

TRUCK NEWS

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Multi-modal mega-move

An Ontario fleet wins a global award for its handling of an oversize load

By James Menzies
 TORONTO, ONTARIO

For Precision Specialized Division, it was just another day at the office. Asked to transport 212 loads – six of which were extra large smoothing reactors measuring 15 feet wide and more than 16 feet tall with each weighing 110,000 lbs – from Toronto to sites in Central Alberta, the company immediately went to work devising a plan.

After spending more than 130 hours conducting a feasibility study for the move, the province of Ontario – citing spring weight restrictions and construction in Northern Ontario – denied their permit, forcing Precision to become more imaginative.

More than 400 hours of additional planning later, the company had come up with Plan B, and after executing it flawlessly, the move garnered Precision a global award for Hauling Job of the Year (under 160,000 lbs net) from the Specialized Carriers & Rigging Association (SCRA).

"In terms of the amount of loads,

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The Freightliner Inspiration Truck is the world's first road-legal autonomous truck. But officials say it still needs a driver.

This truck can drive itself

A spectacular display on the Hoover Dam ushered in what could potentially be a new era for trucking

By James Menzies

LAS VEGAS, NEVADA

With a record-breaking light show displayed upon the towering Hoover Dam, Daimler Trucks North America (DTNA) on May 5 heralded the arrival of its Freightliner Inspiration Truck – the world's first road-legal autonomous truck.

Earlier in the day, Nevada Governor Brian Sandoval issued Daimler the first licence to operate its autonomous truck technology in the state.

"Today is history. It is the next step in revolutionizing the way we move goods and services...Eventually this will transform the future of commercial transportation. Today will be a day we will all look back on and remember," Gov. Sandoval said in thanking DTNA for "looking at the impossible and finding a safe way to make it possible."

"The autonomous vehicle technology we are showcasing in the Freightliner Inspiration Truck will help reduce accidents, improve fuel consumption, cut highway congestion, and safeguard the environment," added Dr. Wolfgang Bernhard, head of Daimler Trucks globally.

The Freightliner Inspiration Truck – still disguised by hood bonnet – then whisked away Sandoval and Bernhard.

Journalists visiting from around the world were later that night taken to the Hoover Dam, where a spectacular light show preceded the complete revealing of the Inspiration Truck atop the dam.

The projection – at 1.17 million lumens – earned Freightliner the Guinness World Record for the highest light output projection ever.

"The Hoover Dam provides the ideal setting for a debut as significant to the trucking industry as this. Not only was it built primarily using trucks, but it signifies inspiration like few other structures in the world. To show the significance and opportunities of autonomous driving functions for the global trucking industry we were willing to go ways that people did not dare to think about before," said Dr. Bernhard. "The Inspiration Truck's debut was made even more notable with Freightliner's Guinness World Record of the highest light output projection ever."

The launch was simulcast on FreightlinerInspiration.com, where a collection of videos are now available to view.

The Inspiration Truck debuts Daimler's Highway Pilot autonomous truck technology, demonstrated last year at

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THE RUN IS NEVER COMPLETE UNTIL THE DRIVER ARRIVES HOME SAFELY.



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To learn more about the Bison Transport story, visit RCO.FreightlinerTrucks.com/Bison

CLASSEB

TRUCK SALES TRENDS

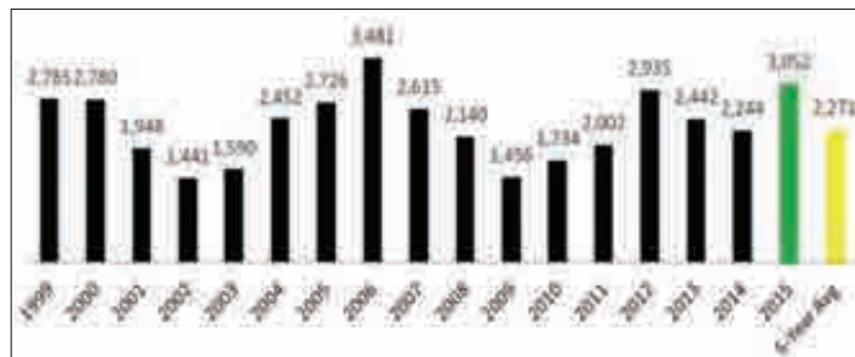
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It has been almost a decade since the Canadian Class 8 market has seen March sales like this. There were 3,052 Class 8 trucks sold this March. The last time this happened was in 2006 under much more favorable economic conditions. Sales rose by almost 800 trucks sold over the five-year average. Market leaders Freightliner, Volvo and Kenworth had particularly good months. Peterbilt was the only OEM to post a drop from the previous March sales.

Monthly Class 8 Sales – Mar 15

OEM	This Month	Last Year
Freightliner	978	581
International	350	287
Kenworth	566	380
Mack	217	169
Peterbilt	279	330
Volvo	460	331
Western Star	202	166
TOTALS	3052	2244

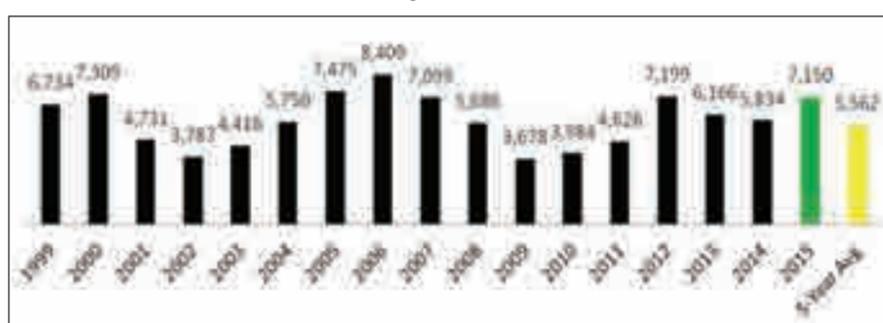
Historical Comparison – Mar 15 Sales



Class 8 Sales (YTD Mar 15) by Province and OEM

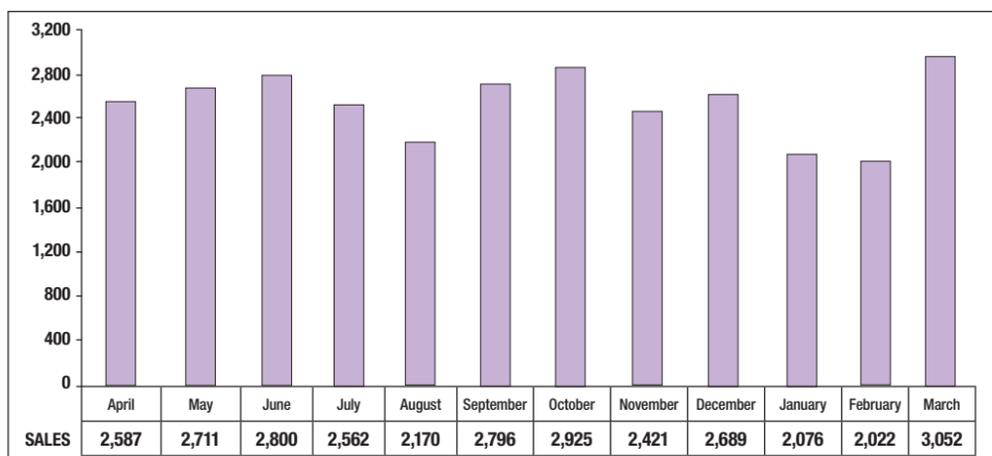
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	161	196	77	93	1,101	365	93	39	2	12	2,139
Kenworth	172	351	54	54	258	207	37	0	0	0	1,133
Mack	30	63	17	10	270	74	9	25	0	0	498
International	51	135	20	46	460	163	30	7	41	4	957
Peterbilt	99	201	42	54	135	146	36	1	0	0	714
Volvo	147	150	22	69	463	276	12	39	0	6	1,184
Western Star	113	173	16	9	114	68	14	15	3	0	525
TOTALS	773	1,269	248	335	2,801	1,299	231	126	46	22	7,150

Historical Comparison – YTD Mar 15



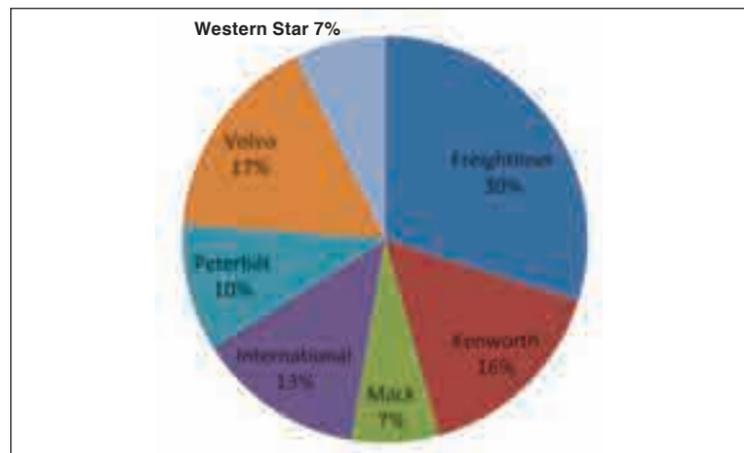
After a stellar sales performance in March, Canadian Class 8 truck sales close out the first quarter 22.5% ahead of last year and 28.5% ahead of the five-year average. The strong first quarter is the 5th best since 1999. The strong sales year is occurring despite slumping sales in Alberta and Saskatchewan, which are suffering the impact of plunging energy pricing on economic prospects. Class 8 Sales have fallen off by 11.5% in Alberta and 21.5% in Saskatchewan. Sales in Ontario are up 41.3%.

12-Month Sales Trends



The Canadian Class 8 truck market has now enjoyed 13 straight months of sales above 2,000 and its first month of sales above 3,000 since the Great Recession. Prior to that, however, the market enjoyed a 10 month streak of sales coming in above the 2,000 mark. The strong and steady numbers are reminiscent of the industry's capacity boom years. Market analysts remain optimistic about continued growth into 2016.

Market Share Class 8 – Mar 15 YTD



Market leader Freightliner has jumped out to a truly impressive 30% share of the Canadian Class 8 truck market after the first quarter. Also showing impressive numbers for the first quarter is Volvo which continues to hang on to narrow lead over Kenworth for second place. Peterbilt meanwhile has dropped down to 10% market share while Mack remains tied with Western Star at the bottom of the market share race with each OEM enjoying a 7% slice of the market.

Source: Canadian Motor Vehicle Manufacturers Association



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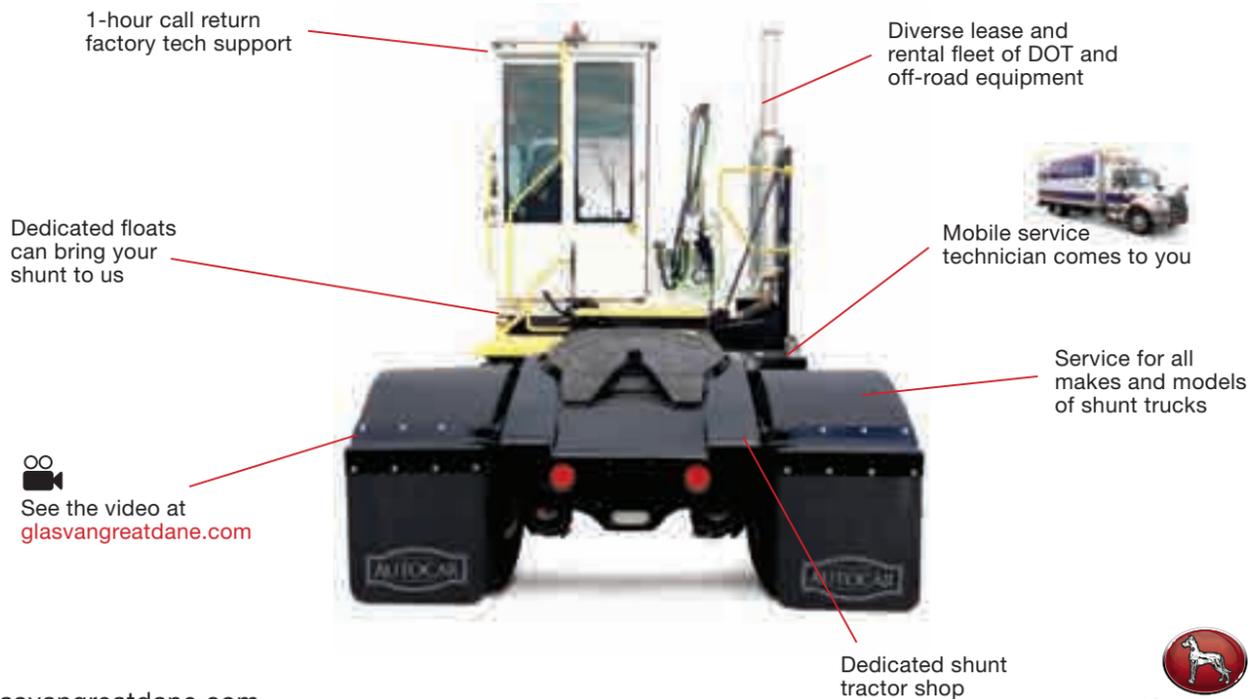
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Editorial Comment

JAMES MENZIES



Autonomous trucks aren't driverless

We all knew autonomous trucks were coming, but they've arrived on these shores much sooner than any of us would likely have predicted. Daimler, when it demonstrated its autonomously-driven Mercedes-Benz Future Truck on a closed section of Autobahn highway in Germany last year, made it clear it would bring the technology to market in whichever global jurisdiction would be the first to make it legal.

The state of Nevada took that bold step in May, and in spectacular fashion, Daimler Trucks North America introduced the world's first road-legal autonomous truck – the Freightliner Inspiration Truck. This news transcended the trucking industry. It was widely covered by mainstream news outlets – CNN, CBC, the *National Post* – you name it. Good Morning America even flew out to Vegas and broadcast live reports from the site of the truck's launch.

When was the last time a truck, an 18-wheeler of any kind, captured the public's imagination such a way? I can't remember one. Of course, not all reaction has been positive, especially within the trucking industry. I read the Facebook

posts and reader comments to the news and pictures we filed from the demonstration in Las Vegas and most feedback was decidedly negative. This development was seen by many drivers as the first step towards eliminating their careers and livelihoods.

However, it's important to point out, the technology showcased in Vegas will always require oversight from a trained professional driver. The Inspiration Truck is defined by NHTSA as a Level 3 autonomous vehicle, meaning the driver can cede control of the vehicle only under certain conditions and in certain environments. A driver must always remain at the controls and be able to take over when needed. Plus, the Highway Pilot system in Freightliner's Inspiration Truck, for now at least, is only intended for use on interstate highways and freeways.

Professional drivers will always be required to pick up and deliver the load, to manage the transaction, to take over in bad weather and under the many other scenarios in which Highway Pilot will not properly function. It's a driver aid, not a driver replacement – and Freight-

liner officials said they've no interest in pursuing a Level 4 autonomous vehicle, which would require no driver whatsoever.

Aircraft have featured autopilot capabilities for many years and yet a pilot and co-pilot are still required to be at the controls while in flight and the autonomous trucks of the near- and mid-term future will require driver oversight as well. Well then, if the driver's to be retained, where's the pay-off, you wonder? I see Highway Pilot as an advanced safety system – far more advanced than anything else that exists today – capable of significantly reducing truck crashes and fatalities. Stats show most truck crashes are the result of driver error. Highway Pilot can eliminate this, especially in monotonous driving situations. Studies have shown it can reduce driver fatigue and react faster to dangerous scenarios than human drivers.

It can result in a more productive driver, who's able to perform other duties while behind the wheel, such as scheduling loads or completing paperwork. And perhaps most significantly, once the safety benefits are proven, it could be the cat-



alyst for regulatory changes that improve truck productivity by extending driver hours-of-service or convincing government to allow longer, heavier truck and trailer configurations. The possibilities are endless but one thing it will not do – at least not until after most of you have retired, if ever – is completely eliminate the driver. ●

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The view with Lou

LOU SMYRLIS



Let's keep the OTDC growing

Last year at this time I first shared with you the story of the Ontario Truck Driving Championships (OTDC). It's a story that does our industry proud and so warrants retelling as we gear up for this year's competition. I'm also retelling the story because this year I want you to play your part in writing the next chapter.

Last year I shared with you that OTDC president Ewen Steele had approached me about his plans to breathe new life into the OTDC. Like many organizations that had been around a long time, the OTDC was looking to revitalize itself; to ensure it remained meaningful to the new generation of drivers and fleet executives.

Ewen asked for my help in doing so and I agreed I would look into it.

I had heard of the OTDC and some of my staff had attended its competitions on occasion but I didn't know much more about it beyond that. The more I looked, the more I found that I liked.

Our industry is too often the victim of negative media coverage yet here was a group full of the professional image we so want our industry to convey – and the OTDC had been doing so since 1947!

For almost seven decades the OTDC has been providing a forum for professional drivers to display their driving skill and encourage drivers and their employers to take an active interest in the safety, skill and courtesy needed in sharing the roads with the motoring public.

I told Ewen I wanted *Truck News* to

be an integral part of the OTDC and we signed on as official media sponsor. We attended the regional events, wrote about the outcomes, profiled some of the best driver participants, and shot a great deal of video for our Web TV show, TMTV.

I think it's fair to say the OTDC had never received such exposure in recent history, if ever.

As a result a large portion of our industry was exposed to the OTDC and what it has to offer.

Driver registrations and new registrants were both up, both very positive developments. Now we need to continue to grow the momentum started last year. And that part depends on you.

Regional events are scheduled for May 30 in Brampton and June 13 in

Cambridge with the Ontario final in London on July 11. If you're a professional driver and take pride in your driving skills I encourage you to put those skills to the test in an atmosphere of camaraderie.

If you are a fleet manager or executive I want to tell you this event is worth your support. It promotes exactly the kind of driver you want behind the wheel of your trucks.

Just as importantly, if you work in the transportation industry I encourage you to attend the regional events and/or the provincial final.

Your support would be much appreciated and you won't be disappointed – these events do our industry proud.

We are committed to helping the OTDC continue to grow. It needs to grow with you. ●

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

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Professional Carriers was founded because drivers asked for it to be.

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Miles to go before I sleep

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CTA and PMTC voice approval for new eManifest rule

OTTAWA, ONTARIO

The Canadian Trucking Alliance (CTA) and the Private Motor Truck Council (PMTTC) announced in early May that they are both pleased with the publishing of *Canada Gazette Part II* which outlines changes to regulations regarding eManifest information required by Canada Border Services Agency prior to arrival in Canada.

The publishing indicates that highway carriers have until July 10 to comply with CBSA's Advanced Commercial Information (ACI) eManifest requirements for all trucks coming into Canada. eManifest requires the electronic transmission of manifest information from highway carriers at least one hour prior to the truck's arrival at the first port of entry into Canada.

The information identifying the truck, trailer, shipment(s) and driver can be sent to CBSA through a free Web-based portal or through a direct connection to the CBSA or through a service provider.

"CTA members have been voluntarily submitting eManifests to CBSA for nearly five years now," said CTA CEO, David Bradley.

"While there have been growing pains, the process has shown to expedite cross-border truck traffic so the fact that we finally have a date for when the program becomes mandatory means things should improve further."

A transition period without penal-

ties will apply until July 10. After July 10, CBSA will begin to issue "zero-rated" AMPS penalties, where there is no money owed, but a penalty has technically been issued.

The "zero-rated" AMPS period will last for six months, after which, full AMPS will apply, including fines.

"Most of our members were already complying with the eManifest requirements, and voluntary trials

have proven that eManifests expedite clearance at the border," said Mike Millian, president of the PMTC. "The 45-day compliance window and zero-rated, six-month Administrative Monetary Penalty System (AMPS) period will allow everyone enough time to ensure they comply and avoid monetary penalties."

The PMTC said there are still questions to be answered, though.

"We were also hoping to see some operational guidance in the announcement itself, or in the form of a Customs Notice, to address the cumbersome process that requires an eManifest to be filed for empty vehicles entering Canada," Millian said.

"It can be a challenge if drivers are barely an hour from the border when they are told to return without a load." ●

ATA renews call for speed limiters in US, OOIDA disagrees

WASHINGTON, D.C.

The American Trucking Associations renewed its call for the Department of Transportation to move forward with a rule requiring the electronic speed limiter on all large trucks be set no higher than 65 miles per hour.

"In 2006, as part of our longstanding commitment to highway safety, ATA petitioned the National Highway Traffic Safety Administration and the Federal Motor Carrier Safety Administration to require the speed limiter on all large trucks be set in order to electronically limit their top speed to no more than 65 mph," ATA president and CEO Bill Graves said. "We waited patiently until the government finally said in January 2011 they would move ahead with a speed limiter mandate, but this common-sense regulation has been mired in bureaucracy for over four years now. It is long past time for NHTSA and FMCSA to move ahead with this rule."

The ATA argues that slowing trucks down will reduce the frequency and severity of crashes, as federal data shows that driving over the speed limit was the main reason in almost 20% of fatal crashes where a large truck was deemed at fault.

ATA chairman Duane Long added: "We limit the speeds of our trucks to 65 mph because it makes good safety sense, and as a bonus, it makes good economic sense. Our safety record is better because we limit speeds, we use less fuel because we limit speeds and we spend less on repairs and maintenance of our trucks because we limit our speeds."

However, the Owner-Operators Independent Drivers Association (OOIDA) disagrees with the ATA's push to require speed limiters, claiming that doing so would make highways less safe because of research that shows speed differentials cause an increased chance of crashes.

