

TRUCK NEWS

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When giving pays

Giving to charity offers many benefits but can getting involved with charities be even more gratifying?

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Better than sex?

Can driving this type of truck really be better than sex? Its owner says so. But unfortunately it's a rare ride.

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Free trucks!

A B.C. fleet manager says he can buy a new natural gas truck every three months with the fuel savings alone.

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Driving the TC-10

We test drive an International ProStar with the new Allison TC-10 automatic transmission with Erb.

Ube-ware

Could an Uber-type app 'disrupt' the trucking industry?

By Harry Rudolfs

Most people think of Uber as an alternative taxi service. But the advent of UberCargo in Hong Kong at the start of this year means it is transporting freight as well as people now. Uber's Toronto representative, Xavier Van Chau, describes UberCargo as a "moving service," but one wonders if it's not a harbinger for something much bigger coming our way soon.

Uber has been both controversial and successful in a few short years, currently taking on the taxi industry in 53 countries and 250 cities. But what would happen if it was to want a share of the motor freight business in North America? Or would it even be interested? Who knows better than Uber itself, which is currently operating its ride-sharing product in five Canadian cities?

"As we look to grow and expand to communities everywhere," replies Van Chau cryptically by e-mail, "we will certainly consider how the platform can be used for various logistics services."

Uber has displayed a lot of hutzpah in challenging the highly-regulated, albeit feudal, taxi industry. And it seems it is always spoiling for a fight. "Being out in front of the taxi in-

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This heavy tow Freightliner 122SD was designed to recognize the struggles Graham Warner's wife Dionne has endured in beating cancer an incredible eight times.

The Pink Warrior

After beating cancer **EIGHT** times, Dionne Warner deserved a **special** tribute. So her husband Graham designed this heavy tow truck in her honour.

By Jim Bray

REGINA, SASKATCHEWAN

Troubled trucks in Saskatchewan have a new angel of mercy to help bail them out, and it's not only a helpful heavy-duty hauler, it's a machine that carries a message of hope to them as well. And just to make sure no one misses it, it's bright pink!

Personifying that hope is Dionne Warner, who christened the new rig with a bottle of champagne at its official unveiling Jan. 16. Warner is an eight-time cancer survivor, a feat that may seem unbelievable on the surface but which also helps her send the message that just because you've been diagnosed with the disease doesn't necessarily mean it's a death sentence. Warner is the inspiration behind the "Warrior of the Ribbon" truck, a 2015 75-tonne Freightliner Severe-Duty 122SD, with a 505-hp Detroit Diesel powerplant and Allison automatic transmission. It also sports dual side winches and rear winches that give it a total of 170,000 pounds of winching power.

Talk about having a lot of pull!

According to Dionne Warner's truck dealer husband, Graham, "Five years ago I was standing in my truck dealership yard in Regina and watched two competitive tow truck operators leave after dropping off customers' trucks, and I realized that the (tow operators) are dictating when they'll pick up our customers' trucks." Making things worse, he said, his customers could end up waiting on the roadside

for "maybe eight or 10 hours," all the time blaming his company for taking its time showing up when it was really the tow truck's fault. "So I went into the accounting department and asked them how much we're spending with all these tow truck companies," he said, "and it quickly became evident that we could justify our own truck."

It turned out to be a great move that allowed Warner Industries, a dealer of Freightliner and Fuso trucks, Doepker trailers and Thomas Built Buses, to be more in control of the entire service experience.

"We could influence truckers who've broken down, showing them that the Freightliner place is where they should take their truck to get it repaired," Graham Warner said. The move was so successful that before long he realized he needed a second truck, and he decided to kill two birds with one stone, using the new unit to advance the cancer-fighting cause.

"I said we're in (the towing business) for the long haul, but I want to make a statement. I want to really honour the phenomenal experience that Dionne gives anybody who meets her or hears her speak - so I thought this would be a great way to influence a segment of the public that typically wouldn't get to be inspired by her."

Dionne has been fighting various malignancies since 1995, when she was first diagnosed with breast cancer. "I

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Editorial Comment

JAMES MENZIES



Technology brings fuel economy parity

I've had an epiphany. It happened when I was evaluating Kriska's International ProStar with the SmartAdvantage powertrain just before Christmas. It occurred to me that even if I wanted to sabotage the fuel economy of that truck, I'd be unable to do so.

Technology, when fully utilized, has made it impossible to be inefficient behind the wheel of a new-generation truck with what I'll refer to as a 'perceptive powertrain'; one that can perceive all the pertinent operating parameters and then adapt in real-time to offer only the power, torque or energy required to do that specific job, at that specific time.

This ProStar, as I mentioned, had the Cummins-Eaton SmartAdvantage powertrain. The Cummins engine was equipped with Vehicle Acceleration Management, which limited the power available upon acceleration to avoid excess fuel consumption. The engine was governed at 100 km/h, limiting top-end speed, another potential source of fuel spent unnecessarily. Idle-shutdown wasn't enabled on this truck, but it could've been, eliminating the op-

portunity to waste fuel through excess idling. Poor shifting, perhaps one of the greatest sources of wasted fuel, was addressed by the precise Fuller Advantage Series automated manual transmission and its small-step gearing.

Some automated manuals even have GPS functionality, allowing them to read the road terrain ahead and better take advantage of the vehicle's momentum to save fuel.

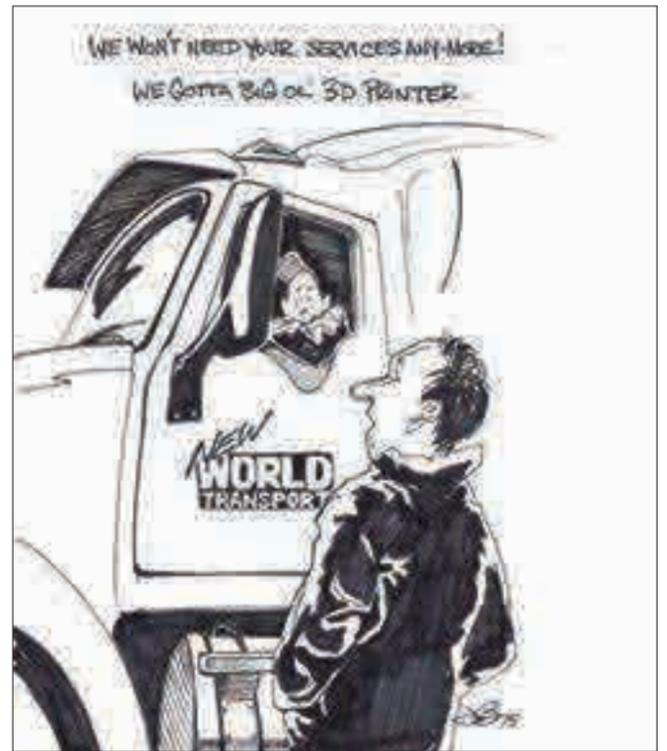
Marcel Boisvenue, maintenance manager for Kriska, told me that every time he plugs into the ECM of one of the five ProStars with SmartAdvantage powertrains, they come out within 0.1 mpg of each other. Is it any wonder? Technology has effectively eliminated the driver's ability to squander fuel.

In theory, you can buy 25 trucks today with perceptive powertrains and if they're deployed on similar lanes hauling similar payloads, the fuel economy should be nearly identical across that entire fleet of vehicles. This idea that there's a 30% variance between the best and worst drivers within the fleet is put to bed with the adoption of trucks powered by perceptive powertrains.

I'll even go a step further and suggest that training drivers on fuel-efficient driving will become unnecessary before long. You can take those training resources and direct them elsewhere, towards safety, perhaps. Training on fuel-efficient driving is on the brink of becoming passé. Old school. Obsolete.

Responsibility for good fuel mileage will soon move entirely away from the driver and further into the domain of the machine.

Of course, some drivers will still be better than others. Following distance can be controlled in part by radar-based collision mitigation systems, however drivers who don't require such systems to frequently intervene to restore a safe following distance will probably show slightly better fuel econ-



omy and will be less likely to get in a wreck. However for the most part, technology is bringing fuel economy parity to the driver ranks. ●

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The view with Lou

LOU SMYRLIS



Older is not always better

When it came to equipment renewal in recent years, many fleet owners adopted the thinking that older is better. A confluence of factors – the over-capacity caused by the deep recession followed by a slow and uncertain recovery; the higher pricing of the new engine technology combined with uptime issues – led fleet owners to defer truck purchases and made for the oldest fleet in recent memory.

Our own Equipment Buying Trends Survey this past summer found that 53.4% of fleet respondents were on trade-in cycles for their heavy-duty trucks of greater than seven years. More than a quarter were hanging on to their vehicles for more than a decade.

During the recession and for a few

years after it, extending the trade-in cycle of fleet vehicles was sound strategy. For particularly financially strapped fleets it was an important element to survival.

But that approach only makes sense up to a certain point.

Research from the American Trucking Associations shows that around the 550,000 mile mark heavy duty truck maintenance costs per mile triple from five cents per mile to 15 cents per mile. That makes hanging on to tired iron a questionable strategy.

Not investing in new iron is particularly questionable in light of the better fuel economy offered by the latest engine technology and the improving economic outlook. Our research

of Canadian shippers conducted at the tail end of 2014 found that 42% expected to increase their use of LTL freight service in 2015 while a third expect to increase their use of TL freight service.

Just as important, 31% of Canadian shippers expect TL trucking to have the greatest pricing power of all modes while 19% expect LTL to have the greatest pricing power. No other mode comes close.

In other words the market research shows that as long as new truck purchases are well thought out, the freight volumes and increase in rates necessary to help finance the cost of new truck purchases will be there.

It appears fleet owners across Canada are reaching the same conclu-

sions on their own.

Our Equipment Buying Trends Survey found only 13% of responding fleet owners and managers had no plans to replace at least part of their fleet in 2015. Particularly heartening are the equipment renewal plans of Canada's small carriers.

Since the recession these fleets have lagged far behind their large and medium-sized counterparts when it came to investing in new truck purchases.

This year, however, only 22% of small fleet owners and managers told us they had no plans to purchase new trucks – by far the greatest commitment to new equipment renewal we've seen from this sector of the industry since before the Great Recession. ●

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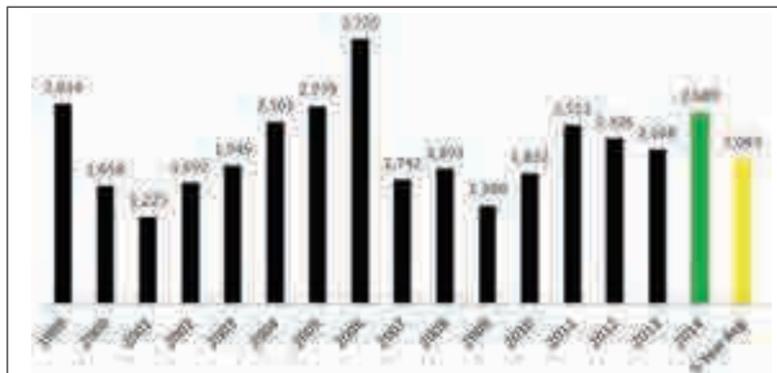
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Monthly Class 8 Sales – Dec 14

Class 8 sales continued to grow in strength during the final month of 2014, outpacing last year's sales totals for the month. The 2,689 Class 8 trucks sold into the Canadian market during the month made for the fourth best December since 1999 and were more than 600 trucks above the five-year average. Only the heyday years of 2005 and 2006 and 1999 were better. Freightliner, International, Kenworth and Volvo all had strong sales performances.

OEM	This Month	Last Year
Freightliner	716	503
International	380	235
Kenworth	447	309
Mack	162	209
Peterbilt	326	365
Volvo	379	312
Western Star	279	235
TOTALS	2689	2168

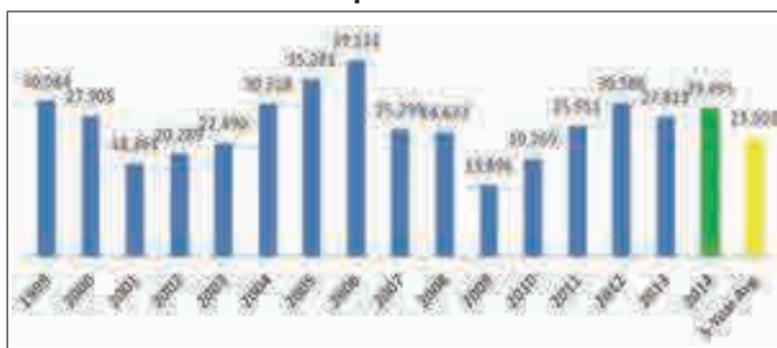
Historical Comparison – Dec 14 Sales



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

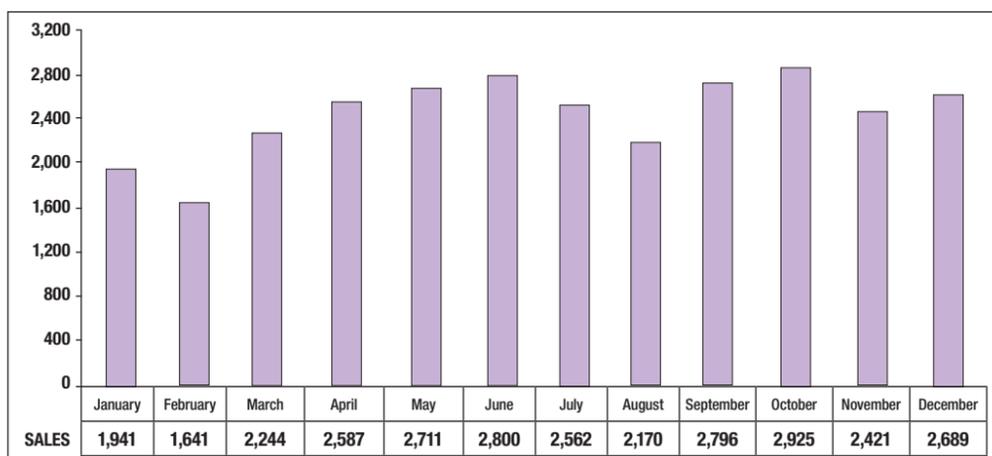
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	593	1,139	236	350	3,361	1,253	315	149	14	40	7,450
Kenworth	702	2,007	427	1	900	806	95	0	0	0	4,938
Mack	147	382	150	97	1,006	270	38	68	5	20	2,183
International	174	637	71	157	1,994	684	195	50	13	42	4,017
Peterbilt	467	1,540	322	226	682	480	155	18	0	0	3,890
Volvo	470	609	131	335	2,042	684	141	90	0	8	4,510
Western Star	406	852	74	130	484	386	57	78	4	36	2,507
TOTALS	2,959	7,166	1,411	1,296	10,469	4,563	996	453	36	146	29,495

Historical Comparison – YTD Dec 14



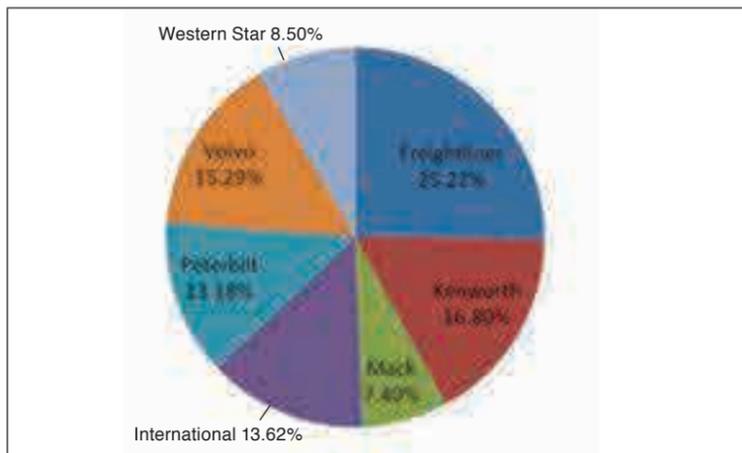
The 29,495 Class 8 trucks sold into the Canadian market in 2014 made for a significant improvement over 2013 and was almost 6,000 above the five-year average. However, with fleet owners remaining disciplined about not adding capacity too quickly during the slow economic recovery, the year's sales total was still below that posted in 2012 and considerably behind the totals posted during the capacity expansion years of 2005 and 2006.

12-Month Sales Trends



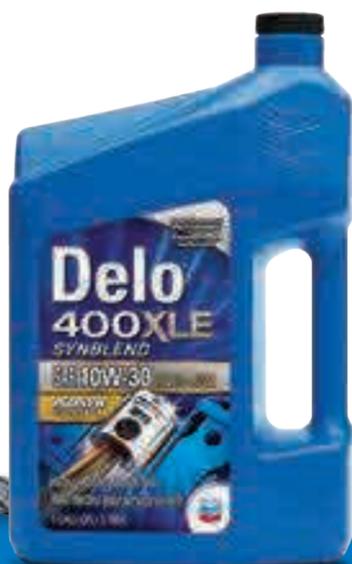
Truck sales enjoyed a welcomed upward spike in December after a drop in November. To place sales performance in further perspective, the Canadian market has now enjoyed 10 straight months of sales above 2,000 after suffering through two months of sales below that figure to start the year. Prior to that the market had also posted 10 straight months of sales coming in above the 2,000 mark, reminiscent of the industry's capacity boom years.

Market Share Class 8 – Dec 14 YTD



Freightliner's strong month has left the market leader with greater than a quarter of the Canadian Class 8 market in 2014. Kenworth's market share stands close to 17%. Volvo, which has shown the most growth this year after leapfrogging past Peterbilt, held on to a slightly better than 15% market share. Peterbilt's share ended up the year behind International's. Mack and Western Star have been neck and neck all year but Western Star pulled ahead by year end.

Source: Canadian Motor Vehicle Manufacturers Association



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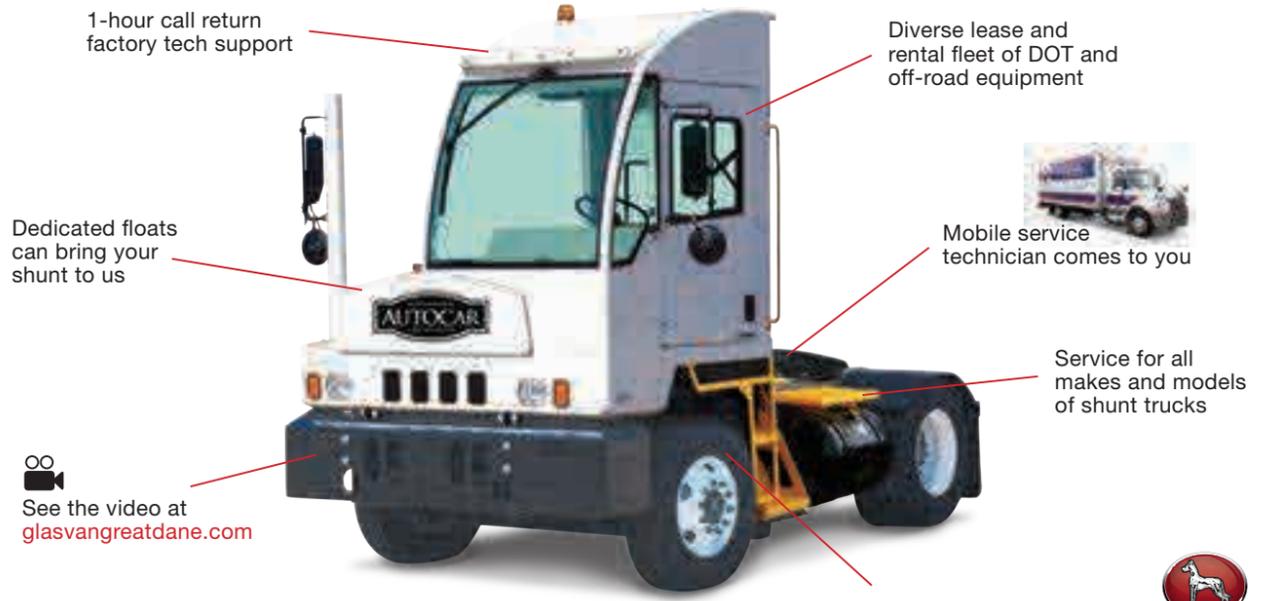
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Professional drivers needn't be worried about Entry Exit Initiative: OTA

By Sonia Straface

TORONTO, ONTARIO

A new information-sharing agreement between the US and Canada has had commercial truck drivers and others who regularly cross the border for extended periods of time on edge after a B.C. MP warned them about significant consequences.

In an article published by *CBC News*, consequences for overstaying your visit (which an assistant for the B.C. MP says is actually 120 days, not the 182 days most people think it is) include: being considered a US resident for tax purposes and having to pay taxes on worldwide income; losing your Canadian residency and health care; and being deemed an illegal resident in the US and being banned from the country for three to 10 years.

To help the government track how many days Canadians spend in the US, the new Entry Exit Initiative was launched. Before this initiative, they could only track entry dates, not exit dates.

Though the consequences of overstaying your visit seem severe, Jennifer Fox, vice-president, trade and security for the Ontario Trucking Association and Canadian Trucking Alliance, said commercial drivers have

nothing to worry about.

"We've been getting a lot of inquiries on this initiative since the article came out," she said. "Up until now, Entry Exit and the information sharing only applied to third-party nationals and permanent residents. As it stands today, the Canadian government doesn't have the authority to require or obtain Entry Exit information from Canadian citizens. So when we are asked about the impact to commercial drivers, first of all there's no impact moving to Canadian citizens at this time... That being said, the rules about taxation and OHIP and the rules with respect to US taxation, none of that changes under the Entry Exit Initiative."

Fox stressed that the initiative is solely for the purpose of collecting information.

"The Entry Exit Initiative is just going to allow the government of Canada to collect the information and to share it with the US," she said. "I understand that there are a lot of concerns around that, like privacy issues, but it doesn't change what your obligation is as a commercial driver - to report for your time in the US if you exceed what's allowable. And it doesn't change - if you're applying for tax credits here in Canada - your ability to do that. If you qualify for tax credits today then you should still be

able to in the future."

She also noted that the initiative was put in place not to affect the daily lives of those people who travel often to the US for legitimate purposes like work, rather it is intended as an anti-terrorism tactic.

"It's a good thing," she said. "We just have to make sure there is no unintended consequences as a result of that. And I think that both governments would be in the position to sit with stakeholders and to say that's not the intent... and just to make sure that we're looking at what policies need to be in place to handle any negative implication there could be for people who's work causes them to be in the US for extended periods of time and its not just commercial drivers, it's airline crew as well. Again those laws around taxation and citizenship, they're not changing. We just have to make sure that's the message that's getting out."

The main takeaway drivers can get from this new initiative, said Fox, is that it is "geared towards high-risk individuals. I want to caution the industry not to get too carried away and too worried. If they should be filing tax documents right now because of the time they spend in the US, then that doesn't change. If they should be doing it today and they should be doing it tomorrow." ●

Driver turnover rises at large US truckload fleets

ARLINGTON, VIRGINIA

Driver turnover at large US truckload fleets crept up 1% to an annualized rate of 97% in the third quarter of 2014.

"Driver turnover, which is a good barometer of the driver market, remains high," said Bob Costello, chief economist of the American Trucking Associations, which tracks turnover. "While it is not approaching its historic highs of the early 2000s, continued economic growth and increased freight demand will continue to exacerbate the shortage of drivers many sectors of the industry are witnessing."

Turnover also rose at LTL carriers, to 13% from 11%. The turnover rate at small truckload fleets remained unchanged at 94%, ATA reports.

"It is interesting to note, historically, the turnover rate for small truckload fleets was much lower than for larger carriers," Costello said. "However, with increasing pressure to recruit and retain good, experienced drivers, we're seeing higher turnover rates at small fleets - with perhaps improving pay and benefit packages at large carriers being a reason." ●

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Truckers vent over A-30 toll increases

By Carroll McCormick

MONTREAL, QUEBEC

A 61% increase in the toll truckers pay to take Montreal's A-30 ring road has the Quebec Trucking Association (QTA) and others screaming blue murder. A30 Express, the private partner in charge of the A-30 completion, says the increases respect its contract with Quebec's Ministry of Transport (MTQ). The QTA sees it as a money-grubbing betrayal.

"What we do not understand about it is how something we have been asking for for many years, to offer fluidity, how in two years the government has managed to increase the tolls by up to 60%. There are no increases in the cost of living or inflation to justify, contractually, that they are entitled to it. They want to get their dough as soon as possible," fumes Marc Cadieux, director general, QTA.

