

TRUCK NEWS EAST

Delivering daily news at trucknews.com

Volume 38, Issue 12

Page 20**2019 outlook**

Has the trucking industry peaked, and will 2019 mark a correction? A panel discussion shares insights.

Pages 31-33**Small truck, big power**

International rounds out its lineup with its re-entry into the Class 4/5 segment with the new CV Series.

Page 41**Final word on Driver Inc.**

Changes to how government views Driver Inc. mean it no longer makes sense for carriers, either.

Page 42**Trailer talk**

The trailer market has never been hotter, and trailers have never been better made.

End of an era

GM closure brings end to half-century long relationship with local carrier

By Harry Rudolfs

OSHAWA, ONTARIO

When General Motors announced on Nov. 26 that it was shutting down the last Oshawa, Ont., assembly plant at the end of 2019, most of us were gobsmacked. GM has been an integral part of that community for more than 100 years. About 2,500 jobs will be lost, and they won't be coming back. But Dean Mackie, president of Mackie Transportation in Oshawa, admits he wasn't completely taken aback.

"We were not totally surprised to hear of the closure and it still is concerning," he said. "GM accounts for approximately 20% of our current revenue. But we had already been looking at new work to replace the GM automotive work when it expires. General Motors has been a large part of our company's business for over 50 years, but we have diversified."

He even suggests the plant closure may be a boon of sorts, freeing up some capacity and creating some new opportunities.

"We are confident that this GM business will be replaced as soon

Continued on page 8

Careers: 2-3, 22-41

Ad Index: 49



Truck platoons featuring highway tractors and forestry trucks took to public Canadian roads for the first time in late October and early November.

A Canadian first

Platooning tested on Canadian highways, forestry roads for the first time

MONTREAL, QUEBEC

Truck platooning has been successfully demonstrated on Canadian public highways for the first time.

The tests took place between Oct. 29 and Nov. 2, and were conducted by PIT Group, Transport Canada, Auburn University, and Minimax Express Transportation. Highways around Montreal, La Tuque, Trois-Rivieres, and Blainville, Que., were used for the demonstration.

The trucks were driven in a convoy, linked by a computer system that maintained the desired following distance between the trucks. The computer also controlled braking and acceleration, allowing the trucks to travel closely together to reduce fuel consumption.

"PIT Group is a leader in the testing and integration of new technologies and this test is another example of that. We're very pleased with the preliminary results and we're convinced they will lead to other breakthroughs in this field in the near future," said Edouard Proust, a PIT Group engineer. The platooning technology used was developed by Auburn University's mechanical engineering department. A minimum following distance of 20 meters was maintained. The platoon disassembled at highway interchanges and covered a total of about 1,000 kms with regular traffic.

"We've driven the trucks under different weather conditions before but this was a first for us driving in a combination of rain, ice and snow," said James Johnson, a research engineer at Auburn University. "The automated braking and acceleration worked well in the weather

conditions and we're pleased with how the trucks performed throughout the testing."

Escort vehicles were used to ensure safety with the motoring public. The platooning system was engaged for most of the trip, Proust said.

"This is a great achievement. It's a little soon to make a conclusion on the data that was gathered but the system reacted properly to vehicle cut-ins and to road conditions," he noted.

PIT Group indicated eventually the following trucks may be entirely autonomous, but that eventuality is still some time away. The hope is that platooning can someday not only save fuel, but also assist with the driver shortage, or even attract younger tech-savvy individuals to the profession.

"We've been in business for the past 28 years and the issue of recruiting drivers has never been so real," added Yves Poirier, president of Minimax Express Transportation. "We've had to refuse business opportunities due to a lack of drivers. Our industry needs to find a way to attract new workers."

Meanwhile on Nov. 1, the same group demonstrated the technology on forest resource roads in Southern Quebec. The day-long test used logging trailers and was conducted in Riviere-aux-Rats, Que., along resource roads between a Resolute Forest Products logging site and its sawmill 75 kms away.

"These forestry platooning tests are an accomplishment for FPInnovations, regardless of their outcomes," says FPInnovations lead forestry engineering scientist,



Continued on page 8

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Power Play

Canadian shippers resigned to continuing rate increases in 2019

With buoyant freight volumes expected to continue into next year and equipment capacity remaining tight, Canadian shippers are bracing for continued upward pressure on transportation, particularly in truck transportation. Truckload and LTL are expected to hold the greatest pricing power, according to our annual Transportation Buying Trends Survey.



Follow Lou on Twitter @LouSmyrlis.

Canadian shippers expecting to increase use of modes

Rail	26% of respondents
TL	36%
LTL	34%
Private fleet	16%
Courier	22%
Marine	35%
Air cargo	13%
Intermodal	31%

Canadian shipper views on competitive activity between modes

Well above normal levels	8% of respondents
Above normal levels	21%
Around normal levels	42%
Below normal levels	9%
Well below normal levels	3%
NA	17%

Shipment level projections for 2019 compared to this year

Down more than 20%	0% of respondents
Down 10-20%	2%
Down 5-10%	2%
About the same	35%
Up 5-10%	48%
Up 10-20%	10%
Up more than 20%	2%

Modes expected to have greatest pricing power

Rail	10% of respondents
TL	35%
LTL	23%
Air Freight	5%
Marine	8%
Intermodal	11%

Canadian shipper projections for core transportation pricing in 2019 (excluding fuel surcharge)

	Flat	Up 2%	Up 2-5%	Up 5%+
TL	10% of respondents	14%	40%	20%
LTL	14%	19%	38%	19%
Intermodal	17%	13%	28%	16%
Rail	20%	12%	27%	6%

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

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

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

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

EDITORIAL

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

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

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

DESIGN AND PRODUCTION

Michael Chimienti, Beverley Richards,
Carolyn Brimer, Tim Norton

ACCOUNT MANAGERS

Anthony Buttino
National Accounts Manager
514-292-2297
anthonyb@newcom.ca

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

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

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

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

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NEWCOM

CHAIRMAN & FOUNDER:

Jim Glionna

PRESIDENT

Joe Glionna

VICE-PRESIDENT

Melissa Summerfield

Director of Circulation

Pat Glionna

Subscription Inquiries

Lilianna Kantor

Phone: 416-614-5815

Fax: 416-614-8861

Email: lily@newcom.ca

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Contents



31



42

In Every Issue

Marketplace	43-48
Announcements	49
Ad Index	49
Mark Dalton	52
Products	53



19

Feature Stories

Big debut for small truck

Navistar International is back in the Class 4/5 segment, with the launch of the CV Series, co-developed with General Motors. **31-33**

Trailer market is hot

The trailer market has never been hotter, and the trailers themselves have never been built better. **42**

7 Editorial

As the holidays arrive, so too do increasingly sophisticated cargo thieves. Don't let the Grinch steal your load.

8-25 Business

Freightliner gives an update on the Mexican truck market, fleet executive warns of slower 2019, and trucks continue to hit a low Montreal overpass.

27-33 Equipment

Demand for new Class 8 trucks and trailers continues to set new records, Nikola raises more money, and Train Trailer expands operations.

35 AI Goodhall - Opinion

Does trucking focus too much on skills-based training? AI Goodhall makes the case.

36-37 Angela Splinter - Human Factors

Angela Splinter writes about the seven human resources-related topics that will dominate 2019.

38 Karen Bowen - Health

It's not only cold outside, it's also cold season. Karen Bowen offers tips to keep your cab germ-free and to stay healthy this winter.

39 Dr. Chris Singh - Health

No matter how urgent your delivery may be, park the truck and get to the hospital if you suspect appendicitis.

40 Health

The trucking industry will kick off the new year with a new weight loss challenge. Are you up for it?

41 Scott Taylor - Tax Talk

In what he hopes is his final column on Driver Inc., Scott Taylor writes that it no longer makes sense for carriers, either.

50 Calendar of Events

Consult our annual listing of industry events to plan your 2019.

51 Fleet News

Andy Transport sets up shop in Windsor, Canada Cartage expands in Mississauga, Ont., and Arnold Bros. paints the Winnipeg Christmas parade plaid.

54 The Last Word

Woodcock Bros. has kept driver turnover low, and is being rewarded with steady success.



54

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As we prepare to enjoy the holidays, cargo thieves are preparing to take advantage

As the holiday season approaches, beware the Grinches that are preparing to pilfer your loads. Holiday season is a peak time for cargo theft, according to a new report from Northbridge Insurance, which also sheds new light on the thriving illegal business.

Northbridge was able to prepare the report, thanks in part to an increasing willingness within the industry to report such losses. This is partly due to a partnership between the Canadian Trucking Alliance and the Insurance Bureau of Canada, which urges carriers to report thefts and creates a central database that can be analyzed to identify cargo theft trends.

Some recent findings include that grocery and household items are the most sought-after by thieves, and there's an increasing focus being put on meat products. One such stolen load was worth \$200,000. Targeting meat requires a coordinated effort and investment in specialized equipment, which leads Northbridge to believe cargo thieves are also becoming more sophisticated.

Heck, they're not even always ditching the trailer. Thieves are increasingly dismantling the trailer, making it virtually impossible to recover. While Ontario remains the hot spot for cargo theft, the western provinces

are seeing an increase in stolen lumber loads and heavy equipment.

Thieves are also taking advantage of the latest technologies to ply their trade. They will breach online broker sites, select high-value deliveries, and then collect those loads fraudulently using a fake identity. By the time the legitimate carriers shows up to collect the load, it's long gone.

I spoke to Garry Robertson, leader of the Claims Special Investigations

Unit at Northbridge, who authored the report, to find out how fleets can fight back. He says it starts with knowing who's working for you. Make sure you're not hiring criminals by doing a thorough background check. Often, these thefts begin with inside information.

Also, instruct drivers not to discuss what they're hauling or where they're going. It may seem rude to dismiss such questions at the truck

stop, which usually amount to nothing more nefarious than small talk, but thieves will often try to find out as much as they can about a load and its destination before they risk stealing it.

Then there's the general care that needs to be taken around the yard. Don't leave the trailer in an unsecure area, ensure only approved individuals are allowed access to your facilities, install cameras, and use GPS and geofencing to quickly identify stolen loads before they disappear for good.

Next month, I'll report in more detail on the report and what fleets can do to eliminate cargo thefts. But until then, keep in mind, the holiday season, when many of us are relaxing with family and trying not to think about work, is when the thieves are at their busiest. **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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Proving platooning

Continued from page 1

Francis Charette. FPInnovations is the parent group to PIT. “To the best of our knowledge, no other company has tested platooning in a forest environment. As a respected non-profit forestry R&D organization, FPInnovations is ideally positioned to bring together specialized research organizations and commercial industries to further the common goal of introducing platooning on forest roads.”

This test marked the first time platooning technology was tested under thick forest canopy or used to control trucks on gravel roads, FPInnovations says.

“We’re very glad to be a part of today’s tests,” says Resolute Forest Products director of forestry operations, Jonathan Perron. “The forestry industry has to be innovative to compete globally and the concept of automated platooned trucks following one lead truck driver can help us improve our efficiency despite a labor shortage that’s affecting our industry across the country. We also believe that this type of technology will help us attract a new generation of forestry workers.”

The trucks traveled at 70 km/h at a following distance of 20 meters. **TN**



Minimax Express Transportation donated equipment for the use of on-highway platoon tests in Quebec.

“We’ve been in business for the past 28 years and the issue of recruiting drivers has never been so real.”

– Yves Poirier, Minimax Express Transportation



Forestry trucks traveled 75 kms in platoon formation on logging roads during tests overseen by PIT Group.

GM to be missed

Continued from page 1

as the plant closes. Other customers have expressed interest in our company doing more for them,” he reasoned.

The business can be replaced, but will be missed. The company’s patriarch, 84-year-old Ross Mackie, recalls going into GM to solicit some work for Mackie the Mover in the mid-1950s.

“I think I was in my 20s. Merle, my dad, had gone to them trying to get some business moving their executives and families but hadn’t had any luck. He told me to go out and buy a suit and see what I could do,” he recalled.

The new suit must have worked. Mackie managed to get a meeting with the traffic manager and a few other department heads. “Then I got called back for two or three meetings,” he said. “After that, things started happening.”

That was the start of symbiotic relationship between the two companies. Besides getting the household moving work from the executive transfers, Mackie soon became a preferred carrier for coast-to-coast car shows and prototype deliveries. Ross even recalls picking up the first robot in Detroit and

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delivering it to the south assembly plant. Next came Mackie Automotive. It was born after the carrier was chosen by GM to set up international sub-assembly plants that spread across two continents. Eventually there would be 10 of these plants located in Canada, the U.S., England, and Germany, employing 2,000 people worldwide.

But Ross's connection with GM is more intimate than that. The 1948 "Maple Leaf" GMC single axle tractor in his antique truck collection used to belong to GM Canada founder Robert Sam (RS) McLaughlin. The truck was driven by McLaughlin's personal chauffeur, Clarence Lowry, who used it to haul his boss's racing horses around Ontario and south to Kentucky.

According to Ross, Lowry always felt the unit was under-powered, even though a salesman had convinced them it was adequate enough to pull the horse wagon. McLaughlin cryptically replied, "What does a truck salesman know about driving truck anyway?"

"The truck was originally meant to go to Smith Transport, and there were six of them parked up at the Ritson Road facility where RS and Clarence went to pick it up," said Ross. "Nothing too fancy, six-cylinder gas engine, vacuum-assisted hydraulic brakes."



Ross Mackie owns this 1948 GMC tractor that once belonged to RS McLaughlin.

The little tractor had been through several incarnations before Ross tracked it down, working for a time at a ready-mix plant and eventually becoming transformed and indentured as a tow truck to Charlie Foote Towing.

"My father freaked out when I brought it home. 'What are you going to do with that?' I told him I was going to restore it. These days, I take it out a couple of times a year and drive it around the farm," he said.

Ross recalls another occasion when he interacted closely with the McLaughlin family. Mackie Moving had been storing a 1908 McLaugh-



Dean (left) and Ross Mackie say GM will be missed, but the trucking company has diversified.

lin Buick at his facility when he got the call from General Motors that McLaughlin's daughter, Isabel, was having a garden party in Toronto and would like to borrow the Buick for the afternoon.

Besides being a McLaughlin heir-ess, Isabel was also a highly-regarded modernist painter. Ross reckons that he delivered the sedan somewhere in Rosedale where she was hosting a bit of a wine and cheese party for some of her elderly friends.

"She was probably in her 80s at the time and quite frail. She was really nice to me and wished she could sit behind the wheel," recalls Ross.

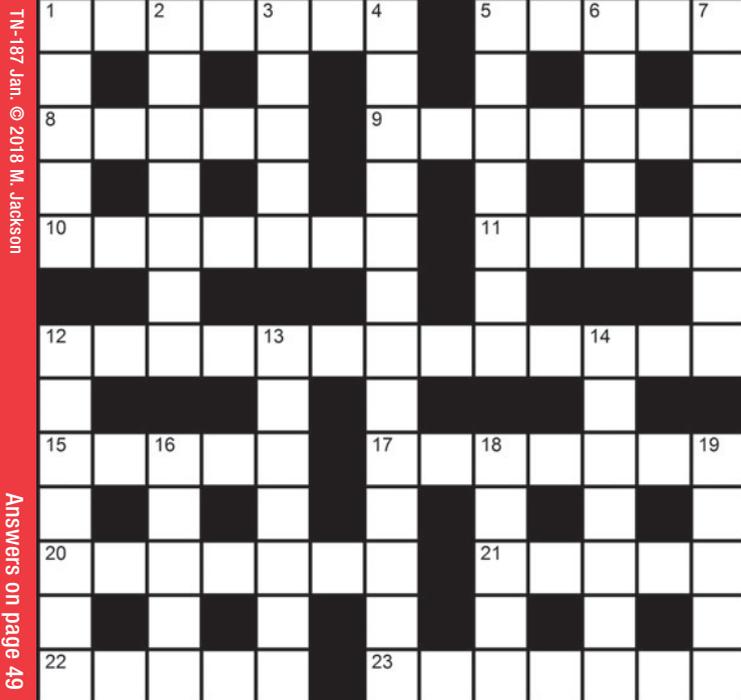
"I said that I would carry her and that's what I did. I still get emotional thinking about it. Stew Low, manager of corporate communications, came over and told me I shouldn't have done that, she might have been injured. But I told him I know how to handle valuable things."

