six inches of ground clearance also support tall loads. Manual ride height control and double donuts allow the main deck height to vary 1.5 inches in the wheel area and 1.5 inches at the neck. The nine-foot rear deck is also reinforced for a flip axle, allowing a third axle if needed. **TN**

OIL CHANGES MADE EASY.



**OIL
DRAIN
VALVE**
THE NO PAIN DRAIN™



OPTIONAL
DUST CAP



LIFETIME
WARRANTY

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

FAST FORWARD



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



PART III VOLUME 3 ADAPTING TO A DISRUPTIVE FUTURE

DOWNLOAD YOUR FREE COPIES IN THE
KNOWLEDGE CENTRES SECTION OF

www.trucknews.com

The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

When they get to the truck, his wife has a huge travel bag she's taking with her. "We're only going out for the day. What's in the bag?" She's brought along food, some toiletries and a bunch of other things that Vic never would have brought along. He's wondering if this is a good idea, but is willing to wait to see how it goes before deciding if it's working or not.

He starts to do the circle check, but she stops him. "I can do the circle check," she says. "I do one every day on my bus. You just try and climb up into the cab. I'll be with you in a minute. Of course, Vic doesn't get into the truck, but instead watches her do her circle check. He hates to admit it, but she's thorough and takes her time with it. Already, Vic is feeling good about this trip.

"No. I'm waiting for things to warm up."

From that moment on, Vic says little else.

When they reach their first destination, Vic is impressed by how smoothly his wife is able to handle the truck. Her upshifts are smooth and she hasn't over-revved the engine or missed a shift once. Inside the truckyard, she's lucky that there is plenty of room and makes a wide turn to set up the trailer and put it in line to the loading dock.

"You want me to back it up?" Vic asks. As long as he can get the truck into gear, he can reverse just by using his good left leg to engage the clutch. But this yard is wide open and it should be easy to back up to the loading dock.

"I'd like to give it a try," she says.

"Then I'm going to get out and spot you," Vic says.

"I don't need your help," she answers.

"I'm not asking you. If you have a second set of eyes that can let you know if something's unsafe you should use it every time. The last thing we need is for you to hit something on the ground or someone hitting you when it could have been avoided."

"Oh," is all she said.

Vic has a few second thoughts about how his wife might be able to go on the road with him. "What about the kids?" he asks.

"My mom will be coming over in the morning and she'll be here when they get off school."

"What about if we have a long haul overnight?"

"She says she doesn't mind sleeping over. She wants to do anything she can to help."



Vic tries to think of a reason – any reason – why his wife can't drive with him in the passenger seat and can't come up with anything. At best, she can do all the driving. At worst, she can do all the highway miles and he can do the last bit at the loading dock.

Early the next morning, Vic's mother-in-law arrives and Vic and his wife head out to the truck.



"Do you want me to spot you?" Vic asks. "You know, help guide you out of the yard?"

She just looks at him, and shakes her head a bit. "I thought I told you to get into the truck."

"You did, but I—"

"Then get in the truck. How am I supposed to learn if all you want to do is baby me through this?"

Vic says nothing more and climbs up into the truck.

Moments later she climbs into the truck herself and inserts the key. With a fluid set of motions, she has the truck up and running in no time at all and takes a deep breath. "Nervous?" Vic asks.



She's able to slowly ease the truck back, snaking it right and left the whole way, but managing to meet the loading dock perfectly flush.

"That's good!" Vic says.

"I did it?" she asks, setting the brake and shutting the truck down.

"You did."



Illustration by Glenn McEvoy

Safety First

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



20th
anniversary



Brought to you by the editors
of Newcom Trucking Group,
in partnership with Transcourt
Tank Leasing

Buy, Sell, Prosper

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

Truck and Trailer
Canada's #1 Source for Heavy Trucks and Trailers
FEBRUARY 2018, VOL. 32 - NO. 2
NEWCOM MEDIA
Truck Trailer.ca

www.breadnertrailers.com
Your Number 1 **STOUGHTON** Dealer

NEW MISSISSAUGA LOCATION
7410 Tranmere Drive in Mississauga

Visit Us At **TRUCK WORLD**
APRIL 19, 20 & 21, 2018
Booth 2736

ASK ABOUT STOUGHTON FINANCING! 0 DOWN, FIRST PAYMENT DUE 30 DAYS FROM DELIVERY O.A.C.

