

TRUCK NEWS

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Picking up the pieces

Adam Lowry saw his truck as an opportunity to build a life. Another man saw it as an opportunity to end his.

By James Menzies

Oshawa, Ont. • When Adam Lowry pulled back the curtains of his bunk on the morning of April 18, there was nothing to indicate this would be the day everything changed. It was Good Friday, a cool but pleasant spring day and considering the winter Ontario had just endured, no one would complain.

Lowry awoke in his truck at the Fifth Wheel Truck Stop in Bowmanville, having delivered a load in Pickering the night before.

He did his pre-trip and headed to the village of Havelock, about 90 kilometres east, where he picked up a load destined for Alabama. Lowry was about to embark on one of his longer runs, which would keep him out on the road for four to six weeks. Coming back through Bowmanville, Lowry noticed the westbound scales were unstaffed, so he took advantage of the opportunity to check his axle weights. The CAT scales now cost about \$15, so he uses the government-funded weigh scales whenever possible.

Lowry returned to the Fifth Wheel in Bowmanville, faxed in his paperwork and had lunch.

He would later wonder if all these small decisions he made throughout the day had somehow conspired to put him in the worst place at the worst possible time.

Leaving Bowmanville around 5 p.m., the Easter Weekend traffic thickened with travellers merging on and off the 401. Lowry stuck to the centre lane to avoid interactions with the car traffic. As he approached the Ritson St. exit he

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Judges evaluate the performance of a driver competing in the driving championships. Regional, provincial and national competitions will be held this summer and fall.

Game on

Some of Ontario's best truck drivers prepare to compete in regional and provincial championships

By Sonia Straface with files from Carolyn Gruske

Drivers, start your engines! The start to the Ontario Truck Driving Championships (OTDC) is just about a month away and though it's not all about speed, a great deal of skill and discipline are needed to walk away with the big trophy at the end of the weekend.

For the uninitiated, the Truck Driving Championships is equivalent to the Olympics in the trucking world. The best drivers from the best fleets go head-to-head in a series of events at a regional and then (if they qualify) provincial level – ultimately going to the national championships to go up against the best in the country.

Competitors face off in three separate events at these championships: A written test consisting of 50 questions regarding the rules of the road; a pre-trip vehicle inspection where in eight minutes, while being watched by an MTO officer, they need to identify five planted defects; and negotiating a series of driving obstacles, such as backing into an alley dock with only a set number of inches of clearance.

The events are completely run by volunteers who participate out of their passion for the event. And who wouldn't want to volunteer during a (hopefully) hot and sunny July weekend where a little friendly competition is in the air?

Like all major sports or discipline-based competition, the

Truck Driving Championships have a specific set of rules all participants must adhere to in order to compete. All competitors in the championships must be full-time drivers and must be accident-free for the 12 months preceding the date of the competition. No competitor is allowed to use his or her own truck. Instead, the trucks used at the event are donated to ensure each participant is on an even playing ground.

"It could be said that maybe the person driving their own vehicle, or a vehicle identical to what they drive would have a slight advantage," said Donald R. Danbrook, treasurer and events co-ordinator for the central Ontario regional event. "The advantage could be as simple as steering. Everybody's got the same opportunity; they've never driven (these) tractors before."

Michele Joslin, chair of the Toronto regional championships, agrees that these trucks create fairness, but she also added, "It's a tight course. So the course needs to be set up according to the truck."

The championships divide the vehicles up into five classes: straight truck, single-axle tractor with a single-axle trailer (single-single), single-axle tractor with a tandem trailer (single-tandem), tandem-tandem, and B-trains to ensure the biggest cross-section of professional truck drivers can compete. All events are

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Focus on wellness

Speedy Transport has hired a wellness advisor. Will this role become a trucking mainstay?

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Young leaders

Next-generation freight brokers gather to discuss where they think the industry's headed.

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King of the hills

We pull some heavy-duty loads behind the GMC Sierra and Chevy Silverado HD.

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Focusing on the trailer

If the industry wants to realize further aerodynamic enhancements, it must turn its attention to the trailer.



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CLASSES 8

TRUCK SALES TRENDS

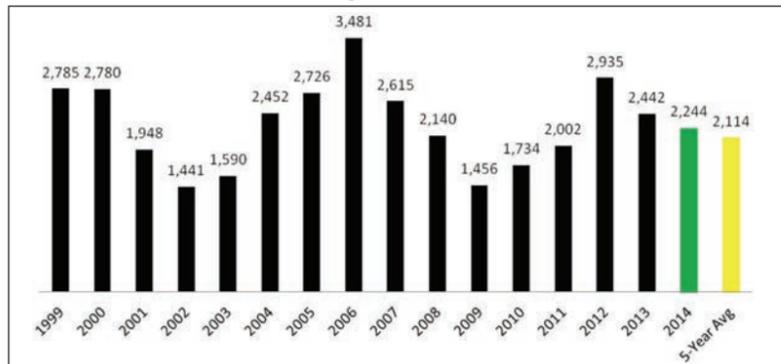
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Monthly Class 8 Sales – Mar 14

Class 8 truck sales, after starting the year on a mildly positive note with January surpassing last year's totals, dipped below the previous year's totals in February and have done the same in March. The month's sales totals, although surpassing the 2,000 mark, fell about 200 short of last year's total. Last year's market leaders Freightliner, Kenworth and International all suffered setbacks in March, falling behind last year's totals.

OEM	This Month	Last Year
Freightliner	581	630
International	287	344
Kenworth	380	553
Mack	169	183
Peterbilt	330	308
Volvo	331	239
Western Star	166	185
TOTALS	2244	2442

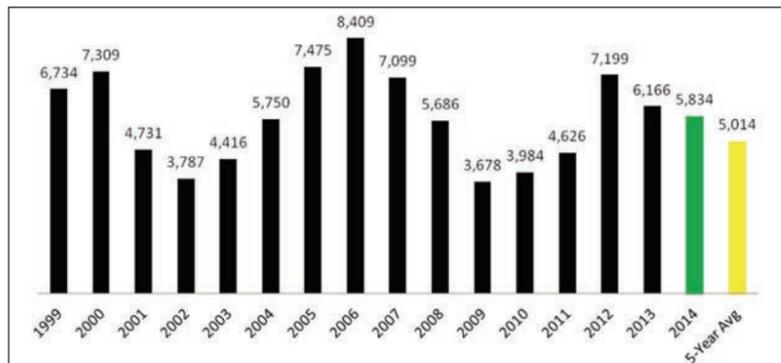
Historical Comparison – Mar 14 Sales



Class 8 Sales (YTD Mar 14) by Province and OEM

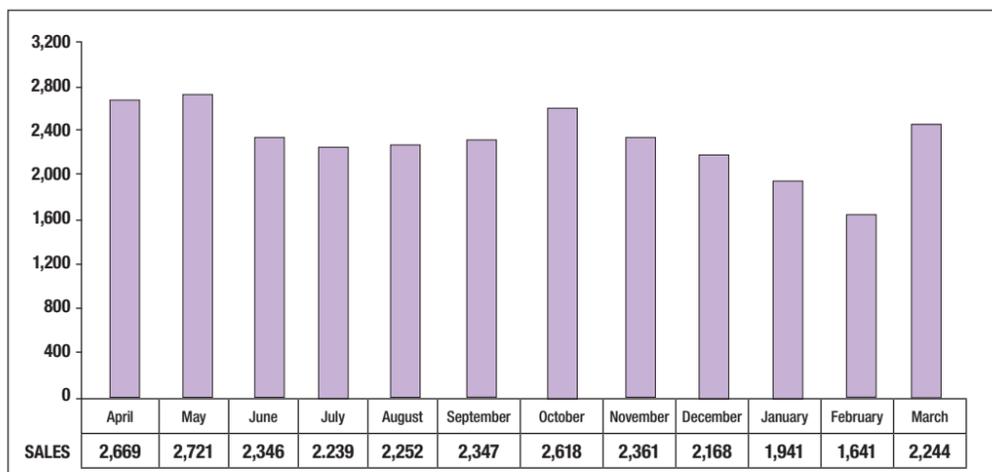
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	115	176	53	71	620	253	58	28	1	8	1,383
Kenworth	141	434	90	1	161	149	12	0	0	0	988
Mack	34	63	36	24	209	52	4	7	0	3	432
International	33	148	21	28	383	167	36	9	4	12	841
Peterbilt	146	279	77	35	200	114	34	4	0	0	889
Volvo	97	106	20	60	340	115	35	12	0	1	786
Western Star	88	228	19	20	69	69	7	10	3	2	515
TOTALS	654	1,434	316	239	1,982	919	186	70	8	26	5,834

Historical Comparison – YTD Mar 14



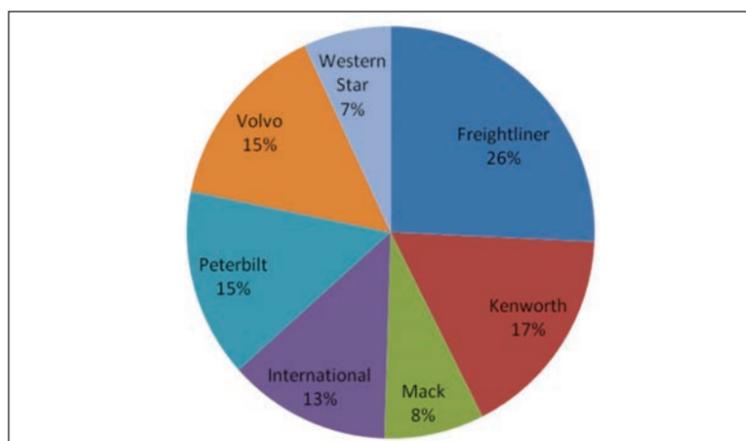
There was optimism for an improvement in Class 8 truck sales in 2014 after 2013 proved a disappointing year. But the first numbers are showing worrisome results. Not only were the first quarter numbers nowhere close to those of 2012, the best year since the recession for Class 8 sales, but they are trailing last year's results. As we have noted in our research talks across the country, although large and medium-sized carriers are in a buying mood, small carriers are not and that may be contributing to the lackluster Class 8 sales results.

12-Month Sales Trends



After 10 straight months of sales coming in above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007, they dropped slightly below 2,000 in January and considerably further in February. Good news is that they bounced back in March, topping the 2,000 mark again. Also, with the US economy regaining its stride and the value of the Canadian dollar dropping against the US dollar, economic forecasters anticipate exports will lead the Canadian economy in 2014. That may spark increased truck sales as trucking will be the main beneficiary.

Market Share Class 8 – Mar 14 YTD



Freightliner, last year's Canadian market leader, controls slightly more than one quarter of Class 8 truck sales at the close of the first quarter. Kenworth finished 2013 in the number two spot for market share, enjoying the fact that its strong western network is able to tap into the stronger western economy. But the company has faltered in the first quarter and currently sits with 17% market share, followed by fellow Paccar manufacturer, Peterbilt, at 15% of the market.

Source: Canadian Motor Vehicle Manufacturers Association

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Editorial
Comment

JAMES MENZIES



You knew it would happen eventually. Since the federal government okayed the use of medicinal marijuana in 2001, many Canadians have resorted to the treatment to ease the suffering from conditions such as chronic pain. It stands to reason some of those Canadians would be truck drivers.

I spoke to one such truck driver in early May. Patti Satok was seriously injured on the job in 2005, when a 1,500-lb skid fell on top of her. You can read her story on pg. 20 of this issue. But in short, her life since the accident has been extremely difficult.

She said seeking a prescription for medical marijuana was her last resort. She says she's medically and legally disabled, suffering from post-traumatic arthritis, fibromyalgia and is in need of several major surgeries.

Conventional prescriptions caused her physical and mental side-effects, she claims. She even considered suicide.

Satok told me she uses medical marijuana in honey form at night, while off-duty, to ease the pain and allow her to

The implications of medical marijuana

sleep. But the pre-employment drug test she recently failed doesn't discriminate between legal and illegal forms of the drug.

Now the company that offered her the job – and had already put her through orientation – is scrambling. Its own policy handbook says the use of prescription drugs is permitted, but illegal drugs, naturally, are not. Satok rightly claims the marijuana she ingests while off-duty is legal.

The American rules on this are less murky. The US DoT has clearly stated that a failed drug test is a failed drug test – it doesn't matter if it results from smoking doobs on the weekend or ingesting prescribed marijuana for pain relief.

Don't even go near the border with marijuana, medicinal or otherwise. But Satok's job was domestic – no crossing the border required – and aside from the pre-employment drug test, it's unlikely she'd have to pee in a cup again. She already did a stint with a driver services agency and didn't run into the problem there.

One thing's for certain: Many carriers will need to update their policy handbooks to reflect this new reality. But would it even matter?

Satok argues that discrimination against medicinal marijuana users is just that – discrimination, and a violation of her rights as a Canadian. She's not breaking any laws, she contends, as long as the effects of her funny honey sandwiches have worn off before she gets behind the wheel. And she's probably right.

This story emerged just as *Truck News* was going to press, but we'll have follow-up articles online and in print in the weeks ahead.

Some of them will include expert analysis and legal insight. Some will also explore what exactly medical marijuana is and how it differs from the stuff you may – or may not – have ex-



perimented with in your college days. The industry needs to be aware of this issue and to understand its implications. Satok said she's willing to be the face of this issue in the trucking industry. I bet no carrier is quite so eager. ●

James Menzies can be reached by phone at (416) 510-6896 or by e-mail at jmenzies@trucknews.com. You can also follow him on Twitter at Twitter.com/JamesMenzies.

The view
with Lou

LOU SMYRLIS



OTDC: Expect louder, bolder coverage

The Ontario Truck Driving Championships (OTDC) have been an integral part of our industry since 1947.

We are proud to announce that *Truck News* is now going to be an integral part of OTDC, as official media sponsor.

Industry is no different than sport; top performers are always keen to see just how good they are and at the OTDC they get the opportunity to do so.

For almost seven decades the Ontario Truck Driving Championships have been providing a forum for professional truck drivers to display their skill and encourage drivers and their employers to take an active interest in the safety, skill and courtesy needed to conduct a responsible business on our streets and highways.

They are designed to create greater

public awareness that truck driving is an important and necessary profession.

They also provide a forum for the industry's best to rub shoulders in a family setting and celebrate their profession.

Through a series of difficult, competitive tests that measure the level of driver expertise, the contestant's knowledge of rules of the road, safety, courtesy and efficiency in vehicle handling are evaluated. Classes are divided into straight truck, single-single, single-tandem, tandem-tandem and trains.

The courses are overseen by volunteer marshals, as well as several MTO officers, helping out with the pre-trips. The spirit of volunteerism is ro-

bust at the OTDC.

No one gets paid, but as our on-road editor Harry Rudolfs who participated in the OTDC last year quickly noticed, the volunteers as well as the committee members work tirelessly and return year after year.

Regional, private and company championships are held annually throughout Ontario leading to the Ontario Truck Driving Championships. We at *Truck News* believe that the OTDC sends a positive message about our industry and the people who, literally, drive it that needs to be told louder, bolder and more frequently.

As the official media sponsor we have committed to providing exciting coverage of the final championships and the competitions leading up to it

like you've never seen before.

We will do what we are best at to bring out the best of the OTDC: We will engage all our media platforms – print, online, social media, WebTV – to highlight the skills, knowledge and personalities behind this year's contestants.

We begin with a major feature on the OTDC in this issue of *Truck News*.

Regional qualifiers are running June 14. Driver registrations opened May 1. Hundreds are expected for the final event in Barrie and Transportation Media will be there with its camera crew to record the exciting competition.

Stay tuned to www.trucknews.com, *Truck News* magazine and our Twitter feeds over the coming weeks for coverage of the OTDC like you've never seen before. ●

Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@TransportationMedia.ca. You can also follow him on Twitter at Twitter.com/LouSmyrlis.



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Better bridges

Automated tolling for the Ambassador, while officials at another border bridge consider a new Customs plaza

By Ron Stang
WINDSOR, ONTARIO

A new automated toll system for trucks is targeted at reducing congestion entering Canada from the United States at the Ambassador Bridge. Meanwhile 100 kilometres north at the Blue Water Bridge in Sarnia, there are calls to kick-start a long dormant project to build a new Customs plaza.

The Ambassador's new RFID-reading overhead truss system opened April 2 and now truckers don't have to stop after leaving the duty-free plaza on the US side of the bridge. Even truckers who aren't members of the bridge's A-PASS can continue rolling through what used to be toll-booth lanes because overhead cameras take pictures of their trucks and licence plates, billing automatically. "It's like what you would see on the 407 in Toronto," said Stan Korosec, the bridge's director of security and government relations.

The technology isn't new to the Ambassador. For almost two years the bridge has had the same trusses in place for trucks entering the US

from Canada on the bridge's Detroit plaza.

Korosec attributed the delay of technology for trucks entering Canada to getting bugs out of the system and making sure the software worked properly.

Some 80% of truckers now have A-PASS RFID tags. Now "everything is free flowing both ways on and off the bridge as far as toll collection is concerned," Korosec said.

Along with the new toll collection method, bridge management has tried to make navigation through the plaza easier. Orange signs direct trucks to the right as they're inbound from interstates. Similar signs direct motorists to the left around the other side of the expansive duty-free store.

Previously, trucks and cars used both sides even though the diesel duty-free plaza is to the right. This co-mingling resulted in bottlenecks particularly on heavily travelled (for commercial traffic) weekdays.

"That was an issue," Korosec said. "That's a side benefit to this thing. It's much safer and more efficient."

As well, management has set up traffic pylons after clearing the truss

and widened the turn radius for trucks to make their way up the right curved bridge ramp.

"We've coned it off so the trucks can make the nice wide turn," Korosec said. He said his staff have since gotten "compliments from our regular commuters that, 'Thank God, you don't have to mix and peek out in between the trucks as we try to maneuver to a toll booth.'"

Meanwhile, US Congresswoman Candice Miller, whose district includes Port Huron and the Blue Water Bridge - third in North America in terms of value of commercial products crossing it - last month also called on legislators to kick-start construction of the much delayed new US Customs plaza by using innovative financing, a public-private partnership, familiar to Canadians but largely untried in the US.

The \$145-million project has been held up due to lack of funds but Miller thinks a P3 might be the solution.

"This is a critical time for us to include things that are very creative," she said.

Miller was also recently named to the House Committee on Transportation and Infrastructure's Public-Private Partnerships Special Panel, which is holding hearings on P3s with an eye to incorporating them into transportation projects nationwide.

The plaza was originally announced a dozen years ago and 125 homes, 30 businesses and one church, were demolished to make way for the \$500-million footprint.

Those 56 acres were scaled back

in 2010 to 16 acres with a focus on trucks' secondary inspection. But last year the US Customs and Border Protection agency said the plaza was not part of its five-year plan.

The bridge, unlike the Ambassador, is authorized to permit shipments of hazardous goods.

Another Michigan politician, Detroit-area Congressman Gary Peters, said legislation should target funding to plazas at the busiest border crossings.

Tim Lozen, chairman of the Blue Water Area Chamber of Commerce and a lawyer who often represents Canadian truckers on traffic violations, said the plaza's delay has been "devastating" for the city as those many businesses and homes "were all taken off the tax rolls, and now the project's not going forward."

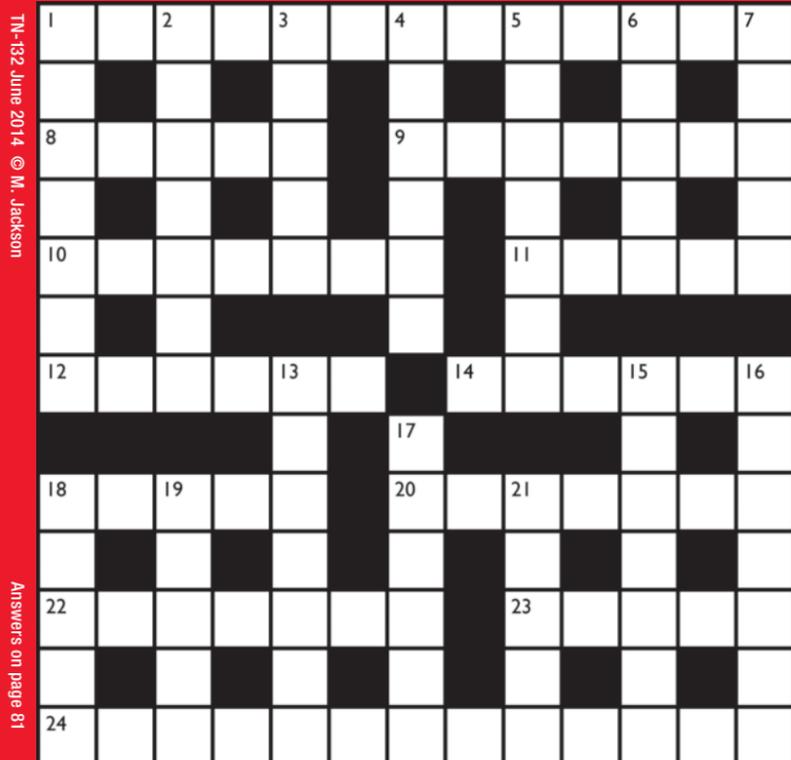
One of the few consolations has been a new bridge over the Black River immediately west of the Blue Water along the I-96/I-94 corridor but it was hardly enough. "We're disappointed," he said.

The Blue Water funding is not isolated. The hold-up for completing the new border crossing between Windsor and Detroit remains an unfunded \$250-million US plaza.

And the Ambassador Bridge's Korosec said his company, as a member of the Public Border Operators Association, supports plaza upgrades at as many as five Canada-US crossings.

"Because it's not only Blue Water, it's us, it's other border crossings, that could use the funding now," he said. ●

THIS MONTH'S CROSSWORD PUZZLE



TM-132 June 2014 © M. Jackson

Answers on page 81

Across

- 1 Protective devices behind cabs (8,5)
- 8 Engine-power booster, briefly
- 9 Cabbie's common query (5,2)
- 10 International Class 8 tractor
- 11 Drivetrain-components brand
- 12 CB radio, slangily (3,3)
- 14 Prince Edward or Cape Breton
- 18 Lidar's speed-detection beam
- 20 Retread a tire
- 22 "Bud the Spud" singer Tom
- 23 Restaurateur in Arlo Guthrie song
- 24 Drivers' monthly obligations, perhaps (5,8)

Down

- 1 Wi-Fi truck stop (3,4)
- 2 Cab-top noisemaker (3,4)
- 3 Anti-litter ____-a-Highway program
- 4 Highway-lodgings chain, ____ Johnson
- 5 Frozen-fries trailers
- 6 Highway hill's top
- 7 Greasy ____, slangy diner
- 13 Gladhands-connected line (3,4)
- 15 Highest-bidder truck sale
- 16 Mack motors
- 17 Prescott, ON-based carrier
- 18 Cartage company's delivery range
- 19 December 24th teamster, briefly
- 21 Post-crash insurance action

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US food safety regulations will impact carriers

Food Safety Modernization Act represents first overhaul of US food safety rules since 1938

By James Menzies

WASHINGTON, D.C.

The US is modernizing its food safety regulations, introducing sweeping changes that will include new requirements for trucking companies. The aptly named Food Safety Modernization Act (FSMA) represents the first major overhaul of US food safety regulations since the current rules were written in 1938.

The Act includes seven major proposed rules and the most recent of them to be introduced, covering the Sanitary Transportation of Human and Animal Food, will have the greatest impact on carriers. The rule concerning transportation was announced Jan. 31 and is open for public comment through May 31.

"This proposed rule will help reduce the likelihood of conditions during transportation that can lead to human or animal illness or injury," Michael Taylor, the US Food and Drug Admin-

istration's deputy commissioner for foods and veterinary medicine said when the rule was announced. "We are now one step closer to fully implementing the comprehensive regulatory framework for prevention that will strengthen the FDA's inspection and compliance tools, modernize oversight of the nation's food safety system and prevent foodborne illnesses before they happen."

In an interview with *Truck News*, Mike Kashtock, consumer safety officer with the FDA's Center for Food Safety and Applied Nutrition, said carriers that already apply Hazard Analysis Critical Control Point (HACCP)-type principles to their operations won't have trouble complying with the new requirements. However, trucking companies that are sloppy when it comes to cleaning, loading and maintaining their equipment will have to improve. The new rules will also place the onus on carriers and food companies to prove to FDA that they are safely handling food products throughout the supply chain.

"The 1938 law basically says you can't produce foods, store foods or transport foods under unsanitary conditions and then puts the burden on FDA to go out and do inspections and find violations and take actions," Kashtock explained. "The FSMA changes the paradigm and requires the broader industry to go through the preliminary step of analyzing potential things that could go wrong and then put measures in place to make sure those things are monitored and controlled so they don't go wrong, or if they do go wrong, they're spotted very quickly and the food is taken out of the channels of sale. All the traditional requirements of the 1938 law remain but the preventive elements that were never as a matter of law the industry's responsibilities, are now the industry's responsibilities."

The proposed rule establishes requirements for vehicles and transportation equipment, transportation operations, training and record-keeping. As one example, shippers will be required to inspect a vehicle for cleanliness or contamination prior to loading food that is not completely enclosed by its container. Carriers will be required to establish written procedures, subject to record-keeping requirements, for cleaning their vehicles and equipment. The rules will apply equally to US carriers and Canadian fleets that operate there, as well as shippers, receivers and importers.

"Many companies practice those elements voluntarily," Kashtock acknowledged. "What the FSMA really has done is taken the current practices that have evolved since the 1938 law and made them not voluntary. A lot of what this new food safety law would require when the regulations get finalized, proactive firms have been doing for quite some time."

The three primary areas identified under the rules as the most likely causes of contamination during transport include: temperature control, the transportation of bulk product in tankers; and cleanliness of cargo bays. Rather than rewrite the rulebook, Kashtock said FDA opted to encourage the use of best practices that already exist within the food industry.

"Best practices exist and they are quite stratified," he said. "The juice industry has its unique best practices it has developed, the grain and feed industry has its own. There are best practices and model codes that have been around for quite some time and are actually in use, probably in the vast majority of situations right now."

Kashtock said incidences of food contamination during interstate transport are actually quite rare. It's more of a problem on the local level.

"One area where there have been some of these types of reports (of contamination) are deliveries to ethnic food restaurants where there have been some reports of deliveries taking place of perishables in non-refrigerated vehicles or stacking of loads in such a way that raw meat and produce were stacked in close proximity to one another," Kashtock said. "This is very sporadic but it's indicative of the challenge of trying to gain acceptance of these best practices, really at all levels of industry, down to the levels where there obviously needs to be more of an appreciation of proper handling and maintenance than there is right now."

Asked if the rules will eventually require the use of telematics solutions that remotely monitor the temperature of refrigerated food while in transit, Kashtock said the FDA doesn't plan to

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mandate any specific technologies. "We haven't proposed any specific type of technology to be used for temperature monitoring, nor have we proposed to require continuous, ongoing monitoring during shipments," he said.

The rules continue to be subject to public comment until the end of May, at which time the FDA will review the feedback that was provided and make any necessary changes to the regulations. The court-ordered deadline for

the final rule to be published is March 31, 2016. Once published, it will be at least another year before it's implemented, meaning carriers won't have to comply with the new rules until 2017 (for large businesses, defined as

having more than US\$25.5 million in annual revenue) and 2018 for small businesses.

You can view the full rule as well as details on how to submit a comment at: <http://tinyurl.com/TNfoodsafety>.



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Montrealers get a sad lesson in road safety

By Carroll McCormick

MONTREAL, QUEBEC

It was pure coincidence that on April 30, just two days after a cyclist died in an accident with a truck, police put on a demonstration of how difficult it is for bus and truck drivers to see pedestrians and cyclists.

The cyclist died on April 28 while negotiating a St-Denis street underpass. There is a sidewalk, but no dedicated bike path. Two days later, the Service de police de la Ville de Montreal (SPVM) and Control Routier Quebec (CRQ) held a "chauffeurs d'un jour" (driver for a day) event in Montreal's Parc Emile-Gamelin.

"The April 30 event had been planned since last October or November," says Andre Durocher, inspector with the Highway Safety Division, SPVM. "We had such an event three or four years ago, but there was no media coverage. There was a lot of interest for this."

Chauffeurs d'un jour is part of a program called 100% vigilant, a campaign

that speaks to the need for pedestrians, cyclists and drivers on the Island of Montreal to be vigilant, avoid distractions when crossing the street, keep a safe distance from vehicles, share the road, respect the highway code and more. It is funded by the Societe de l'assurance automobile du Quebec (SAAQ).

One of the admonitions the 100% vigilant campaign delivers to pedestrians and cyclists is "be sure that I see and that I am seen." Truckers know they have blind spots, but pedestrians and cyclists seem only dimly aware of them. The goal at the chauffeur d'un jour event was to bridge this knowledge gap. "The idea was to show how vulnerable cyclists and pedestrians can be," Durocher says.

People who came by the event were invited to climb aboard a bus and dump truck to see how invisible they are to drivers. "If I can sum up the whole thing, everyone who sat in the truck said, 'I had no idea how vulnerable we were,'" Durocher comments.

This effort is reminiscent of a 2000 campaign, called Angles Mort that Transports Quebec and the SAAQ launched to sensitize car drivers to truck blind spots. (The French term, which translates literally as "dead an-



A vigil is held for a cyclist who was killed after colliding with a truck.

gels," is a more apt description of the problem). Around that time, a study conducted by Professor Michel Gou, of the Ecole polytechnique at the University of Montreal, determined that about 30 deaths and 530 serious and slight injuries a year involving collisions between light and heavy vehicles can be attributed to driving in blind spots.

In 2013, according to the SPVM Web site, there were 12 fatal collisions between cyclists and vehicles, six fewer than in 2012. But the number of non-fatal collisions reveals the extent of the mayhem, since a cyclist who is injured and not killed in a tussle with a vehicle has only a roll of the cosmic dice to thank for his life. In 2013 1,189 cyclists were injured, down a few smacks from 1,244 in 2012.