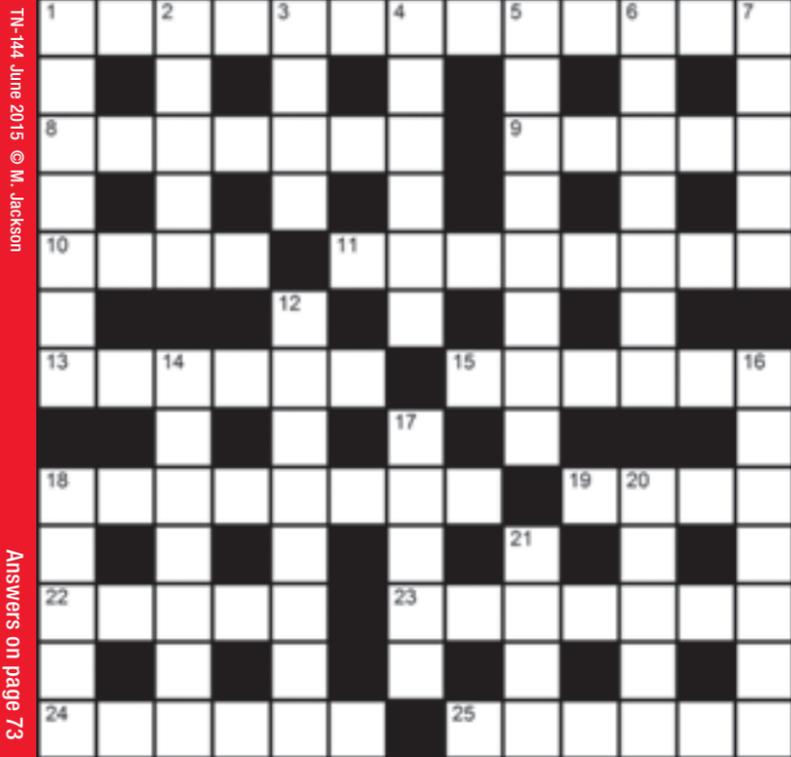
A letter was sent to both the Federal Motor Carrier Safety Administration and the National Highway Transportation Safety Administration as they prepare to submit a draft rule to the Office of Management and Budget.

The rule is projected to be published on July 27.

In the letter, OOIDA says it does not condone speeding or unsafe driving habits and instead strongly encourages trucks to follow state laws and federal regulations.

It also cites extensive research showing that uniform highway speeds are safest, while speed differentials increase the risk of crashes. ●

THIS MONTH'S CROSSWORD PUZZLE



TN-144 June 2015 © M. Jackson

Answers on page 73

Across

- 1 Truck or trailer capacity spec. (7,6)
- 8 Rand's map-making partner
- 9 Air-brake system component
- 10 Oft-heard "___ on truckin'"
- 11 '70s White conventional (4,4)
- 13 Dead-end street sign (2,4)
- 15 Word following load or chain
- 18 GM '60s-'90s 1/2 & 3/4 ton model
- 19 CB-signal's atmospheric reflection
- 22 Trip-odometer button
- 23 Biennial Montreal truck show
- 24 Some big-rig drivers
- 25 CB query, "Got your ___?" (4,2)

Down

- 1 Schneider truck, slangily
- 2 Saskatoon-based carrier
- 3 Engine lubricants
- 4 Trailer type (3,3)
- 5 Adjusted engine lube level (5,3)
- 6 Snowbelt driving hazard (3,4)
- 7 Mud-flap ___ silhouettes
- 12 Former International medium-duty LCF
- 14 Manitoba border-crossing town
- 16 Lender's truck-recovery pro (4,3)
- 17 Highway traffic paths
- 18 Trucked goods, collectively
- 20 "Get Your ___ on Route 66"
- 21 NB-based trucking assoc., briefly (1,1,1,1)

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SEE OUR AD PAGE 72



Analyzing accidents

Sometimes, it pays to conduct an expert analysis of the crash scene

By Carroll McCormick

BOUCHERVILLE, QUEBEC

A tractor-trailer rounding a bend in Quebec collides with the front right corner of a pickup truck, loses control and flips over in the ditch. Police do a cursory examination of the scene and the insurance company concludes that the truck driver is at fault.

The trucking company fleet manager visits the scene the same day as the accident. He takes a lot of pictures; ie., the pickup truck and tractor-trailer, skid marks on the road and the surrounding area. A couple of weeks later the fleet

manager, unable to reconcile what he saw with the conclusion that his driver was at fault, calls Pierre Bellemare, a 25-year veteran (retired) of the Sûreté Québec, collision reconstructionist and president of L'Equipe Collision Expert, in Boucherville, Que.

It's time for an expert analysis of the accident scene.

The fleet manager explains to Bellemare that his driver has been declared responsible, and the company is therefore on the hook for the insurance deductible. Bellemare recounts what the fleet manager told him: "Pierre," he



A collision reconstruction proved that the trucker was not at fault.

says, 'I'm pretty sure I'm not responsible.' The fleet manager sent me pictures and I could tell immediately that he was not responsible."

Bellemare and the fleet manager go back to the scene of the accident, pho-

tos in hand. "We went to the scene but the skid marks were gone. But with the fleet manager's photos, we could reconstruct all the marks. We painted all the marks on the scene, locating them with reference to the cracks in the pavement. From this I could place the vehicles at the point of impact. I showed that the pickup truck was in the wrong lane at the point of impact," Bellemare says.

In an ideal world every accident would be investigated by a collision reconstructionist. But because of Quebec's no-fault insurance, only when criminal behaviour is suspected do collision reconstructionists analyze highway accidents.

Because of Quebec law, there is little point. "The law forbids civil proceedings. There is no-fault for the civil action," Bellemare explains. There is, however, a catch. "There is no no-fault for the material damage. If you are not responsible, the insurance pays your deductible (for the accident). If you are responsible, the insurance does not pay the deductible. You assume the deductible," Bellemare says.

According to Bellemare there are only around 20 collision reconstruction specialists in Quebec, compared to some 130 in Ontario.

"In Quebec, if there are no civil proceedings, there is no reconstruction. In Ontario, etc., the police are obliged to investigate," Bellemare says.

The result is that most accidents only get the once-over by police who have only superficial training in assessing accidents, limited to how to fill out "R1" reports for fender-benders. Even an accident in which a vehicle leaves the road and the driver is killed, for instance, would not warrant bringing in a collision reconstructionist. The occasional result then, is that insurance companies come to the wrong conclusion about who is at fault and refuse to pay the deductible for the party judged to be the cause of an accident.

There is another concern for trucking companies. Under Quebec's Law 430, trucking companies must appear before the Transport Commission after an accident, Bellemare says. "Under 430, if you have an accident, you lose points. Now you have to prove that you should get those points back. It is automatic that you will pass in front of the Transport Commission to prove that you did not cause the accident."

Courses are available that teach the rudiments of collision reconstruction; ie., the Quebec Trucking Association plans to host one later this year. "Most of the big fleets have taken (such a) course. The training is to explain to the fleet manager what to do for all of the steps in an investigation, and what to collect, documents, etc.," Bellemare says.

Bellemare has some suggestions that can help companies mount a bit of a

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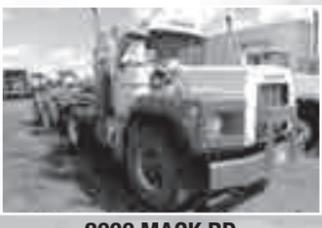
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DT-466, 6 spd., 12/23 axles.



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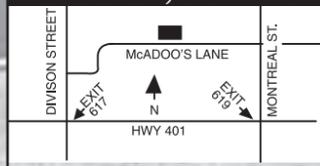
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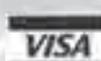
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defense if they find themselves on the wrong side of the guilt ledger. "The first call is when the driver calls the fleet manager to say he has had an accident. Advise the driver to take photos of the scene as soon as possible.

The second thing to do is send some-

one to the scene. Try and gain access. If it is a criminal investigation, access will probably be forbidden. Police will not give you their investigation results. If it is not criminal you will probably have access. Take photos. Take measurements. Temperature, the conditions like

ice and later, interview the driver and try and compare his testimony with the scene.

To the fleet manager: Get a good understanding in your head about the accident, then interview the driver and compare his story with the scene evidence.

This is why it is imperative to go to the scene, take pictures and interpret. It is certain that a trucking company will have an accident. They need to have documentation. They need to know how to properly document an accident." ●



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Guy Broderick named Highway Star of the Year

By James Menzies

MONTREAL, QUEBEC

Guy Broderick loves trucking. So much so, that in addition to driving full-time for Apps Transport, he spends much of his free time promoting the industry via social media and old-fashioned word of mouth.

"He drives for a living full-time and still finds time to get involved in commit-

tee work, charities and coaching work," said boss Scott Casson, vice-president of Apps Transport.

"I think I need to check his logs and timesheets, personally," Casson joked. He was speaking at ExpoCam, where Broderick was being recognized as the Highway Star of the Year.

He was presented with a cheque for \$10,000 by Newcom Business Media vice-



Guy Broderick (middle) receives a \$10,000 cheque from Newcom's Joe Glionna (right). Apps Transport's v.p. Scott Casson is on the left.

president Joe Glionna, for his endless industry advocacy and safe driving record. The Highway Star of the Year award, now in its twelfth year, is sponsored by Freightliner, Cummins, Eberspaecher (formerly Espar), Michelin, OBAC and Chevron Lubricants.

Broderick, who has run three million accident-free kilometres over his 29-year driving career, was selected as the winner for his industry advocacy and also his community work. When he's not trucking - or talking and writing about trucking - he can often be found volunteering for charities or coaching kids' sports, including softball and ringette.

Among his achievements, Broderick won the Ontario Trucking Association's (OTA's) provincial driver of the year award in 2010. He was named an OTA Road Knight in 2008. He sits on boards and committees for the Truck Training Associations of Ontario, Trucking HR Canada, the Ontario

Trades Council and others.

"In the 27-odd years I've been in the industry, I've never met a more impressive driver," Casson said at the awards presentation. "The feedback is always the same: he's positive, he's engaging, he's passionate, he cares about the industry and he's involved...he wants to improve the industry and make it better for future drivers."

For his part, Broderick said he was honoured to receive the award.

"I have been involved in the transportation industry since the age of 18 and I have seen many changes over the years," he said. "Continuous improvement is part of this industry, including improved technology and improved safety and training standards. I am happy to be part of this movement." ●

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Uniroyal rolls out truck tire line

MONTREAL, QUEBEC

The Uniroyal truck tire brand made its debut at ExpoCam in mid-April.

The new tire line features six designs in two sizes. Two of the tires - the Uniroyal RS20 and LS24 - are SmartWay-verified. The Uniroyal truck tire line was first introduced in Mexico last year and is in limited release in Canada. A future launch is planned for the US.

"For over 120 years, Uniroyal has provided affordable and dependable passenger and light truck tires," said Harold Phillips, COO for Michelin North America (Canada). "We are excited to bring that same value to the trucking industry. Commercial truck operators can trust Uniroyal to work as hard as they do. It's an affordable solution that will keep them rolling with minimal downtime."

Phillips said the tires are made using DuraShield construction, providing durability and retreadability. DuraShield features pyramidal steel belts, insulating belt edge strips and a heavy gauge inner liner. The company promises at least one retread on Uniroyal tires in line-haul and regional applications, and they're backed by a four-year warranty.

"There's a great opportunity in this market, particularly for owner/operators who want a value proposition of a reliable, high quality product at an affordable price," Phillips said. The full line consists of the following six tires in two sizes - 11R22.5 and 11R24.5:

- Uniroyal LS24 - SmartWay verified long haul steer/all-position tire
- Uniroyal LT40 - Long haul and regional trailer tire
- Uniroyal RS20 - SmartWay verified regional steer/all-position tire
- Uniroyal RD30 - Regional and long haul drive tire
- Uniroyal HS50 - On/off-road steer/all-position tire
- Uniroyal HD60 - On/off-road drive tire ●

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COMMIT WITH CONFIDENCE

Ontario's top drivers prepare to compete

By **Sonia Straface**

TORONTO, ONTARIO

It's that time of year again – the country's safest and most-skilled drivers are currently gearing up to prove they are the best in the biz by participating in this year's Professional Truck Driving Championships.

The Truck Driving Championships are almost like the Olympics for professional drivers across the country, where their skills and professionalism are put to the test in a series of competitions and where they get the chance to face their peers on a regional (and if they advance), provincial and national level in order to be crowned the best driver in the country.

According to Ewen Steele, president of the Ontario Truck Driving Championships, the contest will follow the same format as years past.

Participants will go to head-to-head with competitors in three separate events: a written test of 50 questions regarding the rules of the road; a pre-trip vehicle inspection where one must find five planted defects in eight minutes while being watched by an MTO officer; and performing a series of driving obstacles, such as backing into an alley dock with only a few inches of clearance.

In addition the competition will be divided into five classes depending on the type of truck participants prefer to drive, just like last year. The five classes include: straight truck, single-axle tractor with a single-axle trailer (single-single), single-axle tractor with a tandem trailer (single-tandem), tandem-tandem, and B-train.

Steele said the divided classes allows for more professional drivers to be able to compete and added the Toronto Regional Championships is resurrecting a new class in its competition this year.

"One of the interesting things for the Toronto Regionals is they are going to hold a standalone step van competition," he said. "It's been several years since that class has been active and we've got some local interest from the Toronto area, so we're going to satiate that by holding a competition."

Steele added that the winner of that class can't move on to provincials because of the limited interest only Toronto has shown, but they will get their own trophy and celebration that same day.

As always, the event is open to owner/operators and company drivers alike who wish to participate, but all must adhere to the rules of the championships. All participants have to be full-time drivers and must be accident-free for the 12 months preceding the date of the competition.

Steele said the day is always fun-filled and appreciated by the drivers and attendees.

"People are friendly and cordial to one another, even though everyone is competing against one another," he said. "It's a terrific family event."

The Toronto Regional Championships will be returning to the Powerade Centre in Brampton, Ont. on May 30, while the Central Ontario Regional Championships will be held on June 13 at Conestoga College in Cambridge, Ont. Provincials are being held at the London, Ont. Flying J Truck Stop on July 11, 2015.

Nationals will be held later this year in Regina, Sask. To learn more about the championships visit the Toronto Region-

al (www.truckchamps.ca) and Central Ontario Regional Championship (www.cortdc.com) Web sites. ●

Private fleets partner with TTSAO in face of worsening driver shortage

HAMILTON, ONTARIO

The Private Motor Truck Council (PMTC) of Canada has partnered with the Truck Training Schools Association of Ontario (TTSAO) to help member fleets find well-trained drivers.

The PMTC says its member fleets are beginning to suffer from the lack of qualified drivers, much like for-hire carriers have for years.

The association plans to use the TTSAO as a conduit for member carriers to hiring TTSAO-certified drivers. The two organizations also plan to work together on other initiatives through this strategic partnership, they announced.

"It is an exciting time at TTSAO and we are very pleased that the PMTC sees value in working together on the many issues we are challenged with in our industry," said Yvette Lagrois, president of the TTSAO. "Carrier members of PMTC will find that the TTSAO schools produce an excellent entry-level driver that will fit in nicely with the private sector.

"It is our goal to work with asso-

ciations like PMTC and the Ontario Trucking Association (OTA) on key industry initiatives."

"The PMTC and its fleets recognize that we are starting to feel the effects of a qualified driver shortage that we have traditionally been insulated from,"

added PMTC president Mike Millian. "Our fleets are going to have to start accessing qualified drivers at the entry level, and we want to ensure that the entry-level drivers that we have access to are trained to a high quality entry level standard, and are the best the industry has to offer. We recognize that TTSAO and its member schools train their students to a minimum standard, and in many cases beyond."

The PMTC also supports TTSAO's position on mandatory entry-level training for commercial drivers in Ontario.

TTSAO continues to work with the Ministry of Transportation and the Ministry of Training, Colleges and Universities on that front and is working with Serco (DriveTest) to improve on how commercial road tests are delivered. ●

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OTA targets private fleets with formation of new council

PMTC reaffirms position as “only committed, national voice for private and dedicated fleets”

TORONTO, ONTARIO

The Ontario Trucking Association (OTA) has established a Private Carrier Council in an attempt to better represent all carrier sectors of the industry.

The association announced it has about 50 private fleets as members. They include Canadian Tire, Domino's Pizza, Frito Lay, Gordon Food Service, HBC, Labatt Breweries, Loblaw and others.

It hopes the creation of the Private Carrier Council will help grow that roster.

“We have always had private carrier members but in recent years interest in joining the association has grown significantly,” says OTA president David Bradley, who points out private and for-hire carriers have a common interest in most major policy and compliance issues, including areas of safety, environmental regulation, vehicle weights and dimensions like LCVs, taxes and fees, as well as the driver shortage. “But we also recognize the unique nature of the private carrier role, so we wanted to create a forum where they can come together to discuss the issues that matter most to them and share best practices.”

The OTA says the formation of the new council arose from a long-term strategic planning session held by the

association's executive committee earlier this year. The council will have its own chair and vice-chair and private fleets will receive a number of seats on the OTA's Board of Directors. OTA is also offering a cap on membership dues for private carriers.

The new council will meet twice a year, with its first meeting scheduled for June 26.

The Private Motor Truck Council of Canada (PMTC) responded shortly after OTA's announcement.

Indicating that “imitation is said to be the sincerest form of flattery,” the PMTC pointed out it remains the only committed, national voice for private and dedicated fleets.

“Earlier this week, the OTA announced plans to develop a subcommittee known as the Private Carrier Council,” said PMTC president Mike Millian. “The name sounded vaguely familiar to us, but the PMTC wants to stress that it is not involved in this project in any way.”

Millian pointed out the PMTC has been the voice of private and dedicated fleets since 1977 and will continue to meet the needs of that segment of the industry.

He also pointed to the services currently offered by the organization including: focused information for private fleets delivered through e-bulletins, news briefs and its own magazine; cost-effective educational and

networking opportunities; a strong voice with government regulators; partnerships with like-minded organizations; member-only discounts and value-added services from industry suppliers; and business guidance and consulting services.

“It's great to see that a for-hire fleet organization has come around to our view that private fleets have unique needs,” Millian said. “Rest assured, the Private Motor Truck Council of Canada will continue to meet those needs for years to come.”

Infrastructure gets a boost in budget

TORONTO, ONTARIO

Finance Minister Charles Sousa has unveiled a 10-year, \$130-billion infrastructure plan in the 2015 Ontario budget.

The minister claimed gridlock is “choking” the provincial economy. The new budget boosts the funding announced in the 2014 budget for roads, bridges and transit available through the Moving Ontario Forward plan from nearly \$29 billion to \$31.5 billion. The \$31.5 billion will be split 50-50 between transit projects in the Greater Toronto-Hamilton Area (GTHA) and infrastructure projects in other parts of the province.

The budget also mentions dedicating 7.5 cents of the existing provincial gas tax (with no increase on the current rate); Repurposing revenues from the existing Harmonized Sales Tax (HST) on current provincial taxes on gas and diesel; Dedicating the revenue that will be gained from closing the Road Building Machine (RMB) exemptions; Increasing the aviation fuel tax by one cent per litre; And other measures that restrict large corporations from claiming small business deductions.

The budget also stated the government's proposed cap and trade program briefly, indicating the government will continue to work with industry stakeholders over the summer months and that a ‘final strategy’ would emerge sometime in the fall. It also called for a new program to expand the province's natural gas network which could expand the use of CNG and LNG trucks.

Of most concern was the fact the budget confirmed the government will continue its new strategy relating to non-tax revenue (user fees), which could include things like driver and vehicle fees. It is unclear whether this will affect the trucking industry tremendously.

The OTA says the Ontario trucking industry already absorbed a 70% increase in commercial licence plate fees over 2013-2014.

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Roundabouts and rollovers

Are we getting better at design and education?

By Ron Stang

WINDSOR, ONTARIO

The fact there were two truck rollovers within the same number of weeks at a newer roundabout outside Windsor this spring could be indicative of any number of factors, say police and roundabout design experts.

Municipalities are increasingly building roundabouts within cities as a way to curb severe accidents and manage traffic more efficiently. But in this case the roundabout is outside the city and connects two major provincial highways – Hwy. 3 and Hwy. 401. And it's circulating not just motorists but a high volume of trucks as Hwy. 3 links to the Ambassador Bridge, Canada's busiest commercial border crossing.

Indeed, hundreds of trucks a day now use the roundabout, which opened last June. But much of this traffic, especially that coming from the border, will cease once the new Rt. Hon. Herb Gray Parkway – the 11-km extension of Hwy. 401 – opens, perhaps late this spring. The roundabout will then be used primarily by local traffic.

(While the Parkway is designed to connect to a new bridge to Detroit the bridge itself is still in the planning

stage and not expected to open until 2020. Traffic will still have to exit the Parkway to use the Ambassador Bridge before that date).

In at least one of the two accidents OPP said it appeared the load, containing non-hazardous materials, shifted.

Parkway spokesman Garfield Dales said the roundabout, located in suburban Tecumseh, "has been designed

used as the design vehicle however," he said. "At locations where oversized vehicles are anticipated, special considerations for the size and tolerances of these vehicles are provided in design and construction. If oversized trucks or farm vehicles are known to be travelling through the roundabout, then they are modelled to ensure that their turning paths can be safely accommodated."

"It's important for the truck driver to plan it and to check for blind spots and so on if he or she is going to use both lanes."

Raynald Marchand, Canada Safety Council

to Ontario's high standards" and includes a four-metre wide truck apron around the central island for vehicles requiring more turn radius. It also has two 5.5-metre wide lanes and a 65-metre wide diameter.

The posted speed limit is 30 km/h. Dales said the roundabout was designed to handle all types of traffic including trucks, buses and other large vehicles.

"A large semi-trailer is typically

Dales said "a main design feature" of the roundabout is the truck apron, considered by engineering experts as among the optimal features in roundabout construction. This allows trucks a sort of extra left lane over which their inner wheels can track as they negotiate the turn.

Dales, director of MTO's Windsor Border Initiatives Implementation Group, said there has been plenty of education about use of the round-

abouts including public meetings and instructions on the hgparkway.ca Web site. There is also MTO's *How to Drive in a Roundabout* brochure available across the province.

"MTO has also reached out to our partners like the Ontario Trucking Association (OTA) to help spread the word," he said.

The OTA, in fact, has been proactive on the roundabouts front.

In 2010 the OTA published a 24-page discussion paper, produced by consultants HDR and iTRANS, called *Accommodating Commercial Vehicles in Roundabouts*.

"It creates some geometrics that recommend roundabout design that takes into consideration all vehicle spec's, so whether its tandems, trix, long combination vehicles, straight trucks, whatever," OTA's vice-president of communications Marco Beghetto said. "This is sort of the one-stop-shop for roundabouts, this is the roundabout (design) that we think will accommodate all vehicle configurations."

Beghetto said when OTA learns of a jurisdiction planning a roundabout it contacts that municipality. "And for the most part they're grateful – they're grateful to have it and they use it and it works with great success."

The OTA has also been campaigning for electronic stability control systems to be built into new trucks. Federal transportation minister Lisa Raitt said in March her government endorses the technology and is committed "to align with US vehicle standards."



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Winter road maintenance in Ontario inadequate, Auditor General finds

TORONTO, ONTARIO

Ontario and its snow removal contractors may have to order some new equipment. A report from the Auditor General found that service levels performed by contractors has declined and that available equipment for snow and ice removal from roads is insufficient. The province's transportation minister, Steven Del Duca, vowed to address the problem.