The A-30 is a blessed release from Montreal's traffic hell, over the entrances to which should be printed the poet Dante's famous warning, "Abandon all hope, ye who enter here."

In 2014, a daily average of 20,000 vehicles, including 2,800 trucks, paid to cross the toll plaza near the A-30's western end. Elsewhere on the A-30, which has exits on either side of the toll plaza, as many as 25,400 vehicles a day, with up to 25% of them trucks, zoom back and forth.

Cadieux sees the increase, which, for trucks, jumped 35 cents after the first year to \$1.50 per axle, then 35 cents this Feb. 1 to \$1.85 per axle, as subverting the

intent of the ring road: to encourage vehicles, "so that accident-wise and time-wise, they will use it. Our members are pissed off about it. There is nothing to justify the government increasing it in a fragile time and difficult economy."

(The toll for cars has risen 60% since the A-30 opened). In a partial explanation of the increases, A30 Express says that it underestimated how many vehicles would use the ring road in its first year of operation. The tolls are linked to traffic levels: The more vehicles that use the road, the more that A30 Express is contractually allowed to charge, ostensibly to cover higher short-and long-term maintenance costs, and inflation.

Cadieux comments on this rationale. "It is partly true, but not to the extent of wanting to cash in so fast. You have a new structure that should be problem-free for many years."

In any case, says Vanessa Miceli, communications, A30 Express, "(The increase) was subject to review by the MTQ, prior to being implemented, so it was determined that we were respecting the agreement."

The tolls that A30 Express sets per axle must be between a minimum and maximum amount, depending on the average daily traffic flow. The toll for vehicles in Category 2, which includes transport trucks, cannot exceed 1.5 times the toll for Category 1 vehicles, which includes cars.

The not-so-simple answer to why A30 Express did not exercise its right to charge less than the maximum was not

readily available. "The min/max can change, depending on circumstances, based on traffic conditions, but it is very hard for me to say when or how it will be applied," Miceli says.

In response to one comment that floated across my desk, that the contract requires the government to pay the consortium money if it is not making enough, Miceli responds with an unambiguous "No." However, A30 Express has to give 50% of any revenues above a certain threshold to MTQ. That threshold was \$3.08 million in year one, rising to \$7.36 million in year 26. Based on A30 Express's 2014 traffic figures, and assuming that the average Category 2 vehicle had three axles, toll revenues will be about \$20.7 million in 2015. MTQ would be entitled to \$7.86 million of that.

The tolls represent a rapidly growing cash cow for MTQ. Is setting the toll each year a purely mathematical exercise and MTQ simply double-checks the figures? Does MTQ have any right or obligation to adjudicate a balance between the toll hikes that A30 Express requests, what is reasonable for road users to pay and the health of the Montreal area's heavily used highway system?

How will carriers and truckers react to the increase? Carriers love the A-30, but dumb they are not. Robert Transport, for example, launched a study a while ago to determine when it makes sense to take the A-30 or other routes. Other carriers are reportedly considering crossing the Island in off-peak hours, rather than take the ring road.

Whether more urban myth or fact, there is a perception, not entirely mistaken, that trucks have been dodging the toll by taking Route 201 through Salaberry-de-Valleyfield. They will hit some traffic lights and 50 km/h speed limits, but they still get to enjoy most of the ring road's pleasures. The town's Municipal Council is concerned enough that on Jan. 20, it passed a resolution to delay increasing the toll, to find a solution that would reduce traffic on Route 201.

"Citizens have made regular complaints since 2013 (when the A-30 opened)," says Pierre Chevrier, director general, Salaberry-de-Valleyfield. MTQ reports that the percentage of traffic on Route 201 that are trucks has been stable in the years 2009 to 2013, but it is planning an origin/destination study on Route 201 for heavy trucks. "MTQ will do a study later this spring. They will do a study and take pictures to see if trucks are avoiding the tolls," Chevrier says.

Truckers who have to cough up their own money for the rising tolls might be more inclined to take Route 201, but there is still a lot to recommend the A-30. Nova Scotia-based Eassons Transport runs mostly five- and six-axle trucks on the A-30, and the company pays the toll.

"We've seen an increase in utilization since we began using the A-30. With tight deliveries and timelines...on-time deliveries by taking the A-30 has helped with better service, with little or no delays like we have seen traveling through Montreal," reports Gordie Atwood, recruiter and safety coordinator, Eassons Transport. "I don't think it is to the point yet where people need to be screaming and hollering. Other tolls...the link to PEI costs \$50. We certainly see a lot of benefits." ●

THIS MONTH'S CROSSWORD PUZZLE

TN-141 Mar. 2015 © M. Jackson



Answers on page 57

Across

- 1 Peterbilt pilots
- 5 Laser-based 17-Across cousin
- 8 European big-rig brand
- 9 Ryder rigs, for example
- 10 ON-based carrier, ____ Terminals
- 11 Really write off a truck
- 12 Grassy highway divider
- 14 Long-term truck rentals
- 17 Palindromic speeder detector
- 19 Auto-hauler load, often (3,4)
- 22 Really rural road type (3,4)
- 23 Truck-stop rule breaker, perhaps
- 24 Truck buyer's requirements, briefly
- 25 Put the hammer down (5,2)

Down

- 1 Snow formation on road
- 2 Seasonal arctic highway (3,4)
- 3 Electronic daily records (1,4)
- 4 Clear-the-road sounds
- 5 Pintle-hitch eye
- 6 Tailgate another truck
- 7 Used-truck transactions
- 12 West Coast items
- 13 Pneumatic-suspension components
- 15 Killed the engine, in a way
- 16 Provincial maps' city sections
- 18 "Nothing runs like a ____" slogan
- 20 Brand on '70s Road Boss
- 21 Cargo-restraint type

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SEE OUR AD PAGE 56



It's good to give

But getting involved is even better, attendees at a Trucks For Change panel discussion hear

By Sonia Straface

OAKVILLE, ONTARIO

It's not about how much you give, but what you get back, when donating to charity. That was the message panelists drove home at the Trucks For Change's third annual Network Partner Luncheon and panel discussion.

The panel, titled, Creating Win-Win Giving Partnerships, focused on why it's important for corporations to get involved with charity organizations and what they can do instead of simply writing cheques out to charity A, B, and C ev-

ery year.

Mike McCarron, a prominent voice in the trucking industry and head of mergers and acquisitions for Wheels Group, moderated the discussion between Rob Voisin, senior director, ReStore and product services for Habitat for Humanity, Norm Sneyd, vice-president of business development for Bison Transport and Paul Klein, founder and president of Impakt - a company that helps organizations assess the value of social investments.

McCarron began the discussion by

noting the inconsistency in the amount of money Canada is donating to charities today.

Some publications say charities have been getting fewer donations every year since 2008, and others say charitable donations are on the upswing.

Klein, who was selected as one of the *Globe and Mail's* Leading Thinkers and is on the advisory Board of the Centre for Excellence in Responsible Business at the Schulich School of Business, tried to clarify why this statistic isn't as important as it may seem.

"Charitable giving is not about the actual number," he said. "It used to be that corporations defined their success in this area based on how much money they gave. But, the biggest shift that we've seen in the last couple of years is it's not how much money you give, but what the money accomplishes which is the most important thing. It's very possible in a lot of cases, that there's been a reduction of money, but there's been an increase in the social outcome and the business value."

Klein mentioned that it is important for companies to become less transactional (simply writing cheques) and to become more involved in the charities they donate to - like partnering with them during a 10K walk or building a house like Habitat for Humanity offers.

"In our experience (participating in your charity) has become so important to so many audiences," he said. "It's important to employees, it's important to government regulators. It's become such a risk to not do this. What we're seeing is more companies asking, how do we get more value out of this? And how do we get more leverage out of this?"

He gave the example of Home Depot, which went from simply donating money to several charities to honing in on one specific issue and taking the social responsibility to create a major change through charitable donations.

"(Home Depot) has adopted a pretty remarkable social objective which is ending youth homelessness," he said. "This has become really embodied in their organization. And their move from being transactional is transformational. They are associated with (combating youth homelessness) now. They've gone as far as having a youth group - young people with experience in homelessness to advise them on what they're doing with this issue. That's remarkable to me."

Bison Transport donates to 35 charities annually and according to Sneyd, the company has been concentrating on participating in the charities themselves.

"We've got a lot of organizations that we support by just sending a cheque," he said. "But one of the things that we've focused on in the last few years is getting our people involved. And I'll give you an example. In Winnipeg they have the Challenge for Life 20-kilometre walk and about five years ago we decided we were going to get involved in this. The thought was if we can get our people to go out and raise money and get sponsors for this walk and if we could get 25 people and raise \$30,000, that would be wonderful. We presented it to the group and in the very first year, 40 people roughly, raised \$92,000 and we led the city of Winnipeg."

Giving is just in the company's nature and is ingrained in its culture, added Sneyd.

"Think of the team-building and the relationships these people build when they spend four hours working as a group," he said. "The camaraderie, the sense of accomplishment after they finish the 20K walk - those are the things that mean a lot to us and are part of our culture."

Companies that are having trouble hiring younger people (mostly millennials) should be aware that the incoming generation focuses a lot on a company's social responsibility when searching for a career, noted Klein.

"When this generation (millennials) walks into a room, if there isn't a green bin or blue bin, it's very conspicuous," he said. "Their expectations on who they are going to work for are very different. They're making decisions in a climate that is difficult to get work in anyway, and it's amazing that these people put such a priority on working for companies that are socially responsible."

Sneyd said that though all of the charity work that Bison does can't exactly be tied to recruitment, he did say that it helped with keeping existing employees.

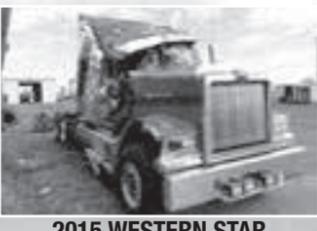
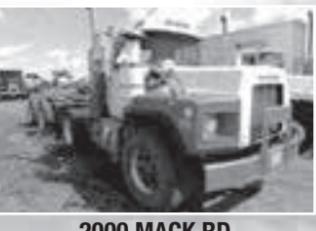
"We focus a lot of attention on culture, it's extremely important to us," he said. "It's what we owe the people we work with... We want to have fun. We want to give back. I'm not alone when I say I believe we got to give back to our community. We all have the obligation to give back... It's not a recruiting tool, but I do



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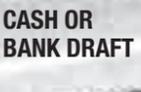
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believe it adds to our retention. People want to be part of an organization that is committed to giving back and being responsible.”

When looking at which charity is right for your corporation to donate to and

become a partner with, Rob Voisin of Habitat for Humanity said it is important that your visions and values match those of that charity.

“I think the key to us has been connecting ourselves with the corporation,”

he said. “So what are their values, visions, how do they want to engage their employees? We make sure we do that research before we approach them...We look for organizations that we feel we can fit their needs. At Habitat, we are very

unique in the charitable space because we have a very tangible output - we build houses. So we have an opportunity to engage staff on team building - it's about putting the proper story in front of the potential donor.” ●



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NIAGARA FALLS, ONTARIO

The last thing any trucking company wants is to suffer an accident resulting in charges filed against a driver or a lawsuit against the business, but both those outcomes are very real possibilities.

Being prepared for those types of circumstances is something every fleet should do, believes John Oldfield, a senior account executive with the Dalton Timmis Insurance Group. Speaking at the Fleet Safety Council's 23rd Annual Educational Conference, Oldfield asked attendees, "are you trial-ready?"

According to Oldfield, the regulation situation in the province of Ontario creates an atmosphere where fleets aren't doing enough to ensure they have safe, competent drivers behind the wheel. He reminded conference-goers about the lax laws in Ontario when it comes to driver training and safety programs, especially in light of what is mandated in the US.

"It's interesting when you look at the culture differences between Americans and Canadians," he said, citing the Ministry of Transportation, which says: "In Ontario, there are no legal requirements under the Highway Traffic Act to develop or maintain a safety program for your business. However, it is considered good practice to develop a program that addresses matters relating to the safe use and operation of commercial vehicles."

He stressed that in Ontario the only mandated regulation is regarding hours-of-service, whereas in the US regulations explicitly state what can and must be done with regards to driver safety programs.

"What they talk about are minimum compliance levels. Not 'we *should* do it,' but 'we *must* do it.'"

When it comes to hiring drivers in particular, Oldfield said Americans have a thorough process in place that involves profiling drivers.

"We all know what is supposed to be in a driver qualification (DQ) file. For a DQ file, the Americans made a nice and easy checklist, a summary of driver qualification documents. What is interesting is they have a section on driver qualifications by best practices," he said.

"The thing the Americans use to qualify their drivers is PSP (pre-employment screening program). We are a long way from this in Canada. All we are trying to do right now is make sure our drivers are licensed in Canada. There is no online system to run a Level II CVOR. We are so antiquated in Canada that my typical reaction when I'm dealing with any fleet, is use the American model. It's a far better practice. Learn to do your own PSP on drivers. Learn to profile."

He explained that when you are hiring anybody from drivers to office staff and you are creating your profile of that applicant, "you are looking for the real character."

Oldfield said getting to know that real person, no matter how that is achieved, is what will keep the fleet safe. For example, he said even if a fleet relies on telematics the data means nothing without the human element.

"It has to do with the vital human-to-human contact. You've got big data coming down the pipe. The only time it's successful is when the data comes down to one person, and that person knows the driver, knows something about him.

You need the personal connection to the driver, to say 'I'm getting telematics data. It's showing aberrations. What's wrong with the driver?' It's making that phone call and getting him off the road. I can't tell you how many times as an insurance broker I got a call about a crash, and the fleet owner or the risk manager said, 'I knew it was coming, I knew it was going to happen. I had all the indicators.'"

He added that even in the 1970s when he was driving truck and calling into the dispatcher from a phone booth at the side of the road, the dispatcher's job was to try to read him and figure out if he was in the right shape and frame of mind to take on another load, and there is nothing different today.

"All that is happening now is the data is coming from the truck automatically," he said.

Oldfield also stressed that being prepared for the worst (and the resultant legal challenges) is not just about profiling drivers and meeting whatever minimum standards a jurisdiction has set, it's about going above and beyond.

"If you are managing risk in a fleet, remember, safety compliance is yesterday's story. It's tired. You don't want to (just) comply. If you are just complying with the law, the problem is you think it's a set line. It's not. The law is moving all the time," Oldfield cautioned. "So please, use the correct phrase, 'managing risk'." ●

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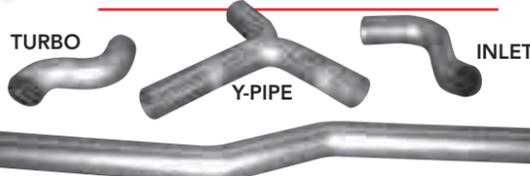


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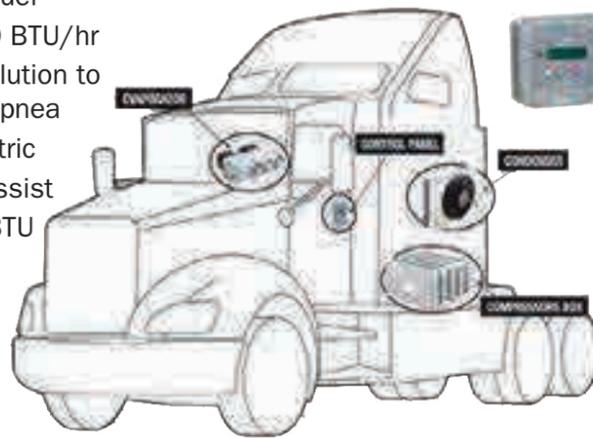
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Will Uber change how freight is transported?

Continued from page 1

dustry, putting a bull's-eye on our back, has not been easy," Travis Kalanick, the 37-year-old CEO of Uber has been quoted as saying. "The taxi industry has been ripe for disruption for decades. But only technology has allowed it to really kick in."

Disruption seems to be this company's credo. UberCargo moved into a market that already had a provider running a similar service (GoGoVan, which claims to have 18,000 commercial vehicles enrolled in its network, and has done work with DHL and Kerry Logistics). That seems to be Uber's style - choose a market that's already saturated and provide a product that's cheaper and better. By contrast, the trucking sector, deregulated for decades, might be a much easier market to penetrate.

Of course, the Uber concept is here already. Uber-like motor freight providers are springing up almost overnight. All you need is a network of GPS-connected trucks, and a couple of million dollars to build and enable an app, and you're off to the races, it seems.

Here are a few of the newly-minted American Uber-like providers that will no doubt be growing in number exponentially: Cargomatic, Dash-Haul, Keystone Logistics, and Transfix have all jumped into the fray with slightly different variations on the Uber template. Some of these services are focused on short-haul LTL service in dense shipping and trucking environments like Los Angeles, Chicago or New York, while others are interested in truckload services and America-wide coverage.

UberCargo Hong Kong, works almost exactly like Uber's taxi app. Using a phone or computer, the customer logs onto a map of the city and places a pin where the delivery is going. The client can then track the progress of the driver that has accepted the assignment. Rates are calculated on a time/distance algorithm, with no regard to the weight. You can load up the van or truck with as much as you want and even send someone along with the shipment.

Uber offers smartphone booking and tracking, lower prices and instantaneous bill payment - what could be simpler?

"I think it's absolutely brilliant," says Phil Cahley, who heads up the customs and regulatory department of B.I. Logistic Services Inc. (BILSI). "It's going to cause a quantum shift, a tsunami. If Uber achieves a measure of success in China, I really think we're going to see something like this in Canada within the year. Whether you're a same-day courier or handling LTL, you always have to deal with the dispatching of a load and a lag in the turnaround time or rerouting to a dock or depot. This effectively becomes an instantaneous dispatcher in real-time."

Cahley believes single owner/operators or small fleets would be willing to accept smaller margins if the use of the vehicle is optimized and the speed of the movements are increased.

"The customer is happy because he or she can track the shipment in real

time and the cost is less," he says.

But David Turnbull, president and CEO of the Canadian Courier and Logistics Association, thinks it's too early to tell what effect uberization is going to have on his members.

"The modern supply chain is extremely complicated and a competitive market that is vastly different from the taxi business. For one thing, Uber doesn't have aircraft so they couldn't coordinate express packages moving across the country, and indeed around the globe. Uber may have an interesting niche, filling otherwise under-utilized vehicles, but there's something essentially differ-

Continued on page 16

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Is trucking ripe for an Uber-type disruption?

Continued from page 15

ent about the chain of custody systems the modern courier companies have evolved. I think if they're really going after the point-to-point messenger business, which is analogous to Uber taxi, (and) they will find it's a highly competitive business. The better operators have sophisticated dispatch systems of their own and established customer accounts."

Turnbull suggests that Uber has been successful in disrupting the taxi business because it is over-regulated.

"However no such regulation exists with messengers or couriers, therefore this will tend to make it a more challenging environment," he says.

Regardless, Uber is also in the messenger business and taking notes – it launched UberRush last year, a bicycle messenger service in Manhattan. Between its UberCargo trial run in Hong Kong and UberRush, they'll likely be working out the bugs in the on-demand delivery business very quickly.

Technology moves rapidly and Uber is an example of that. It began five years ago as a tech solution for the limousines sitting idle in San Francisco. It started UberX in 2012, which allowed for pre-qualified drivers with acceptable vehicles to join its alternative taxi program and the same year it entered the Canadian market. It's grown very fast, securing \$1.2 billion in funding last year and



Cargomatic founders Brett Parker, COO (left) and Jonathan Kessler, CEO, developed a tool that connects shippers with a network of 700+ trucks.

sitting on a current valuation of \$41 billion (all figures US).

It's almost too obvious to note that founders Travis Kalanick and Garret Camp are not transportation people, but come from technological backgrounds at UCLA and the University of Calgary, respectively. And this fact may account for their ability to devise a new approach to traditional logistics challenges.

The company's experimental division, Uber Garage, has come up with some quirky variations including helicopter rentals, on-demand ice cream trucks, and a Christmas tree delivery service, demonstrating the versatility of its app and its adaptabil-

ity to diverse scenarios.

Transportation consultant Dan Goodwill of Dan Goodwill and Associates thinks that Uber has an interesting concept that might work in certain aspects of general trucking.

"Uber would be a good fit in the local cartage and general freight truck-load sectors. The key is that you have to have access to a lot of shippers, truckers and drivers, preferably in defined geographic areas. In the long-haul, LTL, refrigerated or heavy-haul sectors, it would be more challenging," he says.

"In the trucking sector, a lot of companies are lagging behind when it comes to embracing new technolo-

gies, with the exception of a few that are doing really nifty things, and some of them are doing things similar to Uber. But I get the sense that many are reluctant to get involved in things like social media and new technology. They're still doing things the way they've always done them and only grudgingly accept change. It is interesting that a lot of the people who are entering the freight technology space are coming from outside the trucking industry," Goodwill adds.

Cargomatic, just over a year old now, offers P&D service within a 150-mile radius of downtown Los Angeles and Manhattan for truckers looking to fill empty space in trucks that are enroute to other calls.

Unlike UberCargo in Hong Kong, it is not interested in van loads of furniture, but rather skid loads or larger shipments, for its conscripted legion of straight trucks and tractor-trailers. According to COO Brett Parker, the service has some 600 commercial trucks under its umbrella in L.A. and another 100 or so signed up in the Big Apple (NYC).

Liability issues are handled by the fact that these start-ups enlist small existing carriers or owner/operators who already have their own operating authority, insurance and expertise. The drivers and small carriers are pre-certified by the providers and many have TSA approval so they can pick up and deliver at airports and dockyards.

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"We like to work with fleets of six trucks or less, which is 85% of the market of commercial trucking in Los Angeles," says Parker. Transfix, on the other hand, a TL Uber-type provider, chooses to work with fleets with 30 or less trucks for its broader, America-

"The current model of uberization will have some impact on the transactional side of business and could replace some of the action on the load boards," he says. "However, I don't think it's going to make much of an impact on the mainstream, everyday

"The industry is fragmented and 50 years out of date. There has to be a better way to do business."

Chris Capua, Transfix

wide catchment.

Uber has come up with a figure 20% which they skim off each ride-sharing transaction. The American Uber-clones similarly take 20% from each move they assign. The rate is usually based on a weight-distance algorithm, and the client is usually given an hour of free unloading time, after which a detention charge kicks in. In some case the provider allows for negotiating between the shipper and carrier, and in others the rate is pre-determined, but the 20% cut for the tech intermediary is pretty standard.

Quick-pay turnarounds are one of the most attractive features of this technology in a sector where 30-day terms or longer has traditionally been the norm. Cargomatic pays its drivers fully within seven to 10 days from when the photo of the signed POD is received. Other start-ups are offering 24-hour payments, something that is unheard of in the industry.

Uber-like technology could have a profound effect on all aspects of ground transport, from the mom-and-pop couriers working out of the kitchen, to the industry giants like FedEx and UPS, although the behemoths will have the resources to withstand the onslaught. Similarly, this concept could disrupt the traditional LTL and TL carriers if it gains widespread acceptance.

But the biggest casualties could be the man-powered load brokers. Keychain Logistics, which says it has 10,000 drivers under its umbrella, promotes itself as "Broker-free shipping: Book qualified carriers and never pay broker fees again," its Web site claims.

Traditional load boards charge carriers a fee to be part of their network and some make sizable commissions from each move. But this technology may eliminate many of the middlemen and make it easier for drivers. Instead of going to a truck stop and checking a load board, or waiting days for a backhaul, drivers can immediately book on calls when they're empty. The smartphone also eliminates the fax machine and having to wait hours for documents in a truck stop. As well, most of these start-ups don't charge a membership fee and the apps are available free of charge.

As far as Canada goes, no truckers are using Uber-type technology yet, to connect loads and drivers, though the start-ups I talked to all expressed interest in engaging with the great white north. The GTA, Toronto-Montreal corridor and B.C.'s Lower Mainland would all appear to be ripe for a disruption.

Mike McCarron, trucking entrepreneur and veteran of the industry, expresses some interest in this new wave, but thinks its effect will be minimal on the larger haulers and the businesses they service.

movement of B2B business."

But Chris Capua, director of corporate development for Transfix, disagrees. "The industry is fragmented and 50 years out of date. There has to be a better way to do business," he claims. And B.I Logistic Services' Cahley concurs: "Density, enhanced load and technological improvements should always improve the price," he says. ●



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Pink heavy-tow truck a fitting tribute

Continued from page 1

was 29 and I was getting married to my first husband a week later when I found a lump," she told TruckNews.com. "After we got back from our honeymoon and I realized the lump wasn't disappearing, (I decided) it was time to see the doctor."