Ross says he was devastated when he heard GM was closing its doors, but understands that Oshawa is no longer as dependent as it once was on the auto giant. Production will cease after 2019 but the company is keeping its head office in the east end of Oshawa, where it currently resides beside Hwy. 401 and Lake Ontario. GM also announced it will be hiring 250 high-tech workers in the Greater Toronto Area to augment its research into autonomous vehicles.

Dean Mackie thinks there is a bright side to the situation. "It may open up hiring of other drivers who were previously employed in some capacity working for GM," he said. And that's not to mention the laid-off auto workers who may be looking for a new career in trucking.

"Hopefully there will be other GM opportunities that exist in transportation," said Dean. "They have been a fantastic customer. We have to thank GM for all they have done for our family and company. They will be missed." **TN**

THIS MONTH'S CROSSWORD PUZZLE



TN-187 Jan. © 2018 M. Jackson

Answers on page 49

Across

- 1 Ocean containers, slangily (3,4)
- 5 Truck repair pros, briefly
- 8 Driver ____ accident cause
- 9 Trailer cargo restraint (4,3)
- 10 Suspension components
- 11 Trailer kingpin portion
- 12 DPF system cleanses
- 15 Uplifting vocational truck attachment
- 17 Driver's seat comfort item
- 20 Quebec home of Simard transport
- 21 Road ____, lengthy Australian rig
- 22 In-bond trailer attachments
- 23 They're sometimes one-way

Down

- 1 Trucks' design details, briefly
- 2 Truck fuel economy factor (3,4)
- 3 "Rubber City" in Ohio
- 4 Icy road rigs (4,9)
- 5 Ford cargo van
- 6 Mississauga aluminum trailer maker
- 7 U.S. truckers' '73 and '79 actions
- 12 Truckmakers' defect-fixing campaigns
- 13 Isuzu low cab forward line (1,6)
- 14 Goods in excess of Bill of Lading
- 16 Ultra One wheels brand
- 18 Trucking company, a.k.a. ____ carrier
- 19 Air or fuel system reservoirs

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OTA doles out awards

TORONTO, ONTARIO

The Ontario Trucking Association (OTA) took time at its annual executive conference Nov. 8 to honor some of the best and brightest in the industry.

This year, the coveted Omnitracs/OTA Service to Industry Award went to Mike Ham, who normally presents this same award to winners. He is the second OTA Allied Trades member to be honored with the award.

Ham started with Cancom Tracking in 1995, which would eventually become Shaw Tracking and, now, Omnitracs. He has been a longtime OTA Allied Trades member and loyal supporter of the organization as a whole.

"I will wear this award for the rest of my life, as a badge of honor. Thank you," Ham said upon accepting the award.

The Volvo Trucks-OTA Truck Driver of the Year was Lowell Thompson, a driver whose career spans more than half a century and includes an incredible 7.5 million accident-free miles.

Thompson has driven for Don Anderson Haulage throughout his 50-year career.

He admits there's been some good fortune over the years, but reveals the secret to his impeccable safety record comes down to the simplest of virtues: "You just need to have patience in this job. When you're going down the road with

100,000 lbs on it, it won't stop on a dime and give you 10 cents change, I can guarantee you that."

And finally, the winner of the Truck Hero of the Year Award was Connell Transport's Frank Vieira.

Vieira was just about to deliver his load to a customer in downtown Toronto last year when he heard a loud crash behind his left shoulder. He saw that a passenger car had rear-ended a roll-off truck in the opposite lane and one of the truck's overhanging steel beams had gone through the front windshield. He quickly pulled his truck to the side of the two-lane road and leapt out to assist.

When he approached the driver's side of the car, Vieira noticed part of the broken steering column had pierced the driver's throat.

"He was bleeding profusely," Vieira recalls. "There was blood all over

him and in the car. He was in shock and it looked like he was losing consciousness."

Vieira pried open the car door and applied pressure on the open wound to try and stop the flow of blood.

With his free hand, he dialed 911. All of a sudden, someone approached him from behind. Vieira turned around to see it was the driver of the roll-off truck; but once the man caught a glimpse of the graphic scene inside the car he passed out and hit the pavement.

"There was a lot happening at the same time," he said.

Paramedics arrived soon after and took over the scene. They thanked Vieira for his efforts and asked him to move his truck. He got back in his truck and immediately delivered his load. "I asked my customer if I could wash my hands.

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Then I ate lunch shortly after and went on with my work day.”

Thankfully, because of Vieira’s heroic actions, the man in the car was taken to hospital and survived. The truck driver was treated at the scene and quickly released.

“Frank was extraordinary,” says Scott Tilley, president of the Tandet Group. “What he did was very brave and selfless, but it also exemplifies what we want to exhibit to the public that trucking is more than just driving a truck. We are very proud of him.” **TN**

New report paves way to net-zero carbon emissions

WASHINGTON, D.C.

A new report from the Energy Transitions Commission (ETC) has suggested the heavy-duty transport industry can achieve net-zero carbon emissions at minimal costs to the global economy, through ambitious policy, accelerated innovation, and investment.

The report says it’s technically and financially feasible to reach net-zero carbon emissions by 2060 – earlier in developed countries – at a cost of less than 0.5% of global GDP. The report was titled *Mission Possible: Reaching net-zero carbon emissions from harder-to-abate sectors by mid-century*.

More than 200 industry experts were involved in its development. It concluded that full decarbonation is technically possible using technologies that already exist, although some have not yet met commercial readiness. Green shipping, the report concluded, would only add \$1 to the price of an imported pair of jeans.

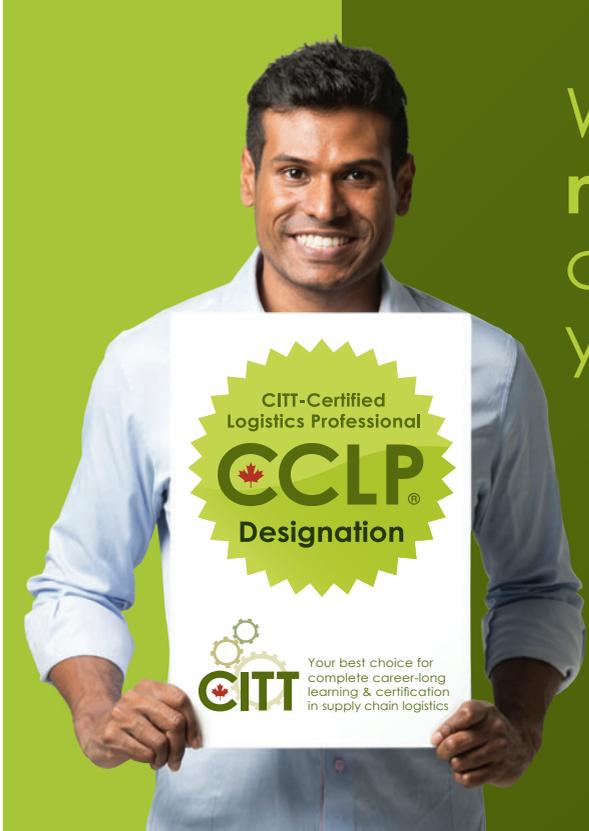
Electric trucks and buses are urged, and likely to be cost-competitive by 2020, the report concluded.

Shipping was one of the most challenging sectors identified, because of the high cost of decarbonization and the fragmented structure of the industry. The report suggests: tightening carbon-intensity mandates on heavy-duty transport; introducing adequate carbon pricing, using internationally agreed on pricing systems; and investing in green technologies through R&D support.

The ETC says it’s committed to achieving a net-zero carbon economy by mid-century.

“This report sets out an optimistic but completely realistic message – we can build a zero-carbon economy with a minor cost to economic growth,” said Adair Turner, co-chairman of the ETC. “We should now commit to achieving this by 2060 at the latest, and put in place the policies and investments required to deliver it.”

The full report can be found at www.energy-transitions.org. **TN**



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Tandet, Kriska win Food Sort Challenge

TORONTO, ONTARIO

Once again, the Daily Bread Food Bank hosted its food sort challenge to get major corporations involved in tackling hunger.

Held at Daily Bread's head office in Etobicoke, 20 teams and more than 200 people took part in the two-day long corporate Food Sort Challenge in early November.

In total, 42,000 lbs of food was sorted; food which was then distributed to food banks all across the city of Toronto.

Teams were tasked to sort and package donated food within a 1.5-hour period. Correctly packaging food – while checking for



crushed or open cans – was part of the challenge. Any team who failed to do so faced penalties.

Day two featured members of Trucks for Change – a not-for-profit organization that donates truck space to charities seeking to ship food and goods. All Trucks for Change teams gave it their all, but Tandet and Kriska Transportation tied for first place as the day two winners. **TN**

Drivewyze to bring scale bypass to Ontario

TORONTO, ONTARIO

Drivewyze has announced it's bringing its weigh station bypass platform to Ontario.

It will offer bypasses at 32 Ontario scales by the end of the year, the company told *Truck News* at the American Trucking Associations' Management Conference & Exhibition in late October. Ontario marks the company's second Canadian province – it currently offers bypasses at 31 sites in Alberta.

It also recently added 21 weigh stations in Oregon to its network. It is also adding more resellers, recently including Isaac Instruments and Orbcomm. Fleets using the telematics systems of Drivewyze resellers can subscribe through them, or can download a standalone Drivewyze Android app. There is a Canada-only rate, as well as a bundle covering U.S. and Canadian weigh stations.

Doug Johnson, vice-president of marketing for Drivewyze, said the Ontario rollout would begin with a pilot project sometime in November – barring delays.

"We are working towards a pilot in November, and we will definitely be active by the end of the year. We move as fast as our partner agencies will," he said.

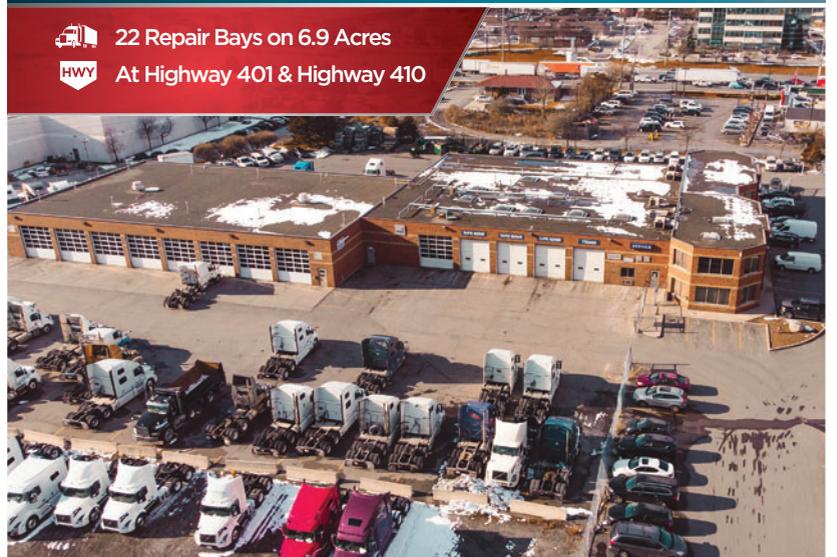
Johnson said fleets save an average of US\$9.31 when they bypass a scale, based on data derived from 12 million site visits. He also said there's a safety benefit, as drivers get warnings of an upcoming scale two miles in advance.

"The drivers love it," Johnson said. "A lot of carriers are offering this as an incentive, they advertise it as a perk." **TN**

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For Mexican fleet, Canada and U.S. represents opportunity and challenges

By James Menzies

PUERTO VALLARTA, MEXICO

The demise of NAFTA was a worrying experience for Fernando Paez, owner and CEO of Olympic Transport, which has built a successful business out of trucking from Mexico to the U.S. and Canada.

But he's optimistic a new trade deal will be ratified and will keep in tact cross-border business opportunities. Olympic Transport was the first Mexican carrier to be certified to haul freight into the U.S. and Canada. Paez seized the opportunity to provide a single source solution for cross-border shippers, reducing time that came with swapping trailers with U.S. carriers at the border zone.

With that opportunity came unique challenges, including training drivers on how to speak English and preparing them for what can be intimidating encounters with enforcement in the U.S. and Canada. Part of the orientation at the company involves ensuring drivers have adequate English language skills, and training them on how to communicate with enforcement. This includes rehearsals where drivers are questioned by company staff, posing as enforcement officers.

"When we have a Mexican driver going across the border and there's an inspection, sometimes the police officers can be a little bit intimidating, because usually they're taller, they're very well dressed with their uniforms, and they may be very strict and very rigid," Paez explained during a Freightliner press event on the Mexican market Nov. 29. "So, if the operator is not well prepared and we haven't given him the right training, he is going to feel intimidated. I'm talking about any type of authority in Mexico and the U.S. We teach them how to answer, to look into their eyes and say 'Yes, sir. I speak English.' The way they introduce themselves to the officer and the way they talk to him is very important. We ask them to be kind."

The training even involves mock meetings with enforcement officers.

"We attack him about the load: 'where are you going?' We want him to feel that pressure so that tomorrow when he goes to a real inspection, he already knows what it feels like and they already received the right training to be able to respond to a real inspection," Paez explained.

He also dispelled myths about the safety of Mexican operators. Olympic Transport operates new equipment, with an average tractor age of four years. In fact, when the cross-border trucking program between the U.S. and Mexico was in

discussion, he sent a truck to Washington, D.C., where it was placed beside a U.S. truck. Enforcement officers were unable to identify the Mexican truck.

The company has been in business for 29 years, and Paez traveled to San Antonio, Texas to make his first truck purchase. He visited all the local dealers and decided on a Freightliner, and has been loyal since. Paez said he likes the Detroit power and the after-sales support he receives.

"If we face a problem with our units, we will have someone we can call who will help us and that will solve the difficulties that may arise. This, for us, is extremely important," he said.

He also appreciates the spec'ing support the company receives from the truck maker.

"It's very important for us to have the best spec'," he said. "There are thousands of combinations you can have with a tractor unit."

Olympic Transport is a progressive fleet, that operates modern equipment and uses electronic logging devices – even before the

requirement in the U.S. As in the U.S. and Canada, a driver shortage is one of the biggest challenges facing the industry. Paez tackles it by offering thorough training, good equipment and attractive pay packages. The company has 140 tractors and 175 employees. The fleet averages 3.5 kilometers per liter, or 8.2 mpg.

As a cross-border carrier, Paez also looks north of the border for inspiration. He recently made a trip to Little Rock, Arkansas to visit a partner carrier and was surprised to see how well drivers there were doing.

"They're being paid 60 cents a mile – that's something I've never seen before. And the company is guaranteeing 3,000 miles per week, which is a very important number. To see there are not enough drivers is a little difficult to believe," he said.

At Olympic Transport, Paez focuses on the treatment of its drivers.

"It's not always about money," he said. "It's about how you treat the driver, and the value you are giving him."

The company recently began a campaign in which it offers drivers special experiences, such as train-



Fernando Paez

ing meetings in nice locales that include entertainment.