The shortcomings were outlined in a 43-page report titled *Winter Highway Maintenance*. While the report indicated Ontario has trimmed winter maintenance costs, it now takes longer to clear highways during and after a storm.

Six of 20 contract areas did not meet

the province's standards for timely snow removal, 90% of the time. Also, the time it took to clear highways after a storm increased from an average of 2.1 hours to 4.7 hours in the winter of 2013-2014.

"Today's report has confirmed what we already knew: despite the improvements we have made – the additional equipment, additional oversight and organizational changes – the current system of winter highway maintenance needs to be better," said Del Duca.

He said the Ministry has already added more than 100 pieces of equipment and strengthened oversight. The just-announced provincial budget also contains funding for more equipment changes, he added.

"As a ministry, we have a lot of work

to do. But, so do our contractors. I will be meeting with them in person as soon as possible to determine how we can work together to improve this program and their performance," said Del Duca, adding an action plan will be in place within 60 days to deal with the issue.

The Ontario Trucking Association welcomed the report and Del Duca's commitment to addressing the issue.

"OTA has been working with MTO and its membership for two winter seasons to help build the case that some contractors do not appear to be fully living up to their contractual obligations," the association said in a release. "OTA welcomes the minister's action plan and looks forward to providing the trucking industry's input." ●

The technology, which can cost between \$600 and \$1,000, senses shifts in weight equilibrium forcing the truck to correct itself.

"Many of our members already use it voluntarily," Beghetto said. "But most people consider it cheap insurance."

Raynald Marchand, general manager for programs at the Canada Safety Council, said roundabouts prevent serious accidents like T-bone intersection collisions. Sideswipes in roundabouts, should they occur, happen "at typically lower speed," resulting in less severe injuries.

But, Marchand said, roundabouts "are still pretty new" across the Canadian road landscape.

"And there are some roundabouts that were built just too tight and some of them had to be modified or improved or enlarged for some of the trucks that are out there," he said.

That means, in certain situations, a truck, instead of just staying in the left lane and using the apron will need to use both lanes, creating a potential hazard.

"In using both lanes other traffic may be trapped by the fact the truck and trailer are using both lanes and be substantially sideswiped as a result of it," Marchand said. "It's important for the truck driver to plan it and to check for blind spots and so on if he or she is going to use both lanes."

Marchand said some roundabouts have had to be modified.

"I know that up in Val-d'Or, Que. the one at the entrance there was just built too tight for large trucks and had to be redone," he said. "So there is sometimes some engineering that needs to be put in place to accommodate large trucks. I think they're getting better at it."

Marchand said motorists also have to be prudent. "They change lanes in the roundabout and they don't know exactly where to go, where they should be."

Sgt. Kerry Schmidt, spokesman for the OPP's Highway Safety Division in the Greater Toronto Area, said he can't think of any roundabouts on OPP-patrolled highways in his region. But, he said, speed may be a factor as it is in freeway ramps incidents. While there could be design or poor signage issues, as well as driver unfamiliarity, "really there's no excuse for a truck to roll over on and on and off ramp," Schmidt said.

Madison, Wisc.-based GHD Inc. is a leading roundabout design firm with experience in Canada.

"A well-designed roundabout will address load-shifting problems with larger vehicles," principal Mark Lenters said. "Problems such as inadequate entry deflection leading to high entry speeds, long tangents leading into tight curves, sharp turns at exits, excessive cross slopes (gradients for water runoff), and adverse cross slopes have been the principal causes of load shifting."

Lenters said "a combination" of these elements can create the "tipping point" for a rollover. "No one element on its own is generally causal, which implies that removing one of the mechanisms from a combination of several... may be sufficient to remedy the problem," he said.

Lenters said education "plays an important role" in preventing truck rollovers.

"Driver adaptation is making progress in Ontario," he said. "But it is slower than adequate to avert some avoidable accidents." ●



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The power of purple

A truck is painted purple to raise awareness for an often-overlooked form of cancer

By Sonia Straface

BRANTFORD, ONTARIO

Before the world became okay with using the word “cancer,” the disease was often known as The Big C. Even though almost everyone knows someone who has been affected by the disease, no one wanted to talk about their diagnosis, the harsh reality of chemotherapy, or other forms of treatment.

That is until the birth of a Pink Ribbon in the early 90s liberated women with breast cancer and made it okay to proclaim that they were going to beat the disease and raise money for a cure. Since the Pink Ribbon campaign came

to be, money going toward breast cancer research has skyrocketed.

But what about people who have another type of cancer? Where is their support?

When she was diagnosed with pancreatic cancer at the age of 57, Kathy Butterwick of Brantford, Ont., went in search of her own ribbon. Her diagnosis came in the summer of 2012, after being jaundice one night. She had no other warning signs.

She discovered the colour for pancreatic cancer was purple and wanted her own purple ribbon to raise awareness for the disease she had. She tried



Rick Lane, owner of the purple rig above, volunteered to use his truck as a way to spread pancreatic cancer awareness for his friend Rick Loree, who lost his wife to the disease this past December.

several outlets but all they offered her were pink ribbons.

After Butterwick's frustration grew, her husband Terry Loree, a retired truck driver, decided to take matters into his own hands and found the of-

ficial Pancreatic Cancer Canada Web site.

“I saw that they gave out purple ribbons and purple T-shirts and hats and so we got Kathy the full regalia,” he said.

Unfortunately after fighting for more than two years, Kathy lost the battle to pancreatic cancer on Dec. 2, 2014. But her memory will live on Canadian highways thanks to one special purple truck – the first and only Pancreatic Cancer Tribute Truck – driven by owner/operator and friend of Loree, Rick Lane.

Loree said this act of kindness and willingness of Lane to volunteer to be a sort of rolling billboard or spokesperson for pancreatic cancer is something he is forever grateful for.

Lane and Loree met back when they both worked for Ryder Logistics.

“He was a truck driver too and then he became a dispatcher, so he was my dispatcher for awhile,” said Loree. “I hadn't seen Rick in almost a decade... but we always e-mailed. And through Kathy's journey for conveniences' sake, I would send e-mails to friends and family, keeping them up to date on her progress, and Rick was in on those e-mails.”

Loree said because Butterwick refused to have a funeral when she passed, he decided to host a small memorial gathering at a local restaurant in late February to honour her memory with a few friends and family.

“I sent out a reminder e-mail and Rick sent back an e-mail saying that he and his family would be coming back from Costa Rica at 8 a.m. that morning, but he'd be there. And he showed up,” said Loree. “And it was just like old times when he got there. We were just catching up and Rick says, ‘What do you think, are there too many pink tribute trucks out there?’ And I said, ‘In my opinion, yeah.’ And he said, ‘Well, I've got a purple dump truck...’ And at that point, I fell apart. Because, while we were friends, we weren't best buddies or anything.”

On Apr. 18, 2015, Lane officially unveiled his purple tribute truck complete with decals honouring Butterwick and showcasing facts about pancreatic cancer.

“I was just lucky I happened to have a purple truck,” said Lane. “I had seen a lot of the pink cancer tribute trucks out there and I hadn't seen a purple one, so I volunteered to use my truck to spread awareness.”

“Terry is a good friend of mine and he's been through a lot of tough times and he was really excited when I volunteered to do this.”

So far, Lane said the truck has received a lot of positive attention on the road, and he hopes he can spread a lot



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of awareness for pancreatic cancer.

"I've received a lot of compliments and thumbs up and honks so far. People have even started cutting me off because they are reading the decal on the side of the truck, but I'll get used to that," he said with a laugh.

Loree believes that pancreatic cancer took a back seat because of the nature of the disease. He explained how hard pancreatic cancer is to detect because of the minimal warning signs it shows.

"The problem is the pancreas has no nerve endings, so there's no discomfort," said Loree. "There could be a little back discomfort, or stomach discomfort, but how can anyone tell the difference? The symptoms are extremely vague and by the time doctors find it, it's so usually so far advanced, there's nothing that can do about it."

According to Pancreatic Cancer Canada, 4,700 Canadians are diagnosed with the disease every year. Of all the major cancers, pancreatic cancer has the highest mortality rate; 75% of patients will die within the first year of diagnosis and 92% will die within five years. The best way to treat pancreatic cancer is through surgery - even though only 15% of patients are eligible for the procedure (Butterwick was fortunate to be one of them) - called a whipple. Often those who are diagnosed and have the surgery are already in the last stage of cancer progression.

"It doesn't affect a huge number of people, but to the people it does kill, it's horrendous," added Loree. "It's not something I wish on my worst enemy. This is something that needs more attention. We need to spread more awareness and more people need to know about it. It's a nasty killer."

He added that even though Butterwick suffered through her disease, "We made the best of it. And we filled the good days with whatever she wanted to do that day. The bad days we spent curled up on the couch."

Loree said that he misses his wife dearly, and hopes the truck can bring more attention to the disease that took her away too suddenly. ●

Roadcheck coming

Truck inspectors across North America will be busy June 2-4, when about 10,000 of them conduct truck and bus inspections over a 72-hour period as part of CVSA's International Roadcheck.

The initiative involves CVSA-certified state, local, provincial and federal inspectors in Canada, the US and Mexico. It is the largest targeted enforcement program on commercial motor vehicles in the world, with nearly 17 trucks or buses inspected, on average, every minute during the 72-hour period.

This year, International Roadcheck will be focusing on cargo securement. CVSA inspectors will highlight cargo safety and educate drivers and carriers about the topic.

"For many types of loads, particularly those that are not sealed or otherwise inaccessible to the driver, regulations require the driver to stop within the first several miles of a trip and recheck the tie-downs and other load securing equipment," CVSA reminds drivers. Most inspections will be of the comprehensive Level 1 variety, involving 37 steps, including a driver and vehicle examination. ●

Secrets of the Best Fleets to Drive For to be shared

MARKHAM, ONTARIO

What does it take to be named one of North America's Best Fleets to Drive For? CarriersEdge has the answers, and will be sharing them through a series of free seminars and Webinars.

As administrators of the Truckload Carriers Association's wildly popular Best Fleets to Drive For program, CarriersEdge conducts thousands of driver interviews and dozens of interviews with nominated carriers each year. Through this process it collects best practices from nominated fleets and gains a better understanding into what drivers are looking for from their carriers.

Those revelations will be shared through the 2015 Best Fleets to Drive For seminar series, which is sponsored in part by *Truck News*.

Topics to be covered during this year's seminars include:

- Developments in compensation

and benefits

- How Operations is improving the driver experience
- The new normal in performance management
- What the Best Fleets are working on next

"This year's Best Fleets really surprised us with the different programs they offered their drivers", said Jane Jazrawy, CEO of CarriersEdge. "These companies are demonstrating fantastic creativity to address the driver shortage head on, and with three fleets that have now made the list for five consecutive years, we have a lot to talk about."

In past years the seminar series was held throughout Canada but given the geographic scope of this country, it was impossible to bring the message to all interested companies.

"In the past, we've had a single date in each city and if people couldn't make it on that date they were out of

luck," said Mark Murrell, vice-president, sales and marketing for CarriersEdge. "As well, participants often come to multiple different sessions, ensuring they don't miss any of the information. By moving some of these dates online, we can provide more scheduling options for everyone, and make it easier for people who want to attend multiple sessions."

The live seminars will run from 9 a.m. till noon and will include refreshments. The Webinars will go from 1 p.m. till 3 p.m.

Admission is free but advance registration is required. You can call Thomas at 905-530-2430 or e-mail info@carriersedge.com to register. Venues and sponsors will be announced soon. Here are the dates:

- May 26 - Webinar
- May 28 - Webinar
- June 2 - Toronto, Ont.
- June 4 - Moncton, N.B.
- June 10 - Webinar ●

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BY SONIA STRAFACE

Sergiy Filippov UKRAINE

It's no secret that the trucking industry is in trouble when you look at the statistics surrounding the recruitment of young drivers. It seems young people aren't interested in driving as a career, especially in North America. Of course, there are always exceptions to account for.

From his experience and many accomplishments, you'd never know that Sergiy Filippov owner and driver of Natfil Enterprises in Regina, Sask. is only 33 years old – he's a walking advertisement showing success at a young age is a possibility in trucking.

Before he moving to Canada in May 2007, Filippov lived in Ukraine with his wife. Like many truck drivers before him, he followed in the footsteps of his father when he chose to pursue a career in trucking. His father had driven trucks professionally when Filip-

pov was growing up, and eventually started his own business in Ukraine. Filippov started driving in eastern Europe when an opportunity came along he couldn't pass up – a chance for him and his wife to move out of the country and to Canada.

"I really wanted to come to Canada," said Filippov. "Unlike Ukraine, there is no corruption here and the government takes care of its citizens."

Corruption is an ongoing problem in Ukraine where bribes are customary. Recipients of the bribery include the police, health care officials and the education system. It's estimated that nearly three quarters of the population who deal with government have been involved with corrupt transactions. In 2012, Ernst & Young placed Ukraine among the top three most corrupted nations in the world alongside Colombia and Brazil.

Filippov's life changed when he met Denis Prud'homme, a trucking veteran who started Prudhomme International – a company devoted to recruiting foreign drivers to Canada's workforce.

"He was one of the first people to start bringing people over," said Filippov. "He started with the Ukrainian workforce and because I spoke English and I had experience driving, I was chosen by him to go to Regina."

Filippov's wife, who at the time

was living in Japan, joined him in Canada a year later once he was settled at work and at home.

"It wasn't an accident, it was planned and we were looking for the opportunity to come to Canada," he said, adding he was fortunate to have met Denis Prud'homme. "Canada was the number one choice for us, because it's a huge country with a very small population and it's considered to be one of the best countries to work in."

He says that he didn't experience any sort of culture shock after moving to Regina, since he had gone to the US before he officially moved to Canada and saw the North American lifestyle. Filippov added that he and his wife have no regrets moving to Canada, and don't miss Ukraine in the slightest. Both became Canadian citizens in July 2014.

"We feel very at home here," he said. "There is no homesickness. We love Canada. The way we are treated here, and the lifestyle here is much better from the Ukrainian way of life."

Filippov worked for Prud'homme as a driver for two years. He took a break from trucking from 2009-2010 and drove a taxicab in Regina when his wife got pregnant, so he could be home with her.

Today, his business, Natfil Enterprises runs ten trucks and primarily services the oil and gas industry in Alberta and Saskatchewan by hauling crude oil and frac sand. Filippov still drives daily even though he is the owner.

This year, Filippov saw his business hit a speed bump when the price of oil nosedived. Regardless, he is hopeful for the future of the business and, more importantly, the future of his employees.

"I would like to see my business become more steady and not bigger necessarily," he said. "I want to see all my drives making money. I want to see them happy and their families happy."



Dean Kennett UNITED KINGDOM

When most think of vacation, they think about being on a beach in Mexico under an umbrella with a frosty drink in their hand. But for Dean Kennett, 48, originally from London, England, vacation came in a much different form. And it even changed his whole life.

More than seven years ago, Kennett, who had been driving almost two decades then, decided to visit his fellow truck driver friend in Canada for vacation. His friend, who worked for Bison Transport at the time, thought it was a good idea to take Kennett out on a run with him. At the time, Kennett had no intention of living in Canada or North America for that matter, but after meeting the Bison recruiting team, he changed his mind. He went home to his wife, and then young son to tell them about his vacation and future job prospect.

"My wife and son decided they'd be interested, too," he said. "So they went to Canada for vacation to see what it was like here and when they arrived back in England they said, 'let's go.'"

Kennett and his family have lived in Canada as permanent residents since September 2008. Currently they live in Marchand, Manitoba and Kennett says things for the family have never been better, even though the Canadian weather took a little adjusting to at first.

"It was very hard in the beginning, you





Raj Singh INDIA

Adjusting to life as a truck driver in a new country is a hard thing to do. But, building your own truck company from one truck to almost a hundred is even harder.

Raj Singh, originally from Punjab, India, moved to Canada in 1995 when he was fresh out of university. He had no intention of getting into trucking, but settled in Montreal, where he hoped to find a job in technology management. The tech industry at the time was changing so much, that layoffs were commonplace and Singh decided he should change his plan and stumbled into the world of trucking. So he set out to get his license and his own truck and hasn't looked back ever since.

"I started driving locally with my



own truck," 42-year-old Singh said, adding that at the time he was having a hard time finding stable work in trucking because he was so young at the time. "And then I moved from local to hauling to the US once I got older." Today, Singh is the president and owner of Nishan Transport in Montreal – a company he began in 1995. Singh said his work ethic and dedication are what transformed Nishan from a one man operation to a reputable LTL-truckload transport company with a fleet of 90 trucks.

"I have lived my life so far according to work," he said. "Work and my business comes first for me in every way and that is the main thing. I don't go home unless everything is finished." Singh said that most nights he is in the office well into the wee hours of the early morning, adding that Nishan's "service level is do or die." Three years ago, Singh became a Canadian citizen. He said that the success of his business wouldn't be possible if it wasn't based out of Canada – the country he chose to move to after university because of the large community of Punjabis that reside here.

"What I am today is because of Canada," he said. "It's just the way the industry works and the demand and all that. If I had tried it back home, it would have been hard." As for the future, Singh says he doesn't like to think of specific targets or numbers on where he wants to be in five, ten, twenty years. Instead he says, "I just want to make sure we continue to grow without compromising the service level."

know we had heard about the cold, but until you've experienced it, you don't really know," he said. "What we imagined wasn't what we got. It was very different. But we've all gotten used to it, and we're acclimatized now. I love my job now too. I've never been happier work-wise. My wife loves what she does too. She works for the local credit union...and my son loves school. He does fantastically well here. We love Canada now."

Kennett worked for Bison his first four years in Canada, until he made the move to a small, local company that gave him the opportunity to do something that is nearly impossible to do in the UK – become an owner/operator. The small, local company he worked for after working for Bison got bought by Payne Transportation, a company that uses owner/ops almost exclusively and Kennett decided it was the perfect opportunity to take the leap and buy his own truck, a brand new Volvo VNL 780.

"It was something I've always thought about," he said. "It's a very difficult thing to do in the UK. I didn't have the money over there to do it. But over here, at the end of the night if you can finance it, then you can be an owner/operator. I like it much better than being a company driver; you've got more responsibilities and all that. I find it a lot less stressful I'm not be-

ing pushed, as you tend to be as a company driver. I would never go back to being a company driver. And I love the truck and I've spent a lot of money making it nice. I never realized you could find so many things to buy for trucks. It's my first truck so I want it to be something I'm proud of."

Besides his job, Kennett says his favourite part of living in Canada is the lifestyle and lack of traffic. "Well, the obvious difference (be-

tween driving here versus driving in Europe) is the lack of traffic," he said. "I've been to Toronto many, many times but still compared to the traffic around London and Paris it's still nowhere near as bad. The facilities are far superior over here too. And I enjoy the laid back way of life here. It's not hectic and so on as it is in the UK. It's a more relaxed way of life. There's a lot less stress."

Kennett says he doesn't miss much

back home, save for a traditional English breakfast, something he says can't be duplicated anywhere else.

"I think it's something every one of us Englishmen miss once we come over here," he said. "For the last 20 years, I've carried around a postcard picture of an English breakfast with me. Even when I drove around Europe, I found you just couldn't get a breakfast like you can in England. So I still carry it to this day."

Randeep Sandhu INDIA

When meeting fleet executives and transportation business owners, you learn quickly that people in the trucking industry have been around a long time. It's common to meet presidents and CEOs of fleets who have been around for two to three decades and have watched the industry evolve.

However, Randeep Sandhu, co-owner and vice-president of operations of Load Solutions Inc., a 100-truck fleet, is just a child in terms of his time spent in the industry.

Sandhu, who currently lives in Brampton, Ont., has been in trucking for only 10 years. He and friend launched Load Solutions Inc., a transport company servicing the US and Canada, in 2005, and despite being rather young and new to the industry, the business took off rather quickly. The company currently hauls refrigerated items, like meat and produce as well as automobiles from companies like Toyota and General Motors.

Sandhu moved from a small village outside of Punjab, India to Canada in 1997. He had just graduated from university in India and came to Canada under the skilled worker points program. At first he set out to be an agricultural engineer (what he had studied in university) but when he got to Canada he changed his mind.

"I was working as a production supervisor in Canada and me and my partner both worked at the facility at that time and we wanted to start a business," Sandhu said. "He's more of a technical hand and so we got together and we started it and for the first few years we were on the road driving. We went all over Canada and the US."

Work-wise, the business couldn't be doing better.

"We're doing very well," Sandhu said. "We are expanding into the United States. We put a terminal in Niagara Falls last year and we're putting another one in Michigan



next year, so for the business itself, I don't see any road blocks."

Business wasn't always smooth, according to Sandhu who was new to the transportation industry when he started the business.

"Business wise, there's a lot of things nobody teaches you and things you can't learn from a book in school," he said. "During the first few years of the business, we were robbed by unscrupulous brokers in the industry. We ran around the transportation minister back in the day and sent petitions. And to this day, nothing has been done."

Sandhu said that experience has not only let him be a smarter business owner, but also sparked an interest in politics. During the last provincial election, Sandhu ran for the Ontario PC party. He didn't win his riding, but said it was a good experience.

Overall, Sandhu said he enjoys living in Canada and even convinced his parents to make their way over a few years ago.

"I like Canada a great deal," he said. "When you move from one place to another there are a lot of culture differences. Like how to ride a bus and all that, but I really don't have any sad experiences to mention. I was well received in Canada. I wouldn't trade it for anything."

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New National Occupational Standard developed for drivers

Is the profession one step closer to being recognized by government as a skilled trade?

OTTAWA, ONTARIO

A new National Occupational Standard for professional drivers was announced in early May, defining the profession in more detail than in the past.

The standards were developed by Trucking HR Canada and provide an extensive list of knowledge, skills and abilities required by professional drivers. The development of the standards was part of a national project dubbed Driving the Future. Participants included the Canadian Trucking Alliance, fleets, professional drivers, trainers and other industry experts.

"This National Occupational Standard will help to guide everything from training programs to certification initiatives – and it will support national efforts to recognize truck driving as a skilled occupation," said Angela Splinter, CEO of Trucking HR Canada. "Fleets can use this document to determine if new or existing employees are prepared for the job, while training schools will be able to use it to ensure their programs meet employer needs. It also serves as a foundation for any discussions about mandatory entry-level driver training."

The standard reflects the core knowledge, tasks and subtasks that are typically developed early in a career and shared by the widest-possible array of truck drivers. The people who meet this standard will be prepared to:

- Operate a straight truck or tractor-trailer with a Gross Vehicle Weight of up to 45,000 kg (100,000 lb.);
- Transport freight contained within a cargo-van-style trailer;
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- Operate on urban, regional and national roads – in any terrain except mountain passes;

- Operate in all types of weather. Commercial vehicle operators (truck drivers) who have yet to meet the National Occupational Standard may, at the discretion of their employer, be excluded from operating in extreme weather.