In 2013 98 pedestrians were seriously injured and 1,079 received minor injuries in altercations with vehicles. So far this year, five pedestrians, plus the

poor cyclist who died on April 28, have clocked out. Six cyclists died in 2012.

There are certainly structural issues in Montreal that must be dealt with in looking for a solution to this deadly problem. Blame is also swirling around because the city put bars in front of the sidewalk in that St-Denis underpass. Cyclists report that the bars give the impression they are forbidden from taking it. The supposed intention was merely to get cyclists to hop off and walk along the sidewalk, for the safety of pedestrians.

On the other hand, says Patrick Vandal, carrier enforcement officer, CRQ, "We know that pedestrians and cyclists are more at risk."

Many cyclists careen around Montreal with a breathtaking sense of immortality and pedaling in traffic seems vaguely suicidal.

"That overpass is indeed a death trap," says Montreal resident and cyclist Jasmine Lacoste-McCormick. "I don't even like walking through it, as there is not a railing the whole way along the sidewalk. I always get off my bike and walk through dangerous areas. I never try to just cycle through when I see a risk. Some people are blaming cars, others the city, but cyclists really need to learn that it's okay to get off their bikes and walk for five minutes."

Durocher says, "We're saying that sharing the road is everyone's responsibility. We can't be throwing blame."

Police and CRQ officers are working to spread this gospel, with more educational events and visits to schools. "My partners and myself are meeting people at the driving schools. We say, 'Understand that you are driving big vehicles and that there are a lot of small people around you,'" Vandal says.

Durocher adds, "Some of our police officers are going to schools. You change behaviour through education."

If a single campaign were 100% effective, the Angles Mort campaign would have ended the problem. The fact that it didn't suggests that trucking companies might want to become more active in educating the rest of us.

Since the chauffeur d'un jour event, Durocher and Marc Cadieux, the director general of the Quebec Trucking Association, have begun discussing the possibility of staging an event later this year similar to the chauffeur d'un jour.

One caller to a talk show said his company used to bring in the Scouts every year to check out the view from their trucks. When asked about the trucking community helping, Vandal said, "We encourage trucking companies to do their part, as we do on our side. It is such a good idea, having trucks invite citizens up into the cab. If there are trucking companies that want to do something like a prevention program, why not?" ●

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Quebec refuse company to fuel trucks via trash it collects

Progressive Waste Solutions envisions fuelling its Canadian fleet with natural gas derived from the residential waste the company collects.

By James Menzies

MONTREAL, QUEBEC

Imagine being able to turn the product you haul, into fuel for your fleet. That's exactly what Progressive Waste Solutions will be doing by this summer, at its Lachenaie Landfill north of Montreal. Speaking at the Natural Gas Vehicle Infrastructure Conference last fall, Dan Pio, vice-president and COO with Progressive, outlined plans to convert methane gas produced at the landfill, into natural gas that will be fed into a pipeline for distribution, creating a new revenue stream for the company.

"The very materials we collect today, will fuel our trucks as early as next year," Pio said. "That's a profound statement, and a far cry from where this industry was 30-40 years ago."

The project, Pio added, will generate enough natural gas to power Progressive's entire Canadian fleet. Progressive Waste Solutions claims to have the largest fleet of compressed natural gas (CNG) trucks in its industry. In 2012, it deployed 70 CNG refuse trucks to serve the Coquitlam, B.C. area and last April, it took delivery of 61 nat-gas trucks for its Barrie, Ont. operations.

"We are committed to continuing that conversion," Pio said, adding natural gas trucks account for about 13% of Progressive's Canadian fleet. That was expected to grow to 16% by the end of 2013.

"In a typical year, we buy 350-400 vehicles from a replacement standpoint, and in 2014, we anticipate 50-55% of those units will be CNG-fuelled," Pio said.

Natural gas provides the best of both worlds to Progressive. While the trucks are more expensive, a return-to-base application such as refuse collection is well suited for the fuel, providing an attractive return on investment.

Municipalities appreciate that the conversion helps lower greenhouse gas emissions, and residents like the quietness of the engines. Though, that last attribute has necessitated some community outreach.

"Public education is important," Pio said, noting the trucks can be so quiet that residents may not be aware of their presence when walking or driving.

Progressive Waste Solutions has built its own CNG fuelling stations in B.C. and Ontario, but would like to see some more third-party stations come online, so that it can deploy natural gas-fuelled trucks at its smaller locations.

"We do have small fleets with 10-15 trucks, so the emergence of some of these pay-as-you-go stations is something I support and would like to see more of," said Pio. "Typically, in these smaller market areas it would not make sense from an economic perspective to invest in fuelling stations and the various facility upgrades for, say, 10 trucks. But with the emergence of those third-party stations, clearly those investments take on a new light."

When constructing a fuelling station, Pio advised to work closely with your gas supplier and to build redundancy into the system, so that trucks can still be fuelled if one pump or section of line is tak-

en out of service. Deploying natural gas trucks means working closely with gas, vehicle and body providers. Driver and technician training is also required, Pio said.

Still, despite all the work that goes into planning and executing the deployment of natural gas trucks, Pio remains undeterred.

"We're all-in with natural gas," he said. "For us, natural gas is clearly a differentiator in our space." ●

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ANCRA CANADA

College Boreal takes truck driving students off the road and into the bush

By Carolyn Gruske

TIMMINS, ONTARIO

The first group of students taking College Boreal's new driver training course has just graduated.

Begun in January, the 12-week program was designed to give students both in-class and practical experience driving and to allow them to qualify for their A/Z licences. But what makes College Boreal's program a little different from courses offered by other schools is the focus on turning out drivers capable of handling themselves and their equipment while working in the lumber industry.

"We've had constant discussions with industry, particularly with the forestry sector," said Denis Belanger, training consultant with College Boreal. "They always come back to us and say driving conditions in the forest up north are completely different than those experienced in highway trucking. We reviewed that and it's

clear in our mind the types of skills the learners require to do trucking in the forestry industry are completely different."

Jean-Pierre Nadon, campus director of College Boreal, got a first-hand look at the types of conditions the students would be exposed to, and saw it as a learning opportunity.

"It's a big difference. They brought me into the bush so I could experience it. It was an eye-opener. It's a really different set of skills because the conditions are totally different from the highway. You could get into the bush in the morning and everything is frozen solid. And a few hours later everything is mushy and muddy and you have hills to climb and you have a load behind you, and the environment is totally different. The sector needs experienced drivers, and this is the only way the students could get experience before they get a full-time position."

The course is divided into two parts each lasting six weeks. The first part is teaching them the basics about trucking and Class 8 highway work.

The second six weeks are devoted to the lumber side and include specific health and safety training geared to the wood products industry.

College Boreal has partnered with two local businesses: Northern Environmental Services (NES) and Milson Forestry Services, to deliver the course. NES allows students to use its facility to practice their docking skills. For the logging portion of the course, the students use Milson truck to get experience hauling into and out of remote, off-road, wooded areas. Although the school is happy to work with industry, the course curriculum was set by the college, and the trainers are employed the college to ensure standards are maintained.

Although College Boreal is a Francophone school, the course can be delivered in either official language, and the first class was composed of English-speaking students, so the lessons were delivered in English.

The first graduating class is a small one, with just three students, but Belanger said the college doesn't need large numbers to make the program worth running. The students in the first class were all mature students who received financial assistance from the Ontario government as part of its Second Career job retraining program.

According to Belanger, at the time of the interview all three students were expected to start working shortly, as they all have "possible employment lined up" but he added that they hadn't completed the final paperwork to make their jobs official yet.

Recruiting is currently underway for the next course which begins in June. For further information about the program, contact Denis Belanger at 705-267-5850 ext. 5512. ●

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OTA applauds budget move to close loophole

TORONTO, ONTARIO

The Ontario Trucking Association (OTA) is commending a part in the provincial budget that would close a long-time loophole which exempted certain heavy trucks from having to be plated and subjected to commercial vehicle registration fees, provincial fuel taxes and even 407ETR tolls. For years, certain heavy trucks (like mobile cranes, vacuum trucks, and concrete pumper trucks) were labeled as "road-building machines" under the Highway Traffic Act, sparing owners from being charged fees and taxes other commercial truck operators are forced to pay.

"A truck is a truck is a truck," said David Bradley, president of the OTA. "It should not matter what commercial enterprise a truck is in. They are all road users and their owners should pay their fair share of the costs of building, maintaining and safety of the infrastructure."

OTA estimates the revenue leakage from the gap to be nearly \$50 million a year.

"It's not like we're talking about construction vehicles which are clearly road-building machines," said Bradley. "We're talking about trucks, many of which are involved in a broad range of commercial activities deployed by profit-driven entities like any other commercial road user. We commend the provincial government for having the courage to close the loophole." ●

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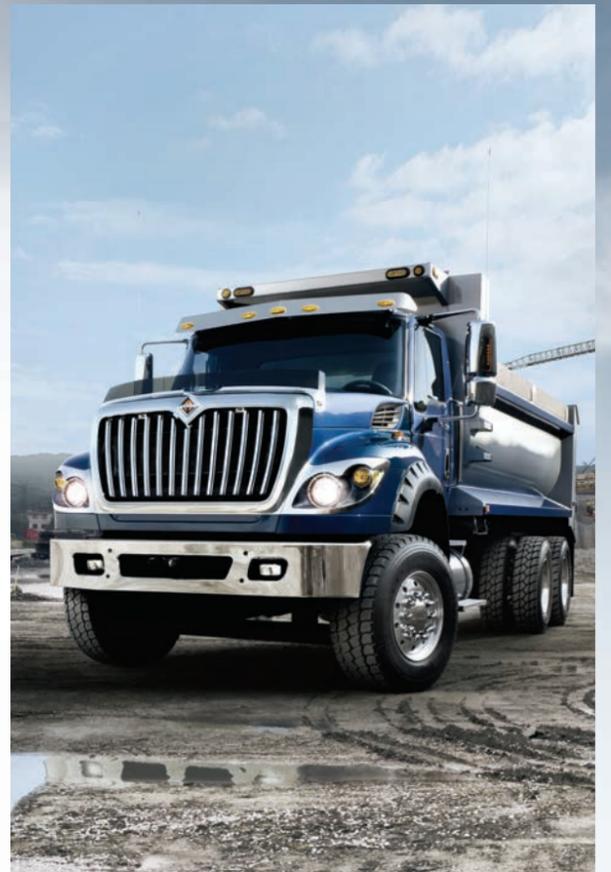
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Suicide machine

Continued from page 1

stayed in the centre lane, two hands on the wheel, listening to the radio for traffic updates. He moved with the flow of traffic, slightly below the posted speed limit of 100 km/h.

Ahead, Lowry noticed a man standing on the shoulder of the highway. He found it odd, but not alarming. Had he been in the right-hand lane, Lowry would have slowed down and moved into the centre lane. But since he was already there, he continued on. As he got closer, the man suddenly put his head down and charged into traffic, taking a beeline towards Lowry's grille. Lowry immediately slammed the brakes but the impact was unavoidable.

Looking through a flesh- and blood-speckled windshield, Lowry somehow got the truck safely to the side of the road. Two thumps as he brought the truck to a stop indicated to him his truck had run over the body it had been dragging along the road. He would later be commended by police for his professional driving; had he swerved into the busy long weekend traffic, the end result could've been far more tragic. Parked, Lowry tried to call 911, but his fingers would not cooperate and they instead poked random digits. It mattered little, as an ambulance followed not far behind and first responders were quickly on the scene.

Lowry's first instinct was to inspect the truck for damage but witnesses and paramedics kept him from exiting the cab. It was now a crime scene after all, so police told him to stay put.

So Lowry sent a satellite message to his carrier Celadon, who immediately booked him a nearby hotel room so he'd have someplace to go. They would later send an employee from Kitchener to Lowry's Welland home, to bring him his gear, as well as supplies and most importantly, some support. When the accident scene was secured, police guided Lowry from his truck, doing their best to shield him from the gore. Lowry sat at the side of the road sobbing and became upset when he noticed a crowd of onlookers had gathered on a nearby hill and were taking photos and video of the scene with their cell phones.

The police referred Lowry to Victim Services, which gave him a teddy bear. This small gesture moved him immensely.

"They were very nice to talk to," Lowry told *Truck News* when recalling the events. "They even gave me a teddy bear and that made me cry because it showed people cared. Someone cared enough to donate these to Victim Services and someone cared enough to give one to me."

That same night, Lowry vowed he'd never drive again.

What prompted an anonymous man to throw himself into the path of a semi remains a mystery, as does the man's identity. Police appealed to the public for help in identifying the victim, but days later, they still had not confirmed his identity. He carried no identification and no one had reported him missing.

One thing that's known for certain is there was more than one victim that Good Friday afternoon.

A week after the incident, Lowry was at home with his family, trying his best to come to terms with the events that happened a week earlier. He wanted to talk to *Truck News* because he has since learned that suicide by truck isn't all that uncommon, and he wants others who have experienced it from behind the wheel to know they're not alone. He also hopes people considering ending their life in such a manner may reconsider if they read about the effect their actions will have on the driver whose vehicle has been used as an instrument of suicide.

Lowry hasn't driven a vehicle – not even his car – since the incident occurred. He loves trucking and doesn't want it to end this way. But he admits he has a long way to go on the road to recovery. He takes consolation in the fact that paramedics and police told him the accident could've been much worse if he'd veered into the heavy Easter weekend traffic.

"The police told me by not freaking out, swerving or jackknifing, I didn't take out any cars and I didn't wipe out the whole highway. I kept control of my vehicle and got it safely off the road. They commended me for that and made me feel like I wasn't a failure," the soft-spoken Lowry said. "It wasn't until Monday that I accepted that the gentleman killed himself and I couldn't do anything about it."

Still, Lowry can't help but question his own abilities. Throughout his 12-year driving career he took comfort in

the thought that by doing everything safely and in accordance with the rules, that he could keep tragedy at bay. He'd done a thorough pre-trip – checked all his lights and tires – weighed his load to ensure he was in compliance, drove at or below the speed limit with two hands on the wheel and yet still, this happened. The idea he could do everything right and still have tragedy visited upon him shook him to his core.

"I was doing everything right and I couldn't stop this man from dying. I thought that if I did everything by the book, as I did for 12 years, every day..." he said, his voice trailing off. "I no longer have that confidence. My best is not good enough to stop people from dying. He destroyed that view that my best would be enough."

Asked if he's angry with the man who caused all of this, Lowry admitted he was at first, but with the support of his family and church, learned forgiveness was the best reaction.

"I was doing everything right and I couldn't stop this man from dying,"

Adam Lowry

"I did have some anger," Lowry said. "Yeah, I had anger. But I got over that quickly. I've forgiven him. I let the anger go."

Instead, Lowry worries about the lasting impact this will have on his family and the other witnesses, including a mother and daughter who were among the first to arrive on the scene and had a front row view of the entire incident. He even heard that some of the first responders who attended the scene required counselling to help them deal with what they'd seen.

Lowry said he still harbours some resentment, but it's directed at society, for allowing this man to slip through the cracks.

"I'm mad it got to the point he was on the highway. If he somehow could've been held in some institution, maybe he'd still be alive today," Lowry said. "Maybe he needed diagnosis and treatment."

But while Lowry chooses forgiveness over resentment, and determination over self-pity, he is grimly aware that his entire livelihood and his fam-

ily's wellbeing are threatened because of the events of April 18.

He has been diagnosed with an acute lower lumbar sprain resulting from the accident, and realizes he'll need plenty of counselling and therapy – both mental and physical. He'll be off the job for a while and will rely on Employment Insurance and WSIB to get him by.

He's grateful his employment benefits include several visits with a psychologist and his wife's will cover on-going counselling.

He knows recovery will be a long road. He'd suffered three flashbacks the day he spoke to *Truck News* and it was only mid-afternoon.

"I don't feel sorry for myself but what this man did has set me and my family back (financially) by a number of months," Lowry said.

Nonetheless, he's determined to bounce back.

"Each day that passes, I cry less and choke up less when I tell the story or have a flashback," Lowry said. "Family is so important. Friends have come over for coffee. The ladies at the church have brought over meals. I feel like I'm getting lots of support and I think that's making a really big difference."

Just one week after the incident, Lowry had decided he would, in fact, resume his driving career.

"Yes, I do think I will drive again," he told *Truck News*. "The first night, I didn't think I could. By Sunday, I didn't want to. But I know that it has always been my dream. It's a good enough job to pay the bills and I also love doing it and I thought, I can't let this man take my life too."

Lowry has set a personal goal. His daughter's birthday is on the Victoria Day weekend, which this year falls on May 17-19. Lowry would like to return to work that weekend, after her birthday – at least to chat with the dispatchers, see the new truck Celadon has promised him and to load up his gear. If it feels right, he'll head back out on the road. If he's not yet ready, he'll wait. Celadon has told him to take as long as he needs.

"A lot of it will depend on how it goes with the psychologist," he said. "I want to make sure I'm good to go. But if I don't set a goal, it won't happen."

Lowry hopes his life will once again return to normal and that he'll be able to resume the career he loves.

He hopes that talking about the incident will bring closure and raise awareness about the impact suicide by truck has on others. But he's also painfully aware the events of April 18 will stay with him forever. ●

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Medical marijuana: A legal minefield for carriers

Prescriptions for medical marijuana are being issued for the relief of chronic pain. Does your company policy reflect this new reality?

By James Menzies

COOKSTOWN, ONTARIO

Patti Satok wasn't surprised when she failed her pre-employment drug test. She was more surprised when the trucking company that had offered her a driving job suddenly reconsidered the position it had proffered.

Satok is one of a growing number of Canadians who have been issued a prescription for medical marijuana. As a professional driver, she was injured on the job in 2005 and since then has dealt with debilitating pain. She recently applied for a domestic trucking job, passed the road test and went through orientation. She was prepared to hit the road for her new employer in early May when the positive drug test threw her future into question.

The company that offered her the job told her it needed some time to figure out how the positive drug test affects her employability. With the company's own policy manual in hand, Satok said she's pretty sure it doesn't.

"They have a policy and I have it right here with me," she said in an exclusive interview with *Truck News*. "It says the legal use of prescription drugs is permitted on the job, if it doesn't impair an individual's ability to effectively perform

essential job functions or endanger the safety of others."

That same policy indicates drivers may not "possess, distribute, sell or be under the influence of alcohol or illegal drugs," but in Satok's case, marijuana is not considered by Health Canada to be an illegal substance and she doesn't take it while on the job. She said she ingests cannabis in the form of honey at night, while off-duty, when chronic pain prevents her from sleeping. She figures a

"I have medical marijuana honey. I don't sit around puffing doobies and that's the misconception."

Patti Satok

well-rested driver who consumed medical marijuana long before a driving shift begins is safer than one who is sleep-deprived and in pain while on the job. She has 13 years of experience as a professional driver and feels her ability to do the job isn't compromised by her consumption of marijuana for pain-relief.

And even though her prospective new employer hasn't implicitly retracted its job offer, its stalling has prompt-

ed her to speak out on behalf of other truck drivers who hold prescriptions for medical marijuana.

"This is an issue I know has come up with other drivers," she said. "I know other drivers are in the same position as me and they don't know what to do."

Satok's problems began in 2005 when a 1,500-lb skid fell on top of her, causing significant injuries. She finished her shift and later had trouble getting support from WSIB since she didn't immediately file a claim.

"It was the trucking industry that crippled me up," Satok, who is a two-time national women's boxing champ said. "I've been beaten up worse in the

trucking industry than I ever was beaten up in the ring. I don't know what to do."

When Satok was issued the prescription, she said her doctor told her she'd be able to continue driving.

"I'm legal in the eyes of the police," she said. She also pointed out many professional drivers travel the roads while taking prescription painkillers such as morphine and oxycontin without repercussions.

Asked if she would ever consider taking medical marijuana during a driving shift, Satok said "God, no. I use it at nighttime, after I'm off-duty. If I have pain that's keeping me awake, then I would. I use it in honey form. I have medical marijuana honey. I don't sit around puffing doobies and that's the misconception."

Still, Satok's funny honey sandwiches have her prospective new employer feeling more than a little squeamish.

Even though the carrier that offered Satok a job is still considering its options – and likely feverishly consulting with its lawyers – Satok said she wants this issue addressed by industry, whether or not she is turned away. She contended clarity will benefit carriers and drivers alike.

"I don't want to be ashamed of this," she said. "I feel like I'm doing something bad, and I'm not. I need to get the message out and if I have to be the face of it, I'm willing to at this point."

If Satok is denied the job she was originally offered, she thinks it will become a human rights discrimination issue. She's prepared to pursue it as such, though she admitted she doesn't have the resources to employ a lawyer. For now, she's hoping the company she was eager to join will still bring her on. But even then, she wants to see a dialogue about the implications of Canada's medical marijuana policy started and for trucking companies to update their policies to reflect this new reality.

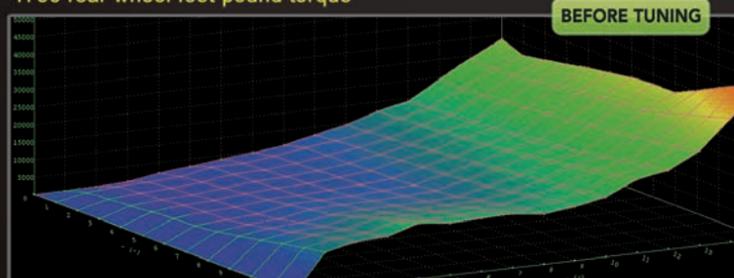
Truck News will be following this case and will have legal opinions and expert analysis to follow on Trucknews.com. Stay tuned. ●

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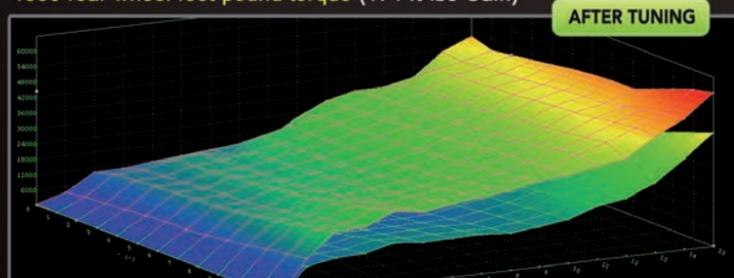
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OTA meets with Sikh truckers

TORONTO, ONTARIO

The Ontario Trucking Association (OTA) and members of the Sikh trucking community have come together to address common concerns.

The two groups met in April at the OTA's offices. More than 40 representatives from the OTA and the Canadian Sikh Association (CSA) participated. The Sikh drivers expressed concerns about their rights to wear their turbans, however much of the discussion focused on issues that are universal across the industry, the OTA reports.

"Trucking is trucking, in the end. Most of the issues raised are the same everywhere, regardless of carrier size or the ethnic origin of carriers and owner-operators," said OTA president David Bradley. "While this was the first meeting of its kind, everyone who attended agreed it was very constructive."

"Going into the meeting we were not sure what to expect, but we were received very well by OTA and its board members who were in attendance," said Simran Kaur Chattha, chair of the Canadian Sikh Association. "Through dialogue we hope to promote a better understanding between Sikh truckers and the membership of OTA which is a very effective voice for the industry." ●



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Trucking companies sue port, government

Carriers say the federal government and port shouldn't be able to set rates paid to drivers

By Carolyn Gruske

VANCOUVER, BRITISH COLUMBIA

A group of trucking companies is taking the federal government and Port Metro Vancouver to court.

The 33 businesses have filed a notice of civil claim in the Supreme Court of British Columbia. According to the lawyer representing them, Israel Chafetz of the Vancouver-based law firm Taylor Jordan Chafetz, the legal action is a direct result of the federal government's involvement in settling the strike and work stoppage at the port earlier this year.

"The government went ahead and made a deal with (Unifor and the United Truckers' Association) at the exclusion of the people who pay the bills. And then they all declared some great compromise," said Chafetz explaining that the federal and provincial governments only negotiated with the representatives of the drivers and not with the trucking companies while developing the 14-point Action Plan that resulted in drivers returning to work.

"When one party to the trucking contract is excluded from the room, it's pretty easy to make a deal. The people paying the bill weren't there."

Not only do the 33 trucking companies object to being excluded from the negotiations, they feel the government didn't have jurisdiction to be involved in the first place.

"What the federal government is doing is imposing rates on a provincially regulated trucking business," Chafetz said. He noted the fact that the provincial government was involved in the negotiations "doesn't change a thing" with regards to the claims of the suit.

As for the port, Chafetz said Port Metro Vancouver is also wrong in its actions.

"They used that deal that the government has and they are now in the process of imposing those terms as a condition of licensing. So in effect, cutting out the people who have to be responsible for paying for these things."

In the 22-page claim filed with the court, the trucking companies cite a number of legal reasons for their belief the government and the port acted incorrectly. In particular they mention Sections 91 and 92 of the 1867 Constitution Act and Section 52 of the 1982 Constitution Act.

They argue that "the legislative jurisdiction on Parliament does not extend to regulating the labour relations of the Plaintiffs as provincially regulated entities, nor may Parliament prescribe minimum remuneration that the Plaintiff must pay the owner/operator with whom they directly contracted with or the provincially regulated owner/operator bargaining units represented by Unifor-Vancouver, including the MOA Load Rates and the terms set out in the Operations Regulation as amended from time to time."

They also feel a certain section of the Operations Regulation was ultra vires (outside of legal jurisdiction) and as a result Port Metro Vancouver "had no authority to impose upon the Plaintiffs the requirement to pay owner/operators they contracted with or the provincially regulated owner/operator bargaining units represented by Unifor-Vancouver

the MOA Load Rates as a condition to obtain licences to access the ports."

In addition to damages and interest, Chafetz said his clients are hoping the court sets aside the per-container fee increases as a condition of licensing. The suit also asks the court to declare the government's actions outside of the legal jurisdiction granted to it under the Constitution.

Chafetz said that rather than negotiate with the federal and provincial governments, Unifor and the UTA should have dealt directly with the trucking companies.

On the union side, Gavin McGarrigle, B.C. area director for Unifor, said the fact the trucking companies wouldn't negotiate - the union was without a col-

lective agreement for nearly two years - meant the only people left to deal with were the government representatives. He also expressed his feelings about the civil suit.

"I think these trucking companies should be ashamed of themselves. It just proves once again, what we were saying during the dispute: these trucking companies don't have any accountability to anyone. They want their right to undercut and drive rates into the ground to take precedence over everyone else. It seems that the trucking companies prefer chaos to stability.

"At the end of the day, we reached an agreement with both levels of government, so I'm not even sure where they are trying to go with this. We reached agreement with both levels of government precisely because of the failure of the trucking companies to come together as a cohesive group and sit down

and bargain together an industry-wide agreement. Both levels of government ultimately stepped up and showed leadership on the issue, and here you have the trucking companies saying they don't want to play ball, they want to try to use legal maneuvers to get out of paying reasonable rates. It's disgraceful. It's absolutely shameful."

Louise Yako, president and CEO of the B.C. Trucking Association (BCTA) said the organization doesn't have an official position on the lawsuit, but understands how it resulted.

"Whenever you have this kind of situation that is resolved by parties who are not actual participants, it's very difficult to come to a satisfactory ending. To the extent these trucking companies want to make known their dissatisfaction, this is a method they have chosen," she said.

"In this case, there is no roadmap.

"Our mileage was 75% to the United States in 2008. Then Wall Street collapsed."

Donnie Fillmore Jr., President, Atlantic Pacific Transport Ltd., Clairville, New Brunswick

"We used to haul a lot of construction materials to the States," says Mr. Fillmore. "We had one customer who went from shipping 8 to 12 loads a day to three loads in three years."

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That's the difficulty of the situation. There are questions about jurisdiction and there are multiple stakeholders. It's not clear who really should be participating.

"The initial dissatisfaction that was expressed by the drivers was all based around wait-times and turn-times at the terminals, and there is no direct relationship between the owner/operators and the terminals. There is no direct relationship between the trucking companies who contract the owner/operators and the terminals. That's what makes this whole situation so difficult. There is a great deal of empathy for the drivers' situation – nobody thinks it's fair that they be sitting around waiting – and the way in which they are compensated doesn't address that wait-time issue for the most part. Although, there are some trucking companies that recognize that and have set up compensation terms to address that, but no one talks to those trucking companies, because they don't have a problem with their owner/operators."

She said that although the port experienced a strike in 2005 – a strike which also caused the federal government to become involved – this year's labour unrest is different because it affected more than just the truckers.

"There is a greater recognition of what is at stake and there is more at stake this time because export volumes have grown considerably since 2005, and they are projected to continue to grow. The federal government, the provincial governments and private industry have invested a great deal of money in improving the infrastructure to facilitate the movement of cargo," Yako said.

Yako said the industry needs to work together to ensure the "spirit of the Action Plan" is met, and that "not all of the negative consequences of growth fall onto one group. We need to figure out a way to grow more gracefully than we have been."

The odds, however, of that happening are fairly remote. Not only is the lawsuit by the truckers progressing, Unifor's McGarrigle said there has been another one launched as well. ●

Port Metro Vancouver expands GPS program to improve efficiency

By Carolyn Gruske

VANCOUVER, BRITISH COLUMBIA

Port Metro Vancouver is expanding its GPS program.

A total of \$1.71 million has been committed by the port and the federal and provincial governments in order to outfit the remaining 50% of the container truck fleet with the geotracking technology. Originally, GPS transponders were placed in about half of the fleet qualified to operate under Port Metro Vancouver's Truck Licensing System (TLS) between 2012 and 2013 as part of the port's Smart Fleet Trucking Strategy.

The move to finish the GPS installation is a result of the efforts to implement the Joint Action Plan that was developed by the federal and provincial governments to end the labour unrest

at the port earlier this year. By having a better understanding of the location of all of the container truck fleet, the port hopes to reduce congestion and wait-times. According to a statement issued on behalf of the port and the two levels of government, the GPS-generated data "is also essential for the full implementation of the Joint Action Plan, including for elements such as a common reservation system, and for determining wait time fees."