"It takes them out of their routine and at the same time we can train them and motivate them," he said.

As for the trade agreement, Paez is grateful a deal was reached and for good reason – 95% of its business is cross-border.

"I think it's an important topic, because without an actual free trade agreement for the North American market, we would have lost competitiveness enormously," he said, adding he's confident the new Mexican administration will sign the deal. "I believe it will help us grow as a company and a country." **TN**



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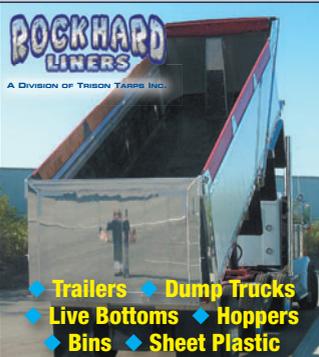




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Daimler continues growth in Mexico

By James Menzies

PUERTO VALLARTA, MEXICO

Freightliner strengthened its Mexican market share in a soft market and is anticipating a stronger end to the year as a new administration takes the helm.

“On Dec. 1, we are going to have a new president of the Republic and we are going to start a new stage,” said Flavio Rivera, president and CEO of Daimler Commercial Vehicles Mexico, during a media briefing here Nov. 29.

The country saw GDP growth of about 1.5-2% in 2018, and the transportation industry was stable but didn’t experience exponential growth. Rivera attributed this to the election.

“This led us to have a first semester of 2018 that was very calm and after our elections, and during the second semester of the year, the industry took a new dynamic,” he said. In Mexico, the transportation industry accounts for 5.5% of the nation’s GDP. There are 145,000 transport companies there, 80% of which are referred to as “man trucks” – or small operations comprised of one to five trucks.

The total truck population in Mexico is 530,000 units with an average age of 17 years. The country in 2019 will adopt EPA10 emissions standards, but challenges remain, such as the availability of ultra-low sulfur diesel. About 69% of the trucks in Mexico don’t yet comply with the current EPA04 emissions standard.

“So, the challenge we have for our transportation services and for our country is the truck renovation,” said Rivera. “We need to remove these trucks and use new ones.”

Daimler’s approach to this is to bring technologically advanced trucks, such as the new Cascadia, to the market. Fuel has increased in price by 92% in the past six years, and now represents 57% of the total cost of operating a truck. Freightliner is hopeful rising fuel costs will help fleets see the value in buying newer, more efficient trucks, which are also better for the environment.

Its Classes 6-8 market share is now 40%, up from 24% as recently as 2014. Rivera credited the company’s dealer network consisting of 110 service points for the growth. The company is now the leading brand in 26 Mexican states, up from just eight in 2014. However, Rivera cited



Flavio Rivera

research that shows 17% of Mexican buyers are focused on purchase price, with an average fleet age of 22.2 years.

Most buyers, 66%, are looking for better performance out of their trucks and are willing to invest in safety technologies. Their average truck is 9.6 years old. Another 17%

are “progressive” fleets, looking for the most advanced technologies and have an average fleet age of 4.4 years.

Rivera expects the new Cascadia, made available here only in November, to be popular among those buyers. The company has also taken steps to capitalize on the growing popularity of cabover engine trucks, which make up 20% of the market. They’re especially popular in the smaller Classes 6-7 segments.

Last year, Freightliner brought to the Mexican market a cabover Class 6-8 truck from Europe.

“We are sending a message to the industry that is very important – the global presence of Daimler,” Rivera said. “This vehicle with German technologies, manufactured in Asia and distributed in Mexico is a clear example of how a global company can be in markets such as the Mexican market because of its diversity.”

Rivera welcomed the new trade agreement between the U.S., Canada and Mexico, and said there are no plans to change Daimler’s production locations as a result of it, or tariffs imposed by the U.S. It has two truck production plants in Mexico and employs about 8,000 people in the country. **TN**

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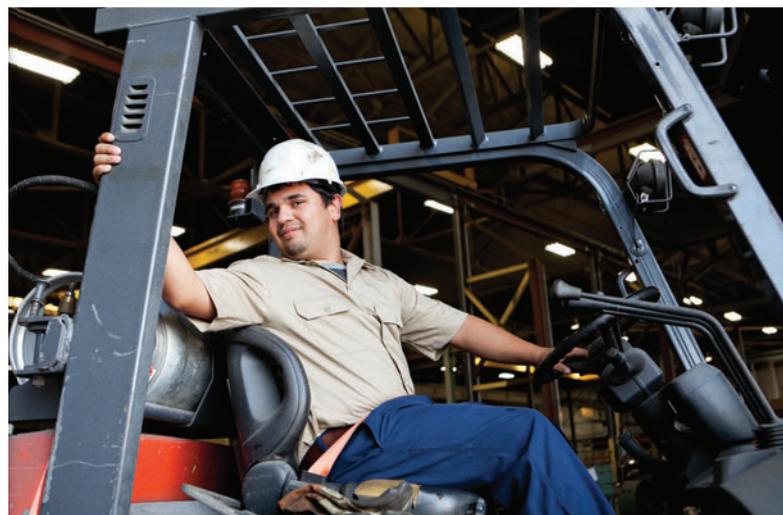
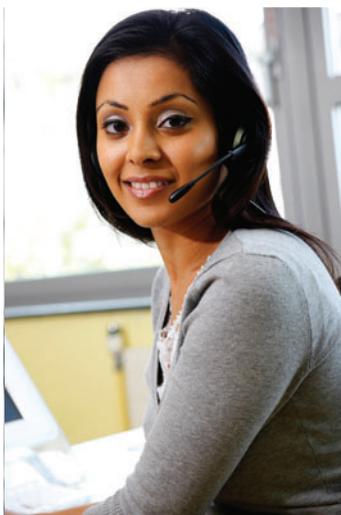
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Bridge-busters

Despite sensors, trucks continue to hit downtown Montreal bridge

By Ron Stang

MONTREAL, QUEBEC

A downtown Montreal railway underpass, first built in 1888, had long been a target of errant trucks hitting the 3.75-meter high structure until, that is, a sensor warning system was installed six years ago.

But, as City of Montreal and railway officials have noticed, there's no way to prevent all collisions, especially since a recent spate of accidents has resulted from trucks heading northbound along busy Guy St., not southbound where the sensors exist.

In just over a month this fall, the bridge has been hit half a dozen times by northbound trucks. Which begs the question: if there are sensors warning trucks going south, why aren't there sensors warning trucks heading north?

The answer is simple, said City of Montreal spokesman Phillippe Sabourin. The southbound lanes are still open to trucks – providing they're the right size – but the northbound lanes have long been closed to trucks.

The bridge height on both sides is the same 3.75-meter clearance but the road access is so awkward going north and the bridge profile so low, it has been pointless for trucks to use it, he said.

"Obviously, it's closed because we have many signs" indicating that, Sabourin said. "There's (one with) a truck with a red circle so it's clearly announced that it's not a truck road. But still some of them try to pass by in a Guy north direction and then they hit the underpass."

That problem used to exist for trucks heading south on Guy St., moving out of the central business district and towards the St. Lawrence River and major east-west arteries and truck routes like St. Antoine and St. Jacques streets.

At one time, as many as 50 trucks a year heading south used to crash into the bridge, which used to carry Canadian Pacific passenger trains into former Windsor Station and now carries Exo (formerly AMT) suburban commuter trains to Lucien L'Allier station.

But the southbound problem was solved six years ago by an enterprising City of Montreal engineer. Driving home one day and aware of the problem of trucks hitting the less-than-regulation height (4.3 meters) underpass, he pulled into the driveway of his home and pressed the button to open the garage door. And he thought, why couldn't a similar system be installed to warn trucks?

The technology consists of lasers placed at a location south of Rene Levesque Blvd. When an oversized truck passes through the lasers a sign on the bridge lights up with an elec-

tronic graphic showing a truck hitting the bridge and the message: Impact!

"It's a bilingual word so Canadian and American truckers could easily understand what's going to happen if they continue," Sabourin said. "So, most of them stop right away."

The city has also set aside physical space where an errant truck can turn around and head out of the danger zone.

Sabourin said the system has virtually ended southbound crashes – only six have occurred since 2012.

And, financially, it was a much more economical solution than having to reconstruct the underpass – \$150,000 compared to millions of dollars and massive disruption of commuter train service. The bridge carries 55 trains a day and more than 13,000 passengers.

Nevertheless, when an errant truck does hit the bridge – whether southbound or northbound – commuter trains must halt before they can cross the structure.

The collision is captured on a closed-circuit TV, and rescue crews are dispatched, and the truck removed. Then the bridge and train tracks undergo inspection before trains can use them again.



An electronic sign warns trucks of the low Guy Street bridge clearance.

"These inspections are taken very seriously by our trained staff," Sabourin said. "They do lead to serious delays (for rail commuters) every time a truck crashes into an overpass."

Altogether since June of last year, there have been nine collisions in both directions on Guy St., and there has been a total of 27 trucks hitting various other railway bridges during that same period.

But to make sure truckers reduce the risk of collisions generally, Sabourin suggests they subscribe to the CargoMobile app.

"The idea of CargoMobile is you're a truck driver, you enter on the app the size of your truck, the weight of your truck, and then your route, that you want to go from A to B," Sabourin said.

The CargoMobile app will show the most efficient route

and avoids obstacles like bridge restrictions.

For the time being, the app is web-based. A user logs on to the Cargo-Montreal.ca website, clicks on Actions, registers with an email address and a password is generated. After a trucker enters their details, they can print out the route or on a smartphone, use data to assess the route.

The app was developed by CargoM, an economic development agency that represents the Montreal transportation and shipping industry including the Quebec Trucking Association.

"Obviously, trucking fluidity is a big issue for us," CargoM director general Matthew Charbonneau said.

The agency is hoping to develop a mobile app to download directly to smartphones in 2019. **TN**

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Brace for rougher 2019: Mark Seymour

By James Menzies

BRAMPTON, ONTARIO

“Fasten your seatbelts in 2019, we’re going to be in for maybe a little bit of a rough ride.”

That was the sobering warning from Mark Seymour Nov. 14, who was participating in a panel discussion at the Truckload Carriers Association’s Bridging Border Barriers seminar. The president of Kriska Transportation said he has noticed capacity utilization slide slightly for four consecutive months, and thinks supply and demand are coming into alignment. This after a year in which rates have vastly improved, lifting operating margins with them, as shippers have struggled to secure capacity.

“I think 2018, for all of us, has been one to enjoy,” he said. “Frankly, I think that the lift in operating margin is more related to price than it is to how smart we are. Price can cover a lot of sins. We should always prepare ourselves for price to correct itself, because it likely will. I’m not here to sprinkle pessimism on the room, but I think the market is slowly finding itself to correction.”

Trevor Fridfinnson, chief operating officer of Bison Transport, took a more upbeat view.

“We hold the view that strong service providers with a strong value proposition are going to have good prospects,” he said.

One of the storm clouds hanging over the horizon is rising insurance costs, and the exodus of some trucking insurance providers from the marketplace.

“It’s not a function of insurance companies getting greedy,” Seymour said. “It has everything to do with accident frequency sneaking up, costs of claims going through the roof, and insurance in our vertical has been priced way too low for way too long.”

Stephen Laskowski, head of the Canadian Trucking Alliance (CTA) and Ontario Trucking Association (OTA), said carriers should also

brace for change next year on the political front. He said a federal election in Canada will impact labor policies, and that when looking at the cross-border trucking environment, “tariffs are here to stay.”

One of the best ways fleets can prepare for the inevitable correction, Seymour explained, is to stay close to your customers and avoid the temptation to add capacity to chase freight.

“It’s more important to own the customer than it is the truck,” he said. “The quest to fill trucks really becomes a seduction to us all. I think it’s more important to own the customers. It’s cheaper to hire a truck than to own one.”

In addition to offering their perspectives on the year ahead, the panel covered a range of topics including the driver shortage, Driver Inc., the viability of hourly pay, and driver training standards.

The driver shortage

The shortage of qualified drivers is a real issue, especially in the over-the-road longhaul segment, Fridfinnson noted. Seymour agreed, adding it’s easier to fill positions where drivers are home every night with a predictable work schedule and compensation. It’s an issue he doesn’t see an easy solution to.

“I don’t know of any other way goods are going to get from origin to destination by truck without somebody being gone for nights on end,” he said.

Fridfinnson insisted the issue is solvable, but added “if the incumbents in the industry don’t up our game in terms of how we approach this problem, someone else is going to fix it for us.”

Bison’s approach is to welcome in inexperienced drivers and invest heavily in their training. This year it will put 250 drivers through a “finishing program” in which it will spend up to 13 weeks training each of them at a cost of about \$10,000 or more per driver.



(L-R): Trevor Fridfinnson, Bison Transport, Stephen Laskowski, OTA, and Mark Seymour, Kriska Transportation, discuss industry trends at a Bridging Border Barriers conference hosted by the Truckload Carriers Association.

“Not that long ago we were insistent upon and able to demand that anyone join us have two years of verifiable experience, and we could take our pick,” Fridfinnson said.

He acknowledged both compensation and lifestyle must improve to attract new blood. “The ability for individuals in these roles to feel they have a fair shot at making a good living and doing work they find redeeming,” he said. Fridfinnson said the trucking industry must look beyond its own circle to find solutions.

Uber, for instance, has three million drivers, “not because driving a cab is an aspirational role that everybody is going to gravitate towards. They’ve done things fundamentally to empower the individual.”

Seymour agreed that trucking could learn from Uber, which gives drivers choice on when and where they work, and even who they pick up.

“There is no dispatcher telling him to go pick up some smelly individual who has a habit of puking in the back of your car. You have a choice,” Seymour said.

Is hourly pay a solution?

One attendee asked how the fleets represented on the panel feel about hourly pay, and whether that could make the occupation more attractive. Seymour said a hybrid system

is ideal, but technology is required to make it happen.

“I think there needs to be a hybrid approach so algorithms in the background can flip from one to the other,” he explained, adding some drivers may take advantage of a straight hourly pay model, negatively impacting productivity. He would like to see a technology that recognizes when drivers are delayed for reasons outside of their control, and then changes them to hourly pay until the circumstances change.

Bison has experimented with hourly pay and had about 300 drivers getting paid in that manner. It’s now switching some of them to a hybrid model.

“We have been actively switching some of those onto a more hybrid scenario to recognize the fact that if motivations are not in alignment, bad things happen,” Fridfinnson said. “If I’m motivated to sit, I will find ways to sit. The straight hourly scenario unfortunately invites that, and I think we’ve seen that.”

Driver Inc.

And on the subject of driver pay, the controversial issue of the Driver Inc. payment model reared its head. It’s a practice whereby fleets instruct drivers operating company equipment to incorporate in order to lessen the tax burden on both the

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driver and employer. Canada Revenue Agency and Employment and Social Development Canada both recently condemned the practice, following pressure from the CTA to do so, and refers to these operators as personal service businesses (PSBs), which eliminates any tax advantage to the driver.

“CRA has now issued a declaration, and those individuals are not entitled to small business deductions. Labour Canada has said this individual would be typically deemed an employee and we will treat them as such, so the employer now owes these individuals overtime, vacation pay, severance, etc.” Laskowski said.

He added the association’s focus will now shift to enforcement and education.

Seymour applauded the development.

“This is out of control,” he said. He is now seeing companies who engaged in the practice racing to fix it, including some who are looking to exit the business altogether through a sale.

“I don’t think anyone in their right minds is going to touch them with the liability that could potentially follow the business,” he said.