1-800-799-4425
BREADNER TRAILERS
ASK ANYONE

- KITCHENER
- MISSISSAUGA
- OTTAWA
- MONTREAL
- SALES
- PARTS
- SERVICE
- LEASING

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

Truck and Trailer | Heavy Trucks & Trailers for sale in Canada

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

BUY SELL FIND A DEALER PRODUCTS & SERVICES

Select ... All Applications All Makes Ontario New Used

Trucks

Highway Tractor	1600
Daycab Tractor	528
Other Trucks	279

Trailers

Dry Freight Van	191
Stainless Tank/Tanker	166
Lowbed/Float	107

Welcome to the new TruckandTrailer.ca...
Check out the new design and let us know what you like about it!

POWER BACK-UP TO ALL EQUIPMENT BATTERIES

2014 FREIGHTLINER Cascadia Highway Tractor
DAVY TRUCK SALES - Mississauga, ON
2014 Freightliner Cascadia Highway Tractor, 72" Sleeper, Detroit Engine; Dd-13, 475 Horsepower, 13 Spd Transmission; 12/40 Axle(s), 3:58 Ratio, Airride Suspension; 228" Wheelbase, White In Color, Nice Clean ...

2012 PETERBILT 386 Highway Tractor
Pride Truck Sales - Mississauga, ON
2012 Peterbilt 386 Highway Tractor, Paccar Engine; 13 Spd Transmission; 12 & 40 Axle(s), Air Ride Suspension; Clean Truck, Low Kms, 6 Month Warranty! 849,230 Kms, \$39,900 Cad

2015 HYUNDAI Refrigerated Van
ACTION TRAILER SALES INC. - Mississauga, ON
(20) 2015's, Hendrickson Air Ride Suspension; Carrier 7300 Units, Chute & Bulkhead, stainless Front And Rear, Vents, tire Inflation System, Side Skirt, Trailer Tail, 2 Rows Recessed "e" Track.

2017 VOLVO VHD Feed/Grain Truck
John - Steinbach, MB
2007 Volvo Vhd Feed/Grain Truck, Volvo Engine; D12d, 395-465 Horsepower, Super 10 Spd Transmission; Tandem Axle(s), 4:11 Ratio, Spring Suspension; White In Color, 20,000 Steer Axle, 44,000 Rear, New Safety, Interaxle ...

2018 VOLVO VHD Dump Truck
MID-ONTARIO TRUCK CENTRE - Maple, ON
2018 Volvo Vhd Dump Truck, Tandem Tandem Demo, now Available For Demo Or Sale, also Available And Ready To Go - 2018 Volvo Vhd Tandem Tandem W/22" Heated Bibeau Contractors Box - Call Now.

2011 KENWORTH T800 Sleeper Highway Tractor
Kelly Ferguson - COQUITLAM, BC
2011 Kenworth T800 Sleeper Highway Tractor, Mid Roof Unibuilt Sleeper Sleeper, Caterpillar Engine; C15 15.2L 425-hp Horsepower, 18 Spd Transmission; Ar Cab 8 Bag Ar Susp, Suspension; 72" Wheelbase, Silver In Co...

truckandtrailer.ca
1-877-682-7469

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

Got milk?

How Raymond Conroy, a self-made truck driver, made a name for himself transporting milk across Ontario

By **Sonia Straface**

MISSISSAUGA, ONTARIO

It's a story you've heard time and time again in trucking.

A little boy, whose father and uncles drove big rigs across the country, catches the trucking bug, and starts a trucking company of his own.

That's the tale of Raymond Conroy, owner and founder of Pin to Pin Express of Mississauga, Ont.

"As a child, I grew up around trucks," he recalled. "That's how it started. My dad and my uncles drove. I was a guys' guy and I loved the big equipment and it was hard to stay away from. My dad always called me the Peterbilt kid when I was growing up because those were my favorite. I always liked the Peterbilts – and here I am now. Once you get involved in trucking it's hard to get out."

Conroy started as a driver around 1986 when he was 23 years old.

Eventually, after driving for a while, he got into dairy hauling and starting delivering milk for Parmalat Canada.