Transport Canada is contributing the majority of the funding, by providing \$855,000. Port Metro Vancouver's share is \$595,000, and the B.C. Ministry of Transportation and Infrastructure is responsible for \$260,000. Once the system is fully in place, Port Metro Vancouver will be the only port in North America to have GPS-monitoring for its entire truck fleet.

The program schedule calls for all of the eligible trucks to be outfitted with the technology by July.

Along with progress on GPS deployment, Port Metro Vancouver has released an update on the other steps taken in support of the Joint Action Plan.

To date, the steering committee developed to oversee the plan has met five times. Members of the committee include representatives from Transport Canada, the B.C. Ministry of Transportation, Port Metro Vancouver, the marine terminals, the United Truckers Association, Unifor and the Teamsters. In addition the port has been holding consultation meetings with parties interested in the future of the Truck Licensing System. So far 12 discussions have taken place and representatives from shippers, carriers and trucking companies have all submitted proposals about how they would like to see the TLS evolve. Mediator Vincent Ready is scheduled to begin reviewing all of the work done on the plan beginning in mid-May, and he is expected to produce his findings by mid-June.

Outside of talks, the port has also created a staffed call centre to respond directly to questions from drivers and trucking companies about licensing and permit requirements.

It has also decided to waive the "Terminal Gate Compliance Fee paid by trucking companies to terminals for missed reservations... where terminal delays are excessive."

Other changes are still in the works. The port said it "continues to develop the common reservation system. Terminal operating companies have proposed leading this program, which is now being considered." It also said "a whistleblower mechanism is expected by June 15, 2014 to give truckers a way to make complaints about rates, intimidation and harassment."

It seems, however, the port has hit at least one snag in its plans.

"A pilot project to extend gate hours by independent terminal operators has been delayed because it requires the coordination of the three independent terminal operating companies – DP World (Canada), TSI Terminal Systems, and Fraser Surrey Docks – many shippers and other stakeholders. Port Metro Vancouver continues to work with all parties to coordinate the complicated effort."

The other major development to the Joint Action Plan is the federal government, through Transport Canada, issued a clarification explaining in detail the fuel surcharge and the trip rates. ●

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Domnie Fillmore Jr.

Get this show ON THE ROAD

Truckers, fleets and the teams behind them make live events a reality

By John G. Smith



The moving production of The Lion King is now on its way to Toronto's Princess of Wales Theatre.
Photo courtesy of Clark Transfer

Joey Kveragas knows what it means to get a show on the road. The owner-operator has supported touring performers since the 1970s, hauling all types of scenery, lights and costumes for concerts and Broadway musicals. It was work for Clark Transfer that led him to the role of moving productions such as *Annie*, *Cats*, and *Phantom of the Opera*, as well as tours by bands such as the Grateful Dead. “We’re in and out of Toronto quite a bit,” he says, referring to his trailer stuffed with lights and costumes for *The Lion King*, soon to be performed at the Princess of Wales Theatre.

But he likely won’t see any of the actors and costumes transformed into a show. Kveragas has actually seen very few live performances over his decades-long career, despite playing a key role in bringing them to life. Most of his loads arrive before a set is assembled; he returns after the audience heads home.

There are still favourite venues. The North York Centre for the Performing Arts in northern Toronto is near the top of the list. His opinion is simply formed by factors such as highway access and the layout of loading docks. “A lot of the theatres are in older parts of towns, and the streets are tighter,” Kveragas explains. “A lot of them have upgraded and not necessarily made it easier for the trucks to get in.”

Tight spaces are not the only challenges for the truckers who move live shows from town to town. While their observations about tight schedules and bad weather will sound familiar to every professional driver, there is little time to spare with this cargo.

The shows must always go on.

Time is critical

“I consider this to be specialized freight because it’s very time-critical,” says Ron Moore, who joined Clark Transfer in 1983. “We operate 110% by the clock. We cannot be late. Our lives are totally planned.”

“This is the most time-critical freight you will ever pull,” agrees fellow owner-operator Gary Graff, who began working with Clark Transfer after transporting Disney’s ice shows. “It’s critical to a whole bunch of people’s livelihoods.”

It seems appropriate that fleet president Norma Molitch-Deull can quote William Shakespeare when describing the secret to this type of work. “Better three hours too soon than a minute too late,” she says, echoing words of the famed Bard.

Molitch-Deull actually credits her father, Louis “Whitey” Molitch, for the idea of using trucks to move traveling production companies between different cities. “Nobody in the trucking industry would be doing what they’re

doing – moving sets, lights, electrical, all of that stuff – anywhere in the United States, across state lines, if my father hadn’t invented the industry,” she insists. Productions traditionally limited themselves to moving by rail from one community to the next. When working for Clark Transfer, her father secured a licence in 1949 to move a production of *Mister Roberts*. It was the beginning of their family business at the very least.

There have been plenty of shows since then. The fleet that Molitch eventually purchased has supported tours for bands including The Who and The Rolling Stones; a Metropolitan Opera performance of *Norma* with Sir Rudolf Bing; and some of the largest Broadway productions in history.

The drivers who are made for this business all share one thing in common, she says. “You get people who are hard-wired to be on time.” Closed roads? No excuse. “Without these drivers these shows don’t go on.”

Of course, these projects involve more than truckers alone. Moving a live production involves a long list of freight specialists from brokers to tour managers. Every load needs to be tightly coordinated to ensure everything arrives in the right sequence.

“There’s no leeway in this,” says Steven Piper, president of the Entertainment Transportation Network. Trucks often need to arrive as soon as 90 minutes after a final curtain call. “The larger the show, the more complex the setup, the larger the crew required to do everything.”

And there are no patterns to this business; no pre-defined lanes that will be repeated time and again. Today, Moore is moving every piece of scenery and lighting used in a Washington Ballet production of *Peter Pan*. At other times he is part of a larger team.

“You always have a backup plan,” adds Justin Carbone, vice-president of Sound Moves, a freight-forwarder which has supported shows for Shakira, Madonna and U2. The plans can certainly be complex given the nature of these moves. When U2 was running its 360 Tour, complete with a 51-metre-high stage known as the “claw”, it required 252 intermodal containers.

Not everything is bigger. Molitch-

Deull observes that traveling musicals are smaller than they once were. Back in the 1990s, when Canadian theatrical producer Garth Drabinsky was creating shows, performances like *Phantom of the Opera* needed 30 trailers. *Miss Saigon*, another of his musicals, had scenery including a full-size helicopter. But in the past five years, Molitch-Deull has seen the number of trailers per production dwindle. *Phantom* performances now move in 18 trailers. The size of an assigned fleet can even shrink during a tour, as a performance runs its course.

Graff notes that the loading and unloading process is more sophisticated than ever. Each piece of cargo is assigned to a specific trailer and the spaces inside are mapped electronically. He has moved a traveling version of *Wicked-Munchkinland* every three weeks for five years. Every piece of the set has always been loaded the same way, so it will arrive in just the right order.

“Shipping is moving stuff from Point A to Point B in its simplest form,” Carbone says. “Shipping for a live event is more project management.”

The weather

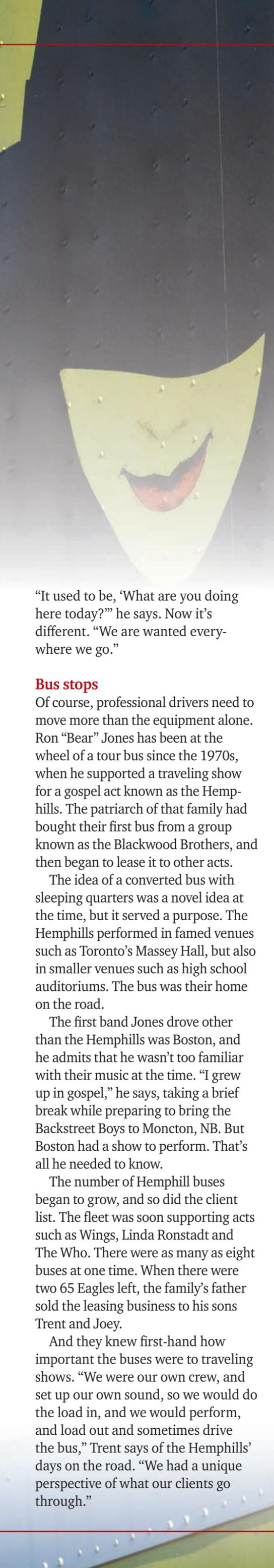
Few factors challenge this role more than the weather. “Mother Nature,” says Moore, “sometimes doesn’t consider what we’re doing.”

Kveragas has driven through Oklahoma City in the wake of devastating tornados, and traveled eerily quiet Los Angeles streets after an earthquake. He was part of one crew which helped to load equipment onto a stage in Roanoke, VA when stage hands were still fogged in a Pittsburgh, PA airport.

Molitch-Deull recalls the time Clark Transfer had to send in a helicopter to lift a trailer that had rolled in a snow storm, on the way to support a production of *Wild Cats* with Lucille Ball. “Every single time a wheel turns, unexpected things happen – snow storms, fire ants, fire, hurricanes, floods, we’ve dealt with it all,” she says.

Despite the long hours and tight timelines, Kveragas suggests this work is ideal for a professional trucker. He certainly prefers it over general freight.

Moore remembers days when he hauled general freight, and how warehouse teams greeted him with complaints about arriving too early.



“It used to be, ‘What are you doing here today?’” he says. Now it’s different. “We are wanted everywhere we go.”

Bus stops

Of course, professional drivers need to move more than the equipment alone. Ron “Bear” Jones has been at the wheel of a tour bus since the 1970s, when he supported a traveling show for a gospel act known as the Hemphills. The patriarch of that family had bought their first bus from a group known as the Blackwood Brothers, and then began to lease it to other acts.

The idea of a converted bus with sleeping quarters was a novel idea at the time, but it served a purpose. The Hemphills performed in famed venues such as Toronto’s Massey Hall, but also in smaller venues such as high school auditoriums. The bus was their home on the road.

The first band Jones drove other than the Hemphills was Boston, and he admits that he wasn’t too familiar with their music at the time. “I grew up in gospel,” he says, taking a brief break while preparing to bring the Backstreet Boys to Moncton, NB. But Boston had a show to perform. That’s all he needed to know.

The number of Hemphill buses began to grow, and so did the client list. The fleet was soon supporting acts such as Wings, Linda Ronstadt and The Who. There were as many as eight buses at one time. When there were two 65 Eagles left, the family’s father sold the leasing business to his sons Trent and Joey.

And they knew first-hand how important the buses were to traveling shows. “We were our own crew, and set up our own sound, so we would do the load in, and we would perform, and load out and sometimes drive the bus,” Trent says of the Hemphills’ days on the road. “We had a unique perspective of what our clients go through.”

Clark Transfer has supported shows since 1949, including Capitol Concert Memorial Day events in 2005 (top) and Mamma Mia! (middle right). Photo courtesy of Clark Transfer

Owner-operator Gary Graff (middle left) has moved a traveling version of Wicked-Munchkinland every three weeks for five years. Photo by Tina Thomason

Joey Kveragas (bottom) has travelled through the aftermath of everything from tornados to an earthquake along the way. Photo courtesy of Clark Transfer

Joining the family group at the age of 12, Joey estimates that he covered 2 million miles in his 20 years on the road. “The road is hard no matter what,” he says. “You’re leaving family. You’re leaving home.”

When their business began, a big tour might include a pair of buses. Even the Commodores only had three. Today, Hemphill Brothers Coach Company includes more than 90 customized coaches, with as many as 18 or 19 supporting a tour like Lady Gaga’s at any given time.

Hemphill’s drivers refer to challenges which echo those mentioned by



drivers who move the equipment. “No two venues are the same,” Trent says.

And there is always the weather. The most difficult day in Jones’ career came in 1990 when his bus carrying Gloria Estefan came upon a jackknifed truck on a snow-covered highway. Another truck slammed into them from behind. Estefan herself was nearly paralyzed in the wreck.

He eventually returned to work behind the wheel, but it wasn’t easy. “I was worried that people wouldn’t want to ride with me,” he admits. Jones was wrong. Members of KISS, who had hired him for the first trip

after the collision, offered some important moral support when he approached the site of the collision for the first time. “They all sat around me,” he says of the band. “There’s some beautiful people in the business.”

Over the years, he can now say he has supported tours for people and groups such as Janet Jackson, Aerosmith, Peter Frampton, Lynyrd Skynyrd and Oprah. “You become part of their lives,” Jones says of the lengthy tour schedules. “It doesn’t matter to me that they’re big stars ... you become friends.”

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Saskatchewan gives truckers greater flexibility

REGINA, SASKATCHEWAN

Truckers operating in Saskatchewan now have a few more options for where they can go and what they can pull.

The Government of Saskatchewan has approved new regulations that took effect on April 1. Although they have yet to be officially published in Hansard and made available to the public, *Truck News* has learned there are four major changes.

Tridem-drive trucks can now tow pony trailers. According to the government, this will help minimize the number of trips, drivers and vehicles required to perform tasks such as moving office trailers, RVs and tool cribs.

Semi-trailers with tridem axle groups can operate at 24,000 kg on select highways where the axle spread

is 3.0 to 3.6 metres. They will operate on the same routes as B-trains. This regulation was adopted under the New West Partnership initiative (designed to reduce barriers to trade flow among the western provinces) as British Columbia and Alberta already have this allowance.

The gross vehicle weight for tridem drive B-trains has increased to 61,800 kg from 54,500 kg on secondary weight highways. This change was promoted by the Saskatchewan Association of Rural Municipalities (SARM).

The list of primary weight highways where B-trains can operate at the maximum weight of 63,500 kg has been expanded. This is mainly due to construction and bridgework being completed which has created upgraded infrastructure capable of handling the increased weight loads.

"We are pleased to see the govern-

ment responding to a resolution put forward by our members," Saskatchewan Association of Rural Municipalities president Dave Marit said. "The increase in weight for tridem drive B-train combinations on secondary weight highways will help get product coming out of rural areas to market more efficiently."

According to the government, these new regulations are expected to be a benefit to the industry as a whole.

"These changes will enable industry to increase efficiency through reduced operating costs and reduced red tape," Highways and Infrastructure Minister Don McMorris said. "The changes give industry more options for transporting goods depending on the vehicle/trailer combinations and internal dimensions."

But Sandy Johnson, president of North Star Fleet Solutions, a Calgary-

based vehicle tax and license specialist, says there could be a catch for Alberta-based fleets looking to take advantage of the greater weights.

"To take advantage of these changes, you may need to increase the allowable weight on your prorated cab card for Saskatchewan," she advises. "This involves submitting a request to the prorated office for a GVW increase. You pay the difference between your current weight and the new weight as well as a prorated administration fee (\$13) plus the registry service charge (\$9.45)." ●



CVSE is using publicly available records to monitor log truck weights through a new pilot project.

CVSE cracking down on overweight B.C. log trucks

QUESNEL, BRITISH COLUMBIA

B.C.'s Commercial Vehicle Safety and Enforcement (CVSE) division is running a pilot project, in which it reviews all loads transported to participating mills in an effort to crack down on overweight loads.

Truckers running overweight will no longer have to be caught red-handed under the program. CVSE will review all the loads delivered and will intervene with the local carrier safety inspector when overload trends are identified, according to a notice from the Central Interior Logging Association (CILA).

Though it's not yet clear what the follow-ups from CVSE will entail, CILA warned members: "It could lead into costly fines or possible suspensions from hauling. This will be a significant change from CVSE monitoring weights of loads in the past as they will now see first-hand from the reports ALL weights of loads in a database format. This is public information under the haul billing system."

The pilot is being conducted in the Quesnel area, but CILA also reports CVSE is considering expanding the program to cover other hauling areas in the province.

"If you are hauling overloads to make competitive rates you need to keep this in mind when negotiating," CILA advised log haulers. "At the end of the day the licensees and contractors are all going to be accountable for overweights. They will no longer be part of doing business. If you have an accident that results in third-party injuries and it can be proven that you were overweight with a record of hauling overweights the legal ramifications will start at the driver and resonate all the way back to the licensees. The lawyers are just waiting for the first case." ●

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SWIFT meets to promote women in trucking

Only 3% of Canadian truck drivers, technicians and cargo workers are women. SWIFT wants to change that by promoting career opportunities to women.

By Carolyn Gruske

MISSISSAUGA, ONTARIO

The show floor at the 2014 edition of Truck World saw parades of Hooters girls and more than one booth populated by spokesmodels in micro-skirts and child-sized T-shirts, but it was in the conference meeting room where the women who actually work in the industry met with the goal of advancing the role of women in Canadian trucking.

More than 20 women attended the inaugural meeting of Supporting Women in Freight Transportation, a new national advisory committee established by Trucking HR Canada. The goal of the committee is to educate women about careers in trucking, identify challenges and barriers to career paths and to promote recruiting and retention practices that support women in the workforce.

To that end, members established the first steps for the committee's action plan, set timelines for its list of planned activities and named its first leaders: Vicki Stafford, vice-president of resource development at Cavalier Transportation Services, was named the chairperson and Linda Young, vice-president of HR/people development at Bison Transport, was named vice-chairperson.

After the initial meeting, the committee hosted a reception, attended by a variety of industry representatives. During a presentation at the reception, David Bradley, president and CEO of the Canadian Trucking Alliance (CTA) and Ontario Trucking Association (OTA) commented on the need for a women-centered organization, and promised the CTA and OTA would be very supportive of the committee.

"I come from the generation where equality for all people became part of the consciousness," he said. "I've always been surrounded by, worked with and worked for strong female role models, so I have questioned if we need this, but I don't walk in your shoes. And the numbers don't lie."

The numbers he referred to include some of the employment statistics that show just how under-represented women are in the trucking industry.

As Angela Splinter, CEO of Trucking HR Canada pointed out, "Only 3% of Canada's truck drivers, mechanics, technicians and cargo workers are women. Any solution to the trucking industry's intensifying shortage of personnel will clearly involve reaching out to this largely underrepresented group.

"Women also account for just 11% of managers, 13% of parts technicians, 18% of dispatchers, and 25% of freight claims/safety and loss prevention specialists."

In addressing the crowd, newly chosen chair Stafford told the audience about her experience entering the industry from a non-related profession (teaching) and spoke about the range of skills women offer the trucking industry.

"As women, we don't necessarily understand what we can bring to the table," she said.

As for the first meeting, she was pleased with what the committee had achieved.

"We have laid some great ground work for future success," she said adding that it will "definitely achieve great things." ●

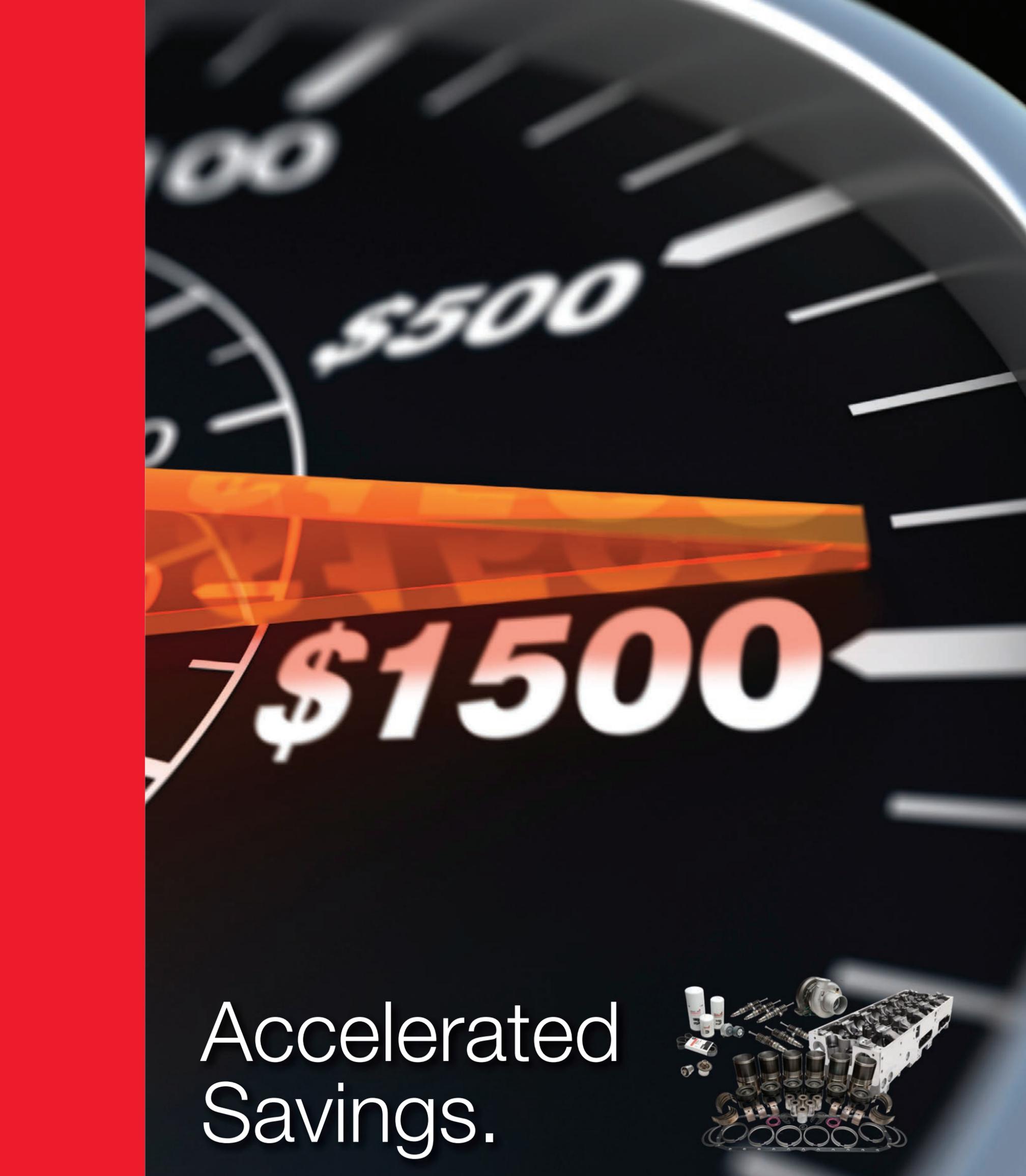
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*Source: Impact of Ride Quality on Truck Driver Health & Safety, A TCA Member Fleet Case Study, March 11, 2014.



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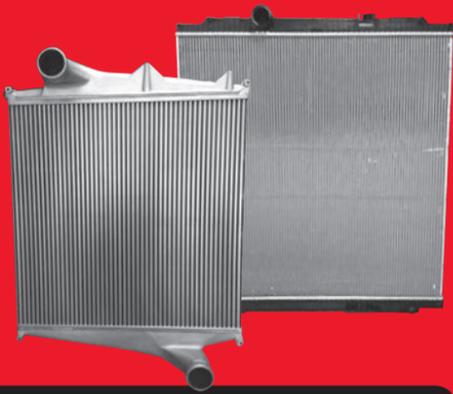


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TransCore rolls out new scholarship program for clients' children

TORONTO, ONTARIO

TransCore Link Logistics is offering \$5,000 in scholarships for students of its clients. Dependents of TransCore clients are allowed to apply for a \$2,500 scholarship for academic excellence and a \$2,500 scholarship based on their demonstration of being a model student.

The new scholarship program is called LinkScholar and was created to help students by assisting with tuition fees in any post-secondary level of education (university, community college, trade schools, etc.)

"I see this program as an opportunity to give back to the communities in which we live and work. More importantly, it's one more way we can give back to our customers," said Claudia

Milicevic, senior director and general manager of TransCore Link Logistics.

The scholarship is also available to any employee in a member organization, including company drivers, dispatchers and office coordinators. The deadline to apply is June 30, 2014. To find out more, or to apply for the scholarship visit www.transcore.ca.



Sunny skies are ahead for Canadian trucking companies, according to an analysis by GE Capital.

GE Capital projects strong conditions for truckers

TORONTO, ONTARIO

Canadian trucking industry profitability is strong, but demand for new Class 8 trucks remains flat, according to a new report from GE Capital.

GE's *Industry Research Monitor: Canada Truck Transportation*, reported Canadian Class 8 truck orders were down 12% in 2013 compared to 2012. However, medium-duty demand was up, with net orders for Classes 5-7 trucks increasing 22% year-over-year in the fourth quarter of 2013.

GE cited a recent survey from Transport Capital Partners that indicated 66% of truckload carriers surveyed expect rates and volumes to increase over the next 12 months.

GE expects to see Canadian GDP growth rise to 2% in 2014, boosted in part by stronger European demand for exports thanks to Canada's new free trade agreement.

The company also noted the unemployment rate is falling and the purchasing manager's index is increasing, which bodes well for freight haulers. In December, the leading indicator for trucking industry profitability reached its highest level in three years, according to GE Capital.

But one area of concern for trucking companies is the rising cost of diesel. The monthly average retail diesel price of \$135.5/litre in December was the highest since December 2011 and 8% higher than a year ago.

The full report can be found at www.gecapital.ca.

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Highland O/Os win fuel tax rebate battle with TransForce

By James Menzies

MARKHAM, ONTARIO

A long-running dispute between owner/operators at Highland Transport and its parent company TransForce, over who should receive approximately \$2 million awarded by Revenue Canada in diesel excise tax rebates, has come to an end.

The owner/operators will get their money.

Truck News has learned the United Steelworkers Local 1976, representing former and current Highland Transport owner/operators, has reached a settlement with TransForce, that will see about \$1 million returned to O/Os who drove cross-border for Highland between the years of 1991 and 2002. The initial claim was for about \$2 million, but the lawyer and accountant who filed the original challenge against Revenue Canada received about 40% and then legal and administrative fees ate into the remainder.

Still, it's being hailed as a victory by the union.

"It's a positive news story," Herb Daniher, USW staff representative, told *Truck News*. "Now it's a matter of finding the people affected, or the people finding us. The money's definitely going to get distributed, hopefully in May."

As many as 1,600 owner/operators are affected by the settlement, with payments ranging from as little as \$100 to as much as \$10,000, depending

on how much fuel was bought in Canada and consumed in the US during the applicable period.

Highland Transport was one of about 35 Canadian trucking companies that, on the advice of their accountant, filed a claim with the federal government, contending that diesel fuel purchased in Canada but consumed in the US was an export, making it exempt from federal excise taxes. Larry Babins, who at the time was an accountant with Permicom Permit Services, discovered the loophole and partnered with Winnipeg-based lawyer Israel Ludwig to challenge Rev-

“Now it's a matter of finding the people affected, or the people finding us. The money's definitely going to get distributed.”

Herb Daniher, USW

enue Canada. Babins masterminded the scheme after reading about a ruling in 1880, in which a ship left Britain with coal on-board to be used as fuel on its voyage. The shipping line argued successfully that the coal should

be considered an export item, making it exempt from federal excise tax. Could the same logic apply to trucking in Canada? Babins wondered.

"Under the Excise Tax Act, if you are paying excise tax on an item that is subsequently exported, you can get that money back," Ludwig explained to *Truck News* in an earlier interview. "These trucks, after filling up with diesel, were driving into the US. So the question becomes: Is the fuel in the tank of your truck an exported item, such that you can claim a rebate on the tax?"

It was a David vs. Goliath court challenge that made it all the way to the Supreme Court of Canada before the tenacity of Babins and Ludwig was rewarded.

The claim was filed in 1998 and it was about 10 years before the Supreme Court made its ruling, ordering Revenue Canada to issue refunds totaling about \$15 million to the 117 carriers who'd joined the claim.

While Revenue Canada paid out the carriers, the money was intended to go to the owner/operators who paid for the diesel. Some carriers, such as Nolan Transport and Bison Transport, actively sought out previous and current O/Os who drove for them during between 1991 and 2002 (the rules were changed in 2002 to prevent future claims).

Complicating matters for Highland Transport owner/operators, however, was the fact TransForce acquired the company after the ruling, creat-

ing confusion over whether or not it was required to pass on the funds it received from Revenue Canada.

The United Steelworkers spent about a year arguing with TransForce over who was entitled to the money before launching litigation, which lasted another two years. Mediation was also attempted but Daniher said legal action was required to reach a settlement.

"Certainly, the union bringing it to the litigation process assisted the parties in arriving at a final settlement in this matter," he said, acknowledging the proceedings also dragged out the process. "Once you get lawyers involved and start filing grievances and these types of things, then you are in a formal process and part of the delay was the process. The other part (of the delay) was likely because of some of the complexities pertaining to the whole aspect of TransForce taking over Highland. TransForce didn't own the company during any of the time in which the applicable redress period was paid - they purchased the company after the fact."

While an agreement in principle between the USW and TransForce has been reached, the terms and conditions are still being finalized. Within weeks, Daniher expects the process of paying back the affected owner/operators will begin. In short, if you were an O/O for Highland between 1991 and 2002, purchased fuel in Canada during this time and consumed it in the US, you could be entitled to a rebate. ●

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**Industry
Issues**

DAVID BRADLEY



**A worthy
initiative**

Back in April I was invited to address the inaugural meeting of a new organization launched by Trucking HR Canada called Supporting Women in Freight Transportation (SWIFT).

While I support this initiative and can usually talk off-the-cuff about trucking issues until the cows come

home, I admit to struggling a bit over what I would say that day.

You see, I come from the generation where the idea of equality of all people, regardless of gender, race, or religion, began to become part of the public consciousness. Throughout my life, including both my academic and business careers, I have been surrounded by, worked with and for many strong female role models. I found myself asking whether we need an organization for women in trucking.

But, as I told the attendees at the meeting – and it was a big crowd – I have not, and I cannot, walk in their shoes.

And, the numbers don't lie. As far as things might have come, the struggle for equality for women continues in both business and politics.

In terms of the Canadian labour force, women continue to have lower participation rates than men. The participation rate for a particular group (in this case, women) is the total labour force in that group, expressed as a percentage of the total population in that group. Canada's labour force participation rate for women ranks fourth amongst the countries belonging to the Organization for Economic Cooperation and Development (OECD). That's not bad, but it could be a lot better.

