

TRUCK NEWS

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 Quebec's first diamond mine has proven to be a boon for trucking companies who've been servicing it.

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 There are now 150 tire makers with a SmartWay tire. So, how do you choose the right one?

US HoS rules rolled back

WASHINGTON, D.C.

It's official. Two of the more contentious elements of the US hours-of-service regulations put into place in 2013 have been suspended for two years as part of an omnibus spending bill.

Drivers no longer have to include two overnight periods of 1-5 a.m. during their 34-hour reset. They will also no longer be limited to one reset period per week.

The American Trucking Associations, one of the most vocal critics of those aspects of the regulations, which it argues force drivers to end their reset when traffic tends to be busier, applauded the development.

"We have known since the beginning that the federal government did not properly evaluate the potential impacts of the changes it made in July 2013," said ATA president and CEO Bill Graves. "Now, thanks to the hard work of Senator (Susan) Collins and many others, we have a common sense solution. Suspending these restrictions until all the proper research can be done is a reasonable step."

Sen. Collins tabled the amendments, which were part of a broader \$1-trillion spending bill.

The ATA in recent months has brought forward many reasons why the existing rules were flawed – and continued to do so even after Congress and the Senate approved the bill.

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Premay Equipment helped move this 140,000 kg crystallizer to a potash mine in Saskatchewan recently.

One massive move

Two years of planning went into this oversized haul recently completed by Premay Equipment in Saskatchewan. The trek took three days and involved multiple escorts to ensure a safe delivery.

By **Sonia Straface**

SASKATOON, SASKATCHEWAN

A rather large delivery was made this month in Saskatchewan. Premay Equipment, a specialized transportation company located in Western Canada, helped move a giant crystallizer from JNE Welding of Saskatoon to K+S Potash Canada's potash mine near Bethune, Sask. The move began on Jan. 6.

The crystallizer, which brings potash to the surface during the solution process, is more than 10 metres wide, 10 metres high, close to 20 metres long and weighs nearly 140,000 kilograms.

"It's geographically one of the biggest moves that has happened in Saskatchewan," said Lockie McKinnon, terminal director of Premay Equipment who helped plan the trek for two years. McKinnon said that the move took two years of planning to execute because of all the organization involved.

"You have to check with all the infrastructure, like the highways and power and utilities and you have to find a route, as well," he said. "You've got to look at the infrastructure to make

sure it can handle (the weight). The biggest thing is getting everything organized and getting all the people in place. And making sure the power crews and police are in place and making sure there is a lot of communication."

Because of the dimensions of the crystallizer, McKinnon said Premay had to run the route several times in the months leading up to the move to ensure a smooth ride once the trek got started.

"We probably ran the route once a month just to make sure there was no change," he said.

The size of the crystallizer means the commute was a slow one – travelling 75-100 kms a day going around 30-40 km/h. McKinnon added that the delivery was contained between the hours of 8:30 a.m. to 3:30 p.m. to avoid causing traffic backups and so school buses weren't disturbed. There were also a multitude of escort vehicles assisting with the trek.

"There's a truck pulling it at the front, and two trucks behind pushing it," McKinnon said. "I also have four pilot cars on it and a police escort." ●

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Production: Carolyn Brimer, Beverley Richards
 Circulation Manager: Mary Garufi
 V.P. Publishing: Alex Papanou
 President: Bruce Creighton

Advertising Sales

Inquiries: Kathy Penner (416) 510-6892



Lou Smyrlis
 PUBLISHER, EDITORIAL DIRECTOR
 (416) 510-6881
 lou@TransportationMedia.ca



Kathy Penner
 ASSOCIATE PUBLISHER
 (416) 510-6892
 kpenner@trucknews.com



Brenda Grant
 NATIONAL ACCOUNT SALES
 (416) 494-3333
 brendagrants@bell.net



Don Besler
 NATIONAL ACCOUNT SALES MANAGER
 (416) 699-6966
 donbesleris@rogers.com



Doug Copeland
 REGIONAL ACCOUNT MANAGER
 (905) 715-9511
 dcopeland@trucknews.com



Laura Moffatt
 RESEARCH DIRECTOR

Editorial

Inquiries: James Menzies (416) 510-6896



James Menzies
 EXECUTIVE EDITOR
 (416) 510-6896
 jmenzies@trucknews.com



Sonia Straface
 ASSISTANT EDITOR
 (416) 510-6890
 sstraface@TransportationMedia.ca



Carolyn Gruske
 CONTRIBUTING EDITOR
 (416) 510-6809
 cgruske@TransportationMedia.ca



Julia Kuzeljevich
 CONTRIBUTING EDITOR
 (416) 510-6880
 julia@TransportationMedia.ca



John G. Smith
 TECHNICAL CORRESPONDENT
 wordsmithmedia@rogers.com



Brad Ling
 VIDEO PRODUCTION MANAGER

Subscription inquiries

Anita Singh (416) 442-5600 (Ext. 3553)

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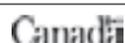
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Editorial Comment

JAMES MENZIES



We all know it's hard to find new drivers, especially young drivers. So imagine for a second that a 26-year-old man walked into your recruiting office, looking for a domestic driving job.

He's presentable and articulate. He sounds smart, has an impressive employment history and seems like a hard worker. He was a commercial tire technician before pursuing a job behind the wheel, so he knows how to wield a wrench and can probably handle some minor repairs if necessary.

He has driven a service truck for years without incident and says all the right things when discussing safety and compliance.

This exchange would pretty much make your day, no? Oh, did I mention? He also suffers from insomnia and has a prescription for cannabis, which he consumes at night while off-duty – completely legal under Canada's Marihuana for Medical Purposes Regulations.

The driver described above is a real person dealing with this very real issue. He asked that we not divulge his name, for fear of it hindering his employabil-

Would you hire this person?

ity, so we'll just call him...Bud.

Would you hire Bud to drive your trucks? Right up to the line about his medical use of marijuana, he'd be assured of at least a road test at most places. But when I posed this question on Twitter, it was met with a resounding "No!"

We've explored the issue of medical marijuana in the trucking industry before, but there remain more questions than answers. That could change in March. Patti Satok, the driver we wrote about last year who says she was offered a domestic driving job then had it rescinded when she tested positive for prescription pot on her pre-employment drug test, will have her day of mediation before the Canadian Human Rights Commission. The resulting judgment will be illuminating.

This is an issue that our industry has not yet faced and one that will not disappear, with a growing population of medical marijuana patients.

On one hand, should Bud be treated any differently than a driver who uses prescription painkillers to manage chronic conditions while off-duty?

If it's okay for some drivers to have a couple beers on the weekend, why can't Bud have a toke to manage his insomnia and ensure he's rested come Monday morning?

But then again, do you really want to be the nice guy, the progressive thinker, the compassionate employer who brings him on if your trust is abused and an accident occurs as a result of his impairment? Maybe impairment isn't even a factor; how would a personal injury lawyer feel about a trucking company hiring someone who disclosed his or her use of medical marijuana? The plaintiff attorneys are licking their lips.

I'm not sure there's a right or wrong answer here. Maybe truck driving just isn't the career for Bud. Maybe he needs to find a more socially accepted treatment for his insomnia. Or maybe this is outdated thinking and



maybe he deserves a chance. I don't have the answer, but I'm interested in your opinions. You can visit my blog at Trucknews.com to read Bud's complete story, in his own words. You can also post a comment and get involved in the dialogue. I'll be reading and I know Bud will be too. ●

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

The view with Lou

LOU SMYRLIS



As those of you who read this column regularly have come to know, I like numbers. Why? Because they point to the truth and serve as a call to action.

One of the areas where "the numbers" should be acting as a call to immediate action is the under representation of women in trucking at all levels. Actually this isn't an issue just for the trucking industry; the under representation of women is a reality across the entire supply chain.

The people that manage the freight you haul and who purchase the services you provide are predominantly male too. It's just that in trucking the under representation of women is particularly acute.

Consider that women make up just:

- 3% of truck drivers

The numbers tell an unflattering story

- 3% of mechanics, transport trailer technicians, and cargo workers
- 11% of managerial staff
- 25% of freight claims and safety, and loss prevention specialists
- 18% of dispatchers
- 13% of parts technicians

Now consider that the national representation of women in the Canadian workforce is 48% and you quickly see how far behind we've fallen. Considering we are facing a growing number of retirements in the years ahead and are having one heck of a time trying to attract young people to our industry, can we afford to keep missing the boat on attracting nearly half of the continent's source of human capital, leadership and ingenuity?

There is a huge economic opportuni-

ty for women to find careers in trucking and in so doing help the industry address its talent shortage.

But don't expect them to come running just because the jobs are there. Why? Because our industry carries the stigma of being male-centric.

A couple of years ago Deloitte surveyed more than 600 women working in manufacturing, another industry struggling to attract female candidates.

Even though they were working in manufacturing, only one in five thought manufacturing was doing a good job of representing itself to women. Sound familiar?

Not only was manufacturing doing a poor job of attracting women but women weren't particularly keen to consider manufacturing as an option.

The survey also found that more than half the women surveyed attributed the lack of interest among females to work in manufacturing to a perception of male bias that starts at the very top where "Common thought has long since been leadership equals male." Sound like an industry you know?

Like manufacturing, our industry faces an uphill battle in attracting women.

But it has already taken the first step. Women with Drive is Trucking HR Canada's national project to promote women in freight transportation. I was at its launch last year and I'm looking forward to its 2015 Leadership Summit, scheduled for March 5 at the Sheraton Toronto Airport Hotel.

To find out more, and to register, go to www.truckinghr.com. ●

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

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By James Menzies

BLOOMINGTON, INDIANA

Industry forecaster FTR hosted a State of Freight webinar recently, sharing six lessons learned in 2014 and shedding some light on what motor carriers can expect going forward.

Lesson 1: We are in for a long-cycle recovery

Noel Perry, senior consultant for FTR, said it would be understandable to expect the US economy to slow and to head back into recession, based on previous economic cycles and the fact the current recovery is now in its sixth year. However, when he showed a slide overlaying previous recoveries, the last three – 2001, 1991 and 1982 – all lasted more than six years.

“And so it’s logical to think then that the environment has changed and that recoveries now tend to last longer,” Perry said. “So it’s perfectly reasonable to expect this recovery has a few more years to go.” Perry admitted FTR was alarmed when US GDP slipped into negative growth in the first quarter of last year but it has since returned to positive territory and, “we assume there are several more years before a recession,” Perry added.

Lesson 2: The capacity crunch is about surge capacity

Truck utilization rates are high and ca-

capacity tight, but where this really has an impact is in the trucking industry’s ability to cope with problems or seasonal issues that arise, Perry said.

With capacity utilization at nearly 100%, the industry will be challenged if severe weather, for example, curtails the industry’s productivity for any length of time.

“Over time, the industry has squeezed out that surge capacity,” Perry noted. “When we have weather problems and lose a point or two of productivity, it pushes us over the top.”

Lesson 3: Freight discrimination has become very important

Carriers are learning to price unproductive freight accordingly, in a relatively new strategy Perry referred to “freight discrimination.”

“All this means is, truckers are increasingly aware of the differences in productivity particular loads have and are increasingly pricing the loads that have low productivity – ie. no backhaul or uneven in volume or that’s the wrong day of the week for their system – they are increasingly pricing those up.”

Carriers continue to offer attractive pricing on freight that fits nicely into their system and is productive to handle. Their reticence to handle more troublesome freight at comparable prices is resulting in more of it being brokered out to others. This has resulted in a larger price gap between contract

and spot market freight rates, Perry explained.

Lesson 4: Spot and contract price distinctions have become very important

In July, spot market freight rates were up 12% year-over-year while contract rate growth lagged at about 5%, Perry pointed out.

However, he also noted the spot market sees more pricing volatility, some of it seasonal in nature.

“If you’re looking at spot market prices, it’s really important to understand that seasonality (influence),” Perry said, adding FTR will be studying seasonal impacts on the spot market prices in more detail.

Lesson 5: The energy crisis is over for a while

Perry took a bold position on the energy crisis, declaring it over for a while. How long is a while? Well, “When I say a while, I mean as long as I’m going to live on this Earth and I intend to live another 30 years,” he declared.

Perry cited increases in energy supply in the US coupled with decreasing demand. This doesn’t bode well for natural gas engine demand, however. While Perry said natural gas still makes sense in short-haul applications, it’s not a good solution for most long-haul fleets, thanks to lower diesel prices – in the US, at least.

“This 2020 forecast we had looking ahead for increased natural gas engines doesn’t look so good now,” Perry admitted, noting the net natural gas operational savings versus diesel is becoming slimmer.

Lesson 6: Things change quickly

The appropriations bill tabled by Congress that saw controversial elements of the hours-of-service reset provision suspended for two years while further study is conducted, is another example of how quickly things can change.

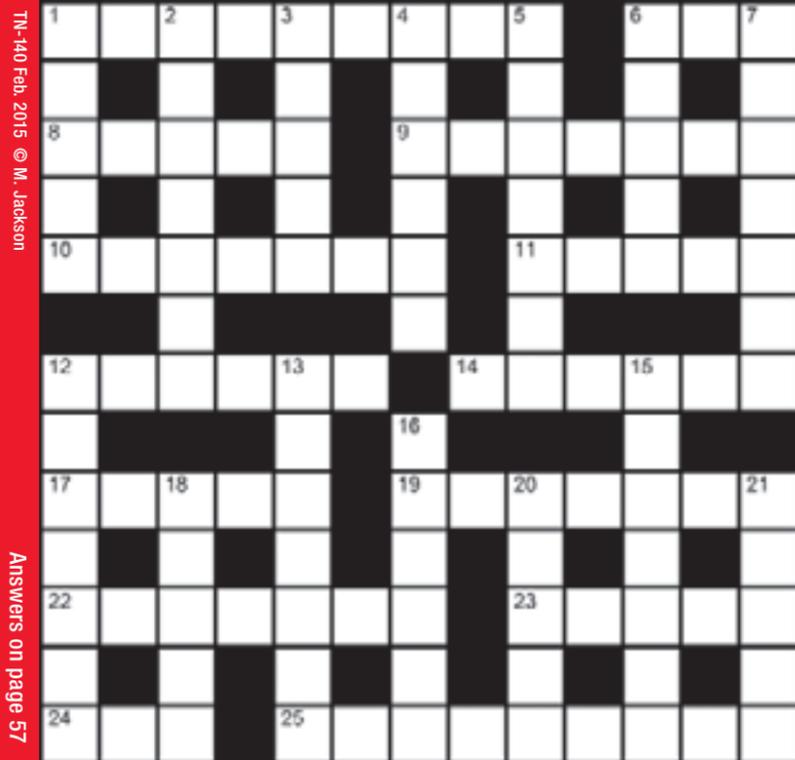
Suspended were the provisions that requires drivers to include two overnight periods in their 34-hour reset and limit the driver to one reset per week. These requirements have been suspended for two years, which will provide an immediate boost to the US trucking industry’s productivity, Perry explained, adding 0.8% to productivity immediately.

It would also see truck utilization rates drop from 97% to 96%, Perry noted. This will restore surge capacity from a dangerously low 2% to about 4%, “which means the industry can weather a lot more trouble in 2015,” Perry said.

However, that reprieve, if it goes through, will be short-lived, with other regulations on the books for 2016 and beyond that could further restrict the industry’s productivity.

And with the hours-of-service rules under the microscope, Perry said it’s also possible further study could eventually result in more restrictions, not less. The mandatory use of electronic logging devices is another impending regulation that will impact productivity, though it could be 2017 before new ELD requirements are enforced. ●

THIS MONTH'S CROSSWORD PUZZLE



TH-140 Feb. 2015 © M. Jackson

Answers on page 57

Across

- 1 Super-long road trains' home
- 6 Second, short trailer
- 8 Concord, ON carrier ____ Cartage
- 9 Soap Box racer power source
- 10 Michigan's Motor City metropolis
- 11 Truck-insurance contact
- 12 Tire type
- 14 Kenworth and Peterbilt parent
- 17 BC to AK highway, briefly
- 19 Brake-system type (3,4)
- 22 Car-tire brand since 1901
- 23 Hippie's '60s bumper sticker
- 24 Cargo weight unit
- 25 Winter driving hazard

Down

- 1 Adjusted the headlights
- 2 Changed gears
- 3 Hazzard County smokey Coltrane
- 4 They're often LED, now
- 5 I-20, I-59, I-65 junction state
- 6 Truck-buyer's concern
- 7 International severe-service model
- 12 Pothole, you might say (4,3)
- 13 "Happy Days" drive-in
- 15 City known as Windy
- 16 Legal-gambling venue
- 18 Edmonton-area ____ Transportation Systems
- 20 Lender-reclaimed trucks, briefly
- 21 Truck-stop coffee additive

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SEE OUR AD PAGE 56



US economic growth to continue through 2015

US economy could reach its full potential with near full employment this year, leading to a slowdown in 2016, FTR economist projects

By James Menzies

BLOOMINGTON, INDIANA

The US economy is expected to continue its upward trajectory through 2015, eventually meeting its full potential before growth stalls in 2016.

That was the upbeat outlook from Bill Witte, lead economist with trucking industry forecaster FTR, during a State of Freight Webinar titled *The Economy in 2015*.

Witte said the economic recovery that began in mid-2009 has occurred in two stages. The first stage, mid-09 to mid-2013, was helped along by federal stimulus and characterized by slow growth of about 2% on

a year-over-year basis. Employment rates through that period improved gradually, but reflected the departure of many job-seekers from the workplace.

"A lot of the decrease in unemployment during this period was due to people dropping out of the labour force and labour participation rates fell," Witte said. "We had lower unemployment but it was not a desirable pattern."

The second stage of the recovery, from mid-2013 to the present, has seen stronger growth, including in the workplace.

"The unemployment rate continued to decline, but the participation rate hasn't been declining," Witte ex-

plained. "So the drop in unemployment is because people are moving into the employed category and not simply leaving the labour force altogether."

Of course, gainfully employed citizens have more money to spend on goods and services, which in turn benefits freight volumes. Witte said there have been four leading factors driving the economic recovery: con-

sumption; business development; government spending; and housing.

The biggest disappointment of all of them, to date, has been housing, Witte said.

"Housing has been pretty flat over the past year," he explained. "We have four cylinders here and three of them are firing pretty good and the other is sputtering at best."

Looking ahead to 2015, Witte expects the unemployment rate to continue to decline and for consumption to continue to increase.

