

# TRUCK NEWS

Canada's Trucking Newspaper Since 1981

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 Ontario's Transport Minister made some key policy announcements at the OTA convention.

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 Caterpillar gave us a good look at its latest vocational truck, the CT681.

## Stuck in a truck

Buffalo 'snow-pocalypse' leaves truck drivers stranded in their cabs

By **Sonia Straface**  
**BUFFALO, NEW YORK**

In mid-November, Brian Foster, a professional driver for Ontario-based J.G. Drapeau Transport, made a delivery he'll never forget.

On Nov. 18, the snowfall in Buffalo, N.Y. shocked residents when an incredible seven feet of white fluffy stuff covered their roads, yards and cars. Buffalo and surrounding areas were in a "snow-pocalypse" as it has been dubbed on social media because of the lake-effect, a weather phenomenon that happens when cold air moves across warm water (Lake Erie) and forms steam clouds.

A travel and driving ban were issued in the city; pro sports games were postponed and relocated and residents had been opening their front doors to a wall of white.

After picking up a load in Indiana, Foster was driving back up to deliver in Fort Erie on Nov. 18. He was just 30 kilometres west of Buffalo, in a housing subdivision when the snow became unrelenting and filled up the roads.

"I was driving along and I just couldn't go anymore," said Foster, 65, who has been a profession-

Continued on page 10



**Cautious optimism seems to be the theme for 2015. A strong US economy, weak Canadian dollar and low diesel prices are a few factors to watch.**

## 2015 BUSINESS OUTLOOK

The sun shone brightly on the trucking industry in 2014. But what does 2015 have in store?

By **James Menzies**

It's been a good year to be in trucking. Most indicators of the industry's health were positive in 2014. Class 8 truck orders were robust, trailer demand unprecedented, freight volumes consistently strong and there were widespread reports of rate increases taking hold and improved pay packages for drivers and owner/operators being offered.

It was exactly the type of year this industry needed. But what's in store for 2015? We called upon industry experts to shed some light on what to expect in the year ahead. Specifically, we asked about: the US and Canadian economies; the regulatory outlook; mergers and acquisition expectations; and the price of diesel.

### The US market outlook

Looking ahead to 2015, industry forecaster FTR continues to be bullish on the trucking industry's prospects. Jonathan Starks, director, transportation analysis with FTR, told *Truck News* he expects to see the US economy continue to grow in the 3% GDP range.

"Most indicators are positive," he said. "There's nothing really overtly strong, from what we're looking at going forward, but the manufacturing sector is still holding up pretty well, which is a good sign for the freight environment. There's no real acceleration but it's staying pretty robust."

Starks said truck capacity will continue to be tight through 2015, barring a major change in regulations and/or the econ-

omy. This is allowing carriers to pass through rate increases, a trend Starks said is likely to continue in 2015.

"If you look at the data you can see a definite upward trend in rates ever since about the middle of 2013. That's when the new hours-of-service came into play and I think it had a noticeable impact on the marketplace being able to get rate increases," said Starks. He added the spot market saw a major jump in rates over the last winter, with rates remaining elevated throughout the year due to a tightened truck market. Increases to contract rates tend to follow the spot market and Starks said "We expect to see some similar type of growth in 2015, especially on the contract rates side. It tends to take longer for contract rates to filter through the system."

As far as concerns go, FTR has been sounding the alarm about what it dubs "regulatory drag," an onslaught of new regulations that could further inhibit the trucking industry's productivity. However, Starks said carriers should enjoy a reprieve from new regulations in 2015 before new regulations are implemented in the following years. Referring to 2015 as a "buffer year," Starks added "We think it will be in the 2016 timeframe before we see a big jump in implementation of regulations that will impact the market."

This past year saw a surge in demand for Class 8 trucks and trailers and while Starks said the current pace of order activity is not sustainable, orders placed this year should re-

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# CLASS 8 TRUCK SALES TRENDS

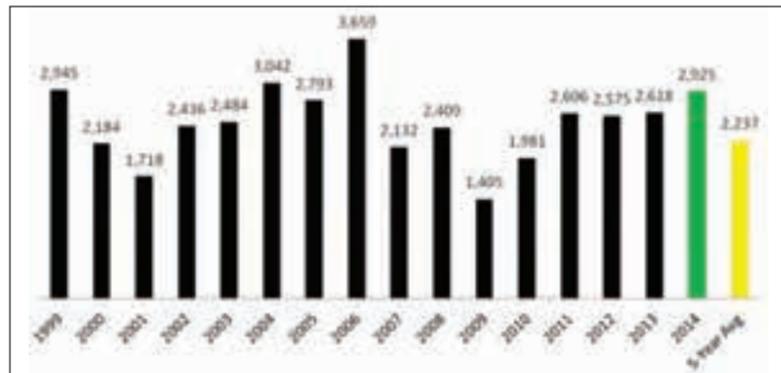
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## Monthly Class 8 Sales – Oct 14

The 2,925 Class 8 trucks sold into the Canadian market during the month made for the fourth best October since 1999 and were about 700 trucks above the five-year average and more than 300 above last year's pace. All truck manufacturers, with the exception of International and Mack, enjoyed gains over the previous year. Market leader Freightliner had a particularly strong month once again.

OEM	This Month	Last Year
Freightliner	848	554
International	431	489
Kenworth	485	455
Mack	111	150
Peterbilt	357	342
Volvo	442	395
Western Star	251	233
<b>TOTALS</b>	<b>2925</b>	<b>2618</b>

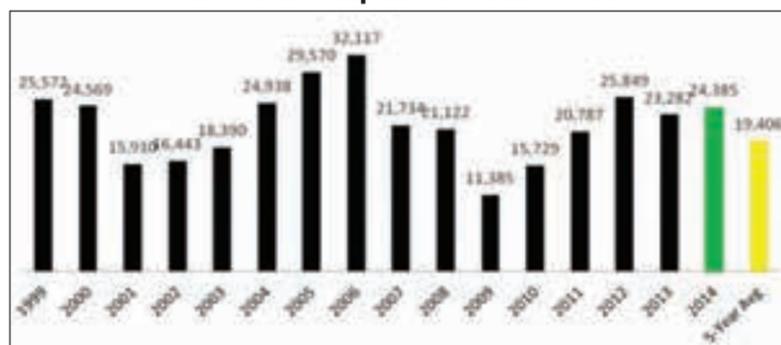
## Historical Comparison – Oct 14 Sales



## Class 8 Sales (YTD Oct 14) by Province and OEM

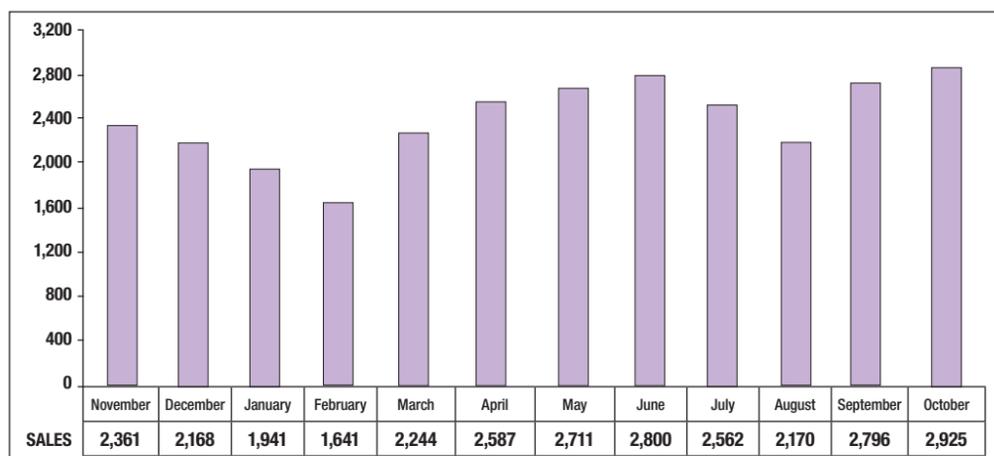
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	503	994	215	307	2,704	990	269	102	13	33	6,130
Kenworth	557	1,634	375	1	731	696	76	0	0	0	4,070
Mack	122	300	135	86	922	206	31	57	5	20	1,884
International	136	503	59	130	1,697	545	151	44	9	34	3,308
Peterbilt	391	1,274	280	174	562	409	123	17	0	0	3,230
Volvo	410	533	115	245	1,660	589	136	68	0	6	3,762
Western Star	301	704	62	106	387	313	49	62	3	14	2,001
<b>TOTALS</b>	<b>2,420</b>	<b>5,942</b>	<b>1,241</b>	<b>1,049</b>	<b>8,663</b>	<b>3,748</b>	<b>835</b>	<b>350</b>	<b>30</b>	<b>107</b>	<b>24,385</b>

## Historical Comparison – YTD Oct 14



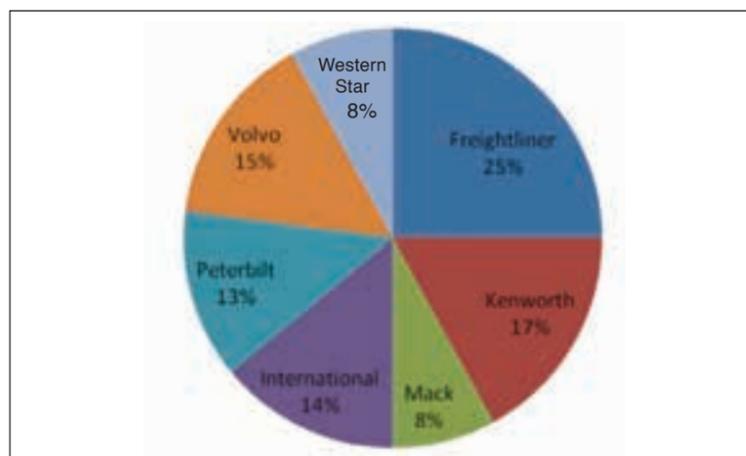
Forecasts of a surge in truck sales in the final months of 2014 are proving accurate. September numbers proved the optimism is not misplaced and October numbers are even better. So far 2014 is shaping up to be the seventh best year in Class 8 truck sales since 1999. Our research shows small carriers are more willing to purchase new trucks than they have been in years and both carriers and truck manufacturers are feeling more optimistic about the industry outlook.

## 12-Month Sales Trends



Truck sales climbed for two straight months after three successive monthly drops from the year's high point of 2,800 set back in June. To place sales performance in further perspective, the Canadian market has now enjoyed 8 straight months of sales above 2,000 after suffering through two months of sales below that figure to start the year. Prior to that the market had posted 10 straight months of sales coming in above the 2,000 mark, reminiscent of the industry's capacity boom years.

## Market Share Class 8 – Oct 14 YTD



With another strong month, Freightliner has kept its leading marketshare to a quarter of the market. Kenworth's market share stands at 17%, a drop from previous years. Volvo has shown the most growth this year, passing Peterbilt and holding on to a 15% market share. Peterbilt's share continues to drop and has now been surpassed by International which sits at 14%. Mack and Western Star are also neck and neck at 8% market share of the Canadian Class 8 truck market.

Source: Canadian Motor Vehicle Manufacturers Association

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**ISSN 0712-2683 (Print) ISSN 1923-3523 (Online)**  
**Truck News, USPS 016-248** is published monthly by BIG Magazines LP., a div. of Glacier BIG Holdings Company Ltd. U.S. office of publication: 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709. Periodicals Postage Paid at Niagara Falls, NY, U.S. Postmaster send address corrections to: Truck News, P.O. Box 1118, Niagara Falls, NY 14304. Truck News is published 12 times a year by BIG Magazines LP, a leading Canadian information company with interests in daily and community newspapers and business-to-business information services.

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## Editorial Comment

JAMES MENZIES



# Tune into Trucker Radio News & Talk

Just like everyone else in the trucking industry, we at *Truck News* have had to be quick on our feet and ready to adapt to a constantly changing landscape. In our case, this has meant adjusting how we present information to our readership in the era of social media, blogs, YouTube, etc.

Some stories will always be best told in print, but other topics lend themselves to video, quick-hit newsletter items and other formats, all of which we deliver in one form or another.

Perhaps our boldest move over the past few years has been into radio, where we've been present on more than 30 AM and FM radio stations through our Trucker Radio program, produced by Alexis Broadcasting. Longtime radio professional Stan Campbell and his talented team host the weekly show and I and other *Truck News* personalities including Harry Rudolfs and Mark Lee weigh in with trucking-specific news and opinions. It's a lot of fun.

In January, we're taking this partnership to another level with the introduc-

tion of a one-hour trucking talk program dubbed Trucker Radio News & Talk.

It will have its own Web site (visit the temporary site [TruckerRadioTalk.com](http://TruckerRadioTalk.com) for now) and will drill down deeper into important trucking industry topics that will help you run your business and achieve greater success whether you're a fleet owner, owner/operator or company driver.

It will be an interactive program - if you have opinions to share, we want to hear them. We will examine the issues and foster some healthy debate and provide some insightful and entertaining listening through a weekly program that can be accessed at the site above or on our own online home, [Trucknews.com](http://Trucknews.com). The first show is scheduled to go live Jan. 9. I'm really excited about it.

And so is my friend Stan Campbell, who is bringing his talent as a radio producer and on-air host to the program. This is what he had to say:

"After eight years on the air on terrestrial radio stations across Canada with the Trucker Radio Show, we are

excited to be able to expand and reach out solely to the trucking industry with a Canadian transportation news and talk program online where industry folks can hear the latest news and commentary whenever and wherever they want on their schedule. We are proud to be partnered with *Truck News*, who will provide most of the news content for the show. Our guest list will include industry movers and shakers and those on the front lines. Think of it as an audio version of *Truck News*."

On a more sombre note, it was with heavy hearts that we learned of the passing of industry stalwart, P.R. pro and friend to all who met him, Mike Pennington.

Mike handled public relations for



Meritor for many years before launching PenNotes LLC in 2010. His passion for the industry was unsurpassed but more importantly, he was a genuinely kind-hearted and wonderful human being. He'll be missed. RIP, Mike. 📍

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

## The view with Lou

LOU SMYRLIS



# Challenge yourself (and the Americans)

If you're like most people, come January you'll be thinking about tackling some new challenges - to work towards that job promotion perhaps or to spend more time with family, etc.

I hope you'll add one more challenge to your list of New Year's resolutions: to take better care of yourself by improving your physical fitness and losing weight. Let's be honest, our industry is known for its long hours, stressful situations and time away from home - all of which can leave you eating unhealthy fast food.

When that's combined with an inactive lifestyle it leads to significant weight gain, illness and premature death for too many of our friends and colleagues in this industry.

So let's think of ourselves first next year and do something to reverse this horrible spiral. Join me in participat-

ing in the third official Healthy Fleet Challenge. It kicks off Jan. 1, just in time to help you do something about the weight gained over the holidays, and it will be the biggest one yet.

*Truck News* has partnered again with Healthy Trucker (a division of NAL Insurance) to put on the Challenge. This challenge will be much longer than the previous one-month challenges held earlier this year.

It will be a five-month challenge, running every other month, with breaks in between. January, March and May will be our three individual challenge months and the results tracking all companies, fleets and participants will be shown daily on the Healthy Fleet Challenge leader board and monthly in *Truck News* and *Truck West*. February and April will be fitness and nutrition educa-

tion months where you can get helpful information from our magazines and Web site. At the end of the five months, the team with the highest average step count will be named the overall winner.

Carriers, associations and allied trades can form a team of five or more people by sending their information to [info@healthytrucker.com](mailto:info@healthytrucker.com). We had more than 30 teams in the last challenge across Canada. Let's see if we can grow that.

As with past challenges, competitors will track their steps using a Fitbit device (a high-tech pedometer) or the MOVES application on their iPhone or Android device. Every step they take gets fed through to the online Healthy Fleet Challenge leader board so participants can track their performance, and that of their competitors. But that's not all.

There is a new twist this time around and it's an exciting one. The American Trucking Associations has jumped on as a partner allowing us to expand the competition into the US. And now that the US is involved, we couldn't resist a little friendly competition. Our leader board will also track the steps of all participating Canadian carriers vs all American carriers to determine which country has bragging rights to the most active truckers.

I don't know about you but I'm planning to get in better shape come January and the competitor in me hopes we kick some Yankee butt while doing it!

Mike Pennington: You set the standard for business communications and our industry is all the better for it. You will always be in our hearts. Rest in peace my friend. 📍

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

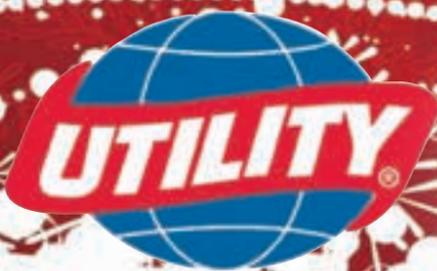
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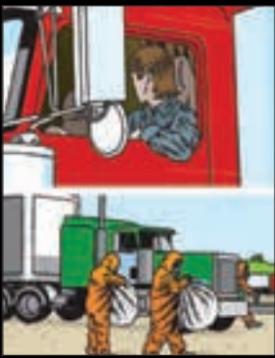


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Mark Dalton in...  
Puttin' on the Blitz

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# Ray LaHood calls for increases to fuel taxes in the US

**LaHood, former US Secretary of Transportation, now consulting Caterpillar, also wants to see US do its part to support new Windsor bridge**

By Carolyn Gruske

PEORIA, ILLINOIS

Ray LaHood considers the new Windsor to Detroit bridge so important he is looking to arrange financing for a portion of the project.

LaHood, the first Secretary of Transportation appointed by US president Barack Obama has left political life and is now a consultant to various businesses, including Caterpillar. It was that relationship with the construction equipment and truck manufacturer that brought LaHood to the company's Peoria Proving Grounds to speak to the media during a press briefing to introduce journalists to Caterpillar's newest truck, the CT681 (see pg. 54 for story).

After a speech emphasizing the need to fund infrastructure building and repair, and stressing the need for politicians in Washington to work together on a national level to develop and support a transportation strategy, reporters had the opportunity to pose some questions to him. *Truck News* took the opportunity to ask him his thoughts about the state of the bridges and border crossings between Canada and the

US and the fact that the US government didn't contribute to the financing of the New International Trade Crossing. In addressing the question, LaHood summarized the situation for the audience.

"The bridge that goes from Windsor to Detroit, it is being paid for almost exclusively by the Canadian government. There is another bridge in that same area that is privately owned, and the fellow that owns it is a billionaire, and he has influenced a lot of politicians to be against the new bridge, which is critically important to our relationship with Canada, critically important to trade with Canada, and critically important to jobs," he said.

"We worked as much as we could at DoT (Department of Transport) to make that happen. Canadians deserve all the credit. I'm working right now to see if we can find some money to build the Customs facility that is needed. That project will put a lot of people to work from Detroit and from Canada and it will be a great bridge to continue the friendship, but our country needs to do a lot more."

When asked about the state of the

rest of the crossings, he emphasized the nature of the relationship, but quickly turned to the border that most often preoccupies American minds.

"I think between Canada and the United States we have such a great friendship with them, the relationship is very good obviously the relationship with our friends down south in Mexico where the border is very porous has become so political, so it very difficult to know how it is all going to turn out."

International crossings, however, weren't LaHood's main topic. As mentioned above, LaHood's presentation emphasized the need to build and repair the aging and crumbling infrastructure in the US.

"Without infrastructure, America would not be the great country it is. America has a 236-year strong tradition of building, of turning our country into opportunities for people," he said.

"The interstate system - there is no other system like it anywhere in the world. Our country is connected with the world, thanks to the vision of Dwight Eisenhower, thanks to the vision of a Republican president who believes when you connect the country - Eisenhower's idea was maybe we needed these roadways in case there was some kind of an attack people could get out of the cities. What happened? Every time a roadway was built it created an economic corridor. What happened when we built the interstate system? Thousands of our friends and neighbours went to work. We need that kind of vision in Washington today. We don't have it."

LaHood, it should be noted is a Republican, even though he worked for a Democratic administration.

"You've got people now who are running for Congress that don't believe in government. Their idea is get elected, go to Congress, and vote no on everything and try to stop progress, ie., last year's government shutdown. What did that accomplish? Nothing. Embarrassment. You need to elect people who want to make progress, who want to get America back to being number one in infrastructure. We used to be number one in infrastructure. We're number 16 now."

More than once LaHood referred to the country as a giant pothole and he repeatedly referenced the list of 3,000 bridges needing to be repaired or replaced. In order to finance the ongoing cost of infrastructure maintenance he said more money needs to be found, and he knows exactly where to get it.

"The Highway Trust Fund is what built magnificent bridges and infrastructures and transit systems all over America. And it's been diminished by people driving less and driving more fuel-efficient cars. The Highway Trust Fund - the gas tax - has not been raised since 1993. Now you can't think of another salary or tax that hasn't been raised. This is the lifeblood of infrastructure in America. I say raise the gas tax 10 cents per gallon. If you want to do it over two or three years, you can do that, but the most important thing is to index it - index it to the cost of living. If the 1993 gas tax increase had been indexed, we'd have a big pot of money. So raise the gas tax, do 10 cents per gallon. It's not near enough. But it sends a message America is going to get back into the infrastructure business." ●

## THIS MONTH'S CROSSWORD PUZZLE

TM-139 Jan. 2015 © M. Jackson



Answers on page 57

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- 5 Toll collector's workplace
- 8 Income-tax filing month
- 9 '70s Dodge Class 8 model
- 10 BC's Coquihalla Hwy nickname (3,4)
- 11 Meaning of Volvo's Latin-origin name (1,4)
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- 23 Wiper brand since 1917
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**Down**

- 1 Roll in neutral
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SEE OUR AD PAGE 56



# Ontario drivers stuck in their truck during storm

Continued from page 1

al driver since 1979 and has been driving with J.G. Drapeau for 34 years. "There was too much snow. So I pulled over and then a neighbour came over and asked me if I was okay and they invited me into their house...they fed me and gave me a place to sleep so that was very nice of them."