Moreover, the majority of women employed in Canada continue to work in occupations where they have been traditionally concentrated. About 67% of all employed women work in teaching, nursing and related health occupations, clerical or other administrative positions, or sales and service occupations. In the traditionally male sectors, 30.1% of workers in manufacturing are women, as are 19.5% in primary industries.

In transportation, trades, and construction work, women represent just 6.4% of workers.

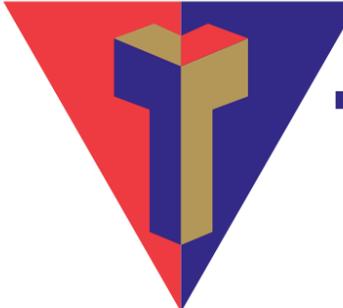
We all know trucking continues to be a male-dominated sector. At the same time, we need good people in all occupations, at all levels of our organizations. The trucking workforce is amongst, if not *the*, oldest of all industries in the country. And, it is aging more rapidly than any other industry. Each year thousands of people are retiring from the sector and need to be replaced. Why wouldn't we look to fill more of those spots with women?

We know about the shortage of drivers. Women represent only 3% of the driving force and a significant untapped potential source of quality employees. But the same could be said of virtually every other category of worker in our industry as well as supervisors, managers and senior executives. Even at the Canadian Trucking Alliance and Ontario Trucking Association, while there are more women directors on our boards than ever before, they are still very much in the minority.

Things are changing, though slowly. Perhaps the true measure of success would be for SWIFT to not have to exist at all. But the reality is we are far from achieving that level of success. Consequently, I believe the organization is an important initiative and I commend Angela Splinter and Trucking HR Canada for launching it. Judging by the initial interest demonstrated by the turnout at its inaugural meeting, it appears that many of the women of our industry agree.

The organization represents a fresh new voice not only for the women of trucking; but for the industry as a whole. I wish it, its recently inducted chairperson Vicki Stafford of Cavalier Transportation and her team and fellow members, well. ●

David Bradley is president of the Ontario Trucking Association and chief executive officer of the Canadian Trucking Alliance.



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Over the Road

AL GOODHALL



Incentives and disincentives

Many carriers have incentive programs in place for their drivers and I've been wondering how effective these programs really are.

Most programs are based on quarterly results that track percentage of idle-time, percentage of time on cruise control and keeping speed at or below a pre-determined maximum. The obvious purpose is to reduce fuel usage, since these cost savings go straight to a carrier's bottom line.

There are many other factors that carriers may include in their fuel and safety incentive bonus programs.

What piqued my curiosity about these programs was a conversation I had with a senior manager of a mid-sized carrier several months ago and it has been germinating in the back of my mind ever since.

This particular carrier had been running a new incentive program for about a year and I knew the program was generous and simple in its structure, making the bonus attainable for any driver worth his or her salt. So I was a little taken aback when I was told yes, the company was pleased with the cost savings but disappointed to find that drivers were taking more time off as a result. A majority (not all) of this company's drivers saw an

opportunity to take the bonus in the form of more home time rather than more money in the bank. The bonus simply replaced the drivers' regular earnings. So there was no net loss or gain to the drivers' income. The carrier gained on the hard cost of fuel savings but lost on the productivity side. Interesting, eh?

“I could make a long list of time abuses these (fly-by-night) carriers typically pile on to drivers but I don't have the space.”

Put a group of truckers together and you'll be hard-pressed to get them to reach a consensus on many of the hot-button issues we face in the industry today. But one thing I believe we can all agree on is that time is money and a driver's time is often not as respected as it should be. No, I don't believe there is an intention on the part of carriers to screw drivers over in respect to their time, whether it be their time on the clock or personal time. But the fact is, a driver's stress level is affected by time conflicts more than any other issue. Let's take a look at a couple of obvious examples that we see time and again across our industry.

Dock delays: We hate dock delays.

Paying us for dock delays only dulls the pain, it doesn't resolve anything. Even a delay of only a few hours can cost us a whole day due to the nature of the hours-of-service requirements or the fact we may miss a pickup or drop later in the day and end up spending a night waiting for that shipper or receiver to open the following

morning.

Equipment downtime: This has been a horrendous problem since the introduction of the EPA07 and EPA10 regulations. It's getting better but it still sucks. It's not so much the initial breakdown as the time it takes to get the truck back up and running again. Sure, most companies - the reputable ones at least - compensate us in the form of layovers and house us in a motel until the repair is done. But a breakdown always seems to happen when you planned to be home for little Johnny's birthday. Nobody wins in this situation.

You may look at the above two examples and say 'Hey, wait a minute,

that's just trucking. Those are situations beyond a carrier's control.' Well, maybe they are. But I would bet that if drivers were paid by the hour for all of their on-duty time, then carrier lobby groups would be all over shippers, receivers, and OEMs like ugly on an ape in order to resolve the problem.

If that type of pressure failed to work then I think we would see freight rates start to reflect the true cost of doing business.

Then there are those unlucky drivers out there that find themselves working for the fly-by-night operators or the all-around cheapskates. Many of us have been there, usually in our first year working in the trucking biz when we didn't know any better. I could make a long list of time abuses these carriers typically pile on to drivers but I don't have the space. If you work for one of these outfits don't look for a bonus incentive program in your future as long as you stick with them.

Drivers, like anyone else, have an expectation of an income in line with their skill level and performance. We recognize and embrace the commitment we have to make in order to succeed in this business. Incentive bonus programs recognize our skill, performance, and commitment. Those same programs are also allowing the drivers that choose to do so improve their quality of life by taking additional time off without a loss of overall income. That's a good thing. ●

Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truckingcrosscanada.blogspot.com>. You can also follow him on Twitter at @Al_Goodhall.

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Why small carriers will become extinct

Most optimists really don't like me. I'm at the other pole compared to them. For the last couple decades I've been of the belief that a healthy dose of pessimism is usually really close to reality.

With that in mind, I have a prediction for a lot of small trucking companies – my definition of 'small' is 10 power units or fewer – that they may not like.

I think, unless the North American economy improves – a lot – and the method of operation of a typical larger trucking company changes drastically, then most of us small operators will, within the next decade, go the way of

the dodo bird.

Since the mid-point of the recession, I've noticed an escalation in the number of small carriers losing longstanding customers – sometimes the types of customers that used most of the carrier's equipment.

The reason is almost always rate-related. The longest economic slowdown in recent memory has driven even longstanding shippers and receivers to stray from loyal carriers to the cheapest trucks, sometimes even without comparable equipment.

I've seen van carriers lose business over price, just to have the new carrier show up with reefers and require the load weight to be reduced. I've watched flatbed carriers lose freight over price, when the freight was previ-

ously delivered direct to job sites, only to find it was later showing up on site whenever the new carrier got around to it.

Good service, sadly, seems not to matter anymore. I believe that trucking companies are, in many cases, the final display of the manufacturer/distributor's commitment of service to its customers. Is the damage to their reputation for customer service really worth the savings?

Many small carriers have seen a large chunk of their business disappear with little warning. How successful do you think most are at replacing so much work in this economic climate, at rates that are comparable?

Let's not get into the utter ridiculousness of carriers that still stay busy

by cutting rates. That argument is getting old, and still not changing. If you don't have some sort of specialty – skills, equipment, or geographical location – you are at risk of being shoved aside by another company with a sharper pencil.

I get tired of the same trucking company owners, large and small, who complain about revenue and profits, then have their sales staff undercut existing rates to stay busy. The hypocrisy never seems to end.

Some of you who agree with what I've written so far, may think there's a light at the end of the tunnel. In the last several months, this magazine has provided extensive coverage on mergers and acquisitions; not only on the many trucking marriages, but how to prepare for the potential sale of your own business.

I think it's been exceptional and thorough coverage, and very educational. Unfortunately, for most small carriers, none of it applies to us. Bluntly put, larger carriers will not buy you out, no matter the price, unless you have some sort of significant specialty with relatively new equipment. Why would they bother? They may have as many salespeople as you have drivers.

If your workload is worth coveting (not likely, by their standards) you'll likely just be underbid, or they can wait you out until you give up and then send their salespeople to your old customers.

Think I'm over-reacting? In 2010, at the peak of the recession, with another significant trucking company closing almost monthly, I was hit by a mystery illness.

We had several regular customers who collectively kept our trucks running both directions. We were very busy, and couldn't hire enough good driving staff to keep me out of a truck.

Since I couldn't drive more than a couple hours at a time without severe pain, selling out seemed like a sensible option. I sent messages to the managers of several larger trucking companies, wrongly assuming that a profitable, busy company with a clean CVOR would be in high demand.

Of the lot, only one returned the call, eventually making me an offer – sort of.

Although I had stressed the reasons for selling were not financial, so this was no fire sale, they made an offer that was to include authorities, customers, and all equipment for less than the value of the equipment itself.

Luckily, the mystery illness left a couple months later. Honestly, only someone in financial duress would accept those conditions, leaving someone in my position with no sensible exit options. That experience reinforced my paranoia about the future.

I think asking the questions we asked ourselves at that time are a good exercise for any small operator. Does too much of your revenue depend on too few customers? Is your debt load such that a complete liquidation would still leave you deep in the red? Would one misfortune (accident, injury, or even a big repair bill), be enough to sink you, or at least place you in dire financial straits?

Decades ago, I was advised to not put too many eggs in one basket. Unlike rate slashing, that advice never gets old. 🍷

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CHARLIE CHARALAMBOUS



Adults bring a unique focus to classroom

The mere thought of returning to a classroom can fill some drivers with dread, especially if their earlier learning experiences were shaped by droning teachers, pop quizzes, and lessons that didn't seem to apply to the "real world."

Fleet trainers who focus on the unique needs of adult learners can make the difference - enhancing the skills that help boost productivity, improve safety records, and comply with the ever-changing regulations which govern the trucking industry.

Malcolm Knowles, widely acknowledged as an expert in adult education, identified many of the factors that can affect the way older learners view a training session. Adults motivate themselves, expect respect, draw on their own experiences, focus on a training program's ultimate goals, and take a practical approach to learning, he said. "Adults need to know why they need to learn something before undertaking to learn it."

Let's put that another way. Children may see "Because I said so" as an acceptable answer. Drivers won't.

Motivating factors are just the beginning. Effective training materials also recognize that trainees absorb content differently.

Auditory learners pick up the details from a lecture or discussion, much like the setting in a traditional classroom, but visual learners glean most of their information from diagrams and images. Kinesthetic and tactile learners, many of whom are attracted to hands-on trades such as trucking, tend to rely more on hands-on experiences.

Consider a lesson about conducting a circle check as an example.

The auditory learners will be able to follow discussions about the individual steps and relate everything back to their personal experiences. Visual learners in the classroom absorb more from diagrams and videos showing how the steps are completed. The kinesthetic and tactile learners, meanwhile, soak in most of their information when actually building up air pressure, checking fluid levels, and crawling under trailers.

Formal lesson plans reflect all these realities and help everyone to achieve their goals.

The plans themselves actually include several parts. Their detailed notes for a trainer, for example, will ensure that information is delivered consistently from one class to the next, even if someone else has to deliver the content. They will also identify required training materials or props, questions to ask trainees, and when to schedule breaks.

The content provided to trainees will identify the difference that program objectives make in practical terms, identify all the key messages, and tie everything together with a recap to demonstrate that the objectives were achieved.

But as important as the plan may be, it will still rely on well-structured training materials to deliver the information.

For many trainers, this will involve a focus on PowerPoint slides. The good news is that these materials can support auditory and visual learners alike. Each slide will even help trainers to stick to their lesson plans and ensure that no topic is overlooked.

The challenge is that slides are often poorly designed. Pages might be crammed with paragraphs of text that nobody can read, transforming a projection screen into little more than a distracting eye chart. Animation and sound effects, meant to make the content more interesting, actually begin to distract from the messages. And the images that are needed to engage visual learners are squished and distorted so much that it's hard to tell exactly what the picture or diagram was supposed to represent.

The text on a well-structured slide is limited to a few words about a central method or theme.

Only the instructor needs to see the detailed notes which guide the discussions. Any animation is also introduced to serve a specific purpose, such as revealing a particular line of information that is being discussed or to keep learners from reading ahead of the instructor.

A related quiz or other evaluation tool will help to measure just how effective any of the training material actually was. If trainees consistently make errors when answering the same question, it may be time to revisit the way the content is being explained. The final scores, combined with real-world evaluations, will certainly help to ensure that drivers have absorbed the necessary details.

And trainees are not the only people who need to be graded. Feedback forms can give everyone the chance to describe how well trainers did their job. After all, even the most popular trainers have been known to fall into the trap of "edutainment," playing an audience for laughs rather than sticking to the lesson plan.

It proves that everyone has something to learn. ●

This month's expert is Charlie Charalambous, risk services solutions training specialist. He has worked in adult education for almost 15 years as a trainer, instructional designer, performance consultant and training specialist. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a long standing history in the marketplace and has been serving the trucking industry for more than 60 years. You can visit them at www.nbins.com.



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BRUCE RICHARDS



A timely learning experience

I recently had a most interesting experience observing students learning about important aspects of road safety. It involved a high school, a group of volunteers, the Ministry of Transportation, local police, and more students than I could count.

But, I'm getting ahead of myself.

This story began with a desperation call from a lady that I didn't know, on behalf of a group that I had not previously heard of.

The purpose behind this lady's call was to tell me that the group needed a tractor-trailer and a driver on-site for a full day at a high school. Among other things, they wanted to teach young people how to drive around trucks.

The task was to find a fleet that would agree to pull a unit and a driver out of service for a full day – and we had two days' notice to make it happen.

The lady on the telephone, who I later learned to be Ann Marie Hayes, explained that she heads up a group called Teens Learn to Drive, whose objective is teaching students in grades 10-11 about the risks associated with driving. The target group seemed about right to me since teens of that age will shortly begin going through the licensing process. It's certainly better that they learn about the risks before they get behind the wheel.

Well, I found the idea intriguing so I made a telephone call to a prominent

PMTCC fleet member to see if they would pitch in. It took Tim Hortons no time at all to recognize the value of the Teens Learn to Drive program and to volunteer to support it with one of their tractor-trailer units and a driver for the day.

With such short notice, it's no small accomplishment to pull a unit and driver out of any fleet and to rearrange all the schedules to cover the work that had

been planned, but there were no complaints from Tim Hortons. The answer to every request was 'yes.'

So, now that we're all caught up with the background, let me tell you what took place.

This was a very well organized event and it was readily apparent to me that a good deal of effort and planning had gone into the day. I saw learning sta-

tions outdoors (fortunately the weather co-operated) that were manned by local police officers, and of course I saw the tractor-trailer in place with a police cruiser parked on its passenger side.

Students gathered in small groups near the truck and were greeted by Barry Pieta, the Tim Hortons driver. He explained the various knobs, pedals, lights and buttons in the cab and spoke about some of the things that a truck driver must be aware of while safely shepherding such a large vehicle down the road.

Now, up close, big trucks are an attraction to just about everyone and students lined up for the opportunity to climb into the driver's seat. The fun part for me came when Barry asked them what colour the cruiser was on the passenger side.

The answer was not surprising: "What cruiser?"

It was a perfect demonstration of one of the blind spots around a truck, and one that I'm sure none of these students will forget. Barry went on to explain other blind spots and the stopping distances required for big trucks.

Meanwhile, still outside, the police and MTO were running other hands-on demonstrations, one of which reinforced Barry's message concerning the stopping distances required for loaded and empty vehicles. Again, all practical, all hands-on.

Inside, more sessions were taking place. In one area small groups of students were experiencing the effects of distracted driving. In a simple exercise they were required to walk along a winding path while texting descriptions of pictures that were on the floor – and by the way, they had to stay on the path. I didn't see anyone pass this test.

Other students were being taught the effects of drugs, alcohol, and medications on their ability to drive. Explanations over, the students donned special lenses that distorted vision and left them disoriented, both of which replicated the effects of impaired driving.

Yet another interesting discussion concerned how a passenger can avoid being a distraction for the driver, and how to politely extricate themselves from a vehicle with an unsafe driver. Again, practical coaching tips for keeping clear of dangerous situations.

The laughter throughout the demonstrations showed that the students were enjoying the entire experience, and I can't think of a better way to learn.

I've only scratched the surface of the day's events in this column, but I was very impressed with what I saw.

The program is driven by volunteers and financed with some grants and corporate as well as individual funding. Schools volunteer to put aside studies for the day so that students can participate. About 5,000 students will go through the program in the school year.

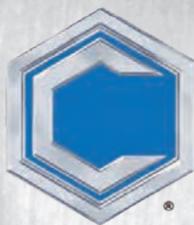
I applaud the volunteers at Teens Learn to Drive, the police and Ministry of Transportation, the schools that get involved, and all the students that participate.

I'm happy that the trucking community had this opportunity to participate in the program.

And of course, I thank Tim Hortons for stepping in to contribute to what I truly believe is a worthwhile endeavour that could very well save lives in the future. Take a moment and visit www.teenslearntodrive.com. You will be impressed. ●



Tim Hortons sent a driver and truck to Teens Learn to Drive – a group whose aim is to educate students on the importance of safe driving.



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Championships a celebration of skill

Continued from page 1

open to owner/operators as well as company drivers who want to show off their skills to the trucking community.

Jim Schaefer, a company driver for Tim Hortons for more than 32 years, has been competing in the championships since 2009 and has been to all three events: regional, provincial and national. He was the first place Ontario provincial winner in the B-train category last year.

"I cannot think of one negative thing about (the championships), other than the fact that I didn't win the nationals," Schaefer joked.

Schaefer said his favourite aspect of the championships is how family-friendly it is. He said he and his wife made several friends at the event over the years and looks forward to seeing them every summer.

"I've met people from Ottawa that I only see at rodeos. It's almost like a little gathering that everyone goes to," he said. "It's a family thing."

This year's competition marks the second year in a row for Fortigo Freight Services.

Elias Demangos, president and CEO, says there is not enough publicity for the event and the benefits of the championships extends beyond a business standpoint. It allows the public to see the trucking industry differently.

"It's an opportunity for us as an industry to bring awareness about the drivers because there are humans behind these big rigs and these humans are professionals and they take great pride in what they do," he said. "It's not about just getting behind the wheel, pushing the gas and running - these events showcase just how difficult it is to be a professional truck driver. When I see some of these obstacle courses I think, 'Heck, I couldn't do that in a car, let alone a truck with a trailer!'"

One of the more talented drivers in the championships is Clary Ward of Con-way Freight who heard about the competition years ago from a co-worker.

"He was involved in them and talked to me and said I should come as it's a lot of fun," he said.

This will be Ward's tenth year competing. Last year, he won first place at both the provincial and national levels in the single-single division and his employer rewarded his outstanding performance with a brand new Ford pickup truck.

Ward said that through the years the event becomes easier because he learns from his mistakes.

"I watch the other competitors," Ward said. "That's my way of getting better. You get a score sheet, so I try to work on those areas I didn't do as well in."

Ward also said Con-way allows him and other company drivers participating to practice when the championships are looming.

"We come in on the weekends and practice," he said. "We'll set up some of the obstacles here in our yard and practice. We help each other out because we aren't necessarily in the same class."

Though everyone I've spoken with about their experience at the competition agrees the event is filled with positivity and friendly competition complete with cheering and waving from the sidelines, the pre-trip inspection is the part of the competition most drivers worry about.

"They have eight minutes to go around the vehicle, find five defect tags hidden and for full marks, they need to know whether or not the defect is major or minor," said Joslin. "You've got the man or woman in the black uniform, with a bulletproof vest on and a clipboard watching you. No pressure."

Ward said the national pre-trip inspection was the most difficult, since the competitions get more challenging as you move up in the championships.

"I found four out of five," recalled Ward of the national championships. "It was

"I can't think of one negative thing about (the championships) other than the fact that I didn't win the nationals."

Jim Schaefer

very hard this year in Vancouver. I know there were a lot of competitors that only got two out of five."

"The one that was tripping everyone up last year (at the Ontario provincials) was a fuel cap was loose on the passenger side," said Joslin. "So many guys were just looking at it and saying 'Major defect,' and moving on. And in fact, it's a minor defect."

Ward said his favourite obstacle is the serpentine with three barrels. But more than anything, Ward says he likes the competition because he enjoys getting together with the other competitors he got to know over the years of being a participant. With the good word about the championships, many representatives have said they usually get the same driv-

Transportation Media is the exclusive media sponsor of the Ontario Truck Driving Championships. Look for in-depth coverage on Trucknews.com.

TRUCK NEWS

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ers year after year. This is no doubt due to how enjoyable the games are, but also a reflection of how little the championships are publicized.

"The central and Ontario events are always looking for more people," said Doug Nicholson, service centre manager for Con-way based in Hamilton.

Though Nicholson said Con-way doesn't have a problem supplying drivers for these events, there is a shortage from other transport companies.

"Possibly because the other companies don't promote as well as we do," he guessed. "You have to understand it's an inconvenience because I lose drivers for a short period of time during those events...but we've managed over the years."

ing company, I think this is a small way to say to that person, "Thanks. I really appreciate your good work."

Danbrook suggested that the companies not sending their drivers may not be the problem, but rather the drivers themselves who are hesitant to compete.

"I don't think we're near as appealing to the drivers nowadays because they're on the road for a week at a time, and when it comes to the weekends, they want their own time," he said. "But that's just my impression."

For anyone hesitant about participating, former provincial winner Schaefer said that it's important to remember it's just a drive.

"Some guys are embarrassed to perform in front of their peers and judges. And I say to the guys, 'Regardless of where you go, there's always someone watching you. You just have to blank that out and remember you're just going for a drive; that's all it is.'"

Joslin agrees and says that the competition is set up so "anybody can have a really good drive and anybody can have a really bad drive."

"We've had national champions who go out on the course and crash and burn," she continued. "And then last year we had a rookie - it was his first time competing - and he won the regionals, won the provincials, and went onto the nationals. And for a rookie to go onto the nationals - it's fabulous."

So, what would the president of the OTDC say to those competitors who are on the fence about joining?

"Come and prove to us that you're the best in Ontario," said Steele. "You already know you're the best, so come on out and get some credentials to go with it."

The provincial championships are scheduled for July 11-12 this year where the top performers who qualify at the regional events taking place in June will move on. ●

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Speedy hires new wellness advisor and driver trainer

Will the newly-created, health-focused role become more prevalent in the trucking world?

By Sonia Straface

BRAMPTON, ONTARIO

Former truck driver, Jason Jannetta, says he landed his dream job using the one thing he never expected - Twitter. Those in the industry who have never heard of Jason Jannetta, may actually know him as #FitTrucker (or @UrbanHauler) on the social media site.

He posts multiple times a day (more often than not, all day) to his 1,100 followers about any and everything related to truckers' health and wellness, from things like the benefits of drinking green tea to the importance of eating clean both on and off the road.

Among his favourite hashtags are #noexcuses and #changethegame; a modern-day mantra that needs no explanation.

Luckily for Jannetta, Jared Martin, CEO of Speedy Transport, was one of those followers.

"I really enjoyed a lot of his posts and what he was trying to do for the industry," said Martin, who was thinking about how to help his company get on the track to wellness. "So we brought him in for a meeting."

Jannetta was a driver for The Beer Store at the time and agreed to sit with Martin. Jannetta shared his phi-

losophy; a position that he says marries his two passions.

"I love trucks and I love the transportation industry," said Jannetta. "But I love fitness and wellness. It's something I believe in and it's something that I live seven days a week, 24 hours a day."

Martin says a lot of Jannetta's job will include things like teaching drivers about how they can improve their lifestyle, by preparing meals before they go out and deliver - as opposed to eating out during every shift.

Jannetta's position expands past the drivers at Speedy; he is also a wellness advisor to the internal staff, including management and those in administration.

"If you look at your typical truck driver, or even your typical transportation person, this industry doesn't take very good care of themselves," said Martin. "And it's an industry that demands a lot of hours. So it's not necessarily hitting the gym every day. But a lot of it could just be the food you intake."

Martin claims the new position's purpose is two-fold: his employees become healthier and more knowledgeable about their well-being (which, as Martin noted, could be the only source from which some could be getting this information) and the position shows his staff that management cares for them.

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"You can't change everyone and I'm not there to change everyone. I don't want to be the type of person knocking cans of Coke out of someone's hand and saying don't eat this and don't eat that."

Jason Jannetta, Speedy Transport

losophy about why he believes health and fitness are crucial to the future of the transportation industry.

The next day Martin called Jannetta offering him a position at Speedy. Jannetta is currently Speedy Transport's driver trainer and wellness ad-

vised Martin. "This is an opportunity for our drivers and for our staff to talk to somebody at the company's expense to just help them out with some of their lifestyle habits."

What's unique about Speedy, specifically, implementing this new position is that they have no company drivers.

"We're 100% owner/operator," said Martin.

Martin says this makes no difference despite the stigma in the industry that owner/operators are easily replaceable.

"They're part of our family," he said. "They're very much a part of our company. They operate for Speedy Transport exclusively and they work under our insurance. It's a little bit of a different set up than your typical owner/operator fleet."

On his very first day on the job, Jannetta felt the impact his new job had on the company when a driver who was seriously worried about his health sought him out.

"I was leaving office around 6 p.m. and I had this driver come up to me and he said, 'Are you the new driver trainer? What's this wellness thing?'" Jannetta said.

"He told me he was concerned about his health; about the way that he ate, the lack of exercise, his weight. He had some serious medical issues because of his weight and he almost had a tear in his eye when he talked to me.

"He said, 'Do you have some time

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for me?' and I said, 'Most definitely, that's what I'm here for.'"

Jannetta says that first encounter sent him over the top.

"I phoned Jared right away after that happened," Jannetta said. "And that's what he wants to see. He's very progressive. And he knows that (wellness) is a very key component for him having a successful business. And honest to God, he really truly does care about his employees."

Jannetta is currently working with that driver and helping him on the path to wellness by showing him the right kinds of foods to eat, how to prepare meals before a long-haul trip and even how to buy groceries.

But not everyone is as willing to make the change from truck stop buffets to protein shakes, vegetables and baked chicken.

When dealing with those who aren't so receptive to accepting a lifestyle change, Jannetta says he isn't going to push or pressure.

"You can't change everyone and I'm not there to change everyone," he said. "I don't want to be the type of person knocking cans of Coke out of someone's hand and saying don't eat this and don't eat that."

Alternatively, Jannetta says he wants to influence those who aren't the most open-minded by making an example of those who are.

"I'm hoping for one or two employees that I can really focus on and that I can make such a dramatic change, that it's just going to be a wave," he said. "As we know, in this industry, there's a lot of hard-nosed veterans who are stuck in their ways."



Jason Jannetta was recently hired as Speedy's new wellness advisor and driver trainer. His new position allows him to mentor and help any willing Speedy employees who want advice about their lifestyles.

Martin says the ultimate goal is to have this position implemented at trucking companies across the board.

"I want (this position) to fill the gap in the industry," said Martin. "I want to make it a position that is not only suitable for Speedy but for all transportation companies."

Martin says that being a younger CEO (he turned 35 this past April), he wants to stress the importance of health across his company because it's something he's grown up with, being part of a generation that is aware of the consequences of eating poorly and not exercising.

"Healthy lifestyle" and "truck drivers" have never been in the same sentence for obvious reasons. The job is sedentary and fast food restaurants are all over the highways and at truck stops.

To boot, wellness was never really a concern in the past because the age of the drivers wasn't a concern.

Now, however, with almost half of drivers reaching or past the age of 50, health is a major concern for companies who are looking to keep the drivers they have healthy and looking for younger drivers who aren't afraid of living a life where they are on the

road for days, sometimes weeks or months at a time.

Martin says there are no concrete short-term goals yet - like a set number of pounds or waistline inches he wants his company to lose collectively.

Instead, he hopes for results of this new position will change the image of the industry in order to attract the younger generation to become professional drivers.

"Nobody actually picks transportation to be their number one employment," said Martin. "It's usually a fallback plan. And I don't want it to be a fallback plan for people. I want people to go to school to work in logistics."

Jannetta emphasized that without driver's paying attention to their health, a domino effect would plague the industry.

Without proper instruction, drivers fall ill. This, in turn, affects the company because they don't have drivers and therefore can't run a smooth business.

Lastly, the customers don't get their goods delivered on time.

"I just want to bring the awareness in how easy it is to have a fit and healthy lifestyle to all employees at Speedy Transport. It's not complicated; you don't have to be on a diet and only eat lettuce and drink water. I want people to be healthy, successful, long-term employees.

"I'm concerned about their futures. There's moms, there's dads, there's aunts, there's uncles, there's grandparents (at Speedy). I want them to have full vibrant healthy lives." ●

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Power Brokers: The next generation

Young leaders in the freight brokerage industry discuss the future

By Sonia Straface

MISSISSAUGA, ONTARIO

Delta Nu Alpha Transportation Network, a non-profit Mississauga, Ont.-based association, held a seminar March 27 and called the night a “perspective from the next generation.” Set up as a panel discussion with four young industry professionals (both carriers and freight brokers, all under the age of 40 were represented) its aim was to provide a deeper look into where the freight brokerage industry is heading and what was shaping the trucking industry today. Mike McCarron, a 30-year industry veteran who sold the company he founded, MSM Transportation, to Wheels Group last fall, moderated the discussion.

On the panel was: Joel MacKay, president of Mactrans Logistics, a non-asset based 3PL; Shawn Roch, vice-president of sales and marketing at G. Roch Consultant; Eric Carusi general manager of T.P.T Systems; and Elias Demangos, president and CEO of Fortigo Freight Services.

On under-capacity and the driver shortage

The tight capacity in the Canadian trucking industry was a topic all panelists wanted to discuss. As entrepreneurs who are looking to grow their businesses, all were eager to talk about the impact of tight capacity and a labour crunch.

“Customers are asking for more than A-to-B,” Demangos said. “Filling the office seats is becoming more challenging. So not only do you have the driver shortage, but you can’t fill the seats in the office. You’re now thinking twice about growth: Is the margin there for me? Is it worth the headache? Most times it is, but you’ve really got to study a bit more.”