Carriers who used this model now face few options to remedy the situation. They can convert the PSBs to employees, issue T4A forms to the PSBs, or lease trucks to those drivers so they become lease-operators, but that would still require the issuance of a T4A. There’s no easy out, Seymour said.

“It’s going to add costs to the business and for those who’ve been doing a lot of it, it’s no doubt going to cause them to have to push price up to be amongst all the others who’ve had higher input costs of labor,” he said.

Better training

The panel also addressed the issue of driver training, and a unanimous desire to see mandatory entry-level driver training (MELT) rolled out nationally. Laskowski said there could be some news on this in January.

The high-profile truck crash with the Humboldt Broncos team bus brought the issue to the forefront, and highlighted the need for higher barriers to entry, Seymour said.

“To me, what it shines a light on is how easy it is to be the operator of a truck and the owner of a trucking company,” he said. “I frankly think intensifying sensible regulations is the way to go, and make it such that there’s a higher level of entry and a higher standard to be in the game so we minimize these sorts of things from happening.”

Seymour’s own 25-year-old son was among the first to be trained under Ontario’s MELT program, and Seymour said he was encouraged by the result.

“There are just too many people out there driving a truck that have been poorly trained and trained to a very low standard,” he said. “I don’t see that as their fault. I see that as the fault of the system.” **TN**

Trucking needs more sensible regs, not fewer: TCA

By James Menzies

BRAMPTON, ONTARIO

There is no appetite in Washington to reduce trucking regulations, but there is great potential to make the regulations that trucking operates under more sensible.

That was the message Dave Heller, vice-president of government affairs with the Truckload Carriers Association (TCA), brought to Canada during the Bridging Border Barriers conference Nov. 14. He said electronic logging devices (ELDs) are generating the data needed to fine-tune trucking regulations, including hours-of-service.

To lobby for fewer regulations when fatal truck crashes are trending upwards is the wrong approach, Heller said.

“Talking about reducing regulations is not the conversation you want to have right now,” he said.

Just four weeks after the ELD mandate became fully enforced in April, 96% of the U.S. trucking industry was in compliance, Heller said. The data being generated by the devices is

allowing fleets to better track detention time and can be used by policy-makers to design better regulations. The U.S. hours-of-service rules are currently under review, which Heller said was made possible by the implementation of ELDs.

ELDs, he said, “are providing a proverbial data explosion this industry has never seen before. It’s painting a more accurate picture of what drivers face on a daily basis...the data mined through ELDs is astronomical.”

When discussing regulations with lawmakers, “data is king,” Heller said.

Aspects of the hours-of-service rules that are under review, include: the mandatory 30-minute break, splitting the sleeper berth time, personal conveyance restrictions, and the ability to pause the 14-hour clock for up to three hours.

Another issue that’s prevalent in the U.S. and Canada is the shortage of qualified drivers. With rates increasing, Heller said carriers are being more selective about the shippers they service. He expressed some doubt about the industry’s ability to fill the void with younger drivers



Dave Heller

engaging in interstate commerce. A pilot program is underway that will allow 18- to 21-year-old military veterans to drive commercial vehicles across state lines, but few veterans within that age group have left military service.

“Can teenagers cure this problem?” Heller asked of the driver shortage. “It’s probably not the way to go. Getting teen drivers to operate in interstate commerce has been tried many times. The industry needs to get better at retaining the population of drivers we have now.”

He also said autonomous trucks won’t solve the problem anytime soon.

“I stand before you today in 2018

and tell you, I don’t think we will see autonomous trucks in prevalence on our roadways until after I retire,” he said. “These things cost a ton of money. If there is a steering wheel and a seat, you’re going to need someone to sit there. If something happens to the truck you need someone there to take over in an emergency.”

There may be a push to mandate advanced driver assistance systems, such as collision mitigation systems, Heller said.

“Should we mandate this technology or wait on it, knowing the industry eventually comes around to adopting it if it works?” he asked.

Another issue facing the industry on both sides of the border is the legalization of marijuana in Canada, and some states. There are now more marijuana dispensaries in the city of Denver than there are Starbucks and McDonald’s combined, Heller noted. States that have legalized pot have seen an increase in fatal crashes in which marijuana was a factor.

The U.S. is also struggling with an opioid epidemic, and carriers are pushing to use hair testing to detect drug use. The problem, said Heller, is that only seven labs in the U.S. provide hair testing and they all use different methods. They are also about twice the cost of urine testing. **TN**

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Driverless trucks and the transfer hub model

INDIANAPOLIS, INDIANA

The U.S. truck population could shrink by as much as 13% if half the freight is moved by autonomous trucks using a transfer hub model.

Stephan Keese, senior partner with Roland Berger, explained at the FTR Transportation Conference here in September, how such a model would work.

The transfer hub model consists of two yards at either end of a highway that allows autonomous trucks. They'd be completely driverless on this section of highway. Loads would be dropped in the yard and drayage trucks with a driver would finish the trip to the product's destination.

Keese said he feels the transfer hub model using autonomous trucks will be feasible by the middle of the next decade, if fully autonomous trucks are allowed on certain highways.

"The autonomous highway segment connects two transfer hubs," he explained, "which are big parking

lots directly connected to the highway. You can run in platoon with driverless Stage 4 autonomous vehicles from one transfer hub as long as you want to go, only restricted by refueling needs."

All that's needed to facilitate such a business model is the real estate and the vehicles.

"We have the hardware, the sensors and vehicle controls," Keese said. "Most are already available. It's about getting the costs down for the individual technologies."

He feels the technology costs will come down to about \$15,000-\$20,000, "making it very affordable by the end of the next decade for mass application in the market."

Keese modeled out a typical long-haul operation which would incur about \$1.93 per mile in total operating costs. Of that, 73 cents per mile goes towards the driver.

"In a transfer hub scenario you wouldn't need a driver anymore, so you can take that entire cost out of the longhaul portion," Keese said.

Equipment costs would be higher, but fuel and maintenance should cost less, thanks to accident reduction and efficient driving.

With short drayage hauls on either end, Keese said a fleet would reduce its longhaul transportation costs between 20% and 40%. Another advantage is the autonomous trucks can run around the clock.

"An autonomous truck doesn't have any restrictions," he said.

Keese figures the transfer hub model is economically feasible for hauls longer than 250 miles. If the U.S. widely allows autonomous trucks on its highways, as much as 50% of freight could be moved in this manner, Keese said. Fewer vehicles would be required, shrinking the overall U.S. truck fleet by as much as 13%.

Adoption of the model, Keese said, depends on "regulatory and society acceptance."

"The cost saving potential of driverless trucks will lead to the adoption of new business models such as the transfer hub concept," he said. **TN**

Ryder places order for 1,000 e-vans



MIAMI, FLORIDA

Ryder System announced it has placed the largest commercial electric vehicle (EV) order in the U.S.

The company ordered 1,000 medium-duty electric panel vans from Chanje Energy, and will supply FedEx with leasing and preventive maintenance services through its ChoiceLease program. The fleet will be deployed through California over the next two years, Ryder announced.

"With our focus on innovation and technology, combined with our entry into the EV market more than a year ago, we've made it easy for customers such as FedEx to adopt sustainable, advanced vehicle technologies," says Dennis Cooke, president – global fleet management solutions for Ryder. "We continue to see broadening interest in EVs from businesses of various sizes and industries looking to outsource – especially in the final mile delivery space where a smaller, more environmentally-friendly vehicle is required."

Ryder will support the vehicles through its network of 800 facilities. The Chanje vehicles can haul up to 6,000 lbs and 675 cubic feet of cargo, with a 150-mile range on a single charge. **TN**

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EPA plans further NOx cuts

WASHINGTON, D.C.

The U.S. Environmental Protection Agency (EPA) has announced plans to further cut nitrogen oxide (NOx) emissions from on-highway trucks and engines.

Known as the Cleaner Truck Initiative, a proposed rule is to be published in early 2020. The EPA says it will also simplify the certification of heavy-duty trucks and engines.

“Areas of deregulatory focus will include onboard diagnostic requirements, cost-effective means of reassuring real world compliance by using modern and advanced technologies, the deterioration factor testing process, and concerns regarding annual recertification of engine families,” the EPA noted in a release.

“The U.S. has made major reductions in NOx emissions, but it’s been nearly 20 years since EPA updated these standards,” said acting EPA administrator Andrew Wheeler. “Through rulemaking and a comprehensive review of existing requirements, we will capitalize on these gains and incentivize new technologies to ensure our heavy-duty trucks are clean and remain a competitive method of transportation.”

Canadian vehicle emission standards have traditionally mirrored those in the U.S.

“As an industry engaged in interstate commerce, ATA strongly favors a single national emission pathway as opposed to a patchwork of state standards,” said American Trucking Associations (ATA) vice-pres-

ident Bill Sullivan. “Clean air and a healthy environment are important to all of us and the trucking industry has repeatedly demonstrated that it can work proactively and in partnership with the federal government in achieving these aims. We look forward to working with the EPA in developing a standard that achieves nationwide air quality improvements across the country while maintaining a strong and robust economy.”

The Truck and Engine Manufacturers Association (EMA) was among the early voices to support the initiative, noting how manufacturers have in the past 20 years slashed NOx emissions by more than

90% and particulate emissions by more than 98%.

“Our members continue to increase fuel efficiency and lower greenhouse gas emissions in line with standards that will continue to challenge us through the next decade. EMA members are ready to build upon these successes to achieve even greater reductions,” said association president Jed Mandel.

NOx emissions in the U.S. dropped by more than 40% between 2007 and 2017, but heavy trucks are expected to account for one third of the transportation sector’s NOx emissions by 2025. **TN**

Capacity increasing in Canadian spot market

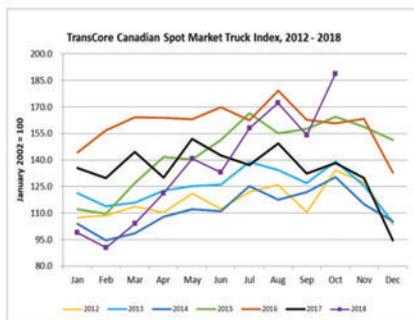
TORONTO, ONTARIO

There were more trucks chasing every load in the Canadian spot market in October than in two years, according to TransCore Link Logistics.

Truck capacity reached an all-time high in October, with equipment postings up 22% compared to September. Equipment postings were up 36% year-over-year and there were 3.22 trucks posted for each load, a 20% increase from 2.68 in September. A year ago, there were only 1.82 trucks for every load.

October load volumes were up 2% from September, with volumes down 23% year-over-year.

Intra-Canada loads accounted for 34% of total volumes and were up 3% year-over-year. Cross-border load postings were down 33% y-o-y (southbound) and 28% y-o-y (northbound). **TN**



Race to beat tariffs causes truck tonnage spike

ARLINGTON, VIRGINIA

U.S. for-hire truck tonnage spiked 6.3% in October, posting a year-over-year increase of 9.5%.

“After slowing at the end of the third quarter, truck freight surged in October,” said ATA chief economist Bob Costello. “Last month’s strength was due, at least in part, to strong import numbers, especially

on the West Coast. This is likely a pull ahead of imports as shippers try to take delivery of goods before Jan. 1 when tariffs on a large list of goods from China increases from 10% to 25%.”

September’s tonnage was revised up to a 0.1% gain from August, from a previously reported 0.8% decrease.

Year to date, tonnage is up 7.3%. **TN**



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Class 8 orders slide as OEMs' 2019 order boards fill up

Class 8 orders fell sharply in November, to 27,500 units, marking the end of five consecutive months exceeding 40,000 units, according to preliminary data from FTR.

November marked the lowest total this year, and the weakest month since September 2017. But FTR says the drop was expected, as OEMs have nearly filled their order boards for 2019. Class 8 orders for the last 12 months have totaled 499,000 units, FTR reports.

"It was expected that orders would fall fairly soon, as the available 2019 slots filled up. A couple of the OEMs that had some open capacity actually had solid order numbers, while the rest appear to be nearly sold out for next year," said Don Ake, FTR's vice-president of commercial vehicles. "This drop in orders was reasonable considering the huge volumes of the last five months, although 27,500 is not that bad of a number. The freight fundamentals remain strong and we still expect the equipment markets to have a great year in 2019."

Ake said cancellations could rise, due to long backlogs, not because of market weakness.

"With OEMs filling up the last available build slots, it is possible that orders may drop below 20,000 in December," he said. In addition, trailer backlogs are now stretched out to the second quarter of 2019, according to ACT Research. This on the heels of the strongest third quarter for orders in history.

ACT Research noted the strong order boards combined and trailer production rates will challenge industry component and material suppliers in the coming months.

"Strong freight demand and tight capacity have combined to support both contract and spot rates. Extremely positive fleet financial performance is the result, providing both the need and ability to continue strong levels of equipment investment," said Frank Maly, director, commercial vehicle transportation analysis and research at ACT Research. "Solid orders are not just a short-term phenomenon, as five of the top 10 order volume months in industry history have occurred in the last four quarters." **TN**

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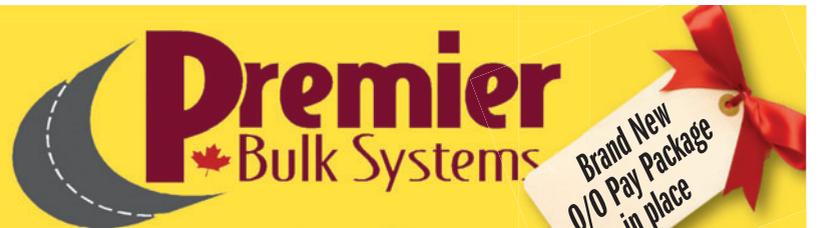
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Train Trailer chugging along

TORONTO, ONTARIO

Train Trailer announced recently that it has expanded its head office location in Bolton, Ont., as well as its Alberta and Quebec facilities.

All three relocations will increase workshop capacity, allowing Train Trailer to expand its service offerings in the Greater Toronto Area, Montreal and Calgary regions, the company said in a release.

“The decision to significantly expand these three locations was not only the next step in our growth strategy, it was meant to help our customers in the retail, food, construction and heavy machinery spaces meet the ever-changing demands of their respective industries,” said Rick Kloepfer, president of Train Trailer.

Located at 9601 Hwy. 50, in Bolton, Ont., the new head office is in the

heart of an emerging transportation and distribution hub and boasts a repair shop that is three times larger than its previous Mississauga location. The expanded space includes 18 service bays and double the amount of technical and maintenance staff.

The Alberta location was moved to a larger, more centrally located facility at 5500 Dufferin Blvd. SE, Calgary, increasing workshop capability and doubling the number of service bays from four to eight. The number of mechanical staff tripled with a second shift added to speed up repair and maintenance times.

To be closer to Montreal, the Dorval location was moved to 1111 Boulevard Pitfield Saint-Laurent, Que. While the previous facility had no workshop, the new Pitfield location is home to three bays and a maintenance team of six. **TN**

Nikola claims US\$12 billion in pre-orders

PHOENIX, ARIZONA

Hydrogen truck maker Nikola says it has raised another US\$210 million and now boasts US\$12 billion in pre-orders.

About \$380 million of those were for the recently announced Nikola Tre European cabover.

“Once the Nikola Tre arrives in Europe, diesel will finally be on its way out,” said CEO Trevor Milton.

“Now that we are funded and over-subscribed, we are kicking it into high gear and preparing for Nikola World 2019. At Nikola World, you will see the USA Nikola Two prototype in action and be able to step foot in our European Nikola Tre.”

The company says it will have hydrogen coverage across the U.S., Canada, Europe, and Australia by 2028. **TN**

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International launches new CV Series

New model marks truck maker's return to the Class 4/5 segment



was built to handle tough commercial applications. The chassis features 50,000 psi frame rails, and the entire chassis is factory-painted for corrosion resistance. A gear-driven transfer case provides better strength than a chain-driven design, he said.