Foster was one of the lucky drivers who just happened to be in the right place at the right time – parking in a subdivision with kind residents. Reports of some truckers running out of water and food in their cabs had begun surfacing, because of how long they'd been trapped on the sides of the roads.

When he awoke the next morning,

Foster said he went out to his truck to try and shovel himself out. To his dismay, snowplows – what was supposed to be a saving grace – came by and buried his truck deeper in the snow.

"I tried listening to the news to see what was going to happen and what everyone was going to do but nothing was happening fast enough," said Foster.

Eventually a tow truck came to pull Foster out on the afternoon of Nov. 19, but it wasn't smooth sailing as more snow came pouring down. He said he didn't travel more than seven miles before the roads were closed again. Luckily, he parked near a Tim Hortons and eventually got to sleep that night.

On Nov. 20, Foster woke up to a city that was again lifeless. The Tim Hor-

tons he had parked in was closed, so breakfast wasn't an option. He carried on with the water bottles he had stored in his cab.

He eventually made it to the Fort Erie Truck Stop that evening after being escorted by a state vehicle, where he got to eat and shower and take a much needed rest.

"It was a real mess, it was a nightmare," he said of the whole ordeal. "There were lots of trucks I saw that

were stranded."

Foster said he was lucky and thankful that he was taken in by the kind family on that first night.

"If I had to stay one more night (in Buffalo), I would have been in big trouble," he said. "I was out of food and I was on my last bottle of water."

Additionally, Foster's truck came out of Buffalo with unscathed and without any sort of damage.

He added the mood in the city

## It's winter. Prepare for the worst.

**W**hat does your winter survival kit consist of? *Truck News* editor James Menzies posed that question to readers of his bi-weekly *Hooked Up* newsletter, offering up a \$50 Tim Hortons gift card for the best or most complete response.

Greg Decker, an owner/operator with Mullen Trucking out of Edmonton, Alta. won the prize for this comprehensive list of gear he carries in the winter. He doesn't consider it a survival kit, but realizes these items could keep him alive if ever he were to get stranded in his truck for any length of time in winter.

"Most of these items I take for granted as I need them for my job, but they will also keep me alive," he said.

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### For sustenance:

- 10-15 days worth of food
- 2-3 gallons of water
- Milk
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- Gatorade

### For entertainment:

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### For safety:

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wasn't one of panic or worry, but that he saw and heard of a lot of good deeds going on and that many people were being rescued and sent to hotels.

When Margaret Hogg, general manager of J.G. Drapeau heard Foster, as well as another one of her drivers, was stuck in Buffalo she said she felt sick.

"My insides turned completely," she said when reached by *Truck News*. "I haven't slept since. Last night when I got the phone call around 6 p.m. from the dispatcher saying he made it across my heart just kind of starting singing again. It's one of those moments that make you just pray and think about it constantly."

Hogg said that the first thing she did when she saw him was give him a hug.

"He's like a brother to me," she said.

Despite the circumstances, Foster was able to make his delivery and Hogg says his efforts will not go unrewarded.

"I think they deserve a nice weekend away," she said adding that she would be organizing for both drivers to have a short trip with their spouses.

Hogg says the other J.G. Drapeau driver that was stuck in the Buffalo snowstorm returned home safely.

Kevin Hall, vice-president of Keith Hall and Sons Transport based in Burford, Ont. reached out to *Truck News* on Twitter to say one of his drivers had also been stranded in Buffalo after the storm hit.

According to Hall, his driver of five years, Peter Lucci was delivering in Buffalo and got empty early. Lucci decided to park at a truck stop because of the weather and road conditions.

"It started getting really slippery so I stopped at Jim's Truck Stop in Buffalo because it wasn't safe," said Lucci who has been driving truck for 16 years. "It just started snowing like crazy."

He heard on the CB that a truck had a collision on the I-90 so the highway was closed. He figured staying at the truck stop was his best option.

Lucci said that the truck stop and the adjacent K-Mart were covered in a blanket of heavy snow, though there was a lot more activity at the truck stop as many drivers were looking for a hot meal while they waited for the snow to melt and the roads to open. But, ironically enough, the truck stop relied on trucks to deliver food and supplies.

"They were actually running out of food at the truck stop," he said. "They were down to a limited menu because their truck got stuck on the way to deliver the food supplies. We were all just eating pancakes and coffee on the last few days."

Lucci finally got out of Buffalo on the morning of Nov. 21. He said the difference between Buffalo's roads and the roads just 10 miles east of the I-90 (how he got home) were like night and day.

"There was no snow," he said. "It was sunny. I mean there was a little snow on the ground, but it was a fine drive home."

Though the ordeal was trying, Lucci said the experience in Buffalo this past week was nothing compared to a snowstorm he was stuck in back in 2006 in Wyoming.

"I couldn't believe it," he recalls. "There was just so much snow...over eight feet of snow. It was 10 times worse than what happened in Buffalo." ●



Brian Foster was delivering in Buffalo on Nov. 18 when seven feet of snow buried his truck on a side street.

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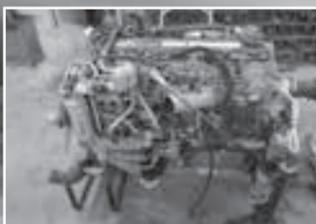
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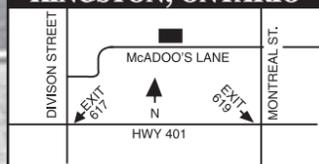


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# Why succession planning is important for fleets

By Sonia Straface

MONCTON, NEW BRUNSWICK

If you're looking to expand your business, you have to identify the people and the skills that you need to make that happen.

That was the message given to attendees of the Atlantic Provinces Trucking Association's Transportation Summit during the Succession Planning seminar.

The presentation was given by Trucking HR Canada's CEO Angela Splinter, and director, programs and services, Tamara Miller and focused on how to replenish your business when key employees retire.

To kick off the discussion, Splinter told the audience why succession planning should be a part of every company's business plan.

"Managers and supervisors have some of the highest retirement rates as well as your freight claims and safety loss prevention specialists," said Splinter. "This is a trend that we are predicting will continue, based on our research. When you look at your managers one out of eight of them are over 55 years of age and when you're looking at your freight claims and safety loss prevention specialists, one out of six are over 55."

Splinter said that while the driver shortage is on the minds of a lot of transport company executives, other occupations within the industry should not be ignored because of the rising demographic of those in the trucking industry.

According to Statistics Canada, said Splinter, retirement rates for supervisors in the freight transportation industry are among one of the highest in Canada.

To help fleets face this problem head-on, Trucking HR Canada created a four-step plan to help expand your business by replenishing key roles in an efficient and accurate way.

The plan was developed by the organization after researching several fleets across the country, and consolidating the information into four easy, manageable steps.

The plan is as follows:

## Prioritize your future business needs

"Planning is key," said Miller to the audience. "Basically you want to look at how your operations are going to change in the next three to five years and how that's going to affect you and what you need to do about that. Then, you have to list the positions and

skills that are critical to your company. So what leadership positions in your company absolutely cannot be left vacant?"

Miller said once the job roles in your company have been selected as necessary, it is important to take steps to ensure there is always somebody proficient sitting in that chair.

"Besides the positions that are important in your company, it's important to think about the type of skill sets that are important for your company's future," added Miller.

"So what type of skill set do the people in those positions need to have? If you are looking to expand, are you looking for people who are flexible? You really want to start thinking about the types of skills people need to have in order to get you as a business where you want to be going."

## Review your company's bench strengths

This part of the plan forces you to turn your attention to your current staff and recognize who could grow into leaders at the company.

"Who do you have on your staff that could potentially be in those senior roles you view as important?" asked Miller.

She told the audience to make sure to consider all sources of talent within the company, especially those who have been underutilized in the workforce like women, those from Generation X and Y, and those with disabilities.

"Develop a list of candidates and select the people you think fit the

mould of a being in a senior position," said Miller.

"There are people who have a core skill that you've identified that you think is important, but they are going to have gaps or areas that they need to develop, and take a look at that. Note what you think is important for those individuals to have."

Making a list of missing skills from these candidates is important because the third step forces you to identify the skills those people in your succession plan may be lacking.

## Develop the skill sets that make a difference

The third step is closing the knowledge gap between those you've listed in your succession plan and the people who are currently working in those positions, said Miller.

She added it is important to work with the individual on a one-on-one basis with their development plan because not only will it show loyalty to your staff but it will secure their own buy-in.

"During these one-on-one conversations, find out from them how they learn best and try to facilitate from that," Miller said. "There's a number of different opportunities with staff to develop those skills, like mentoring, coaching or job shadowing."

Miller also noted that keeping these development plans simple is best, but formalizing the process and creating deadlines for action plans with your candidates will help things go more smoothly.

## Monitor and renew your efforts

"Succession planning is an ongoing activity, so you want to make sure you're constantly monitoring it to make sure its doing what you want it to do," said Miller. "This just means checking in on progress and taking action as its needed. Your HR department can check in with those people on the succession plan and speak with them on a monthly basis."

Trucking HR Canada has created an online tool to help fleets who want help with their own succession plans. You can access the online tool by visiting <http://bit.do/succession>.

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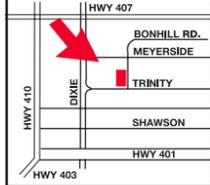
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# In pursuit of a more efficient trailer

**An ongoing road test by Cascades and Manac suggests an experimental trailer is yielding significant fuel savings**

By Carroll McCormick

BLAINVILLE, QUEBEC

Undeterred by the failure of its modified trailer to produce any fuel savings at the 2011 Energotest track trials in Blainville, Que., paper and packaging giant Cascades and trailer manufacturer Manac teamed up again in 2013 to build and road-test a second trailer.

After 10 months on the road and roughly 63,000 kilometres, fuel records suggest a 3% savings.

Since February 2014 Cascades has been making the 1,570-kilometre round-trip run between its home base in Kingsey Falls, Que. and Guelph, Ont. with this second, 53-foot wedge van. Looking at the box itself, the modifications are nearly identical to those made on the first van, which had a top front rail with a high-radius curve and six inches of slope along the rear 10 feet of the roof.

Why do an instant replay of the original modifications? After all, they yielded no fuel savings on the track. But this was troubling. The wind tunnel tests and computer simulations for the first trailer yielded a 12% reduction in drag. The researchers were confident that this would translate into fuel savings on the ground.

Looking back at their substantial effort, the collaborators, which included FPInnovations and Laval University, identified some real problems and speculated about possible reasons why PIT, which runs the Energotests, recorded no fuel savings.

“We saw that we didn’t have the exact same design as we had for the wooden model for the wind tunnel. The curves were not right, because we used an old trailer. We learned that if you want a better test, order a new trailer, but put special spec’s on it,” says Alain Boutin, director of conformity and risk management, Cascades.

In a 2013 paper that PIT director Yves Provencher and PIT technical leader Marius-Dorin Surcel wrote on wind tunnel testing versus track tri-



Manac and Cascades are road-testing version two of a more aerodynamic trailer box.

als, they suggested the wind tunnel tests for the trailer project may have had shortcomings; i.e., the trailer scale model may have been too small and the wind effects in the wind tunnel may not have properly mimicked field conditions for trailers.

It is established truth that the SAE J1321 Fuel Consumption Test Proce-

**“At every step we learn something.”**

Dany Veilleux, Manac

dure – Type II used on the track trials are unassailable. However, says Dany Veilleux, product manager, van, construction and forestry, Manac, “The track test is a small sample. We want to be (looking) for an improvement on a long test. We are confident that there is some improvement with the top rail.”

“There was no way we could get results with the tests, but radically different results on the track,” adds Tom Ramsden, vice-president sales and marketing, Manac.

In any case, Manac and Cascades

felt the project deserved a second chance. The second time around, then, instead of modifying a used trailer, Manac built a new one from scratch in its St-George plant. This yielded a more accurate reproduction of the models on which the 2011 trailer modifications were based. Also, building the second trailer served as an early test of production line construction. “Now we have the extrusions, fewer parts, it is easier to manufacture and is lighter also,” Veilleux says.

Looking at the trailer as a whole – box, chassis, tires, etc. – there are some big differences between it and the trailer run in the 2011 Energotest trials: This is a two-axle trailer. (The first trailer had three axles). The pin is set at 61 inches, instead of the usual 48 inches that Cascades usually specifies. This sets the trailer closer to the tractor, reducing the gap and aerodynamic drag. It is also tricked out with side skirts and Hendrickson air bags that the driver can overinflate to raise the van floor flush to the dock.

Aware of the risk of an apples-to-bananas comparison, Cascades has been comparing the fuel records of the second trailer with those of an unmodified truck doing the same run. It has been carrying the same cargo weight

and, except for the roof modifications, modified suspension and 255R7022.5 duals instead of super-singles, it is configured nearly the same way.

Whether this Macintosh-to-Cortland comparison unequivocally demonstrates that the reduced fuel consumption is because of the changes to the box alone is a headache for another day. “Probably the thing we have to do is put the trailer on the track, with skirt and singles,” Boutin suggests.

Heretical as it may be to even think it, perhaps that top rail curve and rear top drop are doing something that the SAE procedure does not reveal.

In any case, Manac and Cascades are learning, and moving in the direction that trailer design may be going in North America. “Cascades is always aware of new things on the market. If you have something new with promising results, we will be willing to try it,” Boutin says.

“At every step we learn something,” Veilleux says. “It is important to cross-verify designs by different means.” As well, Ramsden adds, “Work that is being done in the engineering environment can sometimes be considered slow and methodical, but at each step we are able to modify and fine-tune things and move to the next step.”

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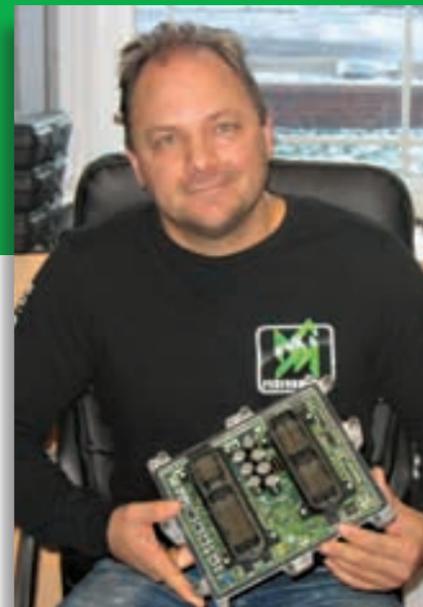
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# TUNED IN

**In 2014, roughly 5,000 fleets and owner-operators turned to Diesel Spec to have their engines tuned for improved performance. Here's why.**



**D**oes your truck engine lack power? Is the fuel economy worse than what you were expecting? Do you work in an off-road environment and suffer from downtime caused by the emissions systems on 2007 and newer model year trucks? Diesel Spec can help.

The Canadian company performs engine ECM tuning for customers around the world through its growing network of authorized dealers. We caught up with Christian Fournier, president of Diesel Spec Inc., to learn more about the benefits of this service.

**Q:** What exactly is engine tuning and why is it necessary?

**A:** ECM (electronic control module) tuning is the process of fine-tuning the software program that controls your engine management system. More power, greater response and lower fuel consumption are some of the advantages that a tuning will offer. What's more, tuning an ECM has no negative effect on exhaust emissions or the life of an engine.

**Q:** Don't heavy-duty engines come from the factory already optimized for performance?

**A:** No. Most engines will not have the power they should. For example, if you buy a truck with a 500 horsepower engine, you may have under 415 horsepower at the rear wheel. We can provide the 500 horsepower to the rear wheel without changing any parts and keep the engine safe.

**Q:** What kind of results do customers typically see once their engine has been tuned?

**A:** We have no limits on power, but an average tuning will give about 50 more horsepower and 100 foot pounds of additional torque. You can expect between 5% to 20% in fuel economy improvement.

**Q:** Can you talk about the investments Diesel Spec has made in equipment to do this work?

**A:** In the last 10 years, we have invested more than a million dollars in custom hardware and software as well as truck testing. We actually invest \$300,000 per year now in publicity, truck shows and event sponsorships.

**Q:** I understand your service network is growing. Can you talk about the new locations?

**A:** Our business has exploded in the last three years. We should have 200 DSI authorized dealers before 2015, in eight different countries, including: Canada; the US; Mexico; France; New Zealand; Australia; South Africa and Brazil.

**Q:** Which types of engines and which model years will receive the greatest benefit from tuning?

**A:** We can tune any Cummins, Caterpillar, Detroit Diesel, Mercedes, Paccar, International, Mack, Volvo and more from the year 2000 to present. Results will be different on each of them, depending on how you drive and the applications you are in.

**Q:** Do current generation engines benefit from engine tuning or just older models?

**A:** New 2013 generation engines will still benefit, but less than older models, because today's engines have more emission controls systems on them, which can interfere with performance.

The only way to have a very good result with the new engines is by doing an "off-highway tuning," which will eliminate the EGR, DPF and urea.

You can then expect amazing results on performance and fuel economy, but will lose the engine warranty if it still exists. This is only available for off-highway application, depending on which country, province or state laws apply.

**Q:** What do customers need to know about OEM warranty coverage and how it will be affected by this procedure?

**A:** All our performance and fuel economy tuning is not detectable by OEM dealers. There is no need to add any modules. Everything is done directly in the microprocessor of the engine's electronic control module (ECM).

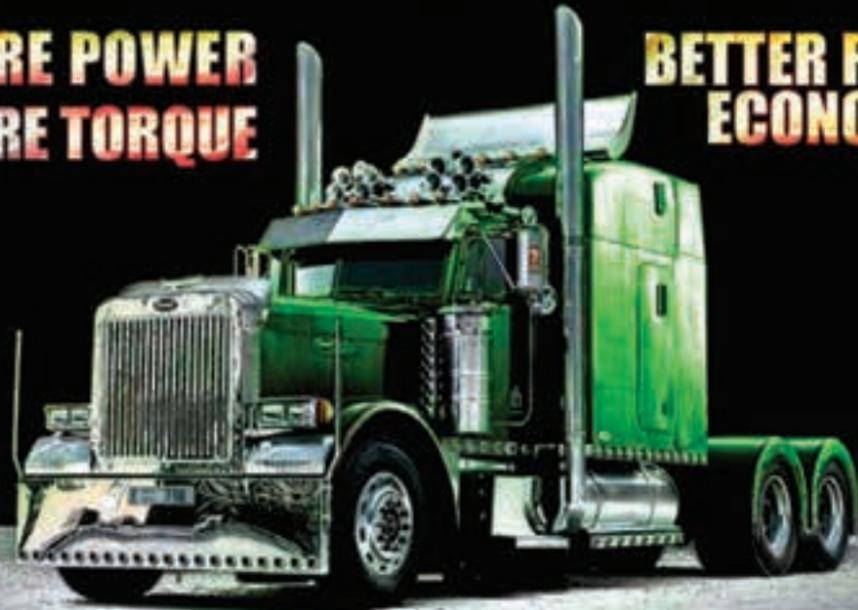
**Q:** Do you offer any guarantees and is the service reversible if benefits aren't achieved?

**A:** We offer a 30-day satisfaction warranty or money back on all our tuning, so the customer has plenty of time to try it, and has nothing to lose by trying it. We can go back to the original calibration any time. With more than 5,000 trucks tuned this year, we had to refund only two customers.

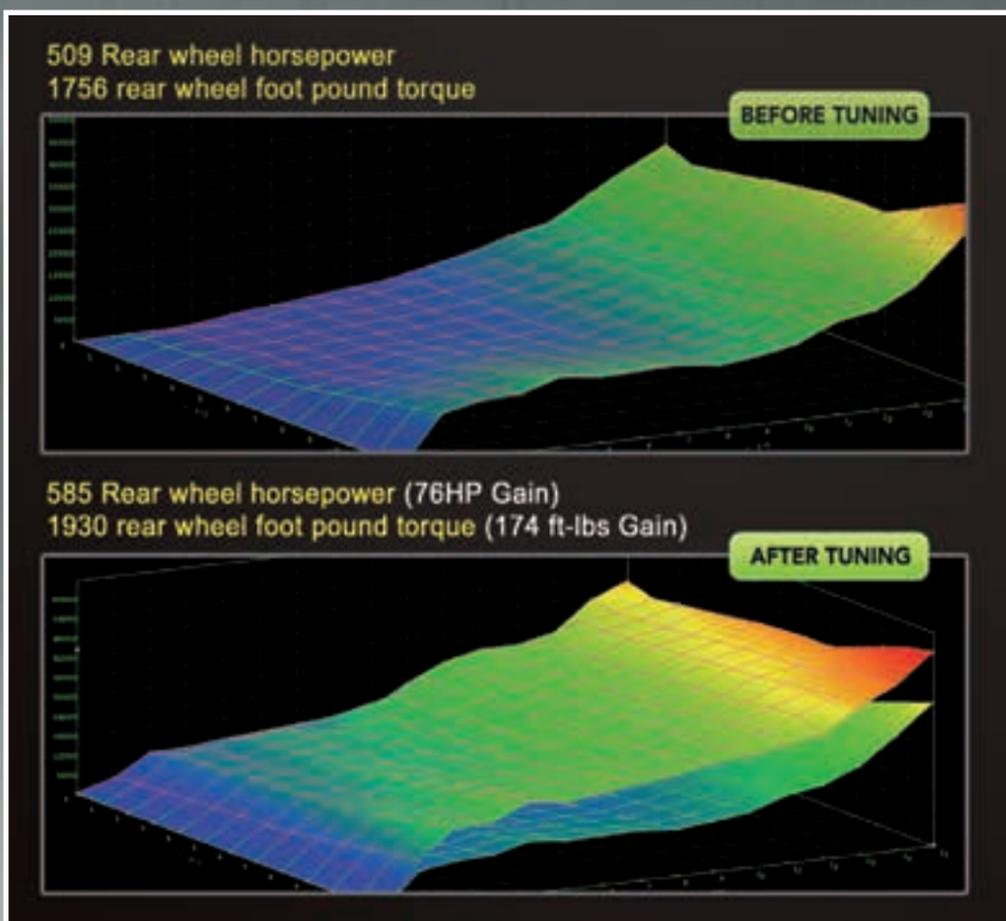


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# Fourgons Leclair relocates and expands Quebec plant

By Sonia Straface

TERREBONNE, QUEBEC

Fourgons Leclair, a company that specializes in manufacturing and building customized truck bodies for every application, has relocated its facility to Terrebonne, Que. The new building and land was an \$8-million investment by the company, which nearly tripled its plant size with the relocation. The company was established in 2004 though its founder, Marc Leclair, has been in the trucking industry for nearly 30 years. In the last 10 years, Fourgons has built more than 4,000 units.