"We have four cylinders here and three of them are firing pretty good and the other (housing) is sputtering at best."

Bill Witte, FTR lead economist

sumption; business development; government spending; and housing. The biggest disappointment of all

Consumption grew at a rate of 2.5% during the recent recovery period and Witte projects that will increase to about 3.2% in 2015. Housing represents the real opportunity for growth. It grew at just 1.6% over the past five quarters but Witte is expecting housing starts to increase 8% this year. Collectively, he said these factors should contribute to economic growth of 3.5% in 2015.

Witte admitted oil prices are difficult to predict, but projected prices will remain around US\$60 per barrel through the first and second quarters before climbing.

Short-term interest rates in the US are likely due for an increase, Witte said, however a rise to 1% by the end of 2015 shouldn't have "huge implications for the economy."

If there was anything in Witte's presentation to temper the optimism, it's that US economic growth will be driven more by the service sector than the goods-producing sector - a reversal of the trend through the recovery thus far.

"The pickup from the early recovery to the recent recovery was largely due to the pickup in the goods-producing sectors," Witte explained. "This year, my model is predicting most of the action on the upside is going to come from services. Goods are going to still be contributing but not much more than last year."

It's the goods-producing sector that generates the most freight, meaning the trucking industry may not benefit as greatly from the strengthening economy as it has to date.

Of course, any economic outlook contains its share of risks, and Witte acknowledged there's no shortage of risk on the horizon. Global instability is one ongoing concern, with much of Europe in, or on the brink of, recession. A continued slump in oil prices could have some negative effects, as demand for US products from oil-producing nations could decline and business investments in the energy sector will be reduced.

However, Witte is still confident the US economy will enjoy a great year in 2015. Beyond that, sustained growth at this pace may be unrealistic, as the economy by year's end may have peaked.

"As I look farther out to the end of 2015 and into 2016, my model starts to see deceleration, basically because I think the economy is getting closer to its full potential and full employment, so continuing to grow at the rates I see for 2015 becomes problematic." ●

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US truck tonnage sets new record

ARLINGTON, VIRGINIA

US for-hire truck tonnage increased 3.5% in November, achieving a new

record high. The seasonally adjusted American Trucking Associations Truck Tonnage Index was up 4.4% year-over-year, marking the second

highest y-o-y gain in 2014. Year-to-date, tonnage is up 3.3% in the US.

"With strong readings for both retail sales and factory output in November,

I'm not surprised that tonnage increased as well," said ATA chief economist Bob Costello. "However, the strength in tonnage did surprise to the upside. The index has increased in four of the last five months for a total gain of 6.4%. Clearly, the economy is doing well with tonnage on such a robust trend-line." ●



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Controversial elements of US hours-of-service rules suspended

Continued on page 12

"One of our members told us several of his drivers took four days off for the Thanksgiving holiday, yet when they returned to work, their hours were limited because that 96-hour break could not count as a 34-hour restart," Graves said. "That's just one of the impacts FMCSA failed to research that we hope they fully examine as a result of this congressional mandate."

"Fleets from around the country, including mine, tried to tell FMCSA that the previous rules were working just fine and that these new restart provisions were going to cause unintended problems," added ATA chairman Duane Long, chairman of Longistics. "Those warnings went unheeded at the time, but we're glad Senator Collins and others in Congress listened to us and that we'll finally get a full examination of the potential impacts of these rules. We call on President Obama to quickly sign this omnibus spending bill, which will immediately enact this suspension."

The bill was approved by the president within days. The restart provisions were opposed by both the ATA and the Owner-Operator Independent Drivers Association (OOIDA).

"Small business truckers know from personal experience that current restart restrictions compromise safety by forcing them onto the roads during the most congested and dangerous hours

of morning traffic," said OOIDA executive vice-president Todd Spencer.

With the reset rules rescinded, the trucking industry will see an immediate boost to its productivity, according to an analysis by FTR. Because the suspended rules did not allow drivers to resume their work cycle in the evening or at night following a reset, many were forced to take additional time off and then were caught in heavy morning traffic as they headed back out onto the road.

FTR said trucking productivity will immediately improve by 2% for the two-year period during which the rules are suspended.

This will noticeably affect truckload capacity utilization, FTR reported, giving the industry an important reserve of surge capacity to handle seasonal peaks and other issues. Price increases could moderate as a result, FTR indicated.

"It is important to note that this change does not reduce the impending wave of regulatory drag still scheduled for late 2016 and beyond," said Noel Perry, senior consultant and managing director, FTR. "Indeed it makes it worse, because the revised regs will hit just when a bunch of other regulatory changes appear as well. At that point, capacity will move above 100% and stay there for a year or more, unless the FMCSA doesn't do what it says it will do, or if recession appears to blunt demand." ●

US to grant authority to Mexican carriers

With unfettered access to the US, Mexican carriers will also be allowed to deliver into Canada

WASHINGTON, D.C.

The US is opening its borders to trucks from Mexico and will soon allow Mexican carriers to apply for authority to conduct long-haul, cross-border trucking services in the US.

The US Department of Transportation made the announcement Jan. 9. This should eliminate about US\$2 billion in annual retaliatory tariffs on

nounced.

The findings of the pilot project were summed up in a report to Congress.

"Opening the door to a safe cross-border trucking system with Mexico is a major step forward in strengthening our relationship with the nation's third largest trading partner, and in meeting our obligations under NAFTA," said Transportation Secretary Anthony Foxx. "Data from the three-year pilot program, and additional analysis on almost 1,000 other Mexican long-haul trucking companies that transport goods into the United States, proved that Mexican carriers demonstrate a level of safety at least as high as their American and Canadian counterparts."

The pilot included 15 carriers from Mexico, who crossed the border more than 28,000 times travelling more than 1.5 million miles in the US and undergoing more than 5,500 safety inspections.

These inspections resulted in violation, driver and vehicle out-of-service rates that met the same level of safety as US and Canadian carriers, the DoT announced.

"I am pleased that the Department of Transportation has published its analysis of its very rigorous long-haul, cross-border trucking pilot program. The successful conclusion of the pilot program provides the basis for the permanent resolution to this dispute," said US trade representative Michael Froman. "We have been, and will continue to work with Mexico to ensure that the threat of retaliatory duties will now be brought to a swift conclusion as well. Formally concluding this process will help us continue our work to expand trade and investment opportunities between our countries."

Mexican carriers applying for an authority to operate in the US will need to pass a pre-authorization safety audit. Drivers will need to be proficient in English. The carriers and their drivers will be subject to the same regulatory requirements as Canadians.

Once they're allowed to haul into the US, they will also be granted access to make deliveries in Canada if they wish.

"Mexican carriers have always been able to come into Canada," the Ontario Trucking Association confirmed to *Truck News*.

"They are required to meet all the requirements of CBSA, just as a US carrier is. No issues on the safety and operations side and they would be treated no different than a US carrier operating into Canada."

Pierre Deveau, a spokesman for Canada Border Services Agency, agreed.

"The Customs Act does not exclude Mexican-origin carriers from entering Canada. All commercial motor carriers arriving in Canada are required to meet the requirements of the Customs Act, including all associated regulations made under the Act," he said.

Asked if Mexico would be required to reciprocate and allow Canadian carriers to deliver south of the Mexico-US border, Deveau said that falls outside of CBSA's jurisdiction. ●

"Mexican carriers demonstrate a level of safety at least as high as their American and Canadian counterparts."

Anthony Foxx

US goods sent to Mexico. The decision follows a three-year pilot program that tested and validated the safety of Mexican trucking companies to operate long-haul in the US, the DoT an-

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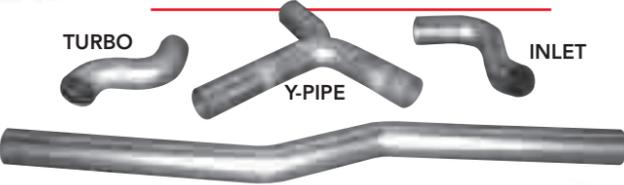


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Keltic Transportation wasted no time in adding tails to its trailer fleet once the provincial government announced a deferred enforcement policy.

N.B. allows trailer tails

MONCTON, NEW BRUNSWICK

New Brunswick has become the second province to allow full-sized trailer tails, through a deferred enforcement program that will enable fleets to use them while permanent regulations are being finalized. Keltic Transportation has taken advantage of the opportunity, deploying 90 tails from ATDynamics. Ontario also has implemented a deferred enforcement policy, allowing their use. They can also be used in Nova Scotia under permit. ATDynamics says it has received orders for more than 1,000 trailer tails from Canadian fleets over the past couple months.

"Reducing the environmental impact of our operations through reduced fuel consumption was the primary driver of our investment in TrailerTail technology and so we acted as soon we were able to legally operate the equipment in our home province," said Mike Clements, vice-president of corporate operations at Keltic Transportation. "We are early technology adopters and are keen to implement technology which gives us a competitive advantage and adds value to our customers by keeping their shipping costs as low as possible. TrailerTails also benefit our drivers through better trailer handling, which reduces driver fatigue and improves their day-to-day work experience."

"The team at Keltic conducted thorough due diligence before moving for-

ward with this investment by speaking to fleets using TrailerTail technology both in the US and Canada to verify fuel savings, winter operation, durability and on-road safety," added Allen Smith, director of North American sales and Canadian operations at ATDynamics. ●

Trucker's giving inspires others

MIRAMICHI, NEW BRUNSWICK

Terry Smith, the Truckload Carriers Associations' Owner-Operator of the Year in 2013 has been recognized once again for his leadership in the industry, this time by Flying J Canada. Flying J Canada was so impressed by Smith's desire to give back to his community, it will be donating \$10,000 to five high schools in Miramichi, N.B. (Smith's hometown) in Smith's honour. Smith has been a professional driver for 40 years and has nearly five million accident-free miles on the road. He is a driver for SLH Transport. In 2008, Smith also received the TCA Highway Angel award. With this scholarship, five graduating students who plan on continuing their education will receive \$2,000 scholarships. The schools that will be receiving the scholarships are: Blackville School; Bonar Law Memorial High School; James M. Hill High School; Miramichi Valley High School; and North and South Esk Regional High School.

Smith's wife, Roxanne, is a retired teacher who has worked at four of the five schools listed above. ●

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A diamond mine creates a trucking boom

By Carroll McCormick

CHIBOUGAMAU, QUEBEC

As the pace of construction at Quebec's first diamond mine picks up, trucking companies are picking up a nice piece of the action. Over the two-year construction phase alone, the diamond mine site will receive around 2,000 trucks, according to Stornoway Diamond Corporation, which is developing the Renard diamond mine roughly 950 kilometres northwest of Quebec City. Stornoway intends to commission the mine in 2016 and begin commercial production in 2017.

"It is a nice project," says Steve Lamontagne, general manager, Durocher Transport in Chibougamau, 420 kms south of the Renard mine. Durocher is one of Stornoway's main transporters for the project.

"We have trucked all kinds of camp and building material, communications, metal and food. We truck for a lot of (contractors too)," Lamontagne says.

Northern Quebec has been a bit of a hotbed of mining exploration in the past few years. The government reported \$958 million in mineral exploration and mining operations in 2009 and has forecasted that there will be 31 operating mines by 2015 and 35 by 2020. Unfortunately, the downturn in the prices for metals in the past couple of years has slowed the action, Lamontagne observes.

"Renard is the only mine construction in Quebec in 2014-2015. (The Renard mine) is good news for Chibougamau because nothing else is happening. Every-



The first truck to arrive at the Renard mine on a newly completed road.

thing came to a halt last year; for example, expansion plans."

The Renard project is still in motion though, and with it the trucks. In the two years preceding the opening of the 240-km extension of Route 167 from Temiscamie to the mine site in September 2013, Durocher logged a couple hundred trips to the mine site on ice roads. (The extension itself brought some excellent work to trucking companies, including the transport of a score of bridge beams and caissons). The extension now allows year-round road access. The mine site has huge material requirements; ie., accommodations for 600 workers.

"We have a total of 145 modules for the permanent camp, 48 for the temporary camp and 62 for the mine office building. In addition you need to add around 50 trucks for mobilizing, concrete blocks, woods, gyproc, furniture, ventilation, etcetera," says Mario Courchesne, construction manager, Stornoway. Eighty-one more accommodation modules are

scheduled for delivery this month.

The heavy construction equipment and plant components are another huge transportation effort. Trucks delivered 35 truckloads of equipment and supplies between April and July last year, followed by around 65 loads of heavy gear such as bulldozers, excavators, loaders and graders. Between Sept. 21 and Nov. 29, the mine site logged in 427 more trucks.

Renard also has a thirst for fuel, which is also trucked in. Last winter Petronor delivered between four and six 45,000-litre loads of fuel a week.

"After we are in production we will have between three and five 55-cubic-metre trucks of liquified natural gas per day from Montreal, two to three trucks per week of fuel for equipment fleets, one load every two months of gasoline and one truckload every three months of Jet-A fuel for the airplane," Courchesne says. (Stornoway has an airstrip near the mine). For the Renard runs, Durocher uses two 15-litre Kenworth tractors out-

fitted with CB radios and mine frequency FM radios for communication with Stornoway. The tractors have full lock differentials. For grip and toughness Durocher outfitted the tractors with Continental tires with HDW2 treads and trailers with Continental tires with HSR2 treads. Stornoway recommends that trucks carry spare tires, a survival kit and satellite radio. Fuel additives are used because of the cold. The tractors always leave the Durocher terminal with full tanks.

"If you get stuck in a storm you could be there for 24 hours. You need heat. We have had a few trucks caught in snow storms, but it is no big deal," Lamontagne explains.

Trucks need authorization from Stornoway to travel the last 97 kilometres of Route 167, which Stornoway built.

"Stornoway knows when we are coming and when to expect us. They monitor every movement. They need to know who is coming, the company number, driver's name...if a truck is late, they start looking," Lamontagne says.

Courchesne adds, "We have built the road wider and trucks can pass each other but we have restrictions on the bridges that are single lane."

Lamontagne praises the Route 167 extension. "It is a nice road. It is not steep and the curves are wide. Stornoway worked very hard to get the road in perfect condition." By the spring, Durocher will have even more tractors modified for Route 167, and will be moving a lot more loads to Renard. "Call back in three months and it will be a totally different story, when the construction of the mine starts, when they start bringing in all the next parts," Lamontagne says. "There will be trucking like you wouldn't believe. Not one truck a day, but 10." ●





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Carrier Centers hosts open house for high school students

By Sonia Straface

WOODSTOCK, ONTARIO

On Dec. 8, Carrier Centers, a truck dealership in Woodstock, Ont., hosted an open house for high school students in an effort to get the teenagers exposed to the different career options that exist at the dealership and in the transportation industry. Carrier Centers teamed up with Conestoga College (which offers the truck and coach – International Technical Educational Program) to put on the event. The day involved seminars and presentations from different members of the dealership's staff and the college took time to explain details of the ITEP program and how affordable the college was. The dealership also fed the students for the day and made sure to put a larger focus on the parts department when the students got a tour of the place.

According to John Werkhoven, vice-president of service for Carrier Centers, the day was a major success as they saw students from high schools in Brampton and London, Ont.

"I didn't think it would be attended like this," he told *Truck News* after the event. "I was ye of little faith, but our marketing department worked very well with the college and there were 80 students who attended."

Out of the 80 students who attended, Werkhoven said that about 20% of them were "keenly interested" in the topics discussed that day.

"I think it's a good ratio because the reality is, there is a huge shortage for skilled staff regardless of what trade you're in," he said. "And we need people to see that it's a viable and good way to make a living...and that you don't just have to go to university to make good money."

Werkhoven said that though the dealership plans on having these open house events for students at least once a year, he hopes that eventually parents of high school students will push their children into the trades.

"The big thing is how do we get the parents to understand that it's a valuable job?" he said. "The trades are almost like an afterthought...mechanics are not just grease monkeys and that (stereotype) has been around for 30-plus years and it's a fallacy. It's wrong. To be a tradesperson is something to be proud of because you're helping the country and the economy and it's nice to take something that's broken and be able to fix it. If you do a good job and you do your best, you will never be out of work. Now how many places can say that? Why don't (more people) consider trades? Because mechanics are getting upwards of \$40 per hour now and that's a good living."

Werkhoven said that local high schools in Woodstock on planning on attending the next open house this month and that he is excited about future "career days" within the dealership.

"We have to get to the young people before they make a decision that might not be their best decision," he said. "They don't know the alternatives and it was nice to see the fire in some kids' eyes that day, because once you have your licence and that hangs on a wall, no one can take it away from you. I've never been unemployed. I'll be 56 next week and I started when I was 17."

The ITEP program at Conestoga is offered through a partnership with International Trucks and promises that graduates will be well-versed in general and specific trade-related academics,



safety training and will have the necessary technical skills needed in the truck and coach trade specific to International equipment.

"Thanks to the ITEP program, we are going to employ one of the students who's almost done," added Werkhoven. "It's a young lady we're hiring and she'll be working in our London location. She's very excited to join, and we're pleased with her." ●



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Avalanche risks strand trucks and drivers in Golden, 'Revelstuck'

By **Sonia Straface**

REVELSTOKE, B.C.

After more than 55 centimetres of snow fell in the Revelstoke, B.C.-area causing a high avalanche hazard, road officials closed Highway 1, leaving hundreds of truck drivers stranded for two days in early January.

The highway was closed between Craigellachie, B.C. to Revelstoke, B.C. (later dubbed Revelstuck thanks to all the snow) and many truck drivers simply were forced to stay on the shoulder until the highway was reopened a couple of days later.

One trucker who was stuck, was *Truck News'* own monthly columnist and owner/operator, Mark Lee, who was doing a late-night run hauling groceries from Calgary, Alta. to Langley, B.C. when he got word that the highway would be closing.

"It was quite bad, there was a lot of snow flying," he said. "It was really coming down, I mean even for B.C., I know they get some serious snow there. They shut the road down at 8 a.m. on Tuesday, the time where I could have got going again. So I was stuck there."

Lee wasn't in Revelstoke, B.C. or Sicamous, B.C. during the snowfall, he was in Golden, B.C. where he said there was power and plenty of facilities for those who were stranded.

He said he was originally stopped because of his logbook (he stopped to sleep at midnight and woke up to get going when the avalanche control began).

"I just stayed in Golden because I was heading west, I wasn't going the other way," he said. "And those in Sicamous didn't have any power."