The truck features an air-ride suspension and is powered by a 6.6-liter engine that puts out 350 hp and 740 lb.-ft. of torque. Two Allison transmissions are available.

Continued on page 33

By James Menzies

CHICAGO, ILLINOIS

International is back in the Class 4/5 segment, with the new CV Series it co-designed with GM.

The company unveiled the new model during an event attended by about 500 customers, dealers and media here Nov. 7. It believes customers will benefit from International's expansive, commercial vehicle-focused dealer network.

Moving from start-up to scale-up was the theme behind the launch.

"When a start-up business moves to the scale-up stage, the International CV Series provides a truck that will take their business to the next level," said Michael Cancelliere, Navistar's president, truck and parts. "We've designed, built and tested the CV Series to deliver the commercial-grade power, reliability and practicality that growing businesses require, along with the comfort, safety features and easy drivability that drivers appreciate. And we are backing it up with the expertise of the International dealer network, the only network in this category 100% dedicated to commercial vehicles."

The Class 4/5 segment represents a market of about 40,000 units per year.

"These customers operate trucks in unique industries and vocations – everything from towing to landscape, construction to repair services," Cancelliere said. "To these companies, the truck is an integral part of how they service their customers."

Ford has dominated the segment, but Cancelliere said customers were looking for a new choice.

"Customers told us they were ready for a different solution, for a new alternative. They no longer want to do business with automotive dealers that dabble in trucks," he said. "These customers need a brand that focuses on uptime with service capabilities and dealership hours that meet their needs. They want more than a truck, they want a commercial truck partner to help take their business from start-up to scale-up."

David Majors, vice-president of product development, said the truck

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Equipment

International, GM co-developed CV Series

Continued from page 31



who expect an automotive driving experience, while the truck is versatile and durable enough to handle a wide range of applications.

The real advantage in this segment, however, will be International's ability to offer true commercial vehicle support and expertise to customers. **TN**

The forward-tilting hood allows easy access to the engine compartment. Majors said body integration will be seamless.

"No one has more experience with body integration than International Trucks," he said.

The cab is huck-bolted, with bolts that won't come loose in extreme conditions. The interior features an automotive design, featuring the GM cab and interior. The truck can be ordered with Apple CarPlay and a back-up camera.

Regular cab and crew cab configurations are available, in 4x2 and 4x4 drive setups. Customers can choose between three fuel tank options ranging from 25 to 65 gallons. Gross combination weight ratings (GCWR) run to 37,500 lbs.

"The CV Series features a long list of heavy-duty details that would only be found on a truck designed by commercial truck engineers," said Majors. "Our engineers had one mission: to create the toughest, most capable, most upfit-friendly Class 4 and 5 truck to be found at any work site."

On the track

Initial test drives were offered to media on two tracks set up in the Soldier Field parking lot.

Trucks I drove include a CV515 with set-forward axle in a 4x2 configuration. It was decked out with the Diamond interior and had an Allison 2700 RDS automatic transmission mated to the International 6.6 engine with 350 hp and 700 lb.-ft. The other one I spent some time behind the wheel of was also a CV515 with similar spec's, but in a 4x4 configuration. It was fitted with an empty dump body but had the same powertrain spec's.

The trucks handled well, with responsive steering and good visibility. The turning radius was tight and acceleration was impressive.

The cab was also quiet, and the interior was comfortable and clearly automotive-inspired. The truck will be comfortable to operate for those



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Over The Road

Looking beyond skills-based training

Are we hung up on skills-based training in the trucking sector?

I think we are, and that is the root problem when it comes to hiring and retaining drivers. You see, it's great to learn a new skill. It's exciting, and because the learning curve is steep over the course of the first year, we remain keen about our new profession.

The thing is that once we accrue that first few thousand hours of experience and what is new becomes rote-like, our mind turns away from its focus on developing skills to the mundane routine of our daily grind. It is at this point that we lose the bulk of our new drivers.

The longhaul truck driver faces a unique set of challenges in today's connected world. Drivers are asked to take on a role they must remain mentally focused on, a single task for hours on end without deviation.

At the same time, the skills the industry places so much focus on developing are becoming increasingly redundant with the expansion of technology through 'driver assist' systems and automated powertrains. In fact, we actively market the concept of anyone being able to drive a truck because of advanced automated systems.

This puts a new focus on the mental challenges the longhaul driver faces. Much of the joy we derive from our work as drivers is at risk. The term 'steering wheel holder' is taking on a whole new meaning in our industry.

The point I am striving to get across here is a subtle one, which is difficult to understand if you have never actually done the job of longhaul driving for any length of time.

It is incredibly important to hold on to your independence and remain empowered over how you use your time, apply your skills and experience, and interact with the equipment you operate. These core

factors of job satisfaction are being undermined by the same technologies that are imposed on us under the auspices of making our lives as drivers easier.

I am not against the adoption of new systems, practices, or technologies that are intended to improve safety and performance. But there is an overarching feeling out here on the road that freedom and independence – the hallmark values that define what it is to be a longhaul trucker – are on the chopping block and that will lead to this great profession becoming yet another McJob of the 21st century.

So, why do I think a focus on skills-based training is a big part of the problem? It's because we have been developing a black and white rules-based approach to safety through enforcement that is static in its nature, while the responsibilities of a driver are dynamic and constantly in flux.

We spend far too little time on the nuanced application of skills in a constantly changing work environment, and how we can interact with new technologies and systems to solve the problems we face rather than an approach that sees us passively monitoring technology as it does the job for us.

We are not encouraging innovation in the cab. In fact, we have already developed a mindset that has elevated the new automated truck as a piece of equipment that is beyond the understanding of the average driver.

How is this attractive in any way as a career option? Have we inadvertently converted the responsibilities of a professional trucker to that of a steering wheel holder? Are we trying to attract people to a career that anyone can now do after receiving 105 hours of skills training, with very little to no attention being paid

to the mental challenges a driver faces on a daily basis?

There is a deeply human side to truck driving that we are putting aside as we struggle with the rapid transition to new technologies. It's that transition where our struggle resides, not in learning the physical skills of the job. **TN**



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



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Insights

Human Factors

Seven human resources issues that will shape the year

The start of any year brings changes to the trucking and logistics industry, and 2019 is no exception. Human resources (HR) managers from coast to coast are dealing with the effects of a tight labor market, new technology, and regulations affecting employer-employee relations.

For those looking to manage all of this as best they can, I've compiled what I think will be top HR issues for trucking and logistics in the coming year. Let's take a look:

New federal and provincial regulations

Bill C-63 received royal assent in December 2017 and served to modernize the *Canada Labour Code*. It introduced changes to work scheduling, overtime, vacation, bereavement leave, and several statutory leaves of absence.

Trucking and logistics employers need to be prepared for shifting labor laws and increased employer obligations in 2019.

The next significant change to the Code involves Bill C-86, which went to second reading and referral to committee in the House of Commons in November 2018. It would introduce pay equity legislation as well as equal pay for equal work, meaning an employer would be prohibited from paying employees differently for performing the same work on the basis of "employment status."

Change is happening at the provincial level, too. Indeed, Ontario's Bill 47 would reverse most of the changes under Bill 148 from 2017.

It's hard to keep track.

But trucking and logistics employers need to be prepared for shifting labor laws and increased employer obligations in 2019.

Workplace diversity and inclusion

Shifting demographics and a broader range of perspectives among employees are making workplaces more diverse. Managing diversity and inclusion is more than an HR issue – successful companies are embracing diversity as part of their overall business strategy.

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Angela Splinter leads Trucking HR Canada, a national not-for-profit organization dedicated to addressing the human resources challenges and opportunities in the trucking and logistics sector. Learn more at www.TruckingHR.com or follow them @TruckingHR.

The millennial discussion

It can't be overstated: our industry needs to engage with millennials.

Having just surveyed 2,000 millennials from across Canada on their perceptions of trucking and logistics, we need to identify practical, thoughtful approaches not just for employers, but for the industry as a whole.

I think this discussion will heat up, and Trucking HR Canada will be right in the middle of it.

Continued focus on women

We also need more women. Trucking HR Canada is taking a more focused look at how to attract, recruit, and retain more women in our workforce. Join us March 7 at our fifth annual Women with Drive Leadership Summit to learn more about what we can all do.

The effects of automation

Technology is changing the nature of work. We need to understand how automation in trucking and logistics will impact all jobs, including drivers and even the HR function itself. The effect of this technology will be profound, and HR managers need to ensure that it is included in their workforce planning.

Compensation

No column on HR trends would be complete without at least a mention of compensation. As the focus on employee retention increases, so too will the need to have clearly defined total compensation packages.

Employers who look beyond financial incentives to reward and recognize their employees will have an advantage. Those who know how to clearly communicate their approaches will stay on top.

Change management

Change is inevitable. The question is how to manage its effects on employees. In times of change, people may fear for their job and thus need to be reassured about their role in the organization. Make sure your staff are properly trained, informed, and empowered to give your employees the help they need to learn, adapt, and grow.

One thing is certain as we move into 2019: our industry is always changing. The real leaders who emerge are the ones who skillfully embrace it. **TN**



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Winning the common cold war

Keep your rig germ-free

As cold temperatures settle in, so does cold season. Since the common cold – an upper respiratory tract infection that affects the nose and throat – can be caused by more than 100 viruses, you are likely to be exposed to at least one of them this winter.

Fortunately, if you've already been infected by a certain virus, you are probably immune – but only to that specific virus and not the 99 others. That is why it's possible to catch a number of colds in one season, and many more throughout your lifetime.

Since your mouth, eyes, and nose are gateways for cold viruses, when

possible, monitor your surroundings to guard against exposure. Is someone with a cold nearby coughing, sneezing, or speaking close to your face? Could any surfaces you recently touched be contaminated by someone's cold virus? Have you recently touched a person with cold symptoms?

Remember that personal contact with an infected person (shaking hands or breathing in infected droplets from a cough or sneeze) is the most common way to catch a cold, so avoid infection by not touching your mouth, nose and eyes, or biting your nails. Be sure to wash your hands with soap and

water frequently, and carry an alcohol-based hand sanitizer in your pocket or rig to use when water is not available.

Be aware that virus-laden droplets can remain infectious on surfaces for more than two hours, and that stainless steel, plastic and other hard surfaces are worse than fabric or other soft surfaces. So, you don't need to worry about who recently touched your fabric seats, but was the person sick who last touched your steering wheel, radio dial, gear stick, door handle, pen, or coffee pot?

To maintain a sanitary work environment that protects your-



Karen Bowen is a professional health and nutrition consultant, and she can be reached at karen_bowen@yahoo.com.

self and others, use bleach wipes to sanitize the surfaces in your rig and home base at the beginning and end of every shift. Keep a good stock of Kleenex in your rig and carry a plastic garbage bag so you can dispose of infected tissues daily.

Since the common cold is caused by a virus, it has no cure – antibiotics are not effective. Once you catch a cold, expect your symptoms to last up to two weeks. However, the following cold remedies may ease your symptoms and help you feel better faster.

Get extra rest – your body needs time to heal. Stay hydrated – help the mucous stay loose so it can leave your body easily by drinking lots of water, juice, clear broth, or warm lemon water with honey. Soothe your throat and relieve congestion by sipping warm liquids, such as chicken soup, tea, or warmed apple juice. Avoid dehydrating drinks, such as alcohol, caffeinated sodas, and coffee. Add moisture to the air with a cool-mist vaporizer or humidifier to help loosen congestion as well.

Gargle to soothe your sore throat – a saltwater gargle composed of a solution of half a teaspoon of salt dissolved in eight ounces of warm water can temporarily relieve the pain of a scratchy, inflamed throat. Or, try sucking on lozenges, hard candy, ice chips, or using anesthetic, sore throat sprays.

Even without shortening or curing your cold, over-the-counter cough and cold medications, decongestants, antihistamines, or pain relievers may help reduce your symptoms. Acetaminophen (Tylenol, etc.), ibuprofen (Advil, Motrin IB, etc.), or aspirin will relieve your pain. Be sure to read and follow all medications' instructions so they don't affect your concentration or impair your driving skills.

Some studies show certain nutrients can help your body fight a cold. Taking Vitamin C before you catch a cold may shorten the duration of symptoms.

Zinc lozenges or syrup, or taking echinacea for 10 days after first noticing cold symptoms may also shorten the length of your cold. However, echinacea may interact with other medications, so be aware of possible side-effects.

Since it's winter season again – prepare yourself to fight the common cold war. **TN**

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A condition that requires a rush trip

Get to the hospital if suffering from abdominal pain. The load can wait.



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

I recently had a patient come into my clinic complaining of right-side abdominal pain, which radiated to his back. After carefully examining the patient, I suspected he was suffering from acute appendicitis.

As a result, I recommended that the patient go to the hospital for further testing. It turned out the patient did have appendicitis and consequently had his appendix removed.

Appendicitis is a serious condition that can become fatal very quickly if not treated. As a result, it is important for professional truck drivers to be able to recognize its symptoms and seek proper medical help as soon as possible.

Essentially, appendicitis is sudden inflammation or swelling of the appendix. Your appendix is a finger-like structure that projects out from your colon on the lower right side of your abdomen.

In most people, their appendix is about seven centimeters long. Scientists are not completely clear as to its function, however it is believed that it plays a role in the body's immune system.

Appendicitis is fairly common, as one in 15 people develop it in their lifetime. Anyone can develop it, but it is most common between the ages of 10 to 30.

The most common cause of appendicitis is a blockage, due to food waste or stool. When this occurs, bacteria can subsequently invade the area, causing swelling and the production of pus.

If this situation is not treated quickly, the appendix may rupture and spill its contents into the abdominal cavity. This may lead to an infection of the lining of the abdominal cavity, which can be a dangerous situation.

A person suffering from appendicitis may experience a variety of symptoms that can change rapidly. The most common symptom is a

dull, aching pain around the belly button, which soon moves to the lower right abdomen.

This location is about halfway between your belly button and the top of your right pelvic bone. Some people may experience pain in slightly different locations due to the position of their appendix.

Other common symptoms include constipation, diarrhea or gas, loss of appetite, low fever, and nausea. In the event that the appendix ruptures, you may experience symptoms such as abdominal swelling and rigidity, as well as pain on the right side of the abdomen when pressed on the left side. These are both signs that inflammation has spread to the abdominal cavity and must be treated immediately.

If you are ever on the road and think that you have appendicitis, get to a doctor as soon as possible. Do not wait until you have delivered your load or until you get home, as it may be too late. Time is of the essence when it comes to appendicitis.

Your doctor will be able to diagnosis appendicitis by taking a thorough health history and by performing a series of clinical tests.

A blood and urine sample may also be taken to rule out other conditions that present similarly to appendicitis, such as Crohn's disease, colitis and other gastrointestinal problems. In rarer cases, your doctor may ask for an ultrasound or CT scan to better visualize the appendix itself.

Once appendicitis has been identified by your doctor, the usual course of action is to surgically remove the appendix, a procedure called an appendectomy. Your surgeon may perform traditional open surgery, using a single incision, or laparoscopic surgery, which requires only a few small abdominal incisions.

Sometimes, antibiotics will be given before surgery and may be continued after the operation in case some bacteria entered the abdomen during the procedure. The good news is that most people recover from this surgery very quickly. Some can even get out of bed the next day. However, if left untreated and the appendix does

rupture, the surgery and recovery will be more extensive.

Keep that in mind the next time you have abdominal pain.

Until next month, drive safely. **TN**

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Health

Take the 10 Pound Challenge

LONDON, ONTARIO

The Healthy Fleet 10 Pound Challenge is back.