The new facility is a whopping 78,000 sq.-ft., which sits on a 250,000 sq.-ft. lot. It features many improvements over its old plant, including more hydraulic lifts.

According to Charles Plourde, director, sales and marketing, the move from the company's old plant was only logical because of how quickly it grew in the last few years.

"We simply outgrew our other plant," he said. "Our old plant was only 23,000 sq.-ft. and in the last three to four years we've seen major growth in our industry, so we ran out of room. We didn't have parking places for trucks. In our line of work we deal with retail sales and fleet sales for leasing companies...and sometimes you get a large fleet deal and they receive multiple vehicles and we couldn't park them anywhere and the plant just couldn't take all those orders anymore."

The new facility caters to the faithful employees, as well.

"We want the employees to have a good work environment," said Plourde. "So we put in a better ventilation system and there's a lot of natural light in the building."

Plourde added that the move to the new plant also had to do with the two recent and major partnerships Fourgons Leclair has invested in.

For the last two years, the company has partnered with Dhollandia, the largest tailgate manufacturer in Europe (they pump out 42,000 tailgates a year in Europe according to Plourde, a number way up from the North American leader who manufactures only 28,000 a year in the continent).

Plourde said this partnership has helped grow its customer base.

"It's a brand new line of product for us," he said. "Customers appreciate it, which is good because it pushes customers in our direction."

Fourgons Leclair has also partnered with Italian company Rolfo Plastic Gall. The company currently imports kits from Rolfo for its insulated and reefer units because of the high-quality sandwich panels system that the company says surpasses the quality of the same systems found in North America.

Today, Fourgons employs 60 people at its plant, but it plans on increasing that number as sales grow. Plourde says Fourgons hopes to have 30 more employees working at the facility in the next two to three years.

"We also hope to double our sales in the next three years," he said. "That may be a bit aggressive but that's what we hope to happen." ●



Quebec truck body manufacturer Fourgons Leclair has moved into a bigger plant to accommodate its growth. It hopes to add 30 staff and double its sales from its new home.

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# OTA recognizes its best

TORONTO, ONTARIO

There were plenty of awards given out at the Ontario Trucking Association

(OTA) Convention and Executive Conference at the Ritz-Carlton in Toronto in mid-November, honouring the most heroic, safe and dependable people in

the Ontario trucking community.

First up, the Bridgestone-OTA Truck Hero award was given to Ian Fleury of Canada Cartage, who has been driving for more than 25 years. Fleury was given the award for the courageous action he took during two separate inci-

dents this past winter.

In March while driving on Hwy. 81 in the Poconos Mountains, Fleury watched as a pickup truck in front of him veered into a truck driver's lane and caused a major collision. The truck overturned on impact and both



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trucks slammed into the guardrail. Fleury pulled over immediately to try and help out.

"The passenger door (of the crumpled tractor-trailer) was jammed shut so I ran back to my truck and grabbed a cell phone and load bar. I returned to the (crashed) truck and told the guy to watch out. Then I smashed the window," he recalled.

Fleury then helped the driver out of the cab and called 911.

Less than two weeks later, while driving along Hwy. 401 after a snowstorm, Fleury noticed smoke and flames from a stalled car ahead of him. He quickly jumped to action after noticing the immediate danger (and the fact that the driver was still in the car) and quickly blocked two lanes creating a barrier between other cars and drivers and the burning car. Fleury told the driver inside the burning car to quickly get out of the vehicle (the driver was not aware his car was on fire) and shortly thereafter the car became completely engulfed in flames. Thanks in large part to Fleury, no one on the highway was harmed.

"Honestly, I didn't think what I did was that special," he said. "I think I just did what anybody who would come across something like that would do - at least you would hope they would."

Canada Cartage president Jeff Lindsay said Fleury is a "gentle giant" who is always thinking of others. "We'd clone him if we could. Ian always seems to put others first. He wears a baseball cap instead of a cape, but other than that he's superman around here."

David Bradley, president of the

OTA said: "Ian always appears ready to answer the call to lend a helping hand or come to the rescue of someone in need. It takes a special person to put themselves at risk for the sake of strangers. OTA is proud to present this award to such an extraordinary driver. He does the industry proud."

The 2014 Volvo Trucks Canada-OTA Ontario Driver of the Year was named at the convention as well. Dale Cockins of Meyers Transport was the thrilled recipient.

He has been driving for 47 years and has accumulated 8.5 million accident-free kilometres.

"For me, this award is like going to heaven," said Cockins, who grew up Roslin, Ont. "At this point in my career, being recognized for doing a good job in the industry I love and have spent my life in is something that's very special to me. I am extremely grateful."

President of Meyers Transport, Jacques Meyers said: "He's efficient, he's dependable and above all, he's safe. Equally important, he always puts customers first. He goes the extra mile to make sure our customers are happy whether he's met them or not."

Cockins was one of the drivers who volunteered to deliver food and supplies to those in need during the 1998 ice storm in Quebec and Eastern Ontario - a moment he said was the most gratifying of his career.

"It was trucks that got people back on their feet - it was trucks!" he said. "I'll never forget that - the smiles, the handshakes - just how thankful they were for every load. That'll stay with me forever."

Volvo Trucks' Ontario district man-

ager, Peter Currie said: "It's an absolute pleasure to present this award to a driver as deserving as Dale. Dale personifies what truck driving should be about - courteous, professional and safe. He genuinely cares about the people he works with, his customers and the other drivers he shares the roads with."

Finally, the Shaw Tracking-OTA Service to the Industry Award was given to Scott Smith, president and CEO of JD Smith.

Kate Rahn, national director, sales and marketing of Shaw Tracking, who presented Smith with the award said, "Scott exemplifies the important history of this prestigious award and the traits of the best industry leaders -

commitment, responsibility and compassion. It is inspiring to know that this award is just a milestone in Scott's career and that we can look forward to many more years of contribution from Scott to the Ontario trucking industry."

Smith was chairman of the OTA from 2004 to 2006 and is the current chair of the OTA Education Foundation as well as a board member on the Trucks for Changes network.

"I remember meeting Scott when we were both very young and starting out in the business - he with JD Smith and me with OTA," said Bradley. "Not only was Scott clearly a principled and intelligent person, it was evident from the outset how much Scott cared about the industry and for OTA." ●

## Scott Tilley named OTA chairman

TORONTO, ONTARIO

The Ontario Trucking Association has named its new chairman at its annual general meeting in Toronto. The new chairman is Scott Tilley, co-president of the Tandet Group based in Oakville, Ont. Tilley has served on the OTA Board of Directors for the last two decades and is a director on the board of the Canadian Trucking Alliance and Trucks for Change Network. Tilley said in this position he will focus on the sustainability of the OTA.

"OTA has a great history and is one of the most effective trade associations in any industry," he said. "While I'd put OTA's track record up against any other association, organizations need to be dynamic to stay on top; they need a vision of who they are, what they stand for, where they're going and what they need to do to get there."

Tilley joined Tandet in 1985. The company was and still is a family business today, as he runs the company with his brother.

"Being in a family business is challenging enough; being in a family business in the trucking industry can bring even more challenges," he said. "Many trucking companies are family-owned and operated. The OTA has allowed me to meet and share experiences on the challenges of a family trucking business, while also sharing and learning from corporate OTA members. I have found this mix to be enormously helpful over the years." ●

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# Ontario now allowing year-round LCV operations

## Transport Minister also endorses mandatory ELDs, stability systems at OTA convention

TORONTO, ONTARIO

Steven Del Duca, the Ontario Minister of Transportation dropped some major announcements and policy changes at the Ontario Trucking Association's (OTA's) annual convention in November.

Del Duca told about 500 attendees of the OTA convention that he supports electronic logging devices (ELDs).

"Ontario also supports the concept of using electronic logging devices as an effective tool for monitoring hours-of-service compliance by commercial motor vehicle drivers," he said. "Ontario believes an effective ELD mandate is one that is adopted nationally, and supports the work already underway by Transport Canada to determine if ELDs should be

mandated on extra-provincial carriers. MTO will continue to work with Transport Canada, and our provincial-territorial colleagues to create a national solution - if a national solution is not reached, Ontario will look at other options."

He is the first transportation minister in Canada to officially show his support for ELDs.

As well, Del Duca said "stability control systems, such as electronic stability control (ESC) and roll stability control (RSC), are an effective tool that can help prevent rollovers and loss of control in certain types of crashes. Transport Canada is responsible for the development of manufacturing and safety standards for new and imported vehicles, including equipment required on trucks and

trailers. Ontario supports the concept of mandatory ESC/RSC systems and we believe an effective mandate would be one that is designed and adopted nationally. We strongly encourage Transport Canada to develop a national standard that would require these systems on all newly manufactured large trucks and buses by a specified date."

Lastly, the minister said that 12-month LCV operations would begin this year.

"We've given consideration to extending the operating season for long combination vehicles to year-round operations," he said. "I am pleased to announce that we will be moving forward with 12-month operations for LCVs for the upcoming 2014/2015 winter season. You will hear from ministry officials in the coming days about this will be rolled out."

President of the OTA, David Bradley, commended Del Duca saying: "These

announcements, combined with Minister Del Duca's recent endorsement of mandatory entry-level training and the introduction of legislation that allows for an extension to the maximum overall B-Train combination length, is the kind of leadership we need."

The minister followed up saying, "Ontario is a leader in truck safety standards and enforcement. This is in large part due to our longstanding and successful partnership with the Ontario Trucking Association. You have been a truly steadfast partner in the sometimes difficult but always important task of keeping our roads safe for all road users - resulting in our shared legacy of having among the safest roads in North America...The number of deadly collisions on our roads involving large trucks has declined - despite growing truck traffic. Current statistics show an over 40% decrease in the number of deaths due to collisions with large trucks. During the same time, the number of large trucks on our roads increased by almost 25%." ●



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## Ontario Fleet Safety Council doles out awards

By Carolyn Gruske

NIAGARA FALLS, ONTARIO

The Fleet Safety Council took some time out from educating its members to honour some deserving ones during its 23rd Annual Educational Conference in early November.

### Toronto Chapter Safety Person of the Year: Don Gray

Gray is a veteran in the industry, having worked for more than 30 years as a fleet safety manager and an instructor. According to the Fleet Safety Council, Gray is one of the few LCV master instructors in Canada. He holds a wide range of certifications and designations including road safety instructor and air brake inspector (from the Ontario Safety League) and is a Fleet Smart program heavy vehicle master trainer (from Transport Canada and Natural Resources Canada).

### Driver of the Year: Ken Rabidoux

Rabidoux has been working for Ryder Canada since 2009 and has played an active role in the company since being hired. He has provided several suggestions on "safety alerts" to the dispatch team so it can alert other drivers to possible hazards. He has a sharp eye and always catches minor issues during pre- and post-trip inspections so they can be fixed before becoming major problems.

### Central Ontario Chapter Safety Person of the Year: Jerry Krauskopf

An employee of Wayfreight Transportation in Guelph, Ont., Krauskopf is known for his positive attitude, his commitment to helping others and his interest in problem solving. He has a strong rapport with drivers and recognizes the value they bring to the company and the efforts they make in being safe. Krauskopf is known for his training techniques and comprehensive training plans, for fully documenting safety and compliance programs, and for working to improve all the programs and plans he designed. ●

# Mergers and acquisition activity expected to remain high

Continued from page 1

sult in a very strong year for retail sales of equipment in 2015.

## Closer to home

David Bradley, head of the Ontario Trucking Association and Canadian Trucking Alliance, was more subdued when discussing the year ahead for Canadian carriers.

"I would characterize the market right now as okay and stable," he said. "You get mixed views in terms of how robust carriers think things are, depending on who their customer is and the product they're hauling. One thing I think is clear; there appears to be a real pickup underway in the US and I think the hope is that if they can raise that ship then that will raise all other boats as well."

A strengthening US economy has resulted in greater demand for south-bound freight than what has been seen in recent years. Bradley said a weaker Canadian dollar and strong US demand could bode well for Canadian cross-border carriers but whether that will spur direct investment within Ontario remains to be seen.

"There's lots of reasons for optimism," Bradley said. "But maybe because I'm an economist I would always use the term *cautious* optimism. We're not out of the woods yet in terms of the economy in North America."

## Policy priorities

The new year is shaping up to be a busy

one on the regulatory front in Canada.

"I think we're going to finally see the whites of government's eyes here on issues like electronic logging devices (ELDs)," said Bradley, noting the US is expected to reveal its regulation - likely a universal mandate requiring their use - by Sept. 30. "That's the direction we have been advocating in Canada for

dem solution and apply that in Canada. It behooves all the governments here to start working together on these things."

And of course this being Canada, there are many regional worries that need to be seen to as well, Bradley noted, citing the weight limitations placed on wide-base single tires in Western Canada as one example.

**"I think everyone understands that the industry...is as primed for consolidation as it has ever been."**

Mike McCarron, M&A, Wheels Group

about a decade," Bradley said of a universal mandate for ELDs.

Bradley will be watching closely as the US reveals its next round of greenhouse gas (GHG) emissions standards for heavy trucks. While previous GHG reductions were easily applied uniformly in the US and Canada, that could change as the requirements become more stringent, Bradley noted.

"In our view, the first round, the government of Canada could get away with simply adopting what the US did without consulting the provinces," he said. "This time around, we don't think that will fly. In all likelihood it's going to be looking at both the tractor and the trailer. With the kinds of configurations we have here we're not going to be able to take the 80,000-lb tandem-tan-

In Ontario, mandatory training for entry-level drivers will be on the agenda, though Bradley said he'd be surprised if it is implemented before 2016.

"I think it will start to take shape (in 2015)," Bradley said.

Cross-border carriers will watch with interest as a pilot project for in-transit shipments in the US is conducted. Nine Canadian carriers will participate beginning in the summer, with the hope Canada and the US will permanently allow domestic freight to be moved across international borders. This could affect, for instance, how domestic freight is hauled from the Greater Toronto Area to Vancouver, with trucks permitted to run through the States. The same benefits would apply to US carriers, who would

be able to move freight such as mail, for example, through Canada from Buffalo to Detroit or to more easily transport domestic freight from Alaska down through B.C.

Bradley hopes the project will prove successful and also hopes for some progress towards allowing the repositioning of empty trailers in each country.

"Those are the kinds of things that each on their own might not seem like a lot, but in combination if we can get some of this stuff done it can help facilitate cross-border trucking and trade in general," Bradley said.

## M&A outlook

The past 12 months have seen some major merger-and-acquisition blockbusters, the most notable among them TransForce's purchase of Contrans. Another major deal involved Kriska Group and Mullen Group, which formed a new joint venture that will be looking to grow further through acquisition.

We asked Mike McCarron, M&A with Wheels Group, whether M&A activity will accelerate or slow down in the year ahead.

"Over the next year to 18 months, there's going to be a lot of movement," he predicted. "I think everyone understands that the industry - both on the asset side and non-asset side - is as primed for consolidation as it has ever been, because the reality is, without scale and technology moving forward,

Continued on page 25

# JOE SWEARS BY IT

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# 2015 Calendar of Events

## January

Jan. 16 – **Toronto Transportation Club Ski Day** – Craighleith Ski Club, Blue Mountains, Ont. [www.torontotransportationclub.com](http://www.torontotransportationclub.com)

Jan. 17-21 – **National Private Truck Council's Private Fleet Management Institute** – Jacksonville, Fla. [www.nptc.org](http://www.nptc.org)

Jan. 22 – **Delta Nu Alpha's Speed Networking event** – Toronto Airport West Hotel, Mississauga, Ont. [www.deltanualpha.ca](http://www.deltanualpha.ca)

Jan. 18-20 – **Retail Industry Leaders Association's Leadership Forum** – The Ritz-Carlton, Amelia Island, Amelia Island, Fla. [www.rila.org](http://www.rila.org)

Jan. 19-22 – **National Biodiesel Conference and Expo** – Fort Worth Convention Center, Fort Worth, Tex. [www.biodieselconference.org](http://www.biodieselconference.org)

Jan. 21-23 – **SAE's Government/Industry Meeting** – Washington, D.C. [www.sae.org](http://www.sae.org)

Jan. 26-29 – **Heavy Duty Aftermarket Week** – The Mirage Hotel, Las Vegas, Nev. [www.hdaw.org](http://www.hdaw.org)

Jan. 26-30 – **Commercial Vehicle Safety Alliance's COHMED Conference** – Hyatt Regency Long Beach, Long Beach, Calif. [www.cvsa.org](http://www.cvsa.org)

## February

Feb. 2-4 – **Managing Your Supply Chain & Logistics for Success Course** – Miles S. Nadal Management Centre, Toronto, Ont. [www.seec.schulich.yorku.ca](http://www.seec.schulich.yorku.ca)

Feb. 8-15 – **Toronto Trucking Association's Convention** – Sandals Grande Antigua Resort and Spa, Antigua. [www.torontotrucking.org](http://www.torontotrucking.org)

Feb. 16-19 – **TMC Annual Meeting & Transportation Technology Exhibition** – Music City Center, Nashville, Tenn. [www.trucking.org](http://www.trucking.org)

Feb. 23-26 – **Cold Chain GDP & Temperature Management Logistics Summit** – Hilton Montreal Bonaventure, Montreal, Que. [www.coldchainpharm.com](http://www.coldchainpharm.com)

## March

March 3-4 – **Green Truck Summit** – Indiana Convention Center, Indianapolis, Ind. [www.ntea.com](http://www.ntea.com)

March 4-6 – **The Work Truck Show** – Indiana Convention Center, Indianapolis, Ind. [www.ntea.com](http://www.ntea.com)

March 8-10 – **IWLA's Convention and Expo** – Westin Savannah Harbor Golf Resort and Spa, Savannah, GA. [www.iwla.com](http://www.iwla.com)

March 8-11 – **Truckload Carriers Association's Annual Convention** – Gaylord Palms, Kissimmee, Fla. [www.truckload.org](http://www.truckload.org)

March 15-19 – **Truck Renting and Leasing Association's Annual Meeting** – Omni Amelia Island Plantation, Amelia Island, Fla. [www.trala.org](http://www.trala.org)

March 26 – **Delta Nu Alpha's Dinner and Seminar** – Toronto Airport West Hotel, Mississauga, Ont. [www.deltanualpha.ca](http://www.deltanualpha.ca)

March 26-28 – **Mid-America Trucking Show** – Kentucky Expo Center, Louisville, Ken. [www.truckingshow.com](http://www.truckingshow.com)

## April

April 10 – **Manitoba Trucking Association's Annual General Meeting** – Fort Garry Hotel, Winnipeg, Man. [www.trucking.mb.ca](http://www.trucking.mb.ca)

April 12-16 – **CVSA Workshop** – Hyatt Regency Jacksonville Riverfront, Jacksonville, Fla. [www.cvsa.org](http://www.cvsa.org)

April 16-18 – **Expocam** – Place Bonaventure, Montreal, Que. [www.expocam.ca](http://www.expocam.ca)

April 18-22 – **Material Handling Equipment Distributors Association's Annual Convention and Exhibitor's Showcase** – JW Marriott San Antonio Hill Country Resort and Spa, San Antonio, Tex. [www.mheda.org](http://www.mheda.org)

April 21-23 – **SAE World Congress** – Cobo Center, Detroit, Mich. [www.sae.org](http://www.sae.org)

April 23 – **Delta Nu Alpha's Dinner and Seminar** – Toronto Airport West Hotel, Mississauga, Ont. [www.deltanualpha.ca](http://www.deltanualpha.ca)

April 26-28 – **NPTC Educational Management Conference & Exhibition** – Cincinnati, Ohio [www.nptc.org](http://www.nptc.org)

April 12-15 – **National Shippers Strategic Transportation Council Annual Conference And Transportation Expo** – Walt Disney World Swan and Dolphin Resort, Lake Buena Vista, Fla. [www.nasstrac.org](http://www.nasstrac.org)

## May

May 1-2 – **Alberta Motor Transport Association Annual Conference** – Chateau Lake Louise Hotel, Banff, Alta. [www.amta.ca](http://www.amta.ca)

