

# TRUCK NEWS

Eastern Canada's Trucking Newspaper Since 1981

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## Legal landmines

A look at some of the greatest legal challenges facing the trucking industry in 2018.

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## Classics rock Clifford

The Clifford Truck Show continues to be one of the largest gatherings of antique trucks.

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## Pack mentality

Volvo and FedEx demonstrate truck platooning on a live North Carolina highway.

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## Messages that matter

Truck and trailer graphics are an ideal way to spread a message – especially when it's personal.

## 29 charges

Charges laid against truck driver involved in deadly Humboldt Broncos collision

By **Derek Clouthier**

### REGINA, SASKATCHEWAN

Jaskirat Sidhu, the truck driver involved in the collision with the Humboldt Broncos team bus on April 6, killing 16 and injuring 13, was arrested July 6 and faces 29 charges.

The 29-year-old male from Calgary, who worked for Adesh Deol Trucking, was charged with 16 counts of dangerous operation of a motor vehicle causing death and 13 counts of dangerous operation of a motor vehicle causing bodily injury.

Sidhu was arrested at his Calgary residence without incident and made his first appearance in Saskatchewan court the week following his arrest. He was released on bail.

The investigation took approximately three months and included a re-enactment of the collision, more than 60 interviews, more than 6,000 photos of the crash scene, and an analysis of the driver's logbook.

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Four generations of Mackies made a cross-country road trip together this summer. They ranged in age from 12-year-old Jaxon (center), to 83-year-old Ross (right), and took in Canadian landmarks along the way.

## Family road trip

Four generations of Mackies take a 90-year road trip

By **Harry Rudolfs**

### OSHAWA, ONTARIO

*"To travel is a better thing than to arrive." – Robert Louis Stevenson*

Early one morning in June, as the sun was coming up over Oshawa, Ont., a stretched-out 2015 Peterbilt 587 left the Mackie Transportation terminal on Boundary Road. It was pulling a 53-ft. enclosed auto trailer loaded for Seattle, Wash.

But the cargo inside the cab was pretty special, too. Four generations of Mackies making a cross-Canada road trip to commemorate 90 years in the trucking business.

"My grandpa Ross, my dad (Dean) and myself did a road trip down to Florida with a load of cars when I was about four," explained Shawn Mackie, now 39, and director of freight services for Mackie Transportation in Oshawa, Ont. "I thought it would be nice if we had the four generations on a road trip while we are still able to do it."

The journey was booked for early summer: a west coast run with an SUV going to a Ford dealership in Manitoba, a small freight delivery for Chilliwack, B.C., and a load

of fancy motorbikes going to Seattle for the company's annual Fly and Ride.

Traffic thinned as the Mackies rolled out of the reach of the Greater Toronto Area. Dean Mackie (59), president of Mackie Transportation, took the wheel while his son Shawn rested in the bunk. Completing the quartet were 12-year-old Jaxon Mackie (Shawn's son) and great-grandpa Ross Mackie riding shotgun.

At 83, Ross has no shortage of offspring. His progeny now number four sons (Norm, Paul, Dean, and Scott, all involved in different divisions of the business), 14 grandchildren and seven great grandkids.

Shawn slipped into driver's seat after they stopped for a sandwich in Parry Sound. Steady rain most of the day, but Ross was busy calling old friends en route. He reached Doug Smith, president of Manitoulin Transport, as they were passing Espanola.

"We chatted about the trucking business, how much it's changed," said Ross. "I told him we couldn't stop, but he invited me up for a boat ride later in the summer."

The Mackie Group of Companies has grown exponentially since Ross's father Merle and his grandfather

*Continued on page 25*

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# Shipper's Choice

*What shippers look for in a motor carrier*



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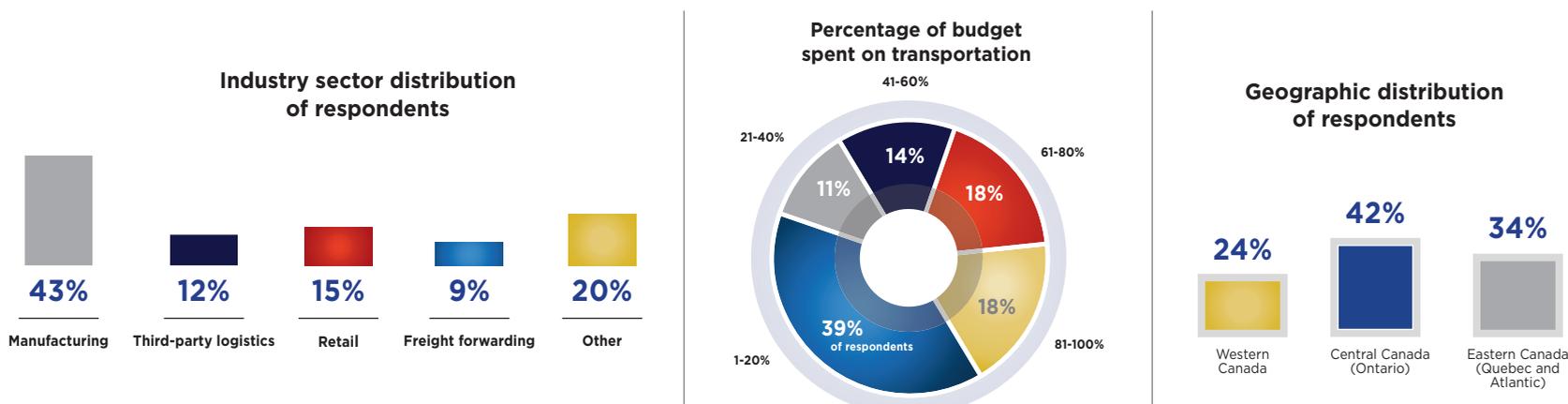
Our annual Shipper's Choice Survey, which determines which performance indicators are most important to Canadian purchasers of transportation services when selecting a carrier, is out. The results show that when it comes to contracting for LTL services on-time performance remains the top consideration but customer service and competitive pricing are part of a very tight top three. Those contracting for Truckload services, cite the same three performance indicators as their top three but place competitive pricing ahead of customer service. The survey also determines satisfaction and it's encouraging to see that Truckload trucking scores the highest among all modes. The survey has been published in the current issue of sister publication Canadian Shipper.

## Importance Of Performance Criteria

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices
LTL Trucking	4.78	4.40	4.15	4.72	4.76	4.48	3.73	4.12
TL Trucking	4.86	4.53	4.17	4.74	4.67	4.47	3.89	4.19
Ocean Carriers	4.63	4.47	4.48	4.74	4.62	4.51	3.98	4.22
Couriers	4.91	4.46	4.60	4.75	4.71	4.50	3.94	4.23
Air Carriers	4.86	4.48	4.56	4.62	4.70	4.52	3.96	4.20
Rail Carriers	4.52	4.37	4.27	4.70	4.51	4.27	3.72	4.11

## Shipper Satisfaction Ratings by Mode

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices	Total Satisfaction Score
LTL Trucking	20.55	18.82	16.87	20.37	20.40	18.31	15.15	17.04	147.52
TL Trucking	21.40	19.71	16.49	20.49	20.36	18.71	15.75	17.32	150.22
Ocean Carriers	18.81	18.05	17.71	19.40	18.50	17.31	14.08	16.24	140.10
Couriers	21.16	19.00	19.34	19.62	18.70	17.05	14.82	16.84	146.54
Air Carriers	21.20	19.42	19.13	19.28	19.77	18.34	15.69	17.13	149.96
Rail Carriers	16.08	16.79	15.67	17.73	15.51	13.85	12.30	14.49	122.41



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# The electrics are coming

And the incumbents are in the lead

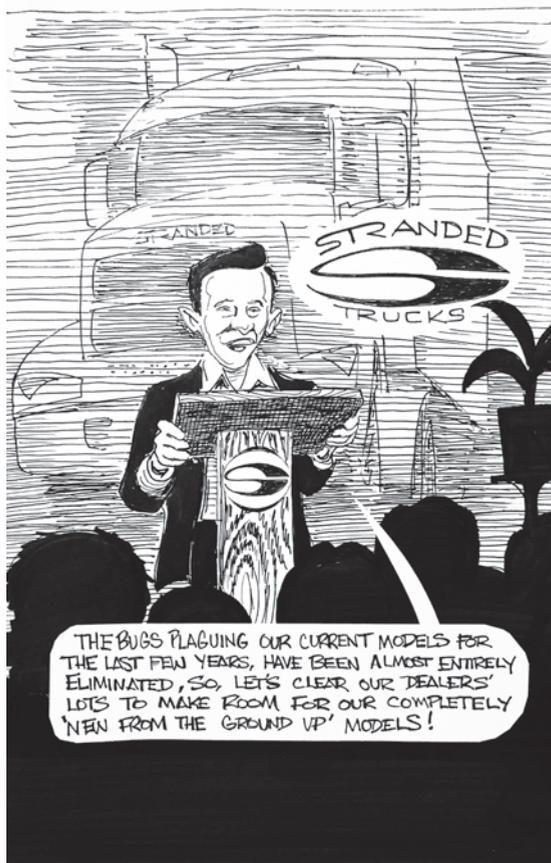
If the industry buzz over the last couple years was about autonomous driving, this year the clear theme that's emerged as the hottest discussion point is electrification. And despite a high profile unveiling, much media coverage, and more than a little marketing bravado, it's not Tesla that's in the driver's seat.

Leaf through the pages of this month's issue of *Truck News*, and you'll find plenty of news about electrification. Volvo made two all-electric heavy trucks available for test drives in Sweden in June, Peterbilt did the same for its electric 579, and Freightliner named the first fleets that will deploy its eCascadia and eM2 later this year.

Cummins, famous for its diesel engines, is increasingly marketing itself as a power solutions company, and has already demonstrated an all-electric Class 7 truck. It is dedicating major resources to electrification.

Not to be deterred, Tesla, Nikola, Thor and other non-traditional truck makers are forging ahead with plans of their own. But this market won't be an easy one for them to tap into. They lack the dealer networks, the customer relationships, and an innate understanding of how the industry works, which are all needed to be successful in this business. Those are not insignificant barriers to overcome.

Perhaps more importantly, they could lack time. The Daimlers, Volvos, Cummins, and Paccars of the world can afford to wait for electrification to become more viable due to lighter-weight, less expensive battery technologies, and the wider deployment of charging infrastructure. They'll continue to sell diesel-powered trucks in



the meantime and will have electric options available when widespread market acceptance arrives.

The newcomers, on the other hand, may not have the luxury of time on their side. They don't derive revenue from traditional trucking sources and if electric power technologies don't advance rapidly, they may run out of cash before the market opportunity they are pursuing fully presents itself.

I won't completely dismiss the threat these new arrivals to the trucking industry present to the incumbents. And I think their presence benefits the industry as a whole, as the incumbent truck makers have responded to this threat by upping their spending on electric vehicle technologies.

Tesla is still testing its Semi and received a flurry of orders in the days following its unveiling. I know it's still testing its trucks because one was spotted on a California street during a visit to the Paccar Innovation Center in Silicon Valley last month. And Nikola just received a substantial order for trucks from brewer Anheuser-Bush.

But at the end of the day, the traditional truck makers are too smart to let the likes of Tesla run away with the electric truck market. When this market is ready to explode, the truck makers you know and have established relationships will be there with product. And my money's on them to still be there standing in the end. **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.

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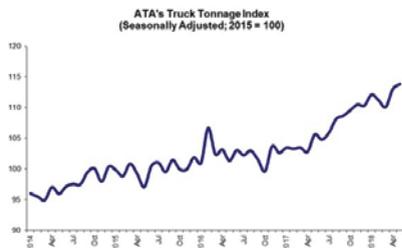


**MICHELIN**

# Trucking industry remains red hot

This year so far has marked one of the best truck freight markets ever, according to the American Trucking Associations' (ATA) for-hire truck tonnage index.

The index rose 0.7% in May, and was 7.8% stronger year-over-year. April's 2.2% gain was revised up to 2.7%. Through the first five months of the year, tonnage is up 8%, outpacing the annual gain of 3.8% seen last year.



"This continues to be one of the best, if not the best, truck freight markets we have ever seen," said ATA chief economist Bob Costello. "May's increases, both sequentially and year-over-year, not only exhibit a robust freight market, but what is likely to be a very strong GDP reading for the second quarter. However, in the near-term, look for moderating growth rates for freight simply due to more difficult year-over-year comparisons, not from falling tonnage levels."

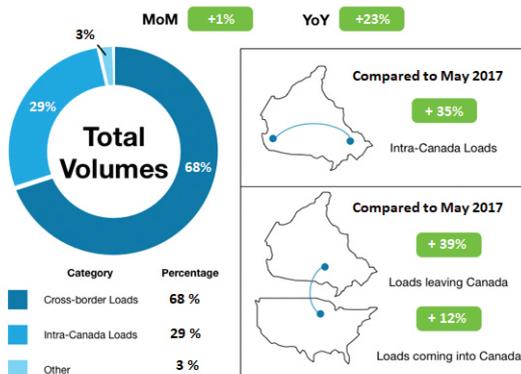
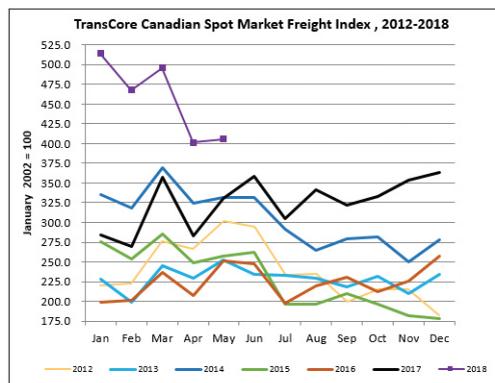
Meanwhile Canada's spot market load volumes continued to set records in May.

May volumes were up 23% year-over-year, marking the highest May on record. Volumes were up 1% from April.

Intra-Canada loads accounted for 29% of volume and amounted to a 35% increase year-over-year. Cross-border loads were up 39% y-o-y (leaving Canada) and 12% y-o-y (entering Canada).

Equipment postings continued to rise, up 17% from April but down 7% compared to May 2017. The truck to load ratio was 1.52, with a 17% increase in equipment postings from April. This means there were 1.52 trucks posted per load, up from 1.32 in April but tighter than the 2.02 trucks chasing every load in April 2017.

Capacity is likely to remain tight, according to industry forecaster FTR. In a *State of Freight* webinar in June, Avery Vise, vice-president of trucking research, said overall the economy is strong, and most key indicators in transportation are positive.



"We sound like a broken record," Vise said. "We're seeing full utilization, and project continuing to for the remainder of the year with only a possible modest softening toward the end of the year, but not because of lower demand but because of increased infrastructural capacity."

Given the capacity situation, Vise said, rates are increasing. Shippers meanwhile have seen no relief to the capacity and pricing pressures they've been experiencing this year.

FTR's latest Shippers Conditions Index reached a new low in April, at a -13.4 reading.

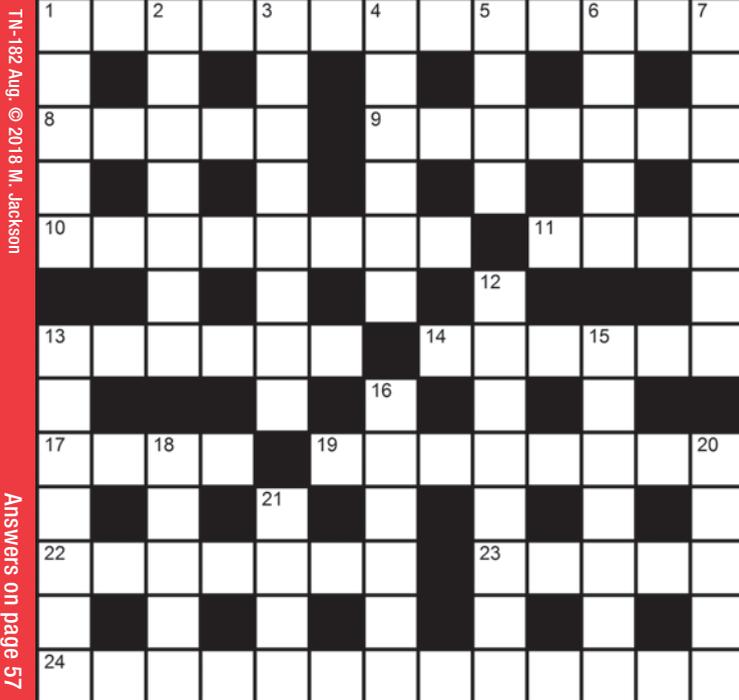
Shippers will likely see stabilization in 2019, FTR reports, as more capacity comes on line. However, the industry forecaster also says there is no expectation for lower rates until at least late 2019.

Total shipping costs are expected to rise an estimated 12% year-over-year in 2018, with another 5% increase expected in 2019.