Carusi agreed with Demangos on the challenges of the driver shortage and of-

ferred suggestions on ways companies can attract more drivers, something he points out is necessary.

“We need to understand who our targets are,” he said. “As a carrier, we’d look at wanting to bring on more drivers. A lot of companies have the capital to invest in trucks but you need to attract those drivers. Whatever drivers are looking for – as much as the pay raise is important, ergonomics and being home (at a certain time) is really important. Those intangibles are crucial.”

On consolidation and mergers

Consolidation was a hot topic of the night, which was to be assumed given the young panel of experts who are well aware of the image of the industry from the outside.

Carusi summed the panelists’ views best when he said: “I think consolidation is really important. A lot of, for lack of a better term, bottom-feeder carriers kind of bring down the image of the industry. Their quality isn’t as prioritized and ultimately they’ll do the same job for a little less. It makes it tough for us in the industry to be well-rounded and create an image that people don’t look negatively on.”

When asked what to consider if buying or merging with another company, the panelists agreed that timing is everything.

“If it doesn’t affect your current business slowly integrate the merger, that’s fine,” said Roch. “But if you have to change your whole game, then it’s not worth it.”

Carusi added that mergers are a great way to grow your business. “But at the same time, don’t lose touch with your existing customers,” he said. “Because they rely on you to solve their current issues.”

The panelists also predicted that American companies would soon be expanding business into the Canadian market.

“I definitely think there’s going to be more Americans coming to Canada to

acquire brokers,” said MacKay. “There’s only so much business these guys can get in the US, they have to expand. They need to keep buying to grow.”

Demangos agreed saying simply, “More Americans will definitely come up.”

On the hybrid and specialty broker trend

McCarron kicked off the topic of hybrid and specialty brokers by reading out a statistic about LTL freight, where from 2007 to 2012 the amount of freight under blanket pricing programs by brokers grew from \$575 million to \$2.5 billion. However, the overall size of the LTL market during the same period decreased by \$3 billion.

“What it’s saying is that freight brokers are taking a lot of business off carriers,” said McCarron. “So why are brokers buying trucks?”

Demangos said customer pressure could be a factor, adding customers want to deal with asset-based brokers. Carusi agreed saying, “Nowadays an educated shipper will most likely just end the conversation right away if you’re not asset-based.”

“I think you have to go where the business is,” added MacKay. “If the customer asks for a specific thing and it makes money, do it. I started selling freight brokerage in 1999-2000 and it was a bad word back then. I’m seeing now customers are coming to us and saying they want to use a freight broker. They want to use a 3PL – and I’ve never heard that. It blows me away.”

Roch said that brokers shouldn’t buy trucks. “Do what you’re good at,” he said. “You don’t ask a carpenter to fix your car.”

Demangos added that speciality brokers could potentially be the future of the industry. “Seeing a broker that’s 3PL that specializes in something, you can tell that they’re serious,” he said. “They’ve done their homework.”

MacKay went on to say that specialization has many benefits when able to sat-

isfy customer needs, when they have nowhere else to go.

“As pure freight brokers, a lot of us built our businesses on taking the freight that common carriers didn’t want,” he said. “And a lot of that would be inside deliveries, like bulky freight and hot tubs – things that don’t fit in well in LTL networks so we’ve had to develop these networks. You build on what you’re good at and we get more customers and more referrals. They tell us what their problems are and we give them a solution.”

On the threat of technology

Like many industries, things are changing because of the advance of technology, and the trucking industry is no exception. “If you don’t have scale and technology,” said McCarron, “you won’t survive.”

The panelists, however, didn’t seem fazed.

“The only software or piece of technology that will put us out of business are those Star Trek teleporters,” joked MacKay. “When they start moving stuff, then we’re in trouble.”

Roch added that people are hesitant to use new technology to ship their goods and went on to say that most would prefer a verbal confirmation at the end of a transaction – something eBay or uShip simply can’t provide.

“People are scared,” he said. “They want to deal with a human. They don’t want to just have technology to put it on the truck and ship it out for them.”

Carusi said the new software is not sustainable and won’t ever match service provided by professionals. “There are too many moving parts. Especially with regulations increasing – they have a core business they need to take care of and that’s not something they’ll be able to focus on. They’ll fall apart.”

On the future of the industry

“The need for a lot more home deliveries, residential deliveries,” said MacKay, when asked what will drive the future of the industry. “In the past the common carriers have typically stayed away from those, they don’t want to go to homes. But I do think there’s going to be a need for these providers to offer a full service for e-commerce. It’s not just going to be B2B business anymore it’s B2C and I think as an industry we need to change.”

Demangos agreed with MacKay that home deliveries would be a focus in the near future and added that he believes there will be a change when it comes to long-haul driving because of the driver shortage that has taken a hold of the industry.

“I think you’re going to see a lot more rail and final mile deliveries,” he said. “It’s more a 9 to 5 if you will – as much as a 9 to 5 as you can get in the trucking industry. You’re going to find that supply chains are going to shift a bit because of the shortage of drivers. Rail is going to pay a bigger portion of it. And final-mile deliveries is going to become a lot more crucial.”

Carusi said he believes that educating shippers will be important in the future. “They need to understand their production schedules a little better and try and move ahead,” he said. “Booking trucks is happening farther and farther in advance these days, which is part of the capacity crunch and the more we understand production schedules the more we can predict what’s going to happen next week and the more we can move efficiently and on time.”

“More live-loading,” added Roch. “The brokers that are just trying to move one load, it’s just not doable anymore.” ●

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Toolkit provides anti-idling resources

By James Menzies

INDIANAPOLIS, INDIANA

The Clean Cities initiative in the US has developed an IdleBox tool fleets can use to develop or enhance their anti-idling programs.

Patricia Weikersheimer, a writer with the Argonne National Laboratory, described the electronic toolbox to fleet managers attending the Green Truck Summit. It includes PowerPoint presentations that explain the costs of idling, signage that can be printed and displayed at loading docks and in parking areas, Excel spreadsheets that calculate the costs of idling and stickers, tip sheets and employee pledge cards that can be printed off.

The tools are housed online at CleanCities.energy.gov/idlebox and are free to use.

Larry Humphries, formerly fleet service manager with the Village of Downers Grove, Ill., was scheduled to speak about his municipality's idle-reduction campaign.

However, he recently took on a new job with a larger municipality, and so Linda Gaines of the Argonne National Laboratory presented on his behalf. Argonne is analyzing the before-and-after data collected from Downers Grove equipment as part of the program.

Kits include PowerPoint presentations, spreadsheets and tip sheets for drivers.

The town of 50,000 people just outside Chicago runs a diverse fleet of trucks, 80% of which are powered by alternative fuels including CNG, B-20 biodiesel, E-85 ethanol, propane and hybrid-electric drive systems.

The community was looking to reduce its idling to save money, Gaines explained. It had noticed that snowplows and other heavy trucks spent a lot of time idling between runs.

The town installed heat recovery devices that took heat generated by the engine and then circulated it through the cab to keep the passenger warm without the need for idling. The system was installed on 14 trucks in 2010, mostly Freightliner M2s and medium-duty Internationals.

GPS data was used to calculate idle-time. While Argonne National Laboratory is still in the early stages of analyzing the data, the system seems to have produced somewhat disappointing results. Idle-time on the first truck to be evaluated decreased from 50% to 42%, which was still higher than hoped for. ●

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Tax
Talk

SCOTT TAYLOR



You filed your taxes. Now what?

So you filed your income tax return. If you're like most Canadians, you spent last month hoping against hope that the next letter you get from Canada Revenue Agency (CRA) isn't a note that says you underpaid. For an owner/operator or small fleet, taxes are a major business expense but they shouldn't be a surprise.

With planning and professional help, you can take the stress out of filing returns and take control of the business side of your trucking business. Here's where to start:

Review your NOA

A notice of assessment confirms that your tax return was accepted as filed or outlines any adjustments made by CRA.

For your personal return, it will list your taxable income and any carry-forward amounts you can apply for 2014, as well as the amount you can contribute to an RRSP or tax-free savings account this year. Check CRA's assessment against your tax return. If there's a discrepancy, or you disagree with CRA's findings, contact the tax centre that processed your return (better yet, call your accountant). You have one year from the filing deadline of the return in question to make an appeal.

Make corrections

There are three ways to amend or correct

your return once you've received your NOA: use the "change my return" option found in My Account at www.cra.gc.ca/myaccount; send a completed Form T1-ADJ, T1 Adjustment Request, to your tax centre; or send a signed letter to your tax centre asking for an adjustment to your return.

You'll need supporting documents. For example, if you want to change the amount you claimed for charitable donations, you have to submit all your charitable donation receipts to back up your claim.

Get organized

Every year I'm asked what records to keep, where to keep them, and for how long. I'm always happy to answer.

When you're running a business, you're required by law to keep adequate records. They have to provide enough detail to determine your tax obligations and entitlements, and be supported by original documents. Knowing what records to keep and having a place to file them means you're not going to miss out on deductions you're entitled to because of a missing slip of paper or logbook. A good accountant will help you create a filing system that's designed just for you and your needs.

Quarterly reviews

Organizing receipts and statements is the first step toward really managing your

business. Your accountant can help you further by providing statements each quarter, giving you a three-month snapshot of your finances. I can't tell you how many times a client has found a major repair receipt under a truck seat months later, after a review of the last three months' financial statements showed that a big expense item was missing.

With financial statements provided quarterly, you can take advantage of de-

Filing your income tax return and paying what you owe on time helps you avoid interest and penalty charges.

ductions and other tax-saving strategies before it's too late.

Be on time

If you or your spouse or common-law partner is self-employed, you have until midnight on June 16, 2014, to file your return. Even if you can't pay all of your balance owing right away, you should still

file your return on time.

If you're late and have a balance owing, you'll be charged a late-filing penalty of 5% of your 2013 balance owing, plus 1% of your balance owing for each full month that your return is late, to a maximum of 12 months. The penalties are compounded if you fail to file over multiple years. Filing your income tax return and paying what you owe on time helps you avoid interest and penalty charges, and ensures that your benefit and credit payments (for example, the Canada child tax benefit and the GST/HST tax credit) won't be interrupted. A stoppage of child tax credit payments has caused many owner/operators to finally file their returns because momma wasn't getting her money.

Ask for help

A good accountant will pay for himself. While you're out earning a living, it's his job to help you reduce your tax bill, budget for expenses, decide whether to incorporate, and plan for retirement. No accountant worth his salt is going to miss a deadline because he can't figure out the paperwork or he got involved doing something else and forgot.

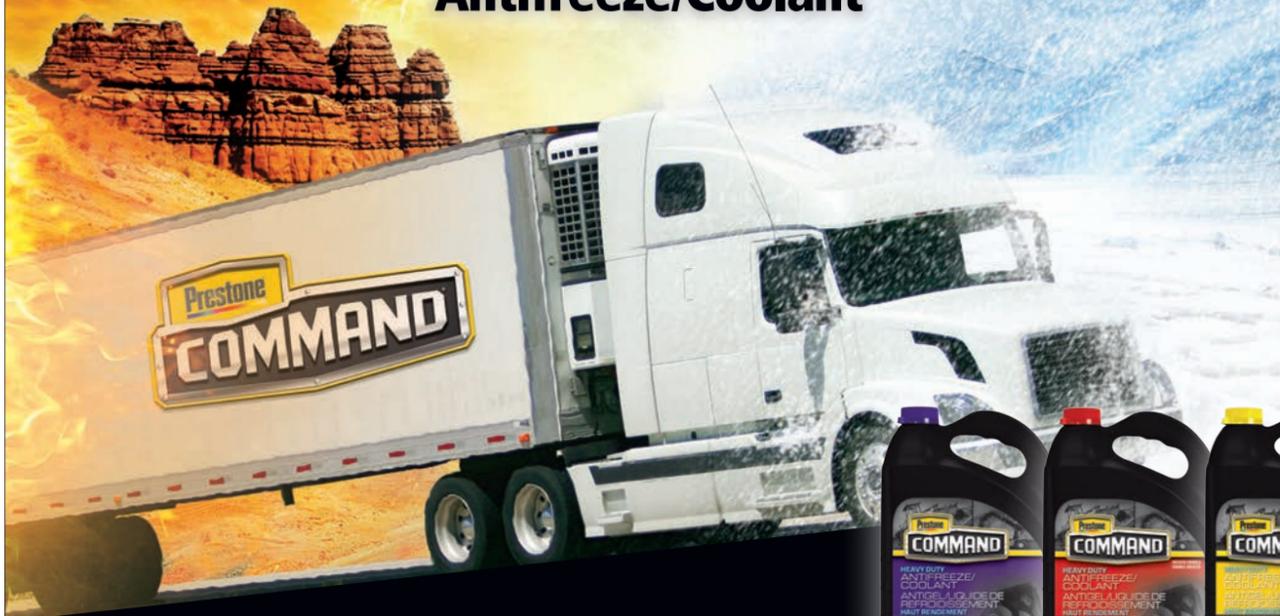
If you think you're too far gone to be helped, that your "system" is beyond repair, then think again. I guarantee you that I've seen (and fixed) far worse than anything you can throw at me. In fact, I invite you try. Consider it the first step in the planning process. ●

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



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Ryder, WIT team up to build safer trucks for both sexes

After working with women to build female-friendly cab designs, Ryder and WIT found that the adjustable spec's they were looking at actually benefitted both men and women

By Sonia Straface

MIAMI, FLORIDA

Earlier this year, Ryder Systems announced it was collaborating with Women in Trucking (WIT) to create ergonomic cab designs that would help address the challenges women face while operating heavy-duty vehicles.

But it turns out these expected "female-friendly" changes will really be helping out both men and women (hurray for equality)!

The brains behind the new proposed designs is Dr. Jeanette Kersten, assistant professor of the operations and management department at the University of Wisconsin-Stout in Menomonie, Wisc. Along with the help from her students, Kersten identified several shortcomings in current trucks that are not suitable or safe for drivers.

Kersten and WIT, a non-profit organization that aims to encourage the employment of females in the trucking industry and diminish obstacles faced by women in the industry, teamed up with Ryder to help make trucks that would better suit the needs of female drivers, since most trucks are built with men in mind.

"WIT and their research identified a gap in the industry," said Scott Perry, vice-president of supply management for Ryder.

The gap identified though, wasn't necessarily gender specific; instead, it just came about when females voiced their feedback on how they could be more comfortable on the job.

What makes these trucks get the "female-friendly" label slapped on them, simply put, is the physical differences (height and weight) of the average man and woman which creates a problem of safety and comfort.

"The whole point is adaptability," Ellen Voie, CEO of WIT said of the project.

Adaptability, meaning having trucks with adjustable foot pedals, the ability to modify the height of seat belts, (women, on average, are shorter than their male counterparts) and an electric or hydraulic hood-lifting mechanism - all spec's that Ryder is looking at and hopes to deploy in its fleets sometime soon.

"The workforce is aging," added Perry. "This applies to them too."

And he's right.

As challenging as it can be for a small-statured female driver to lift a heavy hood, it can be just as hard for an older male. Of course, males dominate the industry but almost half of them, in Canada anyway, are between the ages of 45 and 64, according to Statistics Canada. And with 48% of their drivers getting older, and consequently more susceptible to injury, Perry claims these new spec's are good for everyone.

"We want to support the greatest cross-section of drivers," Perry said of these new designs.

He continued to say that during the research stage of the project, responses from most women came from those who were owner/operators and ran with

their husbands.

"They'd say, 'I'm 5'4" and my husband is 6'4", but the truck has to work for both of us,'" he recalled, saying the new adjustable spec's would solve this problem.

Despite the fact the number of women entering the trucking industry is climbing, Voie claims these new changes wouldn't necessarily entice more female drivers (according to Statistics Canada less than 4% of profes-

sional truck drivers are female) but it does create a better work environment for those who are already in it.

"I wouldn't say that (these new designs) would attract more women into the industry but it makes them more comfortable and it would help with retention," said Voie. "It makes the truck less physically challenging."

By simply looking at the exterior of the cab, one can see an example of how current trucks present a problem for everyone.

For the most part, two steps are provided to enter and exit a truck, which Kersten notes, are too far apart from each other and creates a potential injury risk. A solution Ryder and WIT are looking at is adding one more step to offer more stability and support to drivers entering and exiting the cab.

"Safety is very important," said Perry who stressed the significance of having three points of contact (two feet, one hand or two hands and one foot) while exiting and entering a truck. "The point is to reduce injuries, since most injuries

happen when drivers are getting in and out of their cab."

Perry says the biggest change Ryder wants to see implemented in the new truck designs is having adjustable foot pedals.

"It's a great area for improvement," he said. "They're available in more passenger cars, so they need to be in trucks."

Voie also stressed that WIT is not solely an organization with female voices, and said that men are part of WIT too.

"So many men join our company because they see the benefits," she said, referring to these new gender neutral spec's.

Perry says Ryder is currently getting ready for a side-by-side comparison of the new designs versus the old trucks, which he expects will happen in the next few months.

He says the hope is that interested people can help provide further feedback to better enhance these new models. ●



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King of the hills

In head-to-head comparisons, the GMC Sierra HD outpulled its heavy-duty rivals

By James Menzies

CALGARY, ALBERTA

Pulling power is more than just a source of pride among owners of heavy-duty pickup trucks. These trucks usually have a job to do and that job normally entails hauling and towing some serious payload.

That's why when GM redesigned its GMC Sierra and Chevy Silverado, it was particularly attentive to the towing and hauling requirements of its heavy-duty customers. About 20% of all full-sized pickups sold in Canada are of the heavy-duty variety, which in 2013 represented about 62,000 trucks. The new-look 2015 Sierra HD and Silverado HD will begin hitting dealer lots shortly and they'll be greeted enthusiastically by customers looking for both a rugged and luxurious work truck.

GM recently made a small fleet of 2015 Sierra HD and Silverado HD trucks available to truck and automotive journalists for a two-day drive through scenic Southern Alberta. Along the way, we visited historical sites such as Head Smashed In Buffalo Jump, Bar U Ranch and Waterton

Lakes Provincial Park.

But the most beautiful spectacle of all, for those of us who appreciate power, was the sight of the industry's three leading heavy-duty pickups assembled for us at Bar U Ranch, where we'd have the opportunity to conduct a real-world, head-to-head comparison of their towing capabilities. A similarly spec'd GMC Sierra HD 2500, Ford F250 and Ram 2500 were brought together, each pulling identical trailers upon which sat brand new John Deere tractors.

Their curb weights were similar, at about 7,500 lbs. We were invited to drive each of the trucks along a carefully planned route over the area's rolling hills and to conduct an exercise that would compare their towing capabilities under real-world conditions. We lined the trucks up nose to tail (leaving a safe and consistent following distance, of course) and when given the word via radio from the lead truck, buried the throttle. We repeated this exercise several times and each time watched as the lead Sierra HD pulled away from the F250, which in turn distanced itself from the Ram. No one was left in the dust, by any means, but the contrast was noticeable and the results consistent.

They were also surprising. After



The 2015 GMC Sierra HD is pictured just outside Waterton Lakes Provincial Park in Southern Alberta.

all, the Sierra HD has the lowest published torque among the three models. Product manager Craig Couch credited the six-speed Allison transmission with giving the Sierra HD the edge. Allison builds what are truly heavy-duty transmissions; the ones found in the Sierra and Silverado would be among the smallest it produces. Because this product was over-engineered for pickup applications, it requires less torque management, meaning it can deliver 100% of the torque produced by the engine right to the wheels.

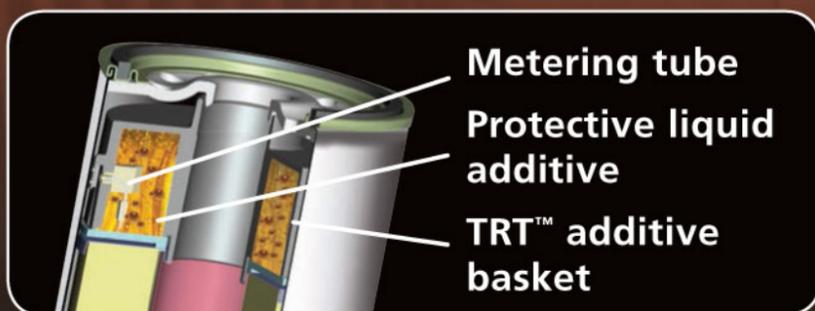
Horsepower and torque, as displayed on price sheets or proclaimed on advertisements, are measured at the engine and not where the rubber meets the road, which Couch said can be misleading.

"The weaker link of the Ford and

the Ram would be their transmission, so they torque-manage," Couch explained. "They pull fuel in first and second gear to prevent heat buildup, or too much torque for the transmission to handle at a given step in the transmission where it could do some damage. So they put a calibration in, where they're not utilizing all the torque and horsepower that's available to the transmission. We don't torque-manage to the extent the competition does, because the Allison transmission is more than capable of handling the torque demands the Duramax engine puts out. We feel the weak link in the competitors' drivetrains is their transmissions and it's the strongest link in ours. Our truck has the lowest stated torque of all three competitors but it actually out-accelerates the competitors because

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we don't have to torque-manage and you're getting all the available torque to the wheels, all the time."

The difference is especially noticeable in the lower gears – the range in which our comparison was conducted (we let our speed drop to about 80

The Sierra and Silverado HD are priced comparably and sales are split fairly evenly.

km/h before getting into the throttle and accelerating back up to the posted limit of 100 km/h, up the steepest inclines we could find). But while the Sierra consistently pulled from the pack, all three trucks were more than capable of getting this hefty load up the hills without labouring. Even GM people admit there's not a bad heavy-duty pickup to choose from, and when you're spending upwards of \$90,000 for a four- (or six)-wheeler, that's a good thing. (The HD models start at about \$37,000 but can run more than twice that when fully equipped).

In addition to offering what they feel is the most impressive low-rpm torque-producer of the class, GM also has spent plenty of effort in building safety and comfort features into their heavy-duty vehicles. This includes StabiliTrak with Trailer Sway Control, which comes standard on all new 2015 Sierra and Silverado HDs and an impressive exhaust brake that effectively holds your speed on down grades without burning up your brakes. A driver alert package is also available, including forward collision alert as well as a lane departure warning system that's unique to the HD segment.

The lane departure warning system produces haptic (vibrating) alerts on whichever side of the driver's seat the vehicle is straying towards. It gets your attention and is less bothersome to passengers than audible alerts (as if a driver who strays from their lane or fails to signal isn't bothersome enough).

Both the Sierra and Silverado HD can be loaded up as a luxury personal vehicle used for everyday driving and to tow RVs, boats or horse trailers on the weekends, or they can be utilized as true revenue-producing work trucks. If you're looking for the ultimate in luxury, then the Denali is your GMC Sierra.

The two GMC Sierra Denali 2500s I drove were loaded to the max, were remarkably quiet (especially for diesels) and incredibly comfortable. They were also functional, with an abundance of power outlets, sensibly placed controls and an eight-inch driver display that provided navigation and sound system info. About 25% of Sierra HD sales feature Denali trim.

On the Silverado HD side, the High Country trim will soon be offered, representing Chevrolet's first premium heavy-duty pickup. It will feature a chrome grille, unique wheels and an exclusive saddle brown interior with premium materials throughout. This truck will be right at home in Alberta, with its western-inspired colour palette.

If you're wondering which of the

two trucks is the better fit for your image and/or lifestyle, consider that the powertrain is identical so it comes down to your styling preference. The entire front-end clip has a different look, as do the sides of the boxes. The Sierra and Silverado HD are priced comparably and sales are split fairly evenly between the two brands.

The fuel economy achieved on my drive seemed reasonable (generally about 12 litres per 100 kms), but fuel economy in heavy-duty applications is a difficult thing to predict – especially when navigating the undulating hills of Southern Alberta. Heavy-duty pickups will perform such varied tasks, that fuel economy will differ significantly. So much so, that truck makers aren't even required by environmental regulators to publish their fuel economy numbers for anything approved for a gross combination weight rating (GCWR) of more than 10,000 lbs.

The 2015 Sierra and Silverado HD trucks can be ordered with gaso-



The Chevy Silverado HD (left) and GMC Sierra HD feature the same powertrain but their front ends and box sides are completely different.

line, compressed natural gas or diesel powertrains, though nearly 60% of customers choose diesel. The Duramax diesel 6.6L V8 engine produces 397 hp and 765 lb.-ft. of torque, which as our drive attested, is easily man-

aged by the robust six-speed Allison transmission. The trucks can haul 7,374 lbs or tow 19,600 lbs (by hitch) or 23,200 lbs (by fifth wheel). Look for the 2015 models of these trucks to hit dealer lots later this year. ●

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Brick by brick

The next targets for fuel economy will require a close look at trailers

By John G. Smith

NASHVILLE, TENNESSEE

In the search for better fuel economy, a trailer can be a drag. Its tires add to rolling resistance, any uneven surfaces contribute unwanted friction, and traditional shapes hardly slice through the air with ease.

“Basically it’s a brick,” says Rod Ehrlich, senior vice-president and chief technology officer at Wabash International, and the holder of many trailer-related patents. The aerodynamic challenges are not limited to a box-like form, either. The gap between a tractor and trailer alters air pressures, while wheels and bogies create their own disturbances.

These are important challenges to overcome as the US Environmental Protection Agency (EPA) looks to limit greenhouse gas emissions – a target that can only be met by burning less fuel.

Trailer designs can make a difference, maintenance managers were told during the recent annual meet-

ers are fitted with at least one aerodynamic device, says Mike Roeth, executive director of the North American Council for Freight Efficiencies. Side skirts are the most popular of all, and they present few maintenance costs.

Beyond aerodynamics

The potential improvements are not limited to aerodynamic gains alone. Low rolling resistance (LRR) tires can reduce diesel demands by 3%, and wide-base tires offer savings of 3-5%. By automatically maintaining tire pressures, tire inflation systems contribute another 1%.

Then there are the opportunities to shed wasteful weight. A 1-1/8” composite floor can be 265 lbs lighter than a traditional wood floor, and another 100 lbs can be saved with a composite nose. “We can lower the weight of a trailer by 2,000 lbs pretty conveniently,” Ehrlich says. But there’s a catch: “It costs money to take weight out.”

As promising as any gains may sound, Ehrlich says fleets need to consider the total cost of ownership behind any trailer changes. This means considering up-front costs, safety, service support, durability and warranties.

“These are new devices,” he says. “How well are they going to be able to stand behind the product?”

Expected resale values and maintenance costs both need to be considered, agrees Roeth, whose group has studied changes made by “leadership fleets” including Canada’s Challenger Motor Freight and Bison Transport.

Claims also need to be proven. The tools for that can include everything from computational fluid dynamics (computer models showing how a trailer flows through the air), to wind tunnels, test trucks and road tests. Universities offer a valuable resource when analyzing test results, Ehrlich adds.

C.R. England, which has 4,300 tractors and 6,800 trailers, now devotes a pair of its own Class 8 tractors and 53-ft. trailers to nothing but tests of potential fuel-saving devices. Two full-time drivers are dedicated to the work, while one-third of another employee’s time is used to coordinate the tests and analyze the data. Even though it is running two tests per week, at a cost of \$2,500 each, the queue to review new components is now six months long.

“It does take commitment,” says Ron Hall, the fleet’s senior director of equipment and fuel.

But the results have led to proven changes. C.R. England tractors and trailers are equipped with 44-inch fifth wheel gaps, perforated mud flaps, wheel covers, single-piece composite side skirts, boat tails, low rolling resistance tires, and tire inflation systems.

Some fuel-saving tools were still rejected because of costs. Inventories of wide-base tires were thought to be too pricey to manage, and the fleet is “neutral” in its view of aerodynamic changes on the trailer’s surface, behind the tandem, and under the vehicle. Still, Hall stresses that the de-

“We want real-world fuel savings. Not just data in a test cell.”

Dennis Johnson, EPA

ing of the Technology & Maintenance Council of the American Trucking Associations. The EPA’s SmartWay program already offers its stamp of approval to units which improve typical fuel economy by 5% through the help of side skirts, weight savings, and gap reducers or boat tails. A new SmartWay Elite designation is being created to identify trailers that offer gains of 9% or more.

“We’re trying to come up with ways we can make the ideal streamlined vehicle,” Ehrlich says.

There have been streamlined shapes before. He refers to models from decades ago which included rounded noses and roof lines, but those were abandoned. “They were expensive to build when you take metals and try to make compound curves,” Ehrlich says. Then there was the matter of fitting square boxes and skids into curved spaces; the classic challenge of trying to fit a square peg in a round hole. “Anything that we do to interfere with that primary reason for it to exist is not a good compromise,” he says.

Still, there are many gains to be had.

Trailer side skirts, now fitted on about half the trailers produced by Wabash, promise fuel savings of 4-7%. Trailer-mounted gap reducers offer their own gains of 1-2%. At the rear of the trailers, aerodynamic wings known as boat tails can boost savings by 1-6%, while underbody systems promise improvements of 1-2%.

About one in four 53-ft. van trail-



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Trailer side skirts (pictured above) can reduce fuel consumption by 4-7%. Trailer tails and reducing trailer gap can contribute further savings.

vices can still have a role to play in other fleets. "It may not be neutral for everyone," he says.

"The more data the better," Roeth says. But he still believes that smaller fleets can conduct meaningful tests of their own. An operation with 15 trucks travelling the same route, for example, could simply add devices on a few of the trailers and measure the differences. "None of these tests are perfect," he says. "None of these tests are bad."

Hidden opportunities

Potential fuel savings may even be hiding inside the trailer. One option being explored by C.R. England, which specializes in temperature-controlled freight, includes extra floor insulation.

"To us, fuel use on the trailer isn't just what we save off the tractor. It's also what we put into the reefer," Hall says. This means tests also explore BTUs lost per hour, and use thermal imaging to identify where insulation might need to be improved.

The focus on fuel economy continues when the fleet's equipment is on the road, tracking fuel purchases by truck, cross-referencing the numbers to data from electronic control modules, and comparing fuel economy by specification. "If the technology requires some kind of behavioural change by the driver, the fuel test is not going to measure the management of that behaviour," Hall explains. Trailer boat tails, for example, still need to be opened.