The standard also recognizes that additional job-specific knowledge, skills and abilities also need to be developed, depending on the role that a driver performs. The document can be downloaded from www.TruckingHR.com.

Women with Drive Summit to return

TORONTO, ONTARIO

Trucking HR Canada announced recently that the Women with Drive Leadership Summit will return on March 3, 2016.

This year, the event saw approximately 135 attendees. The event aimed to shed new light on the steps to recruit, retain and mentor women in the industry.

"Based on the overwhelmingly positive feedback we received, it's clear that those who attended the summit want even more information to help address some of the industry's most pressing recruiting and retention challenges," said Angela Splinter, CEO of Trucking HR Canada.

"We're encouraging men and women throughout the industry to save March 3, 2016 in their calendars, and join us as we build on the event's success."

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Over the Road

AL GOODHALL



We need training, not speed limiters

There are many very good reasons to limit truck speeds to 65 miles per hour. In fact, there are many very good reasons to limit all vehicle speeds to 65 mph. This is the position of the American Trucking Associations (ATA).

They want federal regulators in the US to pass legislation requiring all heavy trucks to be equipped with electronic speed limiters and see a uniform 65 mph speed limit for all vehicles passed into law. Safety is the primary reason cited by the ATA in their decision to take this path. The problem is that you can teach and embrace safe practices and develop a culture of safety but you can't legis-

What we have created in Ontario is an environment where it has become an accepted practice to run at governed speed no matter what. Drivers are increasingly abandoning their responsibility of governing their own speed based on the equipment they are driving and the environmental conditions they are driving in and carriers are abandoning their responsibility to provide adequate ongoing driver training that improves both safety and profitability.

Let's face it, the best piece of safety equipment in any vehicle is a professionally trained and engaged driver behind the wheel. Using technology to limit a vehicle's speed then passing that into law removes a degree of

responsibility from all the players in the game. Some say this is leveling the playing field. I say it is more like passing the buck.

Many drivers will put forward the argument that limiting truck speed causes "elephant races" and causes hazards on the road since trucks become rolling road blocks to other vehicles. My own experience is that this is not the case.

As a driver you can manage your own speed to prevent these situations from developing. Since the speed limiter legislation was passed I started travelling at 60 mph (97 km/h) as my cruise speed. This provides me with 8 km/h to pass any slower moving vehicle that I approach and those packs of trucks

that are engaged in their ongoing elephant race simply pass me by. I would say that over 80% of my travel time is spent within a huge stress-free space cushion even in relatively heavy traffic.

When I find myself in heavy traffic, well, the flow of traffic is then considerably less than the posted limit. Does this limit my earning potential? No. Does it create a time burden for me? No. Do other vehicles run in to me because of the speed I'm travelling? No. Am I profitable? Definitely.

The speed limiter law in Ontario is a foolish law. We could attain even better results with improved driver training and a paradigm shift on how traffic laws are enforced for all vehicles. ●

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

The speed limiter law in Ontario is a foolish law.

late that attitude. Consequently the whole issue of using technology to impose safety has become highly politicized and the benefits of effective safety practices such as managing vehicle speed are lost in all the noise.

So how has a speed limiter rule on big trucks affected safety in the province of Ontario? It's hard to know. But wait, let's remember the speed limiter legislation was passed in Ontario in order to reduce greenhouse gas emissions; improved safety was to be a positive fallout as a result.

Let's also remember that a large percentage of carriers had already embraced limiting their speeds on purely economic grounds prior to the passage of speed limiter legislation in Ontario. It's pretty hard to make an argument that safety will be improved by limiting heavy trucks to 105 km/h in a jurisdiction that has a maximum speed of 100 km/h for all vehicles.

Perhaps the better question to ask is, has the speed limiter law affected the attitudes of drivers and motor carriers in the province of Ontario (and Quebec which also has the same law in place)? I think it has affected attitudes, but not in a positive way.

If you travel in Ontario, you know that speeds on the 400-series highways don't flow at 100 km/h, which is the posted speed limit. It is common knowledge that if you don't exceed 115 km/h you're not going to catch any grief from enforcement officials. In fact you will probably be travelling with the flow of traffic at that speed - if you're in a car, that is.

In fact a December 2013 article posted on Trucknews.com regarding MTO enforcement officers being equipped with radar in their vehicles stated "They'll be able to clock commercial vehicles and fine any driver travelling over 115 km/h for violating the province's speed limiter law."

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Industry advocate named top fleet maintenance manager

Challenger's Chris Iveson named Fleet Maintenance Manager of the Year

By **Sonia Straface**

CONCORD, ONTARIO

At a dinner at Concord, Ont.'s Paradise Banquet Hall & Convention Centre, put on by the Canadian Fleet Maintenance Seminar Committee, Volvo Trucks Canada presented the winner of the Canadian Fleet Maintenance Manager of the Year Award.

This year, the coveted award went to Chris Iveson of Challenger Motor Freight, who has been in the truck maintenance trade for almost two decades.

Steve de Sousa of Volvo Trucks Canada presented the award to Iveson, outlining the criteria one must possess to be qualified for the award.

When choosing a winner, said de Sousa, emphasis is placed "on the scheduled maintenance program of the company, the quality and frequency of training programs, the major accomplishments and innovations of the individual and the nominee's contribution to the industry and community in general."

Though Volvo Trucks Canada sponsors the award, it is not involved in the selection process. The winner of the award is selected by past winners and a group of industry journalists.

According to de Sousa, candidates for the award must manage a fleet of at least 25 Class 8 vehicles and perform at least 80% of their own maintenance and repairs.

De Sousa added that Iveson went above and beyond the criteria outlined for the award as he oversees more than 150 staff at four maintenance facilities across the country and maintains nearly 4,500 pieces of equipment. In addition, Iveson spends a lot of his time mentoring younger people in the importance of the trade.

"Our recipient has spent most of his career promoting and advising on the industry," de Sousa added. "He actively promotes truck and coach trade to our future technicians as an advisor at Centennial College and Conestoga College. At work, he spends a portion of his time mentoring and coaching staff with a focus on hiring apprentices and helping them find their way through the truck and coach program. He is also an advising member of the OTA's technical council and the ATA's technical advisory council, where he is the only Canadian representative."

Iveson, a father of six, was very humbled by the award and took time in his speech to outline why he spends so much time mentoring students.

"Without Challenger behind me I wouldn't be standing here today," he said. "My company has worked closely with me to help us get to where we are today. We're a proud part of this industry and I'm a proud person to be involved in this industry. We talked earlier about the difficulties with apprentices...and I do feel very passionate about it. If we don't continue to promote this trade, and we don't continue to promote business...we're going to be at a sad loss...I'm very proud of what this trade has done for me. A long time ago my high school auto teacher kind of pushed me into the trade and I never thought for a second I'd be in this posi-



Volvo Trucks Canada's Steve de Sousa (right) presented Chris Iveson (left) with the award.

tion today. So, to everybody I've worked with over the years, thank you very much for this award. I appreciate it." ●

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KAREN BOWEN



Managing high blood pressure

Driving down the road, you can monitor the pressure systems in your rig by reading the gauges on the dash. During a physical, you can monitor the pressure in your circulatory system by reading the gauge on the blood pressure cuff. Understanding the readings on these gauges and responding appropriately can help you avoid breakdowns.

When taking blood pressure, two numbers are recorded – a high number (systolic pressure) which measures the force felt by your artery walls as your heart pumps blood through the artery; and a low number (diastolic pressure) which measures the force felt by your arteries between heartbeats when your heart is relaxed. Blood pressure is determined by the amount of blood your heart pumps, along with the amount of resistance that blood encounters while traveling in the blood vessels throughout your body. A blood pressure reading of 120/80 is considered ideal; if these numbers increase, so does your risk for heart disease.

A higher volume of blood combined with a narrowing of the arteries' interior passage leads to high blood pressure (hypertension). High blood pressure is divided into two categories: primary (essential) hypertension and secondary hypertension. Primary hypertension just tends to gradually develop over the years and has no identifiable cause. Secondary hypertension appears suddenly and can be brought on by prescription medications, illegal drugs and/or medical conditions.

Frequent triggers include: birth control pills, cold remedies, decongestants, certain prescription drugs, over-the-counter pain medication, cocaine, amphetamines, chronic alcohol use, sleep apnea, kidney and thyroid problems and/or adrenal gland tumors.

Although there are many risk factors for high blood pressure, the following are most common: Family history – high blood pressure tends to run in families. Age – your risk increases as you age (most often diagnosed in men around 45 years and women around 65 years). Ethnicity – African Americans commonly develop high blood pressure earlier than Caucasians, accompanied by earlier heart attack, stroke and kidney failure. Chronic conditions – sleep apnea and kidney disease. Weight – the more tissue comprising your body, the more blood required to feed the tissue. As blood volume increases, the

pressure exerted on the artery walls increases accordingly. Inactivity – inactive people usually have a higher heart rate, which puts strain on their heart and arteries.

Habits can also increase your risk. Tobacco – smoking or chewing tobacco temporarily spikes your blood pressure; chemicals in tobacco damage the interior walls of the arteries. (Second-hand smoke has the same effect). Too much salt – since excess salt causes your body to retain fluid, it also raises blood pressure. Not enough potassium – since potassium helps maintain an appropriate salt balance in the cells, too little potassium can lead to too much salt in your blood. Not enough vitamin D – since vitamin D impacts an enzyme produced by the kidneys that helps maintain blood pressure. Alcohol – since heavy drinking (two or more drinks a day for men and one or more drinks a day for women) can cause heart damage. Current stress can also cause a temporary blood pressure increase.

High blood pressure is considered a silent killer because it develops over time with no obvious symptoms. Although some people experience dull headaches and/or increased nose bleeds, these symptoms often only appear when that person's blood pressure is so high it is life-threatening.

As a result, people with undiagnosed, chronic hypertension may unknowingly develop these serious health issues: hardening of the arteries (atherosclerosis) which may lead to heart attack or stroke; a bulge in your artery (aneurysm) which could burst under pressure, causing serious complications or death; thickened blood vessel walls which make your heart pump harder, leading to heart failure; narrowed, weakened blood vessels in the kidneys which may decrease kidney function; narrowed, weakened blood vessels in the eyes which may cause blindness; inefficient circulation to the brain which may impact your cognitive abilities to remember, learn and reason.

You can identify blood pressure concerns early by keeping a log. Use the reading from your most recent mandatory physical as a baseline. Then monthly, utilize the free blood pressure monitoring stations available at the many retail locations that fill prescriptions, such as Wal-Mart, grocery stores, and drug stores. Note any blood pressure changes. A systolic reading increase of 10 is significant and should be reported to your doctor.

If you are diagnosed with hypertension, help keep your blood pressure under control by making changes in your lifestyle.

Reduce your salt intake. Increase the proportions and varieties of healthy foods in your diet: fruits, vegetables, whole grains and low-fat dairy foods.

Choose foods with more potassium, such as: yam, dried apricots, almonds, pistachios avocados, and bananas. Eat more fibre, but less fat.

Maintain a healthy weight. Be physically active for 30 minutes a day. Limit your alcohol consumption. Manage stress. Avoid smoking. Monitor your blood pressure. If prescribed, take medication. Help your blood to just go with the flow. ●

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



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The interior of the Inspiration Truck features a dash-mounted tablet and camera-based mirrors with interior displays.

Nevada makes autonomous trucks road-legal

Continued from page 1

two events in Germany. Bernhard said then that the system would first be deployed into whichever global market developed the regulatory framework to allow it. Nevada was the first to step up – though DTNA CEO Martin Daum acknowledged other states and provinces must follow, for it to become widely viable across North America.

The Inspiration Truck still requires a driver to oversee the system, which can take control and handle driving duties at times, even allowing the operator to focus on other, non-driving tasks. Daimler says 90% of truck crashes are the result of driver error and that autonomous vehicles can reduce crashes while improving driver productivity and road safety.

No roadside infrastructure is required by the Inspiration Truck, besides a set of legible lane markings. The technology has already undergone significant testing.

“Putting the Freightliner Inspiration Truck on the road is an historic day for Daimler Trucks and the North American trucking industry,” said Dr. Bernhard. “Our team has done a marvelous job in bringing this breakthrough technology to the road.”

The Hoover Dam was selected for the launch because it represents the ability to dream big and accomplish amazing things, even in the midst of adversity, Daimler officials explained. It was built during the Great Depression under harsh conditions, yet took fewer than five years to complete.

The Freightliner Inspiration Truck was demonstrated to journalists, who were allowed to ride along inside it, on May 6 (see accompanying story, this page). The event also garnered attention from the mainstream media, with numerous major newspapers attending and featuring a live TV report on *Good Morning America*.

The Inspiration Truck features what NHTSA defines as Level 3 autonomous vehicle capabilities, enabling the driver to cede full control of all safety-critical functions under certain traffic or environmental conditions.

“Freightliner Trucks does more than any other commercial truck manufacturer to integrate the truck, the driver and the business. The Freightliner Inspiration Truck is a case in point because it is not a driverless truck – the driver is a key

part of a collaborative vehicle system,” said Richard Howard, senior vice-president, sales and marketing, DTNA. “With the Freightliner Inspiration Truck, drivers can optimize their time on the road while also handling other important logistical tasks, from scheduling to routing. The autonomous vehicle technology not only contributes to improved safety and efficiency, but allows for improved communication through connectivity and integration.”

Riding in Freightliner's Inspiration Truck

By James Menzies

LAS VEGAS, NEVADA

After a flashy prime time introduction of its Inspiration Truck atop the Hoover Dam, Freightliner on May 6 offered further details on how the world's first road-legal autonomous truck works, and how it will benefit the North American trucking industry.

Martin Daum, president and CEO of Daimler Trucks North America (DTNA) stressed it was customers that drove Freightliner to develop a truck that will help improve safety and trucking industry efficiency.

“The easy things are already invented,” he said of truck efficiency, noting it's time now to push the envelope on innovation and to help shape future regulations as well. When it comes to autonomous trucks, it's the regulatory obstacles that may be more difficult to overcome than any technical challenges. In Nevada, Freightliner found a like-minded government willing to help develop autonomous vehicles by putting a regulatory framework in place to allow their use.

There, drivers of autonomous trucks must have a commercial driver's licence and also take a course developed by the truck manufacturer and approved by the Nevada Department

of Motor Vehicles (DMV).

“DTNA elected to debut the Inspiration Truck in Nevada, because of the fact the Nevada government has regulatory requirements for needing a licence to test autonomous vehicles on public roads in this state,” said Sean Waters, director of compliance and regulatory affairs with DTNA. “We wanted to do it in a regulatory environment that sets standards.”

Daimler conducted 10,000 miles of testing on its Inspiration Truck to satisfy the state that the technology is safe. Nevada requires a data recorder to be installed in autonomous vehicles that will store at least 30 seconds of data in the event of a crash, however Daimler captures and stores all the data generated by the vehicle over the course of its entire life, far surpassing the minimum requirement. In the event of an accident, this data will be vital in determining who – or what – was at fault.

Until other states come on-board, the Inspiration Truck can only be operated in the state of Nevada. Daum said more states and provinces must follow suit to make autonomous trucks more widely viable.

The truck can only be operated in autonomous Highway Pilot mode

Continued on page 35

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Autonomous trucks will improve safety, efficiency: Daimler

Continued from page 33

when it's being driven on Nevada freeways and interstate highways. Mechanisms are in place to prevent the driver from operating in autonomous mode when and where it's not permitted.

While the driver is able, under certain conditions, to relinquish control of most driving responsibilities to Highway Pilot, he must remain in the driver's seat and must always be in position to take back control of the truck when necessary. Still, Waters said when Highway Pilot is active, the driver will eventually be able to complete paperwork, plan their next load or take care of other responsibilities, effectively allowing them to make better use of their downtime once their driving shift is completed.

A driver will always be required to oversee the operation of the truck, Daum added.

"Will it make the driver obsolete? I don't see that," he said. "The human brain is still the best computer. We want to give the driver a tool that enhances their capability significantly."

The brains of the Highway Pilot system are a collection of advanced cameras, radars and sensors, integrated with the truck's engine, transmission, braking system and electronics. The Inspiration Truck is defined by the Highway Traffic Safety Administration (NHTSA) as a Level 3 autonomous vehicle, explained Martin Zeilinger, director of advanced engineering with DTNA, meaning it "enables the driver to cede full control of safety-critical functions, including steering, in certain traffic or environmental conditions."

There are four levels of autonomous vehicles, the fourth being a true driverless truck, but that's not the technology Freightliner is currently developing.

"Freightliner is not interested in pursuing a full self-driving vehicle," said Al Pearson, chief engineer, product validation for Freightliner. Zeilinger added one of the biggest myths around autonomous driving is that it is 'driverless' – a frequently used, but misleading term.

"An autonomous highway truck is not a driverless vehicle," Zeilinger emphasized. "We still require a qualified truck driver with a CDL to be in the cab and at the controls."

In fact, since the technology is so new, Nevada currently requires *two* people to be in the cab of an auto-

nous truck at all times. One can only assume that condition will be lifted in time, otherwise it would certainly offset any productivity gains the industry hopes to achieve.

While the driver will not be eliminated by the technology, there are still benefits to be had, officials pointed out. Since 90% of crashes are caused by driver error, Freightliner officials said autonomous trucks have the potential to reduce crashes. They profess the technology can also improve fuel efficiency, reduce the strain on components, improve traffic flow and reduce driver stress and fatigue in monotonous driving situations.

The Inspiration Truck also boasts platooning capabilities, where further fuel savings can be achieved by linking up several such trucks via vehicle-to-vehicle communications. They can then travel in a tightly packed convoy with the braking activities of the lead truck causing the following trucks to slow or stop in unison.

This technology has shown a 5.3% average fuel savings among the trucks in a three-truck platoon and a 6% average fuel savings in a five-truck platoon, chiefly by minimizing the air pressure zones between the trucks.

The Highway Pilot system – while impressive and far more advanced than any other such system – still has some concerning shortcomings. It requires clearly visible lane markings to function, so it won't be usable in snowy conditions – not likely to be an issue in Nevada – or when lane mark-

"We want to give the driver a tool that enhances their capability significantly."

Martin Daum, CEO, Daimler Trucks North America

ings are absent or difficult to discern.

Also, the camera/radar combination can't yet identify non-metallic objects and then apply braking, so a driver who's reading a book or making dinner reservations on his iPad when he comes upon a sizable piece of tire debris or a deer, moose or pedestrian in his path...well, that could be an issue.

However, it seems a fix to this is already in the works. Zeilinger noted as the system is further developed, it will eventually be able to recognize non-metallic objects through technology he referred to as "sensor fusion" – the



The Highway Pilot system allows drivers to take their eyes off the road and perform other job-related tasks, like scheduling their next pick-up.

combining of camera and radar capabilities to recognize a wider variety of objects. Since it's not yet clear when the Inspiration Truck will be production-ready, this will likely have been sorted by then.

With the technical sessions complete, it was time to climb inside the Inspiration Truck for a journey on

driver was able to remove a tablet from the dash to perform non-driving tasks. During our drive, the truck always felt completely safe and in control, even when the driver's feet were planted firmly on the floor and his hands were off the steering wheel.

Highway Pilot will eventually be able to use sign recognition abilities to maintain the posted speed limit but for now, the driver programs in the desired cruise speed. The truck adjusted its speed as required to maintain a safe following distance. It was able to effortlessly handle any scenario that it encountered on our short drive. Daimler, so heavily invested as it is in autonomous trucking technology, is hoping regulators across North America will be equally impressed and convinced.

Once more states allow the use of autonomous trucks, DTNA's Daum said the hope is the technology can be used to drive further productivity gains for the industry. These could come in the form of longer driver hours-of-service due to the reduced fatigue they experience when driving autonomous vehicles, or larger, longer truck and trailer combinations, which will be safer than ever to operate because of the safety benefits automation brings. ●

Nevada highways. The tractor-trailer was buffeted by powerful, gusting crosswinds, which put the Highway Pilot system to the test. At one time, the system did ask the driver to take control but we never felt at risk.

The driver obliged and after a few seconds placed it back into Highway Pilot mode. The truck held its course remarkably well while driven autonomously. The route was pre-programmed into the GPS so when we approached the intended highway exit the system reminded the driver to take the reins. While on Highway Pilot, the

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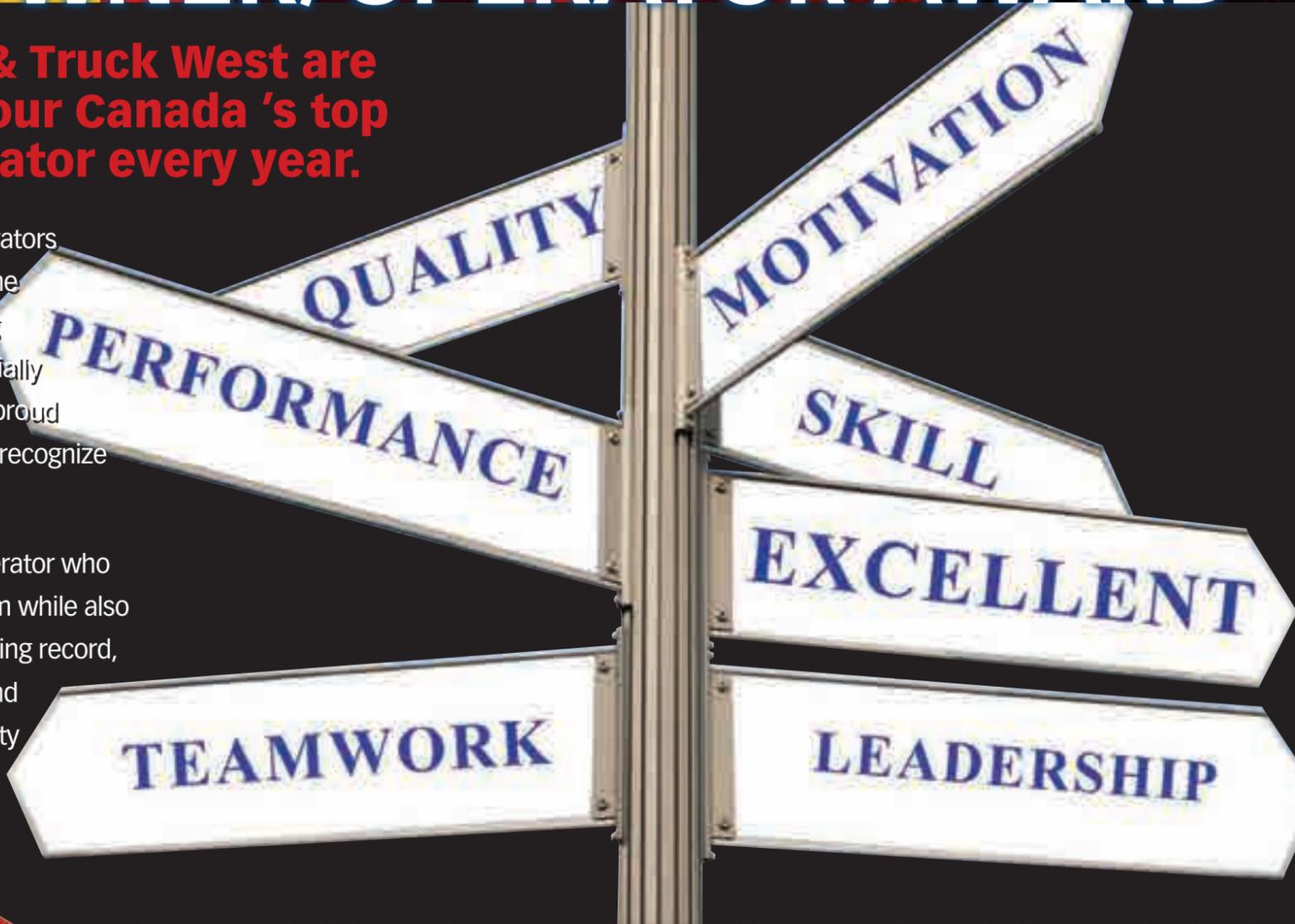


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Slick decisions

The PC-11 engine oil category will bring fleets fuel savings – and possibly some added complexity

By James Menzies

The impending PC-11 heavy-duty engine oil category will offer fleets the opportunity to improve fuel economy, but will also introduce some added complexity to maintenance programs. The new oil category will be introduced in December 2016, moved ahead from a March 2017 implementation date as *Truck News* went to press, at the prodding of truck and engine OEMs who want to use PC-11's fuel economy benefits as another means of meeting GHG17 fuel economy standards.