"The spot market is producing record rates every few weeks, though this trend will soon hit its peak," said Jonathan Starks, chief intelligence officer at FTR.

"Shippers facing significant increases in rates for truck and rail intermodal movements have not yet seen relief," added Todd Tranausky, senior transportation analyst. "However, record truck orders should begin hitting the market in the second half of the year, and we are closely watching the driver situation, which will determine if shippers see improvements as the trucks become available." **TN**

## THIS MONTH'S CROSSWORD PUZZLE



TN-182 Aug. © 2018 M. Jackson

Answers on page 57

### Across

- 1 Trucking industry health indicator (3,5,5)
- 8 Pistons' jewelry
- 9 GPS predecessor (4,3)
- 10 International vocational tractor line (1,1,6)
- 11 '60s "Put a tiger in your tank" brand
- 13 Item in courier truck
- 14 Traffic snarls (3,3)
- 17 Paper or electronic daily diaries
- 19 Coiled tractor-to-trailer cables
- 22 Mitsubishi Fuso electric cabover
- 23 Goodyear's airborne icon
- 24 Cold weather cab convenience (7,6)

### Down

- 1 It's up on the map
- 2 Wolverine Freight System HQ city
- 3 International regional haul tractors (1,1,6)
- 4 Concord, ON-based \_\_\_ Transport International
- 5 In-bond trailer attachment
- 6 Brides' white wedding wheels, briefly
- 7 Fuel theft tools
- 12 Auxiliary axle description, often
- 13 Forklift-friendly cargo platforms
- 15 Peterbilt sleeper with '94 debut
- 16 West Coast or convex item
- 18 Road inclination
- 20 Wide base tire, a.k.a. \_\_\_ single
- 21 Octagonal sign command

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# Total highlights rapid oil change at TRP open house

By **Sonia Straface**

## **BOLTON, ONTARIO**

Got 15 minutes to spare?

Great. Then you can get an oil change without even leaving the comfort of your own cab.

That's the concept of the new Total Rubia Lube Centre, located at TRP Parts and Service in Bolton, Ont.

The rapid oil change station at this location is Total's first in North America.

And in July it celebrates its one-year anniversary along with TRP's Bolton location.

Total chose this location for its first ever rapid oil change station strategically. Not only is the TRP center in the heart of the Greater Toronto Area, a central hub for trucking, but it is also a neighbor to Canadian Tire's newest and largest warehouse in the continent.

"So, there's close to 1,000 trucks a day passing through this area, so the traffic here is really what made us decide to put (the rapid oil change) bay here," said Alice Sambath, marketing manager for Total Canada.

You don't even need to leave the cab for the oil change, she said.

In fact, there's even a television mounted along the wall, so own-



**Total and TRP Parts and Service recently celebrated one year of quick, comfortable oil changes.**

er-operators or company drivers getting a quick oil change can be entertained within the comfort of their truck during while the work is being done.

"The idea is for the driver to have a very quick oil change," said Franck Bagouet, president of Total Canada.

"Because for drivers, time is money. So that's the concept that we want to roll out."

According to Bagouet, the idea for Total is to have these quick oil change bays across Canada.

"It's a concept we have in other countries – in Europe, South Amer-

ica, and Asia – so we want to bring it here to Canada, and North America," he said, adding the next few locations will be opening in Ontario and Alberta.

TRP has an exclusive partnership with Total products and decided to showcase the rapid oil change during its open house on June 21.

"Today we're celebrating two things," Michael Aversa, marketing manager of Original Parts Warehouse said.

"The first, being open for almost one full year, and two, the relationship we have with Total. Having this partnership between us, it's something that's not in this area and we want to show our customers that, and give back to this community."

The open house included door prizes as well as a barbecue lunch and tours of the year-old facility.

Among attendees of the event was the Mayor of Caledon, Allan Thompson, who helped TRP and Total Canada donate \$5,000 to the Volunteer MBC charity.

"We really wanted to give back to the community that has given us so much, and we really want to establish our roots here," Aversa said. **TN**

## Inaugural Recruitment & Resources Expo rolls out Sept. 15

### **MISSISSAUGA, ONTARIO**

Newcom Media will be hosting a series of recruitment and resources expos to address the industry's significant workforce shortage.

The inaugural edition will be held on Saturday, Sept. 15 at the International Centre in Mississauga, Ont.

In 2019, the event will roll out on April 6 and Sept. 14.

The expos are aimed to meet the hiring needs of the trucking industry and will be an ideal forum to connect job-seekers and recruiters. Also, businesses will be able to exhibit and promote their products/services with ample opportunities to network. The event will be held from 11 a.m. to 5 p.m. and admission is free for attendees.

For information on space booking and sponsorship packages, contact Kathy Koras at 416-510-6892 or Manan Gupta at 416-451-0040.

Official media partners of the event include *Truck News* and *Road Today*. **TN**

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## Humboldt charges

Continued from page 1

Police gave little detail of the investigation, saying the integrity of the court process must now take precedence.

Derek Williams, superintendent of the RCMP's major crimes unit, said the charges laid against Sidhu are "serious criminal code charges" that required evidence that the truck was being operated in a manner that was dangerous to the public.

Williams said his core unit of 20 investigators was supplemented with an additional 100 as required during the course of the investigation.

"We've looked at every aspect of the collision, including the speed of the vehicles, point of impact, position of the vehicles, impairment, road and weather conditions, and witness evidence," Williams said during a press conference in Regina July 6. "Every piece of information was carefully examined."

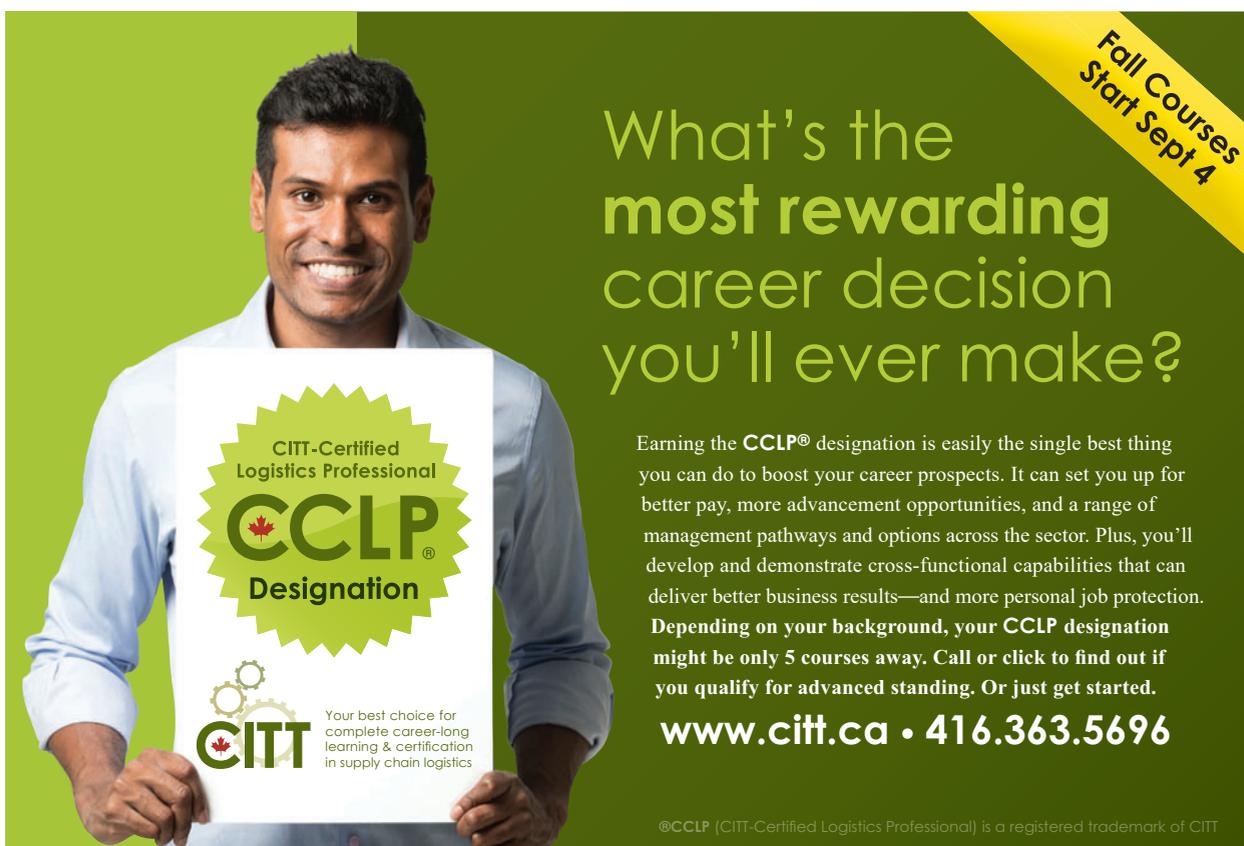
Investigators also met with the families affected by the incident to tell them the outcome of the investigation. Reaction from the trucking industry was swift.

Susan Ewart, executive director of the Saskatchewan Trucking Association (STA), said: "The STA thanks all of those involved in investigating the crash that occurred April 6. There are still many unanswered questions around the circumstances of the accident. The STA will continue to work with our provincial government to ensure that safety on our roads is a priority for all commercial drivers and trucking companies."

Mike Millian, president of the Private Motor Truck Council of Canada (PMTC), commended the Saskatchewan RCMP for taking the necessary time to conduct a thorough investigation, despite public pressure to make an arrest quickly. Millian said though trucking is for the most part a safe industry, accidents will always occur.

"As an industry, no matter how impeccable our safety records may be, we must always be looking for ways to improve the safety of our industry and the roads and the motoring public that we share our workplace with," he said. "The PMTC is committed to continue working with Transport Canada, the provincial ministries, enforcement, and our industry partners to ensure we continue to improve safety, compliance and training, and leave no stone unturned to ensure tragedies like this do not occur again."

The Canadian Trucking Alliance (CTA) also said it remains committed to safety improvements in the wake of these charges. Sending condolences to those affected by the incident, the CTA said though the facts surrounding the charges have not been revealed, once they have been made public, the association will pursue opportunities with the provincial and federal governments to make improvements to the commercial vehicle safety system. **TN**



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# Trison Tarps hosts fifth annual open house



Paul Vandenberg serves up lunch at Trison Tarps' annual pig roast.

## BRANTFORD, ONTARIO

Trison Tarps once again hosted its famous annual barbecue and pig roast to bring together customers, suppliers, family and friends.

The event, hosted on June 6, and now in its fifth year, was kept traditional, according to president Paul Vandenberg.

Like every other open house barbecue, Vandenberg was up bright and early (2:30 a.m.) to start the smoker and get the pig on in time for guests. His wife also prepared all the baking and extras for the open house, like she normally does each year.

According to Vandenberg, more than 300 people attended the event.

"It's one of the biggest highlights of our year for sure," he said. "We had suppliers come from all over North America, as well as customers and family members. It was a good cross-section of people and a worthwhile event. We connected with a lot of customers and it was a good time for employees, too."

Vandenberg said that staff were showing guests around the property during the open house, and even had a number of tarps on display.

But more importantly, Vandenberg said, it is a tradition he will maintain because it shows the market that Trison Tarps is a company that respects everyone involved in the business.

"I like hosting the open house every year because preparing for it, it keeps you on your toes, in terms of cleanliness, in terms of how you present your company...we really make the extra effort every year," he said. "But at the end the day, the biggest reason we do this every year is to show everyone – our customers, suppliers and employees – the appreciation they deserve." **TN**

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# More hours-of-service rule changes coming: Geotab

## TORONTO, ONTARIO

Geotab trucking experts say more changes to hours-of-service (HoS) regulations in the U.S. are coming.

“The only thing we can tell you with any certainty is that it will change and it is changing,” said Geotab associate vice-president, commercial vehicle solutions Scott Sutarik.

Sutarik and Vik Sridhar, solutions engineering manager, electronic logging devices (ELDs), gave an update to a packed room at the Geotab 2018 Connect conference about changes being implemented by, and sug-

gested to, the Federal Motor Carrier Safety Administration (FMCSA) in the wake of mandatory ELDs coming into effect last December.

Sridhar said the ELD regulation has exposed flaws in the HoS rules, which he calls a one-size-fits-all solution that doesn't fit everyone.

Paper logs were in 15-minute increments and allowed some perceived flexibility for drivers – even if the FMCSA has said there was never any actual flexibility in the rules – but ELDs measure a truck's movements second-by-second

once they reach a speed of 8 km/h, creating problems for drivers stuck looking for parking beyond their designated hours, or those forced to conduct yard moves during rest periods.

Recently the FMCSA clarified regulations to allow for a wider use of personal conveyance for those reasons, in addition to allowing agricultural haulers to be exempt from HoS rules while within 150 air miles of the source of their pick-up, as long as the product being hauled is in its original form.

Now that the rules for agricultural haulers have been solidified, they should expect a previous exemption not to be renewed on its expiry this month.

These are just examples of what Sridhar sees as a coming trend for the regulations.

“I only see that there is going to be more and more...this isn't going away,” he said. “It's time to update the definition of personal conveyance.”

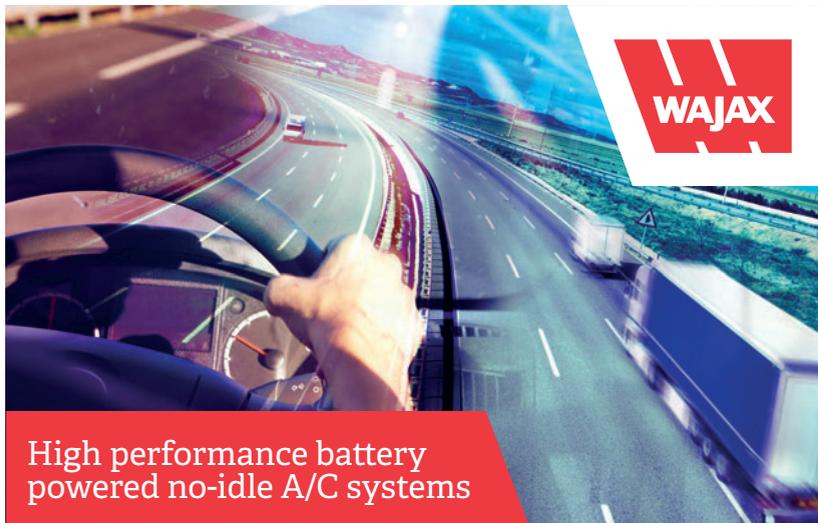
Personal conveyance can now be used not only to look for park-

ing, but for yard moves that may be required in the middle of the night. When drivers and fleets are trying to decide what constitutes personal conveyance, they should consider whether the action will contribute to advancing the load. If it's not advancing the load, then it might fall within an acceptable exemption.

With lobbyists working in Washington to keep Geotab in the loop on more possible changes, part of the conference update included talking about their efforts to work with politicians to create HoS rules that better fit the industry.

The FMCSA is working to address petitions filed by groups like the Owner-Operator Independent Drivers Association (OOIDA), as well as looking at possible solutions like a pilot project to test split break periods.

The activity south of the border is being closely watched by those in the Canadian industry who are preparing for an ELD mandate that is expected to come into effect here before 2020, and possibly as early as 2019. **TN**



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# U.S. HoS violations trending down

WASHINGTON, D.C.

Hours-of-Service (HoS) violations are down in the U.S. since the introduction of electronic logging devices (ELDs), says the Federal Motor Carrier Safety Administration (FMCSA).

FMCSA numbers show a marked decrease in violations on inspected vehicles with 1.19% of inspected drivers showing at least one violation per week before the Dec. 18 roll-out of mandatory ELD regulations, and just 0.85% of drivers having the same violations between Dec. 18, 2017 and April 1, 2018.

April 1 marked the end of the soft rollout period during which drivers who were non-compliant with the mandate received warnings but not fines. HoS violations were still enforced during the soft rollout period.

HoS violations dropped again to just 0.64% of drivers in May 2018. FMCSA numbers indicate that amounts to just under 2,000 violations compared with just under 4,000 for the same month last year.

The federal administration announced it will begin releasing a new HoS violations graphic with updated numbers each month going forward.

Canadian carriers have been watching the U.S. ELD rollout with interest, as a similar mandate is prepared for this side of the border, with implementation expected as early as 2019. **TN**



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# A bridge to the future

Flex booths, all-in-one plazas coming to Gordie Howe Bridge

By Ron Stang

## WINDSOR, ONTARIO

Truckers used to current back-ups at the Windsor-Detroit border should welcome the fact that new toll booths at the government-owned Gordie Howe International Bridge will be flexible to accommodate both trucks and cars, and can be reconfigured to meet traffic demand.

More details of the bridge's configuration and design were released in early July, when the Windsor-Detroit Bridge Authority (WDBA), the federal crown corporation overseeing its construction, announced the name of the contractor that will build the bridge. The consortium, Bridging North America, won the contract, and it includes some of the most experienced bridge builders now working on the continent, including on such projects as Montreal's new Champlain bridge and New York State's Harbor and Tappan Zee bridges.