May 3-6 – **Retail Asset Protection Conference** – Gaylord Palms Resort, Orlando, Fla. [www.rila.org](http://www.rila.org)

May 3-6 – **Warehousing Education and Research Council's Annual Conference** – Hyatt Regency Hotel, Orlando, Fla. [www.werc.org](http://www.werc.org)

May 4-7 – **Alternative Clean Transportation Expo** – Dallas, Tex. [www.actexpo.com](http://www.actexpo.com)

May 5-7 – **IANA's Operations, Safety and Compliance Seminar** – Oak Brook Hills Resort, Oak Brook, Ill. [www.intermodeal.org](http://www.intermodeal.org)

May 13 – **Trailer Wizards Customer Appreciation Day** – Winnipeg, Man. [www.trailerwizards.com](http://www.trailerwizards.com)

May 27 – **Trailer Wizards Customer Appreciation Day** – Delta, B.C. [www.trailerwizards.com](http://www.trailerwizards.com)

May 30-June 2 – **Heavy Duty Distributor Council Annual Conference** – Markham Conference Centre, Markham, Ont. [www.hddc.ca](http://www.hddc.ca)

## June

June 2 – **Trailer Wizards Customer Appreciation Day** – Saskatoon, Sask. [www.trailerwizards.com](http://www.trailerwizards.com)

June 3 – **Trailer Wizards Customer Appreciation Day** – Regina, Sask. [www.trailerwizards.com](http://www.trailerwizards.com)

June 5-6 – **Atlantic Truck Show** – Moncton Coliseum Complex, Moncton, N.B., [www.masterpromotions.ca](http://www.masterpromotions.ca)

June 10 – **Trailer Wizards Customer Appreciation Day** – Edmonton, Alta. [www.trailerwizards.com](http://www.trailerwizards.com)

June 10-12 – **Supply Chain Management Association's National Conference** – Halifax, N.S. [www.supplychaincanada.com](http://www.supplychaincanada.com)

June 11 – **Trailer Wizards Customer Appreciation Day** – Calgary, Alta. [www.trailerwizards.com](http://www.trailerwizards.com)

June 12-14 – **BCTA's Annual General Meeting and Management Conference** – Whistler, B.C. [www.bctrucking.com](http://www.bctrucking.com)

June 16-19 – **Canadian Council of Motor Transport Administrators's Annual Meeting** – Yukon Convention Centre, Whitehorse, Yukon, [www.ccmta.ca](http://www.ccmta.ca)

June 18 – **Trailer Wizards Customer Appreciation Day** – Montreal, Que. [www.trailerwizards.com](http://www.trailerwizards.com)

June 22-25 – **SAE Noise and Vibration Conference and Exhibition** – Grand Rapids, Mich. [www.sae.com](http://www.sae.com)

June 25 – **Trailer Wizards Customer Appreciation Day** – Mississauga, Ont. [www.trailerwizards.com](http://www.trailerwizards.com)

## July

July 3-4 – **Great Lakes Truck Club's Antique and Classic Truck Show** – Clifford, Ont. [www.greatlakestruckclub.com](http://www.greatlakestruckclub.com)

July 7 – **17th Annual Link Conference and Charity Golf Tournament** – Lionhead Golf and Country Club, Brampton, Ont. [www.transcore.ca](http://www.transcore.ca)

July 11 – **Ontario Truck Driving Championships** – [www.otdc.ca](http://www.otdc.ca)

July 24-26 – **Fergus Truck Show** – Fergus, Ont. [www.fergustruckshow.com](http://www.fergustruckshow.com)

## August

Aug. 15 – **Quebec Truck Driving Championships** – Centre de formation du transport routier Saint-Jérôme, Saint-Jerome, Que. [www.carrefour-acq.org/](http://www.carrefour-acq.org/)

Aug. 27-29 – **Great American Trucking Show** – Dallas, Tex. [www.gatsonline.com](http://www.gatsonline.com)

## September

Sept. 10-12 – **North American Trailer Dealers Association Trade Show and Convention** – Music City Center, Nashville, Tenn. [www.natda.org](http://www.natda.org)

Sept 10-13 - **National Truck Driving Championships** – Regina, Sask. [www.saskstrucking.com](http://www.saskstrucking.com)

Sept.12 – **Saskatchewan Trucking Association's Annual General Meeting & Gala** – Regina, Sask. [www.saskstrucking.com](http://www.saskstrucking.com)

Sept. 16-18 – **North American International Powertrain Conference** – Chicago, Ill. [www.sae.org](http://www.sae.org)

Sept. 21-24 – **TMC Fall Meeting** – Walt Disney World Swan & Dolphin Resort, Orlando, Fla. [www.trucking.org](http://www.trucking.org)

Sept. 23-25 – **National Trailer Dealers Association's 25th Annual Convention** – Diplomat Resort & Spa, Hollywood, Fla. [www.ntda.org](http://www.ntda.org)

Sept. 29-Oct. 1 – **SAE Thermal Management Systems Symposium** – Troy, Mich. [www.sae.org](http://www.sae.org)

Sept. 30 – **Transportation Innovation & Cost Savings Annual Conference** – Toronto Reference Library, Toronto, Ont. [www.transportconference.org](http://www.transportconference.org)

## October

Oct. 14 – **Surface Transportation Summit** – Mississauga Convention Centre, Mississauga, Ont. [www.surfacetransportationsummit.com](http://www.surfacetransportationsummit.com)

Oct. 14-16 – **APTA's 2015 Fall Conference and Annual General Meeting** – Delta Halifax, Halifax, N.S. [www.apta.ca](http://www.apta.ca)

Oct. 17-20 – **ATA Management Conference and Exhibition** – Pennsylvania Convention Center, Philadelphia, Penn. [www.trucking.org](http://www.trucking.org)

Oct. 25-27 – **CITT's Canada Logistics Conference 2015** – Hilton Hotel & Suites, Niagara Falls, Ont. [www.citt.ca](http://www.citt.ca)

## November

Nov. 11-12 – **Ontario Trucking Association's Annual Convention** – Ritz-Carlton Hotel, Toronto, Ontario. [www.otaconvention.ca](http://www.otaconvention.ca)

## December

Dec. 3 – **BCTA Christmas Party** – Surrey, B.C. [www.bctrucking.com](http://www.bctrucking.com)

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# Are lower diesel prices here to stay?

Continued from page 23

"I'm not sure you're going to be able to survive."

McCarron anticipates a quieter year from TransForce, though he indicated they could be divesting their waste segment and some of their truckload businesses in 2015. He said he expects more US carriers to show interest in acquiring Canadian companies and also predicted the arrival of some new home-grown buyers as well.

"We're going to see some new players - some new people getting into the M&A game," McCarron predicted. "We'll see some new public entities and some Americans making noise as well."

For trucking company owners looking to sell, McCarron said it makes more sense to do so when business is good, which could drive more transactions.

"A lot of owners are going to be reluctant to sell, because business is so good," McCarron said. "But the best time to sell is when business is good. When you wait till business is bad, it's much harder to sell your business. You will get more money now because your earnings are better. The guys who get out when business is good are going to reap the benefit. When business is bad, you are not negotiating from a strong point. It's very hard to negotiate when you're not prepared to walk away and when business is good, you don't have to do a deal. One of the key points that's going to be interesting to see is, is our industry perceptive enough to get out while business is good? Like any business, it's very cyclical."

## Diesel prices

One of the biggest questions weighing on the minds of both shippers and trucking company executives will be the future of diesel prices. Roger McKnight, chief petroleum analyst with En-Pro International, told *Truck News* there will continue to be some relief at the pumps for the next six months, after which prices will once again rise rapidly.

Diesel prices have eased in recent weeks as the price of crude oil has plummeted. However, McKnight noted current inventories heading into the winter season "aren't that great" and added that demand for home heating oil will mean that diesel prices won't follow the same, sharp downward trajectory as crude.

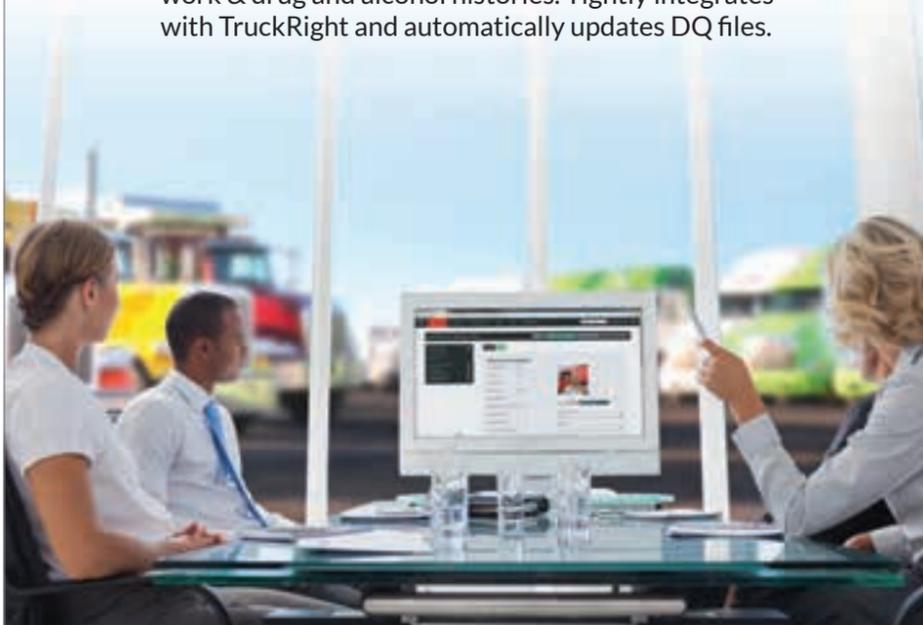
"This is heating oil season so demand for diesel and heating oil is much higher this time of year than in the summer," he said. "That's one reason we're not seeing a complete match with the cost of crude."

However, for now fleets should enjoy the fact that diesel prices are lower because relatively cheap diesel isn't going to last, McKnight warned.

"The Saudis may be able to live with this low cost of crude, but nine of the other 12 (OPEC nations) can't. I think crude will stay low for about six months and then things will start to recover and go back up again rather rapidly," he predicted. "These low prices will last a maximum of six months, so we're probably looking at into June, then after that things will start to go back up again." ●

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## It's Team Canada vs Team USA in next Healthy Fleet Challenge

By Sonia Straface

LONDON, ONTARIO

The next Healthy Fleet Challenge will be the biggest yet.

This time around, the American Trucking Associations (ATA) has partnered with Healthy Trucker and *Truck News*, expanding the competition across the continent and into the United States.

The competition will begin on the first day of the new year, Jan. 1, 2015 and run over five months with a month-long break in between each leg of the competition as follows:

- Healthy Fleet Challenge Competition 1 - Jan. 1 to Jan. 31
- Healthy Fleet Challenge Competition 2 - March 1 to March 31
- Healthy Fleet Challenge Competition 3 - May 1 to May 30

This will be the third official Healthy Fleet Challenge. Carriers, associations and allied trades can form a team of five or people by sending their information to [info@healthytrucker.com](mailto:info@healthytrucker.com).

At the end of the five months, the team that records the largest average step count will be named the winner. This competition will also track the average steps of Team Canada (all Canadian carriers) and Team USA (all US carriers) to see which country is more active.

Glenn Caldwell, vice-president of corporate development at Healthy Trucker said expanding the competition into the US was only logical because of the awareness the company is trying to create: "The reason for our expansion into the US is simple - demand. Although one of the top reasons for this demand is awareness of the growing obesity epidemic especially in trucking, we believe that the main motivating factor is the cost of health care south of the border. Compared to Canada, US employers are responsible for a much greater share of the costs related to health insurance. The fleets we're talking to feel this is a win-win - they can improve the lives of their drivers (and their families), while saving potentially significant costs related to health care."

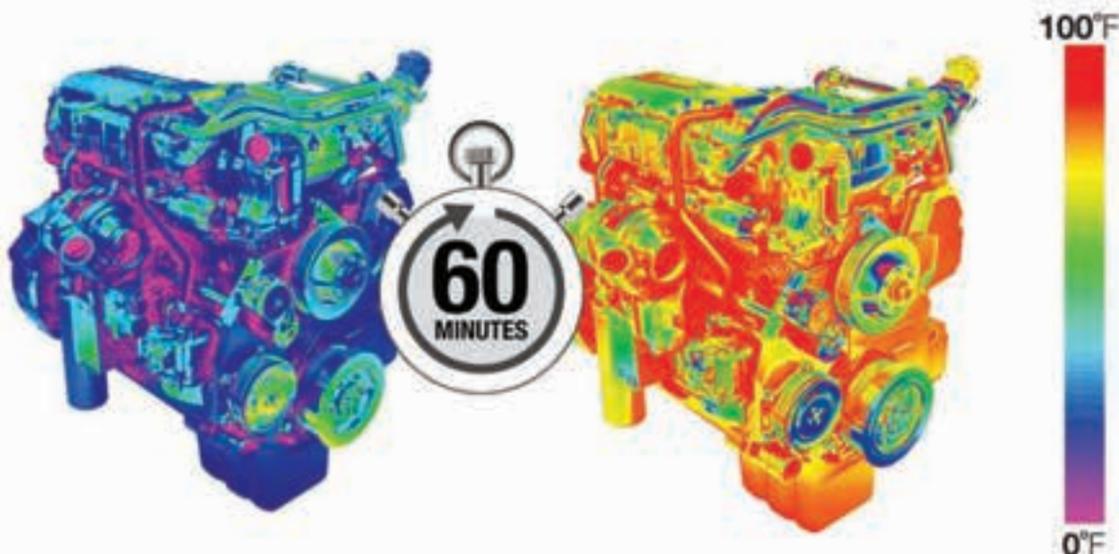
The ATA was happy to jump on-board with Healthy Trucker with this competition after a miniature Healthy Fleet Challenge took place between the ATA Leadership and America's Road Team at the Management Conference & Exhibition in San Diego this past October.

"You could tell that the challenge was very well received," said Bill Graves, president and CEO of the ATA. "I think the challenge underscored the importance that we all know in our lives we need to stay active, we need to keep moving and try to work towards being as fit and healthy we can be."

Elisabeth Barna, senior vice-president, communications and public affairs at the ATA said: "This past challenge was a huge success and we wanted to keep the momentum going with a follow-up competition that will include

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many of our state associations, America's Road Team Captains and ATA leadership. We loved the idea of having a friendly competition with our friends

**“The reason for our expansion into the US is simple – demand.”**

Glenn Caldwell, NAL Insurance

from the North. It made perfect sense for the ATA to join forces with Healthy Trucker in the next Healthy Fleet Challenge.”

Like competitions past, each competitor will track their steps using a Fit-bit device (a high-tech pedometer) or the MOVES application on their iPhone or Android device. Every step they take will be fed through to the online Healthy Fleet leader board so participants can edge out the competition.

Caldwell added that as always, the main goal of the competition is “to raise awareness for driver health.”

“The major benefits of the challenge is that companies come together for a

great cause and they can help make positive changes in driver and staff lives,” he added. “The feedback that we are getting from the fleets is that it's been a great team-building event. Staff and drivers are constantly checking their own leader board to see how they stack up against others in their company.”

Walking is an easy activity that every one in any shape can participate in. It's also one of the best ways to start getting into shape.

“Walking is a critically important step towards a healthier lifestyle and something everyone can participate in,” said Lou Smyrlis, publisher and editorial director of *Truck News*. “We are all very proud to be part of this initiative and we're looking forward to having a great deal of fun over the five-month challenge.”

To find out more about the Healthy Fleet Challenge visit its Web site at [www.healthyfleet.com](http://www.healthyfleet.com) or contact them at 855-422-8333. ●

## Five tips to win the Healthy Fleet Challenge

LONDON, ONTARIO

Whether this is your first go at the Healthy Fleet Challenge or if your running shoes are a bit worn from the past challenges, Melodie Champion – nutritionist, certified health coach and representative of Healthy Trucker – has some tips for how you and your company can make it to the top of the leader board in no time.

**Encourage employees to have walking meetings:** In a larger office you can stay indoors and climb stairs. In a smaller workplace you can take it outside. You can accumulate steps as you work and the bonus is walking meetings are known for inspiring creativity, enhancing work relationships, and providing mental alertness. The simple change of scenery can spark some great ideas while logging steps and burning calories.

**Challenge your co-workers within the office:** A little healthy competition within the office can really get people moving and shaking. Offer up small prizes for the top stepper, or for the person with the most improved number of steps for each week.

**Organize lunchtime walks:** Plan a walk for each Monday, Wednesday and Friday of every week.

**Plan a corporate challenge day:** Keep it fun and a little silly by competing in small fitness challenges such as who can skip around the building the fastest or who can walk across the parking with an egg on a spoon without dropping it.

**Support your team:** Keep each other accountable. If you notice someone is losing motivation encourage them to join you for a walk. A support system works more than you think to stay on track. After all, this challenge is all about motivation and team work. ●



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Melodie Champion



Andrea Morley

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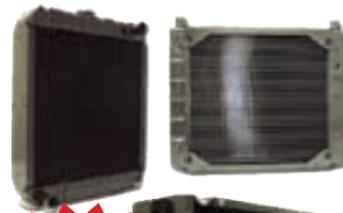
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Over the Road

AL GOODHALL



# Technology will not slow down

**A** new year and a clean slate. Many of us view Jan. 1 as the opportunity for a fresh start when it rolls around each year. It is the time of year that we re-affirm our personal goals and aspirations or perhaps make radical changes to take our lives in a completely different direction.

Sometimes our lives are subject to radical change not of our own choosing and the greatest challenge we face is in our ability to adapt to those changes.

This is a place where many professional drivers find themselves as we move into 2015. The signs of radical change are all around us.

Many of us are in the twilight of our careers and we have an expectation of some reward waiting at the end of the road after many years of commitment and hard work. After all, isn't that part of the deal?

The decades of loyal service should allow us to reap some sort of personal reward for ourselves and our immediate family - especially if we have played by the rules for all those years. But the rules are changing because the world is changing. Putting your career on cruise control and enjoy-

ing the ride to the finish is an enticing thought, but the winds of change are not likely to allow us to do that. So I thought I would share some of those radical issues I feel we are facing as regular working stiffs in the trucking industry.

Technology has been driving change in our industry and there is no doubt in my mind that it will continue to do so.

Some of the most telling indicators of change come from trucking industry groups that guide carriers in their decision making.

Thomas Frey, a futurist and director of the Da Vinci Institute, was one of the guest speakers at the Ontario Trucking Association's (OTA) annual general meeting in November. Frey spoke of the digital layer of infrastructure we are creating over the physical world, how 3D digital printing may impact what we will - or will not - be shipping in the future, and how autonomous cars, trucks, and drones will be safer, reduce the need for drivers, result in lower fuel bills, lower accident rates, and reduce insurance costs.

So if you are a regular working stiff like me, what do you read into that? They are certainly issues that have the potential to hit drivers where it hurts

but they are concepts that can be difficult to get your head around. It is hard to believe they will come to pass. I'm sure that our forefathers had similar feelings about Henry Ford's production line and how it would impact their everyday lives. We're in the very early days of the "Internet of things." The potential changes that 3D printing and autonomous vehicles will bring to a commercial driver's daily life - as well as to our society as a whole - may be just as staggering as the production line. Probably more so. There are also many global issues that will directly affect our driving jobs.

The push towards reducing our dependence on fossil fuels will continue. Energy self-sufficiency through adopting solar, wind, and geothermal technologies is a growing trend.

The majority of people now live in cities and the trend towards denser housing and more mass transit is building.

People are driving less. The attitude of the millennial generation towards car culture is very different than the generation's that came before them. An electric commuter vehicle in every driveway? Maybe.

So what does all that mean to an economy such as Canada's, that for the past several decades has been

built on resource extraction? Supply and demand would dictate that less demand for oil means a drop in pricing, which on the surface is a good thing. But extracting oil from Alberta's oil sands is dependent on the price per barrel of oil staying above a certain threshold in order to be profitable. This could have deep repercussions for our economy and consequently for working stiffs like you and I.

What is most interesting about the potential of these unknowns is that we tend to discuss them in terms of certainty, as if we know what the outcome will be. Let's remember that the Internet wasn't designed for social media - it was adopted by it. Now billions of people benefit from it. The next big idea may not be what we expect.

The next 10-15 years may see our whole world turned inside out as we adopt and adapt to new ways of living and interacting with one another. Of course this is all conjecture and things may play out in a very different way than how I have presented them.

Socrates is quoted as saying that, "True knowledge exists in knowing that you know nothing."

Perhaps the best New Year's resolution we can all make this year is to simply keep an open mind. 🍎

*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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KEVIN DUTCHAK



## How organized paper trails can protect you

**D**ocumenting fleet operations can seem like a daunting task at the best of times. Canada's National Safety Code and the US Federal Motor Carrier Safety Administration regulations on their own require files to include preventive maintenance records, driver qualification files, logbooks and more.

Most carriers will comply with the rules, perhaps losing an occasional driver's log along the way, and they will usually pass an audit if seen to be making an effort.

If an issue arises, maybe there will be a slap on the wrist, a minor fine, or a suggestion that other audits will follow.

But the demand for more detailed records becomes more pronounced in the wake of a serious collision.

Consider the case of one fleet whose driver lost control of an oversized load in a US construction zone and hit the concrete barricades, which tumbled into a nearby van, injuring several people. Most of those who were involved in this collision settled their claims, but two people decided to pursue legal action.