But unlike in the past, this category will be divided into two sub-categories. The A category will be backwards-compatible with current generation oils, serving as a direct replacement to today's oils, while the B category will provide greater fuel economy benefits but is not expected to be backwards-compatible. This means fleets wanting to save fuel when transitioning to PC-11 oils may have to stock two types of oil.

"What's going to be challenging is to manage two types of oil at the same time; that's a concern for everybody," said Stephanie Tessier, heavy-duty sales manager with Castrol distributor Wakefield Canada. "They have to make sure they know exactly what they use and for what trucks."

So beginning in December 2016, fleets will have to decide whether to adopt a two-oil strategy to maximize their fuel economy on new trucks, or to play it safe and only use the PC-11 A category oil until they've phased out older engines from their fleet.

"If I'm an end-user, one of the things I'd have to look at is, what's the make-up of my fleet?" explained Leonard Badal, commercial sector manager, Chevron. "How old or new are the engines? And that would then determine whether I use the backwards-compatible oil or look at the new oil."

Dan Arcy, OEM technical manager with Shell Lubricants, on the other hand, isn't quite ready to rule out backwards-compatibility for even the fuel economy grade oils. He said Shell has been able to demonstrate compatibility of the PC-11 B oils with existing engines and some engine manufacturers have hinted they may be okay with the new oils being used in reasonably new engines (ie. model years 2010 or newer).

"Shell has gone out and we've run our low-viscosity PC-11 B oils in all the manufacturers' engines out there," he said. "We've been able to show equivalent wear protection (to today's oils). If we go back to CJ-4, originally the engine manufacturers during the development process said 'We don't think this is going to be backwards-compatible.' It turned out enough data was generated and they allowed for it. So what I'm really saying is, although we say it may not be backwards-compatible, I think the jury is still out on that one. We'll have to wait until we get closer to get a definitive statement from each of the individual OEMs on what their position is on it."

That's good news for customers, as most oil experts agree there's little reason not to opt for the fuel economy oils, aside from simplicity and the ability to stock one oil to prevent potentially costly misfills.

"If it's not backwards-compatible, there could be some issues with fleets having to carry multiple tanks – one for new engines and one for older

say there's a 1.6% improvement going from the current 15W-40 to the current 10W-30. Going to a PC-11 10W-30 is going to be significantly more than 1.6%, I can say that."

The introduction of the PC-11 category may mark the tipping point in terms of a widespread shift to lower-viscosity engine oils. Many fleets are using 10W-30 and even 5W-30 engine oils today, because engine protection has not been compromised and fuel economy savings are being realized. A thinner oil reduces friction within the engine and provides other benefits as well.

"There are great benefits when it comes to cold temperature operations," said Tessier. "In Canada, that's a big plus. Typically with the 10W-30 and 5W-30 you can operate in a very large range of temperatures."

“Although we say it may not be backwards-compatible, I think the jury is still out on that one.”

Dan Arcy, OEM technical manager, Shell Lubricants

engines – and everything that goes along with training technicians," Arcy said.

Just how great the fuel savings will be when PC-11 oils come to market is not yet clear. All oil companies say they'll be significant, but it's still too early in the development process to share any hard numbers.

"We haven't released our numbers yet," Shell's Arcy said. "Right now we

Cold-weather startability improves, said Arcy, because a thinner oil provides less resistance at start-up and also draws less power from the batteries, alternator and starter while cold-cranking.

"If it's cold and the oil is thick, it takes more energy to crank over that engine," he reasoned.

If improved fuel economy and better cold weather startability weren't

enough to get you excited – or at least as excited as one can get about a new heavy-duty engine oil category – there may also be the opportunity to extend oil drain intervals. Though, this is as much to do with cleaner-burning engines as new oil technologies.

"We're seeing less and less soot being produced, so there's an opportunity, we believe, that drain intervals will start to increase even more than where they are today," Chevron's Badal said. "The other thing too, is with the new category you're going to have new technologies – new anti-wear components, new oxidation components – that are built into it, that are also going to add to that better performance, potentially for a longer drain. I wouldn't doubt that we would see in the future that some of the OEMs will start to push (drain intervals) out even further."

Of course with any new heavy-duty engine oil category, a price hike can usually be expected. Someone has to pay for the all the R&D that went into the formulation of the new oils. Price is a sensitive subject with manufacturers, who like to parry the question by indicating price is "market-driven," which it is.

However, Chevron's Badal provides some reason for optimism on the price topic – at least as it relates to the A category oils.

"I would expect that the backwards-compatible oils are not going to be much more expensive than where CJ-4 is today," he said. "If you go back to when CJ-4 launched, there was

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WEDNESDAY, JUNE 17

8:30 a.m. – Registration & Coffee

9:30 a.m. – Seminar I: Distracted Driving

The Transportation Health & Safety Association of Ontario will discuss one of the bigger driving safety issues in the industry today. As technology improves, so do the safety devices present on a lot of our vehicles. While these devices greatly improve road safety, they also come with the possibility of ever increasing distractions to the operator. This program examines distracted driving hazards, explains how to implement preventative measures, looks at current research such as the concept of inattention blindness, and examines legal implications under the Highway Traffic Act and the criminal negligence provisions of the Criminal Code of Canada.

10:30 a.m. – Seminar II: Transportation Trends and Private Fleet Benchmark Study

In this seminar Lou Smyrlis, an award-winning writer with more than 15 years of experience reporting on transportation issues, well known for his insightful writing and meticulous market analysis, and a leading authority on industry trends and statistics, will discuss some of the biggest trends seen in the Transportation Industry in the last year. Lou will also briefly discuss the newly completed Private Fleet Practices Benchmark Study.

11:15 a.m. – The Conference Exhibitors' Showcase

Visit with our conference exhibitors and network with fellow registrants. Meet old friends, make some new ones, and see products and services that can make your fleet more effective.

12:15 p.m. – PMTC – Huron Services Driver Hall of Fame Luncheon

Every year we induct up to four professional drivers who have compiled outstanding safety records over the course of their career. Recognizing their individual achievements is always a conference highlight.

1:45 p.m. – Seminar III: Driver Shortage and Retention Strategies

A panel of PMTC fleet members discuss hot issues and topics of the day, and what their fleets do to address these issues. This free-sharing of strategies that make fleets successful is one of the greatest benefits of PMTC membership. Our panel will discuss the issue that just never goes away – driver shortage and retention. PMTC member fleets will discuss the recruitment and retention strategies that they employ at their fleets to combat the shortage, and how retention is part of their recruiting strategy.

3:15 p.m. – Seminar IV: Ontario Tractor Trailer Voluntary Apprenticeship Program

This session, led by Kim Richardson president of KRTS Transportation Specialists Inc., will give an overview on how to grow your fleet and improve retention by participating in the Ontario Tractor Trailer Voluntary Apprenticeship Program.

4:15 p.m. – Networking and Reception in the Exhibitors' Showcase

Another opportunity to network with your peers, continue conversations, and visit with exhibitors as we prepare for the Fleet Safety Awards Dinner.

5:30 p.m. – The Chairman's Dinner: PMTC Private Fleet Safety Awards

Recognizing private fleets with exceptional safety records is an important part of the conference. Join us for the presentation of the 2015 awards and dine with the private fleet community.

6:45 p.m. – Volvo Scotch and Tractor Showcase Reception

We've added yet another exciting opportunity for socializing and networking to the conference. Join us on the patio after dinner for a scotch while strolling around the new tractors on display.

THURSDAY, JUNE 18

Registration and Coffee

8:15 a.m. – Seminar V: Legal Update - What You Need to Know

Gowling Lafleur Henderson LLP will provide an insightful presentation on legal changes that have occurred in the last year and how they have impacted the Transportation Industry. This seminar will also touch on the Federal vs Provincial regulated carrier debate. This is a debate that seems to come up on a routine basis, and one that is not always clearly understood.

9:45 a.m. – Seminar VI: The 6 x 2 Axle Configuration Debate

6 x 2 axle configurations have been a widely debated topic in the North American Trucking Industry in the last year or so. While these configurations have been widely adopted, and successfully used in Europe for over a decade, uptake has been slow in North America. Market penetration has been increasing in the USA and fuel savings have been proven. While traction has always been cited as a concern, recent technology developments have addressed a lot of these issues. This presentation will discuss the benefits of the technology and the appetite for regulatory acceptance in Canada.

10:45 a.m. – Seminar VII: The Trouble with Trucks

The Trouble with Trucks is a presentation covering Canada's history with road transportation, the evolution of truck weight and dimension regulations, and the role of the national Vehicle Weights and Dimensions Task Force in guiding the regulations. This promises to be a very informative and interesting look at the history of the weight and dimensions regulations in Canada and what has got us to where we are today.

11:30 a.m. – Exhibitors' Showcase Reception

Relax in our reception area, chat with friends, and inspect the products and services on display that can make your fleet even more effective.

12:30 p.m. – Annual Meeting & PMTC - 3M Vehicle Graphics Awards Luncheon

Following the business session you'll be treated to a video display of some of the best truck graphics to be found anywhere. These fleets are proud of their image and so they should be. Always a highlight of the conference, the fleet graphics awards luncheon wraps up the conference.

Conference Adjourns

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WEDNESDAY

- _____ Seminar I: Distracted Driving
- _____ Seminar II: Transportation Trends and Private Fleet Benchmark Study
- _____ The Conference Exhibitors' Showcase
- _____ PMTC - Huron Services Driver Hall of Fame Luncheon
- _____ Seminar III: Driver Shortage and Retention Strategies
- _____ Seminar IV: Ontario Tractor Trailer Voluntary Apprenticeship Program
- _____ Networking and Reception in the Exhibitors' Showcase
- _____ The Chairman's Dinner: PMTC Private Fleet Safety Awards
- _____ Volvo Scotch and Tractor Showcase Reception

THURSDAY

- _____ Seminar V: Legal Update - What You Need to Know
- _____ Seminar VI: The 6 x 2 Axle Configuration Debate
- _____ Seminar VII: The Trouble with Trucks
- _____ Exhibitors' Showcase Reception
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If you have any questions regarding room reservations, please contact Kingbridge directly.



PC-11 implementation date pushed forward to December 2016

Continued from page 37

probably a 50 cent per gallon premium versus the API CI-4 Plus oils. I don't think you'll see that. You will not see that big of an uplift on the CK-4 (Category A) oils. Now the low high-temperature, high-shear (Category B) product, you probably will see a slight increase in price point on those."

Even so, the market is already slowly transitioning to lower-viscosity engine oils, and PC-11 can only accelerate the shift, as more customers buy into the benefits of lighter-weight oils. Eager fleets don't have to wait for the new category; they can achieve fuel savings today by transitioning to lighter-weight oils in advance of PC-11's implementation.

"15W-40s have been - and will continue for a period of time to represent - a large portion of the market,"

said Barnaby Ngai, category portfolio manager, transportation oils Petro-Canada Lubricants. "But as people

Low viscosity engine oil catching on with fleets, even ahead of PC-11

start to get more educated and more aware of the benefits of lower-viscosity engine oils such as a 10W-30 and 5W-30, I think you will start seeing a more exponential adoption rate." ●

Oil filtration adapting to new PC-11 regulations

With the new PC-11 regulations for low-viscosity oil scheduled for release in December 2016, it will have major implications for heavy-duty engine oil filtration. Fleet managers will be scrutinizing the immediate and long-term effects of low-viscosity oil on their heavy-duty engines and oil filtration will be put to the test.

John Gaither, director of heavy-duty engineering for Luber-finer, has been researching how low-viscosity oil formulations will affect heavy-duty oil filters.

"You have to look at every filter part and raw material the oil comes in contact with and ask whether the compatibility, performance, efficiency or protection have been compromised," Gaither said.

According to Gaither, there also will be significant attention placed on the new low-viscosity oil and overall engine life. "Better fuel economy is one of the goals for running lower-viscosity oils, but it won't be worth it if engine life is compromised," he said.

Regular preventative maintenance (PM) programs, including filtration choices, will continue to be an essential part of a fleet's successful PM program that aims to increase uptime and revenues.

According to Gaither, the adoption of PC-11 may mean higher dirt-holding capacity and longer drain intervals.

"Lower-viscosity oil passes through the filter media more easily (with lower pressure drop) than higher-viscosity oil," Gaither said. "Viscosity

Continued on page 43

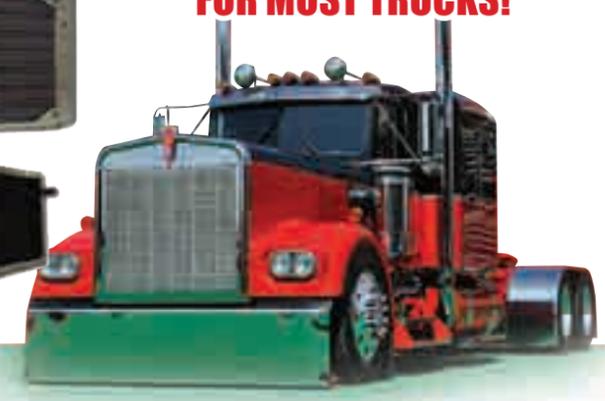


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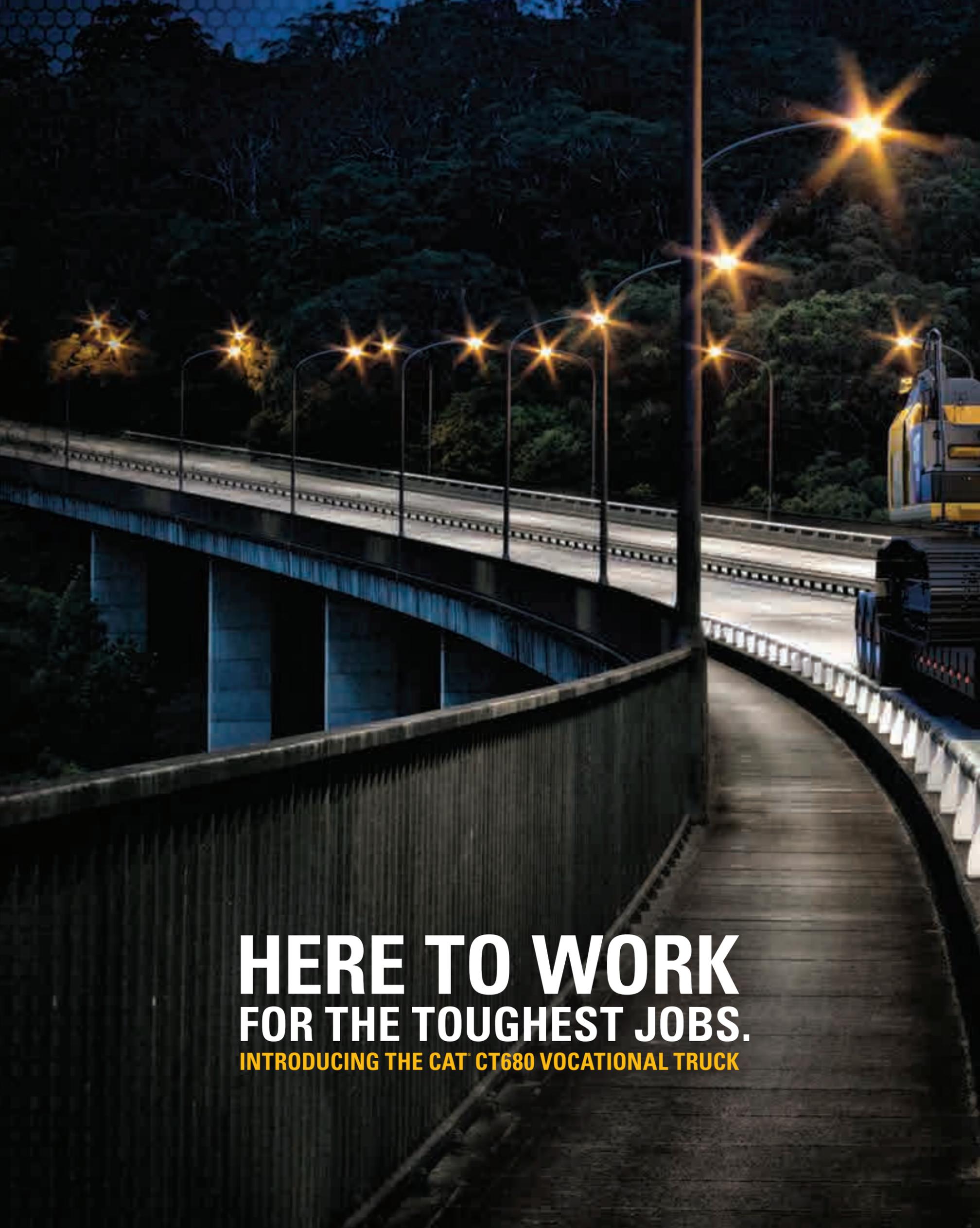
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Pay attention to filtration when PC-11 engine oil category arrives

Continued from page 39

reduction does not undermine the filter's ability to do its job. We see the potential for a filter to easily support longer drain intervals."

Clean, quality oil provides many benefits to the heavy-duty engine, including heat removal, corrosion resistance, sealing, and scrubbing/cleansing. The newest challenges to oil quality are the result of EGR and SCR emissions control technologies.

"Many of the modern heavy-duty engines equipped with EGR and SCR technologies generate higher levels of organic and inorganic acids, as well as higher amounts of soot in the oil," Gaither said. "This requires modern filtration technologies to address these newer challenges."

Aside from filtering contaminants, modern oil filters must be designed for oil flow issues associated with daily use and severe-service environments. From cold starts to spikes in oil pressure, the oil filter is equipped to handle the variables heavy-duty equipment operation can create.

Key lubrication system parts

Filter By-Pass Valve: Diverts oil flow around the full-flow filter in the case of a filter plug or during cold starts.

Pressure Regulating Valve: Maintains consistent oil pressure to all engine components.

High Pressure By-Pass (Relief) Valve: If oil pressure spikes, this valve maintains safe oil pressure.

Removing contaminants

The basic function of the oil filter is to remove particulates within the oil before they can reach the engine and cause damage. Today's best oil filters will meet or exceed OEM requirements for service life, efficiency and contaminant removal.

The use of different filter medias such as cellulose, blended and synthetic can provide targeted benefits aimed at specific engine challenges.

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Blended Media Filters: A mix of cellulose and man-made materials combining cost-effectiveness with a higher degree of filtration than cellulose filters.

Synthetic Media Filters: The ultimate protection for severe or extended service performance, synthetic provides fine-particulate removal with an extended life-cycle.

Oil analysis

Filter choice and filter replacement should be based on routine engine oil analysis data. The Total Base Number (TBN) for oil, its acid-neutralizing reserve, degrades over time and miles, especially in modern diesel engines that use Exhaust Gas Recirculation (EGR). As the TBN goes down, oil's ability to adequately do its job also diminishes. The Total Acid Number (TAN) in oil measures the acidity level of the oil. As oil is broken down by extended use and severe service conditions, the TAN goes up.

One of the benefits of monitoring engine oil analysis data is how the information can enhance oil filter selection. For example, choosing the appropriate filter that releases specially

formulated additives into the oil supply maintains the oil's stability and protects the engine.

"Fleets should know their engines, whether they are acid challenged or soot challenged, before making a decision to select a filter," Gaither said.

Modern oil filtration has evolved over a century from a one-size-fits-all proposition into specialized filtration solutions that can be utilized to combat the most specific challenges heavy-duty engines may face.

"PC-11 is not the first major oil formulation change, nor will it be the last. Luber-finer has been keeping heavy-duty engines running smoothly for more than 75 years," Gaither said. "This gives us great experience to draw from as we navigate the pending industry changes." ●



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MARK LEE



**Thoughts
on first
year as
an O/O**

ers have started to get a grip on all the add-ons and the newer trucks are far more reliable than the earlier emission-level trucks. That's not to say they're perfect – the perfect truck has yet to be built. But buying a new truck today is less of a gamble than it has been since the introduction of the emissions regulations.

It was a gamble that I thought I had lost when I turned the key to start my truck and head out with its first load. I got the dreaded check engine light flashing at me and my heart sunk. However it wasn't anything to worry about as it was caused by a low voltage output from the batteries, which I assume was caused during the fitting of the satellite. Whatever it was, it went away after cycling the ignition a few times.

My introduction into the expected unexpected came late at night a few clicks east of Regina. A creature of some kind ran into my path and I hit it before I had the chance to take avoid-

Continued on page 47

My first year as an owner/operator in Canada has passed under the bumper. It's been a good year, I'm pleased to say, not always going according to plan but without any major problems so far.