Her family doctor, however, told her it was nothing to worry about – but her family asked her to get a second opinion anyway.

"It was this opinion that I believe saved my life," she said, "because that doctor said it is something to worry about and we need to get it right away."

It led to the battle that has seen her also defeat lung cancer (ironically, she says she has never smoked) and liver cancer, the latter of which she's tackling for the fourth time currently. "It's a journey I never expected to be on, but we're still on the journey and I'm still in the fight," she said. "I've also met some amazing and incredible

"I'm a fighter, I have a positive attitude; it's about keeping hope alive as best as we can."

Dionne Warner

people who inspired me as well."

When she isn't on the cancer battlefield herself, she returns to it willingly, volunteering at her local cancer clinic. She said people ask her why she'd go back after she's been so sick, so many times, in her own fight, her response being that "people need to see hope standing before them and I can visit with these patients because I know what it's like to sit in that chair."

The new truck is meant more as an awareness-raiser than a fundraiser, but Graham Warner said he wouldn't be upset if it brought in some money.

"Because of Dionne, Warner Industries always makes a substantial contribution to cancer research, so we're not specifically using the truck to raise funds," he said, "but any funds that it does raise will definitely increase what we donate."

Warner said the company chooses to give directly to the Saskatchewan branch rather than the national umbrella group because "that way more money comes back to the province, because they get more of the pie when that national pool is divvied up."

The introduction of the Warrior of the Ribbon made a splash in area media, social media, and even the international press.

"I think there were 1.2 million views on Facebook, and then CNN picked it up, the *Toronto Star* picked it up, we're supposed to go on Canada AM," Graham Warner said, noting that he also turned down an invitation to show off the truck at a show in the US because he wanted the focus to stay on cancer research in Saskatchewan. He also had to prepare his driver for the notoriety the truck would bring.

"For an operator of a rescue tow truck, getting a brand new ride can be a once-in-a-lifetime event," he said, adding his driver was "pretty ecstatic" when he heard he'd get to work with a brand new unit – until he told him it was going to be pink.

"He could not hide his uncomfatableness," he said. "It took about eight months to build this rig, and I swear I counselled him for those eight months that he would be a hero out there, that no one would dare laugh at him for driving a pink truck and that this is all going to be good."

He doesn't think he made the sale completely, but said the truck did that for him once it actually arrived. "We did the big unveiling in front of 100 people and all the TV cameras and radio microphones, and I asked him what he thought of the pink truck now, and he said it's awesome. I'm so happy."

The truck's paint job contains its own tribute to Dionne, referred to her on its flank as "Warner Warrior D" and proclaiming the fact that she's an eight-time survivor – and on a more lighthearted note that echoes the Warners' positive attitude, it also includes the slogan "We don't want an arm and a leg...just your tows."

The truck, when all is said and done, is about more than sending a positive message of hope for the fight against cancer; it's also meant to be a pink angel of mercy for the lonely driver stuck on the side of the road with a broken down rig.

"I had this thing in my head when I



The truck features a drawing of Dionne Warner on the side.

first came up with the idea that when there's a devastating wreck and a couple semis all tangled up in the ditch," Graham Warner said, "that for a bright pink tow truck to show up with this defiant Warrior of the Ribbon decoration on it, to me it's such a strong strength and hope thing. And the fact that (the truck is) sorting things out and making things better at that wreck scene kind of symbolizes that it's good to have hope and it gives you strength when you believe in hope."

He hopes the message will be received even by those who only see the truck driving by, towing a disabled vehicle.

"The symbolism is almost like 'Hey, it's okay to ask for help because wherever that truck is being towed to it's going to be repaired and it's going to be put back to normal or better than new and that's symbolic of having the right attitude when you're fighting cancer. Because you can get back to normal or better than new and we want to show that strength and hope will provide better things for the person down the road.'

As for Dionne Warner's ongoing battle, she said she has "no regrets. I'm here for a reason. I'm a fighter, I have a positive attitude; it's about keeping hope alive as best as we can." ●

Canada's spot market volumes start year on strong note

TORONTO, ONTARIO

Canada's spot market started the year with its second highest January load volumes on record, according to TransCore Link Logistics.

Month-over-month and year-over-year volumes were down 1% and 18% respectively, however January 2015 still recorded the second highest recorded volumes compared to the same month in any year, TransCore reported.

Loads coming into Ontario increased 7% compared to December 2014, while loads into Western Canada dropped 24%.

Cross-border load volumes averaged 73% of the total, an increase of 3% compared to December 2014. Year-over-year, cross-border loads leaving and entering Canada to and from the United States decreased 8% and 20%, respectively, TransCore reports.

Intra-Canada load volumes represented 23% of the total volumes for January and decreased 19% year-over-year. Equipment postings were up 7% month-over-month and 8% year-over-year. The equipment-to-load ratio increased to 1.79 from 1.66 in December, and from 1.36 in January 2014. ●

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Over the Road

AL GOODHALL



Living by the motto 'do no harm'

On the morning of Feb. 4, I learned we lost another driver to a collision with an impaired driver along the Hwy. 401 corridor. The driver's name is Lindsay A. Findlay, of Arnprior, Ont. My first reaction was anger.

Anger at the drunk driver. Anger that this was totally preventable. Anger that so many people still don't get it when it comes to drinking and driving.

That anger was alive in the commentary on various trucking Facebook groups. The general reaction was that we need harsher punishment in our system for drinking and driving and that we need to clamp down and have the judiciary pass longer sentences on individuals that drink and drive.

I had never been touched by emotions this deep as a result of an incident involving someone I never met.

This was also how I reacted to my feelings of anger. I felt someone had to pay for such a senseless loss. I was filled with that sense of retribution.

After a short time my thoughts turned to the family that Lindsay had left behind. All I knew in the moment was that Lindsay was 51 and hailed from the area of Arnprior, Ont.

I had never met Lindsay but I could see myself in him and I found myself thinking about how my family would handle my loss if it occurred in the blink of an eye, unplanned, unlooked for, unexpected and seemingly pointless because it was caused by an individual who never should have been in that place at that time.

How would my wife of 36 years come to terms with that? The following day I watched an interview conducted by Global News with Lindsay's wife and daughter. I started viewing it with a lump in my throat and had tears on my cheeks by the time I reached the end.

The shock on their faces and in their voices as they struggled to come to terms with this sudden loss of their husband and father moved me deeply.

I also have a wife and one daughter. His daughter, Brittany, spoke of not having the opportunity to walk down the aisle with her Dad at her upcoming wedding. Just a few short years ago when I was Lindsay's age, I did have that privilege. His wife, Sandy, spoke of how they talked on the phone every day and had been discussing just how dangerous the roads were becoming of late. This interview sounded like a carbon copy of my life.

This could have been my family. I had never been touched by emotions this deep as a result of an incident involving someone I had never met, yet was a kindred spirit in so many ways. This is what I want my wife and

daughter to know about what happens in my cab on a minute by minute basis every hour of every day when I am put in harm's way as a result of actions that occur outside my realm of control.

I do my very best to live by the motto of "do no harm." I don't believe there are any reputable truck drivers out there that are sitting on top of 40 tonnes of rolling steel not conscious of the fact that they have a responsibility to other road users to do no harm.

This is exactly why we hear so many stories over the course of our driving careers of other drivers paying the ultimate price as a result of the stupidity, ignorance, and selfishness of others on the road. I don't know what happened

leading up to the exact moment when that Jeep lost control and careened in front of Lindsay Findlay's truck that night. But what I can say with a good degree of certainty is that Lindsay had no idea that there may have been an impaired driver at the wheel.

It could have been an elderly person suffering a heart attack, or anyone suffering from some type of medical emergency that caused them to lose consciousness.

It could have been a mother with her children and the vehicle may have had a mechanical default of some type.

In the moment, as truck drivers, we don't have the time to consider such things. We simply need to prevent roll-

ing our heavy rigs over another vehicle filled with people we always assume are innocent of any wrongdoing, because that is our only option.

We choose to do no harm. That's our only choice at the time. Lindsay Findlay's actions were heroic that night. Nothing less.

He lost his life in his attempt to prevent harm coming to another human being. He did not know who was in that Jeep or what the circumstances were that caused it to lose control and slide in front of him. Let's not ever forget that. All the anger in the world is not going to solve the problem of people driving drunk. Perhaps sharing stories like that of Lindsay and his family will. I can only hope. ●

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

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20 HEALTH

Back behind the wheel

DR. CHRIS SINGH



Bad breath

Bad breath, or in medical terms halitosis, is generally not a significant medical condition. However in severe cases, bad breath can cause a lot of embarrassment and even anxiety.

The odours and severity of bad breath

vary from person to person.

Unfortunately, it is often difficult to assess how your own breath smells. The best solution is to consult a relative or close friend if you have any concerns about your breath.

In most cases, the source of bad breath starts in the mouth. As food breaks down in the mouth, the bacteria present increases, which may cause bad breath. Certain foods such as onions, garlic and certain spices may also lead to foul-smelling breath.

In addition, as food digests and enters the bloodstream, it may affect one's breath when the blood is carried to the lungs. The use of tobacco products may also lead to bad breath. Smokers and oral tobacco users are at a higher risk of gum disease, which is another source of bad breath.

Another cause of gum disease is poor dental hygiene. Daily brushing and flossing removes food particles from the mouth, decreasing the likelihood of bacteria growth and subsequent foul-smelling breath. Dentures that are not properly fitted or are not cleaned on a regular basis can also harbour odour-causing bacteria.

Dry mouth is another common cause of bad breath. Saliva helps to clean the mouth by flushing out particles that may cause bad odours. It is fairly common to experience a dry mouth when sleeping at night, especially if you are a mouth breather. This often leads to what is commonly known as "morning breath." Certain medications can also cause dry mouth.

Another fairly common cause of bad breath is chronic acid reflux of stomach acids. Generally, only severe causes of acid reflux will lead to foul-smelling breath.

If you are concerned about the smell of your breath, it is recommended that you consult with a physician or dentist.

After taking a detailed medical history, your health-care professional will perform a physical examination of your mouth, which usually includes scraping a sample from the back of the tongue. If necessary, more sophisticated tests that can identify specific chemicals may be ordered.

Once the cause of the bad breath is identified, a specific treatment will be recommended. If oral health is the cause of the bad breath, your dentist will usually suggest using specific mouthwashes and toothpastes designed to reduce the bacteria and plaque build-up in your mouth. In addition, treatment to resolve dental issues such as gum disease may require professional attention from a dentist or dental hygienist.

As I always say, prevention is the best medicine. Thus, maintaining good oral hygiene by brushing and flossing on a regular basis is very important.

One thing to keep in mind is, remember to brush your tongue, as it can harbour bacteria as well. Many toothbrushes have a built-in tongue cleaner. Individuals with dentures or dental appliances must remember to keep them as clean as possible.

Try to avoid foods that are sticky and high in sugar as they can cause bad breath. Finally, try to see your dentist on a regular basis to have your teeth examined and cleaned.

If you keep this simple prevention tips in mind, you will be well on your way to having fresh breath.

Until next month, drive safely!

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KAREN BOWEN



Walnuts: Taking the bitter with the sweet

Are you one of the 94% of North Americans who do not eat any kind of tree nuts at all? If so, you are missing out on an easy nutrition boost.

In a recent nutritional study it was found that on a daily average, people who eat tree nuts typically get noticeably better nutrition: Five more grams of fiber, 260 milligrams more of potassium, 95 milligrams more of magnesium, 73 milligrams more of calcium, 3.7 more milligrams of Vitamin E, and 157 fewer milligrams of sodium.

Dietary studies recommend that if you don't have nut allergies, you should eat at least one ounce of tree nuts every day. Types of tree nuts include: Brazil nuts, hazelnuts (filberts), cashews, pecans, macadamia nuts, pine nuts, pistachios and/or walnuts.

Walnuts top the list for nutritional density. Eating just one ounce of walnuts (about seven shelled walnuts, or fourteen halves) each day can positively impact your overall health. Walnuts are particularly rich sources of energy and contain several minerals, antioxidants and vitamins necessary for optimal health.

Walnuts offer some powerful phyto-nutrients that are not found in other commonly eaten foods. Recent phyto-nutrient research on the effects of these uncommon, powerful antioxidant and anti-inflammatory properties has shown walnuts may protect you against metabolic syndrome, Type 2 diabetes, insomnia, obesity, reduced bone density and cardiovascular disease.

The nutrients in walnuts specifically support your cardiovascular system by helping your blood vessels respond to various stimuli in a healthy way by maintaining a proper amount of antioxidant and anti-inflammatory nutrients in your system, a proper blood composition, the correct balance in inflammation-regulating molecules, and the proper composition and flexibility in the walls of your blood vessels.

Walnuts provide an excellent source of Vitamin E; just 25 grams of walnuts gives you 35% of your daily requirement. Vitamin E, a fat-soluble antioxidant, helps support healthy cell membrane, mucous membrane and skin tissue. The form of Vitamin E found in walnuts is quite unusual and potent. Most of walnuts' Vitamin E is found in gamma-tocopherol form, instead of alpha-tocopherol. The qualities of the gamma-tocopherol form of Vitamin E provide significantly higher protection from heart disease than the other form.

Walnuts also improve your cholesterol levels and create a healthier blood lipid profile by lowering LDL and increasing HDL blood levels. Walnuts are rich in monounsaturated fatty acids like oleic acid, and are an excellent source of omega-3 fatty acids, like linoleic acid, alpha-linolenic acid (ALA) and arachidonic acids. Eating just 25 grams of walnuts will give you 90% of the daily recommended omega-3 fatty acids, which are known to help lower blood pressure, reduce your risk of stroke and coronary artery disease, as well as your risk of prostate, colon and breast cancers.

Being a rich source of phyto-chemicals, including melatonin, ellagic acid, poly-phenolic compounds, and carotenoids, the anti-oxidant properties of

walnuts help your body fight against inflammation, neurological disease, premature aging, and cancers. According to scientists at the University of Scranton, Penn., the high density of polyphenolic antioxidants in walnuts makes them super-scavengers of free radicals throughout your whole body.

Walnuts also contain B-complex vitamins: riboflavin, thiamin, niacin, pantothenic acid, folates and Vitamin B-6. Water-soluble B-complex vitamins help to retain an efficient metabolism, to promote brain function by maintaining neurotransmitters, to promote digestive function by appropriately stimulating the release of gastric acid, and to maintain healthy hemoglobin levels. Since excess water-soluble vitamins are ex-

creted daily, they should be consumed on a daily basis.

The various minerals in walnuts: copper, manganese, potassium, iron, magnesium, selenium and zinc, act as cofactors with various enzymes to regulate growth and support digestion.

If you do decide to add walnuts to your diet, be selective. For whole walnuts, choose ones in shells that feel heavy for their size. These shells should have no cracks, holes or stains, which may indicate harmful mold.

For shelled walnuts, select pre-packaged containers in the bakery aisle or bulk quantities from the bulk section.

Choose nuts that are not rubbery or shriveled.

Since walnuts have a high polyunsat-

urated fat content, they are extremely perishable.

Store shelled walnuts in an air-tight container in the fridge for up to six months or in the freezer for one year. Ideally, unshelled walnuts should be stored in the fridge.

However, they can be safely stored in a cool, dry, dark place for up to six months.

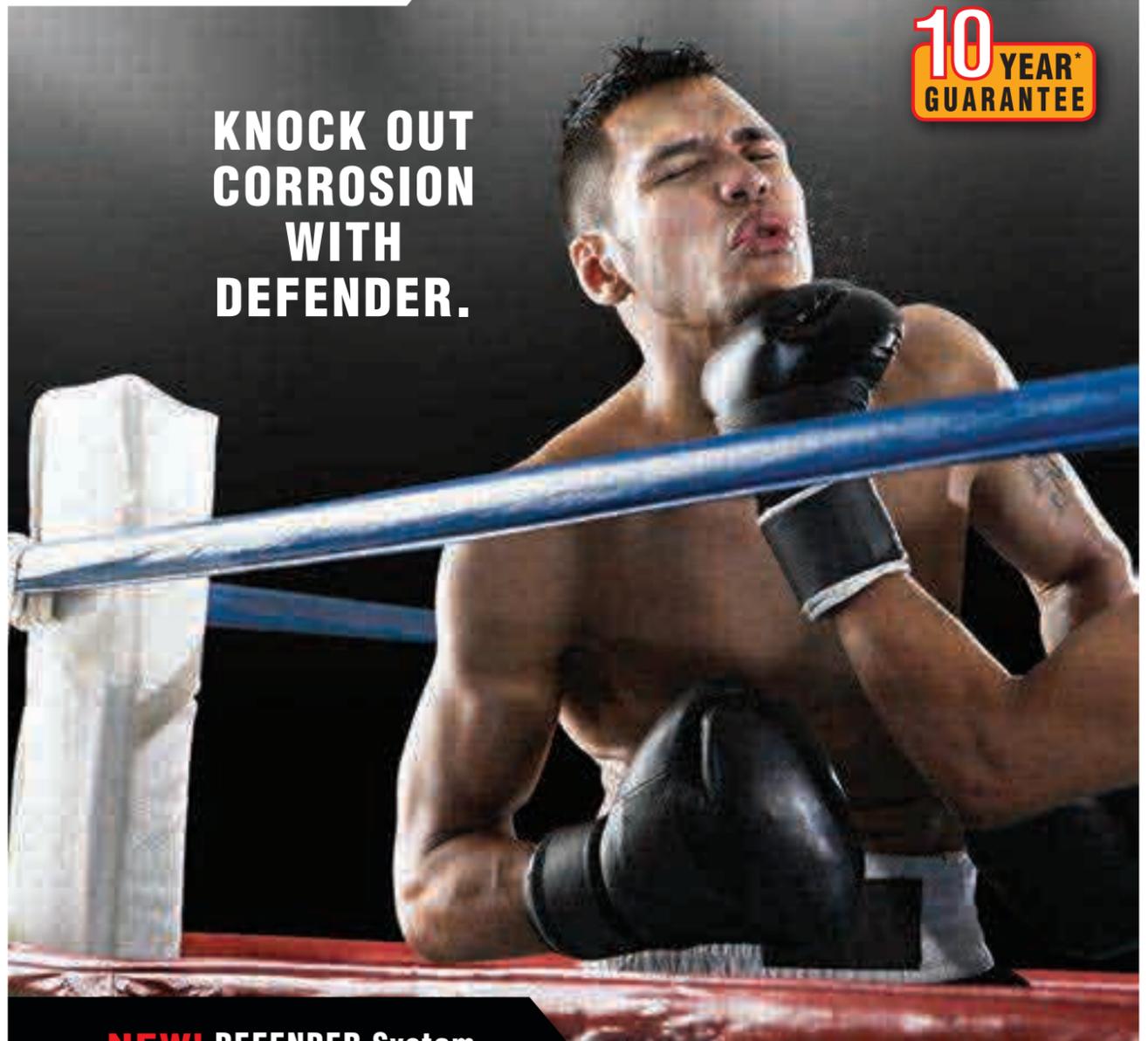
When you've finally decided to give walnuts a try and are reaching into your container for a quick, walnut snack on the road, you may be tempted to peel off the skin - the whitish, waxy, flaky outermost part of the shelled nut. Don't! This slightly bitter skin contains 90% of the walnut's phenols, including key phenolic acids, tannins and flavinoids.

Remember, to get the most benefit from walnuts, you'll have to take the bitter with the sweet. ●

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

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BILL CAMERON



The problem with mandatory training

You'd think that with the whining I do about the lacking abilities of many new drivers, I'd be overjoyed at news that the Ontario government plans to introduce mandatory entry-level training. Not so much. I'd feel better had it not been announced immediately after a newspaper expose about the training industry, making it appear as a knee-jerk reaction. We know how well those turn out.

I don't deny the obvious need for better training. You may recall, a couple years ago I outlined my idea of what the ideal driver testing would consist of, for which I was heartily scorned through a few e-mails. Now, it's a good idea. Oh well.

There are a few concerns I have with not only the ramifications of such a law, but also the way it'll be instituted. We have the same Liberal government we've had for over a decade, which, in my opinion, ranks high in incompetence and dishonesty. Why assume that the people who brought us ORNGE, and cancelled gas power plants, are capable of anything practical and efficient now?

Mandatory speed limiters on trucks in Ontario demonstrates my first concern. It seemed that experienced, seat-of-the-pants input was highly unwelcome, and ignored.

The OTA basically wrote the law; the government just passed it. This isn't a scathing diatribe on large carriers and the OTA. They were doing what they

thought was best, and since they have a full-time communications staff - and apparently the ear of the government - theirs was the primary input. What I disagree with are recommendations from only one group - no matter who that group is - carrying so much power. The information-sharing process needs to be much more wide-based and open, if we wish to call ours a fair and open society.

Who will ultimately create this new mandate? Carriers of all sizes seem unable to agree on anything; personal bias and business interests always seem in control. When the law is passed, will it actually reflect reality?

I've unfortunately never had an applicant from one of the premier schools we read about, but any driving school

graduates I've interviewed haven't been hired. I've hired a lot of graduates of the School of Hard Knocks, with favourable results. Most driving school graduates seem to have been taught how to pass their test - period. Actual real-life skills were usually painfully scarce. Knowledge of the mechanical workings of the truck were limited, if not altogether absent, leaving me with no confidence in their abilities, yet some had already had several years' employment behind the wheel.

Will there be provisions for previously acquired skills? People raised on farms or around construction equipment, for instance, already have a good skill set available, but many couldn't afford a full-out course, which may be totally unnecessary anyway.

Failing to recognize these skills would deprive the industry of a lot of good, cautious drivers.

My oldest brother-in-law had extensive experience with equipment, and after riding with me for 20 minutes, got behind the wheel and drove as though he'd been doing it for years.

He's now holder of a 15-year spotless record.

My start came with dump trucks, mostly off-road, graduating slowly to tractor-trailers on local gravel hauls, always surrounded by highly experienced professionals. Is this type of effective feeder system going to be eliminated by virtue of finances? When I started my mechanic apprenticeship, my past experiences were recognized by a 1,000-hour reduction in training time. Similar reductions in truck driver training only seem fair, but again, who decides the parameters?

A system such as this will obviously involve a cost that most newcomers can't afford. It's for this reason I think the government needs to accompany the law with a finance program and require all pre-licence training to be implemented by third-party facilities, not in-house, so trainees aren't trapped by the carrier who gave them 'free' training.

I think that too often, carriers' in-house training is biased towards company procedures rather than actual skill development. Also, insurance companies need to be legislated to allow small carriers to hire these new graduates - a luxury currently enjoyed only by the big players.

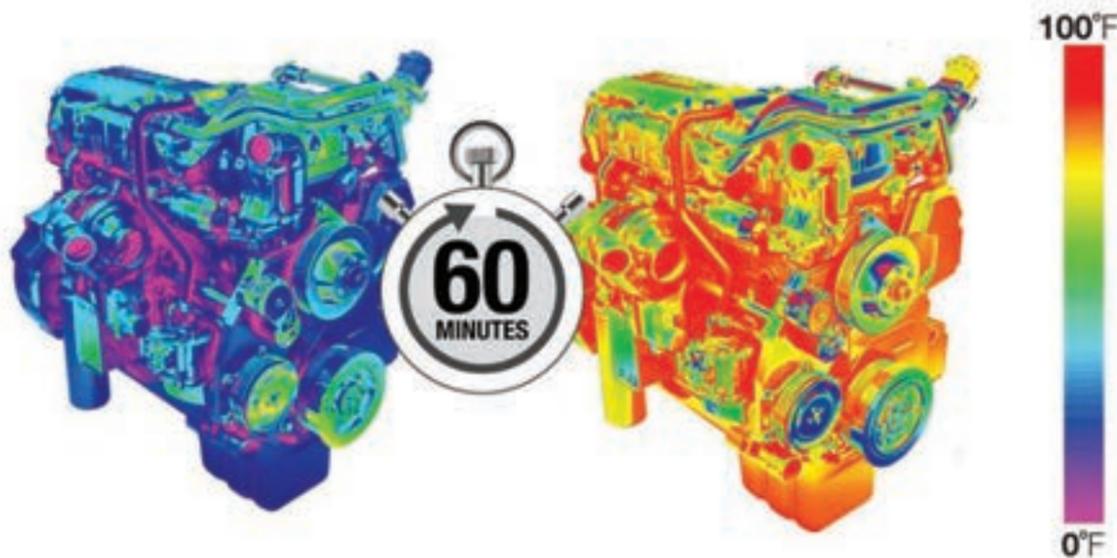
My final point is only a matter of foolish pride, but you long-time drivers will agree. If every new driver has been through thorough, legislated training, we could see an upswing of newly graduated drivers, with the ink on the licence barely dry, referring to themselves as 'professional truck drivers'.