And the ongoing costs of trailer enhancements are hardly limited to fuel. Hall adds between 25% and 50% to the cost of a new fuel-saving device to account for installation and maintenance. Even something that looks like it simply bolts into place can create secondary issues. C.R. England found that it had to mount side skirts aft of the landing gear, to make it easier to reach fuel tanks. Tire carriers also had to be remounted so they could still be reached.

Targets for the second phase of the EPA's limits on greenhouse gas emissions will be published by March 31, 2016, and will focus on vehicles, engines and trailers alike. "We want real-world fuel savings," says Dennis Johnson of the US Environmental Protection Agency's technology assessment centre. "Not just data in a test cell." ●

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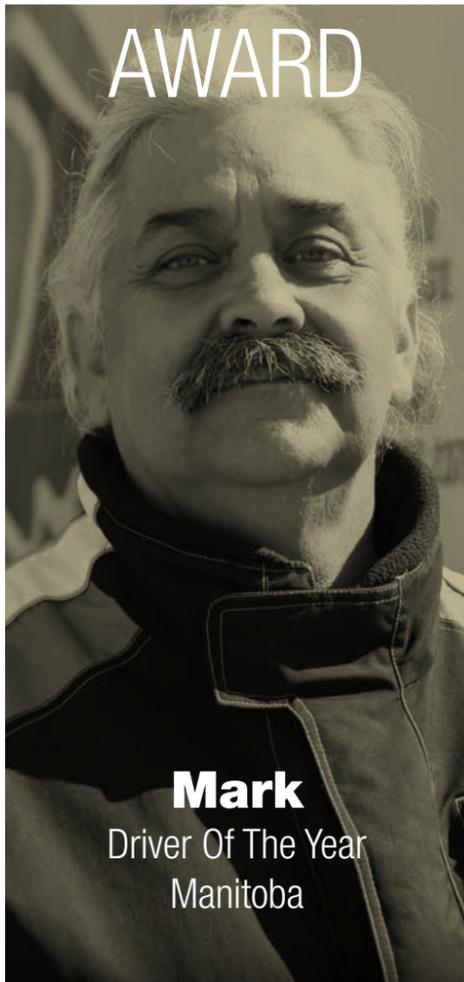
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Guest Column

SANDY JOHNSON



Ways to better comply with IFTA

The International Fuel Tax Agreement (IFTA) is a reciprocity agreement among the lower 48 states and Canadian provinces that's designed to make it simpler for motor carriers that operate outside of their home jurisdiction to report and pay fuel tax. Vehicles registered under IFTA receive credentials that allow them to go to any IFTA jurisdiction without the need for individual trip permits.

A single quarterly report filed with your base jurisdiction covers all of your travel; your base jurisdiction is responsible for processing your return and apportioning funds to each jurisdiction or requesting net refunds owed to you.

As a carrier, there are two things to remember about IFTA.

First, this system of tax collection is entirely dependent on carriers accurately reporting mileage travelled and fuel that was purchased, received, and consumed. For IFTA, you must be able to substantiate this information for a period of four years from the filing date or the due date of the tax return to which they pertain, whichever is later. Late filings, missing or inaccurate data, or a shoddy system for collecting and maintaining records are big red flags for auditors, who not only represent their own jurisdiction's interests but also the interests of all other IFTA jurisdictions.

The second thing is that just because IFTA is an "agreement" doesn't mean that every jurisdiction has the same set of policies or regulations when it comes to fuel tax.

It's important to take a more systematic approach to IFTA compliance. Here are three things fleets can do to reduce the risk of penalties and fines.

Report all distance on returns

You are required to report all distance for each vehicle licensed under your IFTA credentials. "Report all distance" means all distance, even if you didn't travel or did not owe tax in the quarter, or your vehicle travelled outside your base jurisdiction infrequently.

For example, say you have a vehicle that travels 150,000 miles in one year; 149,000 of those miles are travelled in your home jurisdiction and 1,000 miles are travelled in a neighboring jurisdiction. All 150,000 miles and all fuel purchases are reportable. You still must file an IFTA quarterly tax return and schedule(s) in four quarters of the year, even if you left your home jurisdiction only once during a single quarter of the year.

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Three steps to simplify IFTA

Continued from page 55

Without question, distance records are the most commonly cited issue during an IFTA audit. The fact is, once you put an IFTA decal on the truck, each and every mile it travels becomes reportable.

Know where your GPS data is

Vehicle tracking systems that use GPS or similar technology make it easier to capture distance data and produce the summary reports your jurisdiction requires. However, GPS in and of itself does not calculate distance. It only records, based on longitude and latitude, where a vehicle is at a given moment in time. Routing software and transportation management systems do the distance calculation.

In many cases you can use this trip data to support your IFTA returns in addition to or in lieu of paper documents. However, an auditor will examine the system to determine whether the records meet IFTA criteria for accuracy, reliability, and completeness, including how often a "ping" is collected for each vehicle. He may also ask for

your original GPS data. Where is that kept? And for how long? And what's it going to take to get access to it?

Check your fuel receipts

In order to claim credit for tax paid on a retail fuel purchase, your fuel receipt must show that the tax was paid at the pump or directly to the taxing jurisdiction. In addition, your base jurisdiction will have a list of requirements including the date of purchase, the quantity purchased, and information to verify that the vehicle is IFTA-credentialed and belongs to your fleet.

Note that the original fuel receipt is not required (a copy is fine). But a receipt that shows evidence of erasures or alteration will be disallowed unless you can demonstrate the receipt is valid. It's a costly problem because you pay the tax twice: once at the pump and again on the IFTA return because you have to declare it as non-tax paid fuel.

You may be filing your IFTA returns and not hearing a peep from your base jurisdiction. However, the message I hear from auditors is that even carriers who think they're doing everything right, aren't. Remember, the government presumes that you know what you're agreeing to when you apply for your IFTA license. Knowing the rules set out by IFTA – and your home jurisdiction – will help reduce the risks associated with an audit. ●

Sandy Johnson is the founder and managing director at North Star Fleet Solutions in Calgary. The company provides vehicle tax and licence compliance services for trucking operations ranging from single vehicles to large fleets. She can be reached at 877-860-8025 or northstarfleet.com.



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When truckers go Hollywood

When drivers become the star of the show, it means more than bright lights and big sunglasses. Think more downtime, training, expenses and responsibility.

By Jason Rhyno

When Alex Debogorski laughs, your first instinct is to seek cover. It's the laugh of a tickled giant, a giddy Zeus. Thunderbolts, you're sure, have dislodged boulders on a mountaintop somewhere and they are about to fall on you right now. Seek cover.

That laugh is one of the many Debogorski characteristics that make him exactly that: a character, one that makes him a fine fit for reality television. A regular on History Channel's reality show *Ice Road Truckers*, he's managed to return for seven seasons and ride the wave of whatever level of celebrity a reality show star can reach.

Dobogorski has other defining characteristics that make him a highly entertaining character to watch: opinionated with a unique way of phrasing his words, funny and intelligent, passionate and tender when needed, flawed and human in a very

relatable way.

That's your first lesson if you want to become a celebrity trucker.

"If you wanna be on reality television, you gotta be a character. You can't be bland, you gotta have something," he says point blank. "If you want to make a reality show, they don't want to hear the story or the idea, they want to know who the characters are. It doesn't matter if you are a poet or a musician, it's about playing people; you gotta make them laugh, you gotta make them cry, you gotta make their emotions go up and down."

Reality television has found a character goldmine in the land of blue collar professions (or the complete opposite of that: rich, bored housewives and Hollywood husbands). Thing is, your chances of becoming a reality television star are slim to none. You'd need to be in the right place at the right time and own the right personality.

But if there is an industry where a segment of workers are more prone to becoming celebrities, it's trucking: provincial associations have their Driver of the Year awards, industry magazines collect cash and prizes so they can award a lucky trucker every year, and truck manufacturers recruit drivers to represent their products and brands at trade shows and dealer events. Carriers, too, will elevate their best drivers and trot them out at

recruiting events. These drivers become local celebrities for a time, often called upon by mainstream or local media for stories on the industry.

And while that level of celebrity is perhaps nowhere near the level of an *Ice Road Trucker*, it's not that far off and it's still a pretty swanky deal.

Last summer Freightliner invited trade media to the Rosewood Mansion on

Continued on page 61



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Celebrity truckers

Continued from page 59

sion on Turtle Creek in Dallas, Texas during the Great American Trucking Show. Fat shrimp, fancy cheeses, tasty meat, and some fine wine and beer greeted journalists, along with a small contingent of owner/operators.

The O/Os were part of Freightliner's Team Run Smart program, a group of hand-picked owner/operators whose job is to share tricks of the business with other truckers, attend trade shows and dealer events, and blog regularly.

Before dinner was served, each driver got up and gave a small speech, not on Freightliner trucks, but rather on what they knew best: fuel economy, fitness, business operations and so on. For the O/Os, this was a big deal.

"These guys are kind of journalists now and they get to go to events that they normally do not get to attend because of their status," explains Mike McHorse, marketing segment manager, on-highway, Freightliner Trucks. "And to some of them, honestly, it's a bit intimidating and I was impressed that they were able to get up in front of you people and talk. That was a big deal for them and they aren't used to doing that. They love these things but they also fear them a little bit too."

Team Run Smart member Linda Caffee echoes McHorse: "Giving that talk at Dallas was so far out of my comfort zone it was unbelievable. We're truckers and we're not real so-

cial. It pushes us outside our comfort zone and it's thrilling."

Companies want drivers. It's good for business when Volvo picks up Ice Road Trucker Lisa Kelly to represent its brand, and good for Manitoulin Transport when Debogorski flies its colours for an entire season.

Take a quick look at the trucking community on Twitter and you'll see

"(The pay) is better than working two months on the winter road here, but I can't stop working,"

Alex Debogorski

numerous drivers vying to be picked up by a company, the proverbial "For Sale" sign hanging around their necks.

"I'm not looking for people to talk about how they love their Freightliner," explains McHorse when asked what characteristics he looks for in driver representatives. "I'm looking for people that are successful at the business and are willing to share their success and how they achieved

Continued on page 63



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Some drivers revel in the spotlight

Continued from page 61

achieved it."

He wants to see passion for the industry, a willingness to share and be involved.

So what do these gigs pay? Not enough to quit your day job.

McHorse says they compensate Team Run Smart members for any downtime due to industry events, and they also get a Freightliner truck, but it's a lease deal, not a free truck.

"It sounds like you get a pot full of money but by the time you're done with a couple of agents and Revenue Canada, when you knock everything off at the end, it's not any really big deal," Debogorski explains. "It's better than working two months on the winter road here, but I can't stop working - I live in Yellowknife! My costs are \$15,000 a month here. If I was like Lisa or some of the other people with a mobile home downtown, I'd be doing great, but I don't: I've got equipment and payments on that equipment. If you're not here all the time, then you lose your business. People aren't going to wait for some celebrity truck driver to come back. Every time I come home I'm basically waiting to do a job."

(Still, he admits, it has improved his financial situation to a degree).

By all accounts, being a celebrity trucker is more like having two jobs.

"Last year Lisa and I did five truck shows in the United Kingdom. I was in Louisville again this year. I did a six-week, 42-stop book tour with the longest tractor in the world. So that's a lot of things people wouldn't be doing otherwise," Debogorski explains.

"It's worth the investment to go to truck shows and learn about new products because it's good for business," Caffee notes. "But yes, it is a time commitment and sometimes it is inconvenient to do some of these things but the payback in our own personal growth...it's not a get rich program but it is an intangible asset. It brings excitement and diversity to what we do, it keeps our minds focused and active by talking to people and learning about our equipment."

No matter how big of a celebrity you are, there's a responsibility, Debogorski says.

"I've had the opportunity to touch people all around the world. There's seven billion people in the world, that's a book with seven billion pages and you have a page in this book. And if you make your page a better page, you make it a better world. And a lot of times we're responsible for other pages, and if you can lift somebody else up, we make a couple of more pages better pages.

"I was in Wisconsin a couple of years ago meeting 850 people a day for two days in a row: I've got 30 seconds to make eye contact, a connection, give you some advice, tell you a joke, lift you up, say something to the kids and maybe take a picture and try to leave you better. Sometimes people say 'You made my month,' for whatever reason. Well that's a big thing. I've improved the world for a few days for somebody." ●

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Hybrids still viable...in the right application

Natural gas has displaced hybrid-electric drive systems as the most talked-about 'green' powertrain solution. But experts say hybrids are still viable when deployed in the right applications.

By James Menzies

NASHVILLE, TENNESSEE

Hybrid commercial vehicles have lost some luster over the past couple years, as natural gas has stolen the headlines and established itself as the alternative fuel of choice among many fleets looking to reduce their fuel costs and environmental footprints.

However, a panel of medium-duty truck operators speaking at the Technology & Maintenance Council meetings agreed that hybrids can still provide significant fuel savings, when deployed into the right duty cycles.

Ronald Kleintop, who manages the Miami Dade County fleet in Florida, said his municipality has been running hydraulic hybrid garbage trucks from Autocar. The hybrid powertrain was developed by Parker.

After running six trucks for three years, Kleintop said Miami saw a fuel savings of 20-25% initially, and as high as 56% on some routes.

Worries about downtime turned out to be unwarranted, Kleintop said, even though Parker deployed a team of engineers to the area to help support the trucks.

"What we found was, uptime was much better than we had with our diesels and we also found fuel economy kept getting better and better," Kleintop said.

The municipality was impressed enough with the fuel savings to order another 62 trucks with the Parker Hybrid Drive System.

But even where the application is perfect for hydraulic hybrids and the trucks are surpassing the expected fuel savings, Kleintop said there's pressure to move to compressed natural gas (CNG).

"We are under an order (from the city) where we can't buy anything that's not CNG and I have a real problem with that," he said. "We have no facilities for maintenance or fuelling capability for CNG. I have a tough time with that because, when you find something that works, why do something else?"

When deploying hydraulic hybrid trucks, some driver training is required, Kleintop acknowledged.

"Until (drivers) learned how to operate the truck, it took longer for them to make their routes. Once they had the training, they made their routes 20-35 minutes faster (than with diesel trucks)," he said.

The hybrids, according to Kleintop, have been more reliable than their diesel counterparts and maintenance requirements were about the same. Some other benefits include quieter operation and quicker launches.

Tony Eiermann, fleet asset manager with Coca-Cola Refreshments, also voiced satisfaction with the performance of hybrid vehicles.

Nine per cent of its delivery fleet – some 738 vehicles – are hybrids. Coca-Cola is on a mission to reduce its fuel consumption by 15% by 2020, and for good reason; every 1% in fuel savings reduces Coke's fuel consumption by 560,000 gallons per year. But while hybrids work well across

many of Coca-Cola's routes, Eiermann stressed there's no single solution to greening the fleet.

He preached a holistic approach to alternative fuels, including hybrids and other alternatives, such as plug-in electric vehicles and natural gas.

He also pointed out hybrid vehicles don't have to cost a lot more than diesels, if you take advantage of government grants.

Of Coca-Cola's 738 hybrids, almost all were purchased through grant programs, which in many cases completely eliminated the cost premium associated with hybrid vehicles. Other technologies that are working well for Coke include natural gas and XL

bolt-on hybrid systems.

The nice thing about hybridization, Eiermann noted, is that there's no additional fuelling infrastructure re-

Uptime was much better than we had with our diesels,"

Ronald Kleintop

quired.

The first of Coca-Cola's hybrids were put into service in 2007. They're now out of warranty and Eiermann

said the fleet is beginning to encounter some costly repairs.

"Some of those price tags (for repairs) are a bit expensive," he said.

The New York City experience, delivered by Rocco DiRico of the City of New York Sanitation Department, emphasized just how varied results with hybrid vehicles can be, depending on technology type and duty cycle. New York deployed both hybrid-electric vehicles as well as hydraulic hybrids.

The hydraulic hybrids, which worked so well in Miami, delivered a disappointing 3.2% improvement in miles per gallon. The hybrid-electrics, on the other hand, showed a 22% improvement. DiRico agreed with Eiermann's philosophy that there's no single solution.

"None of them are a cure-all, fits-all," he said. "You have to be diverse." ●



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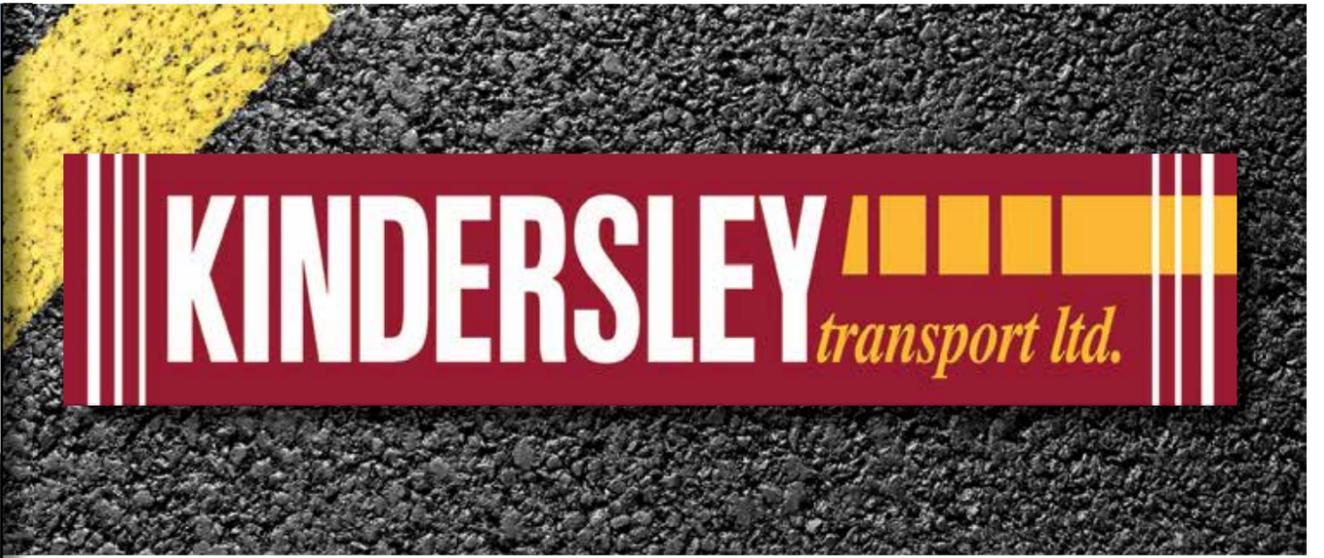
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Inland Kenworth moves to larger B.C. location

CAMPBELL RIVER, B.C.

Inland Kenworth has moved its Campbell River dealership to a larger location – a new full-service facility with state-of-art equipment and service support.

The new facility is a whopping 20,000 square feet (twice the size of the dealer's previous space) and is located at 2900 North Island Highway, just one kilometre north of its previous location.

"Our new facility features a parts inventory control system that helps the parts department stay well-stocked with quality Kenworth proprietary and TRP all-makes parts," said Falko Heuser, branch manager of Inland Kenworth, Campbell River. "Desktop computers and wireless notebooks designated for each service bay help service department technicians improve service work scheduling and tracking. The service department also has a new lighting system that provides technicians a bright work environment allowing them to see more clearly when working on customer's trucks and equipment. These updated features and added capacity improve our customers' experience."

The new building has five drive-throughs and 10 service bays for work on commercial trucks and trailers and off-road equipment. ●

Navistar launches Canadian Web site, sales event

MISSISSAUGA, ONTARIO

Navistar Canada has announced its Drive the Difference sales event, which will provide financing on International trucks at rates as low as 1.9%.

The sales event will run from Apr. 10 through July 31 and will apply to in-stock and factory orders, the company announced.

"Navistar offers the largest dealer network in North America to provide leading customer care and vehicle uptime," said Mark Belisle, president, Navistar Canada and vice-president, regional sales. "After a long cold winter, now is the perfect time for customers to evaluate their fleet performance. We want to make it easy for customers to increase productivity and it is our hope that the Drive the Difference sales event will make it possible for more customers to experience the added value provided by our range of products and industry-leading dealer network."

Navistar also launched a new Web site for its Canadian customers at <http://ca.internationaltrucks.com/trucks/>.

"A growing number of potential customers start their product research online and our new International Trucks Canada Web site specifically addresses the needs of our Canadian customers," said Michelle Batista, director, Canadian marketing, Navistar Canada. "It's about more than our product portfolio. We want customers to also understand the level of service and support they will receive as a Navistar customer." ●

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Kenworth offers \$1,000 rebate to OBAC members

KIRKLAND, WASHINGTON

Members of the Owner-Operator's Business Association of Canada (OBAC) who purchase one of Kenworth's qualifying trucks this year will get a US\$1,000 rebate.

Eligible trucks include new Kenworth T660, T700, T800, T880, W900 and T680 in day cab or sleeper configurations. Buyers must show their OBAC membership card.

Contact your Kenworth dealer or OBAC for full details. ●

Trailer Wizards expands in Delta

DELTA, BRITISH COLUMBIA

Trailer Wizards has opened a new expanded branch in Delta, BC. The new branch is a 15-bay shop with a space for retail parts sales.

"We're very excited to be serving customers from our new home," said Craig McConnell, vice-president of Trailer Wizards' B.C. region. "Our new Delta facility has quick access to the South Fraser Perimeter Road connecting Hwy. 1 and the ports. This new facility will really allow us to bring our trailer service to the next level with our additional bays and parts department. This is a great opportunity for us to reintroduce ourselves to the community and our customers and really show them what working with Trailer Wizards is all about." ●

PacLease Edmonton Kenworth honoured

EDMONTON, ALBERTA

There were two winners of the PacLease's Franchise of the Year award: PacLease Edmonton Kenworth and Rush Truck Leasing - Houston.

The Franchise of the Year award is given to the best Peterbilt and Kenworth PacLease franchises for their success in sales and employee dedication.

"Based on the PacLease Standards of Excellence program, both franchises demonstrated their commitment to outstanding performance and exceptional service," said PacLease president Neil Vonnahme. "We're very proud of what everyone has accomplished this year and their ability to exceed the needs of our customers."

Canadian regional award winners included: Northwest Region, PacLease Edmonton Kenworth, Edmonton, Alta.; and Canada East Region: Peterbilt Ontario PacLease, Mississauga, Ont. ●

CNG trucks working well for Giant Eagle

By James Menzies

INDIANAPOLIS, INDIANA

Even with a markup of 40% compared to the cost of diesel-powered tractors, Giant Eagle's compressed natural gas (CNG)-powered Volvos are delivering a substantial savings. Mike Lickert, fleet manager with Pittsburgh, Pa.-based Giant Eagle, discussed his company's CNG trucking program at the Green Truck Summit.

The company took delivery of its first CNG-powered tractors in 2011, which included the first 10 CNG-powered Volvo trucks ever built. It also opened a \$1-million CNG fuelling station.

Initially, the trucks came powered by the 8.9-litre Cummins Westport spark-ignited engine, but in the fourth quarter of 2013 Giant Eagle added 40 trucks with the 11.9-litre ISX12 G.

That brings the CNG fleet to 61 trucks, plus a yard tractor and natural gas-powered reefer.

Lickert said the fuel savings have met expectations, even though at 4.6 miles per gallon, the trucks achieve worse mileage than the diesels (5.7 mpg). The fuel costs per mile are 42 cents for the CNG trucks and 70 cents for the diesels, Lickert noted.

Among the lessons learned along the way are that the belief natural gas trucks will extend oil life is a myth, Lickert said.

"Right now, we have to change the oil more often than with the diesels," he said. "We're working with a major oil manufacturer to extend that and make it diesel-like."

But he also said the belief that maintenance costs will be higher is also a myth. Lickert said the company budgeted for an extra penny per mile in maintenance-related expenses, but that hasn't been necessary.

"What you're spending on spark plugs, you're saving on emissions controls," he said, noting these trucks are free of SCR and its associated problems.

Lickert was charged with developing a natural gas trucking program after a company executive returned from a trip to India and noticed the trucks there were powered by natural gas.

In addition to fuel savings, Lickert said the trucks are quiet to operate and the newer vehicles with the ISX12 G (400 hp/1,400 lb.-ft. torque) provide diesel-like performance. ●

ENN's LNG station achieves milestone

CHILLIWACK, BRITISH COLUMBIA

ENN Canada fuelled up its 1,000th customer at its new liquefied natural gas (LNG) station in Chilliwack after two months of operation. The station is full-service and is opened 24 hours a day, seven days a week. It is situated along Hwy. 1, one of the busiest trucking corridors in B.C.

"With 1,000 trucks filled in under two months, it is clear the BC trucking industry has embraced LNG as a safer, cleaner and cost competitive alternative to diesel," said Henry Cai, CEO of ENN Canada. ●



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Class 8 orders cool in April, but remain stronger than last year

April's preliminary truck order activity contained mixed news for manufacturers. With about 24,000 Class 8 trucks ordered, and 42,200 Classes 5-8 units, April was only the sixth best order month of the past seven, but it was also the 10th best order month of the past eight years, according to ACT Research.

"For Class 8, the 24,400 North American net orders that were booked in April represented the lowest intake since November. April's orders were down 11% from March, and were up just 5% compared to a year ago. That single-digit year-over-year gain was just the second in 14 months of strong double-digit gains," said Kenny Vieth, president and senior analyst with ACT. "Classes 5-7 saw strong orders continue through April. For the month, net orders rose 5% from April 2013, but fell to 2% from February to 17,800 units. Consistency continues to be a part of the MD vehicle order story."

FTR reported preliminary figures showing Class 8 net orders of 24,115 units, 11% below March figures but still 5% above a year ago, marking the fifteenth straight month of y-o-y improvements. Class 8 orders over the last six months have seen activity reach 334,000 units on an annualized rate. OEMs are expected to continue to raise build rates to meet the demand, FTR predicts.

Don Ake, FTR vice-president of commercial vehicles, said "April orders generally met our expectations and are in line with our forecast. Class 8 order activity was bound to fall back some from the velocity of the past four months. With orders up almost 28% year to date, the industry is on track for a great year." ●

Prestone publishes educational white paper on coolants

Are you having a hard time keeping your OATs, NOATs and HOATs straight? Prestone has just published a four-page white paper on heavy-duty engine coolants, that describes key differences between the various coolants on the market.

"Antifreeze/coolant is the lifeblood of a heavy duty vehicle's cooling system. It is also a jack-of-all-trades that performs many specific duties during vehicle operation. Therefore, it is imperative that the driver and/or fleet owner be aware of the type of coolant that is in the engine and how it must be maintained, which is becoming more and more important as additional coolant formulations and engine types are being developed," Prestone outlines in the white paper.

The white paper provides definitions of commonly used terms and also highlights the performance advantages of the various types of coolant available for heavy-duty engines. You can download the white paper from www.Prestone.com. ●

Tallman Truck Centre adds Bobcat Equipment line at Kingston location

KINGSTON, ONTARIO

Tallman Truck Centre is now a Bobcat

Equipment distributor in the Kingston market.

The company has launched Bobcat of Kingston as a division of Tallman Truck Centre.

It will operate out of Tallman's existing Kingston location at 750 Dalton Ave., Kingston, Ont.

"We are excited about our new partnership with Bobcat. This new business venture is consistent with our strategy of partnering with industry-leading equipment brands, to bring our customers best in class products," announced Kevin Tallman, president of Tallman Truck Centre. "In the skid steer and mini-excavator business, Bobcat is by far the best and most well-known brand in the industry. We look forward to selling and servicing Bobcat equipment in our new market."

Heading the new division will be Jamie Impola, who can be reached at jimpola@bobcatofkingston.ca. ●

Navistar closes largest single order for LoneStar trucks

LISLE, ILLINOIS

Navistar is celebrating its largest ever one-time sale of International LoneStar trucks.

Announced June 8, Celadon Trucking Services, based in Indianapolis, purchased almost 500 International LoneStar on-highway tractors fitted with Cummins ISX15 engines.

"Celadon is a true partner and this is another example of the confidence the market has in our products," said Bill Kozek, president, North America Truck and Parts. "In this industry, we are the best at managing relationships and putting our customers first. By providing great products and backing up our offerings with great service, we'll continue to win. Celadon is also one of the fleets using OnCommand Connection, which provides a number of tools to help fleet managers further maximize vehicle uptime."

"Compelling relationships and great service support provided by our International dealers made all the difference in this deal," added Dennis Huffmon, vice-president and general manager, Midwest Region. "We need to stay focused and continue to deliver for each and every customer because those efforts will keep us well positioned for the future." ●

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Kenworth parts and service centre opens in Quebec

MONT-LAURIER, QUEBEC

A rural area northwest of Montreal has a new Kenworth parts and service facility. The 18,700 square-foot Kenworth Mont-Laurier dealership is situated on a 22-acre site with 600 feet of frontage along boulevard Albiny Paquette (Quebec Route 117) about a mile east of Quebec Route 309. According to general manager Luc Lefebvre, it's an easy spot to access.

"This new location provides operators in the Hautes-Laurentides region a more convenient location to get service for their trucks," he said.

"The property offers truck drivers room to maneuver and park their trucks and trailers as well as the space in the building to expand the truck dealership and add more service bays and parts warehouse space as our business grows. We will also expand our hours of operation as the business grows."

Danny Poudier is Kenworth Mont-Laurier's service manager and Dominique Taillon is the parts manager. ●

Winnipeg Carrier Transicold dealer wins award

WINNIPEG, MANITOBA

Carrier Transicold named its 2013 North American and Latin American Dealers of the Year at its recent annual meeting.

The big winners were CT Power of Commerce City, Colo., and Frio Servicio de Monterrey S.A. de C.V. of Monterrey, Nuevo Leon, Mexico, respectively.

Canada was also a winner at the event. Central Transport Refrigeration of Winnipeg, Manitoba took home the "Extra Mile" award for its outstanding customer service.