The plaintiffs asked the carrier to supply a wide array of documents for the case. In addition to the driver qualification files, there were requests for

logbooks, fuel receipts, toll receipts, maintenance records, training records, and company accident records along with details of fines and claims. Equipment and cargo specifications had to be combined with employee files from the shipper, the results of accident investigations, police reports, Department of Transportation reports, pictures, witness statements, and a statement from the driver of the escort vehicle. Every company policy, procedure and training manual had to be forwarded. As if that was not enough, there were requests for cell phone records, black box data, and e-mails pertaining to the collision.

The driver was even asked for two years of personal Visa statements after he mentioned that he had used his own credit card to pay some business expenses in the past.

The size of the claim appeared to expand every time one of the documents was not produced or fell short of expectations, implying some sign of negligence.

A few best practices surrounding documentation could have provided some added protection.

Driver qualification files, for example, do not need to be limited to regulated documents such as applications, driver abstracts, copies of violations and tickets. Training records can show

not only what training was performed when the driver was first hired, but offer details about refresher and remedial training along with certificates of training and awards. Attendance records and agendas from driver safety meetings offer further proof of a corporate commitment to safety.

Disciplinary action, whether it comes in the form of warnings or suspensions, also needs to be tracked. Legal threats for wrongful dismissal can certainly be eased if files record the steps taken to improve an employee's improper behaviour before termination.

While logbooks typically need to be filed for six months, there are other records pertaining to hours-of-service, which deserve to be protected, too. Training records, for example, can offer the proof that drivers understood the regulations and procedures for completing logs. The results of log audits can be reviewed with drivers and used to focus retraining efforts.

There is certainly room to build upon mandated preventive maintenance records.

A formal preventive maintenance policy can define how often such checks will be completed. But fleets also need to take care to ensure they can meet the established intervals. There will be times when a truck that

is scheduled for maintenance will be needed to move a rush load. If service intervals of 20,000 kms make sense, it's a good idea to include a buffer in the related policy and set the interval of 25,000 kms. This will keep a lawyer from claiming the fleet does not follow its own rules.

Pre-trip inspection reports also need to be monitored to ensure the checks are properly completed.

Defects must be documented, and major defects need to be repaired before the truck leaves for the day.

Drivers who are caught with defects that should have been noticed can expect bigger consequences during a roadside inspection.

It's a good idea to have maintenance teams cross reference repairs with the pre-trip inspection reports. If maintenance teams discover that a defect was fixed but not recorded in the pre-trip inspection, the driver will need some added training.

Paper trails like these are a little extra work, but relatively easy to maintain once they are established. They will also lead fleets away from the threat of roadside violations or worse. ●

*This month's expert is Kevin Dutchak, risk services specialist with Northbridge Insurance. Kevin has served the trucking industry for more than 25 years as a driver, in operations, safety, training and risk management services. 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. Visit [www.nbins.com](http://www.nbins.com).*



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DAVID BRADLEY



# What about national standards?

**C**anada's Minister of Transport, Lisa Raitt, has launched a statutory review of the Canada Transportation Act to provide an independent assessment of how federal policies and programs can best ensure that the national transportation system "has the capacity and nimbleness to support Canada's long-term economic growth and prosperity across all sectors."

The review will also examine the extent to which the national transportation system has the capacity and adaptability to respond effectively to evolving international and domestic conditions and markets.

The Canadian Trucking Alliance (CTA) has made a submission to the review panel and will be testifying in 2015. In this month's column I will focus on the general state of the regulatory system governing the trucking industry. Next month, I will discuss the issue of capacity.

Despite being Canada's dominant mode of freight transportation, other than through a broad statement of national transportation policy, the Act has little to do with trucking.

The objectives promoted in the existing policy statement - competition, efficiency, safety, security and sustainability - are appropriate at a 40,000-foot level and provide a reasonable basis for the exercise of fed-

eral jurisdiction should the federal government ever wish to exercise its authority or provide leadership in terms of national standards.

The federal government has constitutional responsibility for regulating extra-provincial motor carriers. But, the Motor Vehicle Transport Act (MVTA) delegates administration over extra-provincial trucking regulation to the provinces.

The result: a hodge-podge of regulations that are slow, cumbersome and unresponsive to changes in technology and logistics practices.

Take the National Safety Code (NSC), introduced in 1987 as the "Made-in-Canada" response to economic deregulation.

Not one of the NSC standards has been uniformly adopted or enforced across the country including the one standard, which the federal government actually regulates - driver hours-of-service. The NSC is neither national nor is it a code. Transport Canada is now basically "just another seat at the table."

Other federal legislation - the Motor Vehicle Safety Act (MVSA), which sets requirements for new equipment such as brakes, vehicle conspicuity, tires and under-ride devices; the Transportation of Dangerous Goods Act (TDGA), which is supported by comprehensive regulations whose main purpose is to prevent the accidental release of dangerous goods and in the event of an incident, to provide information to first responders; the Bills of Lading Act (BLA), which identifies the parties, subject matter and terms and conditions of the contract of carriage - is also subject to right of provinces to introduce their own laws and regulations.

For example, standards set under the MVSA often require changes to provincial "highway traffic" acts/regulations (ie., weights and dimensions standards) to be effective. The federal TDGA regulations have been adopted (with some minor differences) by the provinces either by reference or via their own provincial regulations. The applicable Canadian law regarding the interpretation of the bill of lading is that of the jurisdiction where the bill of lading was issued - in most cases the shipment's point of origin.

As evidenced by the NSC, the current processes and mechanisms are not working and create inefficiencies and at times an unlevel competitive playing field within Canada.

New institutions and approaches are required. The real government decision-makers, those that can direct others in the bureaucracy to get things done, need to take a more active role. Perhaps federal funding for infrastructure could be tied to provincial adherence to national standards. Not only do the current regulatory mechanisms and resultant lack of harmonization impact on Canada's internal economy, they also impair Canada's ability to address North American issues.

How can we expect, for example, the US to harmonize with or grant reciprocity to Canada when we don't have uniform standards at home? Moreover, in recent years regulatory initiative has - too often in my view - been ceded to the US where Canadian perspectives and concerns are not considered and Congress ultimately dictates what certain Canadian trucking regulations look like.

While harmonization or at least compatibility with US rules can be and often is a good thing, simply deferring to the US approach is not the way to go.

The Canadian trucking industry is one of the most, if not the most, innovative in the world. Canadian carriers are as or more focused on productivity, safety and environmental sustainability than anywhere else in the world. Canada can lead and can make a significant contribution to North American regulatory standards. But, it needs to be at the table, speaking with one voice, advocating national policies and solutions. ●

*David Bradley is CEO of the Canadian Trucking Alliance and Ontario Trucking Association.*

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Cummins Eastern Canada has switched up its current support staff recently. **Bill Fields**, automotive territory manager for the GTA and central Ontario is now the sales manager - industrial engine business. In this new position, Fields will be responsible for sales growth and for the development of the region.

Replacing Fields as the automotive territory manager is **Joe Johnson**, who has more than 35 years of experience in the industry. He will be giving sales support to dealers and fleets in the GTA and central Ontario.

Transcourt Tank Leasing has named **Robert Pahanich** national director of fleet maintenance and procurement.

Pahanich has nearly 20 years of experience in operations and supply chain management. He has previously managed a large fleet of liquid bulk tank trailers. In his new role, Pahanich will be responsible for trailer procurement, maintenance and repair.

The National Trailer Dealers Association has named **Nick Lambevski**, president of Transport Trailer Sales, its new president. Lambevski began the business back in 1995 with his wife Cheryl in Milton, Ont. Today, both of Lambevski's sons (Alex and Stephen) work at the dealership. He says the business' focus is to exceed customer expectations and he hopes to instill the same best practices at the NTDA that he does to run his own business.

Polaris Transportation Group has added a US-based executive to its management team. The LTL company is looking to better support its transborder division, which operates in the US, so it hired **David Bush** to serve as vice-president of business processes and to oversee the American business.

Based in Birdsboro, Penn., Bush has held senior positions with A. Duie Pyle, Translogistics, and most recently with Land Air Express.

Bush, who officially started his new job on Dec. 8, will spend much of his time on the road assessing and updating the company's operations.

Frito-Lay has recognized its longest-serving safe drivers, and a Canadian is among the safest of them all.

**Vital Mercier**, out of Frito-Lay's Lauzon, Que. location, was recognized for three million accident-free miles. Mercier is one of only six drivers across North America who have reached the milestone. A total of 106 over-the-road drivers were rewarded by Frito-Lay for achieving one or more million miles without an accident. On average, it takes a Frito-Lay driver 12 years to reach the one million mile mark. One million milers hailing from Canada who received recognition included **Jason Hemsley** and **David Hill** out of the company's Lethbridge, Alta. site.

A Bison Transport owner/operator has been selected as the Volvo-CTA National Driver of the Year. **Mark Tricco** received the honour, having put together an accident-free 33-year driving career. Over that time Tricco has run three million miles, hauling everything from lumber, heavy machinery, general freight and refrigerated goods.

The national award is sponsored by Volvo Trucks Canada and the Canadian Trucking Alliance (CTA).

The CTA-Volvo Trucks Canada National Truck Driver of the Year is selected from among all of the year's provincial Driver of the Year recipients. ●

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## Preventive Maintenance

KAREN BOWEN



# How to perform a proper hip check

**Y**our hip, your body's largest ball-and-socket joint, is designed to withstand repeated motion and a fair amount of wear and tear.

Whenever your hip moves, a cushion of cartilage helps prevent friction while the hip bone moves in its socket. When it is working well, your hip fits together in a way that creates fluid, painless movement.

Despite its durability, the hip joint isn't indestructible and occasionally, disease and conditions in other areas of your body – including your knees or lower back – create hip pain.

If you feel pain inside your hip or in your groin, you probably have a problem within the hip joint itself.

If you have pain on the outside of your hip, upper thigh or outer buttock, you probably have a problem with your tendons, ligaments, muscles, and/or soft tissues surrounding your hip joint.

Arthritis and/or injuries, and even climbing in and out of your rig

**This winter, take steps to avoid (a hip labral tear) by reducing your repetitive hip movements.**

throughout the years may lead to hip pain and/or injury.

One common hip injury is a labral tear, which involves tearing the ring of cartilage (labrum) that follows the outside rim of the socket of your hip joint. The labrum forms a ring around the edge of the bony socket of the joint and works like a rubber gasket to help hold the ball of the top on the thighbone within the hip socket.

The labrum provides stability to the joint by deepening the socket; yet, it also allows flexibility and motion because it is suppler than bone.

A hip labral tear may be caused by structural abnormalities, trauma, or repetitive motions.

Activities that include repetitive motion which accelerates joint wear and tear, leading to a hip labral tear often include sudden twisting or pivoting motions, such as: golf, soccer or football.

Other repetitive movements impacting the hip may be part of your regular

workday, such as: getting in and out of your rig, securing your load, conducting your pre-trip inspection, tarping, and/or cranking your landing gear.

If so, be sure to continually adjust your patterns of movement to avoid a hip injury. Don't load your hip with your full body weight when your legs are positioned at the extreme ends of your hip's normal range of motion.

If you are unable to avoid the activities that put a lot of strain on your hips, protect the labrum by conditioning the surrounding muscles through strength and flexibility exercises.

If you do experience a labral tear, you may not notice any signs or symptoms.

However, if a piece of tissue gets pinched in your joint, you could feel a locking, clicking or catching sensation in your hip joint, and pain in your hip or groin.

To relieve minor hip pain, try the following:

Do some gentle exercise – even if the exercise causes some slight discomfort, increasing the blood flow to the hip can speed up the healing process.

Lose a bit of weight – even five to 10 pounds significantly decreases the strain on your hips.

Rest – avoid repeatedly bending at the hip and putting direct pressure on the hip; try not to sleep on the painful side.

If possible, avoid prolonged sitting. When driving, shift in your seat often to adjust your hip's pressure points. Every time you stop, get out, stretch, and take a short walk before resuming your trip.

Use over-the-counter pain relievers such as acetaminophen (Tylenol, others), ibuprofen (Advil, Motrin, others) and naproxen sodium (Aleve), if necessary.

At night, apply a cold pack by wrapping ice cubes in a towel and placing it against the painful hip area. In the morning, have a warm bath or shower to prepare your muscles for stretching exercises which will reduce your pain and limber up your hip for the day's activities.

Usually, most hip pain can be controlled with self-care at home. However, when this is ineffective and your symptoms worsen and/or don't improve within six weeks, make an appointment with your doctor. Medical intervention may be necessary to avoid further injury and to avoid developing osteoarthritis in that joint in the future.

Probably, you will be prescribed non-steroidal, anti-inflammatory drugs, or your hip joint may be injected with corticosteroids for pain control.

Physical therapy may also be recommended. A physical therapist would train you to perform exercises to maximize your hip range of motion and to increase your hip strength and stability. By analyzing the movement involved in your daily tasks, a physical therapist could identify which movements stress your hip joint and recommend alternatives that could avoid the stress.

If these less-invasive treatments are ineffective, your doctor may recommend arthroscopic surgery, where a fiber-optic camera and surgical tools would be used to remove or repair the torn piece of labrum.

This winter, take steps to avoid this possibility by reducing your repetitive hip movements. Perform an effective hip check. ●

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

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## Nat-gas advocates still see bright future for alternative fuel

By James Menzies

TORONTO, ONTARIO

The current lack of a 15-litre natural gas engine has stalled growth in the heavy-duty trucking segment, but speakers at the Natural Gas Vehicles Canada conference said they're still optimistic about the potential for natural gas as a transportation fuel. Gord Exel, president of Cummins Westport, noted the joint venture between Cummins and Westport is capped at the 11.9-litre ISX12 G engine, because the two partner companies disagree on the best technical path towards development of a 15L engine. However, he also urged fleets to look carefully at the capabilities of the ISX12 G and how it can fit within their fleets.

"It can't do everything, but there are fleets today providing a great example of how to implement this," Exel said of the ISX12 G.

Natural gas suppliers said fuelling infrastructure is still taking form. Christopher Hoad, marketing manager with ENN Canada pointed out it's possible to run Windsor-Montreal with LNG-fuelled trucks today. ENN Canada has a public fuelling station operational in Woodstock, Ont. and he said the company will be adding more locations in Western Canada and Ontario next year. Still, speakers at the conference acknowledged a more comprehensive fuelling network is still required to encourage the widespread adoption of natural gas trucks.

"We have had some pretty good success in pockets across the country," said Mark Grist, vice-president of Fortis BC. "I think the challenge for the industry as a whole is to extend that across the country. We don't have broad-brush coverage across the country. We need to come together as an industry to ensure people who want to run natural gas vehicles can run them economically all across the country."

B.C. stands out as a bright spot among Canadian provinces that have successfully transitioned a significant portion of the fleet to natural gas. Fortis and the province have been dishing out healthy incentives to help convince fleets to make the transition. Through that program, 400 natural gas-fuelled heavy-duty trucks and buses have been deployed, displacing 33 million litres of diesel fuel per year. Greenhouse gas emissions have been reduced by 37,000 tons per year as a result, Grist said. There are 15 heavy-duty natural gas fuelling stations in B.C. operated by Fortis. Grist indicated the port drayage segment presents the next big opportunity to convert vehicles to natural gas, but he acknowledged the Super-B market has stalled out with the discontinuation of the 15-litre Westport engine.

With a lag in adoption within the heavy-duty truck market, gas suppliers are taking a hard look at industrial applications. However, they still see the 12L engine fitting many applications within Canada, even though it's limited to a GVWR of 80,000 lbs.

Cummins Westport's Exel said while the ISX12 G has been well received by customers, the initial expectations of the market in general may have been unreasonable.

"It was a really highly anticipated product and product launch, but I think what we're seeing today is, as attractive as low fuel prices are, you just can't snap your fingers and order natural gas trucks

and put them into service," he said. "The reality check is happening now. The engine is working well in the marketplace, it's widely available through multiple OEMs, but now it's connecting all the dots, getting everybody working together, getting the fuel and making sure that when the product lands in the fleet that the product can be supported with trained technicians, facilities capable of managing the maintenance on that vehicle and repairs on that vehicle. I think that's the stage we're at now."

But while there's a place for the ISX12 G in the Canadian market, Exel acknowledged it won't fit everyone's needs. "We want to ensure the 12-litre is used in the right applications," he said, noting its GVWR limit is 80,000 lbs. "There's not much flexibility on that. It's not going to get you to the Canadian weights you all want with this engine." ❊



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# The 2016 Volvo VN takes aero to another level

It also marks the launch of Volvo's XE Adaptive Gearing, which locks out 12th gear while loaded

By James Menzies

DUBLIN, VIRGINIA

You'll have to take a good hard look at the front end of a 2016 model year Volvo VNL to notice the subtle design enhancements built into the new models. However, where you'll really notice the improvements without much effort at all is on your fuel statements and bottom line, where an expected 3.5% fuel economy gain is expected to show up.

Based on US fuel prices of \$4 per gallon and averaging 7.5 mpg over 100,000 miles, Volvo says these enhancements can reduce fuel costs by about US\$2,000 per year. Bank on a few hundred more if you're gassing up in Canada.

Of the enhancements that are expected to give you a fuel economy boost, some can be found on the exterior and others under the hood. The 2016 VNL will feature a new bumper design that extends closer to the ground, to deflect more air underneath the steer axle. A patented wing-shaped piece has been added to the lower rear portion of the bumper, also to direct air underneath the truck and away from obstructions. And the bumper end caps have been redesigned to guide more air around the vehicle rather than underneath it. Volvo will continue to offer its back-of-cab-mounted trim tab, which directs air directly onto the top of the trailer for improved flow along the length of the tractor-trailer.

New flared chassis fairings offer improved aerodynamics on trucks with short wheelbases by kicking the air away from the wheels and down to the trailer skirts.

The VN670 has been given a standard roof update that more closely mirrors that of Volvo's fuel economy leader, the VN780. Volvo has updated its chassis packaging by, for example, offering a 50-gallon fuel tank on the right-hand side in place of the previous 75-gallon tank used for long-haul applications. This provides more flexibility for installing APUs and other equipment along the frame rail.

Underneath the hood, the cooling fan has received a more efficient blade design and a better-designed electronic viscous clutch for improved cold start disengagement. The redesigned fan is expected to add a 0.7% fuel economy improvement, said Jason Spence, manager of product marketing with Volvo.

Volvo has also relocated the heat exchanger on its I-Shift, bringing it from the radiator to the side of the transmission itself. Spence said this allows Volvo to get the oil up to its ideal operating viscosity more quickly and to more effectively hold it there within a tighter temperature range. It also reduces the amount of tubing required. This should add a 0.3% fuel economy improvement.

Yes, fuel economy gains are now being measured in tenths of a percentage point, but they all add up.

Every Volvo VN will see some or all

of the updates described above. The underhood changes will be applied across the board while the aerodynamic enhancements will be given to the models that require them. The VN670 has the most to gain and will receive the full complement of upgrades. Some of these advances, noted Spence, were inspired by Volvo's DoE Supertruck experience.

Continued on page 39

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**Volvo's XE Adaptive Gearing locks out 12th gear when loaded to improve fuel economy. When empty, 12th gear in overdrive is restored.**

## Direct drive for better fuel economy

Continued from page 37

Also new for 2016 is adaptive gearing, an extension of Volvo's popular XE (exceptional efficiency) powertrain package. The XE package downspeeds the engine through a combination of specifications including the D11, D13 or D16 engine coupled with the I-Shift transmission with 0.78:1 ratio, fast rear axle ratios and low-profile tires. Every 100 rpm of downspeeding translates to a 1.5% fuel economy improvement.

Volvo's new adaptive gearing option is ideal for fleets that go out loaded and return empty and don't exceed a GVW of 80,000 lbs. It's especially effective at higher speeds of 65-70 mph, Volvo claims.

This option will have limited appeal in Canada because of our heavier payloads and lower speed limits, but it will still have its place. Bulk, end-dump, tanker and flatdeck applications are the best suited for adaptive gearing, explained John Moore, product marketing manager with Volvo.

"It's application-specific," he said. "We get better numbers when making specific drivetrains for specific applications rather than doing one size fits all."

Adaptive gearing effectively provides the operator with two drivelines in one. Load-sensors on the suspension detect when the truck is heavily loaded and instruct the I-Shift to lock out 12th gear, allowing the transmission to run in direct drive 11th gear for improved fuel economy with no parasitic losses. Once the truck is unloaded, 12th gear in overdrive is given back to the driver for greater speed and improved efficiency while running empty or lightly loaded. This becomes a racy truck, especially when the I-Shift's Performance Mode is activated. Adaptive gearing will be offered with the D11 and D13 engines with I-Shift transmission.

Adaptive gearing works best at speeds of 64 mph or greater. Of course, customers looking for greater fuel economy savings could simply slow down, an observation that wasn't lost on Volvo's Spence. But he pointed out many states have speed limits of 70-plus mph and Volvo doesn't want to preclude itself from selling trucks to those operators who like to run the limit.