Prior to signing on with my chosen carrier, I had helped a couple of friends started out as first-time owner/operators. There's no magic formula, but it's really quite simple: You just underestimate your income and overestimate your costs, then subtract outgoing costs from income and then halve that figure. If there's anything left, you'll be making money.

Now that may sound as though I'm being flippant, but it really is that simple. There are times when things don't work out the way you want them to – downtime due to weather, breakdowns or even family commitments – that will stop you from working and will reduce income and increase expenditure. You need to know that in a worst case scenario, you can still make money. If it's touch-and-go and you need things to go right all the time to make a profit, then you're decreasing your odds of success significantly.

So with the numbers all worked out for my friends and the added benefit of seeing those numbers materialize as they had a six-month head start on me, I knew my choice of truck and carrier was going to work for me. I also knew to expect the unexpected and that even though my friends had been doing well, that didn't mean that it was going to work out for me. Even with my method of forecasting, there is still a lot of luck required and there are two kinds of luck.

The first potential hurdle was the complexity of the truck itself. I went for a brand new truck. Now this is not the best way to get into the game, or it wasn't in the past, but times have changed. Since the emissions regulations came into effect there are so many things that can go wrong with a truck that buying a used one can be a huge gamble. You may be able to buy one with cash, or with a big down payment and a small monthly payment, but when you start throwing money at garages who seem unable to fix things and lose loads and therefore income through unscheduled downtime, it all works out the same in the end; you're going to be spending a similar amount of money, so why not have the new truck and get all the advantages of that.

I mentioned my fear of complexity and the new trucks are even more complex now, except that the manufactur-

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Always plan for the worst situation

Continued from page 45

but still big enough to put a slight bow in the bottom bar on my moose bumper and rip both hoses out of a brake pot on its way through. First of all, I heard the bang from the contact with the bumper, then a hiss of air.

I pulled onto the shoulder to inspect the damage and quickly found the problem. The first task was to clean the guts and snot off the brake pot, before I caged it to release the brakes and MacGyver'd the hoses to stop air from leaking out with a couple of pairs of vice grips. I was delivering in Regina, so I dropped my trailer at a door the next morning and bobtailed to a parts supplier to get the parts. It was then that I discovered that my less-than-athletic physique didn't fit between my side skirts and the ground, so I got the garage to fit a new brake pot and hoses. Lightening my wallet was going to be far easier and faster than lightening myself.

My next venture into the unexpected was a faulty seal on a new fuel filter. At first it exhibited all the symptoms of a leaking injector cup and I thought I'd bought a lemon. I lost prime and the engine would crank but not fire, so I lifted the hood to hand-prime it. After the third or fourth time doing this I thought I'd try a new fuel filter and lo and behold, when I took the old one out I noticed the seal had been pinched. Five minutes and a new filter later and I was problem-free.

Next up was a steer tire that lost a fight with a nail. It had plenty of life left in it, but I will not run a repaired tire on the front axle, so that had to be replaced. I decided to replace the one on the other side too, as I prefer having matched tires on the front, so that was a four-figure bill

that came way before it was due.

My next little problem is happening as I type this column. I have a slight oil leak at the back of my engine. I took the truck into the dealer for the annual maintenance to be done. There are a bunch of filters and adjustments that are required on an annual basis and they discovered the leak. The repair is covered by warranty, so that's good. To put it back together they have to reset the valve adjustment, so that saves me paying for it, but there is a downside. It's a 60-hour job, so I've lost my truck for a week. That's bad enough in itself, but it gets worse, much worse.

My wife, bless her, has come up with a "good" idea. So instead of a nice relaxing week off work, I am now remodeling the family bathroom. Now that is an unexpected I really didn't expect!

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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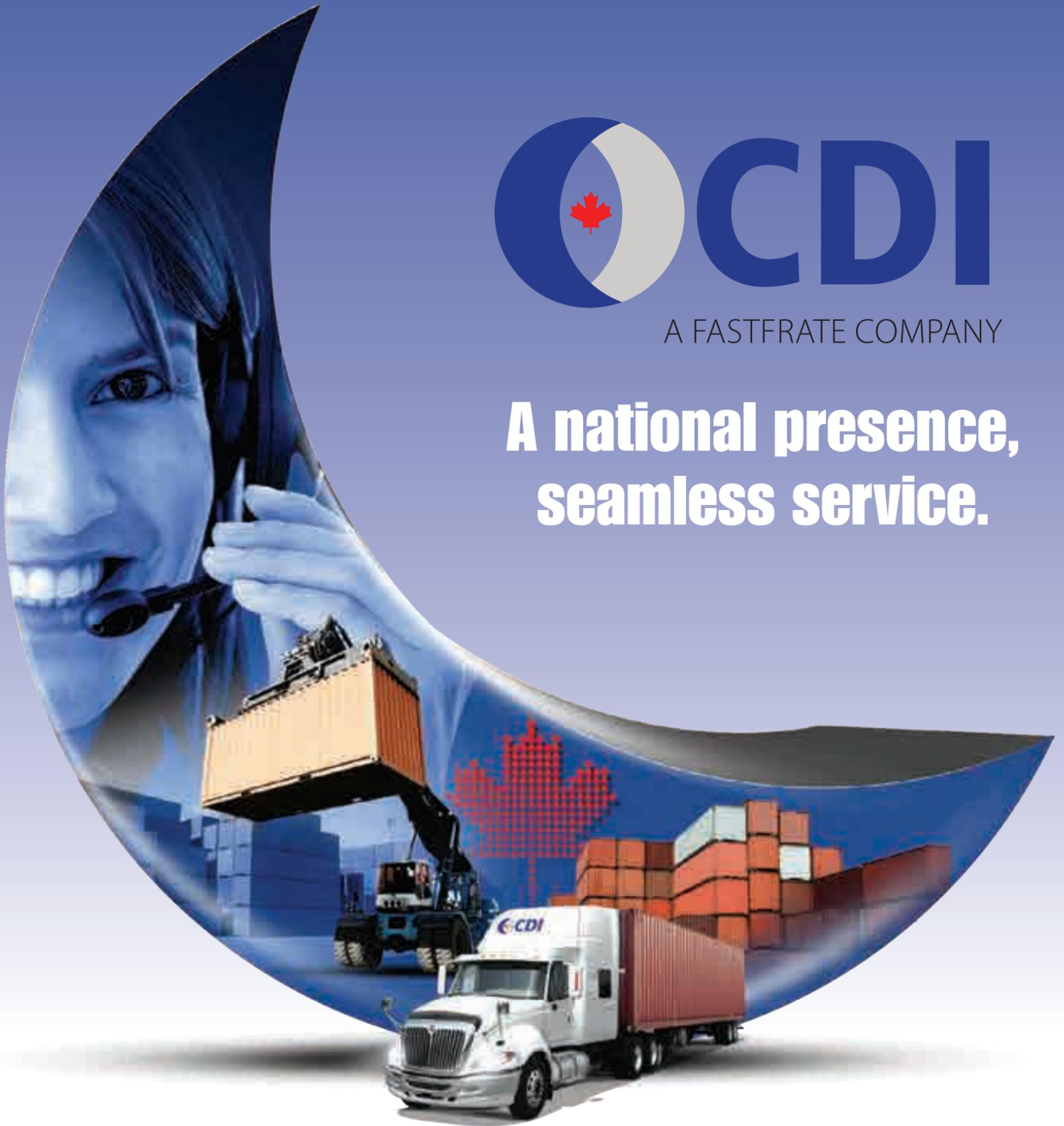
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Industry
Issues

DAVID BRADLEY



Duplicating US GHG regs won't work

Last year saw the coming into force of the first ever fuel economy/GHG reduction standards for heavy trucks in North America. The Canadian rules, introduced by Environment Canada, mirrored those developed and introduced in the United States by the Environmental Protection Agency. As indicated at the time, the EPA viewed these as only the first phase. It was not clear whether Canada would follow suit. On Oct. 4, 2014, a Notice of Intent was published in the *Canada Gazette, Part I*, indicating Canada's intent to develop a second phase of GHG regulations for post-2018 model years that would be "consistent with the approach taken with current regulations for GHG emissions from heavy-duty vehicles and engines...and would be aligned with those that the United States Environmental Protection Agency are currently developing."

While perhaps Canada could get away with simply mirroring the EPA rules in Phase 1, that won't work in Phase 2. (A Notice of Proposed Rulemaking for Phase 2 of the EPA rules has been forwarded to the Office of Management and Budget for formal review and is slated to be published in the Federal Register in June).

It's not that we oppose GHG standards for heavy trucks. We don't. The Canadian trucking industry is known worldwide as a leader in fuel consumption/GHG reduction. We also support regulatory harmonization or alignment with the United States - where it makes sense to do so. Those are not at issue. What is at issue is that the Phase 2 standards will look not just at the power unit, but at the entire tractor-trailer combination and the heavy vehicle fleet serving the US economy is very different from that which serves the Canadian economy.

When implemented, the new rule will set more requirements for suppliers of heavy trucks, engines, and trailer manufacturers to sell certain technologies to their customers. These technolo-

gies will produce annual credits for suppliers, which will measure their level of compliance with the new GHG rule. This will have enormous implications for how fleets spec' their equipment.

The US fleet is basically standardized around one configuration - the 80,000-lb tandem-tandem tractor/semi-trailer combination. On the other hand, in Canada a vast array of much more productive, efficient and innovative axle configurations, trailer body styles, and higher allowable weights are also allowed and in operation.

Vehicle weights and dimensions standards in Canada are governed by the provinces and territories. A national Memorandum of Understanding sets minimum standards for vehicle configurations that are able to operate coast-

to-coast-to-coast and in doing so tries to maximize productivity within infrastructure and safety constraints.

However, MOU configurations and weights are not recognized by US law and have not been considered by the EPA. In addition, a host of configurations not included in the MOU exist that have been designed to support provincial/regional supply chains. These too will not be considered by EPA. Nor do we believe the EPA will give sufficient thought to winter conditions.

CTA recently hosted a symposium on these issues which for the first time brought together Canadian motor carriers, representatives of US carriers and truck, engine and trailer OEMs.

One of the conclusions from that session was that CTA's concerns are valid

and legitimate. We are now building on this process working with the provincial associations to hold a series of workshops across the country with fleet personnel responsible for equipment spec'ing and suppliers to drill down further.

Failure to address this matter could limit the types of equipment that can be sold legally in Canada after 2018, reducing carriers' ability to service the Canadian supply chain within existing business models. This could result in existing proven technologies being overlooked by technologies and others that are not real life tested to meet the needs of the Canadian trucking industry being pushed onto carriers. As I was putting the finishing touches on this piece the media was reporting that the Prime Minister had indicated the "lock-step" approach to GHG emissions with the United States is about to end. Let's hope that thinking applies in this case. ●

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

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MIKE MILLIAN

Taking a position
on ELDs

Despite Mother Nature's best attempts to trick us, it is spring, and summer is closer at hand than we realize. And after a long and cold winter, who isn't excited about that? The PMTC, its members, and the entire private trucking community are always looking forward to the beginning of summer for another reason as well: it means it's once again time for what many consider to be the best educational and networking value in the trucking industry.

Mark the dates of June 17-18 in your calendar, and be sure to head towards King City to attend the PMTC Annual Conference at Kingsbridge Conference Centre. As part of our conference this year, we have seven educational seminars, the PMTC-Huron Services Hall of Fame inductions for professional drivers, the PMTC-MEE Fleet Safety Awards, the PMTC-3M Fleet Graphics Awards, two exhibitors showcases, networking outbreak sessions, plus the Volvo Scotch and Truck Showcase Reception, which is another added networking opportunity, and a chance to see some new trucks on display. A full conference agenda can be found on pg. 38w. You can register at www.pmtc.ca.

Our position on ELDs

Recently Canada's Transport Minister

Lisa Raitt, came out in the press of being in favour of electronic logging devices. The PMTC has responded, and is also in favour of the concept of ELDs, with the assurance that certain safeguards and standards are in place.

The PMTC and its members feel paper logs are an old and outdated way of tracking driving hours. We also acknowledge that logging in this manner allows a driver an opportunity to more easily falsify their records, and consequently this may allow unscrupulous operators to extend their day beyond the legal limits of the hours-of-service rules. While ELDs will never completely eliminate abuse of HoS regulations, their implementation will make it easier to verify compliance, and make it much less likely that an operator will be able to skirt the rules.

In our view, a mandated ELD requirement, properly implemented and enforced, will level the playing field for all operators, and will help to remove unsafe and non-compliant operators from the roadways. While PMTC does support the concept of mandatory ELD implementation, a number of key issues must be addressed and covered off in any mandated requirement.

Canada/US harmonization: the economy of the two countries are undeniably linked, and many operations operate on both sides of the border, we must ensure our two countries work together and ensure ELDs are mandated and harmo-

nized across our two great nations. We must ensure the ELD regulations in both countries closely mirror each other, and we need to ensure that the same technology and systems will be legal to operate on both sides, as having to purchase two separate systems would be too onerous, and unrealistic.

Privacy and enforcement: We need to ensure enforcement across the two countries is consistent. If officers in some jurisdictions refuse to accept the e-log technology, and require logs to be reproduced on paper, the gains and efficiencies intended by the policy will not be fully recognized, and will lead to significant frustration by drivers and operators alike. We must also ensure that ELDs are used solely for the purpose of gathering hours-of-service compliance. Privacy of personal and competitive information must be protected.

Costs: There will be an undeniable cost associated with ELDs. We need to ensure that any implementation policy has a reasonable phase in, grandfather period, to allow companies and owner operator's time to research and install the proper system for them. PMTC suggests a two- to three-year period. We believe incentives should be provided to help reduce the financial burden to installing the systems, in the form of tax grants, rebates or credits. As many carriers have already installed the systems in the past, a rebate of some sort

should be offered to companies who can verify the costs they have already invested to voluntarily go to ELDs prior to the regulations.

In the long term, we do believe a pay-back period will be realised through increased compliance, better utilization of driver hours, and a reduction in the driver's time required to complete their logs, however these up-front costs still need to be taken into consideration in any implementation policy.

Technology: Many carriers have already invested in ELDs, and many suppliers have robust platforms already that should be investigated to ensure that existing technologies will comply with the ELD regulations, (we acknowledge a great deal of this leg work has already been completed) thus avoiding companies that have already made a significant investment having to replace or upgrade systems currently in use. If existing technologies need to be replaced or upgraded, the same two- or three-year grandfather period should be used for the phase-in period, as well as incentives to perform the upgrade, similar to what is being suggested earlier in this document in the costs statement.

In closing, the PMTC is in favour of the concept of mandatory ELDs, however we must ensure the regulations are harmonised across Canada and the US, and the areas of concern raised in this letter are captured and addressed. ●

Mike Millian is president of the Private Motor Truck Council of Canada, the only national association that represents the views and interests of the private fleet industry. He can be reached at trucks@pmtc.ca.



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Tax
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SCOTT TAYLOR



The underground economy and trucks

In April, Statistics Canada released its latest report on Canada's underground economy.

Typically this is where, with a wink and a nod, the contractor building the deck on your house agrees to take less if you pay cash, or the waitress pockets your tip and fails to report it for tax purposes.

There are examples not related to employment – guys who sell used vehicles for cash on Craigslist or Autotrader, for instance.

The underground economy adds up. In 2012, the total value was estimated at \$42.4 billion, which is equivalent to 2.3% of Canada's GDP.

Some of this economy moves by truck.

In 2013, Canada Revenue Agency concluded a two-year crackdown that focused on individuals and businesses in the oil and gas sector, particularly pilot car drivers and hot shots. CRA reviewed more than 4,000 tax accounts in northern British Columbia and the Yukon and produced nearly \$3 million in federal tax and penalties.

It shows that for all of CRA's talk about going after the high-net-worth tax cheat sunning himself offshore, they're flushing out guys living off the grid and keeping their cash under a

mattress.

Here's the deal:

So let's look at cash transactions strictly from the point of view of you as an owner/operator.

You're a shrewd person. You're on the lookout for ways to save money. After all, it's not what you earn that counts, it's what you keep.

A cash deal means you pay less, right?

That's the idea. Typically someone offering a cash price will mention that you'll save money by not paying GST/HST. Well, you're a business and can claim 100% of all GST/HST that you pay on expenses. You're getting the GST/HST back anyway. Therefore, this "benefit" has zero value to you.

Second, consider the effect on your income tax bill.

You pay income tax and CPP based on the bottom line of your business statement. By paying cash you're giving up the ability to deduct this expense and reduce your income.

After all, you have no proof of payment, no cancelled cheque, no debit from your account, no credit card receipt, and no invoice from the business you dealt with.

You may have a cash withdrawal from your bank account but that's not

good enough to support an expense claim.

A \$1,000 business expense properly documented will save you about \$240

There are moral and business reasons not to do cash deals. No receipt means no warranty, support or guarantee of workmanship. And if your buddy isn't paying income tax...you and I will have to pay more to make up for him.

on your tax return so your net out-of-pocket is \$760. If you pay cash, you're not entitled to an income tax deduc-

tion and reduction in income.

You're out of pocket whatever amount you paid. If that cash price is not lower than 75% of the normal receipted price, there's literally nothing in it for you.

Another take on the math:

Here's another way to do the math.

Say you have \$10,000. You spend \$1,000 on a legitimate business expense leaving \$9,000 in your pocket. You owe \$2,160 in income tax (\$9,000 times 24%). After paying CRA, you have \$6,840 remaining.

If you paid the \$1,000 as cash and have no receipt, CRA thinks you still have \$10,000 in taxable income. You owe \$2,400 in tax (\$10,000 times 24%). So what's left in your pocket? \$10,000 less \$1,000 less \$2,400 equals \$6,600.

The cash purchase cost you \$240 more than the above-board transaction where you could declare the \$1,000 expense.

There are other moral and business reasons not to do cash deals. No receipt means no warranty, support, or guarantee of workmanship. And if your buddy isn't paying income tax then somehow, some way, you and I will have to pay more to make up for him. I don't know about you, but I hate paying taxes. Often, though, you're better off when you do. 🚫

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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Ask the Expert

KEVIN BRANDON



Is your driver's health protected in the US?

When describing the advantages of being a Canadian, many people point to the promise of universal healthcare. Even when serious medical conditions arise, they know that help is available without breaking the bank.

But while commercial drivers keep their Canadian identity when crossing the border, they lose some of their cherished medical support when venturing into the land of private healthcare.

Few things demonstrate this threat better than a driver who was injured while working for one of the fleets that I know of.

Last fall, he suffered massive head injuries during an accident in a California parking lot. As he was lying in a coma, the medical costs added up to more than \$3 million.

Now there is the battle over whether it was a workplace injury or not, because the driver was reportedly off-duty at the time he was hit.

The Workplace Safety Insurance Board (WSIB) accounts for the primary policy that pays the cost when someone is injured while on-duty.

Automotive policies apply when the person is off-duty. What about the time when someone is on the job, but off-duty in the context of hours-of-service regulations? Issues like these are usually settled in court.

Someone will have to pay the price - and it's always better for the payments to come from an insurer rather than a personal bank account.

The steep cost of caring for this driver's injuries illustrates the need for out-of-country supplemental health insurance.

Policies like this will be familiar to any Canadian "snowbird" who winters in the sunny south, and the same needs apply to commercial drivers who travel outside the reach of their provincial health plans.

Choosing the appropriate plan can be a challenging process, however. Even when cross-border coverage is included, benefits can have specific limits on everything from the situations that are covered to the amount being paid. The \$100,000 limit on a credit card's travel insurance might suffice for a quick cast on a broken arm, for example, but it will barely scratch the surface of costs involving something like a heart attack.

It's why each policy needs to be measured carefully.

The Travel Health Insurance Association (THIA) recently reported that pro-

Continued on page 57

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Beware of medical costs in the US

Continued from page 55

vincial health plans pay for a mere 9% of out-of-country medical costs. In addition to hospital stays, there are diagnostic services, emergency transportation and prescription drugs to consider.

Patients might need to take special flights back to Canada or have family members come to help them in hospital.

Some policies are enhanced with related support. Most insurers, for example, offer a hotline that can be called to help identify an approved medical facility and coordinate care.

Medical transfers are another matter altogether. The driver who was injured in California was eventually transferred back to Canada, for care in a Toronto hospital, but that flight alone cost \$100,000.

While much support is available, there will also be limits.

Most plans require policyholders to disclose pre-existing medical conditions, and even changes in status that involve something like a different dose of an existing medication.

Something as simple as a prescribed baby aspirin could be cited as proof of a pre-existing heart condition. Depending on the policy, a change like that could restrict travel for several months until a situation stabilizes.

The policies also differ in how they approach such details. Some require all the medical conditions to be reported. Others simply publish a clear-cut list of what they will and will not cover.

Unfortunately, many people have failed to follow the guidance. Nearly one in five people said in a recent survey that they mistakenly provided inaccurate information on their insurance forms. Just one in three reviewed the insurance forms with their physicians.

As is the case with insurance of any sort, drivers should be encouraged to carry proof of any coverage with them at all times. If care is required, it is also wise to ask for detailed invoices to help with the claims to follow.

The issue is not unique to employees, either. Fleets may also want to review personal and fleet policies with any owner/operators, so that everyone understands what will be covered and what won't. In many cases, the owner/operator's personal policy will take precedence, so it will be important to ensure the limits are adequate – particularly in cases where they have opted out of WSIB coverage.

Everybody will want to ensure that adequate healthcare is available. It's the Canadian way. ●

This month's expert is Kevin Brandon, risk services specialist. Kevin has served the industry for more than 25 years in loss control, transportation safety and insurance risk engineering. 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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Demand for nat-gas trucks cooling: ACT

COLUMBUS, INDIANA

Interest in natural gas trucks has waned, with demand falling well short of what was projected two years ago, according to a new report from ACT Research.

The rapidly declining cost of diesel has meant the return on investment when buying natural gas trucks has become less lucrative, ACT reports.

Original projections suggested there would be a 5% penetration of natural gas heavy-duty trucks, but based on 2014 actual results and the sharp drop in diesel prices, that initial projection is now labeled by ACT as "optimistic."

"With the price differential between diesel and natural gas narrowing, the ROI to convert from diesel to natural gas is moving in the wrong direction: payback periods are lengthening," said Ken Vieth, ACT's senior partner and general manager. ●

Fleets saving big bucks with fuel-efficient technologies

DALLAS, TEXAS

By adopting a mix of fuel-efficient technologies, 14 fleets operating more than 53,000 tractors and 160,000 trailers achieved fuel savings of \$477 million in 2014, according to the Annual Fleet Fuel Study released by the North American Council for Freight Efficiency (NACFE).