During the months of January and February, drivers, staff, and executives from across the trucking industry will buckle down to work towards their weight loss goals to compete in the 2019 10 Pound Challenge.

The first 10 Pound Challenge in 2017 was one of Healthy Trucker's most successful challenges since beginning in 2014, according to organizers.

Andrea Morley, nutritionist and health coach at the company said, "We've seen incredible results with this type of weight loss focused challenge, with our last one tallying over 550 lbs lost in just eight weeks, and we're looking to surpass that this time."

The challenge is open to all fleets and companies involved in the trucking industry, and any individuals at those companies are welcome to join. Morley will be leading the group through their weight loss journey by providing weight loss information, dispelling myths, and clearing confusion.

"The wellness world is really loud right now; so many companies are trying to promote a different diet or supplement that they claim is the best, but all they've done is created confusion and overwhelm for those who want results. Forget about the paleo, keto, low-carb, no-carb, two-shakes-a-day types of diets; this will be about eating enjoyable food, helping the body to function its best, and losing weight as a result," said Morley.

Glenn Caldwell, vice-president of sales for Healthy Trucker and NAL Insurance added, "We know that drivers want to improve their health, but two of the biggest barriers to doing that seem to be knowledge and accountability. They want to know what food they should be choosing when they are in a truck stop halfway across the country, what workouts they can do beside the truck, and they need somebody to keep them motivated so they stick to it."

Any company or individual in the trucking industry are welcome to join in for the free challenge, with all costs covered by Healthy Trucker and NAL Insurance. To get your company involved, email info@healthytrucker.com. To sign up as an individual, go to www.healthytrucker.com. **TN**



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Driver Inc. makes no sense for carriers, either

I got a call recently from a fellow who had Googled us and his first words to me were, “My boss wants me to incorporate. It looks like you guys can do that and look after my books for me.”

I said, “Do you own a truck?”
“No,” he said. “I just drive.”

I asked whether he’d seen my column in *Truck News* last month. It was about Canada Revenue Agency’s (CRA) decision to declare incorporated self-employed drivers as Personal Service Businesses, or PSBs.

I sent him a link and asked him to call me back after he’d read it.

As we start the new year, I’d like to think we can close the book on the issue of self-employed drivers, or driver services. I’ve said this is my last column about it, although that’s unrealistic, of course, because some form of Driver Inc. probably will never truly go away.

The CRA decision about PSBs means self-employed drivers are no longer allowed to claim any expenses other than payroll, and are also taxed at a much higher rate. Without those benefits, the arrangement has virtually no advantage for drivers.

But what about for the carrier? Well, let’s talk about Employment and Social Development Canada’s (ESDC) position on the matter.

In a letter to the Canadian Trucking Alliance (CTA), ESDC echoed its long-established guidelines about how it determines employer-employee status. It also said incorporation does not factor heavily into the determination of employer-employee status, and, as such, “Personal Service Business(es) would not have a special status under the Code.”

Got that? No special status.

According to ESDC, incorporated drivers operating company vehicles should get the same treatment under the law as employees with regard to pay for overtime, holidays, vacation, as well as termination and severance.

If you’re an incorporated driver, did you get vacation pay this year? Last year? You’re entitled to it. The basic 4% multiplied by your gross income over the last year or two is a lot of money.

What about “wages” for Christmas, Boxing Day, and other statutory holidays? There are nine or 10 of those, depending on where you live.

Did a carrier let you go, or fire you without cause or explanation? Did you not receive proper notice or termination pay? Did the carrier you work for short your pay for the miles you ran or not compensate you for time spent waiting for a load?

You don’t need to hire your own lawyer to go to battle over a payment dispute. Since you’re no different from an employee under the law, you can file a complaint with the Canada Labour Board. ESDC is prepared to investigate and enforce its interpretation of your status.

“While the Labour Program primarily encounters these cases based on individual complaints, we do conduct inspections in high-risk industries and would consider targeting businesses that operate using a Driver Inc. model if they can be

identified,” ESDC told the CTA.

If CRA’s policy on taxes and expense deductions is a showstopper for the incorporated driver, the ESDC position is a game-changer for the carrier. It absolutely makes things better for drivers, though, because now there’s no doubt that you’re covered by the Canada Labour Code.

When the driver called me back after reading last month’s column, he said, “I guess that’s the end of the road for the incorporated driver.”

I told him I wasn’t so sure.



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

Carriers and drivers are already scrambling to find ways around the CRA and ESDC policies, including how to make the Driver Inc. look like Driver Lease Operator Inc.

So maybe this won’t be my last column on the subject. But it should be. **TN**

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The trailer market's hot

Trailer demand has never been higher, and product quality has never been better

By Derek Clouthier

It's good to be in the trailer business right now. ACT Research reported the third quarter of 2018 posted the strongest monthly net order volume ever, with more than 58,000 units ordered in September alone.

Several factors are contributing to the high demand, as Frank Maly, director of commercial vehicle transportation analysis and research for ACT, points out, citing strong freight demand, tight capacity, and rising contract and spot market rates.

Truck News spoke with a few trailer manufacturers and dealers to get their thoughts on what is driving the hot trailer market, what's in highest demand, and how tariffs and other factors are affecting pricing.

Heating up the market

Mack Key is the branch manager for Ocean Trailer's Winnipeg, Man., location, and he said it's difficult to pinpoint any single reason why the trailer market is doing so well.

"We are seeing a lot of new businesses entering the industry, much more than normal," said Key. "They all want new equipment starting out. That is a big reason for increased sales at our dealership."

On the other hand, Key is not seeing his long-term customers looking to replace their old equipment.

"If companies were replacing old equipment, we would be seeing lots of trade-ins, and we just aren't seeing that," he said. "There is very little for late model used trailers in the market. So, the state of freight is encouraging companies to add to their fleets rather than just update them."

Tank trailer manufacturer Tremcar has benefited from robust demand south of the border.

Melanie Dufresne, president's assistant, marketing and communications for Tremcar, said petrochemical and construction sectors have been particularly strong, and with oil prices on the rise, demand for pneumatics, crude oil, and other tank trailers related to the industry has increased.

To keep up with demand, Tremcar has invested in a school within its head plant to teach the welding trade applied to company credentials. Tremcar also expanded its stainless steel plant in St.-Jean-sur-Richelieu, Que., to increase its production lines. But Dufresne is not seeing this trend across Canada, where she said demand has not spiked as much as it has in the U.S.

"The economy has slowly picked up, but nothing as important as

before 2014," she said. "Out west, we do not have the infrastructure to compete with our American neighbors in terms of crude oil distribution. Oil transportation is costly. The only way we could recreate that economic boom is if we had pipelines distributing the crude oil to refineries out east and more."

Great Dane Trailers is seeing today's high demand create some of the longest backlogs in its history.

"Many factors are contributing to this hot market: freight demand, end user profitability, electronic logging device (ELD) enforcement, driver shortages, the growth of e-commerce, and telematics," said Dave Gilliland, Great Dane's vice-president of national accounts. "Backlogs today are among the longest in history. Great Dane is supporting those who need quicker deliveries with our robust stock trailer and truck body program at all of our branch and dealer locations."

Jeff Weber, director of used trailer sales for Great Dane, added his company leverages its network to support its used trailer program.

"In a market that's as strong as it is today, where build lead times are already out through the end of the year, customers need something today they can put freight in," said Weber. "Plus, the buying cycle is much shorter than in years past. Our used trailer program helps our customers expand or shrink their trailer fleet to meet their business demands."

Trending

For Ocean Trailer, reefers are the cream of the crop right now, and spec's that were once thought of as a luxury have become standard.

"In the last few years, spec's like aluminum wheels and tire inflation systems have become the norm on most trailer orders," said Key, "and we have started to include that on all the stock trailers we order."

Great Dane custom designs most of its trailers for each customer, and some trends are becoming more in-demand.

"I would say that telematics, antimicrobial liners on reefers...and robust stock programs with a variety of offerings will be big trends in 2019," said Gilliland.

In the tanker market, Dufresne is seeing high demand for stainless steel DOT/TC 407 trailers, as well as aluminum pneumatics for the transportation of flour, powdered cement, and plastic pellets.

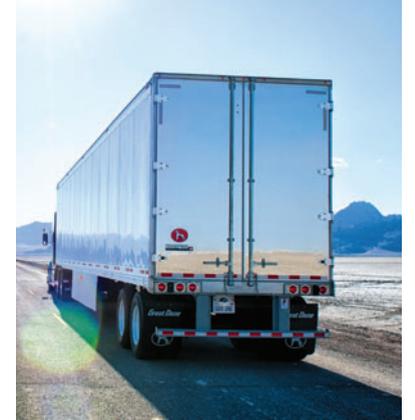
Longevity

The quality of today's trailers has improved and they are lasting longer than ever. As Gilliland points



"A good trailer is not cheap and a cheap trailer is not good. You get what you pay for."

— Mack Key, Ocean Trailer



out, there are several contributing factors for this, both from a manufacturing standpoint and from the customer's.

"Components are longer-lasting, the manufacturing process is improved, corrosion-resistant materials are being used today," he said. "The most important part of long life, though, is to spec' the trailer or truck body to the operation it is running in."

Key said customers will get what they pay for when it comes to how long they expect their trailer to last.

"A good trailer is not cheap and a cheap trailer is not good," said Key. "You get what you pay for."

Echoing Gilliland's sentiment, Key said a trailer's spec's will impact its longevity.

"Spec'ing a van or reefer with extra heavy-duty side rails, extra door hinges, and lock rods will greatly increase your equipment life and reduce maintenance costs over the life of the trailer," he said, adding that undercoating is becoming more common on trailers, which also extends their lifespan. But the type of coating does make a difference.

"Utility is standard with a coating called Scharpf. It is a wax-based coating that is sprayed on the underside of the trailer and can be cleaned off when work, like welding, is needed," Key explained. "The other coating is galvanization. Lots of OEMs use this, and in my opinion it is less desirable than the alternatives. It does prevent corrosion, but the chemical solution used is harmful to the environment, and when it is welded on, toxic gasses are given off."

Though Dufresne says Tremcar trailers last too long, according to her boss, there are ways customers can get the most out of their tanker trailer.

"The secret to longevity is to be attentive to the product spec's you are carrying and act upon that," she

said. "Some products are very corrosive. Cleaning the tank regularly and refreshing the lining in certain cases optimizes its lifespan."

Cost

Despite tariffs on steel and aluminum and high demand driving up the price of today's trailers, customers continue to open their pocketbooks.

"Tariffs, along with high demand and shortages of labor in our industry are a fact, and have increased the cost of equipment," said Gilliland. "Customers understand this and are ordering equipment. Customers don't want to be left out, so order intake remains very strong."

Dufresne said Tremcar's stainless steel products have been affected by U.S.-imposed tariffs over the past year.

"The Trump government added a 25% tariff on the raw product as it crosses to the U.S. to transformation plants before it is imported back to Canada as a semi-finished product," Dufresne said. "This evidently created an increase in price that the end user pays for. All tank manufacturers are affected by this increase."

Tremcar is also impacted by the 10% tax on aluminum going into the U.S., and another 10% on the semi-finished product coming back to Canada, putting the company at a disadvantage with its American competitors.

Key added that customers looking to purchase a new reefer or dry van trailer will pay between \$2,000 and \$4,000 more than a year ago.

"This is not only due to tariffs," he said. "Part of it is just supply and demand. We're selling more and more and that means OEMs and component manufacturers can ask more money for their products." **TN**

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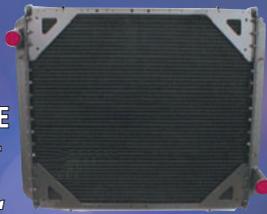
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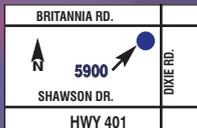
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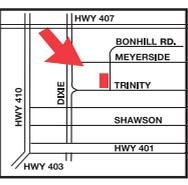
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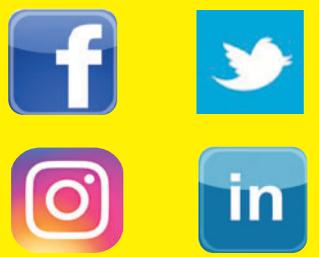
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DOORS. -1267248



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Hendrickson air ride suspension, new tires,
VERY CLEAN. -1271450



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FLAT DECK**
c/w "Quick Draw Tarp System", 16 pair chain tie
downs, 12 winches & straps, Hendrickson air ride
suspension, 8 aluminum wheels, 5'x2'x2'
aluminum tool / storage box. -1271448



2014 HYUNDAI 53' X 102" PRODUCE/GROCERY REEFER VAN
High cube, Thermo King Super II reefer unit, wood floor, Hendrickson
air ride suspension, aluminum wheels, tire inflation system,
Versa tech interior lining, 2 rows "E" track, side skirt,
galvanized rear door case & bumper, well spec'd, very clean. -1257076



2016 VANGUARD 53' PLATE VAN
Hendrickson Air Ride Susp; Sky Lights, Side Skirt,
Exterior Rub Rail, HD 24" Side Panels/Slots,
Vents Front & Rear, Galvanized Door Case & Bumper.
-1264596



(6) 2009 GREAT DANE 53' X 102" REEFERS
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new tires, galvanized door case. -1271447

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Announcements

Wakefield restructures; **Transcourt** and **Train Trailer** name new account reps; and the **Toronto Transportation Club** elects new executive committee

Wakefield Canada has announced the creation of two separate sales divisions, and appointed leaders to each. **Shannon Spano** will lead the consumer sales division with **Hasan Zobairi** responsible for commercial and industrial sales. The move comes after a first full year of operating the Castrol industrial business. The company says it's the next step in solidifying its growing position in the industrial and commercial sector while reinforcing its presence on the consumer side.

Zobairi joined Wakefield in 2015. In his most recent position as national sales manager, commercial sales, Wakefield says Zobairi helped build a clear roadmap and strong foundation for the commercial business.

Transcourt Tank Leasing named **Carlos Duarte** its newest regional account manager for Ontario. The company says the new addition



allows it to focus its sales force on growth while continuing to provide personalized and customized service to customers.

Duarte has more than 20 years of experience in business development and key account management in the transportation industry.

Train Trailer announced that **James Currier** has been promoted to national account manager.



He will report to the company's president Rick Kloepfer and will oversee the company's sales team and assist in managing major national accounts from its new head office in Bolton, Ont.

For the past two years, Currier has served as senior account manager on Train Trailer's sales team, ensuring his customers maximized their growth and increased their efficiency, the company says.

The Toronto Transportation Club (TTC) held its Annual General Meeting at the Metro Toronto Convention Centre in November, and voted on its executive committee for 2019.

The executive committee for 2019 includes: **Mike Fontaine**, general manager, C.H. Robinson, who will become the past president, and remain on the executive committee; **James Mitton**, vice-president of national accounts, Apps Transport, elected to the position of president; **Cynthia Nagamatsu**, vice-president, commercial client services, Hargraft Schofield LP, elected to the position of first vice-president; and **Barbara Leece**, national account manager, domestic and intermodal, CP, elected to the position of second vice-president.

The Canadian International Freight Forwarders Association (CIFFA) has named **Troy Cowen**, chief operating officer of Maltacourt Global Logistics, president of the board. **Bruce Rodgers** has stepped down as the current president of the board and has joined the secretariat staff as the incoming executive director of CIFFA.

The board has approved a six-month overlap, and Rodgers will share duties with current executive director **Ruth Snowden** until her retirement in 2019. Cowen has been a member of the CIFFA board of directors since 2012. He has been on the executive committee of the board for several years, first as treasurer for two years and most recently in the position of vice-president.