After almost two decades of studies, public consultations, site selection and requests for proposals, an ebullient WDBA chairman Dwight Duncan told a news conference that major construction will finally get underway early this fall.

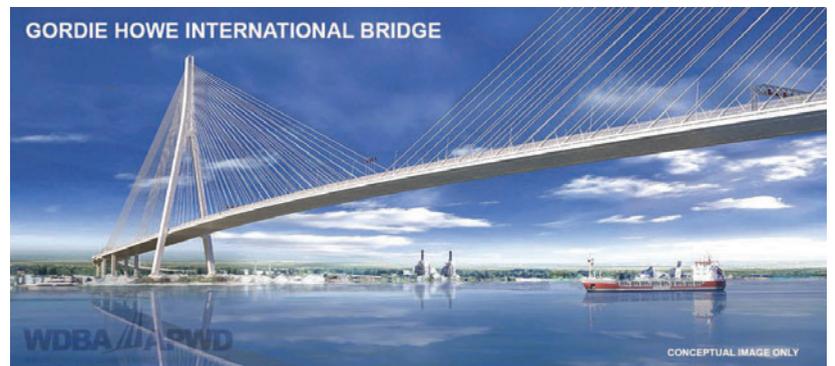
The date of bridge completion has been pushed back several times, from 2020 to now 2023, though WDBA officials couldn't confirm a new opening date.

"You will actually see advanced work starting this month on the U.S. side and 'Big C' construction will start as soon as we've signed the financial close which will happen before the end of September," Duncan said. "It might be the first week of October, it depends."

Bridging North America's leads are Fluor Canada and ACS Infrastructure Canada, the same companies that led construction of the \$1.6-billion Rt. Hon. Herb Gray Parkway, completed just over two years ago, an 11-km extension of Hwy. 401 that ends just before the start of the footprint for the new bridge's Canadian port of entry, which will contain tolling and Customs inspection booths.

The remaining two proponents, those that didn't make the cut, were CanAm Gateway Partners, including companies like EllisDon and Bechtel, and Legacy Link Partners, which included SNC Lavalin and VINCI Concessions.

All proponent submissions contained numerous Canadian, U.S. and



multinational construction, financial and design teams.

Details of the type of bridge were also announced at the news conference. The 2.5-km bridge will be of cable stayed design, rather than suspension, and will be the longest cable-stayed bridge in North America at 853 meters.

The final bridge cost has yet to be determined and will be released at the time of financial closing, officials said.

The consortium, under a public-private partnership (P3), will design, build, finance, operate and maintain the bridge for 30 years. The bridge will have a 125-year life.

The so-called ports of entry, containing Customs and inspection facilities, will encompass 53 hectares on the Canadian side and 68 hectares on the U.S. side.

Two roughly 400-meter ramps will connect the U.S. port to both north- and southbound Interstate 75. Trucks will share their ramps with passenger vehicles.

All primary and secondary inspections will take place at the ports of entry.

Altogether, there will be 24 Customs booths on the Canadian side and 36 on the U.S. side.

The booths "will be two storeys, if you will," WDBA spokesman Mark Butler said. "They can be converted to either commercial – so higher up for the cabs of the trucks – or lower down for passenger vehicles."

While cars and trucks will still be kept in separate lanes, the booths can be readily reconfigured to accommodate either type of vehicle, given the mix of traffic at any one time.

WDBA chairman Duncan drove home the importance of getting the bridge built.

"This is a bridge between two peoples, two countries," he said. "In this community and other border communities we appreciate the importance of trade between our countries. Thirty-four states of the union, their number one trading partner is Canada." **TN**

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## Business

# Home shopping

Finding the right location for a terminal requires real estate insight



By Eric Berard

There are phases in a trucking company's life when it needs to look for a new address at which to settle. It might be at start-up, when the basement of your home is no longer big enough, and you need a real place of business.

Or, you decide to downsize the scope of your operations and need to manage the extra space no longer required. Or maybe things are going so well that you need to open a new terminal. Regardless of the reasons, real estate dealings in trucking present their own challenges because of the industry's unique requirements.

How do you know it's time to move into something bigger or smaller? Unfortunately, there is no such thing as a magic ratio of "this number of trucks and employees requires this many square feet."

Like many other situations in life, you realize that you might have a problem when an issue starts to negatively impact your operations.

Herman Fallick is president and CEO of CSA Transportation, and opened a new terminal in Surrey, B.C., two years ago and the construction of another one is underway in Calgary, Alta. To him, it's simply a matter of volume.

"I wished it was more scientific but it's not. It's just a matter of realizing that on Monday morning you've got 10 trucks coming in and you can't possibly unload them all on the floor," Fallick says. "At some point it's just choked, you need to expand and get additional space."

Doug Munro, owner and president of Maritime-Ontario, also recently opened a new terminal in Surrey and built an \$18.5-million hub in Moncton, N.B., about four years ago. He comes to a similar conclusion.

"Usually in our case, the tipping point is one of capacity. It's interesting because we usually pass the tipping point and we realize that either freight volumes are a lot bigger or growing more and the facility is just too small, that type of situation."

### Shopping wish list

Whether you intend to rent or build, you need a suitable location that's close to a major highway network, close to your major customers, and maybe even close to emergency services to lower insurance premiums. Proximity to rail yards is another advantage if doing intermodal.

Convenience for employees also needs to be taken into account, especially in a staff shortage context. Will the new place be too long of a commute for them? Is there public transit available?

For its new Calgary facility, CSA Transportation picked a location that was close to its current one.

"Primarily because the employees are long-term employees and they all reside generally around the terminal. So we didn't want to go too far away from where people live. In Calgary, that was a big determining factor," Fallick says.

Hours-of-service and the upcoming electronic logging device (ELD) mandate in Canada are another factor to consider. Your trucks will always need to come back to their home base, so

you need to make sure that lower land cost didn't take you so far into the outskirts that it can jeopardize your drivers' operations.

The same logic applies to traffic conditions, according to Munro: "Even if you had a good piece of land in the east end of Toronto that was at a lower price, it wouldn't be suitable because the trucks can't be tied up in a traffic jam on the 401 for an hour or two. Now everything is so important with these hours-of-service regulations and electronic logs that have come into place in the U.S. and that are going to come in Canada."

### Existing facility

Once you've determined that you need a new site, finding an existing facility to buy or rent that suits your needs can be more complicated than it seems because, in terms of real estate, the trucking business is unique. It generally doesn't require a huge building to operate in, but requires a lot of land to park its trucks and trailers and to allow these long vehicles to maneuver. Such a set-up is highly uncommon and hard to find, as people usually try to optimize any piece of industrial land by building the biggest warehouse or manufacturing plant possible on a given lot.

That means you may need to look for a place that was already used for trucking or closely related operations, and that's exactly what CSA did for its Etobicoke, Ont., head office which used to be operated by a cylinder gas distribution company.

"If you find a company that did some kind of distribution in the past, where they had multiple trucks themselves, even if it was only for local deliveries, those are the types of facilities that might work for you," Fallick says, adding that you still need to be ready to do some renovations to adapt the new facility to your own needs.

Maritime-Ontario was also lucky to put its hands on a Surrey location – 16.4 acres and 78 cross-dock doors – that used to be operated by FedEx, thus was trucking-friendly.

Renting space in a facility already occupied by a trucking company that has more than it needs can also be an interesting option that doesn't require a major and long-term capital commitment or site maintenance expenses. Such a scenario can be a good fit as the location is already configured for trucking operations.

Headquartered in Plessisville, Que., Groupe Boutin recently decided to close its LTL division. The company now has office and yard space to rent in the Montreal and Quebec areas as a result of its downsizing. President Bernard Boutin thinks such collocation with tenants is a good way to optimize his assets while still maintaining ownership of the facilities in anticipation of future growth.

"The yard spaces are rented at a monthly fee per space, plus an annual electricity fee for the winter time," Boutin says.

### Building your own

Depending on what your needs are, you may decide to build from scratch and occupy your own land and building.



“We need a lot of yard space for turning, for parking, and storing the trailers once they’re empty. It’s almost impossible to go find something off the shelf unless you build it yourself or you’re lucky enough to find a traditional truck terminal,” says Fallick.

Some municipalities don’t welcome trucking companies, as their buildings tend to occupy only a small percentage of the land. And since municipalities make money on property taxes that are usually based on a building’s value, a small building on a large piece of land isn’t appealing to many of them. Some bylaws may even exist that require a minimum percentage of building footprint on the piece of land. Along with zoning bylaws and applicable levies, that’s one of the first things you need to check with the municipality before selecting a precise location where to build.

“That’s another issue, especially in Quebec, in Montreal. Even if they (buyers) can find enough land, a lot of times the municipalities don’t want to have a building on it that’s only got 10% or 15% coverage, like a dock terminal,” says Munro. Luckily, he adds: “There are some other markets where that’s not an issue. Like in the Maritimes, in Halifax, in Moncton, they don’t have those restrictions, nor in Alberta. It kind of depends on the jurisdiction.”

You also want to make sure that, beyond its square footage, the lot you intend to buy and settle on is the right shape.

“In our case, we try to find a rectangular piece. We’re usually looking for about 800 or 900 feet in width if we can, and then long,” says Maritime-Ontario’s president. “If you get into irregular shaped pieces of land, they’re not as good because you can’t optimize the trailer parking as well.”

Munro also points out that the lot you choose should be large enough to allow for expansion. As a rule of thumb, he says his company generally determines the size it currently needs, then buys double or triple that size.

But buying the land is just the start.

“The land is probably one of the lowest costs. We have to strip the top soil off and then put in the

granular base and compact it. And then there’s fencing and entrances, drainage. All of those things that go into the actual design and construction of the site,” Munro emphasizes.

In addition to possible municipal reluctances, you also need to find a financing source that will accept your “small building on a big lot” set-up.

“When you get to your bankers for the money and such, they look at the footprint on a big piece of land and the ratios and stuff,” Fallick says.

And remember that available land is not necessarily land you can build on, as Maritime-Ontario found out while shopping for its Atlantic location in Moncton.

“Typically, if there is any standing water on it for wildlife, they won’t allow development,” Munro explains.

Availability of utility services also needs to be examined when starting from scratch, says Peter Garrigan, managing director, industrial practice group for the real estate agency Colliers International in Toronto.

“When you purchase a site, the municipality would typically tell you it is serviced or there is servicing at this location and you would be responsible to bring that servicing into your site and you’d have consultants supplying you with quotes on pricing on how to get that there,” he says.

#### Neighboring relations

Harmony with the neighbors is another key point you want to take care of when selecting a location.

“If you’re an owner-occupier, where you’re looking for land that you’re going to build your own facility on, and you know that you create some sort of noise or upset any neighbor, you have to be cautious of that. You have to do your due diligence – there are bylaws around that when you go to build a building in an industrial park that’s close to a neighboring residential area or school or whatever it may be,” reminds Colliers’ Garrigan.

As an example, CSA Transportation had to build walls at its expenses in Fontana, Calif., as the municipality didn’t want to see trucks parked in the yard.

“Even though they were welcoming to trucking companies, they did have stipulations as to what you could build, how it could look,” says Fallick.

Fellow citizens could also complain about the truck traffic you generate. Munro gives the example of the Halterm marine terminal in Halifax, N.S.

“In order to get to the Halterm, the trucks have to go right through downtown Halifax on Water Street or Barrington and that’s the tourist area,” he says, underlining that there is no alternate route for these trucks.

“When we’re buying land and locating, we try to be very aware of that, try to keep it in industrial areas away from residential areas, where we’re less likely to have any of those issues,” Munro says. That’s why Maritime-Ontario’s Moncton terminal is right off the Trans-Canada Highway where there’s no residential area nearby. **TN**

## Reaching out for help

“I’m a trucker, I’m not a real estate guy,” says Herman Fallick, president and CEO of CSA Transportation, as he confirms that he’d rather deal with real estate agents or consultants than having his own people trying to manage real estate internally.

Maritime-Ontario president Doug Munro and Groupe Boutin president Bernard Boutin agree on that, as does Colliers’ Peter Garrigan, who says that the number one advantage of dealing with experts is that agencies have site selection services that specialize, working with your criteria, in identifying which sites and locations work best for you.

That comes with a price in the form of a commission, but anybody who bought or sold a house would be familiar with the process.

“The commission structure is the same from the standpoint of who pays the commission and that is typically the vendor or landlord of the real estate,” says Garrigan.

But assigning an agent doesn’t mean you can’t shop or advertise on your own. There are websites such as LoopNet that specialize in industrial real estate, so you may want to give it a shot yourself. **TN**

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INNOVATION THAT MOVES YOU

# Paccar sets up shop in Silicon Valley

By James Menzies

## SUNNYVALE, CALIFORNIA

Paccar has opened an Innovation Center in Silicon Valley, becoming the first truck manufacturer to create a permanent presence there.

It has resulted in increased engagement with tech start-ups and created an environment that fosters innovation, according to company officials who took the trucking press on a tour of the facility. Paccar has engaged about 125 start-ups in discussions since November.

The Innovation Center is 26,000 sq.-ft. with space for 50 employees. It features collaborative workspaces, a presentation hall, a Paccar experience center, and five bays – four of them truck-sized.

“It supports all truck divisions and other divisions within Paccar, including parts distribution and financial services,” said Jake Montero, general manager of the Paccar Innovation Center.

The location is also key. Montero noted all automotive companies and many Tier 1 suppliers and technology companies have facilities in Silicon Valley.

“There’s no better place to be close to these technology companies than in the Valley,” he said. “Part of being here is to be an active member of the Silicon Valley ecosystem, being connected to companies in the area and to participate in industry events.”

One partnership Paccar has struck up is with Stanford University’s automotive center. Early areas of focus at the new facility include: advanced driver assistance systems (ADAS); advanced powertrains; machine learning; and vehicle connectivity. Paccar has developed a roadmap for rolling out these technologies.

The ADAS roadmap will see stop-and-go traffic assistance launched this year, with lane-keeping and platooning trials to begin next year and object detection in 2020. By 2021,



A 3D printer produces truck parts at the Paccar Innovation Center in Silicon Valley.

Paccar will be providing driver state monitoring, featuring inward-looking sensors that can identify distracted driving or driver fatigue.

Over the next four years, Paccar will also be developing Level 4 ADAS technologies, utilizing camera, radar and lidar.

In terms of connectivity, Montero said Paccar now has more than



(L-R) Jake Montero, Scott Newhouse, and Jason Skoog are pictured at the new Paccar Innovation Center.

150,000 trucks connected worldwide through its SmartLinq remote diagnostics platform. This year it will roll out business intelligence tools, providing data analytics and over-the-air updates. In 2019, Paccar intends to provide predictive maintenance, followed by an advanced fleet management system including route optimization in 2020 and dynamic vehi-

cle mapping and vehicle-to-vehicle communications in 2021 and beyond.

Asked to expand on the work Paccar is doing with truck platooning, Scott Newhouse, Peterbilt chief engineer, said customer trials next year will help fleets evaluate the technology and determine if there’s a payback.

“Part of the work we are doing with customers is to make sure we can

understand the business case,” Newhouse said. “If you step back, some of the biggest opportunities are when you go across fleets and not just intra-fleet. The reality of that happening in a very short period of time is what we’re trying to validate.”

Technologies explored at the Innovation Center are analyzed and quickly put into prototype vehicles, where they’re further evaluated for real-world use. They’re then handed over to the truck manufacturers for integration with the vehicle, supported by the Innovation Center.

The driver interface is another feature that will likely see improvements thanks to work being done at the Innovation Center.

“We’re always trying to provide technology for the driver to keep their hands on the wheel,” Newhouse said. This could include voice commands or automatically displaying to the driver the information they require, when they need it.

“We want to display the exact amount of information the driver needs to see, when they need to see it. Nothing more and nothing less,” said Jason Skoog, Paccar vice-president and general manager of Peterbilt. “That additional distraction of having to toggle through various menus to get what you need or want – it’s better to have a proactive display.” **TN**



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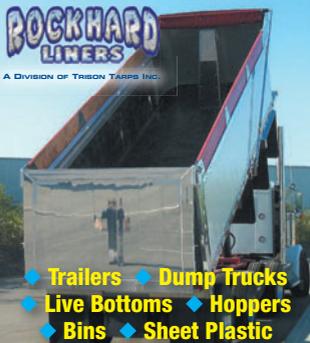




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# The Art of War as it applies to trucking

Lawyer Heather Devine gives PMTC an annual legal overview

## NIAGARA FALLS, ONTARIO

You know the trucking industry faces a challenging landscape when a lawyer presents a business update against a framework of lessons learned through Sun Tzu's *The Art of War*.

"It's not really a friendly environment for us this year," said Heather Devine of Isaacs and Co., as she stood at the podium to open the Private Motor Truck Council of Canada's annual meeting in June.

She offered the potential demise of NAFTA and the thickening of the border as proof of the challenges to come.