The study shows that the fleet improvements saved \$9,000 per year per truck with a payback period of two-and-a-half years. It also reduced carbon emissions by 19%.

"The dramatic improvement in fuel economy of the leading fleets this year is exciting," says Mike Roeth, executive director of NACFE. "If we can get the owners and operators of the 1.5 million tractor-trailers on the road today to invest in more of these technologies, we will see significant reduction in fuel consumption."

The study also found that the adoption of these technologies increased from 18% in 2003 to 42% in 2014. In addition, the 14 fleets achieved 7 mpg on average for all their trucks, while their 2015 model year trucks reached as high as 8.5 mpg.

Trucking fleets such as Con-way Truckload, Frito Lay, and Schneider are currently pursuing fleet-wide fuel savings and seeing on-the-road results from adopting recommendations from Trucking Efficiency's Tech Guide and Confidence Reports on individual trucking technologies, NACFE reports.

Con-way Truckload, for example, said it saw major success in equipping 48% of its fleet with automated manual transmissions.

"We will continue to buy automated manual transmissions as they are providing fuel savings and drivers appreciate their performance," said Randy Cornell, vice-president of maintenance and asset management at Con-way Truckload.

The full report can be downloaded at www.nacfe.org/projects. ●

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Transcourt grows Quebec presence

MONTREAL, QUEBEC

Transcourt Tank Leasing has announced it is expanding its activities in the Quebec market. The company says it will spearhead this effort with the establishment of a new office in Montreal's Anjou borough.

"This new office will enable us to cater and better serve our French-speaking clientele and answer the needs of the Quebec market whether on a short- or long-term basis," explained Bruce Daccord, president and co-founder of Transcourt Tank Leasing.

"With our vast fleet that includes a large variety of tank trailers we are certainly well equipped to deliver flexible and customized service anywhere in Canada."

In the last three years Transcourt has doubled its size to meet the constantly increasing demand, the company claims.

"Our main goal is to provide a wide variety of equipment from coast to coast and become the supplier of choice when carriers and bulk shippers are looking for a tanker to add to their operations," added Daccord.

Volvo invests in truck platooning

GREENSBORO, NORTH CAROLINA

Volvo announced recently it has invested, through its Volvo Group Venture Capital subsidiary, in truck platooning pioneer Peloton Technology.

Peloton has developed an integrated safety, efficiency and analytics platform that builds upon advanced collision mitigation and adaptive cruise control technologies, to allow truck platooning. It electronically couples trucks through a combination of vehicle-to-vehicle communications, radar-based active braking systems and proprietary vehicle control algorithms.

This allows for improved safety and fuel savings for the lead and following trucks, according to the company.

"Peloton Technology has assembled a stellar team and developed a technology-based platooning solution with the potential to save a significant amount of fuel and also increase safety for fleets," said Jonas Landstrom, investment director and head of the Americas for Volvo Group Venture Capital. "Volvo Group Venture Capital is focused on partnering with companies that help our customers increase their bottom line through technology-based solutions."

A study of the system by the North American Council for Freight Efficiency and a major fleet, showed the lead truck improved fuel economy by more than 4% while the following vehicle saved 10%.

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CIT Group preferred lender for Ryder used trucks

TORONTO, ONTARIO

Ryder System has partnered with CIT Group to provide customers with financing on pre-owned vehicles.

The company has brought a preferred lender agreement that already existed in the US to the Canadian market as well.

The preferred lender agreement with CIT gives Canadian customers more competitive financing programs and alternatives, Ryder announced.

"We are pleased to extend the benefits of this partnership to Canadian businesses looking for the best rates and more financing options for quality pre-owned vehicles," said Michael Cagney, director asset management with Ryder Canada.

"Offering our customers the convenience of a true, one-stop resource is a key initiative for Ryder. With this agreement, our customers can take advantage of financing options that will help their businesses grow, while reducing financing costs."

"We are excited to be developing and expanding our partnership with Ryder Canada," added Blake Macaskill, managing director of CIT Canada. "One of the many benefits of the CIT acquisition of Direct Capital is the ability to offer our partners consistent financing programs in both Canada and the United States."

To see Ryder's used truck inventory, visit www.ryderusedtruck.ca.

Trout River adds Ontario dealers

Trout River live bottom trailers are now being offered by Tallman Group and Carrier Centers. Both dealerships recently announced new distribution agreements, giving Trout River a stronger Ontario presence.

Trout River was established in 1999, and its live bottom trailers are manufactured in Prince Edward Island.

"We know that Trout River provides the best conveyor trailers in Canada, and we're very happy to be able to provide them to our customers," said Rob Long, president, Carrier Centers. "In the last year we've expanded our trailer line from one brand being offered up to the five brands offered currently, so we can better serve our customers in all industries in Canada."

Trout River trailers will be going to the Woodstock branch in early fall.

Kevin Tallman, president of Tallman Group said, "We are always looking for ways to bring great value to our customers in the transportation industry and adding Trout River live bottom trailers to our growing product lineup is a win for us and our customers."



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Mack's mDrive ready for heavier, tougher jobs

By James Menzies

ALLENTOWN, PENNSYLVANIA

Mack construction truck customers who were clamoring for an opportunity to get an mDrive automated manual transmission in their Granite, are now in luck. But it won't be the same mDrive that's now being ordered in about half of all new Mack Pinnacle highway tractors. John Walsh, vice-president of marketing with Mack, told trucking journalists that the company resisted the temptation to rush the mDrive into more rigorous construction and heavy-haul applications, even though the customer demand was there. He said putting the

highway mDrive into construction truck applications, if it were to underperform, could disrupt the positive vibes the mDrive is generating among the highway crowd.

So Mack prudently developed a new mDrive specifically for construction and heavy-haul applications, and is currently rolling it out in the Mack Granite and Titan by Mack.

"This really is designed for construction applications," Walsh said. "We didn't take the mDrive we've been using on-highway and stick it in the Granite and Titan. There are significant changes to the transmission."

Mack reinforced key components within the mDrive to ensure they'd

stand up to the frequent shifting, high operating temperatures and heavy payloads seen in construction and heavy-haul applications. Gears were hardened. Synchronizers were reinforced. A high-viscosity oil was used to better dissipate heat and protect internal components. The oil cooler was moved to the side of the transmission, eliminating the need for piping from the radiator to the transmission and making it easier to remove the transmission if necessary.

"Externally, you won't see a difference," Stu Russoli, highway and powertrain marketing manager with Mack said. "But if you were to take it apart, you'd find we upgraded the interior."

The shell is the same, but the guts of the transmission are anything but.

The mDrive is a 12-speed automated manual transmission that's fully integrated with the Mack MP-series of engines. It features a dash-mounted push-button shift console but also displays the current gear and other information of importance in the driver communications center.

Curtis Dorwart, vocational marketing manager with Mack, said the benefits of this integration include the ability to have the transmission serviced at any Mack dealer.

"You have an integrated product, serviceable by our dealers, with no third-party necessary," he said.

The mDrive HD compares favourably to Allison automatics in terms of acquisition cost, weight, fuel economy and serviceability, Dorwart claimed. It's been made standard on the Granite and Titan, but customers can still opt for a manual or fully-automatic transmission. Sometimes, acknowledged Russoli, this is necessary, though he said the mDrive can currently handle about 85-90% of all construction applications.

"If you're hauling really heavy - we have customers in Texas hauling more than 200,000 lbs - I think you want the extra steps," he said. "We're using our 18-speed manual there. I wouldn't tell anybody this is the only transmission they'll ever need; there are certain applications where you may need others."

Still, the mDrive HD is a transmission that's loaded with capabilities and not out of its element on a construction site. To prove this, Mack made several trucks - a pair of Granites with dump bodies, a Granite cement mixer and a Titan heavy-hauler - available for some on- and off-road driving at its Allentown, Pa. Customer Center. The Titan carried a 100,000-plus-lb piece of construction equipment on a lowboy trailer and - because of the oversize permits required - it was confined to on-track demonstrations only.

I grabbed a Granite dump truck for a drive on neighbouring highways and winding, beat-up Pennsylvania rural roads as well as the punishing off-road track at the Mack Customer Center. The highway is a great place to get a feel for the Granite itself, the power available from the MP8 engine and the smooth shifting of the mDrive HD. But the track - where the real-world rigors of construction and heavy-haul trucking can be replicated - is where the product really shines.

The mDrive HD is available in three different shifting configurations: Enhanced Construction for your typical construction applications; Heavy-Haul for heavier payloads, boasting a full-on torque strategy and little or no skip-shifting; and EZ Shift, for sensitive loads such as unbaffled tankers or livestock. The shifting configuration is specified at the time of order but can be changed by a Mack dealer at any time, including at resale.

The transmission has three vital features that are designed for construction applications. Grade Gripper uses the ABS to hold a truck in position on a grade for three seconds while a driver moves his foot from the brake to the throttle. I drove a Granite with Grade Gripper and one without, stopping them both halfway up a 15% grade. Doing this without Grade Gripper is an unnerving experience - especially in a manual transmission - but Grade Gripper lessens the anxiety and provides ample time to make the transition to the accelerator.

Grade Gripper can be deactivated using a switch on the dash if you need to roll backwards.

Power Launch is another invaluable feature, which we tested in a bed of loose gravel. It offers an extra shot of rpm to get the truck out of a sticky situation, whether it be entrenched in mud, gravel or snow and ice. When stuck in some material, the driver locks in the differentials, sets the transmission to Drive mode, then hits the Performance

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button on the shift console, putting the transmission into first gear. The driver then pushes the Minus button and holds that while pressing the accelerator to the floor. The engine will rev to 1,300 rpm and then when the Minus button is released the truck launches free of whatever mess it was in. It worked wonderfully in the gravel but some training will be required to educate drivers on when and how to use this feature.

Wouldn't a Power Launch button on the shift console be easier to use?, I asked Russoli, but he pointed out the feature could be prone to abuse if it's too convenient. He may have a point. Power Launch is fun. I'd be launching all over the place - at least until the novelty wore off.

The other construction feature offered in the mDrive HD is Rock Free, for those times the truck is stuck and Power Launch isn't enough to get it unstuck. This is harder to demonstrate without truly bogging the truck down in mud, so I asked Russoli to talk me through the process.

"You put on your differential lock and make sure your traction control is off, because you want the wheels to spin a bit," he explained. "You hit the Performance button, hit Drive and depress the accelerator about halfway and let it off right away, so the truck drives forward and then rocks rearward. You pump the accelerator like that several times, it elongates your footprint in the mud or stone and eventually you can drive out."

Just like pushing a car out of the snow. This feature addresses a concern construction truck operators frequently voice about automated manual transmissions: 'But what if I get stuck?'

Drivers can still have input into gear



The Mack Granite now comes with the mDrive HD, which has been designed for the high heat and frequent shifting seen on construction sites.

selection thanks to Performance and Manual modes. Manual mode allows the driver to up- or downshift at will, assuming the desired gear selection is appropriate. Small up and down arrows beside the gear display in the dash let the driver know when it's okay to shift, and by how many gears.

Performance mode enables a more aggressive shift strategy. I climbed the 15% grade grossing about 66,000 lbs with and without Performance mode enabled and the difference was obvious.

"It will hold your rpms longer to give you a broader band where the torque is," Russoli explained. "It will hold you in that range as long as possible before the next shift, so you're always in full torque."

Performance mode is excellent for charging up a hill or accelerating with a heavy load but it does compromise fuel economy, so while drivers will love it, fleets will want them to use it sparingly.

While there's a perception that automated manuals are so easy to operate, all the driver has to do is press D and go, to get the most out of the features built into today's AMTs some driver training will be required.

Another feature I loved on the mDrive was MaxBrake, which forces a downshift and then activates the full braking power offered by the PowerLeash engine brake. I had the chance to use this feature extensively, after venturing off the highway and traversing a winding, hilly, horse-and-buggy-warning-sign-lined, shoulderless stretch of back road. MaxBrake offers obvious safety benefits and the engine brake is quiet enough so as to not disrupt sleeping neighbours while you're out there pounding the pavement before sun-up. This Granite was as Mack as you can get - engine, transmission, axles, carrier - and that'll earn you a gold bulldog for the front of

the hood. I think we'll be seeing more gold bulldogs on construction sites with the mDrive HD now available.

Back at the track, I drove the Granite over an extremely punishing off-road course and while I emerged from the cab a little shaken up, the truck was none the worse for wear. During its development, the Granite was driven over this course for hundreds of hours, though thankfully for the test center drivers, the harsh inputs can now be measured and replicated by computer simulation.

The Granite itself is the same Granite that customers seem to love. In the US, Mack likes to point out it's the top-selling Class 8 conventional straight truck. That's citing Polk data, which doesn't include the Canadian market, but there's little reason to believe it would be any different here.

The Granite's a bona-fide workhorse. Some subtle driver-friendly changes have been made to the truck in recent years (ie. a new signal light stalk with self-cancelling turn signals), but it hasn't undergone a comprehensive overhaul in some time. It really hasn't needed one.

Currently, there are no plans to put the mDrive HD in the Pinnacle, but I suspect there's a place for it there. I'm thinking of the Western Canadian bulk haulers who haul some pretty hefty payloads behind the Pinnacle.

The standard mDrive can handle GCWs much greater than 80,000 lbs, so it could suffice, but Mack's Walsh didn't rule out eventually offering the mDrive HD in the Pinnacle if there's sufficient demand. Full production of the mDrive HD will begin in May, but it's been built in limited quantities since the end of January. ●

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Driving Daimler's \$80-million SuperTruck

By James Menzies

LAS VEGAS, NEVADA

I felt a pang of trepidation as the Daimler engineer relinquished to me the driver's seat. On one hand, it was like any other well-appointed Freightliner; the familiar DT12 automated transmission, the fancy Bose Ride System seats and all the frequently used switches and controls at their usual home on the dash.

On the other hand, I was acutely aware I was about to drive Daimler's SuperTruck – an \$80-million collaboration cost-shared by Daimler and the US Department of Energy. And so it was with an abundance of caution that I pulled out of the Las Vegas Motor Speedway parking lot and negotiated the speed bumps lining the road



The Daimler SuperTruck is a rolling technological showcase of efficiency.

that led to the highway. After all, the side fairings that ran from tip to tail of this tractor-trailer configuration were

mere inches from the pavement and I got the sense every itty-bitty piece of this tractor-trailer was worth far more

money than what resides in my savings account.

Daimler was one of several North American truck and engine OEMs to receive DoE funding to develop a SuperTruck, and the first to complete its project. The original goal was to improve freight efficiency – as measured in tonne miles per gallon of fuel consumed – by 50% and to improve brake thermal efficiency from the current standard of about 42%, to 50%. However, internally, the company set out to build the most fuel-efficient truck in the world, explained Derek Rotz, the chief engineer assigned to the project.

The baseline truck for comparison purposes was a 2009 Freightliner Cascadia.

"We started with a clean sheet of paper," Rotz explained. "We brought computational tools to bear, such as 3D modeling and we took integration to a new level."

Designers had to overcome multiple opposing forces as aerodynamicists and powertrain engineers both looked to maximize performance. For example, optimizing aerodynamics called for a seamless, smooth front end but engine cooling requirements meant radiator vents were still required. As a result, Daimler developed an articulating grille with vents that open at low speeds and when climbing a hill, when maximum cooling is needed, and close while cruising at highway speeds to optimize airflow over the front end.

Waste heat recovery was also employed to take heat generated by the engine and convert it to energy that could be used to drive the truck or power auxiliary devices. This technology may remain futuristic for the time being, due to cost and weight considerations.

In other instances, the objectives aligned perfectly. For example, improving aerodynamics meant less torque was required to move the truck, which enabled engineers to downsize to a more efficient, lighter-weight 11-litre engine. A total of 2,800 lbs was eliminated from the design, which can be converted into payload or improved fuel mileage.

As the project neared completion, it was clear the SuperTruck would far surpass the original goal, though Rotz acknowledged not every technology that was applied is practical today.

"Some technologies need time to mature," he said. Still, many of the technologies or systems used on the SuperTruck can be applied now or in the near future.

"We estimate 60-70% of the efficiency gain can be attributed to short- and near-term gains that don't have significant hurdles," Rotz said.

Brake thermal efficiency improved to 50.2%, just better than the 50% target. However, freight efficiency was boosted a whopping 115% – more than twice the original goal. The SuperTruck achieves 12.2 mpg on real-world highways with a gross weight of 65,000 lbs. Rotz said this represents the greatest fuel economy achievement of any of the SuperTruck projects.

Out on the highway, the SuperTruck drove like any well-integrated, modern tractor-trailer. We were hammered by strong, gusting crosswinds and with little space to pass underneath or between the truck and trailer, it was a bit of a rocking ride. The biggest adjustment I had to make as driver was getting used to the mirrors, which were



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a fraction of their usual size, replaced with tiny cameras that showed full, unobstructed views of the side of the vehicle upon larger displays mounted inside the cab. Great for aerodynamics, but I found the shadows shown on the in-cab displays took some getting used to. It would be interesting to see what the display is like at nighttime but I didn't get the opportunity to drive the SuperTruck after dark.

The challenge now for Daimler and other truck manufacturers will be to take the lessons learned from the SuperTruck experiment and apply them to current or future-generation production vehicles. In some cases, regulatory changes may be required to maximize the benefits, pointed out Sean Waters, director of compliance with Daimler Trucks North America. Two changes he'd like to see made to US laws include eliminating the need for exterior-mounted sideview mirrors altogether and eliminating the need for a front licence plate.

"The current law mandates how we achieve the visibility goal," Waters explained. "It requires us to have a mirror and in this case, the law has not caught up with the technologies. Mirrors should be an option."

Replacing sideview mirrors with cameras could improve fuel economy by 1.5%, he noted. Also, even the elimination of the front licence plate can allow engineers to optimize airflow over the front of the vehicle, saving the industry thousands of gallons of diesel fuel each year. "It's a simple change," Waters added. ●

Mascot Truck Parts expands

MISSISSAUGA, ONTARIO

Mascot Truck Parts Canada has moved into a new 40,000 sq.-ft. production and distribution facility in Mississauga, Ont.

The company says its new base will allow it to increase remanufactured product availability across Canada and to decrease delivery lead times.

"Mascot has always understood that product availability and our unwavering loyalty to the wholesale customer base we serve is what made us successful," said Bill Statham, president of Mascot Truck Parts. The company has expanded its distribution network across Canada, with locations opened in Edmonton, Alta., Windsor, Ont., Montreal, Que., Moncton, N.B., Halifax, N.S. and Newfoundland.

The central distribution hub in Mississauga will allow the company to more quickly replenish stock anywhere in Canada, the company claims. Mascot also plans to expand its all-makes remanufacturing capabilities, adding a complete steering production line, additional capacity for transmissions and differential production and an expanded driveshaft repair footprint.

"I firmly believe that the wholesale remanufacturing market is underserved in North America," said Rich VanSlambrouck, vice-president of Mascot.

"If we look after our customers, they will look after us. They are seeking an alternative, we hear this every time we visit with our network, this is why I believe so strongly in our strategy, we want to provide that choice in the marketplace," added Statham. ●

Tallman Group now selling Isuzu trucks in Mississauga

MISSISSAUGA, ONTARIO

Tallman Group has added Isuzu Trucks to its line of vehicles sold at its Mississauga location. Tallman Truck Centre Mississauga is now a full-service Isuzu dealer, offering sales, leases, rentals, parts and service support for the full line of N-series gas and diesel-powered low cab forward trucks.

"The Tallman Group has consistently demonstrated a professional and successful approach to the medium-duty truck business," said Andrew Craig, director of Canada operations for Isuzu Commercial Truck of Canada. "Isuzu is confident the Tallman location in Mississauga will provide customers in the northwest GTA with expert sales and service in a location

convenient to their businesses. The addition of the Isuzu Class 3, 4, and 5 trucks available in both gas and diesel will provide the Tallman Group with a tremendous opportunity for growth."

"Isuzu is a best-in-class medium-duty truck that complements our current product offerings really well while giving our customers more options to find the right truck to fit their application," added Kevin Tallman, president of Tallman Group. "Whether it's courier, landscaping, utility, moving, towing, or construction, Isuzu trucks are known for a comfortable ride, better visibility, dependability, and unmatched warranty."

For info on the Isuzu products call Chris Hutter at 905-671-7600 or e-mail chutter@tallmangroup.ca. ●

Nova, Lockhart rebrand

TRURO, NOVA SCOTIA

Nova Enterprises Limited and Lockhart Truck Center have rebranded to Nova Truck Centres.

The rebrand follows the merger of the two companies in 2013 and was "designed to embrace our history and tradition of being a people focused company; both its customers and employees – after all they're the foundation of the company successes," according to a press release.

A new logo design marries the two companies together and reflects the changes the companies have gone through over the last two years.

The rebrand will also include the launch of a new interactive Web site using the new visual identity. ●



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66 EQUIPMENT

In conversation with Navistar execs on uptime, the N-series engine and the evolution of the dealer network

By James Menzies

MONTREAL, QUEBEC

Navistar International came to ExpoCam in April, bearing gifts for the Canadian market. It launched a new ProStar ES 110 spec' for applications with a GVWR of up to 110,000 lbs and officially launched its OnCommand Connection remote diagnostics platform here.

We caught up with Bill Kozek, presi-

dent, North America Truck and Parts and Mark Belisle, president of Navistar Canada for an interview just prior to the show. We talked about Navistar's renewed commitment to uptime, the future of its N-series engine and the evolution of the Canadian dealer network.

On uptime

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ing its new slogan: "It's uptime at International." However, all the OEMs are declaring war on downtime in various ways. What makes International's focus on uptime any different?

"We spent a lot of time talking about, it's not just keeping the trucks on the road. It's how do we design them? Are we designing them so that ultimately, manufacturing is able to build them and get them to the customer in a one-piece flow?" Kozek explained. "Then it's design. Does it stay on the road? OnCommand Connection is a huge piece of that. The truck is now talking to you. The goal is that the truck predicts when something might go down, versus when something actually does go down. That's the next big piece of OnCommand Connection."

Currently, Navistar's OnCommand Connection monitors diagnostic information from Navistar and Cummins engines as well as Eaton transmissions. Kozek said Meritor's sensors will soon be monitored by the system with others to follow.

"The goal of the entire system, of the whole uptime deal, is zero unscheduled downtime," Kozek said. "I don't know that anybody does it well in the industry, so if we can differentiate ourselves on that piece of it, that's just one more thing and one more competitive advantage for us."