"Our Dealer of the Year recipients and Extra Mile winner epitomize the significant progress our dealer network has made in enhancing training levels, increasing parts availability and improving processes that result in superior customer support," said Tom Spencer, dealer network manager, Carrier Transicold.

Carrier Transicold also awarded individuals for their outstanding year. Mark Miller of Coast Truck Centers, Troutdale, Ore., was named Dealer Sales Manager of the Year; Doug Shaver of Carrier Transicold South, Lake City, Ga., was Dealer Parts Manager of the Year; and Dave Lake of Carrier Transicold of Detroit, Lincoln Park, Mich., was named Dealer Service Manager of the Year. ●

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Talking technology with Meritor's top engineer

Is interest in disc brakes cooling? What component trends are emerging? And why are Ontario and Quebec reluctant to allow the latest 6x2 axle configurations?

By James Menzies

Are 6x2 axle configurations coming to Canada in any significant way? Is interest in air disc brakes cooling? How are the new reduced stopping distance (RSD)-compliant brakes performing in the field? And what other trends are driving component suppliers?

These were a few of the questions I had the opportunity to present to senior executives with Meritor, during

an exclusive interview with Jay Craig, senior vice-president and president, commercial truck and industrial, and Joe ElBehairy, the company's vice-president of engineering and quality.

TN: Jay, how is the market shaping up for Meritor this year and for the industry as a whole?

Craig: What we see for the rest of the year is very, very strong. What we're hearing, even today from customers walking around the (Mid-

America Trucking) show, is the market seems strong.

The good thing about this upturn compared to previous ones – especially the last one – is there is no regulatory deadline looming, so we're all hopeful production can be much more rational.

TN: Do you have any concerns about production capacity and being able to secure the raw materials you need?

Craig: No, I think we've planned for it and we feel very well prepared. Any time you get a spike like this, you tend to see some commodities that tend to run away a bit, but overall we feel very good about it.

TN: Joe, one of the themes at this year's show has been fuel economy

and one of the ways OEMs are improving fuel economy is through engine downspeaking. But this places some additional strain on downstream components, doesn't it?

ElBehairy: There's more torque that goes through the driveline because of the startability. In order to have an acceptable level of startability, the engine torque and drivetrain torques are increased. What customers need to understand and look at is the drivetrain system, starting with the engine, what powertrain protection technologies are enabled in the engine is really critical to making sure that as they go faster, they're not overloading the rest of the system. But then beyond that, they need to make sure the transmission, driveshaft and axle are all linked up in terms of those torques that go through the system.

TN: How does this impact the spec'ing process?

ElBehairy: Customers have to look at things a little bit differently. They have to understand the technologies and how things interact more than they used to; there's just a lot more interaction between the engine, transmission and the axle than their used to be.

Where I think some fleets get into trouble is when they don't coordinate the selection of those components or those systems properly, and they have a less than optimized system. So what you see OEMs trying to drive are unique configurations that are better tuned to drive fleets into more optimal solutions.

TN: There continues to be a lot of talk about 6x2 axle configurations. Will this ever be a mainstream spec' or will it always be a niche market?

ElBehairy: The technology is there that should enable them to become mainstream from a functional standpoint. We've developed systems that are every bit as functional as a 6x4 and we've demonstrated them to skeptical fleets. You have a roughly 400-lb weight savings going to a 6x2, you have comparable traction and you have a 2-3% fuel economy advantage just because of the loss reduction that you have by eliminating the gear sets.

I think all the technological enablers are there, but it's a matter of changing peoples' mindsets and fleet buying habits. I think it will come – the question is how fast? Boldly, I'll say yes, it will be mainstream in the next five years, but we've said that about a lot of technologies that haven't made it yet. But the technology is there.

TN: You mentioned skeptical fleets – that must be especially true in Canada. Will we see the 6x2 trend spread up into Canada?

ElBehairy: There are several provinces that don't allow it today. We have been working with a mini-consortium to try to address some of the challenges in Canada and the two (provinces) that are really resisting this right now are Quebec and Ontario.

Specifically, it's the load shift technology that is necessary to enable traction. They don't allow it because their concern is, there's nothing to



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control it from being done full-time and not just in a traction event.

TN: But why would a driver do that?

ElBehairy: In an extreme situation where you can lift the axle and turn it into a 4x2 - that's the extreme of a 6x2 with load shift - somebody could do that (raise the axle when loaded) for fuel economy reasons.

That's what we're discussing with both Ontario and Quebec, but that's really the limitation we have right now.

The other provinces have agreed with us and are okay in accepting it; it's those two that have stepped back. This is recent, within the last couple of weeks. We're going to keep pushing.

TN: Moving to brakes, have there been any issues in the field with the reduced stopping distance (RSD) brakes?

ElBehairy: The brakes are performing very well. The things we're looking at for RSD is the aftermarket cycles, making sure people replace them with stopping distance-compliant friction so they don't reduce the safety that was the whole purpose of the brake.

One thing we're seeing a little bit of, is there's more braking force on the front end of the truck now. The OEMs and brake manufacturers are working through that to try to tune things to make sure that's not an issue, but by and large, it's been very successful.

TN: I heard it said recently that you shouldn't feather RSD brakes, that they are formulated to work. Would you agree?

ElBehairy: I wouldn't disagree. When you baby a brake, you have a tendency to allow it to glaze and that could impact its performance when you need it.

So the challenge is, though the brakes were designed in extreme braking situations to (stop shorter) - most of the OEMs drove about a 225-ft. stopping distance, about a 10% margin to the regulation - the reality is drivers are still stopping at the same braking speed they did before RSD, they just have a lot more brake force if they need it.

As a percentage of absolute power available, what they're using is probably a lower percentage than they used to, so I wouldn't disagree. It's not a cause for concern, but don't be afraid to use the brakes that are there.

TN: Besides compromising stopping distances, what other risks are involved in using non-RSD aftermarket friction?

ElBehairy: If you put a friction in that wasn't developed for that brake system, you have noise concerns, you can have friction swell, pad swell and other issues like that, that would be concerning. You might have premature wear on your drums. Those things are all certainly possible.

TN: Are you continuing to see increased demand for air disc brakes or has it cooled off?

ElBehairy: The short answer is yes, we see continued adoption. It's steady but it's still slow, on an order of 1-2% per year increase, which isn't insignificant.

We see more OEMs planning for standard position platforms with air disc brakes. Obviously there's an up-

charge, it's a premium technology.

TN: Drum brakes have gotten better as a result of the reduced stopping distance requirements. Has that slowed the adoption rate for disc brakes?

drum brakes evolved. I think that has been a bit of a challenge for disc brake adoption and rightfully so.

At the end of the day, fleets have to make a purchase decision based on total economics: acquisition price, service, maintenance, ease of use,

are you seeing that affect - or can be affected by - Meritor?

ElBehairy: Lightweighting. There's always a double-edged sword when it comes to lightweighting because there's usually a cost impact that goes with it and the majority of vehicle platforms aren't willing to pay a premium for lightweighting. As a result, we can't apply those economies of scale and make further advances.

If 80% of the market was going after lightweighting, imagine the scale you'd have and the cost reduction you'd get from doing that. So that's a big challenge.

The other thing you'll see is more focus on vehicle dynamics, specifically suspension integration.

A Class 8 truck is not typically thought of in the context of handling, but one OEM is developing a rear suspension that's targeted at increasing roll stiffness. You wouldn't inherently think about that, but we see that as a trend. ●

“The majority of vehicle platforms aren't willing to pay a premium for lightweighting. As a result, we can't apply those economies of scale and make further advances.”

Joe ElBehairy, Meritor

ElBehairy: No question about it. When the RSD regulations came out, I think the original view was the majority of the applications would be driven to disc brakes. The reality is

drivers, safety - all those parameters are part of the equation.

TN: Besides downsizing, 6x2 axles and disc brakes, what other trends

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Talking technology at PeopleNet symposium

By Carolyn Gruske

NIAGARA-ON-THE-LAKE, ONTARIO

Along with swapping ghost stories and tales of devotion to NHL teams both in and out of the playoffs, the presentations and discussions at the PeopleNet Transportation Symposium shared best practices, industry information and company news updates. The event began with a networking evening at the Olde Angel Inn, which describes itself as "Ontario's oldest operating inn." Originally built in Niagara-on-the-Lake in 1789 and rebuilt in 1815 after the War of 1812, the inn is said to be haunted by the ghost of Capt. Colin Swayze, killed during the American invasion of May, 1813.

While Capt. Swayze didn't appear, presenters conjured up tales of spooks and magic while invoking the spectres of government regulation and technology updates.

ELDs

PeopleNet president Brian McLaughlin discussed the final US government ruling on its electronic logging device (ELD) mandate, calling it a "whopper" of a document. McLaughlin explained that currently the mandate is being subjected to the required 60-day comment period (which he thinks may be extended), and then told attendees "once the final rule hits the federal registry, which is prob-

ably the beginning of next year, those who use current EOBRs or e-driver logs, will remain in compliance for four years from that period of time. So if you are using a PeopleNet system, or another similar one, it will be compliant for four years from that time. If you aren't using anything, then you have two years from that date to become compliant."

McLaughlin added, "in general we were pleased with the rulemaking, but there are a couple of things we are commenting on, and we are suggesting our customers comment on, and we will provide guidance if you are interested."

He mentioned some specific, noteworthy regulations, including the fact that drivers are now able to edit their logs, and that they must approve any changes to their logs made in the back office before that record becomes official. The mandate also requires that drivers have direct access to the log information. McLaughlin said this will cause the company to "beef up" the driver centre information in PeopleNet displays.

"There is also a lot of discussion around interaction with law enforcement. You will have to have multiple forms of interaction with law enforcement. A printer is optional, it's not required, but you will have to show some type of communication on screen law enforcement will get to see. You will also have to pass the data wirelessly at the roadside," explained McLaughlin.

Wireless connectivity

As the Canadian wireless telecommunications industry grows and evolves, it will force users to adapt to changing technologies.

"The good news is, all the networks up here - Telus and Bell are the ones we primarily use - are building out their 4G and HSPA+ networks, as well as LTE networks, so (there's) very rapid adoption and rapid movement towards these. The other side of that is they are sunseting the CDMA 1xRTT networks over the next 12-18 months. This is something we use today. 1xRTT DMA is really 2.5/3G-classified, but certain geographies will phase out sooner than others. What we're hearing - and these are the most important dates we are planning for - is July next year (telecom) carriers will begin to shift capacity off the 1xRTT in particular in British Columbia (except for Nelson), Alberta and parts of Quebec along the Gaspé Peninsula. And in early 2017 carriers will begin more of a universal shutdown. They won't go any faster, whether they go slower will depend on consumer response and mission critical systems response to this... There is one caveat. In 2015 there may be some early changeover in Thunder Bay as well. What this means is in these areas, the systems you use will start to feel some network degradation."

To put the new technology in context, he said the current speed range is from 140-160 kbps and with 4G that jumps to 4 Mbps. "So massive, massive amounts of data for the same low price."

McLaughlin said in comparison, the US takes a slower approach to sunseting, with Sprint/Verizon promising to continue 1xRTT for another 10 years.

To deal with the technology changes PeopleNet will be deploying a new on-board computer, currently nicknamed "the puck." McLaughlin promised it will be released "as soon as feasible" with it being in full commercial release by Q4 this year. He said it will be plug-and-play and quick to install (a maximum of 30 minutes) and backwards compatible to all existing systems. It will be able to run on HSPA+ or, for an extra cost, LTE networks. In a related topic, McLaughlin announced PeopleNet is creating interfaces for Android-based devices, which means customers won't be limited to using Windows-based smart phones and tablets to access their data.

Managing telematics data

Fred Myatt, commercial auto segment director for Zurich North America, told attendees that it's not enough to be collecting telematics data. They need to manage the information as well. He admitted that it's easy for people to become overwhelmed by the number of variables on-board systems can record, so he suggests limiting the number of reports regularly reviewed.

When an incident occurs on the road, Myatt said there are a few basics that need to be checked, and in these circumstances, the telematics data must be paired with information gathered by other, less high-tech methods. First, he said if drivers are working as a team, it's necessary to establish who was behind the wheel. Next, he said it's crucial to understand the driving conditions, not-

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ing driving out of Toronto at rush hour is different than a highway in the middle of nowhere. "It's not an excuse, but I have to understand what else is going on," he said.

As for the telematics data, "I tend to look at a couple of really big things: hard braking, speed versus posted speed... hard steering. These give me a really good idea of what is going on out there." For hard braking, Myatt tends to use 7 mph per second as a threshold.

While computerized information is valuable, Myatt reminded the audience not to neglect the human element when it comes to managing drivers. One business Zurich dealt with even took a radical approach when it wanted to help drivers improve their skills and performance: "They talked to drivers like they were human beings," he said.

"How many people in the industry have you seen that frankly don't talk to drivers? Whether it's at customer sites or at their own company? They aren't always the nicest to those drivers."

Craig Whittaker, process improvement manager for the Seaboard Transport Group of Companies in Dartmouth, N.S., was able to tie measurable savings and improvements to his company's use of PeopleNet over the past 10 years. Even though he didn't know it, Seaboard had Permitax as part of its software services bundle. Once Whittaker began using that application to manage its fuel tax reporting, he was able to eliminate four full-time positions.

"We had drivers filling out fuel tax reports every day, handing them in. Then somebody had to make sure we got one from every truck, then they had to manually input them into a spreadsheet. Then they had to create reports to pro-

cess," he said, adding that after the system was up and running, it only takes about three hours to manage the fuel tax reporting. On the road, the results were equally dramatic. In particular, by setting over-speed alarms and sending daily notifications to the drivers of their infractions, Seaboard changed its drivers' behaviour.

"Within a year we reduced (over-speeding) by 88%. We did sudden stop alarms and had about a 65% reduction in sudden stops."

When the company implemented e-logs, Whittaker said Seaboard completely eliminated a three-day process for five people, and reassigned the staff formerly responsible for filing and processing driver logs to the task of educating drivers. "There is more value in that than processing paper," he said.

When Seaboard originally started running speed-checks, it set the limit at 5 km/h above the limit. After a few months, it reviewed the data. In total approximately 80,000 speed checks were run per day, which resulted in a speed exception being recorded once every 62 miles. "Those were pretty scary numbers to be honest," Whittaker said. After engaging in driver education and awareness programs, the current figures show company drivers travel over 500 miles before registering a speed exception. "That's a huge improvement."

Even though Seaboard has a decade of experience with the system, it is still finding new capabilities. Currently the company is in beta testing to close the loop on managing its DVIR work orders, and reduce the amount of paper used in managing repairs. After that fault code monitoring and management is top of Whittaker's wish list. ●

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The Guarantee Company to offer accounts receivable insurance

TORONTO, ONTARIO

The Guarantee Company has announced a partnership with Millennium CreditRisk Management, which allows its transportation clients to receive preferred pricing on accounts receivable insurance. Preferential policy conditions will also be extended to The Guarantee Company's customers, according to the companies.

The Guarantee is offering with Millenium, a TransCred product that insures accounts receivable. Clients can insure their top 10 buyers, specific buyers or their entire buying portfolio, protecting them against financial loss resulting from non-collection of unpaid invoices.

"TransCred is a credit insurance product tailored to the logistics and trucking industry. This product has been developed to help companies grow their sales by targeting business opportunities with credit worthy customers," explained John Middleton, president, Millennium CreditRisk Management. "Our transportation clients are able to obtain enhanced bank financing because lenders will make more credit available knowing their accounts receivable asset base is insured. This gives the insured company balance sheet and income statement protection since the bad debt expense and provision for bad debts can be reduced."

"Our partnership with Millennium reinforces the dedication to be focused on our customer's business needs and their bottom line concerns while providing innovative insurance solutions, competitive advantages and unique growth opportunities for all stakeholders," added Angelique Magi, vice-president, transportation and strategic initiatives with The Guarantee. ●

TransCore offers industry new truck-to-load ratio analytics tool

TORONTO, ONTARIO

TransCore Link Logistics is introducing a new Truck-to-Load Ratio analytics tool, which will allow carriers and freight brokers to access real-time and historical data on total truck and load volumes.

They'll also be able to view ratios in specific areas. The new index was launched at Truck World. The new Posting Index can drill down by geographic area, equipment type, and truck-load vs less-than-load shipments and trucks.

TransCore says its new service is built on its Loadlink freight matching system and the tool captures data from 14 million loads and trucks posted to the

network each year.

"The explosion of load volumes, changes in capacity demands, and currency fluctuations observed since the end of last year have dramatically impacted the buying and selling rates," says Claudia Milicevic, senior director and general manager of TransCore Link Logistics. "Posting Index gives our customers enhanced technology that's easy to use and assists in making sound business decisions on where to grow their business, or change their lanes quickly to respond to these fluctuations."

The tool has already been demonstrated to customers across Canada and TransCore says it has been well received. Carriers and brokers claim it allows them to more accurately quote rates based on truck and load availability in a given lane. ●

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Ryder, Decisiv offer maintenance to large fleets

MIAMI, FLORIDA

Ryder System and Decisiv have announced a partnership they say will provide large and for-hire truck fleets with the ability to better manage their maintenance activities across multiple providers. Decisiv produces a service relationship management (SRM) platform used to monitor every service event in real-time. Ryder provides fleet maintenance capabilities that can help carriers manage and maintain their vehicles.

Through the partnership, Decisiv will combine its platform with Ryder's Managed Maintenance Solutions, which covers a portfolio of maintenance services offered through 700 locations, via some 5,000 technicians. The companies say carriers will receive consistent, quality service, improved uptime and significant cost savings by tapping into the combined resources of Decisiv and Ryder.

The offering will also include 24/7 roadside assistance, extended repair hours, predictable pricing and available replacement vehicles.

"Ryder has the best technicians in the industry, and a national network of service locations to ensure fleets are covered wherever they go," said Dennis Cooke, president, global fleet management solutions for Ryder. "Our partnership with Decisiv enhances this world-class maintenance offering by helping to seamlessly integrate maintenance technology systems into one user-friendly dashboard, making it easier than ever for large fleets to do business with Ryder."

"The powerful combination of Decisiv's web based platform with Ryder's extensive network and fleet management and maintenance expertise gives large private and for-hire fleets unparalleled coverage, as well as anywhere, anytime and any device access to initiate and manage their maintenance requirements," added Dick Hyatt, president and CEO of Decisiv. "We are excited to be affiliated with such a well-respected brand in the transportation industry." ●

Goodyear introduces two new mixed-service tires

TORONTO, ONTARIO

Goodyear had a pair of new tires on display at this year's Truck World.

The G731 MSA and G751 MSA mixed-service tires will be launched in Canada this summer in several sizes, available with DuraSeal technology.

DuraSeal features a gel-like rubber compound that's built into the tire's casing. When a tire's tread is dam-

aged, the substance is released and can seal punctures of up to a quarter inch in diameter.

"Goodyear DuraSeal Technology helps keep trucks up and running, which helps prevent expensive downtime, lowering fleets' overall operating costs," said Brian Buckham, marketing manager, Goodyear Commercial Tire Systems. "Goodyear is the only tire company that offers this unique, money-saving technology."

The G731 MSA is designed for applications that are about 20% on-road and 80% off-road. Goodyear says its removal mileage has been extended by about 5% compared to its predecessor, the G288 MSA.

It also features lower rolling resistance for improved fuel economy and a wider footprint for extra traction and stability.

The tire will be offered in the following sizes: 11R22.5 (with DuraSeal Technology); 12R22.5;

11R22.5; 11R24.5; 275/70R22.5; and 255/70R22.5.

The G751 MSA is designed for applications that are on-road 80% of the time and off-road 20% of the time.

It features a high-scrub tread compound for cut, chip and tear resistance and more wearable rubber.

It boasts up to 50% more miles to removal than its predecessor, the G287 MSA, Goodyear claims. And the G751 also features a wider footprint and lower rolling resistance.

The G751 MSA will be available in the following sizes: 11R22.5 (with DuraSeal Technology); 315/80R22.5 (with DuraSeal Technology); 12R22.5; 12R24.5; 11R22.5; 11R24.5; and 315/80R22.5.

"These premium tires are big on tread life, toughness and fuel economy, and Goodyear's exclusive, self-sealing DuraSeal Technology will help keep them up and running," said Buckham. ●

Online IRP fee indicator

CALGARY, ALBERTA

North Star Fleet Solutions has rolled out its new online tool for estimating vehicle registration fees under the International Registration Plan (IRP).

The new tool is called IRP FeeCalc and it amalgamates everything one needs to manage IRP and fees into one simple application. With the tool you can create fleets, enter actual or estimated data, generate reports and more.

"IRP FeeCalc gives you a system for estimating your IRP fees and keeping your vehicle and distance data organized and properly calculated," said Sandy Johnson, president, North Star Fleet Solutions. "It's easy to use whether you have one vehicle in your fleet or 10,000." The IRP FeeCalc is available as a monthly subscription from NorthStarFleet.com. ●

Ingersoll debuts new self-steer axle

INGERSOLL, ONTARIO

Ingersoll Axles has introduced a 30-degree disc brake self-steering axle, for improved maneuverability in tight spaces.

The 30-degree design was introduced to the Canadian market at Truck World.

"Our customers face many instances where their trailers are in tight situations and getting the most turn angle out of their axles as possible is imperative," said Neil Haslam, head of design engineering at Ingersoll Axles.

The new self-steer axle has a forward-facing tie-rod design that allows turn angles of up to 30 degrees for disc brake axles. It is offered with Haldex, Wabco and Bendix disc brake packages and is available in all track lengths, as well as an inverted drop-center version.

Ingersoll Axles also introduced a mid-mount disc brake suspension, a lubrication system and a load monitoring system. More info can be found at www.ingersollaxles.com. ●

Oliver Rubber comes out with new retread

GREENVILLE, SOUTH CAROLINA

Oliver Rubber has announced the launch of its Oliver Performance Drive – a drive position retread for both long-haul and regional applications.

"The Performance Drive is the newest Oliver product. It is designed with unique properties to assist fleet operations in controlling their overall tire expenditures," said Oliver product category manager, Philip Boarts. "This retread delivers high mileage and excellent traction throughout the life of the tread."

Oliver claims its proprietary tread compounding delivers great wear resistance, while the grooves help with rain and snow evacuation. They are designed for single and tandem axle tractors, the Performance Drive has 26/32nds of tread depth and is available in sizes: 210, 220, 230, 240 and 250. ●

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B.J. Bear bought by US firm

KITCHENER, ONTARIO

B.J. Bear Grain Co. has been purchased by Custom Ecology, a US-based waste hauler that was looking to expand its Canadian presence.

Terms of the deal were not disclosed.

Mableton, Ga.-based Custom Ecology is owned by private equity firm Kinderhook Industries. Prior to the recent purchase of B.J. Bear, Custom Ecology served the Greater Toronto Area with a 44-truck fleet based in Southeast Michigan.

B.J. Bear provides outsourced municipal solid waste hauling services to large commercial waste collection businesses and waste generators.

"We are excited to partner with Kyle Grundy, president of B.J. Bear, who brings 20 years of industry experience to Custom Ecology," announced Craig Stafford, president and founder of Custom Ecology.

"The acquisition of B.J. Bear will allow us to grow our customer base in the Greater Toronto Area and also allow us to provide intra-Canadian waste hauling to our existing customers."

Rob Michalik, managing director of Kinderhook, added "Craig and his team have demonstrated a strong ability to identify, execute and integrate strategic acquisitions, which have expanded the company's geographic footprint and enhanced its service offerings. B.J. Bear offers significant strategic value for Custom Ecology with its expansive service territory, exceptional management team and superior customer service." ●



Gene Orlick Transport is honouring the family's heritage with its new paint scheme.

Calgary carrier revisits its roots as it moves forward

By Jim Bray

CALGARY, ALBERTA

It may not be "Back to the Future," but Gene Orlick's move to rebrand his fleet to honour his family is meant as a way to tip his corporate hat to those who came before him as he guides the business into the great unknown.

Orlick cut his trucking teeth working for his uncle Tom's original Orlick Transport, a company that began in 1948 and kept the young Gene employed through the 1970s and 80s, before being shut down in 1990 when Tom retired and sold the company's assets. Gene Orlick set up his sequel company in 1995 with two trucks and four trailers, transporting pop bottles for Coca-Cola and since then, the company has grown to where it now employs about 55 people, with 30 trucks and 150 trailers. The Orlicks, Gene and his wife Nancy, bought and sold real estate and saved their pennies to get the new company up and running.

"We sold a big house and lived in a holiday trailer for a year and invested in the trucking company," Orlick said. As for using the family name, with its long but not necessarily strictly related history, "I actually asked (Tom) and got his blessing. There's goodwill attached to that but Tom and I had a famous relationship so that was never really an issue and now we are trying to give back and show we respect what they had."

He credited Nancy with the idea of going to red trucks when they purchase new tractors, saying "That's our family colour from way back, so I got together with my brother and he designed our logos, same as for uncle Tom."

Orlicks obviously has a lot of hardware

to rebrand, but it'll be done by attrition.

"Rebranding is expensive, obviously, so we want to do it in an orderly fashion," Orlick said. "We have trucks that have life for another year or two, so they will stay white. It's probably a three-year program before you'll see a red pipeline up and down Hwy. 2."

Orlick is partial to the Kenworth brand, and has a picture of a 1973 Orlicks Kenworth in his office.

"It's gorgeous," he said. "It brought back some memories. And of course Kenworth is a quality tractor and we're looking forward to working with that supplier. We think we have the bells and whistles sorted out and we're looking forward to running a really good fleet."

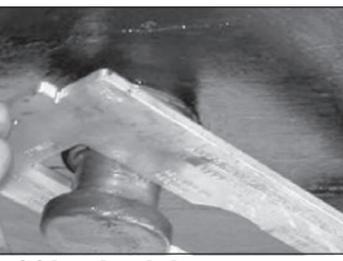
Besides retro-branding the trucks, Orlicks is also going all a-Twitter, thanks to input from some young folks.

"I started mentoring SAIT students," Orlick said, "and they got us looking toward social media, Twitter, Facebook and all that to attract drivers and different staff. We've also got some new decals we're putting on trailers to attract new people as well."

As for the new, old look, Orlick said "The tribute is to the Orlick family and not just us. There's a lot of them and we're just trying to hold that pride and carry it on to the third generation: our daughters. So it's kind of fun. I was incredibly proud of that fleet and although I wanted my own identity when I started Gene Orlick Transport, it has now come full circle and the red trucks are back to stay. And we hope the new trucks and colours will attract more drivers to our company as well as retain them, a common goal with all carriers." The retro look kicked off publicly at the beginning of April, with the delivery of six brand new Kenworths. ●



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Contrans sells waste collection fleets

WOODSTOCK, ONTARIO

Contrans Group has announced it is selling its waste collection businesses to GFL Environmental. Contrans subsidiaries Tri-Line Disposal and Deuce Disposal, operating in Edmonton, Alta. and Slave Lake, Alta. respectively, are included in the deal.

"GFL approached us and informed us that they were very interested in acquiring our waste collection business," said Contrans chairman and CEO Stan Dunford. "They are a growing company looking for an established and significant solid waste market presence in Alberta. After undertaking a strategic review, we decided that it would be in Contrans' shareholders' best interests to take this opportunity to unlock the equity that the company has established in its waste collection segment and to focus on our core business of freight transportation. We are deeply grateful for the efforts and dedication of the employees at Tri-Line Disposal and Deuce and wish them all the best in their future endeavours." ●

Bess Tank Lines buys Cooney's Farm Services

CALGARY, ALBERTA

Bess Tank Lines has purchased High River, Alta.-based Cooney's Farm Services, significantly growing its chemical hauling capabilities.

Bess Tank Lines, a division of Quebec-based B&B Group, is a family-owned bulk carrier based in Calgary, providing services across Canada and the US. Ben Rouillard, executive vice-president of B&B Group/Bess Tank Lines, told *Truck News* the deal will allow the growing company to expand

its chemical hauling business.

Cooney's was founded in 1972 by Dayle Ann and Keith Coonfer. Keith has since passed away and Dayle Ann is now ready to retire. Their son, Doug Coonfer, will remain on as operations manager.

"This strategic acquisition is a perfect fit for Bess Tank Lines whose foundations are built on family values, safety and customer service," Rouillard said. "I would like to welcome the professional staff of Cooney's, including Doug Coonfer, who will remain the

operations manager."

Rouillard said Cooney's was a good fit for Bess Tank Lines, because it's a "well-managed and established family-owned chemical hauling business with a solid reputation."

Rouillard also wished Dayle Ann well in her retirement. "Dayle Ann has been a pioneer in the Alberta tank business and a mentor for a lot of us in the industry," he said. Rouillard said Bess Tank Lines is looking to continue to grow and hinted further acquisitions could be in store. ●

RTL-Westcan buys oilfield services fleet

NEILBURG, SASKATCHEWAN

RTL-Westcan, itself acquired late last year by Kenan Advantage Group, has announced the purchase of Silverman Oilfield Services.

The deal was closed April 15. "This acquisition is part of our long-term growth strategy to expand current oilfield operations, our customer base and diversify our overall service offerings," RTL-Westcan announced in a release.

Silverman Oilfield Services is a third-generation family business with six locations across Eastern Alberta and Western Saskatchewan. It offers oilfield and fluid hauling services, including produced water and crude oil.

"We are excited to welcome the Wiens family and Silverman Oilfield Services to the RTL-Westcan family and the opportunities and added value we will be able to provide our customers," the release said. "Our two companies share many common values, including an emphasis on exceptional service, equipment, and safety, and we have the utmost respect for the entire Silverman Oilfield Services team." ●

Expedite Plus expands Asian presence

TORONTO, ONTARIO

Manitoulin Group's Expedite Plus has expanded its presence in Asia, opening a Hong Kong office and establishing a presence in Mainland China with new service centres in Shanghai and Beijing. The Hong Kong office will serve as a hub in Asia and strengthen the company's ability to manage urgent shipments, the company announced.