Devine questioned whether U.S. authorities will begin to use border-crossing data to argue that Canadian drivers are spending more than 120 days south of the border in a given year. That would expose such drivers to U.S. taxes on worldwide income, she said, suggesting carriers might want to track how work is distributed.

Meanwhile, some shippers may begin to reference new tariffs as a way to get out of contracts, citing a legal term known as *force majeure* that recognizes unforeseeable circumstances. Canadians are already coming to her firm to ask if that's possible.

A significant change to Ontario's Employment Standards Act has also affected the way employees and independent operators are viewed, starting with the assumption that a contractor is an employee, she said.

Someone is defined as an employee if the business decides what they do, how much they are paid, when work needs to be completed, and how and where the work is completed. But there's a big problem if they work for only one business.

"Are they working for you and do they work for someone else?" she asked fleet managers in the crowd. "If not, good luck."

The costs of a ruling can quickly escalate, she added, referring to unclaimed retroactive benefits such as pregnancy and parental leave, overtime pay, statutory holidays, termination, and severance.

Devine also sees the pending legalization of recreational cannabis as another issue to monitor.

"Very shortly cannabis is going to be as legal as the alcohol we had at our reception last night," she said, noting how illness linked to drug and alcohol use is already costing Canadian employers more than \$39.8 billion.

Devine stressed the need to ensure human resources teams focus on developing clear policies, recognizing addiction as a disability.

"If your policies are clear, at least you can have a dialogue," she said. "It's going to be legalized. It's not going to go away."

Still, there are opportunities to be realized as well, Devine said, referring to how the drug needs to be transported.

"Can you do cross-border transfer of cannabis?"

Some of her warehousing-focused clients are already looking at business to be had.

"They say to me, 'Heather, green is the new black.'"

A recent Supreme Court ruling, meanwhile, makes it a bigger challenge to terminate federally-regulated employees.

"You can't terminate non-managerial employees without worrying they'll get their job back," Devine said. "It's an expensive result if you don't handle it well."

But federally-regulated fleets can protect themselves with clear policies that include plans for progressive discipline and a paper trail.



Heather Devine

"Don't think that backing a truck up over another employee is incompetence," she said to a few chuckles in the crowd. Neither is not showing up for work or poor performance. It's what the policies say that matters most.

Devine stresses the value of conducting a performance review prior to the end of a year and terminating employment contracts before the protection of the Canada Labour Code applies. Hiring employees on a fixed contract for a year or less is another strategy, but such contracts must be reviewed every year and not "evergreened." **TN**

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# Celebrating the classics

Classic iron takes center stage in Clifford

By James Menzies

## CLIFFORD, ONTARIO

About 250 trucks, mostly antiques, converged at Rotary Park in Clifford, Ont., June 29-30 in what has become an annual Canada Day weekend celebration of classic iron.

The annual Clifford Truck Show, put on by the Great Lakes Truck Club, always manages to attract some trucks that haven't been seen before – and this year was no exception.

"I know there's a ton of stuff out there, sitting in people's shops," said show coordinator Chris Hall. "As time goes by a friend or a neighbor will say, 'Hey, do you want to bring it down?'"

The club also does outreach to members, urging them to display any antique trucks they may have parked in the shop or barn. Classics are welcome to come as they are, so to speak, with minimal prep work involved. Of course, there are the more modern, shinier, chromier show trucks there as well, but the show has always been about the classics and the newer trucks are tucked towards the back. They won't be turned away, however, as long as their owners share a passion for trucks and trucking.

This show is about heritage over polish, and most of those who attend can still see beauty in an older truck whose best days are well behind it. The cabovers are an especially strong draw, even among the younger attendees, Hall said.

"The 359 Petes are always going to be a big thing, but as they become too expensive to purchase you see younger guys getting into cabovers," he explained. "They think those are cool because they're different, which is good to see."

The number of trucks on display at the two-day show has remained about steady in recent years, at 250. It's a number organizers are comfortable with.

"It's a very manageable size," Hall said. "It's not like other shows where we're striving for bigger numbers every year. Because you have to remember, with antique trucks there are only so many in the province."

This year the focus was on Ford trucks, but every make – including many no longer in production – was represented. Brockway, White, and Diamond Reo badges were seen – brands that only old-time truckers would recognize.



The Clifford Truck Show has earned a reputation for being one of the best shows for classic iron in the country, and trucks came from as far away as Saskatchewan to take part. One of the most gratifying aspects of the show, according to Hall, is seeing truckers and former truckers meet up with others they've worked with or known in the past. For some, it's a reunion of sorts.

And the quiet town of Clifford actually welcomes the arrival of hundreds of trucks. Perhaps

because its guests are so gracious. The Great Lakes Truck Club invested about \$10,000 into a new roadway to access the Rotary Park grounds and has added lighting. It plans to plant trees and it chipped in on expanding the park grounds by an additional five acres. More room for trucks.

The show also donated money to a local family that was suffering a hardship, enough to buy an upgraded wheelchair. And the giving went both ways. Cervus Peterbilt was so impressed with the show, it kicked \$1,200 back to the club to support the event.

"It was extremely generous on their part," Hall said.

The Clifford Truck Show will return next year, on the Canada Day weekend. For details, visit [www.GreatLakesTruckClub.com](http://www.GreatLakesTruckClub.com). **TN**

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# On the road

Continued from page 1

Charlie bought an old Godferson truck in 1928 and started hauling tomatoes around Oshawa. Ross's mother Amanda Marie and sister Marilyn (who still comes into work every day at 82), answered the phone, handled the dispatch, typed the invoices, and kept the home front together.

As the decades rolled by, Mackie Transport was followed by Mackie the Mover. Later came the car carriers and automotive division, the logistics and the high-value freight segment, and of course the Harley Davidson shop on the other side of Hwy. 401.

The weather cleared later that afternoon when the ensemble pulled in next to the Tin Goose in Wawa, Ont., for the obligatory photographs. As it happens, Ross was in the first truck to drive this stretch of the Trans-Canada when it was officially opened on Sept. 17, 1960. His 1956 Autocar was directly behind the dignitaries cutting the ribbon.

"The next truck through was also from Oshawa, a McCallum Transport car hauler," he recalled. "I got a kick out of that."

You can't drive across Ontario in one day; it's too vast. And the driving culture is also different in the north – more camaraderie among drivers. Truckers wave to each other across the two lanes. The Mackies were always on the lookout for someone they might know.

"Just north of Wawa we ran into an eastbound Mackie Transportation car hauler, Sean Brake, and a Mackie HVP (high-value product) unit," said Dean. "Both heading home with loads on."

Young Jaxon was thrilled to miss a week of school, but the trip across Canada was also intended to be educational. They roused the young man from the bunk at the Terry Fox monument outside of Thunder Bay; he was genuinely excited.

"We stopped and took pictures around 11 p.m. Jaxon has been learning about Terry Fox at school recently," Dean noted in his road diary.

Shawn drove through the night. When they stopped to fuel in Kenora,



Ont., at 5 a.m. a couple of black bears were moving away from the fuel island leaving a trail of spilled garbage. Dean took over the wheel for the drive into Manitoba, fully confident they would make their delivery window Tuesday morning in Dauphin, Man.

This journey replicates a trip that Ross Mackie made with his grandpa Charlie and father Merle to Vancouver in 1951. That summer morning, a small gas-powered Chevy tractor left Oshawa pulling the pride of the Mackie fleet – a brand new 28-ft. Trailmobile.

There was no Trans-Canada, and wet roads turned into "gumbo," thick sloppy mud up to the axles.

"Those roads were like grease, and it was easy to slide off the road. When it happened to me, my dad would give me a cuff behind the ear," said Ross. "The farmers were usually happy to pull us out. Wouldn't want any money either."

The highways are in much better shape these days, they agreed. The

boys were happy to note that Calgary finally has a bypass.

The quartet took Kicking Horse Pass through the Rockies. Ross recalled the treacherous switchbacks and cut-out sections in the old days, and the time his dad lost the brakes descending Anarchist Peak with overheated drums. They rolled halfway through Osoyoos before he could stop.

The group hooked up with Mackie Moving Systems owner-operator, Ken Opferkuch, west of Golden, B.C. Their rigs ran the interior together to Kamloops. At Merritt, the Mackies jumped onto the Coquihalla Highway. This road is a modern engineering miracle and has been a godsend to truckers, cutting off hours of extra time negotiating the snaky Fraser River canyon.

"I drove the boys hard on this trip. But it was something unique we were doing. I wanted to show them some of the old spots I know about," said Ross. He's given up his A licence now and can't drive big trucks. But

unofficially, they found a dead-end road under construction. "They said I knocked over three pylons but I think it was only two."

The delivery in Chilliwack was seamless, followed by dinner with more Mackie drivers at the nearby Husky. Dog tired, the boys checked into a Best Western for a well deserved night's rest.

The last leg of the trip also went smoothly. There was a line-up at the border in Sumas, Wash., but they cleared rapidly at the Customs booth. A quick truck wash at a truck stop north of Seattle, and a few hours later they were delivering 14 decked-out Harleys to a hotel in Seattle.

These were the bikes for this year's Fly and Ride, a couples' tour through Washington and Oregon states. Spread only by word of mouth, these outings occur twice a year, usually a guys' ride and a couples' ride held separately. The bikes are delivered and picked up, and it could be from anywhere in North America.

"They started 15 years ago and it was just guys from the trucking business," explained Dean. "But it's really grown."

Some prominent names in trucking circles were on this year's roster: Mack Paddock of Earl Paddock Transportation of Stoney Creek, Ont., heavy machinery mover Don Lalonde from Port Perry, Ont., and Stan Morrow, former owner of CRS Transportation in Belleville, Ont., to name a few.

Dean stayed behind at the hotel to accompany the bikers on their ride. Ross, Shawn and Jaxon flew back Saturday from Seattle. They had been gone six days.

I caught up to Ross the next morning at his barn in Oshawa, where he was trying to decide which vintage trucks to take to the Clifford Truck Show.

"I think I'll take the 1964 Kenworth," he said, his blue eyes sparkling. "I bought it myself from the factory in Vancouver where it came off the line. And I'm going to take the 1950 Kenworth and the Fruehauf furniture van."

He's already moved on to the next project. **TN**



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# ZF outlines vision for the future

And the future is driverless and electric



During its Tech Day on June 27, ZF showcased and gave a demonstration of its autonomous terminal tractor.

By **Sonia Straface**

## FRIEDRICHSHAFEN, GERMANY

The future of trucking is driverless and electric if you ask the visionaries and executives of ZF.

At its Technology Day at its global headquarters in Friedrichshafen, Germany, June 27, Wolf-Henning Scheider, the company's CEO, said automation will have a bigger role to play in commercial vehicles earlier than the passenger car market.

"We believe autonomous technologies will become standard in areas where they increase the operational security and reduce operational costs," he said. "Here, the fruit is hanging lower because of immediate total cost of ownership benefits and less complexity."

His vision for ZF's future is one with reduced emissions and accidents. By 2025, Scheider anticipates a broad market penetration of electric drive-trains, saying that all-electric drive-trains could hit 20% penetration for medium- and heavy-duty vehicles.

The company gave trucking and logistics journalists from around the world a peek inside what is to come – including a number of vehicles driving on their own within a contained space.

## Autonomous trucks

The most popular display during ZF's Technology Day was the autonomous station, where ZF showcased the potential of its Innovation Truck and terminal yard tractor.

The future-focused trucks moved, lifted, and stacked trailers and containers seamlessly around a fake yard and dock area without a driver behind the wheel.

The motivation behind creating these vehicles that can move containers and park trailers effortlessly, is threefold, according to the company: it's safer, it reduces downtime, and it solves the driver shortage problem.

"Autonomous vehicles that, thanks to our technologies, can see, think, and act are turning the idea of consistent smart logistics into reality, at depots and other specified areas,"

said Fredrik Staedtler, head of ZF's commercial vehicle technology division. "These vehicles can prevent maneuvering damage and downtime, which gives logistics companies a competitive advantage. The functions presented in our current innovation vehicles are therefore applications that are in high demand and pay off quickly."

Scheider contends that difficult maneuvers, like lifting, shifting, and stacking, are the tasks that fleet managers loathe the most, because they lead to the most accidents and damage.

"Initially, we expect to see auto-

mated driving activities more commonplace on company premises and logistics depots, in harbors or in agricultural environments as operations there tend to be more recurrent and the surroundings are not too complex," Scheider added.

## Last mile delivery

ZF also took the wraps off its concept vehicle for last mile deliveries.

"Our innovation van is an extensive solution tailored to the requirements of the delivery sector," said Gerhardt Gumpoltsberger, head of innovation management at ZF. "In order to meet the wide range of challenges of inner-city deliveries, we called upon our entire range of competencies – from autonomous driving and electromobility, right up to networking within a smart support system."

The van – what ZF calls a delivery vehicle on a virtual leash – was designed with urban deliveries in mind, to recognize traffic lights and road signs and avoid obstacles. A cloud-based support system keeps data for each package on board, such as destination and the shelf life of perishable goods.

"The algorithm takes this information and calculates the ideal delivery sequence in real time," explained project manager Georg Mihatsch. "Basically, the parcel itself finds the best way to get to the customer – and the vehicle follows."

The van is also equipped with Level 4 autonomous driving functions.

No parking outside of an address? No problem. The courier can get out and make the delivery while the vehicle goes ahead to find a suitable parking place.

## CeTrax plug and drive

Noting the importance of electrification, ZF also announced it has expanded its portfolio of electric central drives. The CeTrax lite and CeTrax mid are all-electric plug-and-drive systems designed for use in delivery vans, light commercial vehicles up to 7.5 tons, as well as medium-duty commercial vehicles up to 19 tons, explained Scheider.

With these two solutions, ZF said it aims to serve further market segments in the future and support the industry on its way to reaching local zero-emissions driving.

"By using our CeTrax models' plug-and-drive concept, vehicle manufacturers can reduce development and installation expenditures," said Mark Mohr, head of development for commercial vehicle technology at ZF. "With this new concept, ZF is addressing the needs of manufacturers or fleet operators who are planning to switch from existing conventional models to an electric driving mode." **TN**

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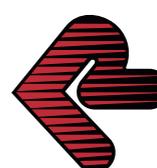


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# Driving an electric Peterbilt 579

By James Menzies

## SUNNYVALE, CALIFORNIA

Driving a fully electric Peterbilt 579, everything is different, from the pre-trip inspection requirements to the driving experience itself.

The company has partnered with TransPower to electrify a Model 579 tractor and 520 refuse truck. The 579 was recently available for short test drives at the new Paccar Innovation Center in Silicon Valley.

“While the vehicle does mimic how a diesel truck would run, there is some driver training required before they hop into an electric vehicle,” explained Matt Vito, integration and commissioning manager with TransPower. “Even during the pre-trip walkaround, there are a lot of things different. You’re not checking a dipstick. You’re checking to make sure all the orange cables are secured. You’re not checking fuel levels. You’re making sure you are driving off with a fully charged vehicle. Those are the types of things that are just a little different to a driver’s mindset.”

The electric 579 featured eight 44 kW-hour battery packs, each weighing slightly more than 800 lbs. This gives it a range of 150 to 250 miles, depending on application. This truck was designed for drayage operations, which feature plenty of stops and starts for regenerative braking and opportunities to charge overnight. A full charge takes about four hours.

Vito said battery technologies are constantly improving, and the next generation of batteries are expected to have 50% greater energy density than the third-generation batteries in use today.

TransPower has been working with Peterbilt for about two years. It handles the integration of the electrical components.

“They do a great job providing us with the information we need to integrate with the vehicle,” Vito said of Peterbilt. The company focuses on yard tractors, school buses, and Classes 6-8 trucks.

The Model 579 produced about the diesel equivalent of 450 hp at peak torque. The throttle response was instantaneous, but Vito said it has been dialed back to eliminate tire wear. It still took off eagerly when the throttle was applied.

“With the first iteration of the software, I was breaking the tires free as I was driving down the road,” Vito recalled. “We toned down the motor controls so the driver cannot do that.”

Regenerative braking puts energy back into the battery packs and reduces the amount of brake pedal pressure required. This results in a reduction in maintenance costs.

“The transmission, axles, and brakes all have to be maintained still,” said Vito. “But brake usage does go down. We have customers reporting they are getting double the life of their brakes.”

TransPower has about 30 trucks running on its technology. It attaches two electric motors to an Eaton automated manual transmission (AMT).

“Using the AMT, we can have better control of our peak power and



The electric Model 579 was responsive and quiet.

everything else using a much smaller motor,” Vito explained. “It’s a very small footprint.”

Getting used to the performance of an electric truck takes a little time. The response to the throttle and brake are different than in a traditional diesel.

“A lot of drivers at first have the mindset to let off the pedal as it’s shifting, but we let drivers know to just let the software do the job,” Vito explained.