Not so fast, Junior. When you just stepped out of the exam office, you aren't automatically on the same page as I am. Give it a few years. Wait until you've seen your experienced actions prevent accidents nearly caused by other drivers, or put your 40-ft dump trailer in the air with full confidence it'll stay on its wheels. Wait until you can tie down and tarp a load, knowing that you won't be stopping in five miles to move a strap. Wait until you can blindside your 53-footer, or back trains around a corner. Then we'll share the title of professional.

Until then, you are only a 'licensed driver,' and there's no shame in that. On its own, it's still an impressive accomplishment. ●

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Industry
Issues

STEVE LASKOWSKI



Driving is a good, rewarding career choice. But let's not kid ourselves - it's not an easy job at times. Drivers face many challenges throughout the day in their mission to deliver loads on time for the customers they serve - dense traffic congestion, inclement weather and delays at busy border crossings, just to name a few.

So, what could be more frustrating for these men and women than enduring hours of these inconveniences only to get mistreated by the customer they worked so hard to get to?

In a marketplace where trucking services are more in demand, combined with a shrinking supply of good professional truck drivers, many fleets have been in a better position to bend the ear of their customers who continually fail to show drivers respect.

Threats of suspension of service for ill treatment of drivers are finally being heeded; some shippers who have not changed their practices or attitudes have had to look for new carriers to service their accounts.

As the economy heats up and capacity tightens further, the ability to find substitute quality carriers will only become more difficult.

Ultimately, though, what really has to happen is that certain members of

Drivers will be able to rate and score each shipper they visit.

the shipper community need to be aware of the changing landscape in 2015 and begin to consider adopting some of the policies and practices required to be a shipper of choice from a driver perspective.

Of course, these issues aren't new or based on rocket science.

For the most part it comes down to a simple golden rule: Treat drivers - and their precious time - with respect.

But like most things in life (and trucking) sometimes it's the most obvious things that need to be pointed out the most often.

In fairness, some shippers claim that they would love to fix their problems if the industry would just tell them where the problems actually are in the system and how both sides can work together to fix them.

Perhaps this is an all-too-convenient response by some customers, but we can't deny that it's a response that may have some merit. So, then, let's take shippers by their word and their actions.

As an industry, we should take the bull by the horns and create a master list of shippers and receivers that either do a great job - or a poor one - at serving our driver community.

And so, that is exactly what OTA is doing over the next several months. We are launching Operation UpGrade - a survey campaign that will ask the driver community to mobilize around

Introducing Operation UpGrade

shipper/receiver driver treatment issues.

Drivers will be able to participate in the campaign via their smartphones, e-mail, their computers via the Ontario Trucking Association's Web site, or fax machine.

Drivers will be able to rate and score each shipper they visit and designate certain customers to the 'Honour Roll' if they are treated with respect; or on the flip side, they can send shippers to the 'Detention Hall' and explain why.

Operation UpGrade will last about six months.

It will potentially providing OTA with the opportunity to publicly recognize quality shippers.

Through public recognition, we hope other CEOs of shippers/receivers who for whatever reason are not commended ask themselves: "Why not us?"

To help educate shippers and encourage those who are stepping up their game, Operation UpGrade will also provide drivers with business cards thanking the facility for doing the best they can to respect the driver's time and treating them decently.

Don't worry; detention hall candidates won't be left out.

These companies will receive private correspondence from OTA explaining the issues they are facing and how they can correct the problems.

OTA will release a public report in

Fall 2015 which will summarize the generic findings of the survey.

We'll also unveil a complementary video message from drivers explaining to shippers what they should be doing to make their facility more driver-friendly.

Carriers will be armed with printed and video material that can help educate their customers and hopefully create positive change.

But in order to achieve change we need all of the trucking industry to get involved. This is your chance - every fleet and each individual driver - to help make a difference. So go to www.ontruck.org/shippersurvey to vote and vote often! 🗳️

Steve Laskowski is senior vice-president of the Canadian Trucking Alliance and Ontario Trucking Association. He has been involved in various files including environmental and cross-border matters, domestic and international taxation of trucking activities and intermodal relations.

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Private Matters

MIKE MILLIAN



An introduction and an invitation

After 21 years of leading the Private Motor Truck Council of Canada (PMTC), Bruce Richards has decided to step away from the day-to-day operations and take some much deserved time to pursue other interests.

Over his 21 years of being president of the PMTC, Bruce has left an amazing legacy. Bruce has built a great rapport with government agencies, industry suppliers and transportation companies over the years, and has positioned the PMTC in a role of great prominence and respect within the entire transportation industry. Bruce had a firm, yet respectful, leadership quality which earned him, and in turn the PMTC, a great deal of respect in the industry.

On a personal front, I have been a member of the PMTC since 2005, and have been on the Executive since 2007. In that time I was able to work with Bruce and see first-hand how the organization worked, and to discover why Bruce had the respect that he did. Bruce, you were a great leader of the PMTC and a champion of the transportation industry. Myself, the PMTC Board, members and the industry as a whole will sorely miss you!

I am honoured that the PMTC Executive and Board of Directors has endorsed me as succeeding Bruce in the role of president of PMTC. I pledge to do my best to ensure the PMTC continues to grow and remain a respected and prominent player in the transportation industry. While Bruce is stepping back, he has agreed to stay on in a consulting

role, to help myself, and the organization, achieve as seamless a transition as possible.

As a brief introduction of myself, I grew up on a beef farm in the farming communities of southwestern Ontario. My background in trucking began 24 years ago, when I started as a local hauler of livestock at the age of 18. The various roles I have had in the industry also include being a long-haul driver of refrigerated and general freight, bulk multi-axle grain trailers and container chassis; driver-trainer at a fleet driving school; and a safety, compliance, training and fleet manager.

I also sat on the Board of the former Canadian Trucking Human Resources Council (CTHRC), and now sit on the Board of Trucking Human Resources

Canada, and also spent seven years on the Board of the PMTC. I was also recently the chairman of a fleet safety risk management insurance group captive.

I believe that through this experience, and through the great leadership and support we have within the PMTC membership, together we will be able to continue to lead the PMTC effectively and successfully through this transition. The PMTC is a great organization, whose members freely share their ideas, and help each other out whenever questions or concerns arise. This, along with our educational conference in June, are just a few of the benefits being a member of the PMTC provides.

One of the highlights of our conference every June is our awards program, and this year will be no exception. This year's conference will take place on June 17-18, once again at the beautiful Kingbridge Conference Center located in King City, Ont., just minutes north of Toronto off Hwy. 400.

Most people don't give a second thought to the professional men and women who safely pilot commercial motor vehicles up and down our highways over millions of miles every year. Despite the lack of praise from the general public, those of us in the industry know what a huge role the trucking industry, and its drivers, play in the economy. We know what a huge debt we owe to the professionalism and safe operation displayed by the vast majority of the people who put this industry, and the country on their shoulders each and every day. As a result, the awards program of the PMTC is one way we and our sponsors can proudly showcase the achievements of a few of these professional drivers and companies each and every year.

The awards program opened on Feb. 1 and here's a brief overview. All entry forms and criteria are available at www.pmtc.ca or by calling the office.

The Hall of Fame for Professional Drivers, sponsored by Huron Services, a CPC Logistics Company, inducts up to four professional drivers each year. The Hall of Fame resides on our Web site and a visitor can review the outstanding records of all the inductees dating back to 1990.

The Private Fleet Safety Awards, which began in 1998, are open to all private fleets in Canada. These awards recognize companies that have successfully integrated detailed safety programs as a key component of their operations, and whose programs deliver results.

The Vehicle Graphics Design Awards, sponsored by 3M Canada add colour and drama to our annual awards luncheon. This is the 30th year of these awards and the competition attracts entries from across the country.

Top Fleet Employers, managed by Trucking HR Canada, is designed to bring a focus to Canadian private carriers. Top Fleet Employers Canada is a distinctly Canadian program, publicly recognizing Canadian fleets which take extra steps to support employees and operators. Online submissions are due by Feb. 27 and hard-copy submissions are due by March 27. Top Fleet Employers recognizes any fleets which meet standards of excellence in Human Resources. Visit www.truckinghr.com to enter.

The recognition continues after the event with award winners being featured in the PMTC's own magazine, *Private Motor Carrier*, other industry magazines and on PMTC's Web site. So now is the time to prepare your entries for submission, and to make plans to attend the ceremonies at our conference in June. ●

Mike Millian is president of the Private Motor Truck Council of Canada.

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Ask the
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BILL COWAN



Mandatory training is here at last

The calls for a better standard of driver training are nothing new.

In 1990, Human Resources Development Canada identified a "pressing need" to upgrade the skills of existing drivers. News organizations have reported on schools which barely prepare students to pass a Ministry of Transportation exam. And these challenges continue to be echoed by trainers, safety departments, carriers and insurers.

Most recently, the Canadian Trucking Alliance's Blue Ribbon Task Force on the Driver Shortage called for a minimum standard of entry-level, apprenticeship or apprenticeship-like training. Now Ontario's Minister of Transportation has called for the same thing, bringing us a step closer to improving early skills, and helping to eliminate the substandard training programs which effectively allow someone to buy a licence rather than prepare for the job.

We are even closer to defining exactly what the early training needs to address. Trucking HR Canada has unveiled proposed National Occupational Standards which clearly outline exactly what a driver needs to know and do early in a career. Every fleet and shipper will introduce some unique demands - whether they involve work-

place practices, specialized equipment, or processes for specific freight - but these standards identify the core abilities that someone needs to demonstrate when hauling general freight in tractor-trailers with Gross Vehicle Weights up to 45,000 kgs. Drivers certainly need to enhance their skill sets before advancing to heavier weights.

The details also take an important step beyond the skills required to move up and down the highway. After all, drivers are expected to understand such things as cargo securement, backing manoeuvres, regulations and paperwork, among many other roles.

One of the best ways to identify the programs which help trainees develop their required skills is to consider the number of training hours. Effectively, the more hours devoted to learning, the better. In Ontario, for example, the Ontario Ministry of Training Colleges and Universities has established a 200-hour training curriculum for the apprenticeship program for tractor-trailer commercial drivers. In Quebec, the training offered through the Centre de Formation en Transportation Routier lasts 615 hours. Pushing further east, the 12-week Atlantic Standard for Tractor-Trailer Training was established in Nova Scotia in 1997, and is now expanding into New Brunswick.

Rather than simply repeating the

same road test used by licence examiners, these training programs devote time in the classroom to explore topics such as Hours of Service regulations, logbooks, air brake designs, cargo securement, defensive driving, vehicle inspections and more. The trainers themselves also need to demonstrate specific levels of experience before teaching others.

But we need to remember that effective training does not end in a school. Entry-level drivers will require support and training from mentors at a fleet level, where they will learn workplace-specific processes and put new skills to work. After all, the context of some lessons only emerges once drivers are on the job.

Drivers who are licensed in the spring may need a guiding hand when they first begin to experience icy or snowy conditions.

Fleets, meanwhile, can rely on the mentors to help evaluate the newest hires, documenting any weaknesses and strengths so that any shortcomings can be addressed.

As strange as it sounds, a tougher barrier of entry will also help to solve the trucking industry's intensifying shortage of qualified drivers. An educated workforce will always be more stable and productive, making the employees more desirable to fleets and insurers alike.

Drivers who are properly prepared for the job will ease the demands on recruiters, too. I know I have met many people who left the trucking industry after a year on the job because they had failed to understand the long days and tough demands of this work.

Today's carriers can no longer afford to hand an untested driver a fuel card, bill of lading and keys to a truck. As a well-worn saying in our industry will suggest, "you hire your problems." This is as true today as it ever was, particularly given the expanding demands of customers, insurers and safety ratings programs.

It is a matter of public safety. Nobody would imagine allowing a doctor, electrician or mechanic to perform their jobs without being properly qualified. A driver who shares a workplace with the general public should meet minimum training standards of his own.

One thing for sure is that the learning process will continue. I have been in the trucking industry for almost 40 years and continue to learn something new every day. Anyone who thinks they know everything might want to consider turning in their keys. ●

This month's expert is Bill Cowan, senior risk services trainer. Bill has served the trucking industry for over 35 years as a driver, safety manager, driver trainer and in loss control and risk management. 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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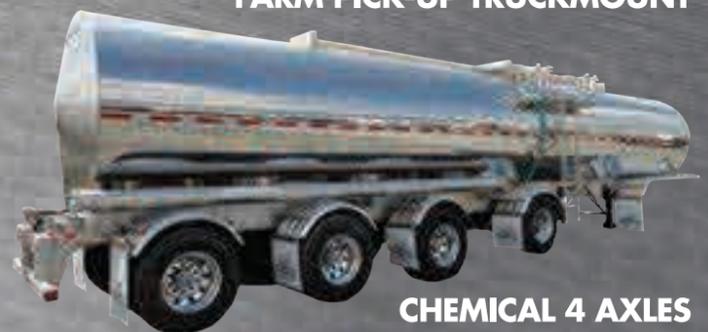
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Tax
Talk

SCOTT TAYLOR



March Tax Madness: Survive and advance

It's now March and since you're an organized owner/operator the only tax-related tasks remaining are to double-check your books and safely tuck away your slips and receipts. Good job! And that'll do it for this month's column. Wait. What?

Why did your wife yell at you this morning? Because she was grumpy after staying up late sifting through a pile of balled-up receipts from last year?

And your stomach is churning because you can't find your books, let alone double-check them?

Staying organized has an up-front cost in terms of time and effort. It's not easy when you work on the road and face a pile of mail when you get home.

But being disorganized costs more. Time and effort are pocket change compared to the toll that a scattered business life can take on your mental health and wallet.

Start out right

If you think your business affairs are out of control, you probably can trace that feeling back to your very first day as an owner/operator.

When you started your business did you contact CRA to register for a GST/HST account? Delays are costly - CRA will backdate registrations for only 30 days. If you bought your truck in Sep-

tember and haven't gotten around to setting up an account, you can say goodbye to most of your GST/HST refunds from fuel, repairs, etc.

What about incorporating your business versus operating as a sole proprietor? Did you actually sit down with someone and discuss which would be better for you? Or did you plow ahead based on advice from buddy-what's-his-name at the shop? There are enough successful incorporated owner/operators out there that something is obviously convincing them make that choice. Are you managing your payroll properly? Gone are the days of paying once a year and letting CRA scoop up your GST/HST refund.

CRA insists on monthly payments for wages paid to employees, which includes you if you're an incorporated owner/operator.

Do you appear disorganized? Late filings, mistakes on tax forms, and ignoring notices are signs that you don't understand how to run a business, or worse, you're in the habit of not following the rules.

From a CRA perspective, where there's smoke, there's fire.

We know one fellow who misplaced slips three times over the past four years and CRA just pounded him with a penalty that is more than the tax he owes. This can easily happen with in-

vestment slips or when you pull money from your RRSP (T4RRSP).

Another owner/operator we now work with got himself into a heck of a mess. He changed from a sole proprietor to a corporation several years ago and never bothered to contact CRA and close the GST/HST account under his sole proprietor name; he just filed zeros when the tax forms came.

Well, this year he and his bookkeeper weren't paying attention and he filed his corporation's GST/HST tax return under his old sole proprietor account. Meanwhile, the guy was making payments into the corporate account but ignoring CRA notices for not filing a corporate return. Before he knew it, bam! He was in collections and moments away from having his bank account seized. When CRA discovers your mistake as opposed to you finding and reporting it, the penalties are much larger. That's because you no longer appear disorganized, you look like a tax cheat.

Digging out

It's easy to blame others for your problems or to conveniently forget how you put yourself in a hole.

We met with an owner/operator who came in upset about owing money to CRA and figured we must have done something wrong when we filed his returns. Thankfully he was willing to sit

and talk it out. I walked him through the 2012 and 2013 tax filings that we just did for him just last fall, showing him all the penalties and interest CRA added onto those payables.

Now everything makes sense. We have a running dialog about tax planning, with steps this owner/operator can take to keep more of what he earns. He's still under tons of pressure to pay what he owes from previous years but at least he understands why.

Three steps

If you do nothing else to get your business life in order, here are three pieces of advice I'd like you to take.

First, open and read your mail. If you get a notice from your accountant, bank, or CRA, or you receive something that involves income or an expense, keep it.

Second, call CRA if you get behind. Their attitude is completely different when you instigate the call.

Third, if you owe tax, pay what you can. Even a small amount every month shows that you know you understand your obligation and that you're making an effort. Paying nothing tells CRA that you may be thinking of skipping town.

If you need help, talk to a qualified accountant. Don't make things worse by ignoring problems or thinking they'll go away. Or that CRA won't notice. ●

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


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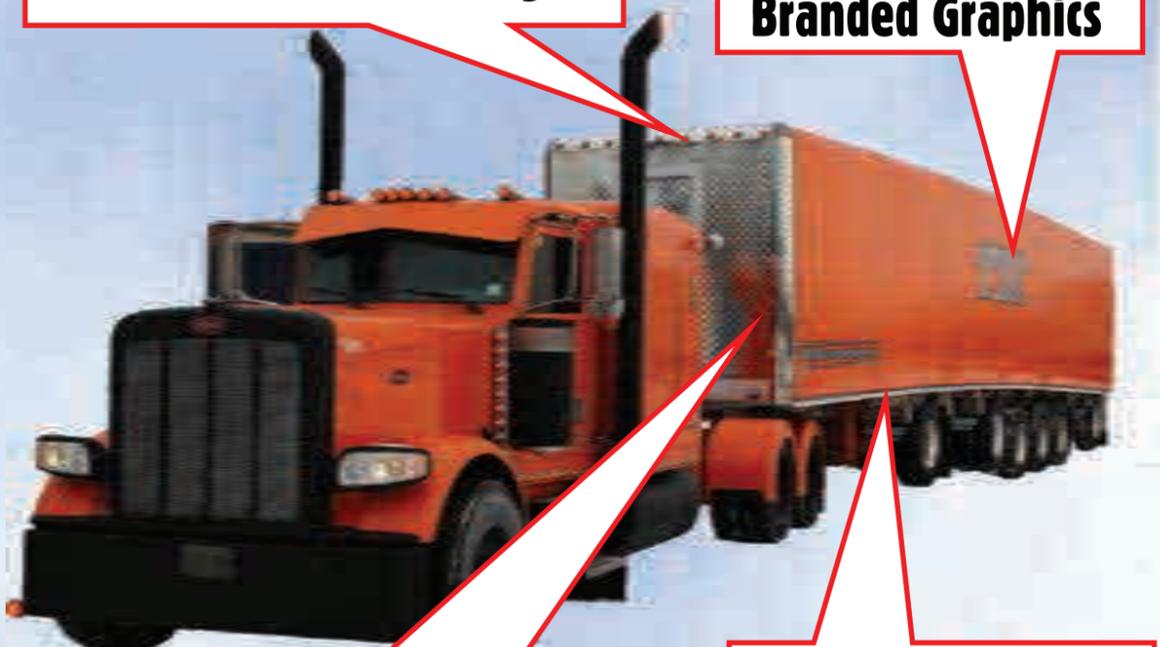
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You say tomato I say tomahto

MARK LEE



Should you be filming that?

Technology in trucking has had a huge impact on the way we do things. Unfortunately, when it goes wrong, that impact can have us sitting in the driver's lounge of a dealership while a computer tries to diagnose what's gone wrong in another computer. As frustrating as that can be, it isn't the only way that technology can impact our lives.

Through other uses of technology we have a choice on how to use it and it appears that making the right choice is a lot harder than you would think.

Take social media as an example - you hit that little blue icon on your device and you can open up a whole world of trucking-related pages and groups. If you have an interest in a particular model of truck,

it's almost guaranteed to have an online fan club somewhere up in cyberspace. You can learn a lot about the subject of your interest and connect with like-minded people.

Yet in the real world it doesn't always work out like this. Far too often, making a post on social media is like setting off a bomb. It doesn't have to be controversial either, the simplest of questions can send people over the cam and the whole thing becomes a cyber battlefield with keyboard warriors taking shots at each other.

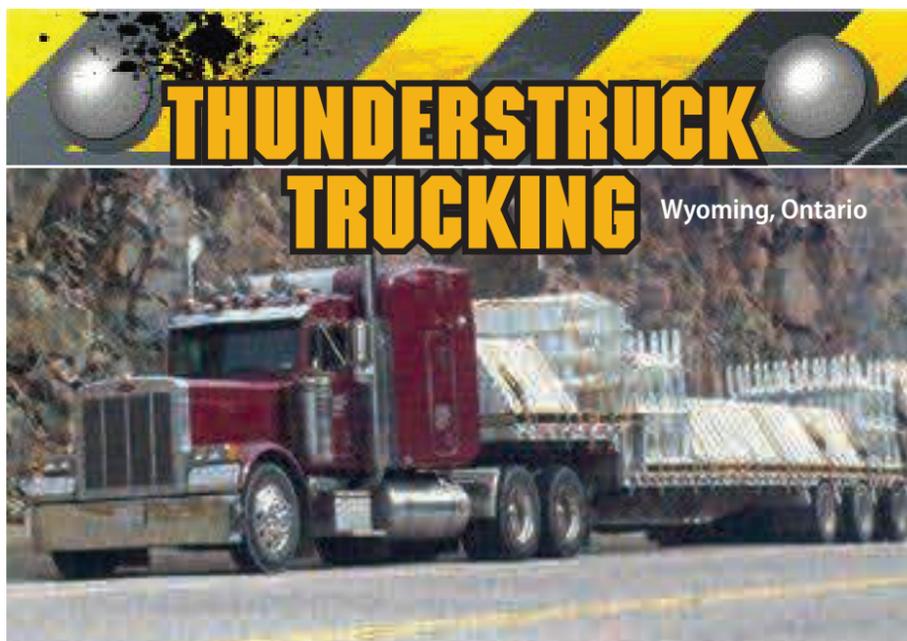
We also have the video uploads and some of them are really bad for public relations. I've lost count of the dash cam videos I've seen where the owner of the dash cam is using the video as a way to criticize other road users' driving, yet the video clearly shows that they are at fault and the whole situation could've been avoided.

There was one recently where a "driver" was heading up the road and having problems passing another truck. The video was edited quite well and there were little speedometers flashing up in the corner of my screen showing me his speed and the speed which the cops would allow you to run.

The driver was on the CB at the time telling everyone about his extensive experience - all six years of it. The speed he was travelling was 100 km/h and the speed that the cops "allowed" was 110 km/h. Now we all know you won't get stopped for a few clicks over the limit and we'll ignore, for a moment, the fact that if something were to go wrong that a video proving you were travelling faster than the posted limit could put you in jail.