"Every truck running down this interstate is running close to the (70 mph) speed limit," he said as we drove down I-81 pulling an empty flatdeck at, well, 70 mph, with an engine speed of just 1,151 rpm. "We design trucks to run 60-65 mph and we spec' them that way but the reality is trucks run faster than that and we understand that. We want to make sure we can still make

efficient trucks that are running faster and we also want to make trucks that are designed to meet operational

Continued on page 41

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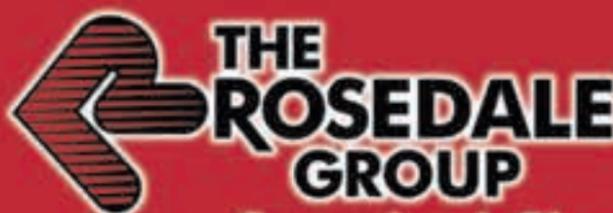
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Continued from page 39

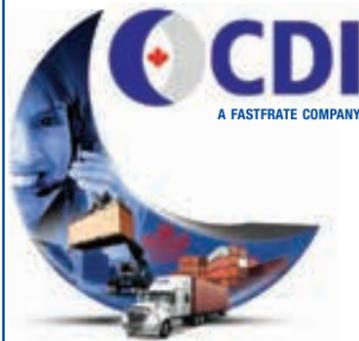
needs. A lot of guys that buy our trucks run out heavy and come back empty and we're making trucks that are adaptive to those situations so they get the best fuel economy in all their operations."

I also got to pull a loaded flatdeck grossing 63,500 lbs along the same route to experience the locked-out 12th gear. The performance wasn't lacking in any way, even when deprived of top gear.

Heavy payloads exceeding a GVW of 80,000 lbs, slow road speeds and mountainous terrain will rule out XE-Adaptive Gearing from consideration

by many Canadian customers, who in most cases will be better served by the XE 16, rated up to 143,000 lbs. Basically, whatever your operation entails, Volvo seems ready with an off-the-shelf powertrain specification that will work for you right out of the box. It's the versatility of the I-Shift transmission and its integration with the engine and other downstream components that allows this, and Volvo is taking full advantage of the opportunities this integration affords. They're effectively changing how vehicles are spec'd and taking a lot of the guesswork out of the equation.

Continued on page 43



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## Showing off I-Shift on the track

Continued from page 41

A range of powertrain configurations are now available for customers of all types.

A new weapon in Volvo's arsenal is a recently completed on- and off-road track outside its New River Valley truck plant.

Here, customers and prospective customers who don't hold a CDL can put new VN and VHD trucks through their paces.

The paved portion is a good place to experience the full range of capabilities offered in the I-Shift transmission. For example, you can get on the throttle coming out of the turn and quickly reach highway speeds before then channeling the full braking power of the engine brake by pressing down on the control stalk for several seconds. This prompts the I-Shift to drop a gear and apply full engine braking, which will virtually bring the truck to a stop while saving the service brakes.

It's also a great place to test the "idle drive" feature. Idle drive comes into play when you want to roll forward at a controlled pace without working the foot pedals. Say you're in a traffic jam and traffic has slowed to a crawl. You can depress the minus button on the cruise lever for three seconds to enable idle drive and then adjust your speed and gears up and down using the plus and minus buttons on the shifter. This feature works at speeds of up to 7 mph and from first gear through sixth.

Every time I drive a truck with I-Shift I find something new to like about it. So do others, apparently. Volvo says 92% of its trucks are now being ordered with Volvo power and 74.7% with the now-standard I-Shift. Before the I-Shift was standardized in early 2013, it had a take rate of about 45%.

In addition to a paved 1.1-mile track, the new Customer Experience Track also provides an off-road playground for the VHD vocational truck. Here, you'll find two 27% grades, a variety of rough, undulating surfaces and various other impediments that will give you pause before proceeding. The I-Shift destroyed this course. It wasn't even difficult.

The control the I-Shift gives the driver and the resulting confidence it instills will put to rest any notions about this being a purely linehaul product.

It's unnerving to look down a 27% grade, but the I-Shift immediately takes control for a slow and methodical descent. Stopping halfway up that same 27% grade seems like a bad idea, but I-Shift thinks nothing of it. I realize it's improper to credit an inanimate object with 'thinking,' but the 'I' in I-Shift stands for 'intelligence' and it's obvious why.

Volvo's latest innovation - XE-Adaptive Gearing - will likely be a niche specification within the Canadian marketplace, but the majority of the improvements built into the 2016 model year VN will be enjoyed by all customers. The new trucks will go on sale in early 2015. ●



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# Trailers wanted

Everyone wants new trailers. Here's why that is both good and bad news for your trucking business.

By James Menzies

As Canadian fleet owners sit down to write their Christmas wish lists this year, new trailers may be one item that's in popular demand. Hope Santa drives a big sleigh.

Unprecedented demand – mostly in the US – is extending lead times for new trailer builds as used inventory has been snapped up off dealer lots.

New trailer orders reached an unprecedented high in October at 46,267 units, shattering the previous single-

month record by 9%, according to data from FTR.

But why should you care? There are a couple of reasons. For starters, demand for new trailers speaks to the general health of the North American trucking industry and overall economy. Don Ake, FTR's vice-president of commercial vehicles, wrote in a blog over the summer that "the trailer market doesn't trail – it leads" as an economic indicator.

Ake watches trailer production the same way many economists track the cardboard box market, the theory being that most goods are packaged inside boxes. However, those boxes are in turn loaded onto trailers and with trailer manufacturing's longer lead times, it provides insight further in advance than cardboard box production can. Plus, cardboard boxes typically only contain consumer goods while trailers of different types reflect demand for commercial building supplies and industrial goods as well.

Ake also argued the trailer market is a more reliable indicator than Class 8 truck orders, which are heavily influenced by federal regulations and improved technologies.

"And what is happening in the trailer market now? Good things, many good things," Ake wrote. "An analysis of trailer market segments indicates that consumer spending will be strong the next 12 months, and disposable income is growing. Road and other infrastructure spending is expanding at

a healthy clip, while housing starts are still moderate."

The other reason you should care about trailer demand is that it will affect lead times for your own fleet's orders, which in turn will affect the availability of used and rental trailers. Demand for new trailers is so high, lead times for most manufacturers now sit at four to eight months and whenever a US mega-fleet places an order for a thousand or more units, they get pushed out even further. (Prime Inc. placed an October order with Utility for 2,500 trailers, representing the manufacturer's single largest order ever).

In the past, fleets could turn to the used market to address their immediate needs while waiting for their new trailer orders to come in, but that market too is rapidly evaporating.

"The used trailer market is drying up," said Nick Lambevski, president of Transport Trailer Sales and the recently installed leader of the North American Trailer Dealers Association. "Normally, if you can't get new, you rent. And that has gotten busy as well. Rental companies are running at higher capacity. Or, you buy used to tie you over. That really is changing. The US has picked up a lot and we're getting caught in this. Canadian trucking companies are going to have to wake up and start thinking about 2015 and making plans. In the past, there has always been stuff sitting in stock so if they get busy, they just buy (stock). On the used side, there seems to be more and more sold into the US. (The US) is getting busier and sucking up our used trailers and once they go down there, they're not coming back."

Mark Diamantopoulos, vice-president of sales for Trailer Wizards, confirmed that even rental trailers are in short supply.

Trailer Wizards boasts a nationwide inventory of 22,500 trailers and in late November was running at an unprecedented 92% utilization rate. It has been forced to shuffle trailers between its various locations across the country to meet the needs of customers who in some cases won new business, but lacked the trailers with which to service it.

"The US fleets are doing so well they are ordering trailers in large quantities," Diamantopoulos said. "A thousand or 1,500 trailer (order) in the US pushes out manufacturing dates substantially, especially when we are building 60 trailers a day in one factory."

As for used trailers, "Right now, we have zero inventory for used trailers," Diamantopoulos said. "We can't keep anything in stock."

The story is the same at every trailer dealer we spoke to for this story.

"Lead times are stretched out more and dealers on the van and reefer side are out of stock across the different lines that they have," said George Cobham Jr. of Glasvan Great Dane. "We've had to tell customers that they need to make a decision sooner than they may have wanted, because when the US market turns on, it bumps production out quickly and it can mean that someone can wait twice as long as they're used to for a trailer. Some big fleets are even turning to buying stock because production is out so far."

Buying stock trailers out of dealer inventory – if you can even find stock units – means fleets may not get trailers that are specified to their liking. Many dealers are adjusting to this by stocking higher-spec' trailers so they can please the more discriminating customers who are resorting to buying stock.

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"We're bringing in more diverse specifications with more technology on them now," said Cobham. "We're not bringing in one-size-fits-all trailers. We're trying to package different specs for people who have different appetites for technology."

This means that at Glasvan Great Dane and other dealers, you're more likely to find stock trailers with higher-end options such as disc brakes, tire inflation systems and lightweight components.

This is a welcomed change for dealers, who during the recession were selling not just fewer trailers, but more basic spec's that weren't necessarily optimized for life-cycle cost and performance.

Conny Weyers, president of Trailers Canada, said he's encouraged by the renewed focus on high-end spec's and says it speaks to the trucking industry's current health.

"When things are tough in this industry, people tend to buy cheap," he said. "We have seen a definite change in attitude over the past few years. We've seen a lot of buying taken away from the accounting people and it's back to the owner and the shop people - people who really know what they need."

The tendency of trucking companies to "buy cheap" during the recession is another factor driving the strong demand trailer manufacturers are seeing today, says Tom Ramsden, vice-president of sales and marketing with Manac.

"Back in 2009 the trailer industry experienced one of the most dramatic decreases in new incoming orders. The pressure to cut costs was paramount and for the most part the easiest way to accomplish this was to remove what some considered to be 'nice to have' options on trailers," he explained. "Fleet managers were being pressured by upper management to do their part by cutting specifications and in essence buying cookie-cutter trailers and now, five years later, our customers are seeing the effects of these cuts to their specifications through increased maintenance costs."

Planning for demand in a cyclical, at times volatile, industry such as the trailer market takes some skilful planning and risk-taking by dealers.

"We brought in more stock this year than any year in the past - almost 30% more - and at the time I thought, how are we going to sell all this gear?" said Cobham. "Starting in February, it just turned right on."

Canadian fleets, whose modest orders are typically dwarfed by the thousand-plus trailer orders from the big US fleets, may need to become more strategic in predicting their trailer requirements and getting their orders in earlier than in the past, at least while demand remains high.

"Customers are being forced to assess their 2015 trailer requirements well ahead of time to ensure that they have equipment available to them for the coming year," Ramsden said.

Lambevski suggests Canadian customers spread their orders out across the year. This also helps protect against swings in the value of the Canadian dollar. A large order placed when the Canadian dollar is low could prove to be a costly mistake if the dollar rebounds soon after.

When it comes to planning, there are lessons to be learned from the tanker trailer industry, he added.

"In the tanker business, they place orders well in advance. They will do their budgets in July-August and place orders in September-October

for spring delivery," Lambevski explained. "The bulk of their buying is done and if they pick up a contract they weren't expecting, they can buy out of stock."

Tanker fleets tend to take a more strategic approach to ordering new

**“Customers are being forced to assess their 2015 trailer requirements well ahead of time.”**

**Tom Ramsden, Manac**

trailers, in part because the trailers can cost nearly as much as a new power unit. While a van trailer can cost

\$25,000-\$35,000, a pneumatic tanker can run \$120,000 or more.

"They do have to get more strategic," Lambevski said of today's van fleets. "Their other options are disappearing. Used trailers and rental supplies are tightening."

Trailer Wizards' Diamantopoulos said many of the large Canadian fleets are good at planning their trailer requirements and getting orders in early. But smaller fleets tend to struggle with this and when you have a limited number of trailers to begin with, landing a new contract can suddenly leave a small fleet in desperate need of trailers.

Like Glasvan Great Dane, Transport Trailer Sales planned for the uptick in demand as well as it could. But it's risky to build inventories in anticipation of demand that can subside as quickly as it spiked.

Lambevski said his company will continue to be aggressive in bringing in new inventory.

"We have to be aggressive, at least

through 2015," he said. "All indications are it's going to stay busy. Lately, those who have stock and have been aggressive have been rewarded. But I've also been on the other side of it. When things die, they die quickly and at that time, whoever doesn't have trailers on the ground is winning."

While demand for dry vans seems to be outpacing that for all other trailer types, sales have also been robust for flatdeck and tanker trailers. Float and dump trailer demand has been more constrained.

If there's a silver lining to depleted inventories and pent-up customer demand for new trailers and purchase inquiries gone unfulfilled, it's that Christmas this season will be extra special for trailer dealers anxiously awaiting the arrival of 2016 model year units. ●

*Next month, Truck News will examine in more detail how new trailer spec'ing priorities are evolving and highlight the options receiving the most attention.*



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## BONDED CARRIER

## Mullen Group buys Gardewine

OKOTOKS, ALBERTA

Mullen Group has announced an agreement to purchase Manitoba-based Gardewine Group, one of the largest privately-owned transportation companies in Canada. The deal is valued at \$172 million, which will be paid in cash. Included are: Gardewine North, Northern Cartage, Northern Deck, Northern Bulk and Northern Logistics. The deal is expected to close in early 2015, Mullen announced.

Gardewine provides LTL and truckload services as well as specialized truckload services, primarily in Manitoba and Ontario. It operates 660 trucks and 1,300 trailers through a network of 34 terminals with more than 1,500 employees and 140 owner/operators.

"This is one of those acquisitions that simply does not come along very often. As I have often articulated we do not acquire companies just for growth. They must be strategic to our business and

meet our investment criteria," explained Murray Mullen, CEO of Mullen Group. "This transaction passed both of these tests and of course having the balance sheet and resources available to complete a transaction of this size is an essential component of any acquisition."

Mullen added: "Trucking, and particularly the LTL segment of the transportation industry, has been and will continue to be an important element of the Canadian economy. Acquiring a brand name company like Gardewine will not only provide Mullen Group with a potential new growth opportunity, it will diversify our overall business, adding to our Trucking/Logistics segment during a time when the energy sector in western Canada is facing some cyclical headwinds. Diversification is truly one of the overall strengths of our organization."

Mullen said the acquisition should add more than \$225 million in annual revenues. ●

## Dicom expands into US with acquisition

MONTREAL, QUEBEC

Dicom Transportation Group has announced its expansion into the US with the acquisition of Georgia-based Time Logistics Couriers. Time Logistics is an asset-free provider of third-party logistics services. It operates a national network of agents and 12 transfer centres, providing LTL and truckload transport, last mile delivery, distribution and warehousing.

"Time complements Dicom's Canadian freight and 3PL service offerings extremely well and provides us with immediate coverage of the continental U.S.," said Dicom CEO Scott Dobak. "The acquisition will help us meet the growing demands of our customers, many of whom have significant interest in Dicom expanding its best-in-class services throughout all of North America." ●

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## Flatdecker Searcy Trucking expands by buying Renold's Transport

WINNIPEG, MANITOBA

Searcy Trucking has announced its acquisition of Altona, Man.-based specialized deck transporter Renold's Transport.

Renold provides deck transportation between the US and Western Canada, primarily for the agriculture and construction industries. The acquisition brings Searcy's fleet to more than 110 trucks and 150 trailers.

Searcy is owned by Bison Transport but operates as a standalone company. Renold will also be operated in this manner, the company announced.

"The acquisition of Renold's is part of our commitment to growing Searcy to meet the open deck and specialized transportation needs of the western Canadian marketplace," said Don Streuber, president and CEO of Bison Transport. "The combination of

Searcy and Renold's brings together seasoned and committed management teams, support staff and driver base. Through Bison, they will have access to the depth and support of a much larger national carrier, including our systems, IT, and administrative services."

Renold Sawatsky, president of Renold's, added: "When I made the decision that it was time to hand over the reins of my business, I thought that Searcy and Bison would be a great partner for us. Both companies put their people and customers first, which is a core value of Renold's. I have been blessed to lead an organization of great drivers and staff, who put our customers first. We look forward to continuing to do what we do as part of the Renold and Searcy team."

Sawatsky will stay on to help with the transition. ●

## Manitoulin named Toyota's Parts Carrier of the Year

TORONTO, ONTARIO

Manitoulin Transport has been named Toyota Canada's 2014 Parts Carrier of the Year. The award, in its 14th year, is given to a logistics company that dedicates itself to customer service.

Toyota said it recognized Manitoulin because of its extra driver training and concentration on on-load, off-load

safety procedures that ensures damage-free deliveries.

"We congratulate Manitoulin Transport and thank everyone on their team for their commitment to service excellence," said Tony Kelly, v.p., Toyota Canada. "Manitoulin Transport is an important part of ensuring our company and dealerships can offer excellence in meeting our customer's needs." ●

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Tax  
Talk

SCOTT TAYLOR



# Cautionary tales of tax evasion

**R**ecently I was speaking to a bunch of owner/operators at their annual carrier meeting and I started my presentation with the basics of how a business income statement works.

A business income statement shows your gross income less all of your expenses. The net result or bottom line is the amount that your income taxes and CPP (if applicable) are based on.

Then I explained how there are two opposing objectives at play when it comes to running a business. On one hand you want to make as much money as possible. On the other you want to pay as little income tax as possible.

After this discussion about revenue, expenses, and taxes, I asked my audience which one they would change in order to make their business more profitable. They zeroed in on taxes. Now, I'm going to presume that none of you has the authority to lower the tax rate, so the only other ways to reduce the amount of tax you owe is to decrease your gross revenue and/or increase your expenses.

Not that people won't try other things.

Cheating is not a tax strategy, however, as these recent CRA tax court convictions should remind you:

#### Doctored documents

A CRA investigation determined that

Peter Perina, who works in construction, not only failed to report income but also made blatant modifications to documents provided to the auditor. In total, Perina failed to report \$190,448 in taxable income for the 2008 to 2010 taxation years, evading \$44,025 in federal income tax. Further, he under-reported and failed to remit \$15,604 in GST collected over the same years.

Perina pleaded guilty to income tax and GST evasion. He was fined \$44,721 and ordered to serve a 15-month conditional sentence.

#### Mixing business and personal

A CRA investigation revealed that Robert and Minnie Williams, who

ran a computer and software business, claimed the HST paid on personal expenses as input tax credits on the company's monthly HST returns. In addition, personal expenses were paid with company funds and claimed as business expenses on their corporate tax returns. These items included travel, clothing, food, gifts, gas, and motor vehicles.

Both pleaded guilty to tax evasion and were fined a total of \$61,323.

#### Bad accountant, Part 1

Neil Smith, an accountant, personally prepared and filed tax returns for 68 clients in which he claimed false business losses with the intent of generating refunds larger than the taxpayer was entitled to. Smith also filed documents with the CRA that would ensure those refunds would be deposited in a bank account that he owned and controlled.

In October, Smith pleaded guilty to making false or deceptive statements on income tax returns filed by him on behalf of other taxpayers for the tax years of 2006 to 2009.

He received an 18-month sentence, was fined \$377,024, and must also complete 180 hours of community service.

A condition of his sentence is that he can never complete a tax return for other individuals.

The lesson: use an accountant you trust and always check his work. If you have questions, ask – and keep asking until you're comfortable with what's on your return.

#### Bad accountant, Part 2

And for fun I include this one because I couldn't believe it when I read it.

Lenora Anne Chin pleaded guilty to 16 counts of theft under \$5,000, eight counts of theft over \$5,000, and one count of fraud against the Government of Canada after a CRA investigation determined that Chin stole \$242,872 from 24 local businesses and individuals from August 2004 to March 2012.

During this period, Chin was employed by her husband's accounting firm, Randall A. Dang Ltd. She told clients to write cheques for an inflated amount of tax owing. The overpayments generated refund cheques, which Chin intercepted and deposited into a bank account held by her and her husband.

She obtained these and other government credit and benefit cheques made out to clients by providing her home or business address as the clients' address. Chin is serving an 18-month sentence including four months of house arrest.

Next time CRA does a spot-check audit on you or you get frustrated by the endless questions a CRA agent asks to confirm your identity when you call in, this is why.

These and other convictions are posted on the CRA Web site as examples of the illegal tactics people take to avoid paying taxes or to flat-out defraud the government (you and me). For less effort you can have a full-on business strategy – plans for revenue, expenses, and taxes – and no fines or jail time. Something to remember this month as you gather material for your 2014 income tax return. ●

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

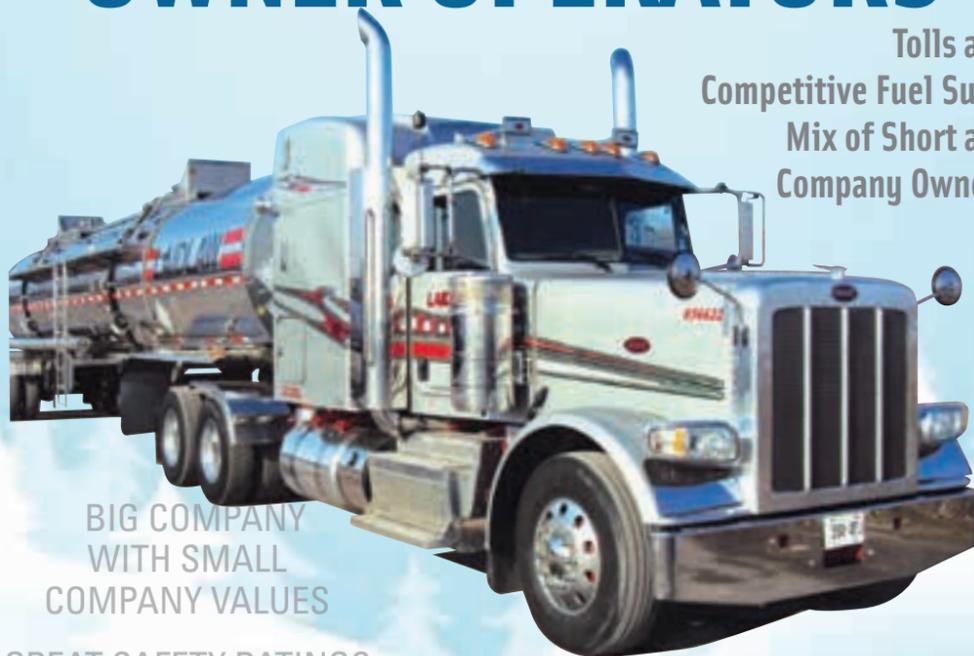
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JOANNE RITCHIE



**T**he trouble with normal is it always gets worse, or so said Bruce Cockburn back in the 1980s. It's a warning of sorts that if we don't tackle our problems, we're on a slippery slope. If you're skeptical of a new normal, Canadian Tire's recent announcement that it has a 60-ft. intermodal container in the prototype stage probably gave you the fantods.