Vito dispelled the idea that electric trucks aren’t able to perform in cold weather climates such as Canada. The company’s next-generation battery boxes will feature active thermal control, which will heat – or cool – the batteries when necessary.

“With the proper steps taken to protect the batteries, everything else on the vehicle is fine,” Vito said. “It’s all about keeping those batteries above that temperature threshold.” **TN**



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# The many benefits of electrification

By James Menzies

## GOTHENBURG, SWEDEN

With 60% of the world's population expected to live in cities by 2030, Volvo sees the electrification of its vehicles as a potential solution to worldwide congestion and pollution.

"At Volvo Trucks, we believe with this new electric truck, we are not just launching a new truck model. It's an opportunity for us to address these challenges," said Anna Thorden, product manager, electromobility, with Volvo.

Volvo was showcasing its new FL electric truck at a press event during the Volvo Ocean Race's Gothenburg stop June 20.

Drives along a short route demonstrated a whisper-quiet ride and instantaneous throttle response. The retarder handled braking with little to no brake pedal input required, regenerating the batteries in the process. The two-speed transmission seamlessly shifted from first to second gear, and in some cases the truck can start in second gear, eliminating shifting altogether. Two trucks were available to drive – a waste truck and a refrigerated straight truck.

"We do a lot to reduce noise levels," said Thorden, citing an electric air compressor and the adoption of technologies from the medical industry which have been adapted to the truck environment.

Volvo trucks and buses share the driveline technologies, meaning the driveline has already been in real-world use since 2015 in bus applications.

Tobias Bergman, product manager for alternative drivelines, said the electric driveline is proving to be more reliable and to require less maintenance than a traditional diesel powertrain. The system consists of one or two electric motors (depending on model), a two-speed transmission, and a battery pack consisting of up to six batteries.

The smaller FL driveline with one electric motor puts out 185 kW, or

approximately 250 hp. The larger FE driveline with two motors produces 370 kW, or slightly more than 500 hp. The driveline sits in the middle of the chassis, with the batteries mounted on the sides. A modular power box containing the 24-volt batteries, onboard charger and electronics is packaged in the shape of a diesel engine and located where the engine would normally be.

Each battery pack, producing 50 kW hours of power, weighs 520 kgs, so Volvo says it's vital to work with customers to determine precisely how many batteries they require, to minimize the impact on payload.

The FL has a range of up to 300 kms while the FE can go up to 200 kms, assuming the maximum number of battery banks are installed.

"But range is affected by many different parameters," noted Thorden.

The FE refuse truck can make two runs collecting 10 tons of garbage on a single charge.

"There is much more to consider than range when investing in an electric truck," Thorden acknowledged. "Volvo doesn't want our customers to install more batteries than they need for their specific application."

Installing four batteries takes away one ton of payload compared to a diesel.

Concerns about battery requirements are not only due to payload limitations, but also because of the environmental impact, Thorden noted. The production of the batteries is the largest environmental impact contributed by an electric truck. Also, batteries are still expensive, so a payback can be achieved quicker if fewer batteries are required.

"This is why at Volvo, we have a very flexible energy storage system," Thorden explained. "On the FL you are able to choose from two batteries for 100 kW hours to six batteries for 300 kW hours... We have had many years of experience from the bus business to optimize the electromobility solution and we can give advice on what charging system to use, how many batteries and so on."



Volvo demonstrated its FL electric truck during the Volvo Ocean Race stopover in Gothenburg, Sweden.

In some applications, trucks can be charged mid-day, for example during the driver's lunch break.

In refuse applications, the truck can put in a full day's work and charge overnight. The charging infrastructure is being expanded, both in Europe and in North America, but at a faster pace overseas. There are 290 charging sites planned in the U.S. by the end of 2019, while in Europe there will be 400 public charging stations by that time, with an average of six charge points per site.

Volvo's electric trucks will debut commercially in Europe next year, and will be rolled out "segment by

segment," according to Thorden. A North American launch date has yet to be announced. In addition to the advantages seen by fleets, such as improved uptime and lower fuel costs, the world at large will also benefit for the adoption of electric trucks. Cities with poor air quality should see improvements, noted Bergman.

He noted a single four-megawatt wind power plant produces enough energy to power 200 electric Volvo FE trucks. Each full turn of the windmill rotor can move a truck 1.5 kms. Bergman said electric trucks are three to five times more energy efficient than equivalent diesel-powered trucks. He also said sustainable electricity comes at the lowest price of any alternative.

"Clean energy is not the most common, but it's the cheapest on the market," he said, citing global spot market prices.

Thorden added electric trucks have significantly lower climate impact than diesel equivalents over their entire life-cycle. Ninety per cent of a diesel truck's climate impact occurs during use, while the climate impact contributed by an electric truck comes almost entirely during its production. Volvo is looking to further improve this by finding secondary lives for its batteries once they're no longer effective on the truck. **TN**

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# Volvo, FedEx demonstrate platooning capabilities

## RALEIGH, NORTH CAROLINA

Volvo Trucks North America drove a long-held secret down North Carolina Hwy. 540 June 27.

In the first successful on-highway demonstration of platooning technology between a major truck manufacturer and a transportation company, Volvo and FedEx, working closely with the North Carolina Turnpike Authority (NCTA), took three trucks on the road to showcase their advanced driver assistance technology.

Volvo has kept its partnership with FedEx under wraps for about a year, using Volvo VNL 300 day cabs and a Volvo VNL 670 sleeper cab first on closed tracks in South Carolina and then for the last three months on the North Carolina Triangle Expressway – an area designated by the NCTA as a testing place for autonomous vehicles – to adapt its platooning technology developed in Europe for the North American market.

“Traffic’s different here, roads are different here, speeds are different here, so we have to make sure it’s all working well,” said project manager Franklin Josey.

The testing partnership has involved using regular FedEx vehicles as a control group with the platooning vehicles to measure the fuel savings for the company. Brandis said the fuel savings could be as great as 10%.

The platoon consisted of three trained, professional truck drivers in Volvo VNL tractors, each pulling double 28-ft. trailers. Through cooperative adaptive cruise control (CACC), a wireless vehicle-to-vehicle (V2V) communication technology, the tractors and trailers remained in constant communication. The tractors and trailers traveled at speeds of up to 62 mph while keeping a time gap of 1.5 seconds, maintaining a closer distance than what is typical for on-highway tractors. Staged and unplanned vehicle cut-ins demonstrated how the technology handles common traffic situations.

Older model Volvo cabs were used in the experiments because Volvo had yet to release its new model VNL cabs when the testing began, but going forward the partnership plans to use the newer VNL line.

Part of the modifications to the cabs included adding antennas to the front of the trucks to facilitate communication between the lead and the following units. In order to get an accurate line of sight, those pieces needed to be high up and as far forward as possible. Additional sensors on the bottom of the bumper worked with automatic braking technology to allow the trucks to slow down in tandem.

Keith Brandis, vice-president of product planning Volvo Trucks North America, says the technology will be tested in stages, but Northern U.S. states and Canada shouldn’t expect to see platooning trucks on the road soon.

Volvo is aiming to perfect the technology in good weather before it takes on the challenges associated with operating during high winds or ice build-up.

If the trucks lose connection at any point – whether due to debris or cars cutting in between – the system is designed to automatically slow the vehicle and signal the professional driver to take over. The truck will then try to re-establish a connection when it becomes possible.



Three Volvo tractors pulling twin 28-ft. trailers recently participated in a platooning demonstration in North Carolina.

While N.C. 540, with its fairly stable climate conditions and proximity to Volvo’s North American headquarters, has proven to be a good start to the testing ground, Brandis says the plan is to work with lawmakers to expand testing into adjacent states.

Just 10 states in the U.S. allow platooning vehicles to be tested on live highways. Brandis says one of the stumbling blocks to developing the technology are lagging regulations.

Volvo hopes to work with federal regulators in the U.S., as well as state officials, not only to ease the path to testing in more places, but to create federal standards for manufacturers working on the technology. **TN**

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## Equipment

### Breadner now carrying Hyundai Translead trailers

#### BRESLAU, ONTARIO

Breadner Trailers has announced it will be offering the full line of Hyundai Translead trailers.

Bob Breadner, president of Breadner Trailers, said the company was seeking a highly customizable trailer offering for the Ontario market.

"The Mississauga trailer market is one of the largest in North America. Customers in this market demand high-spec', high application units and customization is very important to them," Breadner said in an interview with *Truck News*. "We found that by partnering with Hyundai Translead, we are able to offer that customization while keeping up with demand."

The dealer showed a new A Bond Hy-Cube trailer at Truck World in April, which Breadner said "is a very robust, heavy trailer designed specifically for the automotive market."

He said the company was also drawn to Hyundai Translead because it is now the world's top trailer manufacturer and can meet demand during a robust market. While much of the trailer industry is currently sold out for the year, Breadner said Hyundai lets dealers reserve build slots to ensure the fast delivery of trailers, typically with just an eight-week lead time.

"We looked at the capacity they were able to offer, the flexibility and ability to customize our trailers for this market and it seemed like a good fit," said Breadner.



**Breadner Trailers is now a full-service Hyundai Translead dealer.**

He also said all stock units will be spec'd for Canadian applications.

"We don't stock general base spec' Hyundai trailers, we put a Breadner Trailer Sales spin on it," he said. "We customize every trailer we bring in to ensure it's built to last with unparalleled galvanization capabilities and innovations."

Breadner is offering the full product line, including dry vans and reefers. It will also be the Ontario distributor for all Hyundai genuine parts and is the only full-service Hyundai dealership in Ontario. This is supported by a new Mississauga location with five service bays, and the main facility in Breslau with 10 bays.

"We recognize the aftermarket service is essential to supporting our customers," Breadner said. **TN**

# Penske, NFI first to run electric Freightliner trucks



Daimler announced Penske and NFI will be the first to receive electric Freightliner trucks. Pictured is DTNA CEO Roger Nielsen.

## PORTLAND, OREGON

Daimler Trucks North America (DTNA) has announced Penske Truck Leasing and NFI will receive electric trucks this year as part of its Electric Innovation Fleet.

The fleet will consist of 30 eCascadia and eM2 first-generation electric vehicles, and will hit the road later this year. Series production of the electric trucks is to begin in 2021.

Penske will receive 10 each of the eCascadia and eM2 for use in California and the Pacific Northwest, while NFI will get 10 eCascadias for drayage activities in the ports of Los Angeles and Long Beach. Daimler will also operate electric trucks as part of its product validation engineering test fleet in Oregon.

“Freightliner is excited to be working with Penske and NFI on this critical learning process as we further develop and refine our commercial electric vehicle technology. Running multiple trucks in real-world applications will provide better insights for our engineers into the requirements of integrating electric commercial vehicles into fleet operations,” said Roger Nielsen, president and chief executive officer of DTNA. “We are partnering with these two customers for this phase of the co-creation process because they have use cases that closely fit the target applications we have identified. Both Penske and NFI are forward-thinking partners eager to take on the challenge, effort and investment that will be required during this important development phase.” **TN**

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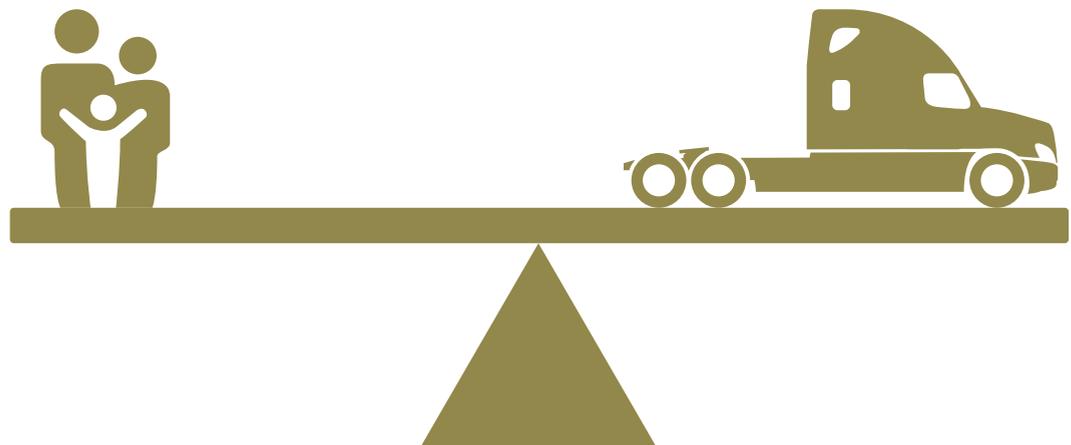
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## Insights

### Tax Talk

# Where's my refund?

It's hard to get excited about a tax refund. It means that somewhere along the way you paid more than you owe – and the government never says thanks for the loan.

The real frustration sets in when Canada Revenue Agency (CRA) takes a long time to pay. I've seen this happen with three different clients lately, reinforcing the idea that sometimes CRA sticks it to us unnecessarily and sometimes we do it to ourselves.

A long-term client of ours stopped operating as a sole proprietor in 2016 but left his HST account open just in case he decided to get back into business. We filed his 2017 tax return with his T4s and meal claim in early April and a month later he still hadn't received his refund.

We looked online and immediately spotted the problem.

The HST account was in default because the client didn't submit returns for 2017. You have to file a return in order to keep your account active, even if you paid zero HST. So, we filed and on May 9 the returns were processed and the account was back in good standing.

By early June, the client's 2017 refund still was not released. Apparently CRA's system can stop payouts when an account is no longer in good standing but doesn't recheck once things are good again. I called an agent who said he put in a request for an account payout and to expect payment in three weeks.

Four weeks go by, so I call again. This time the agent tells me the last agent didn't do the request properly. Hopefully this was the last call I have to make.

Another client who hired us to do his 2017 sole proprietorship accounting phoned to say that CRA was going to audit his HST returns for a third straight year. He's waited almost two months for his refund and knows an audit will delay payment even further.

I called the auditor, who seemed unaware of the previous reviews but looked up the client's files and yes, the 2015 and 2016 HST returns had been audited. The review for 2015 changed the client's refund by \$13,000, apparently due to a truck trade-in document that caused some disagreement on how much HST was actually paid. The 2016 return was also changed but apparently not by very much. Two years of HST returns reviewed with changes (one being significant) will get you audited a third time.

Sometimes, though, delays happen for no good reason.

Last summer a new client wanted us to adjust his 2016 tax return for



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meals. He apparently took his tax documents to someone who did not understand meal claims, so he filed his return with his T4s and decided to find someone else to adjust it later. Based on a recommendation from a friend who was a long-term client of ours, he came to us. We reviewed his logbooks and filed an adjustment online for meals in September 2017.



**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](http://www.tfsgroup.com) or call 800-461-5970.

## Sometimes CRA sticks it to us unnecessarily and sometimes we do it to ourselves.

I hate relaying that kind of response to clients, because it seems so unbelievable. How could CRA take more than three months to process an adjustment?

Anyway, mid-January arrives and there's still no refund. The client calls CRA and gets the same response I received in December:

everything with the request seems fine, no review or additional details are required, we'll get back to you within six weeks.

He's told the same thing in March and May and July. He's still waiting for his 2016 refund. In the meantime, we filed his 2017 tax return with his T4s and meal claim at the end of April and he received that refund 10 days later.

For the number of returns it has to process, CRA generally turns around refunds quickly. When there's a problem, a little patience usually helps get issues resolved. But it never hurts to be persistent, write down your case number, and keep track of who you talk to. **TN**

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# In wake of Humboldt, it's time to reflect and act



**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](mailto:trucks@pmtc.ca).

On July 6, Saskatchewan RCMP announced charges in relation to the tragic accident involving the Humboldt Broncos' team bus, and a truck owned by Adesh Deol Trucking, a two-truck operation based out of Calgary, Alta.

The driver of the truck, 29-year-old Jaskirat Singh Sidhu, has been charged with 16 counts of dangerous operation of a motor vehicle causing death, and an additional 13 charges of dangerous operation of a motor vehicle causing bodily harm. As the matter is before the courts and awaiting trial, very few details were released about what the investigation uncovered.

I want to commend the Saskatchewan RCMP, who despite immense public pressure to lay charges almost immediately and provide the public with information about the crash, took the time and care necessary to ensure a thorough and complete investigation was completed before charges were laid.

Once the trial gets underway, results of the investigation will start to come out and much more information about the circumstances of this accident will be brought to light. While this information will no doubt be important – and recommendations about what needs to be done to safeguard against incidents of this nature occurring again will be brought forward and should be acted on – we must not sit idle and wait for these results before we, as an industry, act and begin looking for ways to improve.

This tragic event has placed the spotlight directly on the trucking industry, as it should. The industry has an impeccable and enviable safety record, with most statistics showing over 75% of accidents involving heavy-duty trucks being the fault of the other driver.

While these numbers are great, we are not an industry without warts, and we must always be prepared to take a long, hard, reflective look

in the mirror and deal with those flaws. It is important we celebrate our successes, pat ourselves on the back, and promote this great industry and our safety record to all.