Lee said that the atmosphere was sort of a mixed bag when it came to truckers being upset by the delay. He said some just wanted to get on the move to make up for lost time, and others rolled with the punches.

Thankfully, Lee had enough food and water packed in his truck to sustain himself for the few days that he wasn't rolling.

"I always carry enough supplies with me to eat in the truck," he said. "Enough that I don't have to eat out if I don't want to. But if I didn't, where I was, there was plenty of facilities, that's why I elected to stay there."

Lee said he has been stuck in snowy situations for avalanche control before, so the two-day delay wasn't anything major for him.

Unfortunately, not every driver is as prepared, but those who were stuck in the Sicamous, B.C. area were fortunate enough to be in the presence of friendly residents and a helpful Husky fuel station.

There were reports of residents giving food to hungry drivers and the Husky in Sicamous, B.C. even gave free food and drinks away to those who were stuck.

"Well, we had a power outage," said Fung Choi, manager of the Sicamous Husky. "And many drivers didn't have food and they were hungry so I gave them food and drinks to help."



Driver and *Truck News* columnist, Mark Lee was one of the hundreds of truckers stuck on the side of the road in B.C. after a major snowfall caused road closures and an avalanche hazard in Golden and Revelstoke.

Choi said the drivers were very appreciative of his generosity during the snowstorm.

Lee said he finally got back on the road on Wednesday, Jan. 7 at around

3 p.m. and made his delivery to Langley at midnight.

"I should have been there on Tuesday," he said. "So it was a 36-hour delay. But what can you do?"

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Trucker kidnapped, robbed and beaten in Regina

REGINA, SASKATCHEWAN

A truck driver was kidnapped, robbed and beaten in Regina last month before being released because one of his captors didn't want to deal with a dead body that night, according to a report by local news outlet News Talk 980 CJME.

The attack happened Dec. 18 when the driver parked his rig and then took a cab to use an ATM.

According to the report, the driver was taken to a house that had apparently been the site of other similar robberies. He was beaten with a hammer and his money and credit cards stolen.

After discussing whether or not they should kill him, the three attackers decided to release him, but not before trying to disorient him by spinning him in circles with his eyes covered. However, the professional driver's directional skills seem to have come in handy – he was able to find help and lead police to the house where the attack occurred.

Two men were arrested and a third was still on the loose.

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Avaal celebrates milestone with 100th graduating class

By Jason Rhyno

VAUGHAN, ONTARIO

Nineteen-year-old Mustafa Tursun will be starting a trucking company with his father. He wants to do specialized freight, flatbeds and heavy equipment, he explains. When they start, they'll have one truck, but having just graduated from Avaal's Trucking Dispatch Specialist course, the young man exudes the confidence of someone who's running a fleet of 50 trucks.

Zain Murtaza, meanwhile, has been driving for seven years. While he enjoys the "hands-on of driving," he wants to "grow more." He has dispatching experience, but not with loads. "You need

more information to dispatch loads, there are more regulations and laws. This course helped me to understand that in detail so that if I do want to open my own business in the future, it'll help me avoid getting tickets and violations," he says. For now, though, this is Murtaza's next step in helping him graduate from driving to the office.

Harpreet Lidder's father told him about the Dispatch course. Lidder decided it would be a good way to get his foot in the door.

"This was the best place for me to get the most knowledge, especially from Dara Nagra," he says of Avaal's CEO and president. "He's got the first-hand experience and the connections, and he teaches you everything inside and out. And that's what I wanted."

All three young men are standing in the Avaal office, drinking wine and champagne in between posing for photos. The office is packed, not just with recent graduates from the Dispatch Specialist course, but with Nagra's friends and family and business partners, who all came out to celebrate the 100th class to graduate from the program.

In addition to providing training and education programs, Avaal also offers consulting services and software programs for the trucking industry. It started out with one office in Vaughan, Ont., and now has offices in Surrey, B.C., Winnipeg, and a recently-opened one overseas in India.

"I feel very proud, man," Nagra says. "Sometimes I have to call and talk to customers and the person that answers the phone says 'Oh, do you remember me? I was in batch 29.' It's a great sense of accomplishment and it also feels good that this course was able to create a lot of opportunities in the market. People are not only successful themselves, but they are also creating other opportunities. You see in some classes they are an owner/operator working for someone else, then after doing this course they start their own trucking company. And once they do that, they hire their own drivers."

TransCore Link Logistics has been partnered with Avaal since day one. TransCore's general manager Claudia Milicevic was also on-hand to celebrate the milestone. "He's been training people on how to run a successful company since day one on our Loadlink program to enable them to find loads," she says.

In fact, that's one of the unique aspects of the program: students are learning in real-time, in the real-world, via TransCore's Loadlink program.

"Dara teaches them the right way to run a business and how to be successful as opposed to somebody that's just going out on their own and doesn't know what they are doing," she says.

So what is the right way?

According to Nagra, one of the major issues is that people confuse driving with trucking.

"Driving to me is a totally separate profession than running trucking as a business, as a dispatcher job or as being a part of the backbone of the business. They have to understand trucking from a business point of view. So that's what we highlight. Trucking is not about moving freight from A to B, trucking is a

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L to R: Harpreet Lidder, Mustafa Tursun and Zain Murtaza are among the most recent graduates from Aavaal's transportation courses.

business and it's about how to keep your customers happy, how to provide customer service, how to keep your customer informed. So this communication, this extra gear that they learn here, is what makes them successful."

The other aspect says Nagra is teaching students how to work smart. "Today is very technological, so we train them how to apply tools, techniques and software and work smart."

He says he goes to many trucking companies that have paperwork all over the place, and then "audit comes and they panic because they can't find any records. With technology right now, you can make everything paperless, you can organize everything and you don't have to struggle."

It's those organizational skills and applying technology that Nagra says they are trying to teach. "If students can get that from this course and apply that to their carrier or start their own company, I think there is no reason they won't be successful." ●

Canadian spot market enjoys record year

The Canadian spot market closed out the year with the strongest ever freight volumes. The TransCore Link Logistics Canadian Freight Index set a record high for annual load volumes in 2014, up 33% compared to 2013. Record volumes were set for 10 months in 2014, the most since TransCore began tracking the data.

The two months that fell short of setting new records – August and November – barely missed the previous benchmarks, TransCore reports.

Load volumes for the fourth quarter were up 20% compared to the same period in 2013, but down 3% compared to the third quarter of 2014. December's volumes were up 11% compared to November, marking the third highest month-over-month gain of the year. Volumes were 19% stronger than in December 2013.

Cross-border loads accounted for 70% of the total in December. Year-over-year, cross-border loads were up 41% southbound and 15% northbound in December.

Intra-Canada loads were up 10% y-o-y in December.

Equipment postings showed no change in volumes compared to last year, but were down 8% compared to November.

The equipment-to-load ratio decreased to 1.66 from 2.01 in November, TransCore reports. ●

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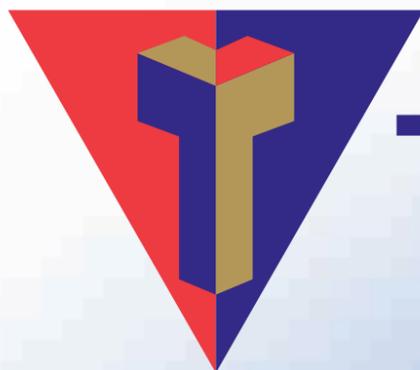
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Trucking plays role in honouring war veterans

By Sonia Straface

OTTAWA, ONTARIO

Most of us may think of November as the month in which we remember our nation's fallen war veterans. But for Wreaths Across Canada, a non-profit organization, December is the more memorable month. On the first Sunday of December, Craig McPhee, a retired warrant officer with the Royal Canadian Air Force and founder and president of Wreaths Across Canada, and a number of volunteers gather thousands of wreaths and lay them on tombstones in the nation's capital. This year, according to McPhee, 3,000 wreaths were laid at the National Military Cemetery at Beechwood Cemetery in Ottawa, with more than 1,700 in attendance at the ceremony. Families who have lost loved ones are the first to get a wreath after the ceremony to lay

on the tombstone of the fallen soldier in their lives.

"The attendance was the biggest yet with visitors," said McPhee. "There are probably 4,500 headstones in the National Military Cemetery, but 1,500 have their headstone in place, but have not moved in yet - I am one of those. If there is no date on the headstone, no wreath (is laid)."

The wreaths were delivered by Jade Transportation of Perth, Ont. McPhee said Jade owner, Jim Doel has gone to New Brunswick to pick up the wreaths and deliver them the day before the ceremony for the last three years. The event formally began in 2011. McPhee said the day is always emotional.

"It was very sunny but cold," McPhee said about this year's ceremony. "The people who had been here in the past for this ceremony wanted to come back and place wreaths at their loved one's head-



This year, 3,000 wreaths were laid at the National Cemetery in Ottawa thanks to Wreaths Across Canada, a non-profit organization.

stone. Tears were flowing. The people are quiet. Some friends are together talking about the deceased person they just laid a wreath at. Others run into friends

they have not heard from in years."

For the first time this year, Bison Transport joined forces with Wreaths Across Canada and held a similar ceremony in Winnipeg. The company partnered with the Royal Canadian Air Force 17 Wing and other branches of the Armed Forces to place 260 wreaths at the beginning of every row of headstones at the Field of Honour in Winnipeg's Brookside Cemetery. The cemetery is the largest military cemetery in Canada with more than 11,000 fallen buried there.

"Bison is committed to helping Wreaths Across Canada expand this initiative and we will work hard to gain the involvement of our industry, the business community at large and individual citizens so that perhaps next year, we have one wreath for every headstone," said Rob Penner, executive vice-president and COO of Bison Transport. McPhee maintains that the ceremony's purpose is to do something in addition to Remembrance Day to honour veterans.

"We have 280,000 veterans buried across Canada," he said. "What do we do for them? Nothing. (The ceremony) is to remember, to honour and to teach." ●

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PIT to host two-day conference

MISSISSAUGA, ONTARIO

FPInnovations' Performance Innovation Transport (PIT) will be hosting a conference in February to discuss fuel-saving technologies. The PIT Conference 2015, entitled Innovation Has No Borders, will be held Feb. 25-26 at the Toronto Congress Centre. Fleets are invited to attend to hear industry leaders discuss "synergies and solutions" that can make the trucking industry become more efficient.

Brent Fowler of SLH Transport is honorary president of the conference.

"As one of the first companies to join the PIT Group back in 2008, SLH realized early on the joint values and common goals we shared for innovation, environmental sustainability and enhanced industry education and training," said Fowler. "We are honoured to be part of this event and look forward to the conference."

PIT will present its 2014 Annual Report and will consult with members for 2015 projects. Also on tap for this year's conference are sessions on: the impact of rules and legislation on fleet operating costs; alternative fuels; investing in people for a more efficient fleet; and mastering the reliability challenge.

For conference details, visit <http://pitconference.fpinnovations.ca>. ●

Trucker Radio News & Talk now on the air

Trucknews.com, a Transportation Media property, is partnering with Alexis Broadcasting to produce a weekly trucking radio and talk program, available online.

Trucker Radio News & Talk expands upon the current Trucker Radio program that airs weekly on more than 30 AM and FM radio stations across Canada and in the US, as well as online.

It delves more deeply into timely topics, featuring a host of industry guests including *Truck News* personalities such as editor James Menzies, on-road editor Harry Rudolfs, and columnists Al Goodhall, Mark Lee and others.

"Think of it as an audio version of *Truck News*," said Stan Campbell,

"Our guest list will include industry movers and shakers and those on the front lines."

Stan Campbell, host

owner of Alexis Broadcasting, who will host the new show.

The first episode went live Jan. 9 on TruckerRadioTalk.com. It featured: Tim Denis with headlines and news; a report from *Truck News* editor James Menzies on the SmartAdvantage powertrain; Dan McTeague on fuel prices; Ellen Voie of Women in Trucking talking about the driver shortage; Kim Richardson of KRTS on recruiting challenges; and an OPP sergeant who discussed a recent rash of truck crashes.

"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," Campbell said.

"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."

Making news and commentary on the industry's hottest topics available on radio is part of Transportation Media's mandate to be available to its Canada-wide audience on a variety of platforms, said publisher and editorial director Lou Smyrlis.

"Whether it's print, WebTV, terrestrial radio or this new approach, on-line radio, Canada's largest trucking media team is ready to engage with its audience in whichever medium it prefers. We look forward to building on our long relationship with Stan Campbell and Alexis Broadcasting with this new venture," Smyrlis said. For more info about Trucker Radio, visit www.TruckerRadio.com. For more info on Trucker Radio News & Talk, visit www.TruckerRadioTalk.com.

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Canada/US Healthy Fleet contest too close to call through first two weeks

By Sonia Straface

Week two of the five-month long Healthy Fleet Challenge came to a close in mid-January and like every Healthy Fleet Challenge in the past, a new week brought a new Top 5 to the leaderboard.

The pressure of the leaderboard must have gotten people moving and shaking as participants more than doubled the overall total step count from week one. A whopping 34,547,250 steps were taken from Jan. 1 between more than 350 participants (in the first week, they walked an impressive 17,500,000) totaling more than 19,000 miles and burning almost two million calories.

In first place at the end of week two was Carbon Express, a fleet from New Jersey. The team jumped from fourth place to first place in one week, walking an average of 11,095 steps per day. Falling from first to second was Canada's Challenger Motor Freight. The seven-person team walked an average of 10,541 steps in the second week of the competition. Third place saw a new team hit the leaderboard, Berry and Smith Trucking from western Canada. The six-person team walked an impressive average of 9,716 steps. In fourth place was another newcomer to the leaderboard, Dynamic Transport from Canada. Its two-person team has walked an average of 9,499 steps this week.

And falling from third to fifth was AAA Cooper Transportation from Alabama. Its two-person team logged an average of 9,432 steps in its second week.

That's three Canadian fleets versus two American fleets, for those interested in the Canada versus USA aspect of the competition.

The individual leaderboard has also seen change from week one. Though, Jackie Gergatz of Canada Cartage is still leading the pack. She has walked an average of 31,700 steps per day in the second week.

Moving from third to second is Donna Baird of Challenger Motor Freight. She walked an average of 23,123 steps a day in week two. In third was Bill Robinson of Northbridge - a new face to the leaderboard. He walked an average of 22,248 steps per day in the second week. Falling from second to fourth place was Jim O'Neil from Quik X who walked an average of 21,225 steps per day. And rounding out the top five, falling from fourth to fifth place, was Will Cole of Pilot Flying J. He has walked an average of 20,135 steps.

As always, TruckNews.com will keep you posted on the leaders on a weekly basis. To view the live leaderboard visit HealthyFleet.com. ●



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Canadian owner/operator featured in documentary

By Sonia Straface

ST. CATHARINES, ONTARIO

Tommy Baker never wanted to be a truck driver. Not really, anyway. Before getting behind the wheel of his purple dump truck, Baker first decided to pursue a career in hockey. He played for the greater part of his life and though he was talented, he went undrafted. Baker then decided to go to college to become a police officer – but that wasn't in the cards for him either. He finished his program and didn't want to waste his time because of how tough it is to get in, even after graduation.

It wasn't until his father Billy, a veteran in the transportation industry, parked a practically brand new truck in the driveway just as Baker was coming home from school four years ago that he even considered a career in trucking.

"That day I came home and the truck was in the driveway and I happened to walk by it and he had my name on the door and I kind of smirked," he recalled. "That was his way of taunting me into doing this."

He finished up the remainder of his classes at college and then set out in the truck like his father had wanted.

Tommy Baker has been driving truck for four years, doing local work at construction sites between Toronto and Niagara. This year, at only 23 years of age, Baker made the Shell Rotella SuperRigs calendar – something his own father accomplished



At only 23 years old, Tommy Baker from St. Catharine's, Ont. made the Shell Rotella SuperRigs calendar with his purple dump truck.

when he himself was the same age.

"I never thought that my truck would compete at a show like this (Shell SuperRigs) because guys have money dumped into their trucks and mine is in and out of the dirt every day," said Baker of his 2006 Peterbilt. "I'm not going to lie, I have one of the best looking trucks in the area, but I never thought it was show-worthy."

Baker said showing was more of what his father was into and that it was something he never thought about until he was approached by Shell.

"My dad is kind of like an icon in the show circuit," he said. "He's always been a truck fanatic and it's been his passion his whole life. He's built a few sweet trucks over the years. He showed his one truck he's had for 35

years all over North America. He's won best truck and I remember going to shows with him growing up."

Baker said he was proud and humbled to be featured in the calendar this year and that he might work towards winning in the future.

"It felt really good to make the calendar," he said. "Coincidence was, my dad's first time on the calendar was when he was 23, too. He was on it again in '99. So I might have to do it again to keep up with him."

Baker is still a truck driver at the company that is in his name – Tommy Baker Trucking – in St. Catharines, Ont., where Baker's father is president (who is semi-retired, joked Baker), but that may change in the near future.

"My dad sticks around a lot. I try to

run as much as I can but he's always around and he's always there for me," said Baker. "He doesn't want me to make the same mistakes he did. He's still around and enjoying it. But soon, I think, in a couple years I'll want to take over and give him the retirement he deserves."

Though it was never something he considered, Baker said his career choice is something he's happy doing while he's still young – even if his peers don't see the benefits of working in the industry.

"There aren't a lot of young drivers," he said. "A lot of drivers get their licence in their mid- to late twenties and early thirties. For me, I grew up around it so it's been in my life for all these years so that's what persuaded me to get into it. A lot of guys my age don't see it as being a good job or they think it's too much of an inconvenience for them to learn how to drive a truck properly and want to do it. I'd like to see more people my age do it. Everyone thinks I just sit in a truck and drive all day but of course it's not just that. Mentally, it's exhausting. Maybe people don't view it as a hard or challenging job."

"I've always been brought up with my dad who said to take pride in trucking. I'm sure it's stereotyped as truckers are guys who wear track pants and have long, scraggly hair and are grubby people and yeah, there are those people but there's also many well-dressed men and women that take pride in it and dress the same way they'd go to the office."

You can watch the video about Baker and his father, Billy here: <http://bit.do/tommybaker>.



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Developing the 'urban warrior'

How smaller, more maneuverable and quieter trucks can be used to better serve cities

Trucks are often blamed for traffic jams. Large cities need food, beverages and other products to be vibrant and alive in the downtown core. But long trucks designed for highway use are not ideal for inner-city use.