The naysayers will see this as an upending of the status quo requiring enormous expenditures for new equipment to keep up with customer demand; others will lament the idea of having to haul more stuff around for the same money.

But for those who welcome a new normal, these 60-ft. intermodal containers will be viewed as a ground-breaking move to increase productivity, maybe even one that lessens trucking's carbon footprint through improvements in freight efficiency; that is, moving more stuff with about the same amount of fuel.

For many years, normal was a 45-ft. trailer, with its roughly 3,200 cu.-ft. capacity. Trucking readily adopted 48-ft. trailers in the early 1980s, but industry veterans will recall the wailing and gnashing of teeth that preceded the introduction of 53-ft. trailers less than 10 years later. Industry had made substantial investments in 48-ft. trailers, and with many of them barely paid off, along came the 53-footer.

Canadian jurisdictions, Ontario in particular, were reluctant to allow the longer trailers, but with more and more of them showing up at the border thanks to the liberalization of US size and weight regulations, we pretty much had to go along with the change. Provinces and territories finally agreed to their widespread use in a 1994 amendment to the MOU on Interprovincial Weights and Dimensions.

Now, after nearly 20 years with the 53-footer, some sectors of the industry are looking seriously at 60-foot trailers - or more to the point - 60-ft. long intermodal containers, which presumably will ride on container chassis of similar length.

Canadian Tire Corporation revealed plans recently (see story on pg 58) to begin testing 60-ft. long intermodal containers for domestic use, and says it already has the support of CP Rail, various Ministries of Transportation in Canada, and even a nod from the American Association of Railroads. While it may be some time before these big boxes make their way into the US, it seems Canada is ready to give them a whirl. And with a capacity of about 4,400 cu.-ft., why not?

It's been two decades since we have seen any real innovation in trailers. The industry has been preoccupied coping with new emissions systems and a ton of other regulatory requirements, so there hasn't been much horsepower left for this kind of forward-thinking. That all changed with the Walmart supercube truck.

When Walmart began thinking about the project, it consulted with several design experts, including those who helped craft Canadian truck configurations to comply with progressively more complex weights and dimensions. Much to everyone's surprise, it was determined that the truck fits into the existing envelope for a standard five-axle tractor-trailer combination. It looks huge, but inch for inch,

## 60-foot containers: Here we grow again

the truck is totally legal.

Interestingly, the performance standards we use today have been around since the late 1980s. There was an agreement at the time that vehicle configurations going forward would be based on certain performance standards, the *maximums* being a two-metre swept radius on the trailer kingpin, a 12.5-metre wheelbase, and a 35% rear overhang. To everyone's surprise, even back then, the resulting possible trailer box length turned out to be 61 feet. Why nobody has gone back to those standards until now, with an eye toward maximizing the available cargo space, is anyone's guess. But it's as legal now as it was when the performance standards were first drawn up.

The Walmart truck behaves the same

as a traditional 53-ft. tractor-trailer in all its dynamic testing, so from where the rubber meets the road, the truck is no different from anything else we are pulling today.

While we haven't yet seen any pictures from Canadian Tire, I have to assume the chassis the container sits on, like the Walmart trailer, will meet the performance standards laid out almost 25 years ago. It will be capable of being pulled by any day cab tractor, which one assumes will have a similar wheelbase to Walmart's COE tractor. That means virtually any drayage operator with a similar tractor will be able to pull the thing.

Much of Canadian Tire's freight, like Walmart's, is high-cube low-density cargo, meaning the overall weight won't be an issue, but the prospect of getting

an additional payload of 13% (Canadian Tire's estimate) is pretty compelling. Transportation today is all about productivity, with a healthy measure of emissions reductions, be they CO<sub>2</sub>, PM, NO<sub>x</sub> or whatever. Moving an additional volume of cargo with the same amount of fuel and corresponding emissions is an achievement to be proud of.

Many drivers won't be happy with the idea of pulling a larger container, but really, it's not the larger container that puts them off, it's hauling it for the same money. I think drivers deserve a share of the spoils too, but that's up to the carrier, I suppose.

Drivers always have a choice of where they work, so when carriers start bidding on Canadian Tire jobs, the savvy ones will make sure there's a bit of extra money in it for the drivers too. Now, that's a new normal I'd like to see. ●

*Joanne Ritchie is executive director of OBAC. Is anything normal in this industry? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll free 888-794-9990.*

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## Small Fleet, Big Attitude

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# Try collecting these surcharges

**A**t the peak of the recession, I read an article featuring the various different surcharges larger trucking companies were collecting, sometimes maybe, in lieu of respectable freight rates.

Fuel and detention time, obviously, were the basics, but some of the others were downright amusing and, I suspect, bogus, in an attempt to convince their competitors they had come up with a revenue tool no one else had.

One CEO described a “notification” surcharge, where the customer was e-mailed when a load was picked up or delivered. Most small carriers –

and likely many large carriers – could never charge this.

We just pick up and deliver when promised; it’s not such a momentous occasion as to require special notification, especially one the customer should pay extra for.

With that foolish thought in my mind for a while, I’ve devised several equally sensible surcharges. Although this is tongue-in-cheek silliness, I know somebody will attempt to collect on at least one of them. If you’re successful, e-mail me to find out where my commission should be mailed to.

**The Driver Didn’t Phone surcharge:** On one of my first cross-border trips, before the CB was perma-

nently shut off, I listened to a late night tale being discussed between two drivers. One driver worked for a Southern Ontario shipper who requested two trucks per day, destination to be decided depending on inventory levels.

He was handed paperwork for Portland, Oregon and left for the west coast. Upon approach to Portland, he called on the CB for directions into the address on his papers. Nobody, even the locals, had heard of it, so he called his dispatcher to get directions. His return call informed him that there had been a typo on the paperwork, and the load had been intended for Portland, Maine. Since then, I have never left a ship-

per’s property for a first time delivery without calling ahead. We have had a couple drivers ourselves who, even after being told where they were going, would start heading to the ‘Bill To’ address on the paperwork, rather than the ‘Ship To.’ Not sure if this surcharge would go to the shippers or drivers, but charge somebody!

**The Clueless Customer surcharge:** Twice, with the same former customer, the customer would call for truck availability for a load that wasn’t finished yet. We informed them that there were some vacancies in the next few days, where they could be penciled in once they had a finish date for their product. The next day, we would e-mail asking if they had a load completion ETA yet, only to be informed that they had called another carrier since we “couldn’t give firm availability.” Putting up with this level of stupidity shouldn’t be free: charge them!

**The Attitude and Personality surcharge:** As happens often, your driver has encountered a shipper, receiver, Customs officer, or enforcement person, who, for whatever reason, had a miserable attitude towards your driver. (Maybe the driver instigated this bad encounter, but we’re not supposed to admit that ever happens). As such, to pacify your driver, you will need to shuffle the dispatch schedule so that for the next few days, they get preferential treatment in dispatching. For this inconvenience, someone must pay!

**The Truck Stop Preference surcharge:** After one particularly unproductive owner/operator left the company, I was made aware that there were two truck stops that he was incapable of passing; once, even travelling an extra 40 miles to visit. Attractive waitresses, apparently. My trailer was being dragged extra mileage for the sake of his carnal fantasies. Another surcharge that might be more properly billed to the driver, but pay up!

**The Shiny Truck surcharge:** This is one that was actually suggested to me. One owner/operator bought a much newer truck, the second Peterbilt in an otherwise Freightliner and Mack fleet.

He actually had the nerve to tell me that our primary outbound freight customer should see an increase in their freight rates, now that their freight was being moved on “classier trucks.”

He got quite angry when I told him that the first dozen loads we carried for this company was behind my 20-year-old International cabover, so obviously a shiny long hood was not a priority for them. His attitude didn’t change: Charge more!

**The Polar Vortex surcharge:** We all adjust fuel surcharges accordingly, but who could have predicted the bitter cold of last winter?

Besides fuel mileage dropping at least 10%, I was also dealing with a bunk heater but no auxiliary engine heat, so I spent a few weeks waking up every three-and-a-half hours to start the engine for 15 minutes. Besides the disruption in my sleep pattern, there was the reduction in fuel economy. This is Canada for heaven’s sake; who could have seen such a thing coming? Pay up!

Seriously, if anybody collects any of these, I want my cut. ☘

**Bill Cameron and his wife Nancy own and operate Parks Transportation, a four-truck flatdeck trucking company. Bill can be reached at [williamcameron.bc@gmail.com](mailto:williamcameron.bc@gmail.com).**



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## Chevron introduces new fuel economy 10W-30 motor oil

SAN RAMON, CALIFORNIA

Chevron has announced the availability of a new heavy-duty engine oil it says will deliver better fuel economy than commonly used 15W-40 oils at a competitive price point.

Ursa Super Plus EC SAE 10W-30 engine oil, available in the US and Canada, is an API CJ-4 heavy-duty motor oil that provides several benefits for on- and off-highway applications, Chevron announced. Chief among them is improved fuel economy.

"Fuel economy is a growing concern for fleets and owner operators," said Jim Gambill, North America commercial brands manager at Chevron Products Company. "With budgets under constant pressure, many customers are forced to do more with less and must find solutions that fit their needs. Ursa Super Plus EC SAE 10W-30 helps bridge the affordability gap by provid-

ing fuel economy benefits in a competitive way."

Chevron says testing has shown fuel economy improvements compared to SAE 15W-40 engine oils. The new oil also meets stringent API CJ-4 service category requirements regarding engine protection and emissions control system life. Ursa Super Plus EC SAE 10W-40 complements Chevron's Delo 400 XLE SynBlend SAE 10W-30.

It was formulated for EPA10 emissions-level diesel engines with SCR. It is compatible with any engine approved for use with SAE 10W-30 viscosity grades and is recommended for select engine types from Caterpillar, Cummins, Detroit, Mack and Volvo, Chevron says. However it also reminds operators to check with their engine OEM before switching to a fuel economy oil product. Chevron also encourages the use of oil analysis when changing motor oils to ensure optimal performance. ●

## Ryder to introduce loyalty program

MIAMI, FLORIDA

Ryder System plans to start rewarding its regular customers. The company has created Ryder RedZone, a loyalty program for its commercial rental customers. It is open now to US clients, and should be available to Canadians in early 2015.

The program works by awarding members 10% of their organization's net rental spend in points which can be redeemed for merchandise. Members also have the option of earning extra points by agreeing to answer poll questions, with each poll being worth 50 points. ●

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# A new Cat vocational truck is on the prowl

By Carolyn Gruske

PEORIA, ILLINIOS

With its slab-fronted, unadorned styling, the new Caterpillar CT681 won't win any beauty contests – but that's not its purpose in life. The truck is meant to be an urban, vocational workhorse and according to the company, every design element was created with that goal in mind.

"Customers in the trucking industry aren't bashful in telling you what they want. They were clear. They said, 'I don't want the fancy stuff. Give me something durable. Give me less pieces. Let me not worry about getting a scratch.' It was a complete surprise to us," said Dave Schmitz, global on-highway truck prod-

uct manager. The CT681 is a short-nosed truck with a set-forward axle. It's a truck that Caterpillar expects to see laden with dump beds, snow plows and cement mixers. It's also a truck that should perform well in tight city environments, because of its axle positioning.

"Your set-forward, long-nose truck is very popular in the West because of the comfort. It's going to be found in a wider variety of applications from logging to bottom dumps and side dumps. The short-nosed is completely focused on the eastern market," said Schmitz.

#### The design

In particular, operators who work in jurisdictions where there is a strictly enforced bridge formula are expected to make up a large market segment for this truck because of how it was designed, according to Caterpillar.

"When you have a bridge formula there is a lot of space to measure from that bumper to that centre line of the axle, which we call B2A, bumper to axle. It is typically designed for under 30 inches – 29.5 inches. (Customers) said 'We run into inspectors that don't set up their measurements properly. Make sure you hit that formula.' We brought it down to an industry best 28 inches from the bumper to the back of the axle. We made sure that front bumper was flat. It had to be flat, so that they're not taking their tape measure and putting it at the wrong spot on the bumper when they make that measurement, so the companies don't get ticketed because of the opinion of how far the B2A is.

"We also did small things like the tow hooks in the front. We made them flexible and able to be turned in so when the measurement is taken, the measurement from the front bumper doesn't take into account the tow hooks. The tow hooks either fold in or they are sitting on the side of the rail and you take them off and detach them when you are not in full load."

Not only does the front of the truck look flat because of the bumper, that aesthetic also comes about because of the placement of the radiator, and the vehicle's structural design.

"We said we have to hit certain features. We've got to be able to put a snow plow on the front. And keep the product durable. So we went with a 12-inch frame. We knew if we went to a 10-inch frame all we're looking at is putting on more weight, more steel, etc., to keep that thing durable and reliable. Customers keep these trucks 10-12 years. With line-haul, it's four to five, and then they turn them over to somebody else. (Vocational operators) want to run for a lot more years. We made sure the front frame extension off the front – that's the mount you put the snow plow on – is integrated in the rail. It's not a bolt-on. Any time you bring in a joint you open up opportunity for durability challenges, so we made sure it was a true front-frame extension where the rails went right out through the front. By doing that we also had to have the radiator on top of the rails. On our CT660 we have a bracket that drops down below the rails into the radiator. You can have the nose be extremely sloped. On this one, we wanted to have the front frame rail extension so we put the radiator on top. So it's all about function," he said.

"The grille needs to stay with the radiator so it opens up the access. We didn't

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want to run the grille into the pump you have to put on the front, or in the case of a snow plow those linkages in the front too. Combine that with the requirement to keep not just the bumper but the front end flat, and you start stacking up those other things, it starts to complicate things.”

Additionally, by having the front frame rail extension, it gives Caterpillar the ability to include a front-engine PTO. According to Schmitz, one of the advantages of the way the front end was designed was that there is a lot of space in the engine compartment, making it easy for a mechanic to perform top-end overhauls or to change sensors, without having to pull the engine.

#### The powerplant

While there are a variety of engine configuration options on the CT681, there are also a number of common features that Cat emphasized when presenting the truck. Schmitz spoke about not just the construction of the engines but also of some of their features. The base of all of the engines is a compacted graphite iron block, which Schmitz said not only saves about 200 lbs of weight, compared with a typical iron block, but also cuts noise by about 30% versus engines built with more traditional materials.

“They have a high-pressure common rail fuel system with 32,000 psi of fuel pressure. This gives you that natural burn, that better burn. It helps on both the power and on the emissions, as we have emission control devices on the truck. There are also dual turbochargers, low side and high side, so when the engine is at a lower speed it is depending on one turbo. When it gets to a higher speed it depends on the other. Add that flexibil-

ity. You have that constant torque curve throughout the engine operation.

“We do have an SCR system on the truck. It’s a highly efficient SCR system combined with recirculation. We do a nice combination, balance of the two, to make sure it is not consuming too much DEF, and to make sure we have the power. It’s a nice balancing act.”

As far as transmissions go, again Caterpillar is giving buyers a choice, including Eaton UltraShifts, but the company’s preference seems pretty obvious: the six-speed automatic CX31, which is integrated with the engine.

“Since we have control of the engine and we have control of the transmission, we can have them talk together,” said Schmitz.

“It is a full powershift. That means in between gears you still have power to the road. Automated manuals don’t have that. Other automatic transmissions don’t have that. You have constant power, so you are not wasting fuel, you are not having to recover and if you are up a hill with a heavy load, you have a nice smooth carry.”

According to Schmitz, it’s not just Caterpillar executives and employees who like the CX31, so do more and more of the company’s customers.

“I know on the Caterpillar truck line as of right now, over 50% of our trucks are going out with that CX31 transmission.”

#### The interior

Caterpillar said the cab in the CT681 is essentially the same as the CT660’s cabin in terms of design, complete with storage caddies on the top of the dash and a clipboard/book slot in place of the glove box. The CT681 has a leather-wrapped, tilting, adjustable, telescoping steering



Caterpillar has added to its vocational truck lineup with the CT681.

wheel as standard, and the same wheel is in the CT660. New to the CT681 and also now available on the CT660 is an air filter designed to eliminate fine concrete dust from the cabin. Heated mirrors are standard, so is what the company describes as a premium sound insulation package.

Schmitz explained the instrument cluster features one large centre gauge that acts as both the speedometer and tachometer, “so you look at one spot to see your speed and your rpm, especially for those trucks with manual transmissions.”

#### Care, maintenance and monitoring

All of the CT681s come standard with Cat’s Product Link telematics system. When paired with the company’s VisionLink web interface, fleet managers will be able to monitor all aspects of the truck’s operating conditions and are

even able to set alerts if a truck has been moved outside of a prescribed boundary area. Alerts can also be sent to technicians or Caterpillar repair shops when engine codes appear, giving maintenance experts the ability to remotely diagnose what problems have occurred with the vehicles.

#### Coming next year

The CT681 isn’t going to be the only set-forward truck in Caterpillar’s vocational stable.

Next year it is being joined by the CT680, a long nose, set forward axle. The CT680 will have as 124-inch BBC measurement and will be available as both a truck and a tractor (where the CT681 is truck only).

“It’s going to be uniquely styled. It will not look like the 681 or the 660,” said Schmitz. ●

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2004 PETERBILT 378 C15-475 hp, 18 spd., 20,000L 4 comp’t alum. tank, dual pumping/metering equipped, fast pump outlets, bottom load. Stock 2004 PETERBILT



2008 WESTERN STAR c/w 20,000 litre 5 comp’t aluminum tank, dual pumping/metering equipment, Midcom, bottom loading, vapour recovery. Stock 2008 WS



2010 INTERNATIONAL 350 hp, 20,000L 4 comp’t alum. tank, dual pumping/metering equipment, fast pump outlets, bottom load. Stock 2010 Int



2010 FREIGHTLINER c/w 7250 USWG QT propane tank, automatic, 330 hp, only 260,000 km,



2012 STAINLESS STEEL 2000 gallon tank w/manhole cover, sump sills w/plastic isolator. Stock #T0014



2001 STERLING c/w 20,000L four comp’t aluminum tank, dual pumping/metering, B/L, V/R, Midcom, DOT safety, CSA-B620. Stock #7085



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# Detroit demonstrates integrated safety systems

By James Menzies

MIAMI, FLORIDA

Detroit has demonstrated for the first time its new suite of active safety systems, dubbed Detroit Assurance.

The new safety platform will initially offer radar-based adaptive cruise control (ACC) and active braking assist (ABA) as well as an optional camera-based lane departure

warning system. Detroit Assurance is available for order now on new Freightliner Cascadia and Cascadia Evolution tractors.

The systems have been adapted from technologies deployed on Mercedes-Benz trucks in Europe.

"We've been developing these products in our family for years," said Brad Williamson, powertrain market-



The Detroit Assurance system uses a combination of radar and camera technologies to offer several active safety systems, including lane departure warning, active braking assist and adaptive cruise control.

ing manager with Detroit. The systems have more than nine million development miles in Europe and 1.5 million miles here in North America, in addition to 3.5 billion real-world miles accumulated by customers in Europe.

"By all means, this is a proven technology we're bringing over here for the North American market," said Williamson.

Adaptive cruise control maintains a safe following distance while the truck is in cruise, by applying the engine brake, downshifting the DT12 transmission and applying the service brakes when the truck is following the vehicle ahead of it too closely. The default setting is 3.5 seconds but it can be adjusted by the fleet operator, or even by the driver if an optional headway switch is selected.

Drivers can leave cruise control on even in heavy traffic and the truck will adjust its speed as necessary to maintain a safe following distance. The system was effective during demonstrations on Miami-area freeways. If a car pulls directly in front of the truck there will be no intervention as long as the car is travelling faster than the truck. However, if the car slows down, ACC steps in and slows the truck down and then returns to the set cruise speed when there are no longer any vehicles immediately in front of the truck.

Williamson said drivers can often travel dozens of miles, even in traffic, without having to touch the brake or accelerator when using ACC.

Active Braking Assist of course is an integral part of ACC, however it also works when the truck is not in cruise. ABA helps to mitigate rear-end collisions by slowing or stopping the truck when a metallic object is in

its path. But the system first mutes the radio and sounds an alarm to get the driver's attention before intervening with the brakes.

Detroit Assurance also offers a lane departure warning system that uses a camera mounted in the windshield to detect the lane markings on the road and sounds an alarm when the driver strays outside of his lane without a turn signal activated. A disable switch in the cab allows the driver to turn the system off for a 15-minute period if he's in a construction zone where crossing the line is inevitable. The system resumes when speeds of 47 mph are reached.

Currently, these safety systems are not integrated into Virtual Technician or any other telematics platform to notify fleet managers of interventions or lane departures, however officials said Detroit Assurance will be expanded to add more capabilities.

Freightliner already offers Meritor Wabco's OnGuard collision mitigation system, which provides many of the same benefits. OnGuard will continue to be an option on Freightliner trucks and currently about 10% of customers select it.

However, Williamson said the integration of Detroit Assurance with the engine and transmission allow for smoother braking and acceleration compared to other products already on the market.