However, we must not be so defensive of our record that we stop looking for ways to improve. Accidents will always occur, no matter what safeguards we put in place. As we are human, we will make mistakes, however we must ensure that strides are taken to improve safety and reduce the likelihood of this type of event ever occurring again.

Let me be clear, my following comments do not reflect in any way who I think may or may not be at fault or what occurred in the Humboldt crash, as I, like you, do not know all the details. These are just my personal reflections of what we can do to improve the overall safety of our industry.

There are some items we can (and in many cases already have) begin to address immediately as an industry. We know we have carriers out there

who operate unsafely, flying under the radar, operating unsafe equipment, hiring unqualified drivers, pushing them to operate in an unsafe manner and outside the boundaries of the rules and regulations.

These companies represent a small minority of our industry, but we all know they are out there. Many of these companies will never be subjected to a compliance audit and will continue to fly under the radar like a ticking time bomb waiting to go off. Industry and government both know this is true, and we must find a way to fix this. We must find a way to increase the number of companies who are audited, who are checked, and who have safe operating procedures verified. The minority who fit in this category stain and tarnish the entire industry.

Mandatory entry-level training (MELT) is currently only required in one jurisdiction – Ontario. While other provinces and the U.S. are looking into MELT, this is something that needs to be addressed and implemented by every jurisdiction. Even in Ontario, where we have MELT, driver trainers are not required to be certified. This has to change.

These are just a couple examples of issues at the forefront that we need to address in short order. There are others. This is a great industry, one that I am proud to be part of, and one that has been good to me. We all need to be part of ensuring this industry works towards fixing any issues we may have, no matter how minor we think they may be. If we are not part of the solution, we become part of the problem. And then it is time to leave – or be shown the door. **TN**

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# OPP, IHSA concerned about truck crashes

## ORILLIA, ONTARIO

The Ontario Provincial Police (OPP) reported July 12 that fatal transport truck collisions are up 38% this year, with an increase in four of the six regions it monitors.

The Northeast region has seen an 800% increase. The OPP said it has responded to 33 fatal truck-related collisions, resulting in 41 deaths.

“The OPP has never been more committed to its *Commercial Motor Vehicle Collision Mitigation Strategy*,” said commissioner Vince Hawkes. “We continue to work diligently with our road safety and trucking industry partners toward our goal of reducing the number of transport truck collisions on our roads. Despite our efforts, it takes a firm commitment to safe driving on the part of all transport truck drivers and other motorists in order to see a significant reduction in these types of collisions.”

Ontario’s Infrastructure Health and Safety Association (IHSA) is also calling on drivers and employers to be “more vigilant” in the wake of an increase in fatal collisions involving heavy vehicles.

The association and its Transportation Advisory Council is asking for drivers and employers to reinforce safe driving habits by eliminating distractions, maintaining a healthy diet, and getting the right amount of sleep or rest.

“We all share Ontario’s roads and when a tragedy such as a loss of life occurs, we all suffer,” says a letter signed by association president and CEO Enzo Garritano, along with Transportation Advisory Council co-chairmen Mike Frolick and Len Poirier. “Our sympathies are extended to those families, friends, and colleagues who are now dealing with these terrible, personal losses.”

The OPP says it has investigated more than 3,600 transport truck-related collisions this year, representing 11% of all collisions. It has spent nearly 4,300 hours inspecting trucks and has taken 658 trucks out of service in 2018. It has also laid more than 1,615 speeding charges, 354 distracted driving charges, and 963 defective equipment-related charges against truck drivers. **TN**

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## Insights

Voice of the owner-operator

# Will owner-operators survive the \$200,000 truck?

I'm not the first to ponder the fate of the owner-operator and I won't be the last. Every time there's a significant shift in trucking's *modus operandi*, the pundits start ringing the death knell for the small operator – owner-operators and smaller fleets, too.

We are at an interesting juncture today; spot market freight rates are as high as they have ever been and capacity is as tight as a drum, yet there are rumblings of a looming recession brought on by an ever-more-likely trade war between the U.S. and its "allies." The fate of Canada's trucking industry is inextricably tied to a healthy trading relationship with our American neighbors and other global trading partners. If those partnerships unravel, so too will a good chunk of our trucking industry.

But enough of the immediate doom and gloom; there are other dark clouds on a more distant horizon that concern me: GHG Phase 2, scheduled to take effect in 2021, just two-and-a-half years from now.

Phase 2 of the GHG emissions and fuel efficiency standards for medium and heavy vehicles is a set of requirements adopted jointly by the U.S. EPA and the U.S. National Highway Traffic Safety Administration to reduce greenhouse gas emissions and improve fuel efficiency. Canada's environmental defender, Environment and Climate Change Canada, adopted the standards essentially unchanged from the American version, but with some concessions to our heavier and more productive trucks.

In a number of steps between 2021 and 2027, these new truck manufacturing requirements will improve fuel efficiency and reduce carbon dioxide emissions by up to 25% for highway tractors compared to GHG Phase 1.

While it's hard to argue with those goals from an environmental perspective, I'm apprehensive about the cost and technical complexity of the trucks that will emerge as a result of the demands for greater fuel efficiency.

I often hear from our members proudly announcing the purchase of a new truck, and based on our conversations, the average price seems to be around \$185,000. For

those spec'ing heavier or more specialized vehicles, the price can be significantly higher. At \$185,000 before GHG Phase 2 and the new steel and aluminum tariffs, I can just imagine what that figure will be a year from now, or in 2020 when the first of the 2021 model year trucks start hitting dealer lots. It's not much of a stretch to believe the price of an average highway tractor will be north of \$200,000.

There's a risk that folks feeling flush will be buying new iron at higher prices than a recessionary economy can sustain. In other words, you buy at \$185,000-plus today, but have to continue paying for another year or two down the road when times are a little leaner.

Fast forward to 2021 and beyond, and we'll see further price increases for trucks, as fuel-saving technologies hit the market. Nobody is sounding any alarm bells just yet, and in fact, most believe the price increases will be offset by the improved fuel economy. That really depends on the price of fuel and how much of a contribution the advanced technologies make to your bottom line.

**I'm apprehensive about the cost and technical complexity of the trucks that will emerge as a result of the demands for greater fuel efficiency.**

The larger problem, as I see it, is financing these truck purchases. Financing such a truck over five years will result in a payment of at least \$4,000 a month. Over seven years, you're looking at \$3,000 or more, but after that time, the truck will be worth little on trade-in. For owner-operators, that compromises the traditional business model for financing new truck purchases. In addition to being way upside down on the residual value of the truck, seven-year-old technology will be a) very obsolete, and b) worn out to the point where reliability has to be questioned. So, what will that truck really be worth after 84 months?

Truck owners who don't upgrade to some of this fuel-saving technology also stand to get pinched as fleets with the latest, most fuel-efficient vehicles set fuel economy baselines in their bidding processes that are much higher than some of the older trucks can manage, say 8-9 mpg for newer trucks versus 6-7 mpg for older ones.

I think it's fair to say that most owner-operators working with



**Joanne Ritchie** is executive director of OBAC. Ready to trade or afraid? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll-free at 888-794-9990.

bigger carriers or on their own are doing okay these days, but I worry about the ones working in certain sectors for sub-standard rates with ancient trucks. These people are hard-pressed even today to keep up with advancing technology, and I somehow doubt they'll survive. Regardless, it's going to be tough for anyone to dodge the consequences of a sizable shift in the economy resulting from a trade impasse. Be careful out there. **TN**



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Over The Road

# Driver training is key to improved safety and fuel economy

Twenty per cent. That's the impact on fuel efficiency that can be attributed to a driver's actions behind the wheel.

The thing is, we don't invest 20% of our training time and training dollars teaching drivers to be fuel-efficient. This is short-sighted, because the benefits of training drivers to be more fuel-efficient goes beyond simple cost savings.

A search of *Fuel-efficient driving techniques* on the internet will bring you a host of results with five techniques being predominant. I found this list on the Government of Canada, Ministry of Natural Resources website ([www.nrcan.gc.ca](http://www.nrcan.gc.ca)).

- Accelerate gently
- Maintain a steady speed
- Anticipate traffic
- Avoid high speeds
- Coast to decelerate

Any professional driver will recognize that this list of techniques is directly related to another list of techniques, the Smith System of Defensive Driving. Ninety five per cent. That is the percentage of collisions attributable to driver error.

- Aim high in steering
- Get the big picture
- Keep your eyes moving
- Make sure they see you
- Leave yourself an out

A defensive driver is a safe driver is a fuel-efficient driver. So why don't we focus more training time on this relationship? It doesn't require any capital investment in additional equipment or technology. All it requires is the will to spend more time with the people that matter: drivers.

When we spend more time with drivers, we discover that professional drivers understand the techniques and possess the skills needed. Knowledge isn't the issue. The real challenge is getting drivers to buy in. Because fuel efficiency and road safety is far more about the right attitude behind the wheel than it is about skills training.



**Al Goodhall** has been a professional longhaul driver since 1998. He shares his experiences via his blog at [www.truckingacrosscanada.blogspot.com](http://www.truckingacrosscanada.blogspot.com). You can follow him on Twitter at @Al\_Goodhall.

So what affects our attitude as drivers? I know my fellow truckers can list off dozens of hard issues that affect our mindset as we navigate our rigs down the road, but if I were to single out one factor that we all share and has the greatest impact on our attitude behind the wheel, it would be time.

Time comes in to play in every aspect of a driver's day. Drivers are judged on how efficiently they make use of their time for pick-ups and deliveries. A driver's time is governed by roadside enforcement and internal audits. Drivers can be penalized if they do not take the time to chart their time accurately throughout the day. Time is a source of pressure and anxiety for truckers. Time is something truckers never have enough of.

It is the time crunch we face behind the wheel every day and its resulting anxiety that fuels impatience. It's that lack of patience that leads to speeding, following too closely, hard acceleration and braking, distracted driving (multi-tasking while driving), and aggressive driving to "make up" some time.

Road rage is a direct result of a driver's lack of patience, which leads to anger and the resulting disregard of all the techniques that support road safety and fuel efficiency.

So you see the paradox. On one hand, drivers are expected to slow down and take the time to do the job right, but on the other hand drivers are expected to hurry up and be cost-effective. Messaging is mixed and inconsistent, depending on who is doing the talking. Enforcement, carriers, shippers, and receivers all have a different stake in the game. They all need to focus on the fact that their common denominator is the driver.

It makes me crazy when I read op-ed pieces about improving fuel efficiency, reducing greenhouse gas emissions, and improving road safety, which only give professional drivers a cursory mention. Collisions are a result of driver error 95% of the time. A driver's actions affect fuel consumption by 20%. Drivers should be the primary focus of industry training, but we are not. We need a fresh approach.

Is it that difficult to understand how important it is to invest in deep training for drivers? **TN**

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## Health

Back behind the wheel

# Don't let the bed bugs bite

I recently had a patient who is a professional truck driver tell me that a few trucks in his fleet had bed bugs. As a result, the trucking company had to get all of its trucks professionally cleaned and exterminated.

Bed bugs are a small parasitic insect that feeds on the blood of warm-blooded animals such as humans.

The name bed bug was derived from the fact they like to live in areas where people sleep. Generally, bed bugs are reddish brown, oval and flat, and approximately the size of an apple seed. For the most part, bed bugs are nocturnal. During the day, they will hide in the cracks and crevices of beds, headboards and bed frames. They can also be found under peeling paint, loose wallpaper, and under carpeting near baseboards.

Humans have known about bed bugs for hundreds of years. Fortunately, they have been eradicated from most developed countries since the 1940s. However, there has been an increase in their prevalence since the early 1990s. The reason for this increase is not completely understood, however it is believed to be related to increased international travel, changes in pest control practices, and insecticide resistance.

The symptoms of bed bug bites can sometimes be difficult to distinguish from other common insect bites. In most cases, bed bug bites present as red, itchy spots located on the face, neck, arms, or hands. Often, the bites are arranged in a cluster or line.

Some people may experience an allergic reaction, which can include severe itching, blisters or hives. The symptoms of bed bug bites usually subside on their own within two weeks.

Oral antihistamines and hydrocortisone creams may help to speed up recovery. It is important to seek medical attention if you experience an allergic reaction or the symptoms persist. Presently, bed bugs are not known to carry any forms of disease or pathogens.

Many people believe that bed bugs are attracted to dirty or unhygienic environments, however this

Continued on page 44

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## Health

### Bed bugs make unwelcome travel companions

*Continued from page 43*

is not the case. It is important to note that the presence of bed bugs is not a reflection of the cleanliness of their environment. All that is required for a bed bug infestation is a warm host and sufficient hiding places.

### Once the presence of bed bugs has been confirmed, it is important to take the necessary steps in order to eliminate them.

If you suspect the presence of bed bugs in your home or the bunk of your truck, carefully inspect your bed and surrounding area. Make sure to look in all the small nooks and crannies, as they like to hide. Also, look for dark specks along mattress seams which may be bed bug excrement. Bed bug exoskeletons may also be present as they molt a few times before becoming adults. These exoskeletons are light brown in color. Bed bugs can also



**Dr. Christopher H. Singh** runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont. He can be reached at 519-421-2024.

be detected by their characteristic smell of rotting raspberries.

Once the presence of bed bugs has been confirmed, it is important to take the necessary steps in order to eliminate them. This can be a difficult task, because they are very good at hiding.

A good place to start is to do a thorough vacuuming of the infested area. Next, washing all of your clothing in hot water can kill bed bugs. Similarly, placing clothing in a clothes dryer under high heat for 20 minutes will kill bed bugs and their eggs. Finally, if all else fails, contact a professional exterminator.

Bed bugs can have a significant impact on an individual's health and quality of life. If left unchecked, they can lead to a significant problem.

Until next month, drive safely and don't let those bed bugs bite! **TN**

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# Put it to the test

Driving truck has many perks. It's interesting – no two days are the same. There's variety – changing scenes through changing seasons. And independence – you make decisions about loads and routes.

Unfortunately, driving truck also brings the risk of developing health issues. One serious condition that is often overlooked is colorectal cancer. The term "colorectal cancer" refers to cancer affecting the colon (large intestine) or the rectum (the last several inches of the large intestine, which ends at the anus).

In 2017, the Canadian Cancer Society stated that colorectal cancer is currently the second most commonly diagnosed cancer in Canada.

Truck drivers are particularly susceptible since, according to a recent study from the International Agency for Research on Cancer (IARC), men who sit for four or more hours a day increase their risk of colorectal cancer by 35%.

Other factors may also impact your risk – some within your control, and some outside.

Risk factors you should be aware of but cannot control include: older age – 50 years and above; ethnicity – African-American heritage; past personal or family history of colorectal cancer or polyps; inflammatory bowel disease (IBD) – ulcerative colitis, Crohn's disease, etc.; inherited gene mutations – Lynch syndrome, familial adenomatous polyposis, Peutz-Jeghers syndrome, or MAP (MYH-associated polyposis); Type 2 diabetes; or radiation therapy for previous cancer treatment.

However, risk factors under your control include: activity level; smoking; regular alcohol consumption; obesity; and/or dietary factors, particularly a diet that is low in fruits and vegetables, or high in red meats (beef, pork, lamb, or liver), processed meats (bacon, wieners, and cold cuts), or meats cooked at a very high temperature (fried, broiled or grilled). According to recent studies,

even regularly working through the night may be a risk factor.

Since early colorectal cancer diagnosis is vital, it is important to recognize these common symptoms: iron deficiency anemia; unexplained weight loss; weakness or fatigue; dizziness; shortness of breath; unusual skin pallor; cramps; abdominal pain; painful bowel movements; narrow stool; feeling your bowel hasn't entirely emptied; and a change in bowel habits, including constipation, diarrhea or more frequent bowel movements; mucous, or dark or red blood in stool.

Monitor your bowel movements, since the American College of Gastroenterology says it's not uncommon for patients to bleed internally for up to six months before anything shows up in their stool.

Prevention is key. You can lower your risk by as much as 45% just by maintaining a healthy diet, weight, and exercise routine. Here are some

steps you can take immediately. Limit your red meat to three four-ounce servings per week. Cut back on sugar to help retain a healthy weight and moderate blood sugar levels. Limit foods that are high in saturated fat as they slow down the digestive process. Instead, increase polyunsaturated fats from wild salmon, milled flaxseed, walnuts, and plant-based oils, such as olive or canola oil.

Also, increase your fiber to 25-35 grams each day through fiber-rich foods such as apples, pears, raspberries, bananas, oranges, artichoke, peas, broccoli, corn, legume, and whole grains, especially barley, quinoa, whole grain flour, wild or brown rice, and oatmeal.

Increase your calcium and Vitamin D intake by drinking milk, eating dark, leafy greens, like spinach, collard greens and kale. Choose foods high in beta-carotene and Vitamin B6, including: carrots, sweet potatoes, pumpkin and summer squash.