An example of a company that found a solution was Molson Coors. In 2005, when some councillors were suggesting restricting truck traffic in Toronto, Molson Coors asked for a truck-trailer design to properly get

in and out of urban areas and deliver 60,000 lbs of payload. The trailers were designed in Toronto and have been running smoothly and efficiently throughout the local area ever since.

Guest Contributor

RAY CAMBALL



The custom trailers were not only good for inner-city deliveries, but were also capable of hauling heavy payloads for greater versatility, Molson Coors found.

When people suggest throttling back truck traffic, which can reduce the supply of vital products efficiently flowing into large cities, it is worth noting that many companies are taking the initiative to find better ways to service an urban area. This is one example of many.

The truck trailer is 43-ft. long instead of 53-ft., meets Ontario's Safe, Productive, Infrastructure Friendly (SPIF) regulations for heavy payloads of beverages, gets around tight city corners far better than common trailers and can get in and out of locations with minimal impact on local traffic.

To carry that weight and turn tight corners, a 3/8" thick coupler with a kingpin at 36 inches was used and the fifth wheel slid ahead to 24 inches. To avoid having the tractor rear frame

lb payload, they can be used to service a wider area – even as far as Orillia. The 43-ft. has also been able to serve tight spots that previously required a B-train and the extra time to split and recouple," Walker says.

Maneuvering around the city's older areas can be brutal on equipment. Molson uses Ryder to keep equipment running smoothly. Brian Edwards, manager, technical sales support at Ryder System, adds some tips: "With the hard twisting, odd slopes, extra braking and frequent load/unload cycles, it is important to be rigorous on servicing and do frequent careful inspections of the complete unit."

He adds "Custom units do not have a wide resale market so it makes good sense to work closely with the service provider to pick spec's for a long term to get the best value on life-cycle cost."

Many other companies have developed custom trucks and trailers to function smoothly in older downtown areas. In fact, most fleets who regularly service the downtown core have developed maneuverable designs and are not likely to have one of their units causing traffic problems.

However, there will still be cases where a dispatcher unfamiliar with a certain area will send in a driver with a 53-ft. trailer and a sleeper cab only to put the unfortunate driver into an awkward position for all involved.

Some of those slips will continue to happen but it makes excellent business sense to be aware of the docks and areas where drivers are being sent and to use the right tool for the job. Everyone wins.

Looking towards the future, after improving traffic issues, there is now potential to make trucks even more urban-friendly by reducing noise, thanks to natural gas engine technologies.

"The refuse industry is taking advantage of using natural gas to lower fuel costs with the added benefit of dramatically lower noise levels (one-tenth of a diesel). It is a pleasant surprise for residents who expect a truck to be noisy," notes Jeff Campbell, director of marketing, Cummins Westport in Vancouver. "The ISX12 G, 12-litre natural gas engine is a good match for urban deliveries of up to 80,000 lbs GCW."

As the technology improves, innovative companies are finding more efficient ways to service the market. Awareness of business opportunities like this is a natural and efficient way to help the trucking industry serve urban areas. ●

Ray Camball is a truck/trailer consultant based in Toronto. He can be reached at rcamball@rogers.com.



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It is important to be rigorous on servicing and do frequent careful inspections."

Brian Edwards, Ryder System

rip out trailer cross-members on steep downhill ramp turns, the area behind the coupler was made higher than the coupler and without sharp points to catch.

That setting also forced the landing gear to be moved farther back, which triggered the need for an anti-nose dive safety leg at the front to avoid tipping when heavy pallets are forklift-loaded to the front wall. To save weight and provide good overhead clearance, the roof was lowered a foot which necessitated adding a catch to hold the roll-up door up high enough to avoid being clipped by a forklift mast. Small but important details to avoid downtime.

A 60-inch spread with a 14,000-lb front axle was used on the day cab tractor. An extra 2,000 lbs of payload would have been possible with a 72-inch spread but the 60-inch spread was better for sharp turns and payload was sufficient.

Andy Walker, Ontario distribution manager, Molson Coors, has a supply of 48-ft. vans and 53-ft. vans with quads for heavy long trips but finds that running a straightforward shorter tandem can have wider use than only for the downtown.

"We found that these trailers are not only efficient for the city but because they can safely carry a 60,000-

Canada Cartage buys Vanguard Global Services

TORONTO, ONTARIO

Canada Cartage has announced its acquisition of third-party logistics firm Vanguard Global Services.

The transaction closed in January. The combined companies will provide complete asset and non-asset based transportation services in North America, Canada Cartage announced.

Vanguard has been in business offering customized supply chain solutions since 1999. Canada Cartage says the acquisition will bring in additional transportation management expertise and leading edge technology to its logistics portfolio.

It will now be able to offer national fleet outsourcing, warehousing and distribution through its Direct Distribution Centres division and complete third-party transportation management in the US and Canada through

Vanguard.

"We are very excited about adding the expertise and experience of the Vanguard management team and staff to Canada Cartage," said Jeff Lindsay, president and CEO of Canada Cartage. "Vanguard is a very successful and innovative company in the transportation management space, and they will allow us to bring a complete logistics solution to our customers."

"We like Canada Cartage's leadership team and corporate culture, and look forward to building a successful partnership together, and with our customers," said Vanguard's president Richard Court.

Mark Bates, vice-president of sales and marketing added "Canada Cartage has the resources and national footprint to help Vanguard's customers achieve more efficient and cost-effective supply chain solutions." ●

Groupe Morneau relaunches brand

MONTREAL, QUEBEC

Groupe Morneau has announced its new updated brand image and web portal for all divisions.

Now, Transport Morneau is Morneau Transport (the name it was when the company was founded); Eskimo Express is now Morneau Eskimo; Solution Morneau is Morneau Solution; Group Reflexion is Morneau Global; and Transport Segó has become Morneau Segó.

In addition to its brand image, the company also updated its Web sites.

To unite all the company's portals, a single Web page was created.

This portal can be accessed at www.GroupeMorneau.com.

The new Web site is easier to navigate on a smart phone and tablet, said Morneau in a press release. ●

Mullen Group okays spending

OKOTOKS, ALBERTA

Mullen Group plans to spend \$80 million in capital investments, with half of that directed towards the purchase of new trucks, trailers and specialized equipment.

Another \$35 million will go towards buying property currently leased by Jay's Transportation and to complete a rail transload facility in Edmonton, Alta.

The remaining \$5 million approved by the Board of Directors will be "allocated for contingencies," Mullen Group announced. It is forecasting a challenging year for its oilfield services division, due to the decline in commodity prices in the oil and natural gas sectors.

"The recent declines in crude oil pricing will undoubtedly negatively impact the oil and natural gas industry worldwide," said Murray Mullen, CEO of Mullen Group. "Our Oilfield Services segment will suffer along with our customers who will be forced to adjust to the reality of lower cash flows. As a result I expect 2015 will be a very challenging year for the oil and gas industry in western Canada, and for our organization, particularly in terms of drilling and oil sands coring activity."

Mullen is expecting growth in its Trucking/Logistics segment, primarily due to previously announced acquisitions. ●



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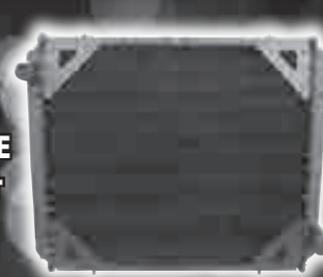
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Over the Road

AL GOODHALL



Who should pay for driver training?

Trucking HR Canada is in the process of developing a National Occupational Standard (NOS) for commercial vehicle operators (truck drivers). The fourth draft of this document was released this past December requesting input from the public.

I was encouraging drivers to review this before the deadline of Jan. 16, by posting links to it via my Twitter feed and through a couple of Canadian trucking Facebook pages during the first two weeks of January.

I know from my own experience that when issues are being discussed amongst the movers and shakers within our industry it is rare to find more than one or two full-time drivers present to provide a driver's perspective. Getting the word out to the vast driver pool (more than 300,000 of us in Canada alone) on important industry issues is very difficult.

This concerns me because our (truck drivers') personal health and safety is dependent on the depth and quality of the information and training we receive.

Many drivers - probably a majority - will not be aware that this NOS is being developed and will not review the document. The drivers who do re-

view the draft are going to leapfrog over this first step of developing the standards and get right to the heart of the big issue.

How will this training be delivered and who is going to pay for it? Drivers will jump on this because there is no group within the industry that recognizes the need for standardized and professional driver training more than the drivers themselves.

There are hundreds, if not thousands, of hours of training involved in these standards both in a classroom setting and in the workplace. I'm afraid drivers will see this National Occupational Standard as a pie in the sky idea if it is adopted by the industry without the infrastructure in place to deliver the training.

So why do I think drivers will be highly skeptical about the adoption and delivery of a national training standard? Well, let's take a look at just one of the 29 key competencies of a professional driver listed in the NOS draft: hours-of-service.

You would think with the amount of press and discussion this topic has received, every driver would be an expert on the subject of hours-of-service. Far from it.

Facebook and the CB to the rescue. Most drivers in their first year on the road turn to their fellow drivers to

answer their questions about hours-of-service. Let's remember these are freshly minted drivers right out of school building a new career and they want to get it right.

These drivers are asking basic questions about the rules and often receiving the wrong information or advice from their more experienced peers.

I've been working in this business for more than 15 years now and hours-of-service is a standard that drivers have been made responsible to know and they are still not receiving the depth of training they require on this topic before hitting the road.

I recognize the difficulties involved with training a workforce that operates hundreds or thousands of miles away from the home office most of the time. It's not as if a carrier can pull in a whole fleet of drivers for a weekly training meeting, even though that is obviously what is currently required.

Should a carrier bear the full responsibility for training their drivers to meet a nationally adopted occupational standard? I don't think so. The financial burden would sink many small carriers.

I think it's fair to expect an employer to uphold a standard that is adopted for any profession but to

make them responsible for delivering *all* of the training and bear all of the associated costs is not a reasonable option. It's pretty obvious that an apprenticeship program on a national level has to be adopted by the trucking industry if it is serious about meeting the occupational standards outlined in the draft document.

That means partnerships have to be established between government, training institutions, carriers and drivers.

I don't see any other means of delivering a program of this depth. This system works in all other trades for companies big and small. Why can't it work in the trucking industry?

Look at this statement about truck drivers that appears in the very first paragraph of the Trucking HR Canada draft document: "The occupation includes more than 300,000 Canadians - nearly 1% of the population and over 1.5% of the nation's labour force."

It is irresponsible to continue on the path that we are on, allowing new drivers to operate on our public roads without the proper training to ensure the safety of the public and the drivers themselves. We need to be honest about the fact that the cost of doing this has to somehow be built into the system. The only fair way to do that is to legislate that change. ●

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

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DAVID GORUK



Unique cargo demands attention to detail

Any shipment can introduce a fleet to unique challenges. Restricted access to a particular loading dock might require drivers to back in from the blind side. High-value commodities can demand stringent security processes. Everything from long combination vehicles (LCVs) to dangerous goods will need specially-certified drivers.

But no matter what form a load takes, a focus on its unique demands will help to protect against losses.

Consider extremely fragile commodities as one example. While any freight can break, loads of high-end electronics and crystal leave smaller margins for error. Nobody wants to hear a rattling sound inside a delivered box.

The first line of defence clearly involves equipment choices.

But while air-ride suspensions help to cushion loads from bumps in the road, every component has to be in good working order to make a difference.

Dropped suspensions also need to be re-inflated before beginning a journey.

Unwanted shocks are not limited to a rough road surface, either. Tracks and channels in a trailer floor can introduce unwanted stresses unless

they are covered with cardboard during loading and unloading procedures. Loads might even need to be redistributed into tiers between each delivery.

Once the wheels begin to roll, defensive driving techniques will play a protective role. Slow and steady acceleration and braking techniques minimize the sudden movements which send shocks through even the best-secured cargo.

As steady as a trip can be, other freight might rely more heavily on carefully controlled temperatures.

The line between frozen and spoiled produce can be separated by as little as a couple of degrees. The proper temperature can only be maintained through the steady flow of air from the reefer, ensured by keeping cargo away from air chutes and cleaning out the channels in a trailer floor. Meanwhile, the insulating panels, door seals and chutes themselves have to be regularly inspected for any damage.

As effective as the trailer will be, however, the cargo also needs to be loaded at the proper temperature. Drivers can ensure these levels by using pulp guns to measure temperatures at the outer edge and middle of a skid, and quickly call dispatchers whenever there are disagreements about reefer temperatures.

and straps to meet the demands of National Safety Code 10 – the rules which outline how to secure everything from boulders to heavy vehicles – a misplaced securement device could easily crush a hydraulic cylinder on a piece of heavy equipment, or wear away at the colourful coating on a new product.

These unusual loads can also make a dramatic difference in vehicle dynamics.

Combine a high speed and tight ramp with a high centre of gravity, and everything could easily tumble on its side. The rear of a particularly long trailer can also tend to drift out of a lane even during a standard highway curve. Skills will make the difference.

But the unique demands are not limited to driving skills alone. Those who work with oversized cargo also require a high level of mechanical aptitude. Vehicle inspections can extend to additional dollies, or the hydraulic lines and cylinders for the steering axles at the rear of the trailer.

As long as drivers understand the unique demands of their freight, they can be prepared for anything. ●

Of course, some unique demands can be traced to a load's high value.

Formal loss-prevention programs will help to restrict access to a yard, protect information about the load and routes, and always keep cargo under lock and key.

Fleets can reduce some of the risk by limiting the time that high-value cargo is under their care. When it does need to be stored, it can be protected with a tall fence, controlled access, and periodic security patrols. Enhanced locks are available for everything from kingpins to glad hands and brake control valves, while GPS tracking devices will broadcast a warning if anything strays from its planned course.

Even if loads are sealed before being delivered, drivers can be asked to take photos of the cargo before the doors are closed.

These images can later be compared to the goods which arrive at their destination, proving that nothing "fell off the truck" while it was in a fleet's care.

Then there is the matter of oversized freight which must travel under special permits.

Damage to these loads can often be traced to securement methods, which require a focus on more than Working Load Limits alone.

Even if there are enough chains

This month's expert is David Goruk. David is a risk services specialist and has served the trucking industry for more than 25 years providing loss control and risk management services to the trucking industry. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a long standing history in the marketplace and has been serving the trucking industry for more than 60 years. You can visit them at www.nbins.com.



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You say tomato I say tomahto

MARK LEE



Looking for snowed-in silver linings

Just before this month's deadline I got sent out on a trip that will form the basis of this column. It was a normal dispatch, nothing out of the ordinary. I was to take a set of pikes out to Calgary, split them and continue onto Langley, B.C. with one of the trailers. I hadn't been to B.C. for a while and so I was a little apprehensive about running the mountains for the first time in a while when the snow was flying, but it was suck it up buttercup time, so off I went.

It was cold for the first leg of the trip. The wind was howling and that, along with a gross weight of almost 60 tonnes, meant that my fuel mileage was suffering. My rate compensates for this, but still it doesn't fill me with joy when I watch the fuel gauge dropping like a stone. However this isn't a huge problem as I can always pull into a truck stop and take on some more fuel. This is not the case with the other liquid that my truck requires to function, the planet-saving diesel exhaust fluid (DEF).

This vital commodity is hard to find at the best of times. Not all truck stops have this in bulk and the jugs are expensive. Not only that, but the irony of the waste they create appears to be lost on the decision makers. Not only the waste, but also the transportation costs. Raw materials and packaging need to be trucked to the manufacturing facility, then it needs to be shipped to the retail outlet. I wonder how many extra truck miles have been created by the need to have this stuff?

The fact that it freezes and is unable to be delivered in bulk is what really drives me crazy. I mean come on, really? You're going to put a system on a Canadian truck that requires a fluid that freezes at a temperature that most Canadians can only dream about in winter?

One of the truck stop chains has at least tried to alleviate this issue by wrapping the pumps with insulation, however this hasn't worked as it should. The theory behind it is a good one, but they never researched the complete lack of intelligence of some of the people that will use it, as the insulation has been destroyed and the hoses have not been put away properly leaving them exposed to the cold temperatures, with the end result being pumps frozen solid.

Because this is a regular occurrence in winter time I have already worked out that I will be facing this problem and have started to fill my DEF tank in locations that have an attendant fill the tank - my home terminal being one such place. However that isn't a 24/7 operation, so sometimes I have no choice but to pay the extortionate prices for the jugs. Spending the extra money annoys me of course, but not as much as the whole situation of using a liquid that freezes in the first place.

So I get to Calgary, split my trailers and park for the night. In the morning there's a change of plans; I'm still going to Langley, but with a different trailer. This one will not be ready until late afternoon. This is just one of

those things - on the surface it would appear to be worse than my prior dispatch, however this is a trailer drop, rather than a live unload, so even though I've lost half a day, I will be ahead of myself the next day. Or so I thought.

Then Mother Nature stuck her nose in and things went horribly wrong in a hurry. The roads over the passes were being shut down for Avalanche Control. I could reach Golden, B.C. before my time ran out and by the time I had taken my break they would be closed for the day. Oh well, it's winter. It happens.

So I spent the day in Golden; I had all the facilities I needed, so it was no

real hardship. Then Mother Nature decided to have a little more fun, so she whipped up some wind and threw in some ice rain for good measure. This meant the helicopters that they use to do the Avalanche Control were grounded and so was I, along with all the other trucks that had to shut down.

They had opened the road immediately in front of me, but the town of Revelstoke ahead was full to bursting with trucks that could go no further, so there was nowhere to go, although some trucks left town as they were in a hurry and had a deadline to meet.

I also had a deadline, but it was now impossible to achieve, so my dispatcher was waiting for things to sort

themselves out before making a new appointment for my trailer drop. The main factor in this was, it was my call on when it was safe to get moving, not the online weather report's or even the very good DriveBC app's.

Speaking to some other drivers this didn't seem to be universal. Some carriers were constantly asking for updates from their drivers and others were insisting that they get moving as soon as the road opened, even though there was nowhere to go as the road was still closed a little further on. It made me feel very lucky to be working where I do as there was no pressure on me at all. It was my call and that was that - exactly how things should be. ●

A fourth generation trucker and trucking journalist, Mark Lee uses his 25 years of transcontinental trucking in Europe, Asia, North Africa and now North America to provide an alternative view of life on the road.