The other benefit is that information related to the system is shown on the dash display rather than on a separate screen mounted elsewhere inside the cab. Detroit Assurance is available for order now on 2016 model year Freightliner Cascadia and Cascadia Evolution trucks, with deliveries expected to commence in March 2015. ●

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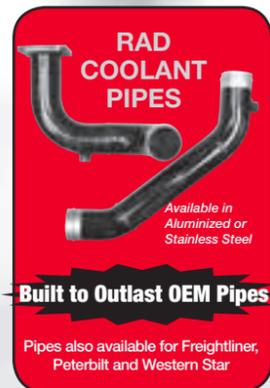
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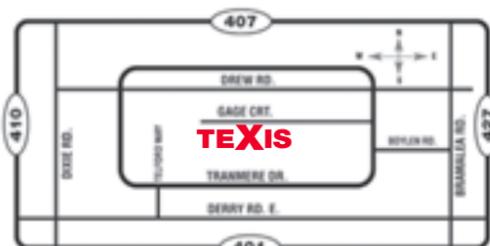


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## Maxim opens new Manitoba facility

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Maxim Truck & Trailer has opened a new \$5-million facility in Brandon, Man.

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"We expanded to Brandon in 1992," says Doug Harvey, president of Maxim. "We outgrew our original facility a few years ago so when the parcel of land next door became available for sale, we took the opportunity to make a major investment in a very important market for Maxim."

The new location is right off the Trans-Canada Highway, which allows for easy access for customers in and around Brandon.

Maxim also welcomed more than 400 customers and interested patrons to its open house where they got a chance to take a tour of the new space. ●

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# Canadian Tire to deploy first 60-foot containers

Longer containers will increase cargo capacity by 13% and reduce emissions, company says

By James Menzies

TORONTO, ONTARIO

Having already pioneered the 53-ft. intermodal container in 1994, Canadian Tire is pushing the envelope and has developed a 60-ft. container that has received government approval and will soon be deployed on multiple lanes.

The specific launch date for the new container and chassis has not yet been determined, but Canadian Tire has been testing the ability of the container to fit into existing rail infrastructure by attaching 3.5-ft. of Styrofoam to both ends of a standard 53-ft. unit and testing it at Canadian Pacific's Vaughan terminal.

When pulled by a day cab, the longer container will not exceed existing tractor-trailer length limits.

"Since the chassis and containers are Canadian Tire's and standard power is all that is needed to operate the containers, we can work with any carrier," Neil McKenna, vice-president, transportation with Canadian Tire, told *Truck News*.

Canadian Tire operates one of larg-

est transportation networks in the country, moving more than 100,000 different types of products to more than 490 stores across Canada.

"The 60-ft. container was developed by Canadian Tire's transportation team as an intermodal solution to increase productivity and efficiency while reducing the company's carbon footprint," McKenna said. "The added size allows the company to transport more products while reducing transportation costs and greenhouse gas emissions."

The containers are being built by AICM and the chassis manufactured by Quebec-based Max-Atlas. It is currently in the prototype stage, with four units initially to be deployed when the program launches.

The four containers will run: Toronto-Vancouver; Toronto-Calgary; Toronto-Halifax; and intra-Ontario lanes. This will mark the first time a 60-ft. container has been used in North America - and possibly even the world, McKenna said.

"Except for long combination vehicle (LCV) programs, this is the biggest innovation in intermodal in over 20 years," he said. "The 60-ft. container will revolutionize the movement of goods."

Canadian Tire expects to see payload increase of 13%, resulting in cost savings for the corporation as well as a reduction in emissions.

However, getting to this point hasn't been easy.

"The first order of business was to determine the suitability in an existing rail intermodal network," McKenna explained. "The next was to seek provincial Ministry of Transportation approvals for operations in their jurisdictions. Lastly was the determination of the American Association of Railroads (AAR) that this intermodal unit meets all the specifications required to integrate into the existing intermodal rail networks."

McKenna said Canadian Tire's partners, including CP Rail and the various Ministries of Transportation, have been supportive of the project.

"Together, we are working to ensure a safe and speedy deployment of the new containers," he said.

McKenna said this is just the latest example of how the retailer is looking to improve its supply chain. Since 2011, it has embarked on a major road-to-rail conversion within Eastern Canada, which McKenna said has reduced GHG emissions by more than 60%, equal to removing 2,500 cars off the road each year. It has also been using LCVs in Ontario, Quebec and the Maritime provinces.

"By using trucks capable of pulling two full-length semi-trailers, LCVs allow the company to move more products, at a lower cost per unit and with a smaller carbon footprint than is generated by two single-trailer trucks," he said. We will have more on this development, including pictures, when the first 60-ft. containers are ready to be deployed. ●

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## Peterbilt Manitoba adds third dealer

SPRINGFIELD, MANITOBA

Peterbilt Manitoba has added a third dealership to its group with the opening of Peterbilt Manitoba-East, a parts and service facility in Springfield, just east of Winnipeg.

"We're pleased to add a new location to our network and expand our ability to serve our customers," said dealer principal Doug Danylchuk. "The entire team at Peterbilt Manitoba is focused on providing superior customer service and we will continue that tradition with our newest store,

Peterbilt Manitoba-East."

The newest dealership in the family has six service bays, a 1,500 sq.-ft. parts warehouse and a 600 sq.-ft. parts retail area. It is located along the Perimeter Highway and boasts plenty of truck parking, the company says.

It will be open Monday through Friday from 8 a.m. until 6 p.m. and on Saturdays from 8 a.m. until 4:30 p.m.

Peterbilt Manitoba also offers two full-service dealerships in Winnipeg and Brandon, Man. The new location is at Unit 1-2, 75 Don Valley Parkway, Springfield, Man. ●

## Thermo King moves Montreal location

MONTREAL QUEBEC

Thermo King Eastern Canada (TKEC) announced recently that it will be moving its service centre to a new Montreal location in heart of the city's trucking hub.

"Our new, larger premises will allow us to grow and provide better service to our customers," says Jacques Labrosse, general manager for TKEC Quebec.

"We will also deliver better value to customers by having all our employees on the Island in Montreal work out of one location.

The end result will be streamlined workflow, faster customer turnaround times, and increased employee satisfaction."

The new centre is located at 6100 Chemin Saint François, St. Laurent. Employees of the two Fusher Avenue locations already moved on the weekend of Nov. 8-9, 2014.

Those in the Vaudreuil location are expected to move in February. ●

## Trailer Wizards buys Bryant Trailer Services

MISSISSAUGA, ONTARIO

Trailer Wizards announced recently that it has acquired the assets of Bryant Trailer Services Inc. The purchase adds inventory, tooling, mobile trucks and Bryant Trailer customers and employees to Trailer Wizards.

"We're very excited to introduce ourselves and welcome Bryant Trailer Services' customers to Trailer Wizards," said John Geertsema, vice-president of Trailer Wizards' Ontario Region. "This news comes on the heels of our new shop expansion in Mississauga and, with the addition of Bryant's employees and mobile units, it means an even higher level of service from Trailer Wizards."

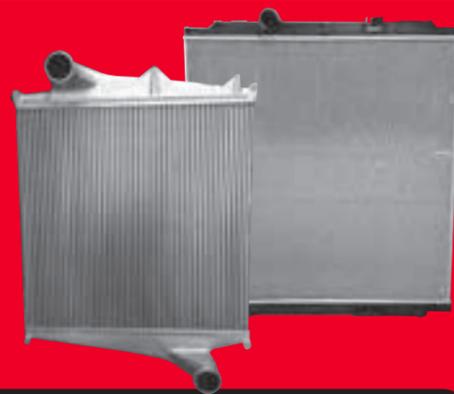
Peter Bryant, president of Bryant Trailer Services, added: "We are delighted to know that our valued employees and customers are being left in good hands with Trailer Wizards."

Trailer service for Bryant's customers will continue at the Trailer Wizards' Mississauga branch at 1880 Britannia Road East. ●



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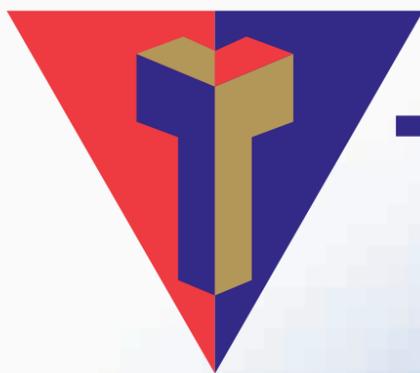
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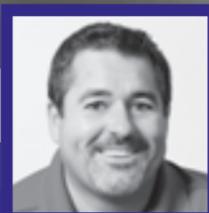


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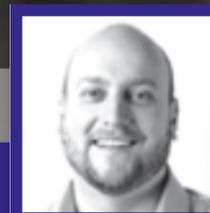
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By Edo Van Belkom

### THE STORY SO FAR

Mark gets a nice gig shuttling the contents of a factory and warehouse from Montreal to Toronto. Among the trucks making the runs with Mark is a green truck with an off-colour door and fender that is driven by a team and making outstanding time between the two cities. At a stop in Montreal, Mark learns that the green International has done nearly three times as many loads as he has. That's because there are three drivers in the truck and - after watching one of their circle checks - it's obvious they are cutting as many corners as they can.

Mark is pulled over into a MTO safety inspection, part of a blitz running for two weeks along the 401. His paperwork is good and the truck and trailer pass with just minor infractions and he's free to go. As he's leaving, the green rig passes the inspection while it's momentarily closed down. The blitz is on for several more days and the green International's luck is bound to run out.

When Mark reached the yard in Toronto, he saw the green International was already backed up to a loading dock and in the process of being unloaded. It was a rare sight to see that truck standing still. In fact, over the past week, Mark couldn't recall a single time he'd seen the truck stopped other than in either of the Montreal or Toronto yards. And so, seeing as it was such a special occasion, Mark decided to take a closer look at the truck before it hit the road again.

Pulling his rig over to one corner of the yard, Mark set the brake and left Mother Load idling, then quickly scanned the yard for anyone standing around that might see him. Nothing obvious. There could always be a driver sitting behind the wheel of his truck sipping a coffee, but this yard was strictly in and out and Mark figured the coast was as clear as it was ever going to get.

He hopped down from Mother Load and casually walked across the yard toward the green International. All the while his head swiveled around on his neck, but there was truly no one in the yard.

As he approached the green truck, Mark crouched down as if he were sneaking into a girl's sorority house, and then he finally got down on his knees to take a good look at the underside of the trailer. A couple of brakes looked sketchy with both brake stroke indicators past the second nipple. That meant they were both out of adjustment, but if it was enough to get the trailer pulled off the road immediately, he couldn't be sure. One thing was for certain, spotting such a big defect so quickly wasn't a very good start. But then he saw something that ended the debate altogether.

One of the U-bolts that held the body of the trailer down onto the chassis was broken with one side of the bolt hanging slack below the beam. Mark had never seen a U-bolt so obviously broken, but he knew from experience and talking with other drivers that a single U-bolt that was loose - never mind broken - was enough to get a truck pulled off the road and put an operator's CVOR in jeopardy. After discovering those two major defects, Mark quickly pulled himself from under the truck and began to leisurely walk around the rig, as if he just were out for a stroll or having a cigarette...even though he



## Puttin' on the blitz

didn't smoke.

There were worn tires all the way around the truck and he doubted if half of them would meet MTO standards. If everything else was in perfect order, there might be a "repair verification" issued for the tires, but with brakes out of adjustment and a broken U-bolt, these guys would be lucky if they ever got this truck back on the road.

As Mark reached the tractor, he saw that the truck had recently been in an accident and that was why it had an off-colour door and fender. Other parts of the truck had been damaged in the accident as well, but hadn't been repaired. Then, as he took a closer look at a scratch on the fuel tank, Mark smelled something foul that forced his head to jerk away. It was a bad smell, like something had died nearby and the carcass was just rotting in the heat of the midday sun.

After taking a deep breath, Mark turned back around... and got down onto his knees. He held his breath as long as he could, but eventually he had to take another breath. When he did, he smelled it full-on.

His first thought was that this was the truck that was responsible for all of the hole-through-the-floor stories he'd heard over the years. To be honest, he'd never believed any of them and whenever he did hear someone telling their version of the story he wondered why the storyteller had such an axe to grind with an ethnic minority. But here was a truck that fit the bill...three men inside, no unnecessary stops, bad smell coming from under the truck. Mark took another quick breath, held it and looked up under the truck chassis...and saw it!

"There's your problem," he said.

There was no hole in the floor and nobody had been using the nation's highways as a toilet, but there, wedged

into two pieces of the tractor's structural steel was a slab of rotting moose flesh. Flies had found it a while ago and their larvae were doing their best to remove it from the truck it was adhered to. Despite the maggots' best efforts, that piece of moose wasn't coming away any time soon.

Obviously, the truck had been in a collision with a moose and had been repaired. However, the truck had never been thoroughly cleaned - probably for reasons related to time and money - and had gone back out onto the road with part of an extra passenger tagging along within the truck's underbody.

Not exactly illegal, but absolutely foul and repulsive. Mark got up off the ground and walked upwind of the green rig. These guys were driving a truck, but Mark couldn't think of them as truck drivers. They certainly weren't professional and they didn't care a lug nut for the industry. They were in it for the money - road safety and common courtesy be damned. But how were these guys able to avoid the truck blitz all this week?

Surely with a truck in this bad of shape, the MTO would be on them like, well, like flies on a rotting moose carcass.

Maybe they had a network of friends who gave them good information about just when and where the ministry was setting up its blitzes. That way they could speed up, slow down or heaven forbid, stop, until the coast was clear and they could drive on by.

Maybe, thought Mark, what they needed was to get some bad information.

At that moment, Mark heard voices across the yard. He looked up and the three men belonging to the green International were headed toward him. Two of them carried grocery bags in each hand while the third was lugging a couple of cases of water. As they neared, Mark dialed up Bud and asked him if any of his drivers knew where the MTO blitz was set up today.

"Eastbound 401, just past Pickering," Bud said. "You'll probably get stopped there as you leave Toronto this morning."

"Thanks, Bud," Mark said in a whisper. But even though there was no one on the line anymore, Mark continued in a loud, booming voice. "So you're sure that's where they've set up. Right. And they'll be there all morning? Oh, all day. That's great! Good news for me. Okay, thanks for the information. I owe ya."

Mark made an exaggerated gesture of hanging up the phone and then smiled in the direction of the three men. "Great news," he said. "MTO is set up westbound near Belleville all day today. Clear sailing all the way to Montreal." The men were pleased to get the info, offering him an apple and a bottle of water for his trouble.

Mark took both and told them, "See you on the road."

An hour later Mark passed the blitz outside Pickering. It was a large-scale inspection blitz, but they weren't looking at many trucks. That's because just about every officer there was covered in a sort of hazmat suit going over a certain green International with a fine-tooth comb. Mark took a bite of his apple and thought it tasted sweet. ●

Mark Dalton returns next month in another exciting adventure.

Illustration by Glenn McEvoy



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# Yes, it is about the money

Dear Editor:

Re: The seven elephants in the driver shortage room, December Truck News

'People don't leave because of pay?' Huh? Of course people not only leave reputable companies such as Kriska, but they also leave the trucking industry, because of low pay.

Would any government employee be expected to wait around the office for no pay because the computer was down? Of course not! Why are drivers expected to do this and provide two hours of unpaid waiting time?

Today's rates of 44 cents per mile are too low. Ten years ago I was making 50 cents a mile. The transportation division of our company was terminated and taken over by a for-hire trucking company. Not only did we get a cut in pay, we didn't get a raise this year.

And trucking company executives

still wonder why they can't get enough properly trained drivers.

I have road-tested newly-trained drivers. Most of them were so poorly trained you wouldn't want them driving locally, let alone to Chicago solo.

All of them were shocked by how much work it was - loading, unloading, paperwork, Customs - again, all free unpaid labour. Yes, it is about the money. The sooner the North American trucking industry pays by the hour, the better all will be. Bill Cameron, Mark Lee and Al Goodhall are a breath of fresh air, free from the constraints of political correctness.

Everyone has delays at their job, no matter what kind of career they chose. But if they are paid by the hour, then they are still making money. ●

Ron Bergsma  
Grimsby, Ontario

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# Betty Taylor: Three decades of safety

After 32 years of dedicated work with the Infrastructure Health & Safety Association, the Fleet Safety Council and the Truck Driving Championships, Betty Taylor is set to retire at the end of December. Taylor came to the industry in 1982 and has seen the industry change drastically along the way. Sonia Strassface caught up with her recently to talk about her career.

work with IHSA to promote safety and improve driver behaviour through increased training. The council has monthly chapter meetings across Ontario held between September and June.

"It's an excellent opportunity for members to network and participate," said Taylor. "The association talks about what is current in legislation and they have presentations on distracted driving, ergonomics and everything that relates to trucking. It is a very knowledgeable and informed group. It started out with just one chapter in Toronto and that's the one I started with. And now there's eight chapters across Ontario."

Her three decades of experience in the industry has allowed Taylor to experience many changes in the industry, especially when it comes to safety.

She said that back when she

For years people would complain that ice and snow would fall off of trailers and do damage to their cars. They were the first that I knew of that did develop a piece of machinery that removed snow."

Taylor said that though injuries are still prevalent in the industry, safety initiatives like putting a focus on distracted driving has helped.

"There are still a lot of injuries but it's not as bad as it used to be," she said.

Taylor was also around when the Truck Driving Championships first came to be 32 years ago.

She has been involved with them ever since and has been involved in all regional, provincial and national levels.

"I guess after four or five months into my tenure with the company, the Truck Driving Championships came into effect," she said. "And I started at



Betty Taylor

**T**he expression "safety comes first" is something heard a lot in the transportation industry, but for Betty Taylor, it is an expression she lives and

breathes by.

Taylor has been involved in the transportation sector of Ontario's health and safety system for more than 32 years.

Her career began in February 1982, when she was the receptionist for what was known as the Transportation Safety Association.

"I was responsible for looking after the mailing list of all the companies that were affiliated with us," she said. "And through that I gained a lot of knowledge and met some extraordinary people and was exposed to incidents and information that I never would have been able to before. I learned all about trucks and trailers and air brakes...all that goes with trucking."

In 2010, the association amalgamated with two other industries (the electrical industry and the construction industry) to become the Infrastructure Health & Safety Association (IHSA).

Over the last three decades, Taylor has worked for the association in a variety of roles where she gained an overwhelming amount of knowledge on truck safety.

Today, Taylor is the transportation outreach coordinator for IHSA, but this year marks Taylor's last with the association as she is set to retire, officially, at the end of December.

Over the three decades of her career in the industry, she has been involved in many different safety initiatives, including the Fleet Safety Council where she is the coordinator.

For the uninitiated, the Fleet Safety Council is a group of driver-trainers and transportation professionals who

**"I want the industry to maintain safety because it's important to everyone – drivers, companies, and those around them."**

Betty Taylor

started, safety wasn't much of a concern to fleets, but of course today that is different.

"Safety has now come to the forefront for the companies," she said. "There is a focus on safety now, there is better equipment, they are safer trucks...a lot of the bigger companies, and even some smaller companies are putting more effort into making sure their drivers are properly trained and have good safety background."

Taylor added that technology has also changed trucking immensely and for the better.

"There's also so many new safety features that are put on the trucks that they have," she added. "Shaw Tracking is one of the companies that have the onboard satellite so you can track a driver if they get into a problem, or now you can locate the load. Before it wasn't that easy. It's a more efficient business now. For instance, Erb Transport developed a way of removing snow off the top of trailers.

a very minimal level in helping (those involved) get ready for the event. And then it just sort of expanded from there. My involvement went from just doing the distribution of driver's kits to actually sitting on the committee and being part of the executive that works with the various companies as well as looking after the nationals which comes here every eight years."

She said the Truck Driving Championships were one of her favourite events over the years because of the energy it generated from province to province, company to company, and driver to driver.

"I really enjoyed the Truck Driving Championships," she said. "When it comes to presenting who the Grand Champion is, they get so excited. I mean it's a real honour to win but one of the things that we point out to all the drivers is that they're all successful that they've made it this far. You have to be a certain type of driver to be involved in the championships. It's

nice to see that they are given the recognition they deserve. It's not easy to be out of the road these days because of construction and traffic. I drive the 401 every day so I see these drivers are faced with on a daily basis."

Taylor said she is looking forward to her retirement (and "not waking up at 5:15 a.m."), especially being able to get back into the old hobbies that fell to the wayside while she was busy working. Taylor also said she doesn't want to cut trucking out of her life completely and will still try and volunteer at her favourite trucking events.

"I'm planning to continue to continue my relationship with the Truck Driving Championships," she said. "But on a much lower level than I was before. I'm going step back from that a bit. I think it's time for someone else to step in. There's a lot of people younger than myself who have a lot of really good ideas and know how to communicate and how get the word out there and engage people and that's the kind of thing the championships need more of."

While she steps back from her duties, she said that she hopes the trucking community continues to thrive and that safety remains on the forefront of every company's agenda.

"I really hope they find qualified drivers," she said. "It's a concern for many companies. I just really hope that they can find really good individuals, male or female. And of course, I want the industry to maintain safety because it's important for everyone – drivers, companies, and those around them." ●



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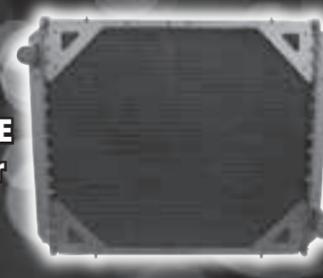
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