**Karen Bowen** is a professional health and nutrition consultant, and she can be reached at karen\_bowen@yahoo.com.

Following a consistent eating schedule will encourage regular bowel movements. Stay hydrated to allow your bulky stools to pass easily. Keep all your abdominal muscles functioning well by exercising regularly.

If you're over 50, schedule a colorectal screening test. If detected early, up to 95% of colorectal cancers are curable, according to the Colon Cancer Foundation. Colon cancer is a largely treatable condition. For colorectal cancer, we have a test, it is not complicated, and it is extremely effective in catching it early.

For your continued health, don't skip this test. **TN**

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# Messages that matter

Truck and trailer wraps are an effective way to promote a message. Especially when it's one that's close to the heart.

Truck and trailer graphics have long been used to market products and promote companies. After all, these 53-ft rolling billboards can be seen by thousands of sets of eyes each day as they travel North America. But increasingly truck and trailer wraps have been used to promote more personal and meaningful messages – whether it be related to health, or to promote the industry itself.

Shelley Uvanile-Hesch, CEO of the Women's Trucking Federation of Canada, recently had her new Western Star 5700 decked out with images of real women in the Canadian trucking industry. The idea was to promote careers in the trucking industry to women. A lot of thought went into the design.

"I was pretty adamant that I didn't want stock photos of women drivers to be used," she said. "I wanted real women that are out in the industry right now. And members of my organization featured on the truck."

Promotional Graphics Group in Ayr, Ont., was chosen to install the graphics. It's a decision that isn't taken lightly when the message the graphics are to convey is so personal.

"He is a 25-year veteran designer," she said of Kael Edworthy at Promotion Graphics. "I love him. He's a graduate of Conestoga College and a 3M preferred installer. He is the owner and lead designer there."

The design struck a balance between the Sharp Transport corporate fleet identity and "some color flair," Uvanile-Hesch said. The wrap was printed on 3M clear wrap film that allowed the off-white color of the truck to show through. The wrap was printed using a HP L360 latex printer, which uses water-based inks and doesn't contain any harmful VOCs or solvents.

"HP Latex printing is one of the most eco-friendly printing processes in the business," she said. It took about three weeks for the design. Uvanile-Hesch's truck was recognized by the Private Motor Truck Council of Canada as a winner in the special events/promotional category of its Fleet Graphics Awards program. More importantly, Uvanile-Hesch is seeing evidence that the message is getting noticed.

"I can tell you in the last three weeks, as I've been crossing the border at U.S. Customs, they have seen news articles about my truck. They've asked questions about the truck. The truck is drawing a lot of attention," she said. "I'll pull into a rest area and people will stop and take pictures of the truck. I have people honking and pointing at the truck while I'm driving."

Three years ago, Marco Beghetto, vice-president of communications



with the Ontario Trucking Association (OTA) was involved in launching the mobile billboard messaging to support the Plaid for Dad campaign, to create awareness about prostate cancer.

"When we originally joined Prostate Cancer Canada to do something for the trucking industry, we figured let's take advantage of the fact we are a mobile industry that travels all over the country. What better way to get the message of fighting prostate cancer out across the country than using what we know are mobile billboards," Beghetto said.

Fleets were invited to participate in the campaign by donating use of their equipment and working with their graphics supplier to affix the graphics to their trailers.

"We made the artwork available to the fleets if they wanted to take that to their graphics provider," Beghetto said. Participating fleets that first year included James Steed Trucking, Arnold Bros., Tandet Group, and Rosenau Transport. The program has since been taken over by Trucks for Change Network.

Pete Dalmazzi, president of Trucks for Change, said fleets that participated in the program have seen benefits including higher employee engagement.

"It's hard to measure a hard return on investment on corporate culture, but it undeniably exists in the form of employee engagement and brand loyalty," said Dalmazzi. "You can clearly see it on the proud faces of the teams posing with these vehicles. Employees today, more than ever, want to work for companies that make the world a better place, and these moving billboards remind



them that their employer's values are consistent with their own."

This feeling is reinforced by fleets that took part in the campaign.

"Wrapping a truck enabled us to engage our driver base. Our fundraising initiatives are often within our office while many of our drivers are on the road," said Brent Arnold, director of corporate development at Arnold Bros. "The wrapped truck gives drivers the opportunity to spread the message across North America. Our drivers are asked 'Hey, tell me about Plaid for Dad' regularly, and it gives great pride to share how they and our staff are supporting the initiative."

Arnold said truck and trailer wraps provide an image to engage the public, without the distraction of social media. And it can spread the message far and wide.

"Giving our message wheels allows us to communicate nationally and reach an audience we couldn't otherwise capture," Arnold explained.

Tandet Group has a similar experience. It pulled a Plaid for Dad tanker across North America.

"I have had drivers indicate that they have had customers and other drivers in parking lots ask what it is about," said president Scott Tilley. "They give a brief description that we support the foundation every year in June with fundraising and then say to go to the website."

Finding drivers to pull a specially designed trailer that's decked out to promote a meaningful message is never difficult. Just ask Scott Pustai, owner of Total Transportation Solutions. His fleet is pulling two trailers adorned with graphics supporting the Wounded Warriors campaign, which raises funds to help military veterans and first responders suffering from post-traumatic stress.

"Already, my drivers are fighting over it," he told *Truck News* when the trailers were unveiled earlier this year. "I've not run into any guy who said, 'Why are you doing this?' It's a no-brainer to me." **TN**

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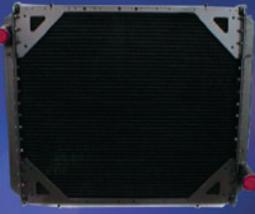
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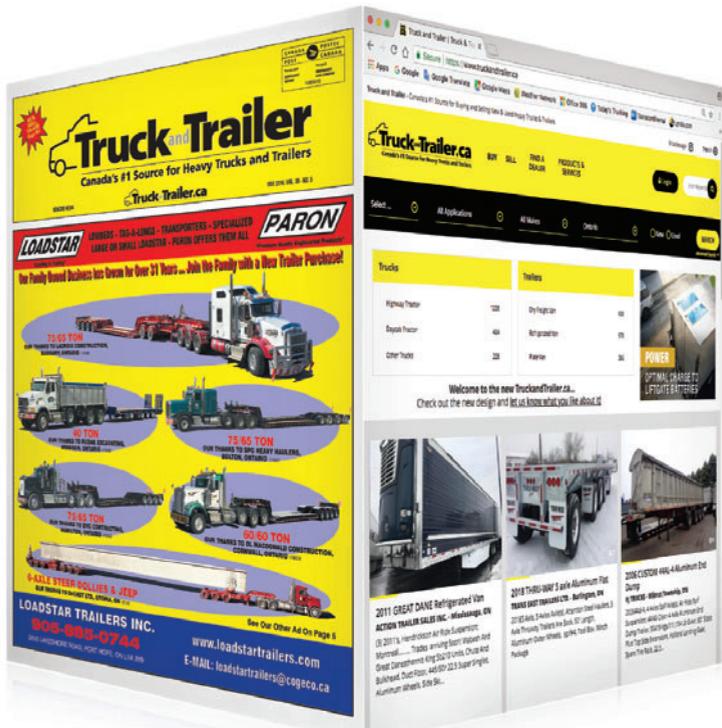
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**(3) 2009 UTILITY TRIDEM REEFER WITH CARRIER MULTI-TEMP UNITS**

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**6 (40) 2009 UTILITY 53' TRIDEM REEFERS**

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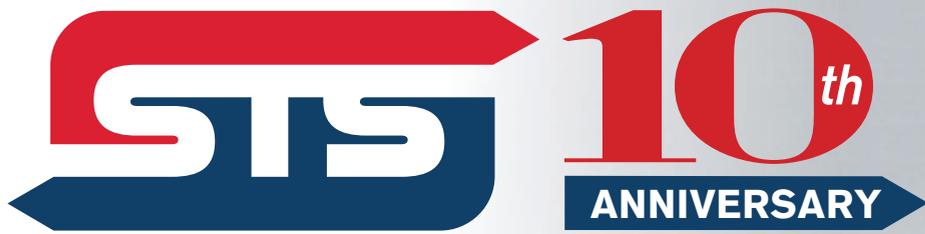
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# Announcements

The **PMTC** gives out awards; **Fastfrate** names two vice-presidents; **Volvo** names new North American leader; and **Challenger** announces appointments

**David Armstrong**, who works for CPC Logistics in the John Deere fleet, Home Hardware's **Rob Bentall**, and **John McCallum** of Praxair Canada were the latest inductees into the Private Motor Truck Council of Canada's Hall of Fame. They join just 60 other professional drivers who've been inducted since 2002. The Hall of



Fame resides on the PMTC's website at [www.pmtc.ca](http://www.pmtc.ca). They also received a model truck which sits on a personalized wood base, and a leather jacket. The three drivers have averaged five million kilometers, which is equal to six trips to the moon and back.

**Linda Valliere** has been named the first-ever winner of the Rick Austin Memorial Dispatcher of the Year Award. The Praxair dispatcher has been with the company for 40 years in various roles. She has a legendary rapport with drivers, according to her company, and always takes the time to get to know them personally.

Her priority is safety and she consults with drivers to ensure they're comfortable with the trip they've been dispatched. Many drivers, according to her company, ask for her by name when they call in for directions. Valliere received the award at the Private Motor Truck Council of Canada's annual conference.

An aspiring truck driver will see his dream come true thanks to a scholarship from the Private Motor Truck Council of Canada (PMTC). **William Gavin** of Cardinal, Ont., has won the scholarship to obtain his A/Z licence from a top training school in Ontario. He will become a professional driver like his father, stepfather, father-in-law, and grandfather, who were all truck drivers with a million miles under their belts.

The PMTC also awarded two young leaders with education bursaries, to cover two of four courses required to complete the PMTC Logistics Management Graduate Program. The bursaries went to **Marcus Mares** from PeopleNet Canada, and **David Parsons** from Sleeman Breweries.

The Fastfrate Group announced the appointment of **Richard Rose** to the newly-created position of vice-president, prairie region. Based out of Calgary, Alta., Rose will be responsible for all Fastfrate activities in Manitoba, Saskatchewan and Alberta. He will also oversee Thunder Bay, Ont., and Kelowna, B.C. Rose joined Fastfrate as the Calgary terminal manager in the fall of 2016.

The company also appointed **Tony Kelly** to the newly created position of vice-president, B.C. Region. Based out of Vancouver, Kelly will be responsible for the Vancouver and Vancouver Island terminal locations.

Volvo Trucks North America has named **Peter Voorhoeve** its new president. He will take over the role Sept. 1, succeeding Goran Nyberg,



who left the company in April. Per Carlsson will continue as acting president until Sept. 1. Voorhoeve comes to the North American market by way of Australia, where he has led Volvo Group since 2013. He has been with Volvo Group for nearly 20 years.

**Paul Weatherbie** has been named the new marketing communications manager for Challenger Motor Freight. He joins Challenger with more than two decades of marketing experience within the transportation industry.

Challenger also announced the appointment of **Robert Dike** to recruiter. Dike has been with the company since 2005, most recently as a driver trainer. He is based out of the Challenger facility in Abbotsford, B.C. **TN**

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## Mark Dalton: Owner-Operator

By Edo van Belkom

**M**ark spent the last few days driving through the U.S. with a load of electronic components destined for a warehouse in Sante Fe, New Mexico. After that load was delivered, Bud sent him to a food processing terminal in Albuquerque where he was scheduled to pick up a load of pecans for a confectioner in Toronto.

He had never been in that part of the U.S. before, and now seeing the rugged hills and mountains spaced between the arid flatlands, he had an idea why. But he also imagined that the climate and conditions were likely good for growing things like pecans, and it was probably why the nut was one of the more expensive ones out there.

After backing up to the loading dock, Mark got out and entered the shipping area, thankful that the warehouse was climate controlled. Mother Load had air conditioning but when it got as hot as New Mexico in late summer, the cab never seems to get totally cooled down.

"What are you here for?" the shipper asked Mark when he appeared out of his office.

"Mark Dalton," Mark answered. "I'm here for a load of pecans headed for Toronto."

"Right, okay. It's ready to go. I'll have the papers for you in a minute."

As they had been speaking another driver appeared. He looked to be local, of some sort of Spanish descent, most likely Mexican. When the shipper saw this new driver his head snapped in the man's direction and he said, "Who the hell are you?"

"Andrew McWaters," the man said. Mark was surprised by the man's English without a hint of the Spanish accent he'd expected. "I'm supposed to pick up a load going to Los Angeles."

"You don't look like no McWaters to me," said the shipper.

Obviously, the shipper was as surprised as Mark that the Mexican-looking driver sounded anything but Mexican, but what did that matter, Mark wondered. He was here to pick up a load and he was on time, so what was the problem?



Illustration by Glenn McEvoy

## Greatness is in the eye of the beholder – Part 1

Even though he didn't have to explain a thing to the shipper, especially about his heritage, he began to anyway...as if he'd told people his story hundreds of times over the years. "My grandfather was an English diplomat in Mexico City in the 1960s. He had an affair with my grandmother who was a cleaner in the Embassy..."

"Save it!" the shipper said, cutting the man off in mid-sentence and retreating to his office.

That left Mark and the other driver alone in the shipping area looking at each other in a long and awkward moment of silence. Mark wanted to say something, but he had no idea what. The man looked as if he was traveling down a road he'd been down before.

Just then the shipper reappeared and said, "I don't have that load anymore. It's gone and you need to go too."

Mark was stunned. How could the load be gone? And why was he being so rude to a driver who was just doing his job?

"But I've got all the paperwork, how could it be gone when I've got

all the paperwork here in my hand?"

"You speak English, so I know you heard me. It's gone! Understand?"

Mark was unsettled by the scene unfolding before him and was beginning to wonder if the load had suddenly disappeared because the driver who came to get it was Mexican and not the pure white Christian his name suggested him to be.

"I'm just here to pick up a load. I've got a wife and family to support..." the driver began to say.

"You speak English well enough, but you still a little stupid." There was anger and a tinge of hate in the man's eyes as he spoke. "I can't give you a load I don't have."

The driver continued to stand there and Mark respected the fact that he wasn't just going to accept that there was no longer a load. But as it stood, there was no way he was going to be leaving with anything in the back of his truck. Unless...

"Why don't you take my load?" he said.

Both the shipper and other driver looked at him in disbelief.

"It's a good long haul into Canada." "That would be great. My passport's in my truck."

Both drivers looked at the shipper at the same time. He was in a bind now. Mark's load was ready to go. He couldn't possibly change his story twice in a minute, could he?

"Just a minute," the shipper said, disappearing into his office.

"Thanks for the offer, man," the driver said. "I usually wouldn't take another driver's load, but I need the work."

"Don't worry," Mark said. "I can always get another load somewhere." He looked at the man a moment and studied the look of desperation on his face. "I'm guessing this has happened to you before."

"Every once in a while. More now than in previous years."

They stood there in silence for a while. Mark didn't have to wonder why this man had experienced an increase in discrimination like this over the last couple of years. There was a different feel in parts of the U.S. where racism and overt discrimination had been allowed – even encouraged – to rear their ugly heads. The shipper reappeared with two sets of papers in his hand.

"Turns out I still have that load after all."

"Thank you," the driver said, taking the papers from the shipper but looking directly at Mark as he spoke. "Thank you very much."

Mark nodded.

The shipper then turned to face Mark, his face hardened and chiselled with a hint of irritated anger. "Here's your papers. They're loading your truck right now."

"Thanks," Mark said. "I appreciate it."

"Yeah, I bet," the shipper said, looking Mark up and down. "Next time, you just keep your mouth shut."

Mark smiled, but just barely. "I don't know if there will be a next time." **TN**

*Mark Dalton returns next month in Part 2 of Greatness is in the eye of the beholder.*

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# Big Freight merges with Kelsey Trail Trucking

## WINNIPEG, MANITOBA

Big Freight Systems has announced it will merge with Kelsey Trail Trucking, combining to operate nearly 750 tractors and trailers.

Kelsey Trail will operate as a division of Big Freight, and will keep its operations intact, the companies announced. Kelsey Trail operates locations in Saskatoon, Sask., and Innisfil, Ont.

"This is a big day for both companies," said Gary Coleman, president of Big Freight. "While we will oper-

ate somewhat autonomously, we will share many resources – there is a lot of synergy between the two companies. Big Freight hauls single flatbed trailers throughout the U.S. and Canada, while Kelsey Trail is the largest dedicated B-train operator in Canada, with coast-to-coast truckload and LTL service. Kelsey Trail also has a regional B-train operation in Ontario and Quebec. We've never competed for freight, but now we'll be able to work together in some creative ways. That's exciting for both companies,



Gary Coleman, president of Big Freight, welcomes Kelsey Trail Trucking president Jim Clunie to the fold.

and it will be a benefit for our customers. It will give us a competitive edge and more freight opportunities."

Jim Clunie, president of Kelsey Trail Trucking, said the match was a good one.