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Weigh human and environmental factors when choosing NGVs

By Carolyn Gruske

TORONTO, ONTARIO

Running a natural gas fleet involves more than just buying the trucks and fuelling them up at the right station. There are a lot of human and environmental considerations that come into play as well. Mike Britt, director of maintenance and engineering international operations for UPS's ground fleet, made that case at the Natural Gas Vehicles Canada conference in Toronto. As one of the fleet presenters, he told the audience about some of the non-mechanical issues that must be addressed if a natural gas fleet is to be successful.

Britt said one of the major factors was convincing drivers that these are trucks they want to drive, and then teaching them how to drive them.

"The biggest thing is driver training and acceptance...With a 15-litre Westport if you are shifting out of range, you'll get 4.5 mpg. Drivers have to be trained how to shift those. Especially after driving a truck for 30 years, they have that ear. They are going off the rpm of the engine. They don't understand torque curves. They don't understand how natural gas engines operate."

He said not only do the drivers need to be trained, so do the technicians, because the "drivers are going to go to the mechanics with their issues and once the mechanics understand, they spread the word out pretty quickly."

Of course with the automated transmissions this is becoming less of an issue, he added.

Britt also spoke of the challenges in running in taxing environments. For example wind is a consideration for UPS's Utah-domiciled Kenworth T800s with 15L Westport engines.

"We run triples outside of Salt Lake City, so 105,000 lbs. Salt Lake City is 5,200 ft. above sea level and you have 7% grades from Beaver, Utah up to Salt Lake City. We run up the hills. Those of you who know that part of the country, there are huge, huge headwinds and side-winds that take our diesel fleet down to about 5.4 mpg. So they take the LNG fleet down to just under 5 mpg. So the range is really, really an issue, but with a very, very strong powerplant, there are no issues at all."

He added then when the company bought the first trucks to travel this route, "we were landing about 30 miles short on those days when we had heavy winds, heavy loads, uphill. So we had to tank them up. We went to larger tanks on all of our Kenworth products."

The way natural gas has been viewed by regulators and governments has also changed over the years. More restrictive rules are now in place compared to what existed in 2001 when UPS first launched its LNG fleet in Ontario, Calif.

"I happened to be the chief engineer there at the time. My only requirement was a fan and a US\$29 methane detector from the Home Depot. So it was pretty simple. It wasn't an issue at all. Now today it's in the US\$100,000 range and that's at the fire marshal's discretion. It can get even higher than that. They might ask for a higher number of exchanged air. They might ask for heaters to be further away. There are a lot of things that go on with the shop requirements," Britt explained.

"We advocate for this and we talk with the folks that could possibly in-

centive us: Don't forget about the shop requirements because the technicians need to be able to work on equipment, and when it's a little bit chilly six months of the year, they're not going to work on it outside. They need to work on it inside. And even if you have a return-to-base operation going from Toronto to Montreal, and the vehicles are housed in Toronto, they still might have to work on them in Montreal. So you've got to spend \$100,000 in Toronto and \$100,000 in Montreal. Then you talk about a hub operation. The ones in Toronto may need support in five or six different areas depending on related distance or frequency. Now you're talking about \$500,000 or \$600,000, which is significant." ●

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Five high-end trailer spec's fleets are warming up to

By James Menzies

Trailer orders stayed strong through December, putting an exclamation point on the best year ever, according to the latest data from FTR. December saw 45,500 units ordered, marking the second best month ever recorded, just 1.5% shy of October 2014's record levels. Trailer orders for the year came in at 360,000 units, "by far the best order year ever," FTR reported.

"The trailer market is blazing hot as fleets continue to lock up future build slots in anticipation of a strong freight environment this year," said Don Ake, FTR vice-president of commercial vehicles. "Fleets are placing orders for vans and flatbeds out through the end of the year. Manufacturing capacity is still tight, however several OEMs have plans to increase build rates during the year."

Meanwhile, fleets aren't just ordering more trailers, they're ordering better trailers. Canadian suppliers *Truck News* spoke to said carriers are spec'ing higher-end technologies and components.

"We're starting to see highly-spec'd trailers, we're not just selling boxes on wheels," Conny Weyers, the recently retired president of Trailers Canada said in a recent interview. "People are looking at floors, wheels, tires, disc brakes, lighting systems, air deflection systems – there has been a really big change

over the last five years."

Here are a few items that have attracted some extra attention from fleets.

Disc brakes

Canadian fleets appear to be gravitating towards disc brakes on trailers more rapidly than their American counterparts.

"There appears to be a lot of interest in disc brakes and from what Great Dane is telling us, the majority of interest is coming out of Canada," said George Cobham Jr., v.p. of sales and marketing with Glasvan Great Dane. "We're seeing a lot of repeat purchases of the product, but it's not quite the hands-off system people thought they were. It's important people buy them for the right reasons; there will still be some maintenance on the product."

Disc brakes can reduce maintenance requirements and improve braking performance. A set of brake pads can be replaced in about half an hour, Cobham noted.

Nick Lambevski, president of Transport Trailers Sales, has noticed this trend as well.

"Disc brakes are a big deal right now," he said. "Everybody asks about it. It's still a bit expensive when you get into multi-axle trailers, but when buying tandems

Continued on page 39



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Better spec'd trailers

Continued from page 37

it's not that big a deal."

Disc brakes are especially popular on more expensive trailers such as tankers, Lambrevski added.

Some leasing companies such as Trailer Wizards have made disc brakes standard on their rental fleet, which has helped showcase the benefits to customers. Mark Diamantopoulos, v.p. of sales for Trailer Wizards said the company is pushing the life-cycle of its trailers out to 25 years by spec'ing premium options such as disc brakes.

Tire inflation systems

While demand for disc brakes in Canada has outpaced that in the US, the opposite is true when it comes to tire inflation, which has become nearly universal on trailers in the US, but is just now gaining acceptance here in Canada. This could be because Canadian conditions may have been deemed too harsh for early tire inflation systems.

"We've seen pretty widespread adoption over the last year, year-and-a-half on tire inflation," said Cobham. "Hendrickson's Tirenmax Pro is the first tire inflation system we've seen offer some real-world reliability. It's getting a lot of repeat purchases. In the past, people would buy tire inflation on a round of trailers and on the next round, not buy it again. This system is getting repeat orders. It inflates and it deflates, so the product is finding its way onto a greater proportion of trailers."

One of the advantages is that it can keep enough air in a punctured tire to allow a fleet to limp it home and repair or replace that tire at their home terminal and avoid a service call, Cobham said.

Aero devices

Trailer side fairings have become a common spec' in recent years, but as provinces move to allow full-sized trailer tanks, those too are getting some attention.

"On any given day here, we have a trailer in our shop we're retrofitting for a customer," said Cobham. "I can't speak to the payback on the product but I can tell you people are taking a hard look at it."

Rust-resistant materials

"Finally customers are placing an emphasis on corrosion-resistant options that not only help to keep maintenance costs down during the life of the trailer, but also maximize the residual value of their trailer when it comes time to dispose of their assets," said Tom Bamsden, v.p. of sales and marketing with Manac. "The majority of customers are requesting that any exposed metals be hot dip galvanized. This is something we have been doing for over 20 years now including - but not limited to - coupler plates, crossmembers, landing gears, bogie frames, threshold plates and rear door frames."

Lambrevski has seen this as well. "We're seeing more people trying to get away from anything that rusts," he said. "People are trying to get rid of paint on their equipment and going to aluminum air tanks, aluminum landing gear, aluminum runs even."

Diamantopoulos said Trailer Wizards spec's all its trailers with galvanized crossmembers to prevent corrosion.

Landing gear

Matt Tubbe, Canadian applications engineering manager with SAF-Holland, said better landing gear is being designed to meet the longer life expectations of buyers. A lifetime warranty is now available

on some landing gear, which has been well received by fleets looking to keep their trailers for 15 years or longer.

Fleets can also choose lubrication-free landing gear to reduce maintenance requirements, or galvanized landing gear to better resist corrosion. For fleets that are frequently reposition their trailers, cushioned feet are a popular choice, as they better absorb impacts and protect freight and other components on the trailer.

One premium option that has received some attention, but has yet to catch on in a big way, is Prime Transport Solution's PTS50 pneumatic landing gear, which can be lowered or raised with the push of a button. The driver-friendly landing gear feeds off the trailer's air system and eliminates strain on drivers' shoulders while also improving efficiency through quicker coupling and uncoupling. PTS claims. ■

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By James Menzies

It was as nasty a November day as you'll encounter in Southern Ontario. The thermometer read -9 C; balmy when compared to the -19 C wind chill. Snow blew horizontally, painting the horizon a milky white. Snowdrifts piled up on the road in places while the wind swept other sections of highway clear, leaving behind only a thin layer of black ice. Gusting winds caused vehicles and old buildings to shudder, as well as the people within them.

In other words, it was a perfect day to test drive a Mack truck.

The truck was a Mack Pinnacle tractor with its newest engine rating, the 13-litre Mack MP8 505C+. It was put together by Vision Truck Group as a Mack Trucks Canada demonstration unit and then loaned out to James Dick Construction. The new made-for-Canada rating, introduced in August, produces 505 hp and 1,860 lb.-ft. of torque through all the gears. In short, it's a Mack that pulls like a Mack - all the time. It was designed for truckers who want loads of pulling power available on demand, to handle hefty payloads and steep grades.

While many of today's engines are designed to withhold torque to preserve fuel economy under certain conditions, this engine is all torque, all the time.

James Dick Construction is an ideal fleet to put the truck through its paces. It hauls heavy payloads of about 34,000-40,000 kgs around a hilly part of southern Ontario just north of Toronto. Typically, these trucks shuttle tonnes of aggregate between various construction sites and cement plants from James Dick's many gravel pits in the area.

I shared driving duties with Murray Lowe, who the fleet has chosen to test the new truck, knowing they would get an honest assessment from the opinionated and knowledgeable pro driver. It was useful to ride shotgun with Lowe, because he could compare the driving experience directly to his incumbent truck, a 2011 Freightliner glider kit featuring a pre-emissions DD13 engine and 13-speed manual transmission. (Comparing trucks of different makes is a dubious endeavour at the best of times, even more so when the benchmark is a glider kit, which is by definition, an assemblage of parts and not a complete vehicle. Still, comparisons to the incumbent vehicle are inevitable).

Pulling the long grade leaving Bolton, Ont. Lowe marveled as the mDrive automated manual transmission held seventh gear with 32,000 kgs of gravel in the 38-ft. Cobra end-dump trailer. "I'm normally in fifth gear here," he said.

Lowe has five million miles under his belt, achieved over a 41-year career that was spent mostly doing linehaul. I figured he'd be skeptical of the mDrive but he surprised me with how quickly he warmed up to it.

"I've been doing this over 40 years," he grumbled. "What do I need to shift gears for?"

Lowe, in the twilight of his driving career, has traded in long-haul work for local, mileage-based pay for hourly. He even hands in the keys for the winter and waits the snow out in Florida. This was Lowe's first experience with the mDrive

and his only concern was how it would react when the truck gets bogged down in mud.

That wasn't about to happen on this frozen November morning but he said the guys who get stuck in the mud using an automated transmission are the same ones who can't get free using a manual, and he's not one of 'em, so he wasn't overly concerned.

Power is power

As we crested a long, steep downhill grade with a red light at the bottom, Lowe questioned aloud the engine brake's abil-



The Mack Pinnacle with MP8 505C+ delivered a surprising amount of torque and engine braking capabilities for a 13-litre engine.

ity to hold back the heavy load and then nodded in approval when it did just that.

The MP8, being a 13-litre engine, often raises questions about its engine braking capability compared to a 15L product. But it does produce nearly 500 braking horsepower, which shouldn't be an issue, even when heavily loaded. David McK-

enna, Mack director of sales development, emphasized power is power, and torque is torque, regardless of whether it's produced by a 13- or 15-litre engine.

"If I'm giving you 1,860 lb.-ft. out of a 13L, it's exactly the same as 1,860 lb.-ft.

Continued on page 42

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Power in the pit

Continued from page 41

out of a 15L," he pointed out. "But it tends to be 300-500 lbs lighter and generally speaking, more efficient on fuel, so when we're talking the aggregate business, if I can take 300-500 lbs out of your TARE weight, that's nothing but money to the customer."

Naturally, having 1,860 lb.-ft. of torque available at all times means a driver's going to take advantage of it and at times it will come at the expense of fuel mileage. However, McKenna contends the fuel economy penalty is low, especially when compared to the productivity gains that can be exploited.

"The fuel economy with the 505C+ is going to be a little less than a straight 505C or E model," McKenna acknowledged. "If you want more power, it's going to take more fuel to do it. But if you can learn to keep your foot off that throttle pedal and let the engine do all the work, fuel economy is just about the same. But when you're pulling 63,000 kgs in the aggregate business and you can reduce cycle times by 15-16 minutes per cycle, that's an extra load every day and when you have 40 metric tonnes of product, you just managed to pick up an extra load for free every day and it's very economical."

Fuel economy isn't always the top priority for truckers in the aggregates business. Here, performance trumps fuel efficiency, and heavy payloads, hilly terrain and stop-and-go two-lane traffic will see to it. Lowe told me James Dick drivers

are normally resigned to hitting 5-6 mpg. Uptime is the paramount concern and the company has done its best to avoid the problems associated with EPA07 emissions engines, hence the glider that Lowe drives. But then Lowe drove his friend's new Mack and it was getting over 8 mpg in this same duty-cycle. That got his attention.

Caledon Mountain may not qualify

"If I'm giving you 1,860 lb.-ft. out of a 13L, it's exactly the same as 1,860 lb.-ft. out of a 15L. But it tends to be 300-500 lbs lighter."

David McKenna, Mack Trucks

as a mountain in many parts of Canada, but here in southwestern Ontario it's a good test of a truck's pulling capabilities. We climbed it unloaded, just due to the nature of the day's delivery schedules - hey, we had work to do and loads to deliver! Lowe was impressed the mDrive dropped just one gear and we climbed the hill in 11th at 1,475 rpm and 80 km/h. His current truck would be revving a lot higher, he observed. The nasty crosswinds and snow-covered roads likely didn't help us on this day and even whether or not the tarp is rolled up will have an effect on how the truck pulls that grade, Lowe noted.

We picked up a load of blended aggregate at James Dick Construction and then I took the wheel and brought it down to a

Lafarge plant in Brampton.

A button on the mDrive's console allows you to activate maximum engine braking, which was a useful way to hold my speed to 80 km/h without riding the service brakes, even when grossing 50.86 metric tonnes (50,860 kgs or 111,892 lbs). This Pinnacle drove well. The front end felt a little loose, but repositioning the fifth wheel would solve this. The seat was comfortable, sight lines were excellent and the ride on even bumpy two-lane roads - where James Dick trucks spend most of their time - was smooth and quiet. The interior of the Pinnacle was styl-

ish and functional. Attractive, brushed nickel faceplates can be quickly removed from the dash to expose the wiring behind them for easy serviceability.

The design of the Pinnacle won't change with the 2016 model year. The exterior styling could use a refreshing but as far as comfort and drivability are concerned, this truck holds its own against anything out there.

Most Canadian customers who previously ran the MP8 505 have switched to the C+ rating since it was introduced in August, I'm told. Even in Western Canada where these trucks are required to run the Rocky Mountains, there have been no complaints about fuel economy, power or engine braking performance. Mack has discovered a way to give 15-litre pow-

er and performance to truckers in a 13-litre package and there's a lot to like about that, including improved fuel efficiency and greater payloads.

The cold truth about exhaust aftertreatment in winter

Because winter was visited upon us seemingly overnight, I had some questions for McKenna about the aftertreatment system and how fleets can protect against issues related to the freezing of diesel exhaust fluid (DEF) and the rest of the SCR (selective catalytic reduction) system. He was glad I asked.

"One of the things that's very important to remember is that DEF is two-thirds water and water will freeze," he admitted. "There are a couple of things we do that some other OEMs don't do. When you turn the key off on the truck, you will hear the DEF pump continue to run for about 60-90 seconds. It's drawing the DEF back from the injector and putting it all in the tank. The reason for that is, we don't want any product freezing in the line. Even if it freezes in the tank - and it will - the minute you crank the engine and start the water pump, it's going to start circulating hot coolant through the DEF tank. We've plumbed the lines into the DEF tank and we have a coil that goes through the center and we've looped the coil around the pickup tube, so it will thaw out from inside the core of the DEF tank to the outside and start to circulate warm DEF."

This is a smartly designed SCR system but where problems can still occur is when sub-par DEF is put into the tank. McKenna emphatically cautions against using off-spec' DEF.

Canada's harsh winter conditions can



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also lead to more frequent and prolonged active regenerations of the DPF (diesel particulate filter). This is not a problem that's specific to Mack – and in fact, Mack protects against this by keeping the heat source required for regenerations (the turbocharger outlet) very close to the DPF to prevent a thermal drop from occurring as the hot exhaust travels along the exhaust pipe. But in applications requiring large fuel tanks and where the hot exhaust has a chance to cool en route to the DPF where it must travel to facilitate a regeneration, you can add more insulation to the exhaust pipe to mitigate this problem.

Downtime, of course, is a killer, especially in the winter.

"I can talk about fuel economy all I want, but at the end of the day, if you save 5% in fuel throughout the year and you have two more unplanned down days, everything you saved through the year in fuel is out the window," McKenna acknowledged.

Maximizing uptime

This is where GuardDog Connect, Mack's telematics-based maintenance monitoring system, comes into play. It sends fault codes generated by Mack engines, transmissions and aftertreatment systems to a call center where they're evaluated by a Mack expert who then advises the driver or fleet manager on the proper course of action. If the light came on due to an issue that can be resolved later, then the truck can be kept in service till the end of a shift or its next scheduled service interval. This service comes standard and free of charge for two years on new Mack trucks, including the Pinnacle I drove. Take advantage of it.

An additional benefit that's often overlooked is that GuardDog Connect has the potential to eliminate downtime resulting from driver error, by alerting fleet managers to driver-induced problems before they require a truck to be taken out of service. For example, if the driver is using the gas pedal to keep the truck stationary on a grade, the mDrive will generate a fault code indicating an overheated clutch. If this is happening routinely it will alert the fleet manager to some bad driver habits and allow for an intervention – hopefully before the clutch is burnt out and needs to be replaced.