"Continued economic growth in Asia, global competition, and the changing purchasing behaviour of the market, are all fuelling demand for our services and we expect the West to Asia and intra-Asian lanes will become exponentially busy in the years to come," said Dwayne Hihn, president, Expedite Plus. "Our presence in China broadens our coverage in Asia which enables us to meet those demands. Speed and reliability are essential in business today and we are one of only a handful of companies with the expertise and reach to manage shipments across the world at a moment's notice."

Expedite Plus' primary offering is its on-board courier de-

livery service, which provides emergency shipping capabilities, enabling urgent package delivery anywhere in the world, the company says.

"At Expedite Plus we know the meaning of time-critical delivery," said Devon Bovenlander, managing director, Expedite Plus Asia. "It can mean getting your automotive part on time, or losing hundreds of thousands of dollars in production downtime. Whether shipping to or from Tianjin or Toronto, or anywhere else in the world, Expedite Plus has the reliable global network, intricate co-ordination capabilities, and local knowledge and experience to get your package safely to its destination within a matter of hours."

"As part of the Manitoulin Group of Companies, Expedite Plus now provides customers in Asia with the advantage of easy access to the Group's full portfolio of best-in-class offerings, superior customer service, and global reach," added Gord Smith, chief executive officer, Manitoulin Group of Companies. "This provides them with a one-stop-shop for all their transportation needs and a true business partner." ●

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2008 WESTERN STAR c/w 20,000 litre 5 compartment aluminum tank, dual pumping and metering equipment, Midcom, bottom loading, vapour recovery. Stock 2008 WS



2000 FREIGHTLINER FL80 c/w 18,000L 4 compartment aluminum tank, dual pumping. Good construction refueller. Stock 2000 FRE



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It was a month of goodbyes, with the passing of two prominent industry players and the retirements and resignations of others. Also, a Western Canadian fleet owner is recognized.

Cummins Eastern Canada has announced **Bill Fields** has returned to the company in the position of automotive territory manager for the GTA and Central Eastern Ontario.

He assumed his new role Apr. 2. Fields previously worked for Cummins and has remained active in the trucking industry since he left the company in 2001.

"With his ability to build relationships, sell engines and manage teams

we are sure he will be a great resource and partner for all of our dealers," said Robert Verdurmen, regional vice-president, Ontario for Cummins Eastern Canada. "We are excited to have his knowledge, skills, reputation and passion for diesel engines behind the Cummins name."

The National Association of Professional Women (NAPW) has named **Angelika Ringuette**, owner and vice-

president of Ashton Transport, a 2014 Professional Woman of the Year.

She is recognized for this prestigious award for her leadership in marketing. Formed almost 25 years ago, Ashton Transport has a fleet of more than 20 tractors and 70 trailers that provide service to Western Canada.

Ringuette says she's looking forward to providing transport to the Keystone pipeline project and is an active member in her community, supporting organizations like Stars Air Ambulance and The Boys and Girls Club.

Bridgestone Commercial Solutions has named **John Boynton** its new president. Boynton was previously vice-president of sales. As president, he'll oversee the daily operation, profitability and long-term strategic direction of the company's truck and bus tire sales as well as the Bandag retreading business.

"I have had the opportunity to work with John for a number of years, and his professionalism and sound leadership have been instrumental in helping us meet the challenges of today's dynamic truck and bus tire and retread marketplace," said Kurt Danielson, president, US and Canada Commercial Tire Sales, BATO, and senior vice-president, Bridgestone Americas. "I know he is the right choice to lead the BCS organization to the next level."

Boynton has been with Bridgestone since 1998, when he joined the organization as a fleet sales rep. Later that same year he was promoted to district sales manager.

Mullen Group has announced that its president and co-CEO **Stephen H. Lockwood** plans to resign as an officer on June 30.

Lockwood held these positions since 2004, when he joined the company. He will continue as director of Mullen Group.

Murray K. Mullen, chairman and CEO, will take over as president.

"The past 10 years I have spent at Mullen Group have been very rewarding and fulfilling. I am proud of our accomplishments over these 10 years and would like to thank the Mullen team for their dedication and efforts in creating a 'best in class' organization", said Lockwood.

"It goes without saying that Steve

has been an integral part of this organization for many years. On behalf of our Board of Directors, our employees and the senior executive of Mullen Group, I thank Steve for his 10 years of dedication and service. I am also delighted that Steve will remain as a member of our board of directors ensuring that his experience, wisdom and professional guidance will remain with our organization," said Mullen.

On Apr. 8, the trucking industry lost a well-known and highly respected truck salesman when **Bernie Zardo** died suddenly at his home. His career in the truck sales business included stints at: Elgin Motors; Belmont Chev-Olds; Kenworth; Oshawa Truck Centre; McCleave International; Metro International; and most recently, Tallman Truck Centres.

His career spanned 44 years.

"He was highly respected in his industry from the customers to the owners of the companies, to the girls in the office and licensing bureau and the guys in the parts department," his family said. "All and many others were recipients of Bernie's generous coffees, Timbits and chocolates, and a quick conversation. His great work ethic garnered repeat customers that always asked for Bernie."

The Manitoba Trucking Association (MTA) has announced **Bob Dolyniuk's** retirement. He was the organization's executive director for 17 years.

Dolyniuk spent 43 years working in the trucking industry. He was elected to the MTA Board of Directors and became the president in 1994. In 1997 he joined the MTA as staff and eventually became executive director.

"The MTA of today has a strong Board of Directors and a knowledgeable and experienced staff that are unafraid to challenge and question one another in order to achieve the best outcomes for our members. The MTA executive and staff have been managing this transition plan for many years. After more than 43 years in this industry I am confident that now is the right time to step down and allow a new leader to take the reins," said Dolyniuk. The new executive director will be the MTA's current general manager **Terry Shaw**.

The Alberta trucking community has lost one of its most prominent members with the death of **William "Bill" Sokil**. Sokil, 83, was president and CEO of Edmonton-based Sokil Transportation Group, a company that has 877 pieces of equipment and 270 employees. Sokil also held the title of director-at-large with the Alberta Motor Transport Association (AMTA), a position that built upon Sokil's two terms as president of the AMTA (formerly the Alberta Trucking Association). He was president from 1971-1972 and again for the 1979-1980 term. Sokil also served as chair of the Canadian Trucking Alliance.

"I always had the greatest respect for his dynamic approach and ability to move issues forward to solution," said Richard Warnock, acting executive director, AMTA. "Our industry owes him a debt of gratitude for his leadership."

According to the AMTA, Sokil was "actively involved in legislative and regulatory affairs at the municipal, provincial, federal and international levels. He was regarded by many as a major force in the industry who led in a quiet way, someone who was ahead of his time and made things better for the entire industry." ●

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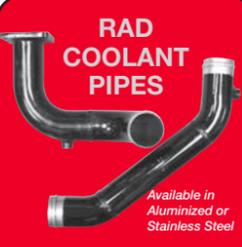
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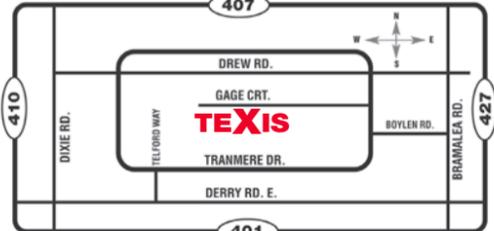
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It's no joke: laughter is good for you

You may have heard that laughter is good for you, but do you know how good for you? Well, according to the Mayo Clinic, it's no joke. Although laughter is not a cure-all, it does trigger physiological changes in your body that bring both short- and long-term physical benefits.

For the short-term, a good laugh stimulates many organs, carrying oxygen-rich air to your heart, lungs,

and other muscles, while increasing the amount of endorphins released by your brain. Laughter triggers and then stops your stress response, which quickly increases and then decreases your heart rate and blood pressure - leaving you with a sense of relaxedness.

While you're laughing, you breathe faster, which draws in more oxygen to feed your tissues. Your stimulated circulation quickly carries away any oxygen-depleted blood. This allows

your muscles to relax more thoroughly to reduce stress-related muscle stiffness, tension and/or spasm for up to 45 minutes. It can also reduce the severity of any physical pain because laughter triggers your pituitary gland to produce painkillers, which can break the pain-spasm cycle which occurs with some chronic muscle disorders.

Not just for the short run, laughter is also good for the long-haul.

Negative reactions to circumstances trigger chemical reactions that increase the stress response in your body, producing the stress hormones adrenaline and cortisol, which increase free radicals and decrease your immune system's efficiency.

In contrast, laughter releases neuropeptides which fight and help reverse stress's effects.

Laughter builds your immune system. It improves the response of your body's tumor and disease fighting cells (T-cells and Gamma-interferon). It also stimulates the production of immunoglobulin in your saliva, helping defend against respiratory infections and reducing the number and severity of colds you catch.

Laughter also protects your heart from developing heart disease and other cardiovascular conditions by lowering your blood pressure, improving the function of your blood vessels and stimulating blood flow.

Researchers at the University of Maryland found that watching drama or comedy affected people's blood vessels differently. Their study found that watching drama restricted viewers' blood flow. However, watching comedy improved their blood flow.

Laughter can even affect blood sugar levels. In a recent two-day study, a group of diabetics ate the same meal, attended a tedious lecture and then had their blood sugar levels recorded. The next day, the same group ate the same meal, attended a comedy performance and then had their blood sugar levels recorded. The blood sugar level comparisons showed that the levels were notably lower after viewing comedy.

Laughter can also increase your brain function. It improves your alertness, creativity, memory, and ability to learn.

Humour has a quick effect on your

body. Less than a half-second after being exposed to something you find funny, an electrical wave moves through your higher brain functions of the cerebral cortex. Your left hemisphere then analyzes the words and the structures of the humour and your right hemisphere "gets" the joke. Your visual sensory area of the occipital lobe then creates corresponding images. Your limbic, or emotional system makes you happier; and finally your motor sections make you smile or laugh.

In contrast, laughter can also help you relax. Laughter stimulates your pituitary gland to release its relaxation chemicals, so laughter right now can lead to a deeper sleep tonight.

On a small scale, laughter can help you stay in shape.

Recent studies show that sustained laughter can have the same effect on your body as a mild workout. When you laugh, you stretch your diaphragm, as well as abdominal, respiratory, facial, leg and back muscles.

William Fry, a pioneer in laughter research, said that it took 10 minutes on a rowing machine to get his heart rate elevated to the level it would reach after just one minute of hearty laughter.

According to an American university, 10-15 minutes of laughter can burn up to 50 calories. However, don't throw out your fitness program; 12 hours of continuous laughter would only burn off one pound.

More laughter could really benefit your health. Why not take advantage of it? It's simple, portable, and it's free.

Invest in your ongoing well-being by identifying and/or creating more opportunities to laugh.

On the road in between traffic reports, occasionally escape the drama by turning your radio dial to a comedy station. When you turn on the TV on your next layover, choose a comedy show instead of a crime show.

As you catch up on the news reading the paper, take time to read the comics, too.

Later, share the funny shows, stories or jokes that made you laugh so you can laugh at them again with someone else. Stay in touch with people that make you laugh.

Good health is no laughing matter. And many times - laughter really is the best medicine. ☺

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

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Put your best foot forward

Ingrown toenails are a common condition which occurs when the corners or side of a toenail grows into the surrounding skin. This may result in pain and swelling or even infection. Although ingrown toenails can occur in any toe, it most often affects the big toes.

There are several causes of ingrown toenails which include cutting your toenails either too short or not straight across. Both of these cases increase the chances of the toenail growing into the surrounding skin of the toe.

Injury to the toenail during sports for example may also increase the risk of ingrown toenails.

Finally, wearing footwear that causes crowding of the toes may increase the risk as well.

The good news is that most cases of ingrown toenails can effectively be treated at home. Soaking your feet in warm water for 15 minutes a few times a day will help to reduce swelling and tenderness. After each soaking, place a small piece of cotton or waxed dental floss under the ingrown toenail. This will help the nail grow above the skin's edge.

If necessary, take medications such as acetaminophen or ibuprofen to relieve pain.

Wearing sandals or open-toed shoes may help allow the toe to breathe and heal more quickly.

It is important to note that if your pain is very severe and spreading or you notice pus around the toenail, it is advisable to seek medical attention as soon as possible.

Individuals who have diabetes should also contact their doctor if they suspect an ingrown toenail. If severe cases are not treated promptly, they may cause a serious bone infection.

Usually, your doctor will be able to diagnose an ingrown toenail based on your symptoms and by physically examining the affected area.

If home remedies have failed, your doctor may suggest partially removing the part of the toenail that is ingrown.

If this procedure fails or you repeatedly get an ingrown toenail on the same toe, your doctor may remove a portion of the nail and nail bed. This will prevent that part of the nail from growing back.

If infection is present, oral or topical antibiotics may be prescribed.

Here are a few tips on how to prevent an ingrown toenail. First of all, trim your toenails straight across and not curved.

To add to this, do not trim your toe nails too short. Keep them in line with the tips of your toes. Cutting the nails too short may cause them

to grow in to the surrounding tissue. Lastly, wear proper fitting footwear. Shoes that cause the toes to crowd may also cause ingrown toenails.

It is a good idea to inspect your feet on a regular basis, especially if you have diabetes or any other condition that causes poor blood flow. Early detection is the key to effective treatment.

As you can see, ingrown toenails are usually more of a nuisance than a serious medical condition.

However, if left untreated or undetected for a long period of time, ingrown toenails can cause serious complications.

Keep these simple tips in mind and you will be well on your way to healthy, happy feet.

Until next month, drive safely! 🚗

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

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Espar Heaters:
They Just Make Sense



By Edo Van Belkom

Mark was on the last of three round-trips he'd made between Vancouver and Calgary, moving stock into a new warehouse that was opening up in Alberta to supply the ever-growing oil and gas industry. With a day's drive to Calgary, followed by a layover, it was time to find out where he'd be headed next. He grabbed his phone and called Bud.

"Hello?"

Mark checked the number. It was Bud's number, but it didn't sound much like Bud. "Is Bud there?"

"No he's not," the voice said. "Who's this?"

"Mark."

"Mark who?"

"Mark Dalton."

"Oh," the voice said in mixture of surprise and revelation. "So you're Mark Dalton. I've heard a lot about you."

"All good I hope," Mark said.

"Both good and bad, but I got to tell you...some of the bad stuff's pretty cool." He ended off with a laugh. "My name's Bernie. My wife sometimes calls me Bernard, but never in a good way."

"So you're filling in for Bud?"

"Couple of days, yeah. He'll be back next Monday. What can I do for you?"

"How 'bout another load?"

"You're on your way to Calgary?"

"That's right."

"And how old is your truck?"

Mark was taken aback. Asking Mother Load's age was like asking a lady how old she was. He thought about saying, "None of your damn business," but decided on answering just to see where this was going. "Ten years old."

"Are you running on low rolling resistance tires, or the everyday kind?"

Back in 2010 when various states in the US began developing guidelines to help long-haul drivers to become more fuel-efficient it only made sense to begin converting the tires on Mother Load to LRR tires. In the four years since, all 10 tires had been replaced, and the front tires had been changed twice. The cost per tire was only something like \$10 or \$30 more, so it made sense in the long run with the number of miles Mark drove each year. In fact, the tires had done a lot to help Mark shave a few percentage points off his annual fuel bill.

"LRR," said Mark.

"That's great," Bernie said. "I've got a great load of cowhide to go to a fashion supply house outside San Francisco."

Mark sighed. "They wear a lot of leather there, do they?"

"Apparently."

Mark shook his head. "I've heard there's all kinds of problems driving through California for Canadian carriers."

"That's got around, has it?"

"A lot of guys aren't happy."

"Yeah, well...if your tractor's compliant, there shouldn't be any problem. The California Air Resources Board's SmartWay requirements are in effect, but this shipper is on top of it."

"He told you that, did he?"

"Yeah. See, this guy is operating a large fleet of trailers - California considers over 21 trailers a large fleet - so he only needs 75% of his trailers to be compliant to be able to ship into California."

"Why are you even telling me this? If he's shipping



Mark learns the SmartWay

to California then shouldn't every one of his trailers be compliant?"

"Next year they'll all have to meet the standards. If he's got a few stragglers he can always sell them off next year and meet that 100%. Anyway, the bottom line is that his trailer fleet is good and you shouldn't have any problems."

Mark laughed under his breath. He'd heard assurances like that enough times before to know that whenever anyone said, "Don't worry," or "It's all been taken care of," that was the time to run away and never look back. Still, a long haul into California with a layover in between was pretty tempting. "Is there a return load into Canada?"

"Of course. Auto parts to Edmonton."

"Alright," Mark said, hoping it was the right choice.

"Great. I'll get back to you with the details."

Early the next morning, Mark pulled into a busy truck yard with all manner of trailers lined up against the back fence. In addition to the usual lineup of box trailers there were two drop-frame trailers, a bunch of chassis trailers, a single curtain-side trailer, and three odd-shaped box-trailers all less than 53 feet in length that carried light cargo like potato chips or foam padding.

All those types of trailers were exempt from California's SmartWay regulations so Mark concentrated on the 53-foot or longer box trailers. If this guy's fleet was 75% compliant, then three out of four

trailers would have fairings and skirting, but a quick count put the number at less than half the box trailers in the yard.

Mark parked Mother Load by the office door and went in. There was a man in his 40s behind a desk looking fit and tanned... like he made runs into California himself all the time.

"I'm Mark Dalton," he said. "You've got a load for me going to San Francisco."

The man jumped up and shook Mark's hand. "Pleased to meet you. I'm so glad you can take the load. It's not always easy finding owner/operators who can drive into California on such short notice."

"It sounds like a good run," Mark said.

"It is, it is." He led Mark over to an open loading bay door and pointed to a trailer across the yard. "That's the one there," he said pointing. "With the red Calway writing on the side."

Mark studied the trailer and guessed it to be about 10 years old. It had a fairing up front but no skirts under its belly. That was important since you didn't have to look too hard at the trailer to know it wasn't SmartWay compliant.

And even though it didn't have to meet the standard yet, it was never a good thing to draw unwanted attention.

"So, this trailer's not SmartWay approved."

They climbed down from the loading dock and began walking across the yard to the trailer.

"That's right," he said, "it doesn't meet the SmartWay requirements, but it doesn't need to. Sure, it's got no fairings on it, but it's one of just three in my fleet of 46 trailers that doesn't have them, so I'm still within their compliance schedule."

It all made sense, especially when outfitting a fleet of 46 trailers would cost something in the neighborhood of \$300,000. You couldn't blame someone for having a few trailers out of compliance. Still, "Can't you just give me a trailer with the fairings on it?" Mark asked. "There are plenty in the yard."

"They're not all mine, and all the ones I do have are in use. This load is time-sensitive, so it's got to go on this trailer."

Mark said nothing.

The man must have sensed Mark's apprehension because he said, "Don't worry. This particular trailer has been down into California and back a dozen times since the SmartWay regulations came into effect."

As they reached the trailer, he pointed to a 'SmartWay' sticker at the front of the trailer and knocked on it twice with his knuckles. "See, it's part of the program."

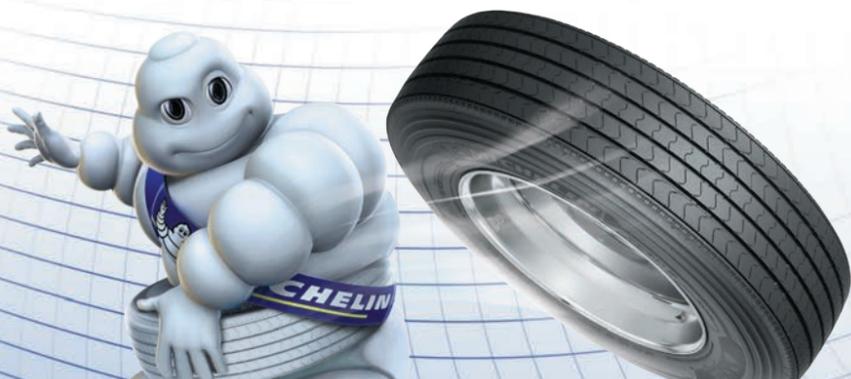
Mark nodded, his concerns satisfied.

This was going to be one fantastic trip. ●

Mark Dalton returns next month in Part 2 of Mark learns the SmartWay.

Did you know there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy register with eco ENERGY for Fleets (Fleet Smart) at fleetsmart.gc.ca.

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Voice of the O/O

JOANNE RITCHIE



Finding the right fit (Part 1)

Do you know any good carriers?" Of the dozens of calls and e-mails I get in a week, that's one of the questions I get asked most often. It was such a frequent question eight years ago that it prompted a column, and I find it quite remarkable that despite significant changes in the industry in the intervening years, it still tops the list of FAQs.

For an industry so concerned about the shortage of qualified drivers that it has its own Web site (drivershortage.ca), the stories I hear from disillusioned drivers demonstrates that many carriers still don't see drivers as a valuable and non-renewable resource.

But it works both ways: despite near-record demand, drivers are often all too eager to accept the next job offer they get, even if it's no better than the job they are leaving.

So on the one hand, you have all these good drivers looking for good carriers, and on the other, good carriers are telling me they can't find good drivers: what kind of magic is going to bring these folks together?

You're sinking a lot into a relationship when you hire on with a carrier - your livelihood, your lifestyle, your health and safety - so of course you want that relationship to last.

It's not unlike getting married; you have to really know your partner before you get hitched. That's more imperative today than ever before.

The American Compliance, Safety and Accountability program, for example, and the widespread use (and inevitable mandate) of electronic logging devices has put more pressure than ever on fleets to "run compliant," and fleets that rely on drivers to make up for lost time and various inefficiencies won't survive long in this new world. Nor will fleets that make unrealistic promises of available miles and earning potential. Avoid them like the plague!

I'm not so sure you can define a good or bad carrier (or a good or bad driver for that matter) - beyond the obvious - in universal terms. It really comes down to finding the job that suits your needs - and maybe more importantly, your temperament and expectations.

And today, I think most drivers would agree that it's not all about the money.

More than ever, a carrier's management style, its attitude to driver health and wellness, its relationships with customers, the driving environment, and even the company's approach to safety and compliance, are likely to factor into your carrier-choice decision.

I know two owner/ops working for the same carrier: one loves it; the other - as you guessed - hates it. One's making money hand over fist, the other's barely getting by. If I suggested that particular carrier might be worth checking out, there's a good chance you wouldn't like it either. Or you might love it. And that's just the point here.

Can I recommend a good carrier? No way. But I can offer a few tips on how to narrow down your choices.

First, you need to identify what's important in a job, and this requires you be honest and realistic.

Your relationship with any carrier is a two-way street, so you have to be willing to give and take when making your wish list. And leave the money out of the question for this part of the exercise.

Examine aspects like long or short runs; destinations or lanes; time away; minimum and maximum mile-ages; LTL, straight loads, or pin-to-pin; driver load/unload, sorting and stacking; border crossing; and so on. And think about the kind of carrier environment you want to work in: large or small; highly structured and corporate or a more laid-back, 'take it as it comes' company.

Next, what kind of a worker are you? Do you want straight miles or are you willing to work a little for some extra money, like earning for picks and drops, pre-loading and unloading trailers? Are you a customer service-oriented driver, or do you prefer to get in, get loaded, and get out?

When you've sorted out what will make you happy, consider how much you expect to earn for the work you do. While what the carrier pays never seems quite enough, your expectations have to be realistic.

Here's where it pays to have done a thorough financial self-analysis.

How much revenue do you need to cover all the business expenses (cost-per-mile), your personal needs, and, if you're an owner/operator, your profit?

It all comes down to planning before you start calling carriers. Too often, I hear from drivers who've jumped out of the frying pan and right into the fire.

They didn't do their research before switching jobs, and the job they took to escape turns out to be just as bad - or worse - than the one they left.

More than ever the relationship between the carrier and its drivers and owner/operators has to be based on openness and fairness. There isn't a carrier in the country that isn't hiring now, or at least taking applications. You can make a real difference in the hiring outcome if you go in with your ducks in a row and demand a fair shake from the carrier.

Conversely, drivers and owner/operators who have unrealistic expectations - financial or otherwise - could find themselves unhirable, which is why I say it's so important today that drivers and fleets understand each other's needs.

Next month, I'll share the secrets of conducting a thorough interview with a carrier.

You should be asking just as many questions as you're answering - and who knows? Maybe the magic will happen. ●

Joanne Ritchie is executive director of OBAC. What's good for you? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.

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TRUCK NEWS CAREERS www.trucknews.com

Last November, two truck drivers from two different countries made an unexpected delivery together. While they were both starting their morning off with some breakfast at a restaurant by a truck stop, they heard a woman screaming. Sonia Straface spoke with both of these Highway Angels to hear their account of that life-changing day during which together they delivered a 10-pound, four-ounce baby boy.

Peter Holland and Fred Robatcek have little in common besides being professional truck drivers.

Holland speaks with a charming English accent, one that was acquired from living in the United Kingdom for the greater part of his life.

He is incredibly kind, soft-spoken and succinct, careful not to ramble on about where he's been and what he's done. He moved to Waterdown, Ont. just over a year ago from across the pond because his wife has lots of family scattered across North America. He drives for Challenger Motor Freight, and has been a professional driver for more than three decades.

Robatcek of Sauk Rapids, Minn. is witty and nothing short of loquacious – a true foil to Holland. He has an accent and likes to swap the word “girl” for “gal.”

He's refreshingly polite and speaks openly about his life. He is divorced and says the trucking life suits him, since he likes and needs to keep busy. He's been a driver with FTC Transpor-



Peter Holland

tation since 2007 and claims he is living his childhood dream; he's wanted to be a pro driver since he rode around the yard in his John Deere pedal tractor as a kid.

Though nearly 1,000 miles separates these two seemingly opposite truck drivers, together they made a special delivery in Arkansas that, oddly enough, started with a scream.

The first to hear the scream was Robatcek. It was nearly 5:30 a.m. on this past Nov. 30 and he was the only customer in a Texarkana Denny's restaurant.

This first scream got Robatcek to turn from the counter where he was sipping his coffee, and to fix his gaze on a woman by the entrance who was, as Robatcek put it, in obvious distress.

“Oh, don't mind her,” said another woman on the phone who had just rushed in from the parking lot. “She's just having a baby.”

That was enough for Robatcek to get up off his stool and make his way

over to Kaycee Triana, the sister of the woman on the phone, who had her pants halfway down in the middle of the near-empty restaurant as she let out another piercing scream.

Triana was two weeks past her due date, according to reports and stopped at the Denny's where her mother worked while on her way to the hospital. Her mother had already left the restaurant and ended up making it to the hospital – Triana didn't.

Holland heard the first scream too, while he was in the restaurant's washroom, but didn't think much of it at first.

He didn't start running towards Robatcek and Triana until after she let out a second scream (that Holland described as “blood-curdling”) and Holland realized what was going on.

Both drivers tried to get Triana comfortable for delivery and encouraged her to push since they could already see the baby coming.

“Then Peter noticed the baby wasn't moving,” said Robatcek.

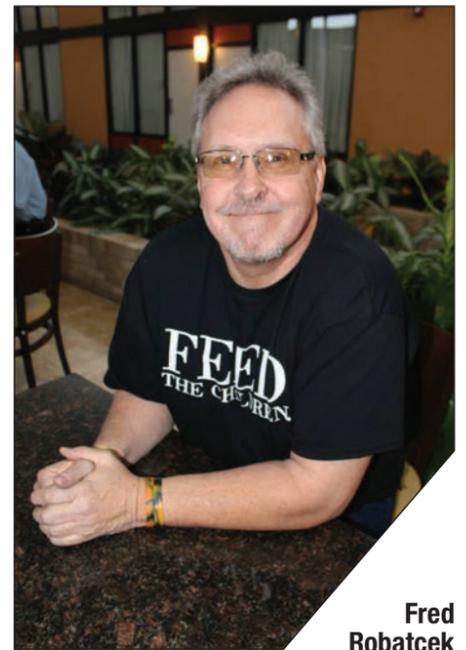
The umbilical cord was wrapped around the baby's neck, preventing it from breathing. Holland thought fast and fortunately knew what to do.

Holland manipulated the cord, loosening it from the baby's neck. After a few beats, he delivered a 10-pound, four-ounce baby boy safely in his arms, something he credits to his experience in combat medicine in the UK.

“Most people say a little knowledge is a dangerous thing,” said Holland. “But this time, a little knowledge went a long way.”

Holland and the baby spent a little time together while the employees and drivers at the truck stop across the way (who had made their way over because of all the commotion and yelling) got fresh towels for the newborn and mother.

Holland recalls fondly that while in his arms the baby, Andrew, took his first breath and even held onto



Fred Robatcek

his finger.

“That smell will always be with me,” said Holland sweetly. “That new baby smell.”

Robatcek got on the phone with the 911 dispatcher since they needed direction on how to cut the umbilical cord after little Andrew was cleaned off and safe.

Because of their quick thinking and life-saving actions Robatcek and Holland were named Highway Angels by the Truckload Carriers Association – an award given to truckers who go above and beyond their duties as drivers.

Robatcek told me he was the one who nominated Holland for the award.

“It would not be fair for me to take all the credit when he was just as involved,” said Robatcek. “We were both just in the right spot at the right time.”

Robatcek said he is humbled by the experience. He said he is glad that both baby and mom are okay and that the event shed some positive light over the trucking industry.

“Some of us have had a pretty bad rap over the years because of this or that,” he said. “I never wanted that image. I try hard to represent this industry as positively as possible all the time.”

Both drivers are still in contact with Triana and baby Andrew. They are both anxiously waiting for some new photos of him.

After telling me the whole story of that morning in Arkansas, Holland tells me, “It was quite emotional.”

Of course, he and the baby share a special bond, since he told me with a smile I could feel on the other end of the phone that the baby's middle name is Peter. 🍌

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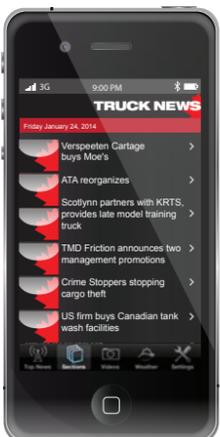
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