"Our values, passion for the industry and our penchant for customer service is very much alike," he said. "I've had others knock on our doors, but have never been inclined to sell or merge. We've been very successful. But, the opportunity with Big Freight was different, and what our two companies can do together is very exciting. What's more, Big Freight is a part of Daseke, which represents the largest asset-based flatbed operation in North America. This combination led us to the merger."

Kelsey Trail operates 80 tractors and a trailer fleet consisting mostly of five-axle B-trains.

Big Freight also recently celebrated its 70th anniversary of operations. **TN**

# Home Hardware, John Deere win fleet safety awards

## NIAGARA FALLS, ONTARIO

John Deere Canada and Home Hardware Stores were the winners of the Private Motor Truck Council of Canada (PMTCC) Fleet Safety Awards.

The awards were presented at the PMTCC's annual meeting.

John Deere won in the small fleet category. It operates 55 power units and owns 150 trailers, averaging 11.5 million kilometers a year hauling agricultural products across the

U.S. and Canada. It has 67 drivers supplied by CPC Logistics and is a six-time Fleet Safety Award winner.

The company has a written safety policy that's updated annually. New hires need three years of experience and must undergo drug and alcohol screening and a road test. The company has a CVOR violation rate of just 3.34%.

Home Hardware Stores won in the large fleet category. It employs 157 fleet-related personnel includ-

ing 136 drivers who operate 141 trucks, totalling 17.7 million kilometers a year. The hiring process includes two interviews, reference checks and a road test followed by three days of in-class orientation and then a minimum of three days with a driver coach.

Their performance is reviewed after three months before full-time employment is offered. Drivers attend annual safety meetings

and safe driver banquets. They receive ongoing training throughout the year and are active in the truck driving championships. Home Hardware has an accident review committee that meets quarterly and includes drivers. Drivers also enjoy a safe driving bonus program and profit sharing.

This marks the fleet's eighth time winning the award. It has a CVOR violation rate of 12.09%. **TN**

# Express Mondor raises \$25K for charity



## LANORAIE, QUEBEC

Express Mondor has raised \$25,000 to support the fight against breast cancer, bringing its five-year total to more than \$130,000.

The company raised the funds through its annual golf tournament and fundraising dinner, which attracted more than 200 people this year on June 14. The funds were donated to the Quebec Breast Cancer Foundation.

"The annual Express Mondor golf tournament has become a tradition. People look forward to it and are very happy to get together and have a good time while contributing to a cause that affects us all and is important to us," said Billy Mondor, vice-president of business development at Express Mondor. "Every year, we're delighted by the resoundingly positive response of the many Express Mondor employees, part-

ners and clients who participate in our fundraising event. We consider the tournament a unique opportunity to rally together to help against this disease. Moreover, as a sign of our commitment, one of our new trucks sports the foundation's colors and carries its message across North America."

"The foundation is very happy to be able to count on Express Mondor's support," added Karine Iseult Ippersiel, vice-president, development, partnerships and strategic alliances at the Quebec Breast Cancer Foundation. "The amount raised this year is yet another indication of its management, employees and partners' commitment to the cause. This gesture helps advance breast cancer research, raise awareness about the challenges about this disease and its impact on family." **TN**

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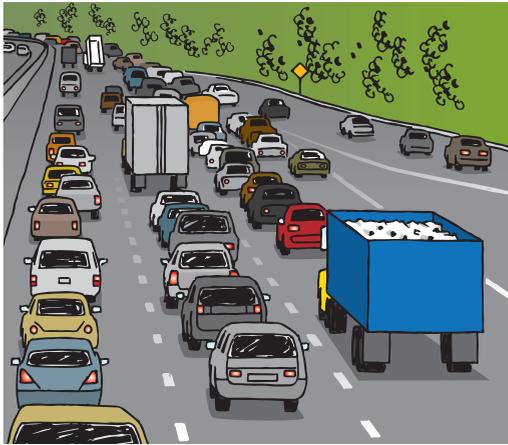
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# The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom



Vic is driving along the QEW, heading back to the scrapyards for another load of steel.

It is a bright, sunny day, not too hot and Vic is driving with the windows open and the radio playing. Traffic is moving well and he hasn't even had to stop for traffic lights. It is a perfect day for driving. As he merges with traffic onto the QEW, Vic notices a dump truck ahead that seems to be driving along with its box raised as high as it will go.

Vic watches closely trying to determine whether what he is seeing is real or not.

A little closer now, he is sure. In his mind, Vic goes through the next 5 kilometers of highway and realizes there is a huge bridge coming up and if the box is still up when the dump truck gets there something very bad is going to happen.

What can he do?

Vic's truck was equipped with a CB radio when he bought it but he'd never used it much before since he'd never had a need to, especially now that everyone has a cell phone of their own.

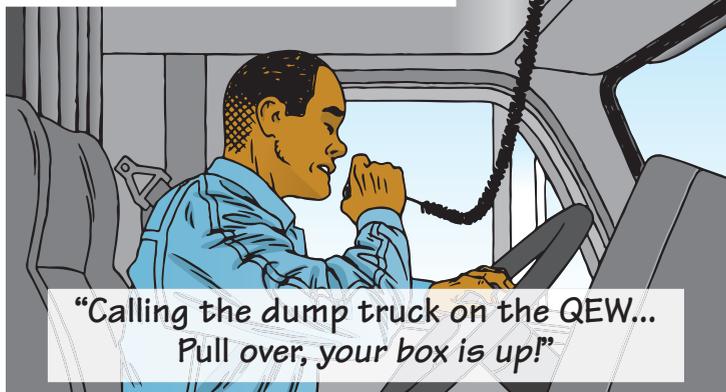


Illustration by Glenn McEvoy

Vic continues on the radio for a few kilometers, but without any response other than a few other drivers chiming in.

"What an idiot!"

"Maybe he's drunk?"

"What the hell is he thinking?"

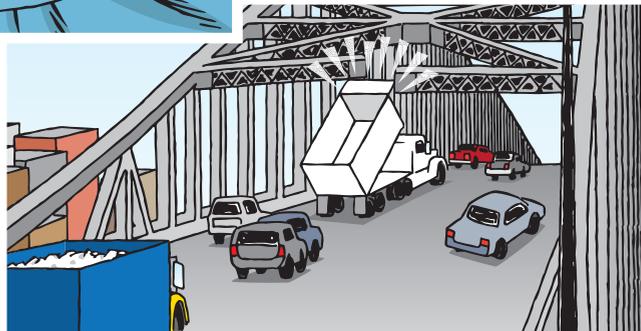
In the distance Vic can see the outline of the Burlington Skyway Bridge.

He puts down the CB and decides to try and get beside the dump truck driver to try and warn him, but traffic is moving well and it doesn't look like the driver is slowing down. Still, after minutes of hard driving, Vic is able to get even with the driver. He blasts his air horn and does his best to warn the driver that his box is raised, but the dump truck driver only waves back at him.



By now the highway is alive with the sound of cars on both sides of the road blasting their horns. But to no avail. The truck just keeps on going.

Vic realizes the driver won't be stopping for anything and the only thing he can do is slow down and get out of the way. Vic watches as the inevitable happens...



After the crash, Vic is able to get through the open lane and drive around the now stuck dump truck. He's sorry he's not stopping to help the driver, but that moment had passed and now Vic is just glad he didn't get stuck behind this truck for hours, or the rest of the day.



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# Goodyear adds longhaul steer tire to Endurance line

By **Sonia Straface**

## AKRON, OHIO

Goodyear rolled out its new Endurance longhaul steer tire June 20. The new tire — the Endurance LHS — designed with all new compounds, is the latest product added to Goodyear's Endurance family of high-mileage longhaul tires.

According to Mahesh Kavaturu, Goodyear's marketing manager for commercial longhaul and regional products, the tire was designed to complement the longhaul drive tire Goodyear unveiled at last year's North American Commercial Vehicle show in Atlanta, Ga.

The new Endurance LHS replaces Goodyear's current G399A tire, while

still using that tire's "trusted and true tread design and geometry."

Kavaturu said during a virtual news conference that the purpose of this new tire was for customers to enjoy "the best of both worlds" in terms of improved miles to removal and increased fuel economy.

"We are actually eliminating the trade-off that you see in tires," he said. "Typically, when you get mileage you have to compromise in fuel and vice versa."

The new tire features: a new, wear-resistant tread compound; a new dual-layer tread with uniform stiffness for slow, even wear; new rigid casing construction for a consistent footprint; and new casing compounds for low rolling resistance.



"Longhaul fleets are the biggest segment of the North American trucking market," said Kavaturu. "When it comes to tires, these companies measure every mile. And they want to get as many miles as possible out of their tire investment, without sacrificing other performance benefits like fuel efficiency, even wear and traction. We believe that the new Goodyear

Endurance LHS, along with the Goodyear Endurance LHD, can help fleets achieve this balance and ultimately lower their operating costs."

The Goodyear Endurance LHS is available in the following sizes: 295/75R22.5 (Load Ranges G and H); 11R22.5 (Load Ranges G and H); and 11R24.5 (Load Ranges G and H). An additional size, 285/75R24.5 (Load Ranges G and H), was scheduled for a July release.

"The Goodyear Endurance LHS and Goodyear Endurance LHD are positioned to become the 'go-to' steer/drive tire combination for longhaul fleets looking for returns on their tire investment," said Kavaturu. **TN**

# Michelin takes action for traction

## EDMONTON, ALBERTA

Michelin is launching what it calls "its most aggressive drive axle tire" in the Michelin X Works Grip D tire, made specifically for energy sector and logging fleets operating in extreme conditions.

In fact, truck operators and dealers in the Grande Prairie, Alta., area were at the heart of the development process, the company says. They provided first-hand feedback during the last two years, including input on tandem and tri-drive tire prints.

Traction is created by staggered shoulder blocks that provide lateral grip to handle slippery conditions and sawtooth lugs with more than 800 serrated edges that maximize grip on ice- and snow-packed surfaces.

Through the combination of an extra wide tread and an optimized rubber-to-void ratio, traction is maximized without sacrificing mileage, according to the company.

Casing durability is made possible through four significant features: stone protection thanks to ejectors around the center block that fight stone retention and drill-



ing; shock, impact, and road hazard protection through four steel belts at the crown of the tire; sidewall protection realized through extra thickness, which protects the tire in extreme conditions from chipping and scaling; and Co-Ex Technology for a cool-running tread that reduces temperatures in the crown area and preserves the casing, increasing the ability for the tire to be retreaded.

To maximize uptime, Michelin optimized the housing design of the tread and the positioning of the shoulder blocks, allowing for a quick and efficient installation and removal of snow chains.

The Michelin X Works Grip D tire is available in 11R24.5 size and load range H. **TN**

**Eaton Cummins Automated Transmission Technologies** is expanding the medium-duty coverage for its Procision seven-speed dual-clutch automatic transmission to include utility, construction, tanker, refuse and municipal trucks.

The existing 35,000-lb gross combined weight rating and maximums of 300 hp and 660 lb.-ft. of torque remain.

The Procision transmission is paired with the Cummins B6.7 engine by many Classes 6 and 7 truck and bus manufacturers.



Features include the IntelliConnect telematics-capable system that offers fault codes in almost real time, prioritizing critical events. **TN**

**Kenworth has added three Dana Spicer axles to K270 and K370 medium-duty cabovers.** The truck models are now available with the Dana Spicer S140 Series of single-reduction, single-drive axles, with gross axle weight ratings from 16,000 to 21,000 lbs. The two S140 Series axles feature a ratio coverage from 3.31 to 6.50, and standard R Series spindles.

The S140 also features GenTech gearing to reduce noise levels by up to 12 dB versus standard gear designs, and provide a smoother vehicle ride. And up to 85 lbs has been shed when compared to the Dana P20060S axle.

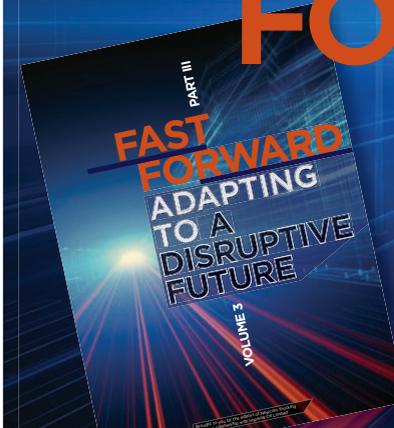
The Dana Spicer S21-172 and S21-172E single-reduction, single-drive axles offer added durability, reliability and efficiency compared to the S170 Series. Both have a 21,000-lb. rating and ratios between 3.07 and 6.14. The S21-172 is 57 lb. lighter than the S21-170 that came before it, and also uses 10 pints less oil and 10-20% power loss for the same ratio. The S21-172E, meanwhile, offers the same weight and oil usage as its S21-170E predecessor.

The 10-000-lb. Dana Spicer E1002IL steer axle features a steel-forged beam design, and comes in both standard and wide-beam widths, saving 35 lbs per vehicle. **TN**

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# Quality over quantity

Larry Young doesn't care if he owns the biggest carrier in Canada, he wants to own the best

## MISSISSAUGA, ONTARIO

Larry Young started in trucking in the safety and compliance world. In 1993, he was the go-to guy for many major carriers on how they should be running by the book to stay in the good graces of the department of transportation.

Then in 2008 everything changed. Young saw how many drivers were branching out to be owner-operators and how many of them were succeeding.

"And I thought to myself, well if I can run around and tell everybody else how to run a trucking business, then I should probably be able to do it myself," he recalled to *Truck News*.

And in that year, Young Transportation System was born.

The company started hauling food and produce in 2008 and Young says despite the difficult economic climate at the time, he was able to find some really good drivers to come on board with him.

"On day one we hit the ground running and I haven't slowed down since," he said.

Today, Young Transportation boasts 60 trucks in its fleet that hauls a mix of general freight and frozen goods in Eastern Canada, mainly Ontario, Quebec, Nova Scotia, and New Brunswick.

And Young is okay with that truck count.

"We've had as high as 185 trucks and been as low as six. The way I look at it is, I don't need to be the biggest fleet, I need to be a good one. It's all about quality over quantity when we're talking about drivers," he said, adding that the driver shortage is affecting his business.

Young said he doesn't believe those carriers who say they're not affected by the shortage, and presumes that if they're not yet affected, it means they are just lowering their standards to get drivers behind the wheel.



"There are some carriers, not all, that will take drivers out of school and send them to Vancouver in their first week," he said. "And if that's your standard, then you're not short of drivers because everyone that shows up on your doorstep is a hire. I have enough work for 70 more guys, but where will I find them? I won't. I'll find them one, two, three at a time."

To be a driver for Young, you have to have at least three years of driving experience.

"We are hard-nosed about CVORs," he said. "We want to know what kind of trouble you've been in before, and then we always do a comprehensive road test and get references going back half a dozen years if we can."

The road tests Young conducts are often long, because as Young says, it's a chance to get a feel for the driver's personality.

"It's not about finding out if they have the skills to drive this piece of equipment, it's about finding out if they've got the right attitude that goes with the job," he said.

When it comes to retention, Young says his loyal, long-term drivers are sticking around because of the business's impeccable pay schedule and open-mindedness.

"I think what keeps (drivers) here is we pay them well," he said. "They don't have to run around to get their pay. And we make sure they are paid properly and on time. Plus, the work is on time and steady. Guys like that. And we are becoming more and more open-minded of the needs of our drivers and owner-operators. We recognize that we are better off keeping a guy around and working around his schedule, than letting him go to prove a point. We're trying hard to work more with our drivers because they're our assets. We are considerate of their needs now more than ever."

The business wouldn't be the same without his many long-term employees, Young said.

"Long-term excellent employees and owner-operators are my biggest strength," he said. "Without them I have nothing. There isn't any sense in pretending. The long-term employees that have stayed with me, and have been impeccable, have been the greatest strength we've ever had and ever will have. We are very serious about what we do. We do our business with a high level of integrity. I have guys who go year after year without even so

much as a violation or out-of-service. I'm very proud of them. I'd like to be able to put them all on the photocopier. They are all members of their community, and just well-rounded business people."

What keeps its drivers so clean on the road, is what Young calls the 967-1111 theory. It belongs to a pizza chain. "Why do I know that number? I'm not a lover of pizza. I know that number because people inundate me with it."

Along with regular meetings, Young says drivers have scheduled safety meetings reminding them about managing their speed, staying on the right, and keeping their distance.

"All the things that help keep people out of accidents," Young said. "And we do this all the time. Constantly reminding them. We have training coming out of our ears."

In the future, Young says he just wants to continue doing what he's doing.

"I have a core group of young people in their 30s and 40s working for me and it is my intention to turn it over to them," he said. "They've all proven they've got the ability and respect and integrity to run with it. So, I hope to be sitting in the sunny south, and have the business run with the same *modus operandi* as it always has. How many trucks will it be? I don't know and I don't care." **TN**



**Sonia Straface** is the associate editor of *Truck News*. She has been covering the Canadian trucking industry since 2014.



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