There are many applications where the Mack Pinnacle with the MP8 505C+ is well suited – aggregate being just one of them. This rating will fit in anywhere that constant torque is desired. Don't be put off by its 13-litre displacement. Engineers today can coax more power out of smaller, more efficient engines.

Mated to the mDrive transmission, the 505C+ is a high-performance powertrain that will likely challenge everything you thought you knew about the limitations of 13-litre engines and automated manual transmissions in Canada's most rigorous applications. And it's also just plain nice to drive. In fact, an unprompted remark from Lowe may have served as the greatest endorsement of this product that Mack could've hoped for.

"I was going to pack it in after this year," he said. "If this is my new truck, I may have to stick around a while longer." ●

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Voice
of the O/O

JOANNE RITCHIE



Look ahead and be prepared

Pilots have a great expression: it's better to be on the ground wishing you were flying than the other way around. That reminds me of a few other wish-I-haddas: plugged the car in last night, checked the air pressure in my spare tire, filled that windshield washer jug last time I stopped. You get the point. A bad situation can turn worse by lack of planning and foresight, as I learned in spades a few years ago.

I was travelling in a nasty snowstorm, eastbound on the 401 around Brockville. I wanted to get off the highway, but with near-zero visibility, I took the wrong exit and wound up a few miles west of Brockville on a

lonely off-ramp that was totally drifted in with snow. My little VW Jetta diesel stopped dead in the deep snow and there I sat. I was only a few meters from the highway, but I could no longer see it, and presumably nobody on the highway could see me either.

My immediate concern wasn't food or staying warm, but that I might get creamed by a snow plow or a big truck coming off the exit ramp. So today, my winter emergency kit includes an amber beacon I can place on the roof of the car.

I'm Canadian, eh? So I know all about winter. I also travel a lot, so I have good snow tires, I keep my fuel tank filled, and I've always carried a shovel, jumper cables, first aid kit, and an extra jacket in case of emer-

gencies.

But the Brockville incident showed me how ill-prepared I was, really, for an emergency. I was totally alone, it was pitch black and minus 20, my cell phone was only half-charged (crummy reception anyway), I had no food in the car, and my water bottle was almost empty. And that jacket really wouldn't help much if I was stranded for long.

After a few hopeless howls, I opened the hood to find the entire engine compartment packed solid with snow. It took a freezing, wet hour or so to clear it out, and luckily, the car started after a couple of tries - I think my air intake was blocked - and I got back on the 401 and made my way to Brockville where I hunkered

down in a motel room for the night.

People who know me often chuckle when they see my winter emergency "kit" which takes up a sizable chunk of my vehicle's cargo area. Some might think it's a little over the top - amber beacon included - but I'm not taking any chances.

I'm on the road a lot in winter, with frequent trips in the Montreal-Ottawa-Toronto corridor, and I make regular pilgrimages back home to the Maritimes.

My trusty little wagon has nearly 350,000 kms on it, so I like to hedge my bets on getting to my destination warm and dry. If I ever have a Brockville-turned-worse experience, I like to think I could comfortably hold out for a few days at roadside.

When I started putting my kit together, I figured I could learn a lot from paying attention to how truckers prepare for emergencies. Who better to learn from? With those millions of miles and years of experience under their belts, and the potential for calamity around every turn, there's nothing they're not prepared for, right?

Not quite. While I learned a lot about road safety and preparedness from the pros, I discovered that many others are just as complacent and ill-prepared as I was.

Perhaps there's a false sense of security that comes from travelling with a bed on board, and probably more food and water than most four wheelers would have in their cars, but getting stranded at roadside is equally dangerous for any driver who hasn't provisioned their vehicle in advance.

And it can happen so easily. You can slide off the road in bad weather with little other traffic on the road. Fuel can gel up, leaving you without heat. A road closure coupled with impassable lanes can keep rescue vehicles off the road for days.

All this is especially true on remote sections of highway, but it can happen on busy, well-travelled roads as well. Think I-90 in Buffalo last November or Hwy. 402 near Sarnia a few years ago. Or just last month when an avalanche hazard closed Hwy. 1 near Revelstoke, B.C., leaving hundreds of truck drivers stranded for a couple of days. Some had enough food and water packed to sustain them for a while, but many more didn't.

In addition to the obvious emergency gear I've always carried, what's in my quirky kit?

I pack stuff like freeze-dried meals, canned heat, cooking/eating utensils, energy bars, tea bags, water, personal hygiene items, and duct tape; flashlights and batteries, candles, matches, emergency flares, blankets, pillow, sleeping bag, and tons of warm clothes.

I have a signal mirror, beacons, a whistle, orange emergency tape, an assortment of tools, lots of wires and chargers for my gadgets, and a power inverter. A few old paperback novels and a deck of cards in the kit will help me pass the time waiting for rescue.

There's more, and I'll be very happy if none of it ever gets used. But I'll wager most of you have things on your check list that I've forgotten.

If you have, let me know, and I'll add it. I'm always open to tips from the pros. ●

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Tax Talk

SCOTT TAYLOR



Deducting the costs of business

A lot of owner/operators refer to their truck as their office: "I'm going to the office, honey. See you when I get back." But what about your other office, where you pay bills, review broker settlements, and look up weather and traffic reports as you get ready for your next trip?

If you're like most owner/operators, this office is in your home.

Maybe it's a table in a corner of the kitchen or maybe it's the kitchen table itself.

Preferably you have a dedicated room with a desk, a good chair, a computer with an Internet connection, and filing cabinets.

I get a lot of questions about having a home office and whether these expenses are tax deductible.

The short answer is yes, as long as a) the space is your principal place of business; or b) you use it only to earn your business income and you use it on a regular and ongoing basis to meet clients, customers, or patients.

When you have a home office, you can deduct a portion of ordinary household expenses like utilities, insurance, property taxes, and mortgage interest.

To calculate how much you can deduct, use a "reasonable" basis such as

Clients often ask me about depreciating part of their home value...Avoid this minefield.

the area of the work space divided by the total area of your home.

If you use part of your home for business and personal living, calculate how many hours a day you use the space for work and then divide that amount by 24 hours.

Multiply this percentage by your total home expenses to calculate the business household cost or office in the home expense amount you can deduct.

Clients often ask me about depreciating part of their home value or depreciating the cost of building their office in the home. Avoid this minefield.

By taking any part of your home value as a business asset you now must declare the proceeds of that room when you sell your home.

Trust me, you don't want capital gain and recapture income tax rules to apply on the business-use part of your home when you sell it.

Office supplies

You can deduct the cost of office supplies like pens, pencils, paper clips, stationery, and stamps. Office expenses may not include items such as calculators, filing cabinets, chairs, and desks depending on the cost of the items. They may be considered capital items and have to be depreciated.

Phones

CRA doesn't want you expensing part

of your monthly home phone cost for business.

However, you can expense long-distance charges that are directly business-related so you'll have to track and highlight these calls somehow. Heck, expensing 100% of a cellular phone bill is a risk.

CRA always wants you to make some sort of personal-use allowance. This one always makes me mad. "Business" is the only reason to have a big expensive cell phone package with lots of data and US roaming.

Internet

Does your carrier have a web portal? Do you use it to download broker settlements? Upload documents? Communicate with dispatch or the head of-

face?

Once you've been dispatched do you not go online for weather and traffic conditions and border-crossing wait times?

Of course you do.

So you should be expensing part of your monthly Internet cost and the related GST/HST.

Advertising

Marketing your business is a valid expense.

So yes, buying jackets, shirts, and hats with your company name is considered promotional.

Paying for your daughter's soccer team registration is not but advertising your company name on the back of her jersey is.

Your entry fee to the local charity golf tournament is not a marketing expense but you could deduct the cost to sponsor a hole at the tournament.

Your race car hobby is not an expense but what if your company name is all over your buddy's car?

Everyone needs a place to manage the business side of the trucking business.

The rules for deducting the costs of keeping an office are pretty straightforward but any expense that involves business and personal enjoyment may be called into question.

It's all good if you have to clear the dinner dishes before you get down to your paperwork.

Just be ready to support your claim for part of the kitchen table. ●

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The industry needs a good cleanse

I received a critical e-mail about a recent column, one on new tech toys that I'd like to see invented, and I couldn't be happier. The suggestions of the column were based on numerous past experiences with drivers who wouldn't grease their fifth wheel, turned in logbooks that even a magician couldn't read, drive with straps flopping in the breeze, or had a pre-trip consisting of: 1) open the door, and 2) start the engine.

The e-mail suggested an opinion that I've heard spoken repeatedly, but now I finally have it in print. The gentleman wasn't pleased that all my tech ideas would 'put the driver in the hot seat,' and suggested that a more beneficial improvement would automatically report unrepaired problems to the Ministry of Transportation. He thought the current system in which a driver can call the MTO if his repair requests aren't honoured is ineffective, because 'We know we'll be history with the company...as soon as possible.' Why this constant urge to keep a bad job driving unfit equipment?

My response (which could have been much longer) was, 'Some drivers need to be put on the hot seat, if not the unemployment line.'

Other than other smaller trucking company owners (maybe some large ones), I'm going to make a lot of enemies in the first part of this column. Read to the end - you may come back.

The reader's e-mail suggested the same attitude I've heard for 20 years: 'This industry treats me terribly, but since I'm just a driver, I'll just bitch about it, put up with it, and never work toward change.' Sound familiar?

I don't normally condone militant behaviour, uprisings, or protests, but in this case, it's sadly overdue. Stop complaining and quit, if nobody's listening.

Almost sounds like I'm trying to destroy the industry, doesn't it? To some degree, rebuilding always requires some level of demolition.

Carriers who, in this day and age, insist on running substandard equipment or constantly breaking the rules, have no place in the industry. Since the driver is ultimately responsible for the equipment, your future, based on your CSA score, will suffer from a carrier who runs scrap equipment or insists you break the rules. There are too many jobs to choose from to put up with this. Conversely, licensed drivers who can't conduct a proper pre-trip, or who drive dangerously and without common sense, should be tossed. Why should a good carrier's record be sullied by these people?

I've heard a lot of drivers complain of consistently being sent out on a Thursday, with only 15 hours left in their logbook. They arrive somewhere mid-Saturday only to wait there for their Monday delivery. Why couldn't they stay home until Saturday, and have their reset at home? If this is your situation on a regular basis, find a new job. This is frankly poor, perhaps lazy, planning thinly disguised as 'efficiency.' When the recruiting revolving door stops swinging in but swings faster going out, dispatch

methods will change.

So how about the pay? Stop putting up with a pay rate that's at least a decade behind reality. Try a day job for a while. Most day jobs, which allow you to be home daily, eat decent food, and not sleep in a tin box surrounded by noise, pay almost as much as an average over-the-highway job - more, if you factor in your on-road expenses. Even if you enjoy the highway life, you may enjoy more home time with the same or higher net income.

So, just what kind of a bloodbath have I just endorsed? A necessary one, I think. Read almost every edition of *Truck News* from the past year, and you'll find someone mentioning increasing freight rates related to

capacity. If you're the only one of 10 carriers that actually still has drivers, you'd certainly have the upper hand related to capacity. I'm oversimplifying the issue terribly, but I think you see my point. Those of us who try to improve rates and pay are tired of being beaten down by rate-cutting carriers. If carriers are forced to improve, or at least better maintain their equipment, and to consider the fact that drivers are human beings, not a numbered machine, things will change. Certain carriers will cease operation, and to most of them, I say good riddance.

More thought will be given to how dispatching affects the driver as a person, and pay will climb dramati-

cally. To support this, freight rates need to increase drastically. If drivers are nearly non-existent otherwise, manufacturers and distributors need to pay much more if they are to get trucks at all.

If they won't, good luck to them. Try to function without trucks. The global economy has survived off our backs long enough. I've argued before that we should all be here for our financial wellbeing. It's not our responsibility to suffer so the rest of the economy can prosper.

Drastic and extreme? Definitely, but I believe it's necessary.

It'll cause a ton of short-term pain, but create a much better, more lucrative industry. Our current business model hasn't worked sensibly for a couple decades. But it won't happen, will it? Why not? ●

Bill Cameron and his wife Nancy own and operate Parks Transportation, a flatdeck trucking company. Bill can be reached at williamcameron.bc@gmail.com.

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Preventive Maintenance

KAREN BOWEN



Varicose veins: Go with the flow

Recurring long hauls can impact your health in a number of ways. Certainly, sitting behind the wheel for long periods of time can decrease the blood circulation in your legs and feet, which may lead to varicose veins.

Under ideal conditions, your circulatory system must coordinate a number of actions to maintain efficient blood flow, especially while moving blood from your feet back up to your body. Working against gravity, the muscles in your lower legs contract in a pump-like action to push blood upwards. Tiny valves inside your veins open to allow this upwards blood flow and then close

to prevent this blood from flowing back down after each muscular contraction. During this process, the flexible walls of your veins expand and contract to manage temporary changes in blood volume.

When this system loses efficiency and the veins are unable to effectively transport blood back to the heart, the veins may become varicose and bulge and twist, turn dark purple or blue, and extend beyond the normal skin surface. A less severe version of varicose veins, spider veins – thin red or blue spidery veins just below the skin's surface – may be your first indicator of a developing circulatory problem. Although any vein can become varicose, legs and feet are most commonly affected.

A number of factors increase your risk, including aging, gender, heredity and obesity. The normal wear-and-tear of aging naturally reduces the effectiveness of your veins' valves and overall circulation. Gender is also a factor. Women are more prone to varicose veins because hormonal fluctuations appear to relax vein walls, reducing their ability to extend and contract.

Heredity plays a part, too. If a close family member had varicose veins, your risk is much higher. Excess weight can also contribute, as more pressure is required to distribute blood throughout a larger body.

Varicose veins are not a big problem for most people. Often they are just

considered an unsightly, painless inconvenience. However, for others, varicose veins can trigger painful throbbing, and/or burning muscle cramps in the lower legs; a heavy, dull ache in the legs, or itching in the vein(s). This pain usually increases with long periods of sitting or standing.

On very rare occasions, varicose veins may lead to these two potentially serious complications: ulcers and blood clots.

People who have had varicose veins for a long period of time may develop extremely painful ulcers on the skin near the varicose veins, because of a chronic fluid build-up there.

These ulcers can become quite serious and difficult to treat, so if you have chronic varicose veins monitor the condition of the skin on and around your ankles. If you notice any slight spots of discoloration, see your doctor immediately. This may be the first sign an ulcer is developing.

Another serious condition related to varicose veins is blood clotting. When veins deep within the legs become enlarged, pooled blood could clot and block a blood vessel. If this happens, the leg with the clot will suddenly swell considerably.

Since this situation could lead to a potentially life-threatening condition, seek medical attention immediately, if your leg ever swells suddenly. If a blood clot develops in your leg (thrombophlebitis), the clot could dislodge and travel through your circulatory system and end up blocking blood-flow to a vital organ, causing irreversible damage.

If you end up developing varicose veins, there are many treatment options to consider.

Proactively, you could manage your condition through exercising, maintaining an appropriate weight, wearing clothes that promote good circulation, elevating your legs when the condition is painful, and avoiding long periods of sitting or standing, as possible.

However, as a truck driver spending many stationary hours sitting behind the wheel every day, you could still improve your lower body circulation by consciously and regularly shifting leg and foot positions and by keeping your blood flowing by repeating a set of twenty foot stretching exercises, alternating between pointing your heel and toe.

To relieve the throbbing of slightly more serious varicose veins, use compression stockings.

If you put on compression stockings at the beginning of the day before getting up, you prevent blood from pooling in your lower leg. As you wear them throughout the day, they continually squeeze your legs and help your veins and leg muscles move blood upwards more efficiently.

When buying compression stockings, read the label for the right size and fit so you maintain an appropriate blood flow volume.

Medical intervention may be required for more severe cases. Sclerotherapy, laser treatment or radio frequency may be considered to close off the veins. Phlebectomy, or stab avulsion, ligation and stripping may be used to remove them.

The way to avoid the complications of varicose veins is through a healthy diet and active lifestyle. If they still develop, go with the flow. 



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

Back behind the wheel

DR. CHRIS SINGH



The pain of broken ribs

Rib fractures are a fairly common injury. A broken rib occurs when one or more of the bones in the rib cage are cracked or broken.

In the majority of the cases, broken ribs are mild cracks that are painful but not life-threatening.

The most common cause of broken ribs is direct trauma to the chest or rib cage. Athletes who participate in contact sports such as hockey and football are at an increased risk. Slips and falls are also a common cause of broken ribs. I recently had a patient who is a truck driver, crack three ribs after falling off the deck of his flatbed trailer.

Ribs can also be broken from repetitive trauma such as frequent golfing or rowing. Motor vehicle accidents account for the majority of severe rib fractures due to the increased forces present dur-

ing the collision.

The pain that is associated with a broken rib is usually described as a small localized tender spot in the rib area that begins after trauma.

In most cases, fractured ribs will heal without treatment within one or two months. With severe fractures, in which the rib bone is completely broken, the potentially sharp end of the bone could puncture or lacerate blood vessels or internal organs. Both of these conditions could be life-threatening thus, it is important to seek medical attention if you suspect a broken rib and you experience pressure or squeezing in the center of your chest or significant difficulty breathing.

If your physician suspects a broken rib, he or she may order an x-ray or other diagnostic tests to confirm the diagnosis. Surgery is only required in the most severe cases.

Most of the time pain-relieving medication is all that's required.

The good news is that even severe rib fractures usually heal within six weeks.

Although it is not possible to prevent all rib fractures, there are a few simple tips to keep in mind.

First of all make sure you keep your bones strong by getting enough calcium in your diet from food and supplements.

Also, try and prevent slips and falls by wearing proper footwear.

Lastly, when participating in contact sports, it is important to wear the proper protective equipment. Until next time, drive safely. 🚚

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



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Industry
Issues

DAVID BRADLEY



Act in review: Capacity concerns

Last month, I reported that a statutory review of the Canada Transportation Act has been launched and focused my comments on issues relating to the disjointed regulatory system governing extra-provincial trucking.

In this column I will discuss CTA's response to the crux of the review. Namely, the extent to which the national transportation system has the capacity and adaptability to respond effectively to evolving international and domestic conditions and markets.

Perhaps the most significant trend in freight transportation – despite changes in the mix and trajectory of

trade, consumer behaviour and logistics practices – is that trucking will remain the dominant and fastest growing of the modes. Some of the players will change. Services will evolve and technology will drive improvements in productivity, safety and environmental sustainability. But, the old saying, "If you got it, a truck brought it" will be as true in the future as it is today.