This was in Northern Ontario, the

Continued on page 30



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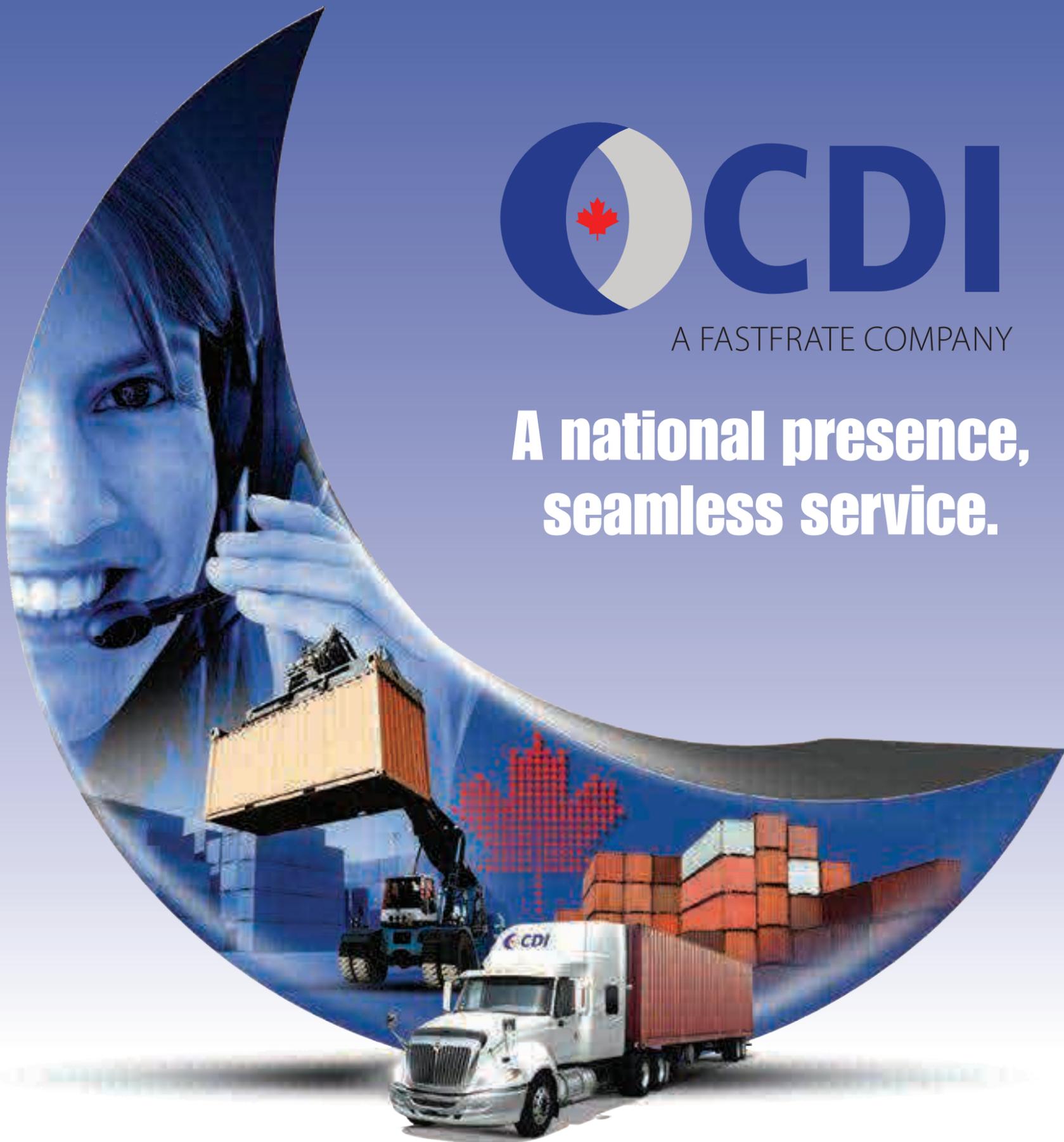
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Be smart before you hit record

Continued from page 28

same province that not only has a 90 km/h speed limit, but also one that requires all heavy trucks to have a speed limiter set no higher than 105 km/h! Now this video is on a server somewhere. If this driver has a problem in the future and finds himself in court then it could come back to bite him on the proverbial....any solicitor would destroy him as it clearly shows he drives in a reckless manner with scant regard to speed limits. We also have videos of drivers struggling to hit a dock or a parking spot in a truck stop.

Instead of getting out and helping the guy, as would've happened in the past, the new thing to do is to film it and make fun of the guy on the Internet.

On the other hand, some of the things I see drivers attempt leave me completely bewildered and I can understand why people chose to film it rather than get out to help - you could seriously endanger your life being within 100 yards of some drivers as they attempt a manoeuvre.

There is an upside to all this technology that's at our fingertips. Personally,

I've joined a few groups comprised of drivers that used to run the same routes I did and I've reacquainted myself with a few old friends. I also take part in a few groups that deal with the present and have updates on road closures and highway conditions as and when they happen. Of course the odd Internet Rambo pops up on them all, but they can just be ignored by scrolling down.

I also download audio books to listen to as I drive. I keep threatening to download some stuff that will teach me something new, but at present I'm just using them for entertainment and they really help pass the time quickly, which is a good thing as my regular route across the Prairies offers little in the way of optical stimulation.

The opportunity to capture my life on the road on video is also a wonderful thing.

Talking to my old friends on the old-timer's groups I belong to has made me wish I had taken more photos of my travels, so I am now always taking videos. They may not seem exciting now, but in years to come when all they are is a faded memory I know that I will be glad that I took them.

Of course another upside to this is that now that I have taken a holier than thou approach to on-board recordings on the Internet, I have to make sure my driving is 100% or I will end up looking a little stupid! 🚫

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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Five Canadian carriers among the Best Fleets to Drive For

Five of the 20 Best Fleets to Drive For are from Canada, as well as two "fleets to watch."

The Canadian winners include: Bison Transport, Winnipeg, Man.; Erb Group, New Hamburg, Ont.; Kriska Holdings, Prescott, Ont.; Liberty Linehaul, Ayr, Ont.; and TransPro Freight Systems, Milton, Ont.

Fleets to watch include Challenger Motor Freight from Cambridge, Ont. and Drive Logistics out of Windsor, Ont.

This is the seventh year of the competition, run by the Truckload Carriers Association (TCA) and administered by CarriersEdge. The competition looks to recognize the carriers that provide the best overall workplace experiences for their drivers.

To be considered, a trucking company must operate 10 or more trucks and be nominated by at least one of its drivers or owner/operators. CarriersEdge then interviews nominated carriers about their corporate direction, policies and programs. They take into consideration: Total compensation package (including base pay, bonuses, vacation, and sick day allotment); health benefits; pension plans; professional development opportunities; career path/advancement opportunities; commitment to employee personal growth; commitment to continuous improvement; team-building and driver community development activities; annual driver turnover rate; and fleet safety record.

"This year, we saw a large increase in the number of companies with retirement plans that included a company match, like a 401(k)," said Jane Jazrawy, chief executive officer of CarriersEdge. "We also noted that many companies are providing mobile devices to their drivers, often with custom mobile apps to go with them. New for this year, we saw a few fleets offering guaranteed pay for their drivers,

similar to the base salary that sales reps or consultants might receive."

When examining the list of winners and Best Fleets to Watch, Brad Bentley, president of TCA, commented: "I'm pleased to see that four of these companies were flagged as Fleets to Watch in the past and five are also finalists in TCA's National Fleet Safety Awards. Clearly, these fleets are doing something right, and their efforts are paying off on multiple levels."

Overall winners in small and large fleet categories will be selected and then awarded at the TCA's convention March 10. The awards are sponsored by Marsh Inc. and Bose Ride.

For more info on the contest visit www.BestFleetsToDriveFor.com.

Canada Cartage buys D.J. Knoll

WHITE CITY, SASKATCHEWAN

Canada Cartage has announced plans to buy D.J. Knoll Transport. D.J. Knoll, based in White City, Sask., is an asset-based transportation provider that specializes in dry and liquid bulk freight.

This addition expands Canada Cartage's significant presence in Western Canada as D.J. Knoll has nearly 100 staff and drivers.

"We're excited to have the staff, drivers and leadership team at D.J. Knoll join Canada Cartage," said president and CEO Jeff Lindsay.

Canada Cartage's vice-president and general manager for Manitoba-Saskatchewan, Dave Tardi added, "This acquisition not only increases our scale of operations in Saskatchewan, but also gives us a strategic entry into the dry bulk and liquid tanker markets. We see excellent growth opportunities in the grain, fertilizer and other commodity markets in Western Canada."

D.J. Knoll will continue business and operations under its existing name and banner, the companies announced.

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Dispatcher, 8 years with Challenger

Right: Mike Foster
Driver, 17 years with Challenger



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Manitoulin buys Hi-Way 13's LTL division

CAMROSE, ALBERTA

Manitoulin Transport has announced the purchase of Hi-Way 13's LTL division. Hi-Way 13 is based in Camrose, Alta. and marks Manitoulin's second acquisition of an Alberta-based LTL trucking company in the last four months. All Hi-Way 13's LTL division employees and assets are included in the deal, including a modern fleet of trucks, tractors, dry and heated vans and a network of terminals in Calgary, Edmonton, Provost, Wetaskawin and Camrose, the company announced. Hi-Way 13 freight is now moved under the Manitoulin Transport banner.

"There are three key reasons for this purchase," said Don Goodwill, president, Manitoulin Transport. "First, Hi-Way 13 is a major player in a geographic pocket of Alberta that we want to have a stronger presence in. Second, their reputation for quality, customer service, and their stellar safety record are all characteristics Manitoulin holds dear. Third, like Manitoulin, Hi-Way 13 has built strong relationships with customers over several decades, which we greatly value and intend to build upon." ●

Class action OT lawsuit allowed to proceed

MISSISSAUGA, ONTARIO

A \$100-million class action lawsuit against Canada Cartage over unpaid overtime has been given the green light to proceed, by the Ontario Superior Court of Justice.

The certification decision determined the case is appropriate to proceed as a class action.

The class covers about 7,800 current and former Canada Cartage employees who have worked there since March 1, 2006 and who were entitled to overtime pay under the Canada Labour Code.

The court in its ruling also found the plaintiff, Marc-Oliver Baroch, is an appropriate representative plaintiff for the class. He worked at Canada Cartage in Mississauga, Ont. for seven years until 2013.

A Statement of Claim alleges Canada Cartage had a policy or practice of avoiding or disregarding its overtime obligations to class members.

The lawsuit was first launched in November 2013.

It alleges that: after Human Resources and Skills Development Canada determined Canada Cartage was not complying with its overtime obligations, that the company deliberately misled HRSDC about the steps it would take to correct its non-compliance; and that for some class members, it's alleged Canada Cartage reduced their pay rates to make it appear they were being paid overtime when their weekly earnings had remained unchanged.

More info can be found at www.canadacartageclassaction.com. ●

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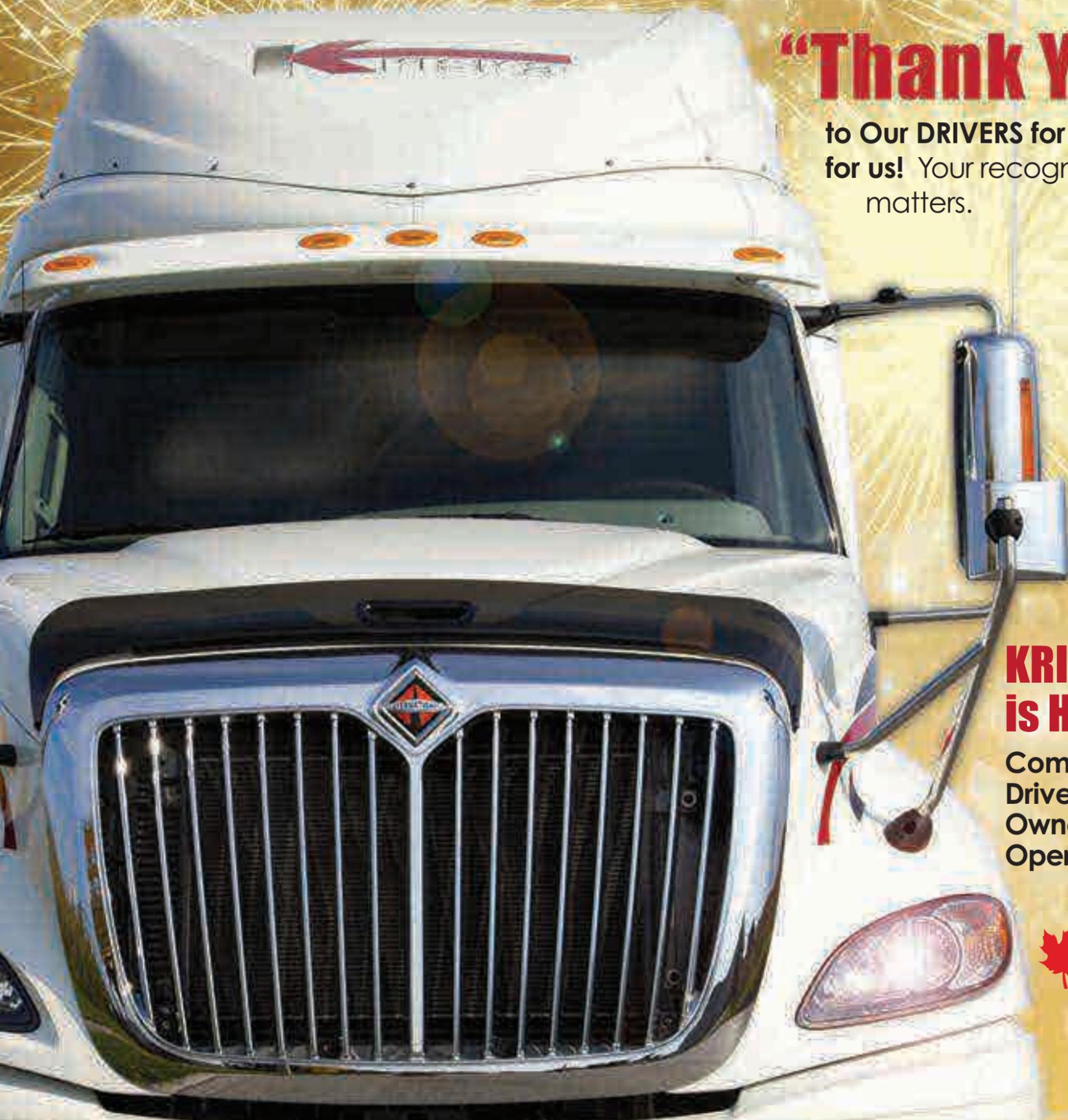
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Juliaan Wellens, an owner/op originally from Belgium and the proud owner of four rare Scania in Ontario, claims Scania blood runs in his veins.

Driving a Scania is 'better than sex,' truck enthusiast claims

By Sonia Straface

BADEN, ONTARIO

Juliaan Wellens gets a lot of attention on the road. No, not because of what he's hauling or how fast or how slow he's going. It's not even because of the bright orange paint job on his truck.

Wellens turns heads and sometimes is the cause for traffic because of his 1992 Scania 143.

For the unfamiliar, Scania's are classically European with an almost flat face that sets it apart from all the conventional North American trucks that dominate the highway. Wellens' Scania is equipped with a V8 engine, a GR900 transmission and a 13-speed gearbox. And he bought it here in Canada just three years ago.

Wellens is currently an owner/operator for Erb Group in Baden, Ont. and has been with the company for more than two years now, but like his truck, his roots are embedded overseas. Wellens is from Belgium and has been driving trucks professionally since he was 17 years old (he is 53 now). He worked and drove over most of Europe hauling food to and from Holland, France, Italy and Spain. He decided to move to Canada when he got a divorce in 2001 (which he says is his "biggest mistake"). He officially moved to Canada in October of 2002.

Two years later in 2004, he locked eyes with a Scania on Canadian soil - a 1986 model 142 at a Mississauga second-hand dealership and the truck won his heart over as it reconnected him with a sense of home.

"A guy from Scotland had already im-

Continued on page 37

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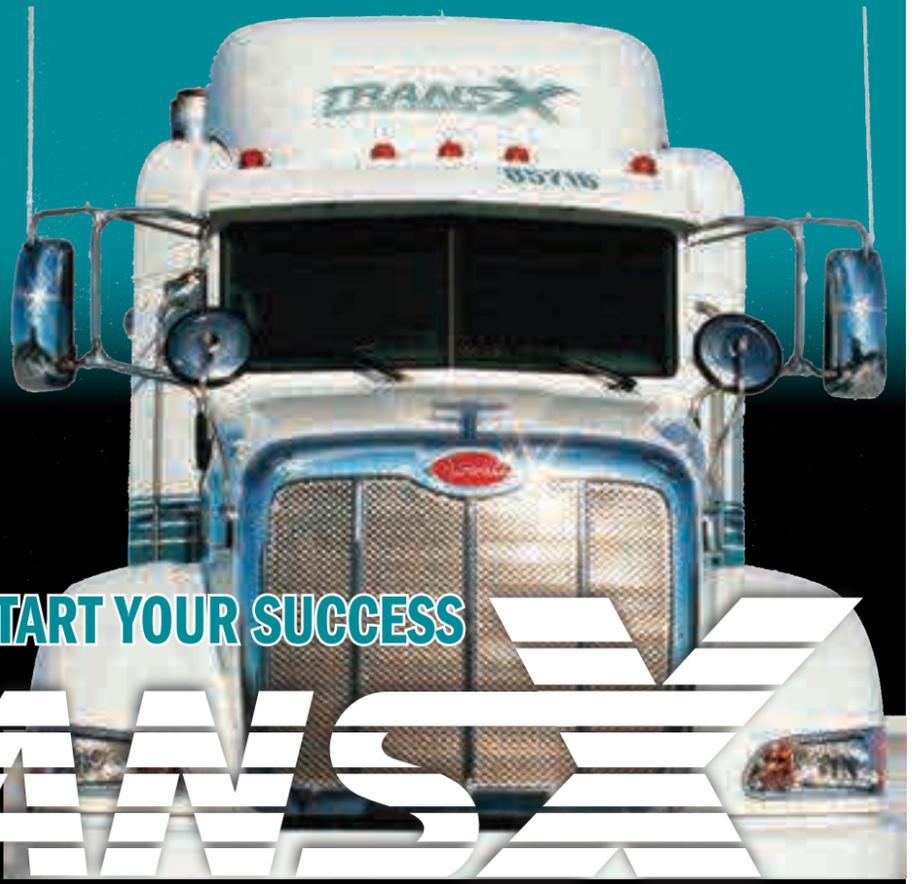
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Rare Scania in Canada turns heads on the highway

Continued from page 35

ported it," said Wellens. "He got kicked out of the country so he put it up for sale. The truck was in an accident because the tie rod was bent so I fixed it up and I still have it."

Wellens says he always loved Scania's ever since his early days in Belgium.

"When I started in 1977 the company I worked for had three Scania's and one Volvo," he said. "One day even though we had a Volvo, I just got stuck with a Scania. And I just loved the sound. I've been driving Scania's most of my life. I love them, I always did and I always will. It's like I have Scania blood in my veins - at least that's what it feels like. I was hoping to bring one here to Canada when I moved, but it didn't work out."

After he bought his first Scania in North America, it was like an addiction and he needed more. In total, Wellens is the current owner of four Scania's, though he only drives the 1992 orange model 143. The others (a 1995 143 with 450 hp and a 1996 model 143 with 420 hp and the 1986 model 142) are up for sale.

"I can only drive one and I hate to see them rusting away," he said. "They are expensive compared to other North American trucks but that's because of the import and they are V8 so they're going to last a long time."

Luckily for Wellens all of the Scania's he has were already imported for him. But he does run into other complications driving a European truck in North America.

"It is a little harder to maintain but once you get to know where to go and you get to know different people and mechanics and dealers it's not bad," he says.

Wellens says he gets a majority of his parts from a dealer in Newark and since his routes with Erb normally take him to New Jersey, it's not that hard for him to keep his truck in working order. He gives a lot of credit to his employer for understanding his unique situation.

"That's the nice thing about working with Erb - they're helping me," he said. "Everything on the truck is 24-volt so I can't just get it fixed on the road. The only major problem I've run into once was when my alternator broke. I can get the parts here but I can't get it fixed. The rims are different too, so it's harder to calibrate my wheels. I can't complain though, even though it's a European truck, I think I'm faster getting back on the road than some North American trucks."

Wellens also says that it's harder to drive the Scania here in Canada because of our incredibly harsh (not to mention long) winters.

"I've got to be more cautious when turning and all that," he said. "Because my fifth wheel is behind my drive axle."

Despite these small setbacks, Wellens says the fuel mileage he gets makes driving the Scania all worth it.

"Last month I got 6.88 miles to the gallon," he said. "I'm averaging 6.5-6.8 miles this year. But I only drive 60 miles an hour. I don't believe in driving fast. I save \$1,000 a month just because I drive a little slower."

Of course this speed causes other drivers to deliver sly remarks over the CB radio or pass Wellens on the highway with a glare.

"Just last week, I was coming back from Memphis and it was a 70 mph

zone," he said. "And over the CB I heard, 'Hey, driver, it's 70 miles per hour not 70 kilometres per hour!' and I just responded with, 'You drive your truck and I'll drive mine'."

Wellens says he normally shuts off his radio because of these types of comments on his speed but that he doesn't care all that much because of the great fuel mileage he gets. He claims the comments he gets from other drivers aren't generally good or bad, but mixed.

"Some people will tell me to get my piece of junk off the road," he said. "But sometimes I'll catch other truck drivers on the highway taking pictures of my truck as I'm driving by them."

He says the craziest experience he's had on the road involving his truck was when one driver in a 70 mph zone, went into the left-hand lane beside him, put



Juliaan Wellens says it's not uncommon for other truckers on the road to drive up beside him and snap a picture of his rig with their cell phones.

his four ways on, slowed down to 55 mph and took out his cell phone to take a picture of his truck.

"I switched on my CB and told him 'You've got to stop doing this. If you want a picture just follow me to the next truck stop and you can have a picture.' But they just want a photo on their cell

phone so they can show their friends," he said. "It's really crazy sometimes but that was just dangerous."

So what does he think of the ride despite receiving comments on the truck's appearance and speed on a daily basis? "It's awesome," he says with a laugh. "Driving a Scania is better than sex." ❁



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Aftermarket distribution methods evolving

By **Sonia Straface**

LAS VEGAS, NEVADA

"It's not your Father's Aftermarket" was the main theme at the Heavy Duty Aftermarket Dialogue held in Las Vegas in late January.

A panel comprised of people in a variety of positions in the aftermarket industry explained what they have experienced through the years and looked at the past, present and future of distribution and the industry as a whole.

The panel consisted of: Amy Kartch, director, vehicle group, global aftermarket, Eaton; Bill Kozek, president, truck and parts, Navistar; Bill Long, president and COO, Automotive Aftermarket Suppliers Association; and Steve Riordan, chairman and CEO, TruckPro. The discussion was moderated by transportation journalist Denise Rondini, who helped kick off conversation.

To get started, Rondini asked what each panelist thought was the most significant change in the last decade in distribution, and unsurprisingly consolidation and technology became the recurring themes going forward.

"I think from my standpoint, there's two big issues," began Kozek. "One of them is consolidation in the dealer network and not only at Navistar but in the industry. It's really the consolidation of the dealer network from the standpoint of, we used to be one- and two-strut stores. Today there are over 100 locations. And their footprint continues to grow. Also, in terms of consolidation is that our customers are consolidated. The big are getting bigger."

He added that technology is changing the product end of things.

"Products are more complex," he said. "Now when something happens, the truck shuts down. In the past you could limp in, today you don't have that luxury. Also, from the distribution network, all of the operating systems are a lot more complex which means you've got to have some intense infrastructure, like people, systems, facilities that you may not have seen 10 or 15 years ago."

Riordan spoke to the aftermarket distribution side of consolidation saying, "When you look at the aftermarket space there's a couple thousand distributors and within that group, the top two, three, four, or five represent less than 10% of the total. While there's been a tremendous amount of consolidation, it's still fragmented."

He agreed with Kozek that technology has also changed the game, as distributors now have to find way to differentiate themselves from the big OEs, who are getting stronger.

Kartch added that from a supplier standpoint, one of the emerging trends she has seen in the last decade is that customers are becoming savvier.

"Our customers want more information on products, and want to know what they can expect in terms of life-cycle," she said. "And that helps (improve) how we communicate and how to share that with our customers."

With all panelists agreeing that con-

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solidation was one of the major changes in distribution in the last 10 years, the question was posed as to whether this was a good or bad trend.

"I can't say it's a good or bad thing, but it's going to happen," said Kozek. "It's inevitable. It does bring up some big challenges for us, because you now have a big network that almost has a certain degree of leverage over the OE and that doesn't feel very good. But from the other standpoint, these public corporations are a lot more sophisticated, but at the end of the day downtime for our customers is the enemy. So, there's positives and negatives but I will say there will be more and more consolidation."

Both Long and Kartch agreed with Kozek, but added that consolidation has made suppliers and distributors better and smarter about the way they do business.

"I would say consolidation has made us be more focused on understanding our markets and our segments," said Kartch. "I think we've done more to really expand what our strategy is and be more proactive in determining what types of programs or products that these segments that are emerging from consolidation really lend themselves to."

One of the more obvious changes in distribution is the evolution of more complex trucks that can affect the mar-

"There are over 400 sensors or reasons that a check engine (light) can come on."

Bill Kozek, Navistar

ket and the way parts and products are distributed.

Kozek discussed how diagnostic technologies on trucks have changed the game.

"The trucks today are so much more complex," he said. "There are over 400 sensors or reasons that a check engine (light) can come on. What the distributors do is figure out, okay what does that code mean? How do I fix it? Do I have the right parts and if I don't have the right parts can I get the truck to the next place where the right part is? (Diagnostics systems) will continue to grow. A lot of drivers see the check engine light go on and they pull over at the side of the road because we've conditioned them to do that but they don't need to."