"Then they decided they weren't going to use company drivers anymore," Conroy recalled. "They wanted brokers. And I didn't think I was ready for that, so I looked for another job."

Conroy said he always kept in touch with Parmalat over the years as he hauled for other companies stateside. And finally, an opportunity came up for him to work as a broker for Parmalat.

"It was a run into Sudbury and back," he said. "And I thought, how ironic, because as a kid, my dad's run used to be from Sudbury and

back, so I thought it was perfect. I did that linehaul and I still do that run today."

Parmalat allowed Conroy to grow from a company driver, to a broker, to a carrier over 22 years.

Today, Pin to Pin has 12 trucks and 14 drivers working for it, hauling pasteurized, packaged milk around Ontario, mostly to grocery stores, and on occasion to distributors that go out to restaurants.

Conroy said unlike other trucking companies, he hasn't had to worry about the driver shortage.

"I've never had to advertise to get drivers," he said. "I've mostly hired through word of mouth. And if guys do leave me for another job, they do so on good terms and I tell them they are always welcome back if things don't work out. And I've had a few guys come and go."

After 22 years in business, Conroy said he is proud that he has some long-term drivers who've worked for him for more than a decade.

"When drivers leave here, it's never to do with the company," he said. "It's mostly that they want to retire."

Most of this good luck, said Conroy, is thanks to the nature of milk hauling.

"It's very repetitive," he said. "Which is a good thing for most. My drivers know when they're going to be home for dinner. But I know some people don't like that. Because you're driving the same route, seeing the same customer every time you're on the road. Some people get bored. But I've had luck with finding people who want that kind of thing."

So much so, that Conroy even has some ex-employees call him when



"One bad incident can ruin a business and we know that. So, we really take training seriously."

– Raymond Conroy, Pin to Pin Express

they're on holidays with another company and ask for work.

"I think they like working for me because I know what it's like to be in the driver's seat," he said. "I was a driver, and I do miss it sometimes. I think they also like that it's a family-oriented business. I'm really approachable and I make sure to treat them right and let them know that I need them as much as they need me."

And the Peterbilt kid has his employees driving only what he considers the best. Peterbilts, of course.

"We really do have top of the line equipment, which I think helps keep the drivers happy," he said. "Our trucks are the next best thing to show trucks. Because I think that for drivers, the truck is your office that you're in for so many hours a day. So why not have it be the best?"

Conroy also said that he is a stickler for safety and training. He road-tests each and every driver he hires.

"I spend a lot of money on training," he said. "I really want to be classy out there on the road. We don't own any trailers. And so, because my guys pull my customers' trailers, that's their logo on the trailer. It's a moving billboard for

them. So, it's important my drivers drive safe and represent Pin to Pin well."

Recently, one of Conroy's senior drivers had his son join the business fresh out of driving school.

"We trained him for months," Conroy said. "And now he is good to go. I can sleep well at night knowing I don't have to worry about him."

As the business continues to push on, Conroy says his main focus is on growth and safety.

"Safety is so serious," he said. "One bad incident can ruin a business and we know that. So, we really take training seriously. I stay on it and I make sure all my guys know what they're doing." **TN**



Sonia Straface is the associate editor of *Truck News*. She has been covering the Canadian trucking industry since 2014.



MICHELIN® X® MULTI D TIRE
NEXT-GENERATION REGIONAL
DRIVE TIRE TECHNOLOGY

 **GO THE DISTANCE: 65% more mileage than the MICHELIN® XDE® M/S tire¹**

michelintruck.com/XMultiD

¹ Results based on 2 small scale internal field tests using customer fleet vehicles using MICHELIN® X® MULTI D tires versus MICHELIN® XDE® M/S tires in 11R22.5 size. Actual results may vary.
© 2018 MNA(C). All Rights Reserved. The "Michelin Man" is a registered trademark licensed by Michelin North America, Inc. (C15898)



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

Introducing Marketplace-E

A new way to sell trucks, equipment & more online.
Ready for a test drive? Try it now.



Step 1: Open the camera app on your smartphone.

Step 2: Hold the device's camera up to the QR code.

Step 3: Tap the notification to launch the Marketplace-E video.

Step 4: Turn up the volume.