The single most important issue for trucking is whether it will be able to provide the capacity to meet the demand for service going forward.

The industry is facing a long-term, chronic shortage of qualified truck drivers brought on in part by a demographic tsunami.

The carriers will go to the market to

seek the rates needed to ensure compensation packages are competitive or better compared to other industries and to manage lifestyle and other issues in order to enhance the attractiveness of the job.

But, the occupation also needs to be recognized for what it is by the federal and provincial governments – a skilled occupation. The availability of world-class, efficient and productive infrastructure – roads, highways and bridges – has a direct impact on the reliability and predictability of supply chains and therefore where direct investment flows to.

Canada does not have a national highway policy. A program of long-term, predictable and dedicated high-

way funding program is needed. Funding for such a program could come from the federal excise tax on diesel fuel, which currently serves no policy purpose.

Consideration for how to maximize the utilization and capacity of existing infrastructure is also needed. Technologies such as intelligent highway systems, scale by-pass, etc., can contribute to improved commercial traffic flow, fewer delays, reduced congestion and more efficient and predictable delivery times. The trucking industry is investing massively in GPS and other on-board management systems to improve equipment and human utilization, to match loads, fill back-hauls, etc. New, more productive vehicle configurations are allowed in some parts of the country and not in others.

Current logistics practices adhere to a 24-hour-a-day clock.

The more that can be done to incent shippers to ship or receive goods during off-peak times, the better.

Unfortunately, too many shippers will not pay to have staff available to load or unload during the off-peak times. In addition, the public, which of-

Too often trucks meet their delivery appointments only to have to wait sometimes hours to be unloaded.

ten complains about truck traffic, opposes off-peak deliveries if it means trucks operating in their neighbourhood at night. Local by-laws (truck routes/bans) often reflect this attitude. Notwithstanding the productivity and efficiency advancements that have been made since economic deregulation was introduced in the late 1980s, there is still waste in the supply chain.

Too often trucks will meet their delivery appointments at distribution centres, intermodal yards, terminals, ports, etc., only to have to wait sometimes hours to be unloaded.

With the number of hours a driver can work restricted by regulation this can severely impair productivity. Motor carriers, their customers, the consignees and third party logistics providers all need to work together to maximize efficiency.

The Minister of Transport also asked the review panel to pay particular attention to the "urgency created by the recent backlog in grain deliveries (by rail) from the 2013-14 crop year."

Trucks move nearly all harvested grain to on-farm storage, and then on to the elevators – both usually short distances. From there it is moved by rail to terminals thousands of kilometres away – a distance that is too long (and the loads too heavy and bulky) for trucks to be economically competitive. While there are several trucking companies specializing in grain shipments, most see little prospect for trucking ever to become a viable alternative to rail. Seasonality and the ups and downs of crop volumes are a drag on investment in equipment and drivers. Regardless, there will never be enough roads, highways, trucks and drivers. ●

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

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BRUCE RICHARDS



Au revoir, mes amis, after 21 good years

In 1993, when I accepted the appointment to become president of the Private Motor Truck Council of Canada, I had no expectation that the gig would last for any more than the three years for which I had signed on. Well, it has been a little over 21 years since that time...so much for my forecasting abilities.

A lot has happened in those 21 years, but I have always felt that I would know best when the time had come for me to move on and I believe that time is now.

Consequently, I approached the PMTC Executive Committee several months ago with a proposal that would see me step aside from the role of president in a manner that would allow for a smooth transition to new leadership and continuity of operations for the PMTC.

PMTC's Executive Committee responded to my wishes and took important and necessary steps to help ensure the continuity of operations and the future success of PMTC.

One thing they asked was that I continue to be a part of that future for a time and I am happy to assist in any way I can, just not as president.

I extend my thanks to that Committee: Dennis Shantz, Kevin Riley, and Mike Millian, for all the effort they put in to make this change as easy for me, and as transparent for the PMTC as possible. I appreciate the time they invested and everything did for me and to protect the interests of the PMTC.

As I pointed out above, I have been in the position of president of the PMTC for a long time - over half of my working life - and I would now like to pursue some of my other hobbies and interests while spending more time doing some of the family things that we simply haven't had time to do in the past.

Along with a good deal of support from the industry, our membership, and the many who served on PMTC's

various Boards of Directors, I have been fortunate to lead the PMTC to a position of some prominence in the industry. Over the past 20-plus years in this position I have worked with some truly dedicated and supportive individuals.

I have enjoyed access to, and cultivated the trust of, key government officials and I truly value those relationships - they have proven to be very helpful and informative to me and in turn for the PMTC and its members.

I've lost track of the number of committees and associations in which I have represented PMTC over the years, but I can say that the PMTC has benefited from that participation. I fully expect that to continue in

the future. PMTC is an association of caring and sharing members who are ready and willing to help one another; it is a valuable source of information and networking for its members; it has the respect and the ear of government on the issues of the day; and importantly for its future, is well positioned to carry on its work.

The important thing for all of us involved with the transition was to ensure the future of the PMTC and that plan has been put in place.

I firmly believe that your executive have made a wise choice in the naming of my successor, Mike Millian. I have assured them and Mike of my willingness to assist with the transition in any way possible.

Mike is well versed in the operations of PMTC having served on its Board of Directors and as vice chair, finance. Mike has also represented PMTC on a variety of industry committees, and brings with him an extensive background in private fleet operations.

Let me at this time thank everyone who has provided support for the PMTC and to me personally over my time in office. That support has been a bed rock of the association and has meant a great deal to me.

It has been an honour for me to have served our membership for such a long time.

I am incredibly proud of what has been achieved by the PMTC so far and I wish Mike, your executive, and each of you the very best as we move forward together. À bientôt. ●

The Private Motor Truck Council is the only national association dedicated to the private trucking community. Direct comments and questions to trucks@pmtc.ca.

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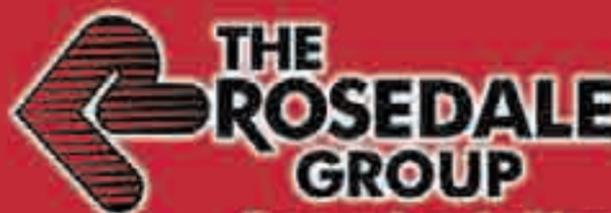
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52 TIRES

Are some SmartWay tires smarter than others?

There are 150 tire manufacturers with a SmartWay product. We counted. Twice. How do you choose the right one?

By James Menzies

When the EPA SmartWay program began verifying the rolling resistance of commercial truck tires, it seemed simple. Look for the SmartWay decal and be assured of good fuel economy.

Today, however, there's a wide-ranging smorgasbord of tires on the SmartWay menu, ranging in quality from filet mignon to hot dog wiener. Tier one manufacturers have made the list, of course, with a wide assortment of steer, drive and trailer tires. But they've been joined by others you may not suspect, or even have heard of. In fact, at press time there were 150 tire manufacturers with a SmartWay-verified tire on the market.

So how does a buyer sort through the clutter and find a quality tire that will provide excellent fuel economy in addition to acceptable traction and wear life? And does a SmartWay verification speak to the quality of the tire's overall performance?

The answer to that last question is a resounding 'no.' SmartWay measures the rolling resistance of a tire, but no other performance characteristics.

"It's not that hard to make a SmartWay tire, honestly," said Matt Loos, director of TBR marketing for Bridgestone Commercial. "The criteria for achieving SmartWay is based purely on calculated rolling resistance coefficient. There's this bar, and if you get under the bar, whether it's by a little or a lot, you're SmartWay."

Theoretically, a tire manufacturer could submit data for a tire that looks like a racing slick and offers no traction, and still get on the list. Brian Buckham, general manager of commercial marketing with Goodyear, said a manufacturer could produce a tire with a thinner tread to achieve SmartWay certification but the end user would lose out on wear life and traction.

"When you're only trying to hit one of the performance (characteristics), hitting rolling resistance is not that hard," agreed Paul Crehan, Michelin's director of product marketing for North America. "It's what you do with the rest of it that becomes the key to separating between the very good, the

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Not all SmartWay-verified tires are created equal

Continued from page 53

on rolling resistance cannot be underestimated and to remove this variable from the equation, SmartWay adopted a Yokohama casing to be used as the benchmark for all SmartWay testing.

This eliminates the risk of tire manufacturers affixing a not-so-good tread onto a good casing and reaching the SmartWay threshold with a badly designed tread on the merits of someone else's casing.

The list of SmartWay-verified retreads is much shorter, but growing, as more manufacturers undergo the testing protocol. That in itself is a process. Manufacturers must submit three tires from any line they're looking to have SmartWay-verified to a third-party testing organization. The

data is then submitted to SmartWay, which verifies the information and then grants its approval.

"It's specific to a dimension in size," explained Crehan. "So if you change something, you need to go back and re-certify. If you make a change in production that's significant for rolling resistance, you need to re-test."

Since not all SmartWay tires are created equal, has selecting a tire become any less complicated since the arrival of SmartWay? Probably not. A buyer still must consider a long list of variables and prioritize the various performance attributes, not the least of which is cost, both at the outset and over the life of the tire.

Most large fleets have sophisticated tire programs and have conducted extensive comparison tests. This



Being vigilant about inflation pressures remains the best way to extend tire life and maximize fuel mileage.

is trickier for small fleets and owner/operators, who simply don't have the resources to conduct their own testing. The premium tire manufacturers have tire cost calculators that can be used to compare the various tires on the market, which serve as a great tool for small fleets and O/Os.

"If you're an owner/operator, you

"If you lose air, your rolling resistance goes up and you use more fuel."

Brian Buckham, Goodyear

can't afford to go buy six different tires and test them on the two trucks that you have," acknowledged Loos.

Goodyear's Buckham recommends the tire calculators offered by the so-called Big Three manufacturers and dismissed any notion that there's a bias built into these calculators that would render them untrustworthy.

"Every number and comparison we report in our fuel calculator is third-party testing correlated," he explained. "We have correlations with the two independent test labs that the EPA cites in their SmartWay program, so every number that we report in the

calculator is a third-party correlated number. I would assume Michelin and Bridgestone are doing the same. We're all big companies and our reputations are at stake."

When it comes to some of the lesser-known manufacturers, however, Buckham agreed some skepticism may be warranted.

"Are they reporting a raw number off their machine or are they doing a third-party (validation)?" he wondered. It's a good question to pose to a tire company when they present their data.

No tire article would be complete without a mention of inflation pressures. Low rolling resistance tires are no more or less susceptible to air loss, but they require the same vigilant attention as any other tire when it comes to monitoring inflation pressures.

Not only will running proper inflation pressures protect the casing and ensure greater retreadability, it will also reduce failures and improve fuel economy. Ignoring tire pressures can negate any fuel economy gains a low rolling resistance tire can offer.

"If you lose air, your rolling resistance goes up and you use more fuel," cautioned Buckham.

Low rolling resistance tires do tend to run cooler, he added, which can help preserve the casing for multiple retreads. ●






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Trailers Canada becomes Breadner Trailers

By James Menzies

BRESLAU, ONTARIO

The trailer dealer previously known as Trailers Canada is reverting back to its roots, to build a stronger future.

Trailers Canada announced a corporate rebranding. It will now be known as Breadner Trailers. The R&S Leasing name will also be retired, so both the sales and leasing divisions fall under the same Breadner Trailers umbrella.

The change was made as the company looks to expand beyond its single Southwestern Ontario location. As Bob Breadner and son Bob Breadner Jr. - the second and third generation Breadners to run the company - travelled Canada this year looking for potential growth opportunities, they discovered outside Ontario most people recognized the Breadner name more than Trailers Canada.

"Trailers Canada has an amazing reputation here in Southwestern Ontario but over the last four months as we've been travelling around, people kept mentioning Breadner Trailer," explained Breadner Jr. Before becoming Trailers Canada, that was the name the company went by.

"We decided if we want to grow in the Canadian market, it might make more sense to leverage off that brand equity and revert back to what we're known as," he explained.

The rebranding coincides with the company's 50th anniversary. Breadner Jr. said the company is looking to grow in response to industry trends including consolidation, which has seen some large customers swallowed up by other entities.

"We're not going to be content, or able to survive in this small Southwestern Ontario market in our own bubble, so we decided if we want to stay alive and grow, we're going to need to expand," Breadner Jr. explained.

He wouldn't disclose where specifically the company is looking to put new locations, but said it is exploring all options. The rebranding was well received by employees when announced on Jan.16. Signage was slated to be changed over the weekend in time for the arrival of new inventory over the coming weeks.

"The real thing we want to emphasize is, we're not just changing the name, we are rebranding ourselves to leverage Trailer Canada's good reputation and the R&S Leasing division's good reputation, all under one umbrella that will help us grow into different markets," Breadner Jr. said.

"We're not trying to move away from what Trailers Canada is; we're just trying to grow and expand into other markets where we do have national brand recognition." ●

Utility makes stability standard

CITY OF INDUSTRY, CALIFORNIA

Utility Trailer has announced it is the first manufacturer to make roll stability a standard spec' on refrigerated trailers.

The company has standardized roll stability protection from Bendix on its 3000R base model refrigerated trailer.

"Trailer roll stability systems can dramatically improve a fleet's safety, and we believe that the technology is ready to begin integrating this specification as a standard and not as an optional feature," said Craig Bennett, senior vice-president of sales and marketing for Utility. "We will begin by adding this important safety component on our base model reefer trailers beginning with orders received in January 2015."

Utility will be using the Bendix TABS-6 Advanced trailer roll stability program (TRSP). It combines anti-lock braking with a set of trailer sensors that monitor stability and can quickly and automatically apply the brakes when a rollover situation is imminent. ●

AMTs 'ready for prime time'

A new Confidence Report issued by Trucking Efficiency has indicated automated manual transmissions are "ready for prime time" and can deliver fuel savings of 1-3% over manual transmissions.

They also have the potential to reduce driver turnover and lower recruiting and training costs, the report found. Executives from 19 large fleets were interviewed for the report. They unanimously indicated drivers did not initially like the automated manual transmissions but later agreed the technology had a positive impact on their work life.

The same report found most fleets are taking a wait and see approach to fully automatic transmissions and

have less experience with these products.

Trucking Efficiency developed a number of tools to help fleets determine whether or not automated manual transmissions will deliver benefits for them. These include: a Comparison Chart, showing the features of the various electronically controlled transmissions currently on the market; a Payback Calculator that compares several situations and equipment selections so a fleet can enter its own data and determine a ROI; and a Confidence Matrix that shows the study team's confidence in the technology being studied vs the payback a fleet should expect to see.

You can read the full report at TruckingEfficiency.org. ●

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Ramping up uptime

Fleets can lose as much as \$2,000 per day when a truck is down. That's why Mack and Volvo have constructed a new Uptime Center to prevent this.

By Sonia Straface

GREENSBORO, NORTH CAROLINA

Uptime was the buzzword of the year for Volvo Trucks North America and Mack Trucks, who brought the word to life with their new joint venture, the Uptime Center in Greensboro,

N.C. that opened officially in the fall.

At a press event on Dec. 9, the companies allowed the media into the brand new 123,000 sq.-ft. building to show them the 24/7 uptime agents at work, whose sole mission is to get trucks off the side of the road, in and out of the shop and back on track.

Volvo and Mack officials believe



A new three-storey Uptime Center shared by Mack and Volvo brings together uptime agents and supports Volvo's Remote Diagnostics and Mack's GuardDog Connect telematics platforms.

uptime is the latest trend that more fleets should be paying attention to if they want to reduce costs.

"I would say today, in communication with customers, of course, fuel-efficiency is always there but uptime is key and it's a key driver today from any customer that we talk to," said Goran Nyberg, president, Volvo Trucks North American sales and marketing. "Because as we all know, if the vehicles are not running, our customers are not making money."

Nyberg stressed the importance of having all the aftermarket experts and telematics response teams under one roof saying, "We can gather all the support people and their expertise immediately when we have a case. And it gives the ability to find the parts the customer needs anywhere in our dealer network to get the customer back up and running quickly."

He added that the birth of telematics has reduced diagnostic times by more than 70% and decreased repair time by 20%.

Both Mack and Volvo calculated that unplanned downtime can be costly to fleets today.

"If we look at it from a customer's perspective, we understand very easily that a down day can equal \$2,000 a day between lost revenue, driver pay, and rentals," said Stephen Roy, president, Mack Trucks North American sales and marketing.

Roy added that both Volvo and Mack's goal is to expedite the process of getting the truck serviced and to help customers reduce downtime.

"We need to make sure we can do everything possible to keep our trucks running," he said, adding that dealers have already seen a major difference in how mechanical situations are dealt with.

Now, he said, dealers can get the downloaded data from the truck while the vehicle is still on the road. Once it's at the dealer, they can scan the QR code (which is located on the door jamb), give the work order to the technician and get to work on the problem faster than before.

The space had a new building smell and houses 630 employees (some sitting and some standing thanks to the adjustable desks that promote a healthy work environment).

About 175 of them are uptime agents, who were busy on their headsets talking to various dealers, fleet managers and drivers to help find them solutions.

All uptime agents are cross-trained to help both Volvo and Mack customers and use Volvo/Mack telematics technologies like Volvo ASIST and Remote Diagnostics, Mack OneCall, and GuardDog Connect to identify prob-

lems, then alert the fleet of that problem. From there, depending on the problem, agents set up a time frame for scheduling repairs with the fleet or call a Volvo/Mack dealer to locate a specific part.

The agents are available 24 hours a day, seven days a week to help customers. Volvo and Mack say there are anywhere from 140-180 agents working during the day and 40 on the night shift.

Combined, the agents in the Uptime Center speak five languages (English, French, Spanish, Russian and Polish) though the center uses a third-party company to translate any language the agents run into.

Members of the press invited to the grand opening got to watch in on a live call where a truck had a yellow code - meaning the code wasn't severe but maintenance did need to be scheduled soon to prevent a breakdown. The information that gets fed through to the uptime agents show the kind of truck and the latitude and longitude of where the truck is at the time (to help agents see if the truck is still rolling and which dealer is the closest for repairs).

When a fault code is detected the agent contacts the customer to discuss what should be done in a timely fashion and gets the truck in and out of a service bay and back on the road as soon as possible. Journalists got to watch as an agent contacted the fleet and discussed what the driver's next steps should be to get the truck back to normal.