Riordan said from an aftermarket parts distributor perspective, "We're not seeing a huge change, though, (the emergence of new technology and complex trucks) is requiring a different kind of training for our service and sales people to handle the new parts - especially with the alternative fuel vehicles. It's not quite a trend yet for us."

Kartch added that new, more complicated vehicles will force everyone in the industry to become more educated on each and every truck.

"With the advances in technology, it will require everyone in the chain to have more information about the truck, how it's performing, what went wrong, what will go wrong and then how do you move back into those systems to make sure the product is available and where it's going to be so the truck doesn't spend unnecessary time being down?" she said. ●



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42 NATURAL GAS

Natural gas can grow margins, fleet sizes, panelists claim

By James Menzies

MISSISSAUGA, ONTARIO

A pullback of heavy-duty natural gas engine development may have interrupted the momentum natural gas was enjoying as a potential alternative to diesel fuel, but it has done little to dissuade advocates from believing natural gas is still a better choice in many applications.

Westport's popular 15-litre liquefied natural gas (LNG) engine was discontinued last year, Cummins announced its ISX15 G engine is on hold and most recently, Volvo announced it's suspending development of its 13-litre LNG engine. These decisions could be devastating to the natural gas movement in Canada, where weights in excess of 80,000 lbs – the current limit of the Cummins ISX12 G – are regularly hauled, but guests on a Surface Transportation Summit panel indicated natural gas still has enormous potential as a transportation fuel. Among those speakers was Kelly Hawes, president of Cold Freight Systems, which runs 10 CNG-fuelled Mack tractors in a regional haul application in B.C. He has seen fuel savings of 30-40% with the truck and has found the ISX12 G to be fully capable.

"We're pulling full tridem loads around the Lower Mainland and back with CNG trucks," Hawes said. "But we're also not pulling the Rocky Mountains

with these trucks. Our range is about 350 kilometres, pretty flat for most of it, and there's no problem."

Hawes acknowledged the ISX12 G requires the driver to drop about two additional gears on the hills compared to a diesel, but it only adds about six minutes to a haul.

"For a 30% savings, I'm okay with that," he said. "Performance-wise, there's no problem. We can pull tridem loads if we have to. The drivers don't even notice the difference."

Christopher Hoad, marketing manager with LNG supplier ENN Canada, agreed that while customers would prefer to see higher-displacement natural gas engines available in Canada, they shouldn't be discouraged by current product limitations.

"The momentum is still there," Hoad said. "Of course there was disappointment when we heard that Volvo was pausing, but we're still building stations. We're building a brand new one in Alberta (this) year. The OEMs have paused, and that's a really important point. They haven't cancelled the program, they've paused it. To us, it's not a matter of no. It's just a matter of not yet."

While a lack of fuelling infrastructure has been cited as a reason for the reticence of fleets to transition to natural gas, Hoad said a network is taking shape.

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"I would say we're developing quite well," Hoad said, noting ENN Canada has public fuelling sites in Merritt and Chilliwack, B.C. as well as one in Woodstock, Ont. and more to come online this year. Some fleets have been installing their own private fuelling stations and both Hawes and Hoad said it would be nice to see those opened to the public.

"I think it's really up to industry to work together to make a lot of these stations public access because that's what's going to fuel the growth of the industry and open it up to a lot more fleets," Hoad said.

"If I had it my way, nobody should be able to build a fuelling station without it being a third-party cardlock system," Hawes said. "That's how you get infrastructure and get more people to be able to do this."

Cold Star Freight worked with natural gas supplier Fortis B.C. to open a fuelling site near its terminal, which has been opened to the public. That relationship with Fortis was vital in getting a small fleet like Cold Star, which operates about 40 trucks, to take the plunge. It included a 75% rebate on the premium associated with purchasing natural gas-fuelled trucks; so \$45,000 of the \$60,000 upcharge was paid back to Cold Star, provided it met its CNG purchasing obligations of displacing 400,000 litres of diesel per year.

"That was pretty attractive right out of the gate," Hawes said of the incentive. However, he said that given the fuel savings Cold Star has achieved, he would make the same decision today even without the incentive.

"Knowing what I know now, I would still do it without the incentive in place," Hawes said.

For fleets in the Ontario market where no such incentive exists and the upcharge to natural gas-fuelled trucks is deemed too risky, there's also the option to invest in a dual-fuel system such as that offered by Universal Truck Rental and Alternative Fuels Alternative Solutions. Steve Baty was on-hand at the Summit to discuss the dual fuel solution.

"What it does is, it takes any diesel engine and converts it to run on diesel and natural gas at the same time," Baty said. "There's no component changes whatsoever, it's a bolt-on system. The system costs about \$16,000 and that's installed, road ready. That will save you up to 20-25% net on your fuel costs."

Universal Truck Rental has a demonstration unit available for fleets in the Ontario market to test. The performance, said Baty, is transparent, but the fuel savings are clear.

"You get in the truck and drive it. Nothing changes. When the natural gas runs out, the truck runs 100% on diesel," he explained. "It's just a cheaper form of running your truck."

Shipper-carrier collaboration was one of the themes at the Surface Transportation Summit, and with Hawes speaking openly about fuel savings of 30-40%, he was asked how much of that, if any, shippers could expect to be applied to their freight bills. However, Hawes cautioned that fleets enjoying fuel savings from using natural gas should instead be reinvesting those savings into their operations and not giving it entirely back to shippers.

"Everybody is hearing today about driver shortages and trying to improve the margins of the trucking industry," he said. "Although I think the shipper should share in some of the savings, it's a really tricky discussion, and it should be a discussion that happens between each carrier and their prospective customer. That's the way we're approaching it. No, we're not reducing our pric-

ing because of this, and we're being very public about the savings that we're seeing. However, in turn what we're doing is reinvesting either in more CNG trucks, driver wages, driver training, dispatchers and all that stuff. Trying to get our mar-

ketplace is the cost. Natural gas is less expensive, there's no discussion there," he said. "It's also cleaner and safer," he added, noting drivers don't go home smelling like diesel at the end of a shift. Hoad also said running natural gas vehicles has

before. The other way to look at it is, if I wanted to put that kind of money on my bottom line, the amount of top line revenue that I would have to grow is in excess of \$5 million in sales, which means more staff, more drivers, more buildings, more everything. Or I could buy new trucks, which I need already."

And it's also a good way to fend off competition from bigger players, which are taking a hard look at alternative fuels, Hawes added.

"A few years ago when I was doing this research and saw the big guys who were looking at it like Bison and Robert, I started to panic a little bit because I thought if all the big companies can afford to go with natural gas, they would have a competitive advantage over somebody who was smaller," Hawes admitted. "When the incentive came out with Fortis, I thought this was my opportunity to jump on this because soon it would be the big companies coming into my neck of the woods and being able to reduce costs and pricing and there's no hope I'd be able to compete." ●

“With a 40% savings on 40 trucks, that means I could buy a natural gas truck in cash every three months with the savings.”

Kelly Hawes, Cold Star Freight Systems

gins up to where we believe they should be. With that said, what we're hoping is that there will be savings by reducing our fuel surcharges. That's where it should apply. And we're also hoping that we can maintain or stabilize our rates for the next year, anyway. That's how we're approaching it right now."

Asked why fleets should take a look at natural gas as an alternative to diesel fuel, Hoad gave several reasons: "One ob-

helped carriers secure contracts with environmentally conscious shippers.

However, Hawes may have had the most compelling reason to make the switch. He indicated the fuel savings will help him grow his business.

"The way I put it, with a 40% savings on 40 trucks, that means I could buy a natural gas truck in cash every three months with the savings," Hawes said. "I can't do that with the margins I had

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Meritor expands product lines, launches Service Point at HDAW

By **Sonia Straface**

LAS VEGAS, NEVADA

Meritor has expanded its air disc brake and wheel-end product lines and introduced an updated parts catalogue.

"Air disc is starting to evolve, we see certain vocations moving to air disc, we see some fleets running drum on back, disc on the front," said Tim Bauer, director, remanufacturing for Meritor. "To maintain our brake leadership, we're announcing today a creation of an all-makes air disc brake portfolio. We've added roughly 150 part numbers initially to cover the most popular models of air disc brakes running in North America."

Aaron Bickford, director, brake and wheel end for Meritor added that as more vehicles become equipped with air disc brakes, the need for replacement products is on the rise.

"These additions to our genuine and all-makes portfolios create a dynamic supply of aftermarket parts and strengthen our aftermarket industry leadership," he said.

In addition, Meritor announced the launch of new, revised catalogues that contain more product detail and make ordering a faster and simpler process.

Meritor also added three new products to its wheel-end line.

The company has rolled out the Doctor Preload Bearing Adjustment tool, Temper-Loc spindle nuts and Meritor hubcaps.

When used together, the Doctor Preload tool and the Temper-Loc nut system helps fleets set a light bearing preload on each of the wheel-ends, Meritor claims. According to the company, the tool is easy to use and requires very little training.

"It's a product that allows the fleet customers in North America solve one

of their biggest problems," said Bauer, "cost of tires. And it changes the game because it allows those customers to use tools and the locking nut to actually create a preload condition on the bearing. The Temper-Loc nuts combined with the Doctor Preload tool allowed technicians to go and set a light bearing preload on each of the wheel ends. It reduces seal failures, reduces ABS faults but most importantly, it increases tire life."

In addition, Meritor announced a new line of hubcaps to add to its wheel-end replacement products.

They can be purchased with a vented plug or poly for hub odometer applications. Meritor also announced it is expanding its Euclid brand suspension line. The expansion will add 200 new parts to the portfolio of more than 2,000 in-stock parts.

"Euclid has been an invaluable part of the heavy-duty aftermarket for 75

years, and the expanded suspension line continues our heritage of offering quality products in the unmistakable yellow packaging," said Terry Livingston, general manager, category management, aftermarket for Meritor.

Bauer added there is a vision for 300 new parts to be added to the portfolio in the near future with a variety of price points and applications.

"We are trying to serve all makes and all models of everything running in North America," he added.

Also, Independent Service Garages can now get the Meritor seal of approval through a new program announced at Heavy Duty Aftermarket Week.

Meritor announced it will launch a network of Meritor-approved repairs shops, called Meritor Service Points, with Independent Service Garages (ISGs) across the US and Canada.

"What Meritor Service Points is, is a way for us to connect and have an affinity for the Meritor brand," said Livingston. "The way in which this would work is, we get recommendations from our current distribution of those folks who have ISGs as part of their network."

The companies will be vetted to make sure they meet the quality and standards set by Meritor. If approved, the garage will become a Service Point. Those approved ISGs will carry Meritor signage and will promote all of the company's brands like its AllFit and Green series. The garages will also get product training and extensive technician training to ensure greater brand awareness.

"Fleets taking their vehicles to a garage approved for the Meritor Service Point program will benefit from Meritor parts that are engineered for quality and installed by technicians trained with Meritor's deep product knowledge," said Livingston. "ISGs will continue buying Meritor products directly from our distributors, who will benefit from greater revenue growth opportunities."

To qualify for the program, ISGs must have tools and equipment for Meritor-approved services and technicians must train with Meritor. They also must buy Meritor components from approved distribution partners. ●



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Penske opens used truck dealership

MISSISSAUGA, ONTARIO

Penske Used Trucks has announced the opening of a new dealership in Mississauga, Ont.

It is located at 1610 Enterprise Road, Unit B. Hours are 8 a.m. till 6 p.m. Monday through Friday and 10 a.m. till 2 p.m. Saturday. The phone number is 905-696-7775.

Additional locations have been opened in Dallas and Atlanta.

"These commercial truck dealerships have proven to be an effective sales channel for our company," said Jack Mitchell, Penske vice-president of remarketing. "We are picking strong truck resell markets when deciding on new locations. The centers complement our Web site, call center and Penske dealer representative sales efforts." ●

Fleet Engineers looks to increase visibility

By Sonia Straface

LAS VEGAS, NEVADA

Fleet Engineers, a manufacturer of aftermarket parts, has gotten a major facelift. The company announced it has rolled out a new, updated corporate logo and has released a new mission statement and updated its values in order to execute its vision of going from a quiet company to a major player in the aftermarket industry.

"(For more than) 50 years we've been a rather quiet company, we haven't spent much money on advertising, but we have spent a lot of money on literature, product development and reinvesting in plant equipment and people," said Wes Eklund, president and CEO of Fleet Engineers. "We've got a tremendous amount of infrastructure built, a good product line and we're now just trying to pull it all together and let everyone know what we have and create the relationships that'll take us to the next level."

Eklund added that his vision is to more than double the size of the business in the next five years. In order to fulfill this optimistic goal, Eklund said the company has hired a new experienced quality manager, a new supply chain manager, new engineers and Ken Griswold, the company's new v.p. of sales and marketing.

"(Ken's) here to take us to the next level," said Eklund.

Griswold joined Fleet Engineers in September and since then has helped the company in many ways, but most importantly, he has assisted in refreshing the brand since it wasn't a priority for the company since 1992 when it released a new logo, Eklund

Volvo achieves record Canadian market share

GREENSBORO, NORTH CAROLINA

Volvo has declared it achieved its best Canadian market share ever in 2014, at 15.3% of the heavy-duty retail market.

The data was compiled by the Canadian Vehicle Manufacturers' Association and HIS Automotive. Volvo controlled 12.4% of the combined US and Canadian heavy-duty retail market in 2014, which was also an all-time high for the company. Volvo attributes its success to its fuel-efficient products and uptime services.

Its share was up 2.2% in Canada on the year, with a retail volume of 4,510 vehicles compared to 3,652 the year before. In the US and Canada combined it sold 31,065 trucks in 2014, up from 24,310. Its US market share grew 0.8% to 12% in 2014.

"This achievement is evidence of the market's acceptance of our aerodynamic trucks, fuel-efficient powertrains and commitment to maximizing Uptime support for our customers," said Goran Nyberg, president of Volvo Trucks North American Sales and Marketing. ●

explained. His work on the image of the company was completed in just 16 weeks.

"It was time for a freshen-up," said Griswold. "So we softened up on the edges (of the typeface on the logo), and for the digital properties we really wanted to get the FE boxed up a bit more because for digital stuff, you need those type of standalone features."

Griswold added that it's always a good idea for a company to refresh its brand and look every 20 years or so.

"It really gives a fresh look to things," he said. "But we didn't want to change it too much so that (people)

didn't recognize it."

As well, in 16 weeks, Griswold and Fleet Engineers produced a new product catalogue.

"We have all-new product line literature," said Griswold.

The company also announced that it will be rolling out a new Web site in the next few weeks, and it will be advertising in trade magazines in the future.

In addition to the new brand image, Fleet Engineers took time at its press event to publicize that it has formally partnered with Freightliner's Team Run Smart Pro, and dedicated fuel efficiency pioneer, Henry Albert.

Albert owns Albert Transportation and has been using the company's SmartWay-verified advanced air slipper side skirts and AeroFlap mud flaps for more than three years. The company hopes this partnership with Albert will help increase product development opportunities and help improve Albert's goals when it comes to fuel efficiency. ●

"Working with Henry and Freightliner's Team Run Smart on this initiative is a great fit for us," said Griswold. "We have recently realigned our product line offering and are focusing on increasing our value proposition to the market through our aerodynamic solutions, door systems, spray control, and parts and accessories for trucks and trailers. Our mission is to enhance overall efficiency for fleets."

Albert also commented on the partnership: "My goal is to do as well as I possibly can on fuel. I'm working with Fleet Engineers because we have a mutual commitment to creating greater efficiencies without sacrificing performance. For example, the ideal configuration for a side skirt is to push it down as close to the road as possible, but there's the practical issue of being able to operate the truck without damaging the side skirt. By working with me and other operators, the Fleet Engineers team is able to offer the perfect blend of maximum efficiency and maximum usability." ●

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Trison Tarps buys Rock Hard Liners

BRANTFORD, ONTARIO

Trison Tarps continues to grow, most recently acquiring Rock Hard Liners. "With a focus on excelling in customer service, Trison Tarps now has the ability to offer a one-stop location for tarping and liner needs," the company announced in a release. "Founder and president of Trison Tarps, Paul Vandenberg has always maintained a strong focus on customer service and this new product offering will allow Trison Tarps to provide quality liners at competitive prices." John Gerritsen of Rock Hard Liners joins the Trison Tarps team. Trison operates a new 48,000 sq.-ft., seven-bay facility, complete with well-stocked showroom. It is located at 33 Kippax Court, Brantford, Ont. ●

Ryder leasing female-friendly truck

MIAMI, FLORIDA

Ryder System announced recently that it will offer a female-friendly vehicle package for lease. This offer is the first of its kind in the industry, and includes 15 unique specifications to better meet the needs of female drivers. It will also help many male drivers in the industry.

Options and features of the truck include adjusted height and placement of grab handles, hood lift/closure assistance and automatic landing gear operators for trailers.

"Ryder is one of the largest purchasers of heavy-duty trucks in North America and has a great deal of visibility into the needs of the professional truck driver," said Steve Schmotzer, regional fleet manager, Paccar. "There really is no one in a more suitable position to provide feedback on this issue to manufacturers than Ryder. We are

proud to support this initiative, which is critical to addressing a pressing industry need."

Ryder believes that women may be the solution to the driver shortage which is expected to reach 239,000 by 2022. Currently, in the US, less than 5% of driver drivers are women.

"This custom truck package is not only more ergonomically friendly to women, but will also benefit other drivers with the same types of needs," said Scott Perry, vice-president of supply management and global fuel products, Ryder. "Our intent is to not only help attract more women to the industry, but also to make the vehicles easier and safer for a broader range of drivers to operate."

"As an industry leader, we feel a responsibility to leverage our influence and find creative ways to deal with the professional truck driver shortage." ●

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SAF-Holland reveals Parts on Demand electronic catalogue

New tool looks to provide customers with faster, easier access to parts information

By **Sonia Straface**

LAS VEGAS, NEVADA

To help modernize the way parts are ordered, SAF-Holland has brought digital life to its parts catalogue.

At its press event at the Heavy Duty Aftermarket Week in Las Vegas, SAF-Holland introduced its aftermarket Parts on Demand (POD) electronic parts catalogue that operates like a typical shopping Web page.

"We are now starting to see more of our customers starting to be highly interested in better, quicker, more efficient ways of finding parts information, giving information to their customers sooner, hopefully in real-time," said Juan Hernandez, international marketing and sourcing manager, aftermarket business unit, SAF-Holland. "Knowing that, we want to make sure we provide our customers with the right tools. That's why we decided to launch what I consider one of the most powerful tools out there right now in the heavy-duty aftermarket parts industry."

With the launch of POD, distributors now have access to more than 15,000 assembly numbers, and 15 years of sales data at their fingertips. Customers can search products, view the availability and price and order parts all within a few clicks and without having to pick up a phone.

"We loaded 15 years of sales history of SAF-Holland on POD," Hernandez continued. "We very carefully studied every suspension that, in the last 15 years, our company has sold and has put in the OE channel. We did the same with the fifth wheel assembly...we did the same thing with the landing gear, and we did the same thing with every single product line that we have. All that important information has been loaded into POD from the last 15 years. It doesn't mean we have outdated information there, but there is information there that is still very important."

Hernandez went on to say that when developing POD, a large focus was placed on the Web site being easy and quick to use.

"It has to be easy tool to use, otherwise they're not going to use it," he said. "And it's pretty simple. It's going to make our customers' lives easier."

Members of the press invited to SAF-Holland's media event were allowed to watch a real-time demonstration on how POD works. Customers have to simply log in using a username and password for the electronic catalogue and then search for the part needed using the POD's search tools.

The tool, which Hernandez claims has been developed over the last two years, allows customers/distributors to find parts information, price and availability, download parts manuals, get warranty information, cross-reference (if a part become obsolete or if a part has been replaced with another) and order online.

SAF-Holland also says POD will be launched as a mobile platform (application) in the second quarter of this year.

Carl Mesker, vice-president, after-

market business unit, SAF-Holland said that POD was part of the company's commitment to service the needs of its aftermarket customers. In addition to POD, SAF-Holland has developed an aftermarket sales team across North America that is to grow within the year, rewritten the aftermarket parts catalogues in a form that made sense, and has created a distribution warehouse in Cincinnati, Ohio.

Though American customers have access to the POD catalogue today, Canadian customers will have to wait for the program to be ready for next quarter, at the latest by the end of 2015. ●

Ontario Capacity dealer wins award

LONGVIEW, TEXAS

Capacity of Ontario has won the first annual President's Award from shunt truck manufacturer Capacity.

"When Capacity of Ontario took over the market nearly three years ago, they didn't miss a beat," announced Jerry Looney, national sales director for Capacity. "They have been a perfect fit for us and encompass every aspect of a dealer we could ask for. We strongly believe their success is due to their complete offering of new trucks, used trucks, one of the largest shunt truck rental fleets in the Ontario and complete leasing options. They have aggressively marketed the Capacity brand and executed their strong sales strategies for our product. Capacity's positioning as the premier shunt truck manufacturer in the Ontario market continues to hold one of the strongest market shares for us."

The award was presented to dealer principal, Jeff Kirby, and vice-president of sales and operations, Michael Kirby.

"We're humbled and happy to be recognized for this achievement from Capacity," said Jeff Kirby. "It's our 39th year in the trucking industry and much of this achievement is due in part to Michael's hard work in the field which has reaped this reward. I also believe that this success is based on the impact that Allied Specialty Vehicles (ASV) has made with Capacity in guiding them in the organization and focus of their business plans and objectives – all which transcends into the dealer channel. Their investment is making a huge difference within its customer base."

Capacity also took the opportunity to unveil a new terminal truck, dubbed Sabre. We'll offer a closer look at it in the next issue. ●



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Navistar eyes growth in medium-duty, severe-service

By James Menzies

LISLE, ILLINOIS

On Feb. 4, Navistar held its first Analyst Day since February 2012, when the previous regime was still steadfastly defending its EGR-only emissions strategy. The hosting of an Analyst Day this year, and the debut of a new marketing slogan 'It's Uptime at International,' (see pg. 52) suggests the truck and engine manufacturer has begun a new chapter and put behind it some of its most challenging times. There was plenty of optimism on display as the company walked visiting investment analysts and trucking journalists through its latest developments. Here are four key takeaways:

Streamlining repairs

Navistar executives had lots to say about the company's OnCommand Connection remote diagnostics platform. While most OEMs already offered something similar, Navistar came to market with its system in a different way, offering all-makes coverage and not committing itself to a single hardware provider.

"We're (hardware) agnostic," explained Mike Cerilli, vice-president and general manager of OnCommand Connection. "Every other manufacturer has chosen a hardware provider. We have partnered with the largest and most significant hardware providers in the industry and we cover 90% of those customers in the industry who already have telematics. And we look at all makes and have visibility into competitive brands. Most of our customers have multiple brands of trucks - very few have a single-source OEM provider."

There are currently more than 80,000 trucks being monitored by OnCommand Connection, Cerilli said, with the hope of reaching 150,000 units by the end of the year.

This allows Navistar to produce "health reports" on its customers' vehicles in real-time. It also helps International dealers better service trucks when they require attention, by determining in advance of the truck arriving at the shop what parts are required and what work needs to be done. These "health reports" can also be pulled from trucks not connected to OnCommand Connection in as little as five minutes using a handheld tool.

Navistar currently is producing about 250,000 such health reports each month, which are then stored in a portal for future reference - something Navistar says is unique to the industry.

The company has also streamlined repairs through improved product design. Previously, the high- and low-temperature EGR coolers were assembled as a single unit, connected by a valve. Fixing any of those three elements required a \$2,000 repair lasting seven hours. A redesigned system now allows the individual components to be repaired without pulling the entire system from the vehicle - a job that can now be done for as little as \$460 using a new tool designed by Navistar.

Product improvements

While Navistar has been busy with its transition to an SCR engine line, it has made some subtle enhancements to its products to reduce weight and lower production costs. Its transition to SCR has allowed it to move to a smaller EGR cooler and cooling package, reducing weight by about 50 lbs.

Chet Ciesielski, director of engineering with Navistar, also indicated the chassis fairings were simplified and the material used in their construction optimized to reduce weight. Mounting brackets were shrunk or eliminated for further savings and a one-piece fairing design was adopted. The upper section of the skyrise sleeper was redesigned to remove about 72 lbs of weight, without impacting driver comfort, Ciesielski said. Navistar also reduced the amount of precious metals within its diesel oxidation catalyst, without any impact on the system's performance, Ciesielski indicated. And the DEF tank was sourced from a global supplier reducing weight by about 10%.