Great Dane has named **Bill Healy** the new vice-president of aftermarket. Healy joined Great Dane in February as director of aftermarket parts sales.

In his new role, the company says Healy will provide leadership of Great Dane's aftermarket department, overseeing the company's parts distribution center (PDC) and all parts activities associated with Great Dane branches, dealers and distributors in the U.S., Canada, Mexico, and South America. **TN**

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Ad Index

Truck and Trailer.ca			
Action Trailer Sales	48	Morgan's Diesel	45
Atlantis Radiator	45	Ocean Trailer	43
Curtainsider	45	Tankmart	47
Dependable Truck & Tank	44	Texis Truck Exhaust	44
Eastway Tank & Emergency Vehicles	46	The Truck Exhaust Place	46
Kingpin Specialists	44	XL Radiators	46

ALPHABETICAL LIST

Arnold Bros. Transport	27	Load Covering Solutions	19
Bison Transport	2,3	Maintenance Best Practices	52
Brian Kurtz Trucking	39	Nal Path Insurance Brokers	11
Briway Carriers	36	Newcom Events	7
BTC Express	32	Ontario Drivers Medical	10
Burrowes Insurance Brokers	17	Praxair	37
C.U.T.C. Inc.	53	Precision Group	34
Canadian Shipper	16	Premier Bulk Systems	27
Career Opportunities	2,3,22-41	Road Today	18
Chevron – Inside the Numbers	4	SCEF	14
Child Find-Missing Kids	53	Schneider – Company Drivers	39
(CITT) LBC Capital	11	Schneider – Owner Operators	25
Crossword Puzzle/Solution	9,49	SGT	31
Cushman Wakefield	13	Sharp Bus Lines	29
Display Transportation	33	Stateside Transportation Consultants Inc.	53
Eberspaecher Climate Control Systems		Surface Transportation Summit	20,54
Canada	10	T.D. Smith	35
Expocam 2019	12	Texis Truck Exhaust	9,44,49
FedEx Freight Canada	22	The Erb Group	37
Forbes-Hewlett Transport	29	The Rosedale Group	28
Game Changers	51	Titanium Transportation	30
GN Truck Sales	6	Trailcon Leasing	8
Grace Transport	38	Transport Financial Services	49
Great Dane Trailers	55	TransX Group of Companies	24
International Truckload Services	40	Trison Tarps	15
IPS Invoice Payment System	13	TTSAO	21
J-Line Transport	35	Volvo Trucks Canada	56
JBT Transport	35	Walmart	33
Kelsey Trail	41	Wilson Truck Lines	36
Keypoint Carriers	36	Young Transportation (Local Ontario & Hwy. Runs)	23
KJS Transport	25	Young Transportation (Northern Ontario Runs)	40
Kriska	27	Z Source Equipment	17
Laidlaw Carriers – (Dumps-Bulk)	26		
Linamar Transportation	31		
Liquid Capital Midwest Corp	10		

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2019 Calendar of Events

January

Jan. 12-16 – **National Private Truck Council's Private Fleet Management Institute** – Omni Jacksonville Hotel, Jacksonville, Fla. www.nptc.org

Jan. 16 – **Cyber Security Luncheon** – Weston Golf Club, Toronto, Ont. www.torontotrucking.org

Jan. 22-25 – **National Biodiesel Conference and Expo** – Marriott Marquis San Diego Marina, San Diego, Calif. www.biodieselconference.org

Jan. 22-25 – **World of Concrete** – Las Vegas Convention Center, Las Vegas, Nev. www.worldofconcrete.com

Jan. 28-31 – **Heavy Duty Aftermarket Week** – The Mirage Hotel, Las Vegas, Nev. www.hdaw.org

Jan. 28- Feb. 1 – **Commercial Vehicle Safety Alliance's COHMED Conference** – San Antonio, Texas www.cvsa.org

February

Feb. 2-9 – **Toronto Trucking Association's Annual Convention** – Diamond Luxury Boutique Hotel, Riviera Maya, Mexico www.torontotrucking.org

Feb. 5-7 – **Cargo Logistics Canada's Expo and Conference** – Vancouver Convention Centre West, Vancouver, B.C. www.cargologisticscanada.com

Feb. 24-27 – **Omnitracs Outlook** – Hilton Anatole Hotel, Dallas, Texas www.omnitracsoutlook.com

Feb. 25-28 – **Link 2019: Retail Supply Chain Conference** – Gaylord Palms Resort, Orlando, Fla. www.linkretailsupplychain.rila.org

Feb. 26-March 1 – **Cold Chain Global Forum Canada** – Hyatt Regency Toronto, Toronto, Ont. www.coldchainglobalforumcanada.com

Feb. 27- Feb. 28 – **TTSOA's Striving for Excellence in Training Conference** – Centre for Health and Safety Innovation, Mississauga, Ont. www.ttsao.com

March

March 5 – **Green Truck Summit** – Indiana Convention Center, Indianapolis, Ind. www.ntea.com

March 5-8 – **The Work Truck Show** – Indiana Convention Center, Indianapolis, Ind. www.worktruckshow.com

March 7 – **Women with Drive Leadership Summit** – Sheraton Toronto Airport Hotel and Conference Centre, Toronto, Ont. www.truckinghr.com

March 7 – **TTA's Spring Social** – Crooked Cue, Etobicoke, Ont. www.torontotrucking.org

March 10-12 – **IWLA's Convention and Expo** – The Westin Savannah Harbor Golf Resort & Spa www.iwla.com

March 10-13 – **Truckload Carriers Association's Annual Convention** – Wynn Las Vegas Resort, Las Vegas, Nev. www.truckload.org

March 18-21 – **TMC Annual Meeting & Transportation Technology Exhibition** – Georgia World Congress Center, Atlanta, Ga. www.trucking.org

March 28-30 – **Mid-America Trucking Show** – Kentucky Expo Center, Louisville, Ken. www.truckingshow.com

March 31- April 4 – **CVSA Workshop** – St. Louis, Mo. www.cvsa.org

April

April 3-5 – **SAE's Government/Industry Meeting** – Walter E. Washington Convention Center, Washington, D.C. www.sae.org

April 5 – **Manitoba Trucking Association's Annual General Meeting and Spring Gala Dinner** – TBD, Winnipeg, Man. www.trucking.mb.ca

April 6 – **Road Today Truck News Jobs Expo** – International Centre, Toronto, Ont. www.rttexpo.com

April 7-9 – **Truck Renting and Leasing Association's Annual Meeting** – Ritz-Carlton Grande Lakes, Orlando, Fla. www.trala.org

April 9-11 – **SAE World Congress Experience** – Cobo Center, Detroit, Mich. www.sae.org

April 10 – **Sommet Canadien Sur L'entretien de Flotte (SCEF)** – Hotel Bonaventure, Montreal, Que. www.sommetentretienflotte.com

May

May 2-4 – **Quebec Trucking Association's Annual Meeting** – Fairmont Tremblant, Mont-Tremblant, Que. www.carrefour-acq.org

May 4-8 – **Material Handling Equipment Distributors Association's Annual Convention and Exhibitor Showcase** – JW Marriott Desert Ridge Resort, Phoenix, Ariz. www.mheda.org

May 8 – **TTA's Annual General Meeting** – Hotel X Toronto, Toronto, Ont. www.torontotrucking.org

May 16 – **TTC's Spring Golf Tournament** – The Country Club, Woodbridge, Ont. www.torontotransportationclub.com

May 26-29 – **CTRF's Annual Conference** – Pinnacle Harbourfront Hotel, Vancouver, B.C. www.ctrf.ca

May 29 – **Western Women with Drive Leadership Conference** – Renaissance Edmonton Airport Hotel, Edmonton, Alta. www.truckinghr.com

May 31-June 2 – **BCTA's Annual General Meeting and Management Conference** – Delta Hotels by Marriott Grand Okanagan Resort, Kelowna, B.C. www.bctrucking.com

June

June 3-6 – **Canadian Council of Motor Transport Administrators' Annual Meeting** – Ottawa, Ont. www.ccmta.ca

June 6 – **TTA's Annual Golf Tournament** – Lionhead Golf Club & Conference Centre, Brampton, Ont. www.torontotrucking.org

June 6 – **OTA Baseball Day** – Rogers Centre, Toronto Ont. www.ontruck.org

June 7-8 – **Atlantic Truck Show** – Moncton Coliseum Complex, Moncton, N.B. www.atlantictruckshow.com

June 12-14 – **Private Motor Truck Council of Canada's Annual Convention** – Crowne Plaza Fallsview, Niagara Falls, Ont. www.pmtc.ca

June 15 – **Manitoba Provincial Truck Driving Championships** – Victoria Inn Hotel & Convention Centre, Winnipeg, Man. www.trucking.mb.ca

June 15-16 – **APNA Truck Show** – Tradex, Abbotsford, B.C. www.apnatruckshow.com

June 19 – **TTC's Lunch and Learn for Women in Transportation** – Palais Royale, Toronto, Ont. www.torontotransportationclub.com

June 28-29 – **Great Lakes Trucks Club's Antique and Classic Truck Show** – Clifford Rotary Park, Clifford, Ont. www.greatlakestruckclub.com

July

July 20 – **Southern Alberta Truck Expo and Job Fair** – Lethbridge Exposition Park, Lethbridge, Alta. www.southernalbertatruckexpo.ca

July 26-28 – **Great Canadian Truck Show** – Flamboro Speedway, Hamilton, Ont. www.facebook.com/greatcanadiantruckshow

April 11-13 – **ExpoCam** – Place Bonaventure, Montreal, Que. www.expocam.ca

April 14-16 – **NPTC Educational Management Conference & Exhibition** – Cincinnati, Ohio www.nptc.org

April 23-26 – **Advanced Clean Transportation Expo** – Long Beach Convention Center, Long Beach, Calif. www.actexpo.com

April 25 – **Toronto Transportation Club's Taste of Toronto Transportation Night** – Palais Royale, Toronto, Ont. www.torontotransportationclub.com

April 26-27 – **Alberta Motor Transport Association's Leadership Conference and Annual General Meeting** – Pomeroy Kananaskis Mountain Lodge, Kananaskis, Alta. www.amta.ca

April 28-May 1 – **Warehousing Education and Research Council's Annual Conference** – Columbus, Ohio www.werc.org

April 30-May 2 – **IANA Operations & Maintenance Business Meeting** – The Westin Lombard Yorktown Center, Lombard, Ill. www.intermodal.org

August

Aug. 1-4 – **Rodeo Du Camion** – Notre-Dame-du-Nord, Que. www.elrodeo.com

Aug. 13-17 – **North American Inspectors Championship** – Pittsburgh, Pa. www.cvsa.org

Aug. 22-24 – **Great American Trucking Show** – Kay Bailey Hutchinson Convention Center, Dallas, Texas www.gatsonline.com

Aug. 30 – **STA Golf Classic** – TBD www.saskstrucking.com

September

Sept. 10 – **BCTA Golf Tournament** – Meadow Gardens Golf Club, Pitt Meadows, B.C. www.bctrucking.com

Sept. 10-12 – **FTR Transportation Conference** – Historic Union Station, Indianapolis, Ind. – www.ftrconference.com

Sept. 12 – **TTC's Power of Education Golf Classic** – Blue Mountains, Ont. www.torontotransportationclub.com

Sept. 14 – **Road Today Truck News Jobs Expo** – International Centre, Toronto, Ont. www.rttexpo.com

Sept. 14-19 – **TMC Fall Meeting** – Raleigh Convention Center, Raleigh, N.C. www.trucking.org

Sept. 15-18 – **PeopleNet/TMW Systems' in.sight User Conference** – George R. Brown Convention Center, Houston, Texas. www.insightuserconference.com

Sept.18-20 – **North American International Powertrain Conference** – Chicago, Ill. www.sae.org

Sept. 22-25 – **Joint TAC-ITSC Conference and Exhibition** – Halifax, N.S. www.tac-atc.ca

Sept. 22-26 – **Commercial Vehicle Safety Alliance Annual Conference and Exhibition** – Biloxi, Miss. www.cvsa.org

Sept. 30-Oct. 2 – **Canadian Transportation Equipment Association's Annual Manufacturers' Conference** – Mont-Tremblant, Que. www.ctea.ca

October

Oct. 4 – **Fleet Safety Council's Annual Educational Conference** – Centre for Health and Safety Innovation, Mississauga, Ont. www.fleetsafetycouncil.com

Oct. 5-9 – **ATA Management Conference and Exhibition** – San Diego Convention Center, San Diego, Calif. www.trucking.org

Oct. 9-10 – **Waste and Recycling Expo Canada** – Enercare Centre, Toronto, Ont. www.waste-recycling-expo-canada.us.messefrankfurt.com/canada/en.html

Oct. 9-11 – **National Trailer Dealers Association's Annual Convention** – The Breakers, West Palm Beach, Fla. www.ntda.org

Oct. 16 – **Surface Transportation Summit** – International Centre, Mississauga, Ont. www.surfacetransportationsummit.com

Oct. 23-25 – **CITT's Canada Logistics Conference 2019** – Niagara Falls, Ont. www.citt.ca

Oct. 25 – **STA AGM and Gala Awards Banquet** – Regina, Sask. www.saskstrucking.com

Oct. 28-31 – **North American Commercial Vehicle Show** – Georgia World Congress Center, Atlanta, Ga. www.nacvshow.com

November

Nov. 6-7 – **Ontario Trucking Association's Annual Convention and Executive Conference** – Ritz-Carlton Hotel, Toronto, Ont. www.otaconvention.ca

December

Dec. 3 – **BCTA's Christmas Party** – Sheraton Vancouver Guildford Hotel, Surrey, B.C. www.bctrucking.com

Dec. 5 – **Annual Toronto Transportation Club Dinner** – Metro Toronto Convention Centre, Toronto, Ont. www.torontotransportationclub.com

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

Arnold Bros. turns Christmas parade plaid



WINNIPEG, MANITOBA

Arnold Bros. brought the plaid to the Winnipeg Santa Claus Parade, to bring attention to prostate cancer programs.

The company entered into the parade a tractor-trailer dubbed 'Plaid Wonderland' on Nov. 17.

Arnold Bros. has raised more than \$19,000 this year for the cause.

"It kind of took on a life of its own," says Arnold Bros. finance director Carla Kaneski, who serves as the campaign captain and credits a fundraising team representing several departments.

"Awareness is everything for us. Men typically don't like to talk about their health," says Arden Bagni, a spokesman for Prostate Cancer Canada. "Yet almost all of the men who have prostate cancer detected soon enough will survive."

For more information on the cause, visit www.plaidfordad.ca **TN**

Canada Cartage expands in Mississauga

MISSISSAUGA, ONTARIO

Canada Cartage has opened a new terminal at 6767 Davand Drive in Mississauga, Ont.

The new facility will provide additional office space for staff and a more productive and efficient truck yard and cross-dock to better serve its customers, the company said.

"Despite challenging times in the industry, Canada Cartage continues to expand, which is a true testament to our staff and the transportation services we offer," said Jeff Lindsay, president and CEO, Canada Cartage.

The Davand Drive facility is a high-visibility location on the northwest corner of Dixie Road and Mid-Way Boulevard and approximately five minutes from Canada Cartage's head office and terminal on Cardiff Boulevard. The new terminal includes: a three-storey office building with approximately 24,000 sq.-ft. of office space; a 50,000 sq.-ft. cross-dock with 66 doors; and 12 acres of land for tractor and trailer parking.