"We don't send every fault code," added Roy. "That frustrates customers. I've heard customers who have had 30 e-mails a day and they don't know what to do with them. So we've narrowed down what's important, which is what is going to take a truck down?"

Since 2010, Mack dealers have invested around \$400 million where it saw a 35% jump in service bay capacity and a 62% increase in hours available for service. Likewise, Volvo has invested \$411 million, with more than 50 new facilities either planned or underway. Volvo's investment has seen parts department employees increase by almost 70% and a 150% increase in the number of Volvo master technicians.

"An airline doesn't allow any unplanned stops," said Nyberg, adding that the ambition of the center is to be able to predict when a component is nearing the end of its life expectancy on a truck. "We should have the same mindset when it comes to trucks, to make sure we can do whatever we can to make sure we change those components before the event actually happens." ●

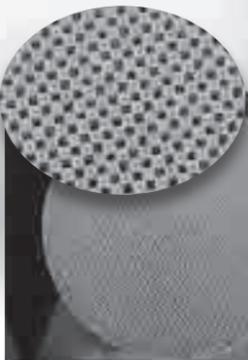
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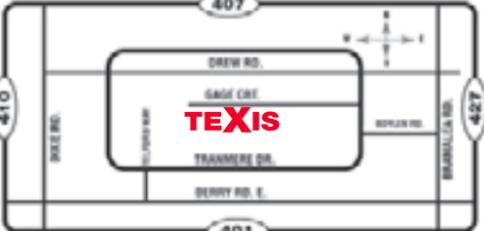
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More fuel-efficient ProStar now available for order

With a downsped, integrated powertrain and more comprehensive support, International says this is its most fuel-efficient package ever offered

By James Menzies

LISLE, ILLINOIS

Navistar International has officially launched its most fuel-efficient spec' to date, the ProStar ES.

Based on the existing International ProStar, the ES version brings together a collection of specifications aimed at maximizing fuel economy. These include Navistar's most fuel-efficient aerodynamics and powertrain packages, as well as support from its Performance Engineering Team and three

free years of monitoring through its OnCommand Connection remote diagnostics platform.

"The ProStar ES takes us to a new mark in fuel efficiency, but it also does more," said Jodi Presswood, vice-president and general manager of Navistar's heavy-duty product line. He said the new package will get up to 11% better fuel economy compared to an EPA10 benchmark: a ProStar equipped with a MaxxForce 13 engine and 10-speed manual transmission and



The new International ProStar ES is designed to deliver greater fuel economy, thanks to a better integrated powertrain and a heightened level of support from Navistar.

standard fare when it comes to things like tires.

The idea behind the ProStar ES, according to Navistar officials, is to give customers the most fuel-efficient spec' possible with little or no modification required.

While the exterior of the ProStar ES looks no different than existing models already on the road, it was designed with the concept of "wind averaged drag coefficient" in mind, giving it an edge over other trucks in cross-wind conditions, according to Aaron Peterson, chief performance engineer.

He said the ProStar ES "outperforms the competition in virtually any wind conditions out on the highway," adding the "higher the yaw angle of the wind, the better the ES performs versus the competition."

Navistar is bringing to the ProStar ES two optimized powertrains that it says will provide a 3-6% fuel economy improvement over previously available engine/AMT combinations. They include the International N-series (or MaxxForce) 13L engine with the Eaton Fuller Advantage 10-speed automated manual transmission and the Cummins-Eaton SmartAdvantage powertrain, which mates that same transmission with the Cummins ISX.

These powertrains deliver fuel savings via downspeeding, which reduces the engine speed for improved fuel economy.

Some of that 3-6% improvement in fuel mileage is attributed to an 82-lb weight reduction Eaton achieved by eliminating the transmission's oil cooler.

"The most impactful change though, is the level of communication

between the engines and transmissions and the optimized shift calibrations that have been developed between the two," Peterson said.

Axle offerings will include Dana's Advantek and Meritor's 14X. A 6x2 spec' is also available, featuring Meritor's Fuelite.

While most of the components featured on the ES were already available from Navistar a la carte-style, it is now also offering with its ProStar ES individualized support from Navistar's Performance Engineering Team. These aerodynamic and drivetrain experts are "available to meet with customers to tailor the specifications to each customer's specific drive cycles and applications," Peterson said.

Navistar is also bundling in three years' use of its OnCommand Connection open architecture remote diagnostics platform, which monitors engine-generated fault codes and helps fleets better avoid downtime and manage service requirements while also tracking fuel economy in real-time.

The ProStar ES was shown for the first time at the American Trucking Associations Management Conference & Exhibition in October and has been deployed with several fleets for on-road testing.

"We have customers already running this spec' today and they say it outperforms every other truck in their fleet, including other makes," Presswood said. "We are confident in the performance of this vehicle, and that the ProStar ES will serve as an ever evolving and improving platform for the industry's best fuel efficiency components and technology."



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Where Industry Meets



By Edo Van Belkom

In the summer months, Northern Ontario's Highway 17 was one of the most scenic routes in the entire province, perhaps even in the country, but in the winter it was bleak and unforgiving and a real test of a driver's skill and mettle.

All of which made Mark wonder why he was driving this stretch of highway in January.

Mark had been driving so long and had been through so many adventures that he no longer had to prove anything to anybody, but here he was, negotiating snow and icy roads just like he'd done years ago when he'd take any sort of long-haul load that came his way.

"Thank God," he exclaimed when he saw the sign that let him know that the Husky truck stop at Dryden was just a few kilometres away.

As he began to slow Mother Load to allow her to properly cool down, Mark scanned the radio for a local weather forecast. The radio practically went through the range twice before catching a strong enough signal from CKDR in Dryden.

Apparently, there was a storm front moving in over the next few hours and the OPP was warning drivers of possible drifting snow and icy road conditions. "So," the host said, "stay home if you don't have anywhere to go."

Good advice, Mark thought. But there would always be a few cowboy truckers who thought they could get their rigs through anything. No doubt the wrecking crews would be patrolling the entire length of the highway looking for stranded truckers to rescue, but Mark decided he was too old for adventure driving and he'd likely sit this one out.

As he pulled into the truck stop, Mark saw a dozen or more rigs all lined up for a good night's rest, as well as a handful of trucks idling out by the pumps while drivers busily worked around the drive wheels connecting chains for the next leg of the journey to Kenora.

"Crazy as a dollar coin or desperate for money," he muttered under his breath as he pulled Mother Load into a parking spot.

Getting out of his truck, Mark noticed that the driver closest to him, hooking up a set of chains to an International was having a bit of trouble.

While he didn't want to drive the highway himself today, he knew other drivers could probably drive the highway safely at slower speeds with chains on their drive wheels.

And if a driver was determined to drive the highway, they might as well do it with properly fitted chains.

"Can I give you a hand?" he said, coming up behind the kneeling driver who was struggling with a set of chains.

"Get lost," came the response.

It was only then that he realized that the struggling driver was a woman. "Sorry, just trying to help."



Just one of the guys

"Thanks, but I don't need your help," she said.

"Suit yourself," Mark said. Then he noticed another driver nearby in the very same predicament. He approached the driver and made the same offer.

"Sure," he said. "That'd be great."

With a half-smile on his face, he glanced over at the woman cursing at the chains that just didn't want to go around her tires, then began giving assistance to the second driver.

In no time at all, the chains were on the man's truck. Mark made it a point to look over at the woman - who was still working away - and say in his loudest voice, "Job goes a lot quicker with two people doing it."

"Yeah. Thanks, Buddy," the driver who he'd just helped said. "Let me buy you a coffee."

•
Inside the truck stop, Mark ordered dinner and ate it slowly since it was obvious he wasn't going to be going any further west today.

The food was what you'd expect from a truck stop with lots of gravy, vegetables that had once been frozen and a steakette that was just a few notches above hamburger.

Even so, it was hot and tasty and the group inside the truck stop was unknowingly putting on quite an entertaining show.

Over by the window that overlooked the gas pumps were a group of four men.

They were all intently watching the woman who still had not yet hooked up the chains to her rig, laughing at her loudly at every stumble and mis-

step she made.

There has to be a problem, Mark thought.

She looks like she knows what she's doing, so there has to be a real problem with the equipment for her to take so long.

At last, a half-hour later, as Mark was sipping his second cup of coffee, the woman entered the truck stop.

But instead of relief, there was a look on her face that was halfway between annoyance and terror.

And in seconds Mark knew why.

"Not like putting on a dress, is it?" said one of the men at the table.

"Side of the road's no place for a woman," said another, loud enough for the woman to hear. "Kitchen and bedroom, that's where they belong."

Unfazed by the comments, she placed her belongings at an empty table, then strode confidently toward the bathroom.

When she was out of sight, the men at the table by the window laughed.

Initially, Mark had been disappointed by the brutish nature of the men's comments, but he recalled how she'd spoken to him outside when he'd offered his help to her, and figured she had it coming to her.

After all, even if there was a problem, a driver is responsible for the condition of his or her equipment and should know how to use that equipment when it's needed. Chains generally go on in minutes, not hours.

The door to the women's bathroom opened a short time later and the inside of the truck stop went quiet.

Still walking proud, the woman headed straight toward the table of men by the window.

No one said a word as she walked right up to them and stood as close as she could to the loudest of them all, towering over him like a teacher over a schoolboy.

"If you've got something to say," she said so everyone in the restaurant could hear. "Get it off your chest now, so I can tell your wife how much of a jerk her husband is the next time I see her."

That seemed to disarm the men.

"Don't worry, she already knows," the ringleader said.

It was funny, and everyone laughed, but clearly the teasing was over...for now. Without another word, she turned and headed for the chair that held her belongings, leaving the men slack-jawed in her wake.

As Mark watched her he felt a strong sense of admiration for her in his heart.

It couldn't be easy being a woman in an industry dominated by men, but she seemed to be handling it well.

As she passed his table, he nodded in her direction, knowingly, as if to acknowledge her as one of his colleagues. ●

Mark Dalton returns next month in Part 2 of Just one of the guys.

Illustration by Glenn McEvoy



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Morneau Transport announced recently that **Ted Sanders** has been named account director for the Ontario market. In his new role, Sanders will be responsible for developing new clients in the GTA and maintaining strong relationships with them.

He is a graduate of the University of Toronto's Arts program and has an MBA from the University of Western Ontario. Sanders was in charge of business development for CPW group before joining Morneau.

Five individuals were singled out by the Atlantic Provinces Trucking Association (APTA) for their contributions.

This year the association's annual banquet was held in Moncton, where the award winners were fêted.

This year's winners included: **John Doucet**, Day & Ross Transportation Group, Service to the Industry; **Robert Pratt**, RST Industries, Driver of the Year; **Mario Cormier**, Midland Transport, Dispatcher of the Year; **John Cotterill**, Clarke Road Transport, Safety to Motor Transportation Award; **Brian Toole**, Day & Ross, Good Samaritan Award.

"We are pleased to pay tribute to these men and women for their hard work and dedication to the industry" said APTA executive director Jean Marc Picard. "Each year the Atlantic Provinces Trucking Association recognizes outstanding individuals who work behind the wheel or behind the desks of trucking companies that make a difference in our industry. We are pleased again this year and very proud to present another exceptional group of award recipients."

Regional account manager **Doug Copeland** has recently celebrated his 30th anniversary with *Truck News* and *Truck West* magazines.

Copeland sells advertising for the publications as well as for Trucknews.com. He knows the industry and his clients and cares about the magazine itself, reading it cover to cover and often providing feedback to the editorial team.

He's an old-school ad salesman, spending a good part of his month on the road visiting clients, taking pictures of their facilities and equipment for sale and serving as the intermedi-



Doug Copeland (right), pictured with Truck News founder Brian Light at a Winnipeg truck show in 1985.

ary between the magazine's art department and his clients to ensure their ads are as effective as possible.

He also makes a habit of stopping by the truck stops on his journeys to support the magazine's distributors and ensure the magazines are displayed as they should be.

"Such dedication speaks to the character of the man," said publisher and editorial director Lou Smyrlis. "Doug has contributed greatly over the past three decades to making *Truck News* and *Truck West* the industry's best publications."

Service managers from Manitoba and Ontario were named as some of the best in the Paccar Leasing Company's network.

Kelly Whyte, of C.T.S. Lease and Rental, in Winnipeg, Man., was named Kenworth service manager of the year for the Canadian region and **Antonio Racioppo**, of Peterbilt Ontario Truck Centres, in London, Ont. earned the title of Peterbilt service manager of the year, Canadian region.

The two Canadians, along with a number of US winners, were given their awards at Paccar's maintenance management seminar in Anaheim, Calif.

"Maintenance is a critical component for lease customers in order for them to minimize downtime - and we feel it's a competitive advantage for Paccar Leasing," said Rick Tapp, PacLease's maintenance manager. "Our technicians work on Kenworth and Peterbilt trucks, they're factory-trained, and know the truck models inside and out." ●

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Last Employer _____

Start/End Date _____ City _____ Prov/State _____

Contact Person _____ Tel _____

CERTIFICATION / TRAINING:

Can you lift 50lbs? Yes No Doubles/Triples

Name of School _____ Air Brake Adjustment

Name of Course Completed _____ Over-Size Loads

City _____ Prov/State _____ Start/End Date _____ Hazmat

Air Brake (Drive)

Tankers

I am able and willing to cross the Canada/U.S. border to haul loads. Yes No

I am FAST approved (for expedited border crossing). Yes No

Would you like to be contacted by driver agencies? Yes No

Has your license ever been suspended? Yes No

By filling out and signing this application, I agree to abide by Driverlink's terms and conditions and consent to the use of personal information according to the Driverlink privacy policy.

Signature: _____ Date: _____

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Roger Caesar: A family (business) man

Roger Caesar has always been a family man, staying close to his mother and father growing up. So when his father opened his own trucking company 30 years ago, it was only natural for Roger to take over when the time was right. Today, Caesar Transport trucks can often be seen plying GTA roads. Sonia Straface caught up with Roger recently to see how the family business is going.

There is no shortage of family businesses in the Canadian trucking industry, as many transport businesses today are run by (or are beginning to be run by) someone's son or daughter in hopes of keeping the business alive, fresh, and bearing the same last name.

One family-run company, Caesar Transport based in Etobicoke, Ont., is being run by the second generation of Caesars already, after Ray Caesar handed the business baton over to his son, Roger, in 2005.

Since then, the company has seen a number of changes.

Roger Caesar originally wasn't interested in the family business that was started by his father and uncles in 1984.

Back then, the business was called Caesar Brothers and was a small cube van courier business in the GTA. Then in 1987, Ray branched off and started Caesar Transport with help from his wife.

Coincidentally, while his parents created a flourishing trucking business in Toronto, Roger went to university to study marketing and accounting. He said he never really thought he'd take over the family business, but one day he just thought it would be best for him.

"I wanted to be an accountant," he said. "That was what I wanted to be. But then it just hit me one day. I felt that it wasn't my calling and that I wasn't the person I wanted to be. So it wasn't my parents or anyone else who influenced me. I just made the decision to just speak first and try it. And I did. I went in and told my dad that I wanted to start working here and it went from there."

Today, Caesar Transport specializes in less-than-load and truckload deliveries in and around the GTA with

five drivers and seven trucks.

Caesar says he started with the company back in 1998, when he faced a serious learning curve (unsurprising for any newcomer to the industry - there's a ton to learn).

His father retired officially in 2005, and since then, Roger Caesar's been the one in charge.

"I love it," he said. "Anybody who owns a business will tell you you've got to love what you do. There are those days we have where there are moments that things don't always work the way you want them to, and you get frustrated but at the end of the day I think that I made the best decision in terms of my career."

Though Caesar admitted the industry is under tough times, in terms of improper training of drivers (something he would like to see amended immediately) and a lack of qualified drivers, he said the company is lucky enough and small enough to not be affected by the driver shortage.

"I've had guys that have been with me now for 22 years," he said. "We've never had an issue of turnover rates here and so in that aspect I can truly say that we've been blessed to have good guys working for us. I think that helps us do what we do well. We treat them right too and there's always the idea that they can come to us with anything. We're a pretty tight-knit family here, which is ironic because we are a family business."

Over the years, Caesar said his education in marketing and accounting has helped the business flourish into a household name in the Toronto trucking community.

"Obviously we live in an era now where technology is at the forefront and so we have to change with the times," he said. "And in my case all the things my father did in terms of being a more hand-shaking smiling kind of guy, I had to change a lot of things. Once he first saw me making changes like our logo and everything, he was a little bit hesitant because he's old-school but after a while he realized all of these things, which is part of my marketing expertise, started to come out and he understood what it meant."

Caesar's education is something that seems to be endless.

For four years, Caesar has been a Toastmaster - something he is incredibly proud of. For the unfamiliar,



Roger Caesar

Toastmasters is an organization that helps people become better leaders and assists with public speaking.

There are Toastmasters clubs around the globe that help executives, business owners, immigrants and those who are nervous or shy speaking to others in a particular or professional setting, gain confidence and be a more comfortable speaker.

His dedication to the club shows on his resume, too.

In November 2014, Caesar won the Toastmasters District 86 competition in the Humorous Speech category.

Caesar said he became a part of the group when a certain quiet business executive made him doubt his conversational skills.

"I walked into this meeting one day with an executive and he was a really quiet individual and everything he did was through e-mail or through text message," he said. "And I sat in that office and I was trying to sell my business to him and he barely spoke...I had beads coming down my face, I thought I know my business but normally I have some type of dialogue between somebody. That way I can start conversation, he could ask a question and I could answer it.

"But it wasn't like that...I looked back at that moment and thought I never want to feel that way again. I don't want anyone to make me feel intimidated or that I was inferior and I couldn't express myself properly and that's why I joined. And it's the best thing I've ever done.

"Now I feel confident and I feel like I can speak to anyone about anything and with the skills I learned I know how to bring out conversation out of people."

Caesar Transport just celebrated its 30th year in business last year, and Caesar's hopes for the company is that it remain successful and in the family.

"This industry is very tricky and you can't put all your eggs in one basket," he said. "I would eventually love to expand this business, in terms of where we go.

"Currently, we're only in the GTA. Eventually I'd love to head down to the States, but that's not now. It's something that has to come in terms of how the industry and the economy goes. I have two daughters and I hope that they would become interested in the business as well. So it could stay in the family." ●

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