Growth in severe-service

Steve Gilligan, who oversees Navistar's severe-service truck segment, sees an opportunity for growth this year. The segment is traditionally quite steady, Gilligan noted, because

of its diversity. Standing before a stock WorkStar set for delivery to a Canadian dealer, Gilligan said the severe-service segment is defined not only by application, but also region and customer type.

Canada, for example, represents among the largest populations of one- to 25-unit buyers.

"Having the largest dealer network gives us the largest opportunity to re-establish share in this (fragmented) market," Gilligan said. He also said he's upbeat because Navistar is starting from a strong market share position in many regions. And it's also somewhat insulated from sharp declines in the Western Canadian oil and gas segment, where International has not traditionally been among the strongest players.

The key to Navistar's resurgence in the severe-service market will hinge on its ability to land sales with state/province, county and municipal governments, Gilligan explained. He said he's optimistic the company will do

so because of its bodybuilder-friendly Diamond Logic multiplex wiring system and the stronger relationships it is forming with leading equipment manufacturers such as McNeilus, having divested itself of competitor Continental Mixer. Navistar has also re-established training for its salespeople with various body-builders so they can better sell and integrate with their products, Gilligan said. Finally, Navistar now has full SCR engine coverage for its severe-service line, including the Cummins ISB and International nine- through 13-liter engines.

Medium-duty optimism

Navistar may be most bullish on the potential for growth in the medium-duty segment, where its DuraStar was traditionally a dominant player. The company is expecting to obtain 25-27% of the medium-duty market in 2015, which would represent an increase in sales of 5,000 units - or 35%. The company says its DuraStar production quality is currently the best on record. ●

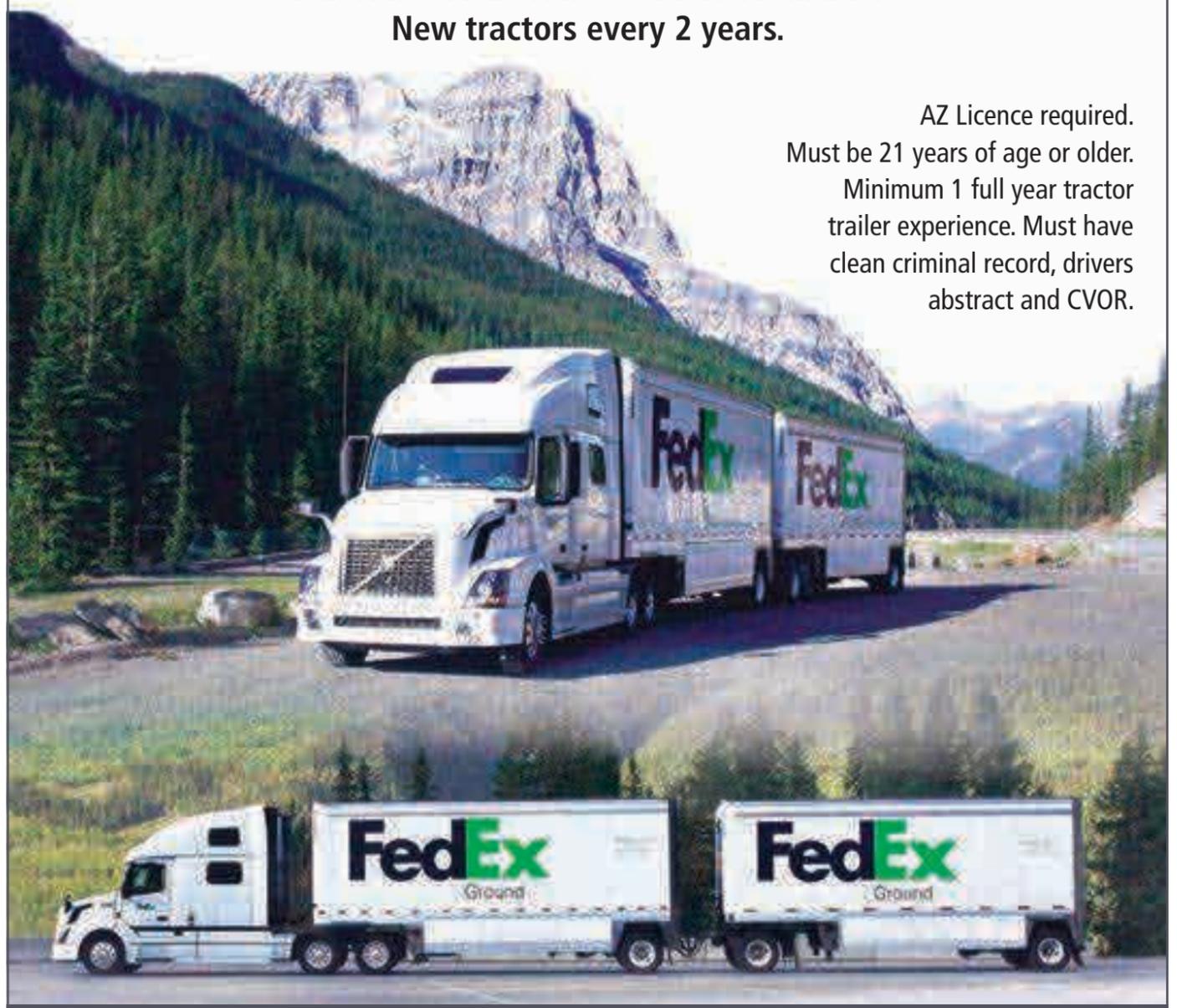


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Looking back (and ahead) at the aftermarket evolution

Heavy Duty Aftermarket Dialogue examined how the business is evolving and touched on growth potential for the Canadian market

By **Sonia Straface**

LAS VEGAS, NEVADA

A lot has changed in the aftermarket industry, which inspired the tagline at the Heavy Duty Aftermarket Dialogue this year: It's not your father's aftermarket. In a session to outline the industry's perspective and outlook, Stu MacKay, president of MacKay & Company and John Blodgett, v.p. sales and marketing at MacKay & Company, discussed the changes in the aftermarket over 40 years.

"This truly is not your father's aftermarket," echoed MacKay. "Many of the processes we use, and the basic fundamentals are there. Certainly cataloging has changed, parts identification has changed, but the distribution system has gone through major consolidation both on the OE side, the dealer side and on the independent distribution side. There's much more technology and it's much more complex. What we want to focus on is how many vehicles are out there? Because that's what drives the aftermarket today."

He went on to say that the medium-duty market has not grown in 40 years. "All the growth has been on the Class 8 side," he said. "The Class 8 universe has more than tripled since 1974 - we've gone from under a million to nearly three million."

The other two major changes MacKay noted were the decline of owner/operators in the market (in 1974 they comprised 10% of the operating universe and today it's at 6%) and the shift away from companies being heavily dependant on outside engine suppliers.

"It's becoming increasingly challenging for a lot of businesses to define themselves as owner/operators and survive in the trucking environment

that we have in 2014 and 2015," he said. "And another major change we've seen in the last couple of decades is what's happened in the Class 8 engine business. If you look at 1986 as an example, aside from Mack, which has been for decades all Mack engines and chassis, almost everybody else was heavily dependant on outside engine suppliers, like Cummins, Caterpillar and Detroit. When you compare that with the most recent 12 months, it's a totally dif-

ferent picture. Today, it's either captive or it's Cummins. The point is the trend is significant. We've moved significantly from independent engine supply...to much more heavily captive componentry."

To speak more about the outlook of the industry was Blodgett, who noted

service and it helps with the aftermarket," he said.

He added that the sweet spot is for vehicles between the ages of seven to nine years, when vehicles have the highest parts consumption.

As far as the outlook, Blodgett said the US can look forward to fairly steady growth in the next five years. In 2019, research shows that the market demand will reach US\$32.43 billion (up from 2014's \$26.19 billion).

He noted that Canada can expect some growth as well in the coming years.

"We do the same types of surveys in

Canada with Canadian fleets," he said. "The size of the aftermarket in Canada is just under \$4 billion (CAD). And it doesn't have as much growth, but there is to be a bit of growth there. We're looking at about \$4.3 billion in 2019." ●

"The average age for Class 8 vehicles is at a high point and that's a positive for the aftermarket."

John Blodgett, MacKay & Company

that 2014 and 2015 is in the "sweet spot" of the aftermarket time frame.

"The average age for Class 8 vehicles in the US is at a high point and that's a positive for the aftermarket - older vehicles require more parts and



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Navistar sets out to become uptime leader

'Uptime is our new mission,' Navistar CEO Troy Clarke declares at Analyst Day

By James Menzies

LISLE, ILLINOIS

Navistar International is confident a new focus on uptime will differentiate it in the marketplace and help it rebuild some of its eroded share.

The company announced a new marketing campaign at its upbeat Analyst Day Feb. 4, centered around the tagline: "It's Uptime at International."

This was the first Analyst Day Navistar has hosted in the past three years, and president and CEO Troy Clarke said there was positive news to share.

"I'm personally convinced our best days are just ahead," he said, noting the

company has completed the equivalent of 10 years' rebuilding over the past two years.

"Our transition to SCR is essentially complete," he said. "We have a full portfolio of emissions-compliant trucks available for order...they were launched on time and on budget and the data shows these are the best quality trucks we've produced in over a decade."

Clarke admitted Navistar's mission to regain market share "hasn't happened as quickly as we had hoped," but he said truck volumes are recovering. Clarke said the company needs to develop a "sustainable competitive advantage" and has identified uptime as an area where it can outshine the competition.

Navistar has set out to immediately reduce dwell time at its dealerships by 25%, according to Michael Cancelliere, senior vice-president, global parts and customer service.

"This 25% reduction is not the end goal, it's a start," he said. "You have to start somewhere. I think customers will be glad to see any improvement because it's an industry-wide problem."

The enabler to this improvement is OnCommand Connection, Navistar's remote diagnostics platform, which allows it to monitor vehicle health in real-time and then advise the operator on the most appropriate course of action when a fault code is detected.

Navistar says its program is unique because it's an open architecture system that can be operated on a fleet's existing telematics platform and also because it covers all makes of vehicles. The system has been in the market for just a

year and already it is monitoring about 80,000 trucks - about half of which are non-International brands.

This is beneficial for dealers, because they can direct even competitor-built trucks to their own dealerships for service, and it also allows the company to reduce service time by having trucks arrive already diagnosed and assured the needed parts and bay space are available.

"We believe we can gain a competitive advantage by being the uptime leader in our industry," Clarke said. "Uptime is our new mission."

Navistar International is looking to boost sales volumes this year, especially in the medium-duty segment.

Bill Kozek, president, truck and parts, said there's reason for optimism, singling out the Canadian market where International saw in the previous quarter its highest order intake since 2006. Kozek said Navistar is projecting 2015 industry-wide Classes 6-8 demand (including school buses) of 368,000 units, up from 342,000 units in 2014.

He said International wants to grow its medium-duty sales by an additional 4,000-5,000 units this year and is "confident we'll regain our leadership position" in the segment.

Kozek said Navistar plans to increase its on-highway truck sales by 1,000-2,000 units in 2015 while it will see modest growth in vocational truck demand. Kozek said the International WorkStar is getting a major overhaul inside and out, marking the most significant investment in the truck in 15 years.

Persio Lisboa, president of operations for Navistar, hinted of other new products that will be brought to market over the next couple years, based on its Project Horizon program.

Denny Mooney, product development with Navistar, said the new modular strategy will allow the truck maker to take cost and weight out of its entire line of trucks, while also improving aerodynamics and fuel economy.

"These trucks are in the pipeline as we speak, and will begin rolling out late next year and the following year," he said. ●

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How Navistar solved its EGR problems

By James Menzies

LISLE, ILLINOIS

It's no secret that Navistar International had its share of EGR-related failures as it attempted to meet EPA10 emissions standards without the use of SCR exhaust aftertreatment. The company very candidly addressed the issue at its Analyst Day Feb. 4, and offered a full explanation of the fix it has implemented.

Tim Shick, vice-president of sales support with Navistar, said most of the problems could be traced to the turbo air control valve, which connects directly to the engine's electronic control module (ECM). The ECM, very importantly, would dictate via that connection how much fresh air should be supplied to the engine and for how long, as well as how much hot exhaust should be supplied and for how long, to effectively reduce emissions.

A better-designed EGR system has resolved issues related to Navistar's turbo air control valve.

However, constant vibration and wind underneath the hood would cause the connection to become loose.

"When this began to fail, it didn't become totally dislodged," Shick explained. "The truck went down the road and the connector moved around due to vibration and wind under the hood and through a process called 'fretting' would wear these pins down to the point where it would connect intermittently."

The intermittent connection would cause the device to "overfuel" the engine with sooty exhaust, which first went to the EGR valve. Exacerbating the situation, the shaft on the EGR valve was prone to failure, allowing in a free-flow of soot-saturated exhaust.

"What usually happens is you get an open flow of exhaust coming in at will, which is full of soot, because the engine is not combusting all the fuel completely and it goes into the EGR coolers," Shick explained.

Next thing you know, the exhaust manifold, valve and coolers inside the EGR housing are filled with soot. Fuel economy deteriorates, a dashboard light comes on and the truck needs to be taken out of service.

This was problematic with engines produced in 2010 through 2012. However, by 2013 Navistar had identified the problem and taken steps to address it, Shick explained.

For starters, it hardwired the connection from the turbo air control valve to the ECM so that it could no longer shake free and lose its connection as a result of over-the-road vibrations. It also made the EGR valve shaft 30% larger and less susceptible to sticking.

Navistar also removed some sharp edges from within the system that were causing premature fatiguing and cracking of components. It also redesigned the EGR cooler, providing more room for exhaust gases to flow.

Navistar says the improvements have dramatically reduced warranty claims. It now updates used trucks taken in through its Diamond Renewed used truck reconditioning program to implement the improved components. International MaxxForce engines built in 2013 and after will already come with the fix.

An International dealer can determine whether pre-2013 engines have been updated with the improved parts. ●



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Western Star boss to retire; Polaris names new v.p.; Carrier Centers honours a long-time tech; and Alberta's finest drivers are knighted.

Western Star boss **Michael Jackson** is retiring March 31.

The general manager of Western Star Truck Sales has held that position since 2009, and has spent 10 years with the company in various other roles.

"The Western Star is a brand on the rise, and that is a tribute to the people who have dedicated themselves to providing a superior truck to our customers. I take great pride in being a part of Western Star's success," said Jackson. "Working for Daimler Trucks North America has been an important part of my life, professionally and personally. I am pleased to retire and leave the Western Star brand in the capable hands of my successor **Kelley Platt**."

Platt takes over the position April 1. She has been with DTNA since 1989, most recently serving as president and

CEO of Thomas Built Buses.

"I am excited by the opportunity to lead Western Star and look forward to exceeding each and every customer's expectations," said Platt. "The Western Star team is passionate about everything they do and it is my pledge to continue to inspire them to deliver the industry's most innovative, tough-as-nails trucks that is synonymous with Western Star."

Meritor has announced **Tim Bauer** is its new director of remanufacturing, North America. He will be responsible for the overall leadership, and profitability of Meritor's remanufacturing activities in North America. Bauer has been with the company for 27 years and was most recently its director of global undercarriage products.

Polaris Transportation Group has named **Jon Saunders** its new vice-president, finance for Canadian and US operations. In his new role, which began on Jan. 26, Saunders heads the firm's acquisitions and strategic initiatives. He also oversees the finance division.

Larry Cox, president of Polaris Transportation said, "I've known Jon for a long time and have come to appreciate and respect his considerable expertise in the areas of finance and strategic thinking. Having him join our company now is perfect timing as we proceed with our plans for continued and controlled growth."

Carrier Centers recently celebrated the 45th anniversary of its longest-serving body shop technician, **Doug Kingsbury**.

Kingsbury is the first employee to have reached the milestone in company history. He began at Carrier Centers Jan. 21, 1970, at the original location on Gilkinson in Brantford.

"It's unbelievable, and very humbling to say we've had an employee here for 45 years," said Rob Long, president of Carrier Centers. "He's a great man, and a great technician, and we are honoured that Doug chose to spend his career with us."

Kingsbury said, when he joined the company 45 years ago he never imagined staying there for so long.

"I didn't think of trucks as a career, at first," said Kingsbury. "But I liked the family environment, the people that I worked with it, and I never had a reason to look for work anywhere else."

The company celebrated Kingsbury's anniversary by rewarding him

with a custom company ring. Carrier Centers celebrates its own 55th anniversary this fall.

Bridgestone Commercial has named **Marshall Hyzdu** its new vice-president, commercial tire division.

He will head marketing efforts for OTR and commercial truck and bus tire products, including Bridgestone, Firestone, Bandag and Dayton brands.

"We are fortunate to add Marshall's many talents and rich experience to our team at BATO," said Philip Dobbs, CMO for Bridgestone Americas Tire Operations. "Under his leadership, we are confident that the commercial division will continue to grow, meeting and anticipating customer needs and moving Bridgestone forward as an industry leader."

Five professional drivers have been knighted by the Alberta Motor Transport Association (AMTA).

The new Road Knights, which will serve a two-year term in 2015 and 2016, include: **Marsh Duncanson**, Bison Transport, Calgary; **Harvey Wardill**, Gibson Energy, Grande Prairie; **Harminder Dhaliwal**, Trimac Transportation, Calgary; **Calvin Briggs**, Grimshaw Trucking, Leduc; and **Curtis Mann**, Bison Transport, Calgary.

They'll be tasked with spreading the message of the trucking industry's contribution to society and raising awareness about careers available within the industry.

They'll also perform community outreach to educate motorists on how to share the road with trucks. Each of the Road Knights has a first-class driving record. ●



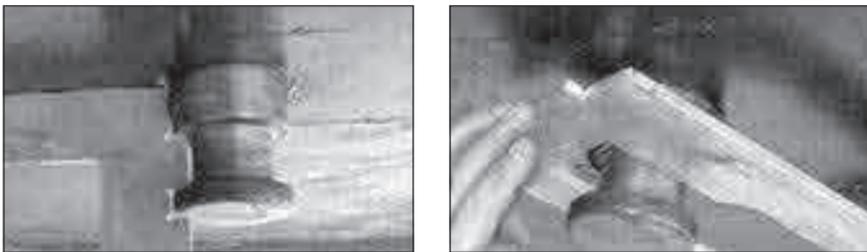
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Mack introduces heavy-duty mDrive

LAS VEGAS, NEVADA

Mack has unveiled a new heavy-duty version of its mDrive automated manual transmission, which will come standard on Mack Granite trucks.

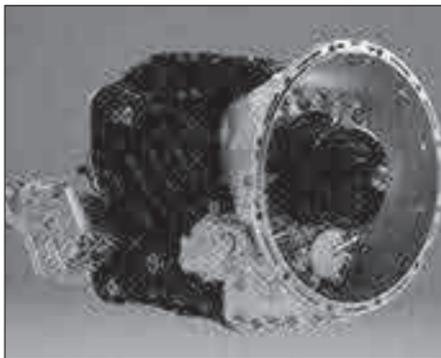
"Our construction customers told us they wanted a heavy-duty version of the mDrive designed specifically to handle rough jobs in tough conditions," said Stephen Roy, president of Mack Trucks North American Sales and Marketing. "We listened to them and developed a reinforced rugged transmission that will help our customers deliver power, performance, enhanced durability and improved driver satisfaction in a time when the industry is experiencing a driver shortage."

The 12-speed mDrive is designed to work with Mack MP7 and MP8 engines. A premium shift pad is available, which allows operators to hold a gear, downshift or upshift.

The transmission is available in overdrive and direct drive. It requires less service than traditional manual transmissions, significantly lowering maintenance costs, Mack claims.

It can be serviced at any Mack location and is supported by Mack's uptime services.

Key benefits include: a lightweight design, up to 237 lbs lighter than other transmissions; reinforced internal components for the mDrive HD, to withstand more frequent shifting required in construction applications; a transmission-mounted oil cooler to maintain optimal operating temperature; unique software packages created



for construction applications; a rock-free feature to help drivers get out of sticky situations by rocking the truck back and forth using the accelerator; and Grade Gripper, which allows the truck to momentarily hold a grade so the driver has time to apply the throttle. The new mDrive HD will be available for order in March. ●

Peterbilt offers set-forward front axle Model 567

LAS VEGAS, NEVADA

During the 2015 World of Concrete show in Las Vegas, Peterbilt unveiled a new set-forward front axle configuration for its model 567. It is ideal for mixer applications and the like.

"The Model 567 SFFA (set-forward front axle) lets customers maximize payloads while helping meet state and federal bridge law requirements," said Robert Woodall, Peterbilt assistant general manager of sales and marketing. "The Model 567 is a low-weight leader and this new configuration will let customers take full advantage of that through optimized weight distribution."

It is available in both 115- and 121-inch BBC lengths. The truck displayed

at World of Concrete featured a PX-9 engine and Allison transmission.

"The new axle position builds on the Model 567's already exceptional versatility, helping customers across a wide range of applications reach higher levels of performance, productivity and profitability," said Woodall. "The Model 567 broke new ground for visibility, maneuverability and durability. Customer reception of the Model 567 has been overwhelmingly positive and the new SFFA configuration gives our customers more choices than ever to meet their jobsite requirements and business goals."

The Model 567 SFFA can be ordered now through Peterbilt dealerships. Production is scheduled for June. ●

Volvo offers new long-haul auto-hauler

GREENSBORO, NORTH CAROLINA

Volvo has added a VAH 630 premium sleeper tractor designed for long-haul transport to its auto-hauler line.

The new offering rounds out a line of auto-haulers that already include a VAH day cab and small sleeper model.

"We are pleased that we now have a solution specifically tailored to the long-haul segment of this highly specialized market," said Göran Nyberg, president, Volvo Trucks North American Sales and Marketing. "As with other VAH models, the Volvo VAH 630 is designed to maximize payload capacity while still delivering the efficiency, driver productivity and up-

time benefits that all customers expect from Volvo Trucks."

The newest offering is available now for order. It features a 61-inch sleeper, offering a full-sized bunk, ample storage cabinet capacity and space.

It can be spec'ed with Volvo's D11 or D13 engine with 355-500 hp and 1,250-1,750 lb.-ft. of torque.

A low ride height allows for optimal loading flexibility in auto-hauler applications, Volvo says.

A vehicle as large as a minivan can be positioned over the trucks' cab to maximize payload.

The truck also boasts a clean top-of-frame behind the VAH cab to allow for easier body-mounting and trailer hook-up. ●

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



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



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



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



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



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



2005 INTERNATIONAL 330 hp, 20,000L 4 comp't alum. tank, dual pumping/metering equipment. Stock 2005 Int



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Driving an International ProStar with Allison TC10

It drives beautifully, but it's heavier and more expensive than an AMT. Will the fuel savings deliver a payback? Erb Group plans to find out.

By James Menzies

BADEN, ONTARIO

Four thousand, seven hundred and fifty bucks. That's what it costs to replace a manual transmission in a five-ton straight truck. Wendell Erb, CEO of Erb Group of Companies, signs off on every expense over \$4,000 and he saw enough of these invoices cross his desk to burn

that number painfully and permanently into his memory. It was enough to make him decide in 2008 to begin spec'ing Allison automatics in the company's straight trucks and Erb hasn't had to replace one yet.

With that in mind, it's little wonder Erb has gradually been automating its heavy-duty fleet as well. And



Erb Group is one of the first Canadian fleets to take delivery of International ProStar tractors with the Allison TC10 transmission.

it's no surprise that Erb is one of the first Canadian fleets to take delivery of Allison's new TC10 TS automatic transmission. TC is for torque converter, 10 represents the number of forward speeds available and TS stands for tractor series. This is Allison's first shot at the Class 8 tractor market and it seems a logical next step. Allison transmissions are prevalent in the medium-duty and vocational segments and even some of the most demanding heavy equipment applications.

The ongoing trend towards automation in the on-highway market isn't going to disappear, but that's not to say this will be an easy market to conquer. Automated manual transmissions (AMTs) have been vastly improved in recent years and some OEMs will be reticent to make available a new threat to their own such products. Allison's TC10 is initially available for order exclusively in International ProStar and TranStar tractors with the MaxxForce 13 engine. It can handle 600 hp and 1,700 lb.-ft. of torque and has a current GCW limitation of 80,000 lbs.