With the opening of the new facility, the company now has 18 terminals and six distribution centers across the country, as well as cross-border freight consolidation partners along the Canada-U.S. border. This is the third terminal expansion in the past 18 months for the company. **TN**

Andy Transport expands into Ontario

WINDSOR, ONTARIO

Andy Transport recently announced it has acquired its first Ontario terminal.

The new terminal is located at 665 Weaver Road, in Windsor, Ont., and is approximately 500,000 sq.-ft. According to a release, the new terminal will allow Andy to position itself in the Ontario market, improve operational efficiencies, and extend its offerings to new customers.

"We saw an immense potential and our vision is to develop it into a fully-serviced Andy terminal, opening many positions over the next months. We look forward to working with the local municipality, authorities and community," said Andreea Crisan, chief operating officer and executive vice-president at Andy Transport.

Andy takes immediate possession and occupancy of the terminal. The terminal is just six kilometers away from the current Windsor-Detroit bridge and less than three kilometers away from the future bridge.

"We have acquired the terminal and are making development plans with our drivers in mind. It will become an important hub for our operations and clients, but also a comfortable resting site for our drivers," added Ilie Crisan, president of Andy. **TN**

Manitoulin strengthens Quebec presence

HAVRE-ST-PIERRE, QUEBEC

Manitoulin Transport has acquired Express Havre St-Pierre (EHSP) of Quebec.

The acquisition builds out Manitoulin's coverage in Central and Eastern Quebec, particularly in the province's rural areas, the company said in a release.

Express Havre St-Pierre provides truckload (TL) and less-than-load (LTL), dangerous goods, temperature controlled, and white glove services, for a wide variety of industrial and commercial customers. Headquartered in Havre-St-Pierre, Que., the company has terminals in Quebec City, Varennes, Baie-Comeau, Sept-Iles, and Chicoutimi, and also in Labrador City, Nfld.

"Express Havre St-Pierre has stood the test of time and built a solid name for itself as a well-run, customer-centric business," said Jeff King, president, Manitoulin Transport. "Having served the Quebec marketplace for more than 40 years, their knowledge of its communities, roads, and the unique needs of its industries, is second to none. This depth of experience, combined with their broad range of equipment and process-oriented operations have been key to EHSP providing consistent, quality service for many years."

"We look forward to combining our knowledge and experience with Manitoulin's," added Felix Belanger, general manager, Express Havre-St-Pierre. "We believe our customers will be delighted with their easy access to Manitoulin's various transportation and logistics services and global reach."

EHSP will operate as a standalone entity with the current management team remaining in place. **TN**

GAME CHANGERS



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Mark Dalton: Owner-Operator

By Edo van Belkom

THE STORY SO FAR

After returning from a long haul to the west coast, Mark Dalton's dispatcher Bud asks him for a favor. He reluctantly agrees to do some local work.

Mark arrives at Intra-City Truck Lines yard ready to begin his time as a taxi truck driver. At first all looks good, but instead of a short trailer, Mark is given an older, longer trailer – the kind that is hard to move in the city. And the helper he was promised was late, and...at first there are no loads. Then the phone rings and then it's go, go, go. Mark can only wonder what he's gotten himself into...

The first call of the day was in downtown Toronto at a small machine shop on a side street in the Bloor and Dundas area. It was a nice sunny day and the truck drove well enough without a load, but the streets seemed to be getting narrower and narrower with each block south he drove.

"It's getting tight," he said.

"We still have a way to go," said Marcin, the helper he'd been assigned, son of the trucking company's owner.

And then if the streets weren't narrow enough, a bike lane suddenly appeared, taking out a large swath of pavement. Mark continued driving carefully with both hands tight on the wheel, his fingers starting to hurt and his knuckles turning a pale white. A rider appeared out of nowhere in front of him, forcing him to brake and blast his horn. Mark fully expected the cyclist to nod or wave and apologize for cutting him off, but instead he turned back toward Mark and raised a middle finger in salute.

"Catch up to him!" Marcin shouted. "I'll kill him!"

"Relax," Mark said. "I've seen worse."

"He shouldn't be allowed to get away with that."

"Don't worry," Mark said. "He'll eventually show that finger to the wrong person and it'll get broken off. It just won't be me."

After a few moments, Marcin said,

"So that's why my dad hired you."

"Why?"

"Because you're calm. I would have run him over. So would half the drivers working for him."

Mark thought about that for a moment. It should have angered him, but it didn't even come close. In the past he had guns pulled on him, was pursued cross-country by an assassin, and took out an international smuggling ring. One little finger from a tree-hugging, salad-eating yuppie didn't even register.

"Our job is to pick up and deliver things," Mark said. "Not get into street fights with bike riders."

After a few sharp turns, and 10 minutes of Marcin helping him back up around a corner to the machine shop's loading dock, Mark had arrived at his first pick-up. They were there to pick up a big, heavy machine that was used to stamp out metal parts for cars. It was a huge machine and weighed close to the truck's maximum capacity and Mark didn't have a clue how they were going to get it on and off the truck. Fortunately, Mark didn't have to worry about loading the machine as the shop had already secured it to a palette for transport and they had a forklift that was heavy enough to easily drop the

entire load gently into the center of the truck's cargo area.

Still, Mark wasn't satisfied the load was safe. "It might tip over if I take a turn too sharply or stop too fast."

"Are you kidding?" said one of the shop workers. "This thing weighs a ton. It's not going anywhere."

"Do you want to put that in writing and sign it?" Mark asked him.

The man silently turned from Mark and didn't say another word. Mark figured the guy was probably right, but he wasn't about to risk it. He was being entrusted to take this load and deliver it whole and without damage. And even though the thing would only be on his truck for an hour – two at the most – it still needed to be secured like something that would be on his truck for days.

And so, Mark took an extra 15 minutes to strap the machine to the front and sides of the truck to ensure it wouldn't fall over in transport. Only when he was satisfied everything was secure, he instructed Marcin to close the cargo door.

"Are you sure?" Marcin asked. "Don't you want to tie some pillows to it, wrap it up in a sheet?"

"Laugh all you want," Mark said. "But your father will be the one having to pay

if this thing is damaged during transport."

"Okay, I get it," Marcin said.

"Good," Mark said. "This is a service your father's company's providing. If it gets around that too much stuff arrives damaged, no one is going to call your father for help."

"Understood," Marcin said, his voice long and drawn out, as if he'd been convinced of Mark's point-of-view.

Just as they were pulling out onto Bloor Street, Mark's cell phone rang.

"Yeah," Mark said.

"Is this Mark?" said the voice. It was Macek, his shipper in this taxi truck endeavour.

"Mark who?" Mark said, smiling.

"Very funny, Dalton. Where are you?"

"On our way to Keele and Hwy. 7"

"What? You're not there yet?"

"No. It took a while to secure the load."

"It's taking too long. You're supposed to be there already."

"We'll get there when we get there," Mark said.

Over in the passenger seat, Marcin was laughing under his breath.

"Okay, then. Call me after you've made the delivery."

"Right," Mark said and hung up. "What's so funny?"

"No one talks to my dad like that," Marcin said.

"Your dad's pushy," Mark said.

"He's always in a hurry. It's who he is, and it's how he's built this company into what it is."

"Yeah, well..." Mark pondered. "Maybe that's why he wanted me for this job. I am who I am and I'm not about to be pushed around."

"I can see that," Marcin said.

"Now, let's get to our destination and get this thing off our truck."

"Yeah, let's do it." **TN**

Mark Dalton returns next month in the conclusion of Dalton is hailed a cab.



Illustration by Glenn McEvoy

Dalton is hailed a cab – Part 3 –

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Products

Volvo Trucks' new **Payload Plus packages** for VNR and VNL trucks have been unveiled to maximize payloads and fuel economy in weight-sensitive applications like tankers, bulk haulers, and specific dry van operations.

Up to 540 lbs are shed from VNR regional tractors, and more than 335 lbs come off the VNL long-haul models. Lightweight components in the Payload Plus packages include a horizontal exhaust, aluminum wheels, and lightweight chassis components. Other opportunities to reduce weight can include optimized wheelbases and frame rail thicknesses. **TN**



Dana's Spicer Select all-makes drivetrain portfolio now includes the most popular **U-joints** for commercial applications while also adding new U-joint strap kits.

Dana recommends replacing the supporting hardware when installing a new U-joint, so the new offerings now deliver a complete replacement kit.

Driveshaft series to be covered include Spicer's 1710/1760 and 1810 Series, while the 1610 Series includes U-joints only. Spicer Select strap kits are also available for Spicer SPL170 and SPL250 driveshafts. **TN**



Bridgestone has unveiled the Bandag BRSS **all-position retread** for fleets working in on- and off-road environments from pavement to dirt and gravel.

Meant for applications from logging to oil refining and construction, the tire features a 20/32-inch tread for extended wear, a specialized compound to resist chipping and cutting, and an optimized tread design to keep out stones. It comes in 190, 200, 210, 220, 230, and 240-mm widths. **TN**

Utility Trailer Manufacturing has made its **20K Duct Floor System** standard for the 3000R base model refrigerated trailer.

The floor helps to control weight because it doesn't require other structural enhancements, the company notes.

It features a 20,000-lb capacity for fork trucks with 12-inch wide front tires. The aluminum duct floor planks also have 30% more upper wear thickness than Utility's prior 16K standard floor. **TN**

Struggling with a wheel that's seized in place? Put the sledgehammer away.

AME International has unveiled **RimWit** and **RimWit Junior** – tools to loosen stubborn truck wheels and rims without damaging tire sidewalls or the rims themselves.

The RimWit is powered by an electric or air impact wrench, and will work with steel or aluminum rims.

Its junior counterpart will accommodate 19.5-inch truck tires. **TN**



TransCore Link Logistics has unveiled the next generation of its **Loadlink load board**, giving members the power to combine all of their freight matching activities on Canada's largest freight-matching network.

The single platform enables a lighter, faster, and seamless service that requires no installation, the company says.

Freight-matching activities include:

- **Loadlink Driver:** a free app for drivers who want to work with freight brokers and carrier companies on Loadlink. It enables driver tracking to help better service customers.
- **Real-time load tracking:** Once assigned a load, carriers can track a driver's location with time stamps and share this information with the broker.
- **Document sharing:** Once a load is delivered, the driver can take a photo of the proof of delivery and upload it to Loadlink, which can then be shared with any party the carrier desires.
- **Templates for frequent lanes:** Repetitive postings are easily accessed

with the option to re-post selected postings or all postings available for the day.

- **Preferred networks:** Private networks can be customized to benefit preferred companies in specific lanes. **TN**

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Turning over turnover

How Woodcock Brothers is keeping its drivers and employees happy

SEBRINGVILLE, ONTARIO

The incentives for drivers to up and leave their current company are endless.

With the driver shortage in full swing, many drivers ditch their current positions for an attractive signing bonus, a position closer to home, or a dedicated, scheduled route. Not to mention the “grass is greener” notion.

So, it’s no wonder driver turnover is so high (averaging in the high 80-90% range) in North America.

But somehow, for trucking company Woodcock Brothers, hitting even double digits when it comes to turnover is a far cry from where it is now.

The company was first started under the name Merchants Delivery in 1973 by Bob Woodcock and his son, Lorrie. It mostly did local delivery work. Then, 10 years later, Brad Woodcock, Bob’s other son, purchased his father’s shares and renamed the business. At that time, the business operations were still being run by Lorrie, while Brad, a licensed mechanic, fixed up the six van trucks it had.

In 1985 the brothers entered the LTL service world and delivered from Stratford to Toronto, and shortly thereafter, opened a moving and storage division. In 1989, it entered the truckload marketplace.

Lorrie and Brad ran the business together until 2004, when Brad purchased his brother’s shares. He was the sole owner until 2017, when Jeff Pauli, the company’s current CEO, purchased a minority stake.

Today, the business is running smoothly. It boasts 55 company trucks, 15 owner-operators, and 125 trailers. It has one main facility in Sebringville, Ont., and mostly hauls raw materials like steel, aluminum, concrete, and salt, both across Canada and the U.S.

The business has won numerous awards, including the coveted Trucking HR Canada Top Fleet Employers

recognition, and it’s not hard to see why. Its turnover rate is the stuff some fleets can only dream about and management works hard to make sure each and every employee and driver is cared for and listened to.

“Our driver turnover is pretty low,” Pauli said. “It’s under 10%, which is tremendous, we think. We have a lot of long-term drivers here, so we find that if we can get them through the door, and they stay for six months, they generally stay for their career.”

Pauli said he believes that employees at Woodcock are content working there for a number of reasons.

“Each one of our drivers gets top benefits, semi-annual bonuses, and every five years they get service awards,” he said. “The pay is also competitive and fair and helps with our retention.”

Other than its pay packages, Brad added that he’s heard feedback from drivers that they stay on with the business because of the equipment and culture at Woodcock Brothers.

“Our equipment is all fairly new,” Woodcock said. “Our longhaul trucks are less than four years old. Drivers also like that they are assigned a truck, and we don’t slipseat.”

As an added bonus, all the Woodcock trucks are spec’d out to the max.

“Each truck comes fully equipped with refrigerators, converters, auxiliary heating and cooling,” Woodcock listed. “They are all loaded with all options. We have all safety options on, which is very important to us. Our trucks come with collision avoidance, lane departure systems, rollover systems. We have dash cams and side cameras, top of the line stereo systems with Sirius XM radio built in. We have disc brakes – these trucks really have everything the driver could want.”

Woodcock added that a vast majority of his trucks are Volvos, because that’s what his drivers like.



Brad Woodcock (left) is pictured with Jeff Pauli.

“The drivers really like the Volvos,” he said. “I hear from my drivers all the time who say ‘The guy who designed the interior of a Volvo must have been a former truck driver.’ They love that everything, the switches and cubby holes, are all in the right place and where they should be.”

And on top of that, Woodcock dispatchers know the life of a driver isn’t easy, so they are known to offer one of the most flexible work environments a driver could hope for.

“Our dispatchers are very accommodating to our drivers’ wishes,” Pauli said. “Some guys like to be home every other night and we will accommodate them as best we can, and that bodes well with the drivers. We are not forced dispatch. Our dispatchers work with them so they can be home when they want to be home.”

Woodcock added: “90% of the time our driver leaves the yard, he knows when he will be back home. We really take the guesswork out of longhaul driving for them.”

Despite all of the positives, Woodcock said the business is still affected by the driver shortage, and that he turns away loads all the time because there aren’t enough seated trucks in his operation.

“Right now, we only have a couple of empty trucks,” he said. “So, I think we’re fairly lucky.”

To help bolster its recruitment efforts, Woodcock Brothers relies heavily on its current driving staff who talk to others on the road about the advantages of driving for the company.

“Our drivers are the best recruiters out there,” Woodcock said. “They’re always chatting with other drivers when they’re out on the road and will refer some guys to us. Of course, they get paid a bonus if we hire one of their referrals.”

In addition, the company is active in job fairs and believes the key to solving the driver shortage is to recruit young people into the industry.

“We have a job fair with local high schools next week, and we’re hoping to get the kids interested in any type of job in transportation, whether it be driving, dispatching, or anything else,” Pauli said.

In the future, Woodcock said he hopes to have the same success he’s had over the last 35 years with the business.

“I really want to continue to have this great family atmosphere here, where no driver or employee is a number and we know everyone by name,” he said. “It would be nice to add maybe 10-15 trucks in the near future. Where I see the business in the future is growing slowly, with good customers and great personnel.” **TN**



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

A promotional graphic for the Surface Transportation Summit. It features a hand writing on a notepad in the foreground. In the background, there is a calendar page for October 2019, with the date 16 prominently displayed. The logo for the Surface Transportation Summit is in the top left corner, and the text "MARK YOUR CALENDAR" is written in large, bold, white letters at the bottom.

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