SPECULATION ALERT: Allison will be shopping its TC10 to other truck makers but for now all we can do is speculate on potential matches. I see little reason why Cummins wouldn't mate it to its IXS15, to provide the market with another alternative to currently available automated powertrains. Kenworth and Peterbilt trucks with Paccar and Cummins engines would seem another logical pairing. I'd be surprised if Daimler and Volvo let it near their vehicles; they're too heavily invested in their own well-integrated, high-performance automated manuals.

For now, there are about 30 ProStar tractors with International engines and Allison TC10 transmissions on the road in Canada. Erb took delivery of five such trucks and when I visited late last year for a test drive, they made available the last of these trucks to be deployed into service. This ProStar was fitted with a moose bumper, revealing it will be sent on deliveries to northern Ontario and points west. The others had already scattered in all directions; some California-bound and others headed to Texas.

They've been given to drivers who were due a new truck and who could be counted on to provide reliable feedback on their performance. Jim Pinder, corporate fleet director at Erb Group and Wendell Erb, CEO, are excited about the potential fuel savings, which Allison says conservatively should amount to 3-5% over currently available automated manual transmissions and much more than that in regional-haul applications with lots of stops and starts.

Along for the ride with me were: Al-

truck International's Joe Mitchell; John Kay, area sales manager with Allison, to provide an overview of the product; and Tom Boehler, Erb's safety manager, who came along to serve as the local navigator and to ensure I took good care of their truck. I'm no cowboy driver, but even if I were, there's little I could do to hurt the TC10. It has layers of protection mechanisms in place to prevent drivers from inflicting damage. Simply put, if you try to do something that would hurt the transmission or other downstream components, the TC10 will override your bad decision. Allison is prolific for the robustness of its transmissions and this is a big reason why.

However, while the TC10 is idiot-proof, maybe even bulletproof, it still allows the driver to select his or her own gears when it makes sense to do so. On my drive, I didn't encounter any scenarios where it made sense to try to outsmart the transmission and I suspect that in everyday driving conditions, few such scenarios exist. It has a built-in inclinometer and grade sensor, so it's pretty savvy at choosing the right gear, even on hills.

There are two numbers displayed on the shift pad. The one on the right indicates your current gear and the one next to it displays the number of gears that are available at that moment. This should deter drivers from trying to choose an inappropriate gear in the first place. Seeing the two numbers displayed so closely together takes some getting used to and can hold the eye for an extra split second when glancing down to see which gear you're in. I'm not sure the second number really needs to be there, but you quickly get used to it.

Up and down arrows on the keypad of the version I drove allow you to perform manual shifts. A Mode button provides an extra rpm boost for several seconds, which is nice when you want to complete a pass, maintain your speed on a steep hill or more quickly reach highway speeds from a stop. This feature can be a little addictive and I found plenty of opportunities to use it on my drive. It's a nice performance feature but not conducive to maximizing fuel economy so it's best used only when really needed. I suspect the novelty wears off and drivers will be more disciplined with its use than I was. Another nice feature is the ability to check transmission fluid levels from inside the cab. Just press the button and within a moment, the LED indicator will tell you whether or not more oil is required. I did this with the engine running and even then, received reassurance that the oil level was good.

Continued on page 58

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International the first OEM to offer Allison TC10

Continued from page 56

The TC10 was designed to outperform today's automated manual transmissions, and it will have to, given its higher price point, if it's to gain widespread market acceptance. Kay claims the TC10 will get greater fuel economy and improved reliability over your typical AMT.

Performance-wise, the TC10 excelled. Kay says it takes about 18 fewer seconds to go from a stop to 55 mph in a TC10-equipped truck than in one with an automated manual. We were pulling a full load with a gross weight of nearly 80,000 lbs and got up to highway speeds incredibly quickly, often launching from third gear. On the 401 I cruised comfortably at 100 km/h at about 1,150 rpm, which provided a smooth, quiet and relaxed ride.

The TC10 is comprised of a five-speed main box with a two-speed range pack, giving it 10 forward speeds. The torque converter replaces the clutch and fly-

wheel in an AMT design. Two reverse speeds give drivers more flexibility when backing up to a dock. While automated manual transmissions suffer a torque interruption every time they shift gears, the torque converter-style automatic provides seamless powershifting for greater efficiency. This is what allows the driver to get up to speed more quickly. Kay admits there'll be little fuel economy gain provided by the TC10 over an AMT in a low-rpm powertrain when cruising down the highway in top gear, however he said it will deliver fuel economy savings in regional haul applications where increased shifting is required.

The TC10 appears to be a robust, well-engineered piece of hardware, but where it really shines is in its software calibrations. The transmission comes standard with Allison's fifth-generation electronic controls and its FuelSense Max calibrations for maximum fuel economy. These programming features allow the trans-

mission to adapt its performance based on variables such as terrain, load and even driver behaviour.

What this means is that even the most lead-footed fuel lusher in the fleet will be able to do little to harm the fleet's fuel economy, even on a bad day. Even if he has an axe to grind with the boss. The transmission won't let him. You can bury the throttle while accelerating but the FuelSense's acceleration rate management feature will provide only the acceleration that's needed to get the load up to speed in an efficient manner. Every driver with a TC10-equipped truck should be a fuel-efficient driver - the transmission will assure it.

Unlike other torque converter-style automatics, the TC10 comes to full neutral while stopped, eliminating the load on the engine and providing further fuel savings. The output drive is locked internally within the TC10 to prevent rollback on grades, but this feature is not connect-



The Erb trucks with the TC10 will run various lanes in Canada and the US.

ed to the vehicle's ABS, which Kay says is an advantage since brake issues on the vehicle will not interfere with its hill-holding capability. Drivers will notice the TC10 wants to creep forward the moment you release the brake. It's not a problem, but something you need to be aware of if you're accustomed to driving an AMT, which won't begin moving forward until the throttle is engaged. AMTs are better than they've ever been, but Boehler told me they still have their quirks, which he hopes will be eliminated with the TC10. For example, in slippery conditions when approaching a stop, trucks with AMTs have been known to experience wheel slip when the torque is lost during a shift. This causes the speedometer to spike then drop suddenly and is recorded by the Qualcomm as a hard-braking incident. This has led to some interesting discussions with drivers.

"This (TC10) has constant torque so you don't get that slip during the shift," Boehler explained.

The TC10 is backed by a five-year, 750,000-mile warranty and there are few concerns about reliability. However, if there's a knock against it, it would be that it's heavier and costlier than today's AMTs. Kay has an answer to both those complaints.

The cost premium, which is ultimately determined by the OEM, will be quickly recovered if the fuel savings of 5% or more are realized, Kay says. For forward-thinking fleets like Erb, who have an eye towards total cost of ownership, the acquisition cost of the TC10 becomes more palatable when fuel savings are achieved over the component's life-cycle, Pinder confirmed. As for weight, Kay acknowledges that at 1,074 lbs, the TC10 could be about 250 lbs heavier than today's AMTs. However, by spec'ing the MaxxFORCE 13 over Erb's other favourite engine, the ISX15, there is a weight saving of about 600 lbs, more than offsetting the weight penalty the transmission incurs.

One other limitation within the Canadian market is that the TC10 is currently approved for gross combination weights of up to 80,000 lbs. This suits most of Erb's routes just fine, but some Canadian customers will want to hold out for a GVWR of 110,000 lbs. Kay says "As with most new Class 8 tractor transmissions the TC10 is initially being offered at the US standard 80K but in time may be approved for higher payloads."

Erb will be keeping a close eye on the fuel performance of the TC10. Pinder said he tracks fuel mileage using fuel tax data, to negate the varying degrees of "optimism" reflected in ECM readings. The transmission performs beautifully and will no doubt be a hit with drivers. If it provides a fuel economy advantage over existing products and can deliver a speedy payback, it could become a serious player in the Class 8 on-highway tractor market. ●



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New Nissan Titan boasts Cummins power

By James Menzies

The redesigned Nissan Titan was designed to be a work truck first and foremost, and so the first engine that will be available in the vehicle will be an all-business 5.0L V8 Cummins diesel. Nissan offered journalists a sneak peek of the all-new Nissan Titan with Cummins power in advance of the Canadian International AutoShow.

The engine produces 310 hp and 555 lb.-ft. of torque, and will provide 12,000 lbs of towing capability and 2,000 lbs of payload when the 2016 Nissan Titan enters production. Pricing and launch date have not yet been announced.

However, Nissan made clear it feels the availability of a Cummins diesel will make it an immediate threat to the incumbent leaders in the segment.

"We are the challenger in this segment and as the challenger, we're going to launch with our best foot forward and the truck that's really going to challenge the segment," said Rich Miller, chief product specialist for the Titan and director of product planning with Nissan North America.

He said the diesel engine allows the Titan to provide a solid combination of towing capability and fuel economy.

"If you're going to tow 12,000 lbs – or over that – comfortably, there's no doubt you want a diesel," he said. "It's not just about fuel economy, it's about hauling that load and getting great fuel economy and gas engines just can't perform that way. If somebody is towing day in and day out and wants to get great fuel economy, diesel is by far the best option."

Other gasoline engines will be offered at a later date but the Titan will first be available with the 5.0L Cummins shown at the AutoShow. Miller referred to the Cummins as a "stump-puller of an engine" that will earn the new Titan immediate credibility when launched.

The interior and the exterior of the Nissan Titan have also been redesigned. The headlights offer improved illumination, according to Randy Rodriguez, project lead designer for the exterior. (Interestingly, both the interior and exterior lead designers hail from Canada, Rodriguez from Surrey, B.C.). Rodriguez is especially proud of the bolder stance the new Titan achieves as well as the added capabilities; as though the previous-generation Titan went to the gym and bulked up.

Steve Money Penny of Brampton, Ont. designed the interior. He's most proud of the fact Nissan struck a balance between functionality and comfort.

"We were going for a premium, up-scale interior but we wanted this to be first and foremost a work truck," he explained, noting everything has been well positioned and easy to use.

"We really matured the interior," he said. "The Titan has come a long way. We revolutionized this truck...it's massive, no doubt about it, but it's really a nice place to spend time."

Jeff Caldwell, general manager for Cummins' global pickup business, represented the engine manufacturer at the preview. He is confident about the partnership's prospects, in part because it's a savvy customer base the truck is targeting. Caldwell said truck buyers are among the most sophisticated buyers of light-duty vehicles.

"They're customers who know about



torque, know about rear axle ratios, know about the drivetrain and the transmission shift schedules," he explained. "So they understand what makes their truck work for them. They may be farmers, they may be construction workers, who may not typically be described as sophisticated but they're incredibly knowledgeable and we know when they look at the engine compartment they value Cummins' reputation. So when Nissan came to us and said 'This is what we value in a power-pack – dependability', we knew this was the engine for them."

Speakers from both companies said there was some back-and-forth to determine the perfect power and torque ratings for the new Titan. Asked if the Cummins diesel would be up to the harsh Canadian conditions, Caldwell pointed out extensive cold-weather testing has been conducted and that the engines feature ceramic glow plugs in each cylinder to ensure excellent startability in cold weather. ●

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THE STORY SO FAR

With a storm coming, Mark pulls into the Husky in Dryden. He offers help to a woman driver struggling to install her chains, but she tells him to get lost. Some time later, she enters the restaurant and is teased by a group of men who'd been watching her. She confronts the biggest loudmouth of the group head on and shuts them down, gaining Mark's respect.

The woman ordered and ate her food in silence, looking over at the men by the window once, then spending the rest of her time looking down at her plate and eating in silence.

She seemed lonely sitting there and Mark couldn't help but feel sorry for her. Despite the way she'd snapped at him before, he felt compelled to try and do something nice for her now.

"That was good," he said aloud. "The way you handled them."

"Huh." The woman lifted her head and looked around to see who'd been speaking.

"I said, the way you handled them was good. Put them in their place."

He laughed under his breath. "No matter what I say, guys like that are always going to have strength in numbers."

A look of disgust flashed across her face as she glanced across the restaurant. "I see these same guys on the road by themselves and they never say a word...barely even look me in the eye."

Mark nodded, not doubting for a second that they were all blowhards who were afraid of women deep down inside, especially those that were doing the same thing for a living as they were.

The conversation went back and forth a few more times before she took a deep breath, let out a little sigh and said, "I'm sorry for blowing you off before."

"That's okay," Mark responded. "I'm sure you had your reasons."

"Only about a million of them."

"I'll listen to them all if you want to go through the list."

She considered it, then said, "That'd be nice."

Mark got up from his table and joined her. "Mark," he said. "Mark Dalton."

"That name sounds familiar..." she said. "I'm Nancy McEvoy."

"Pleased to meet you, Nancy." They shook hands and Mark took the seat across the table from her. "You know, I was only trying to help before," he said. "You looked like you were having trouble."

"I realized that after I saw you help that other man. I could have used your help...it's just that so many drivers...men, offer to help me in a patronizing way because they think I can't do the job. I don't need that kind of help, nor do I want it."

Mark never thought of it that way, but he could see how it might happen. As he sat there, he wondered if he would have made that initial offer of help had it not been a woman struggling with the chains.

"You know what the irony is?" she said. "The reason I was struggling with the chains is because the driver who used the truck before me - a man - broke the



Just one of the guys

chains the last time he used them and he didn't stow them away whole. Didn't tell anybody about it either. So here I am, the woman driver who doesn't know how to install her equipment when in reality it was the big macho driver who left a fellow driver short."

"How'd you get them on in the end?"

She smiled. "I jury-rigged a couple of links with wire cutters and some coat hangers."

"Think it'll work?"

"I sure hope so," she said. "Can you imagine what these idiots would say if my chains come off on the highway and I got stranded?"

Mark could imagine it, and it wouldn't be pretty.

"See, I have to work twice as hard just to prove that I'm half as good as any male driver."

Mark had heard that equation before.

"But I'll tell you...being half as good as the male drivers I see on the road isn't good enough for me. I want to be better than that. I think I am better than that."

Mark nodded. "Trucking is an industry that rewards people who work hard and are professional about what they do."

"Absolutely," she agreed. "But when you have ambition, work hard and stand up for yourself as a man, you're considered a good driver and a model employee. If you're a woman and you do all those things, all you're labelled is a bitch."

Mark wanted to defend the industry he'd worked in for so many years, but he didn't really know enough about this issue to counter her argument. Besides, he wasn't sure there was all that much of a counter-argument. In the end, all he could say was, "Well,

you've got yourself to this point, so it can't be all bad."

She just laughed at him. "How many women do you know of who hire drivers for trucking companies?"

Mark couldn't think of one.

"So when you ask an employer about how much home time you'll get every week, how clean the washrooms are, or if the truck you'll be getting has a new mattress, what do you think the response is?"

Probably not good, thought Mark.

"Men want to know these things too, but they never ask. So when a woman asks, she's being difficult or soft."

That was probably true.

"And if I complain about language that's disparaging to women, or just plain foul, they say I can't take it and don't belong." She paused and moved her plate on the table as if to give weight to what she was about to say. "I know all the four-letter words and can swear like a sailor if I want to...but why should I have to?"

Mark didn't have an answer.

"You could make the argument that women can't do this job because they're not as physically strong as men, but take a look around you. Half the men on the road these days aren't in any shape to do the job."

Mark's head swiveled on his neck as he checked out the restaurant. He wasn't sure it was half, but there were a lot of men in the place that looked like they might get winded tying up their boots.

"I'm organized," she continued. "I can multi-task, I keep my equipment clean and in good-working order and I know all of the rules of the road. I have to because if I don't other drivers will think I'm stupid...which I assure you I am not."

Her body was trembling and it was obvious that this subject easily touched a nerve. "I never thought you were stupid."

All at once her expression changed, as if she suddenly remembered there was someone who could be considered a friend sitting across the table from her. "I'm sorry," she said. "Once I get on a roll, I have trouble stopping."

Mark shrugged. "Don't apologize. Driving a truck is hard enough as it is. You've got to deal with the same things everyone else has to deal with, plus you're a woman."

"Thanks for listening...and understanding."

"No problem," Mark said. "You've actually opened my eyes to something I never really knew was there."

"And now you're gonna spread the good word?" she laughed, an edge of cynicism in her voice.

"Why not," he said. "Everyone's so desperate for new drivers to get into the industry, why not more women?"

Mark Dalton returns next month in Part 3 of *Just one of the guys*.

Did you know there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy register with eco ENERGY for Fleets (Fleet Smart) at fleetsmart.gc.ca.

Illustration by Glenn McEvoy



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John Drury: Dancing his way to health

John Drury is anything but your typical truck driver. Though he may fit the stereotype since he is 6'7", covered in tattoos and loves his rig dearly, most people are surprised to learn he is an avid dancer. He is currently on his way to losing 100 lbs and is using dance to help him reach his goal. Sonia Straface caught up with him recently to discuss his unique weight loss journey.

Like many truck drivers, John Drury of Cincinnati, Ohio has had trouble keeping his health and well-being a top priority. Over the years, the 44-year-old's weight has fluctuated from 400 lbs down to 350 lbs, down to 270 lbs and then back up again to 370 lbs, in a never-ending routine of dieting, exercising, and driving.

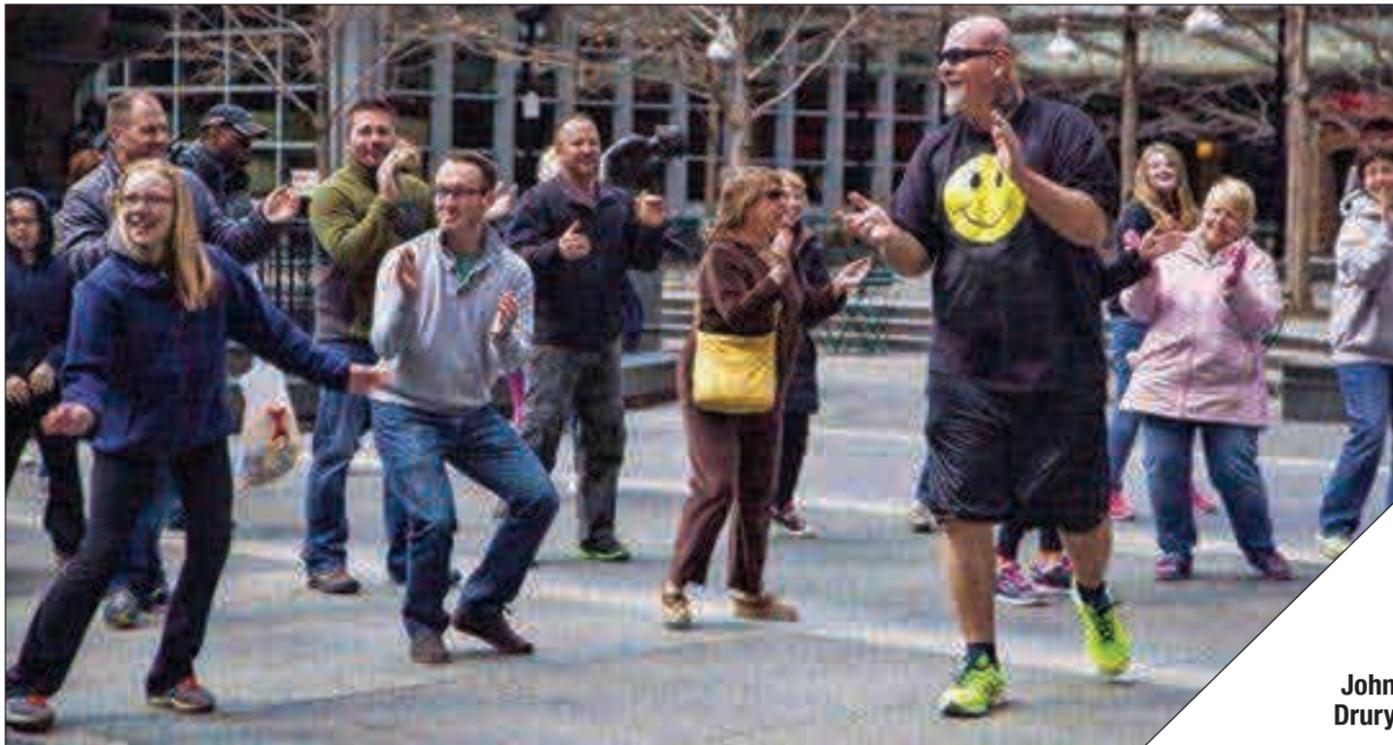
Drury has been a professional driver for 13 years and currently works for Cowan Systems, which distributes Coca-Cola products. Though the odds are stacked against him with more and more truck drivers becoming and staying obese behind the wheel, this year, he's decided to lose the extra weight he's been hauling around and keep it off for good.

Drury, better known to the Twitterverse as "The Dancing Trucker," has made his New Year's resolution rather public, by announcing that to keep him motivated throughout the year, for every 10 lbs he loses, he will visit a truck stop in the Cincinnati tri-state area, recruit a fellow truck driver and do a celebratory dance that he will film and share on his Twitter page.

Though it may seem like an embarrassing task, at 6'7", Drury has moves; he's been dancing since he was a teenager and says it has always been a part of his life. In fact, dancing has helped him shed pounds in the past.

"I love hip-hop and that kind of dance music and as I got older, any time I got an opportunity to dance, I would do so," he said. "As a matter of fact, I met my wife on the dance floor. So anything to do with dancing is always a positive light in my life."

He said his weight started to become a concern back when he got his CDL in 2002, since driving is such a sedentary job. Finally, in 2011 when he reached nearly 400 lbs, he decided to join a local "Biggest Loser" contest in his hometown and was chosen as a contestant. With help from the contest, he lost an incred-



John Drury

ible amount of weight very quickly.

"I ended up losing 54 pounds in three months," he said. "The contest got me ramped up, they provided a gym membership and personal trainer, and it helped that I am a competitive person by nature. Not to mention the fact that I had a family and two kids that I wanted to do it for as well. So that really got me going."

During this time, while on the treadmill at the gym, Drury would hear music coming from the upper level of the space, and eventually he discovered the new Zumba classes his gym offered.

"So one day I just peeked my head in the door to see what it was all about, and it was 99% women," he said. "And I'm a big, intimidating truck driver with tattoos everywhere. But, I got the courage to step in and start dancing and after a few weeks I felt like I belonged there and I loved it. It really helped me. It was just such a fun way for me to exercise."

He eventually became a certified Zumba instructor later that year and lost close to 100 lbs by teaching regular classes. Though he enjoyed teaching the classes and helping people lose weight with dance, he said that Zumba got a little too constricting for him in terms of music selection.

"Zumba is 80% Latin music and 20% hip-hop music," he said. "And I'm a hip-hop kind of guy. So I eventually began creating my own choreography. Zumba can be intimidating, too. There's a lot of steps. So I thought

I'd do my own thing. This way, there's no rules on what music I can play. So that's what I did, I started my own class called Big John's Dance Fitness."

For a couple of years, Big John's Dance Fitness was a success in his area where he would teach an hour-long hip-hop dance class for \$5 a pop. Over time, however, he found it harder to get people in his class near the end of the year and had to stop teaching.

"Fitness is a funny thing," he said.

"Anything to do with dancing is always a positive light in my life."

John Drury, Dancing Trucker

"You can't drag people there. So I stopped teaching and went back to trucking full-time."

At the beginning of January, when his resolution began, Drury was near 370 lbs. His goal is to lose 100 lbs by January 2016, and to keep the weight off, he will be counting calories (sticking to a 2,500 caloric intake limit) and hitting the gym on a daily basis.

"My big thing now is no excuses," he said. "With my schedule, I'm home every night. So, there is no excuse for

not going to the gym every night. I just joined the YMCA again, and getting back on the treadmill and the stationary bike to get my sweat on. Those two are my bread and butter."

During work hours, he says he moves as much as he can, while at home his wife helps him cook meals and focus on portion control.

"When I go to truck stops, I walk," he said. "Instead of sitting on the dock waiting for hours, I get out of my truck and walk. Then when I'm at home, my family is very supportive. We're cooking meals at home and getting that portion size down. It's simple but it's not easy."

He says putting himself out there and in the public eye with his weight loss journey will push him further since so many people will be watching his progress.

"Something about me just loves the camera," he said. "It's my personality. This video thing is going to be out there and I'm going to be exposing myself. I get excited about dancing, I get excited about losing weight and I love that I'm potentially helping someone. So it's the perfect way to get me going and keep me motivated."

So far, Drury is one month into his weight loss challenge and has lost 10 lbs. He has already filmed his first dance video in celebration of his progress. To keep tabs on Drury and his weight loss journey as well as watch his videos, follow him on Twitter @BigJohnsTruckin. 📍



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