Belisle said before long, real-time diagnostics will be able to indicate to the operator, for example, when an oil change is required.

"That sort of change is going to happen in the trucking industry as we get to that evolution of diagnostics," he said. "We know where we came from, we need to be better than the competition," Kozek added. "That's why this is so important to us. We need to be able to get our dwell time - our time to repair - we need to get that down to industry-leading."

On the Navistar engine

Internally and in conversations with customers, Navistar has dropped the MaxxForce name from its engine line.

"We're calling it an N13," Kozek confirmed. "We decided to go away from the MaxxForce brand for really one reason and everybody knows what that reason is. We like the engine. We're doing the work for GHG2017 so for the foreseeable future, we will have that particular engine. We will continue to have a 13-litre engine ad infinitum. That's the plan and it will be an N13."

Kozek added the engine will have to perform well to overcome the perceptions that have in some cases persisted from its earlier-version EGR-only MaxxForce engines.

"We've just got to make sure it performs," he said. "It's lightweight, it gets good fuel economy, it's quiet - all those things that were good about the engine - and we just want to make those things better, especially in 2017."

Belisle said there's strong demand for a 13-litre engine in Canada, especially among north-south fleets. But he added it's equally important to have the 15-litre Cummins product available for domestic carriers.

"I think both options are required," he said. "Anybody who's running north-south is more weight-conscious, so they're looking more towards a 13L, but fleets that are running strictly in Canada, they're really more interested in a 15L product. When you think about the secondary market here in Canada, it's still all about big horsepower and big torque and big rear ends."

Asked what solutions exist for small fleets that may have purchased the early-generation EGR-only MaxxForce engines

- and now find demand in the secondary market to be lacking for those engines - Kozek pointed to Navistar's Diamond Renewed program, which updates software calibrations and in some cases hardware, to improve the reliability of the engine.

"We understand, and our data says, that the 2013 version of that engine is better than the 2012, which is better than the 2011, which is better than the 2010," Kozek said. "We've spent an enormous amount of time, resources and money to fix those components and we've got a very good idea of what the data is on that particular vehicle being ready to go, to fix it. We've got a program called Diamond Renewed and when we take a truck back or a dealer takes a truck back they can Diamond Renew the vehicle. Think about it like a certified pre-owned vehicle."

The truck undergoes a 180-point inspection and problematic parts - for example, an EGR cooler of a certain vintage - are replaced.

"We believe that, and our data is saying that, when we do those things with all the latest hardware parts, with all the latest software configurations, the vehicle's

going to do a much better job of performing and being reliable," Kozek said.

The Diamond Renewed program is available through participating International dealers.

"You can't turn it into an SCR (engine), but you can turn it into a much more reliable vehicle," Kozek said. "That's the intent of doing it."

On the evolution of the dealer network

The trend towards consolidation that's evident on the carrier side of the trucking business is also occurring within Navistar's dealer network. Belisle said International truck dealers are consolidating as dealer principals near retirement age. This is resulting in the exodus of smaller mom-and-pop dealers and the creation of larger dealer organizations.

"The smaller dealers are retiring out and are selling to the larger dealers," he explained. "I think you're seeing a natural progression of consolidation within the dealer network in Canada, but it certainly hasn't decreased the number of

service points we've had. In fact, I think it has augmented our service points and you're really seeing, the larger dealers are able to service a customer base much better...I think you're going to see our customers and our dealer networks both becoming larger and more consolidated here over the next few years, even at a greater pace than there has been over the last five or six years."

At the same time, dealers are looking to become "one-stop shops," where customers can go for work on whatever equipment they're operating. International dealers are employing trailer technicians, for example, so their fleet customers can bring in all their equipment for servicing.

"That's a huge paradigm shift for the Canadian dealer network, where they're really becoming a one-stop shop," Belisle explained. "The amount of capital they continue to infuse into their network is pretty astounding...We're seeing that across Canada as the larger dealers really embrace how to go from a mom-and-pop dealership to a real larger corporation that is out there to service the customer." ●

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Denied a permit, Precision devises award-winning Plan B for oversize haul

Continued from page 1

that part wasn't abnormal," Ed Bernard, vice-president with Precision told *Truck News* in an interview. "What was abnormal was, we've never been told no before. Nobody has ever said 'No, you can't go that way'."

With a route through Northern Ontario out of the question, Precision examined options incorporating the Great Lakes. It settled on a route that saw it transport the reactors - 12 in total, including six slightly smaller ones - trucked from Toronto to the Port of Oshawa, where they were loaded onto a ship dubbed the *Splithoff Merwedegracht*. Loading the reactors onto the ship took 11 hours. That vessel then transported the reactors over a five-day period across four Great Lakes, arriving at Duluth, Minn.

There, the reactors were loaded back onto trucks - six Kenworth and Freightliner tractors pulling six Aspen



Negotiating Greater Toronto Area traffic between Toronto and the Port of Oshawa proved to be one of the most daunting parts of the journey.

trailers - for the remaining 1,400 miles of the journey to their destination. The complete journey entailed 1,500 miles over the road and 1,600 nautical miles over the Great Lakes. A total of 580

man hours were required for each individual load, Bernard said.

The greatest challenge, however, came early in the trip when navigating heavily congested Greater Toronto Area roads.

"There was a lot of prep work that went into that," Bernard said. "There are so many intertwined agencies."

This was especially true where the convoy crossed into a new jurisdiction (ie. from Toronto to Durham Region) where one police force and utility would relinquish control to another.

"Everyone has to switch off," Bernard recalled. "That was one of the major issues, which is why we moved on the weekends and very early in the mornings."

The oversize loads attracted a lot of

attention - especially in the smaller communities north of Oshawa.

The entire move was broken down into three phases. Phase 1 from Toronto to the Port of Oshawa required 60 dedicated personnel, including drivers, police officers, utility workers and Precision staff. Phase 2 consisted of loading the reactors onto the ship and sailing to Duluth. Phase 3 involved the last leg of the trip from Duluth to Alberta, using six trucks making two round trips each. While the 12 reactors were being trucked to Alberta, an additional 200 loads were also being delivered as part of the same contract.

The SCRA, a global organization for heavy-haulers and rigging companies, holds its Hauling Job of the Year competition each year, allowing member companies to present the details of their work during the group's annual convention. The grand prize winners were announced at a gala dinner Apr. 18 in Carlsbad, Calif.

For Precision Specialized Division, winning the award for a second time was especially sweet, because no other Canadian company has done so, according to Bernard. It was also appreciated because Bernard says the organization is the well respected around the world.

"If you are a heavy-haul carrier or crane company or rigging company and you are not a member, you're not in the know," he said. "It's the organization to belong to." More info on the group and the award can be found at www.SCRA.net.org.


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Utility crews were required to lift overhead wires (top). However, Precision v.p. Ed Bernard said everything went smoothly en route from Toronto to Alberta on a trip that entailed travel by both highway and waterway.

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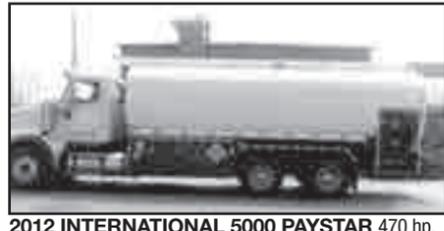
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Celadon Canada to become Hyndman

KITCHENER, ONTARIO

Celadon Canada has announced it will officially adopt the Hyndman name as of July 1.

"We have come to realize the strength of the Hyndman name in Canada," said Paul Will, president and CEO of the Celadon Group. "Hyndman has always promoted and supported a family atmosphere for their drivers and staff. This merger reinforces that core value of the company."

The companies are currently in the process of becoming a single entity under the Hyndman name. Celadon set up shop in Canada with the purchase of Gerth Transport in May 1998. In 2000, it adopted the Celadon Canada name. It has since purchased Hyndman Transport and operated that company as a separate entity.

"Our success over the years stems from the strong loyalty and dedicated service of our driver fleet," said Mike Campbell, president of Hyndman. "In addition, we have always been fortunate to have great relationships established with our many customers throughout Canada. We will remain focused on providing each and every one of our customers with unparalleled service. And our drivers will continue to benefit from our unrelenting focus on technology and safety." ●

Canada Cartage toasted by Coke

TORONTO, ONTARIO

Canada Cartage has been named Coca-Cola Refreshment's 2014 Canadian Carrier of the Year.

It marks the second consecutive year Canada Cartage has been recognized with the award. Carriers are scored based on: on-time delivery percentage, tender acceptance and customer service.

"Canada Cartage won this year's award because the company demonstrated dedication to providing on-time customer service, among other

attributes," said Dave Keenan, director of transportation for Coca-Cola Refreshments Canada. "Coca-Cola is proud to work with carriers who help us refresh the world by sharing our commitment to superior customer service."

Tim Evans, senior director of business development for Canada Cartage, added, "Canada Cartage is proud to receive this award from one of our long-time customers, reinforcing the importance we place on collaboration and delivering exceptional service to all of our customers." ●

Manitoulin expands Saskatchewan presence

SASKATOON, SASKATCHEWAN

Manitoulin Group of Companies has acquired Ridsdale Transport of Saskatoon, Sask., the company announced in early May.

The new purchase makes Manitoulin Saskatchewan's largest transportation and logistics provider, according to the company.

"We have had our eye on Saskatchewan for coverage improvement for some time," said Gord Smith, chief executive officer, Manitoulin Group of Companies. "We have been looking for the right company to meet our exacting standards and our strategic business needs. Ridsdale not only provides the routes, the equipment and the human resources we desire, but demonstrates a culture of service excellence and dependability that we and our customers expect. Manitoulin is now Saskatchewan's largest transportation company, with the significant competitive advantage of being able to provide customers with the technology, the global reach, and all the transportation and supply chain offerings they depend on to grow their business."

Ridsdale has been in business since 1949 and is a fully family-owned business. It has an extensive LTL service in the Saskatchewan market with additional service offerings in Alberta and Manitoba.

Ridsdale Transport will operate as a separate business unit within the Manitoulin Group of Companies under the leadership of Greg Ridsdale, vice-president. Wayne Ridsdale, the former president of Ridsdale Transportation, will remain in a consulting role.

"We built our business from the ground up and are very proud of where we are today," said Greg Ridsdale, vice-president, Ridsdale Transport. "By joining Manitoulin, I know what we have created will flourish and that our customers will benefit from the many additional services that the Manitoulin Group of Companies can provide them. I'm thrilled about the future as we continue to evolve."

"We are excited about Ridsdale's merge with Manitoulin and the positive outcome it brings to customers," added Smith. "Manitoulin continues to seek out customer-focused businesses that will contribute significantly to our service capabilities. Ridsdale's motto 'we carry through' speaks to the reliable service the company has provided since 1949 and its pursuit of excellence. Ridsdale is a solid addition to the Manitoulin family and we encourage their customers to explore the many additional services that Manitoulin can offer them." ●

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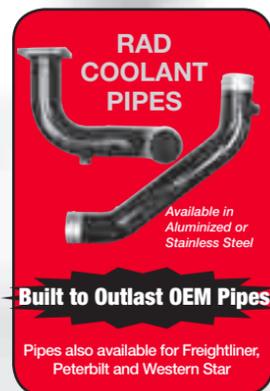
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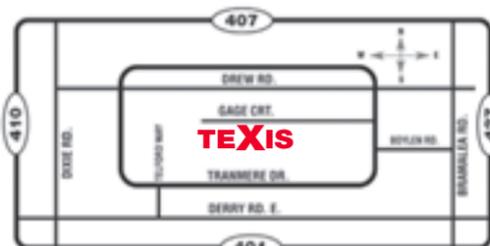


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THD buys Claude Roussel

MONTREAL, QUEBEC

THD has announced the acquisition of Claude Roussel Transport.

The company claims the recent purchase will allow customers of Claude Roussel Transport to benefit from the increased coverage in Quebec and Ontario, and allows them to benefit from THD's freight services, and warehousing facilities that total more than 35,000 square feet.

Claude Roussel, founder of Claude Roussel Transport, said the acquisition will also provide the sustainability of the company and will allow the team to progress.

Luc P. Cartier, president of THD, added that this business decision focuses on the synergy and growth of a company that stands out for its flexibility. ●

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BY EDO VAN BELKOM

Mark had been driving through Alberta with a load of hot tubs destined for a warehouse in Calgary. The spa tubs were a sure sign that summer was just around the corner and Mark for one looked forward to the coming months of good weather and easier driving.

Sure, there was a feeling of accomplishment that went with tackling the worst winter had to offer...and winning, but there was no comparing to driving miles of dry asphalt with a clear sky overhead and a warm summer breeze coming in through a rolled-down window.

And then, as if on cue, Mark's cell phone rang.

The only thing that could make Mark feel better about the day was if the call was coming from a lady friend, preferably one from the Prairie provinces. Unfortunately, a glance at the phone's caller ID told Mark it was Bud calling, probably with another load.

"Hello," Mark said.

"Mark, it's Bud."

"Bud who?"

"Bud-der, as in bread and budder," Bud said. "I've got a bunch of sweet loads if you're interested."

"Sure, what do you got?"

"Edmonton to Yellowknife, as many loads as you want...all spring and summer."

"Hauling what?"

"Everything they're going to need to move north when the ice road opens up in the winter."

Mark shook his head. "I don't want to drive on any ice. I did that once already with your nephew Jimmy and that road is too dangerous...even for me."

Mark had spent a week on the Tibbitt to Contwoyto ice road north of Yellowknife that serviced the gold and diamond mines in Canada's North only to find himself the subject of a murder attempt by a mob hitman.

"No ice roads," Bud said. "Just the stuff that will travel on it."

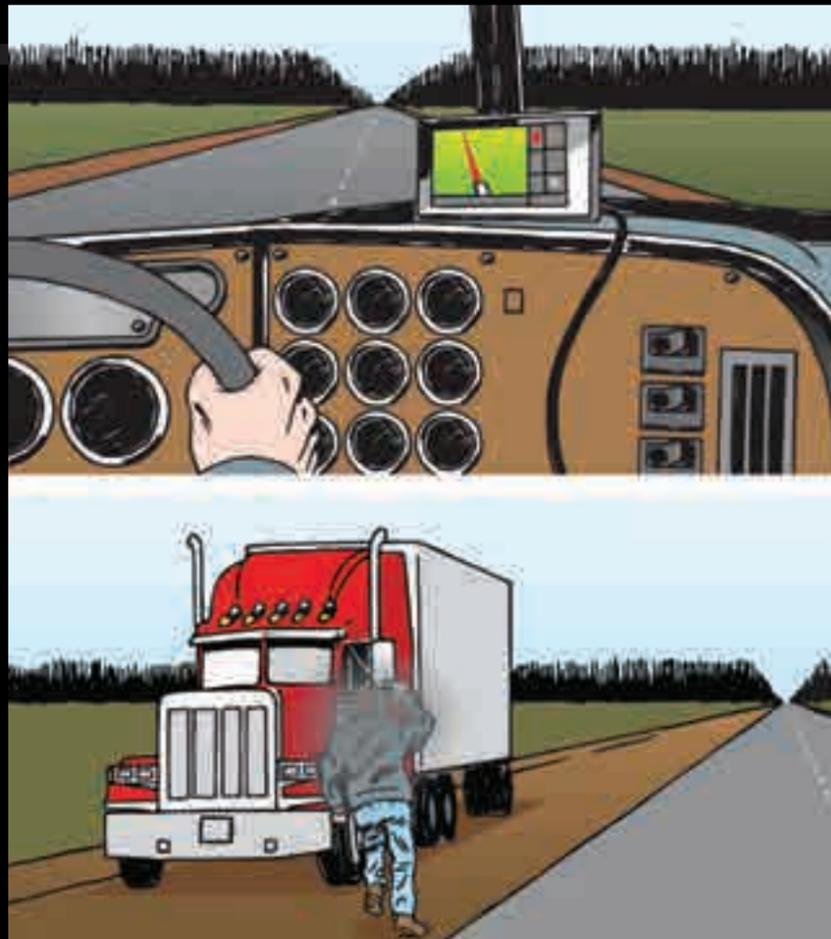
Mark's first load north was a flatbed of cement bags that would eventually be used to fortify walls deep under the earth in one of the diamond mines far north of Yellowknife.

It was heavy and unglamorous, but the pay was good and the work was steady so he decided he would drive the north for the little while and hope he didn't hit a caribou in his travels.

Just a couple of hours out of Edmonton, Mark came to understand why transport companies might always be on the lookout for new drivers.

At 16 hours, the drive was long and monotonous with not a lot in the way of scenery or traffic to keep you entertained or focused on driving.

When the best things you can say about the trip is that it's paved the entire way and there's a bridge now instead of a ferry, it says a lot about the quality of the drive.



Miles to go before I sleep

And now, just four hours into his eight-hour drive from Edmonton to High Level and the halfway mark of the journey, Mark was feeling sleepy.

Despite having what he'd thought was a full night's sleep the previous evening, and listening to one of his favourite audiobooks - Stephen King's *Shawshank Redemption* - Mark could feel his eyelids getting heavy.

And while the roadway was paved, it wasn't like driving the Trans-Canada through Quebec or the 401 through Ontario.

There were plenty of rough patches and the shoulders seemed like they crept in on either side of the highway, pulling at Mother Load's front wheels every chance they got.

And the scenery...at first Mark thought it was beautiful and majestic, but after a while even that began to wear thin and each vista blurred into the next. And while the road signs and mile-markers were helpful, what he wouldn't give to see a gas station, garage or house along the way.

Mark glanced at the screen of his GPS and saw that there were still over a thousand kilometres to go before he reached his destination.

Suddenly, Mother Load began to tremble and lean to the right.

Mark looked up and saw that the forest had closed in on him and the ditch at the side of the road had become a gaping trench that had opened up to

swallow him whole.

The wheels of his truck began to shudder as his tires began to cut into the loose gravel and dirt beneath them.

Eyes wide and knuckles white, he avoided the temptation to suddenly jerk the steering wheel and instead eased Mother Load into a gentle left turn, hanging on through the rumble and vibration of the soft shoulder until the truck and its heavy load had crawled back onto the smooth hard asphalt.

Fully awake and absolutely alert now, Mark held the steering wheel straight for a few hundred metres until he dared slow down and guide his rig safely onto a section of shoulder that was wide, flat and safe enough to stop on.

And then a long, deep sigh.

He glanced at his GPS screen again and shook his head. He still had three hours of driving to go...and even then he would only be halfway to his ultimate destination.

Mark reached over and grabbed the Thermos he'd filled with coffee just outside of Edmonton. It was still hot and steamed nicely as he poured it into the big bowl-like cap of the Thermos. He took a sip, then took his coffee outside, feeling that a break from behind the wheel was just what he needed.

Another sip, followed by a slow appreciative look at his surroundings. Inside the truck there had been a sameness to the nature around him, like a perfect forest and mountain vista was being repeated every few kilometers like the background of an old Flintstones cartoon. But now, in person, the sounds and smells and vastness of it all was almost too beautiful for him to be

a part of.

In the distance - less than a half-kilometre away - a group of caribou crossed the highway behind him.

Too perfect.

And then...buzzing in his ear. He swatted at it, but the buzzing came back louder. Mark's head swiveled on his shoulders to see mosquitoes swarming about his head. Mark brushed his hands over his face and head feeling the insects land on the backs of his hands and break into his flesh.

"Ahhh," he screamed as a black fly tore a chunk of skin from the outside of his ear.

Without hesitation he bolted back toward Mother Load. Hopefully he'd be able to open the cab door on the first try and escape the swarms of beasts that were out for his blood.

His hand grabbed the handle firmly on the first try. The door swung open with ease and he was up and inside Mother Load in seconds...

Along with a hundred or more of the pesky, blood-thirsty insects.

Mark released the parking brake, threw Mother Load in gear, and headed back out onto the highway.

Now, with passengers on board, he was easily alert and attentive the rest of the way to the midway point of his journey in High Level. ●

- Mark Dalton returns next month in Part 2 of *Miles to go before I sleep*.

Illustration by Glenn McEvoy



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Groupe Morneau makes appointments; Trailer Wizards hires new rep; Greg Rumble promoted at TransForce; and an oil expert retires.

Groupe Morneau has named **Martine Villemaire** its new account manager and **Francois Allaire** its new director of the Anjou transportation terminal.

In her new role, Villemaire will be in charge of developing new customers in Laval for all of the group's divisions. She will also be responsible for establishing contact and developing close relationships with new customers. In addition, she will manage current accounts to ensure that their transportation needs are met. She will be working from the Montreal service outlet.

Allaire will be in charge of the management of the entire operations services team in Anjou. He will ensure that a high level of service remains a priority for all team members and will ensure compliance with regulations and policies, the company says.

Double Coin and CMA has named **Bill Telefonow** its new regional sales manager for the Canada region.

He has worked for more than 20 years in sales and management for several tire manufacturers, including Continental Tire Canada and Kumho Tire Canada.

TransForce has appointed Contrans president **Greg Rumble** as its new executive vice-president and chief financial officer.

Rumble has been president of Contrans since 2003. It was acquired last year by TransForce.

He will continue on as president of Contrans, TransForce announced.

"We are delighted that Greg will assume these additional responsibilities," said Alain Bedard, president, chairman and CEO of TransForce. "He brings his extensive experience to our Executive team and importantly, possesses a thorough knowledge of the transportation industry. Greg has already proven to be an effective team player as president of Contrans. He has integrated well with our executives and I am convinced Greg will be an excellent fit with the TransForce entrepreneurial culture."

Keystone Western has named **Dave Davis** its new president, while former president **Norm Curtis** moves into the CEO role. Davis joined Keystone Western on Apr. 6 and previously served in management roles with carriers including Wildwood Transport and Canada Cartage.

As CEO, Curtis said he'll focus on developing new business opportunities and managing the company's rolling stock.

"Keystone has been growing considerably over the past four years," said Curtis. "The plan over the next few years is continual growth at a rate of 15-20%. I personally want to acquire new opportunities that will enhance our overall service offerings. I can't do that in my current role, so I am pleased to have hired Dave as president to take over my day-to-day responsibilities."

Trailer Wizards has announced it has appointed **Marco Simard** as its new business development manager for the Quebec Region.

Simard's appointment officially took effect Apr. 27 and he is currently based out of the company's Quebec City office. He is in charge of furthering de-

veloping business in the Quebec market as well as managing the operations of the Quebec City branch.

Chevron announced that after 39 years of service **James (Jim) McGeehan**, consulting scientist for Delo Heavy Duty Engine Oils, is retiring as of June 30. McGeehan began his career with Chevron in 1976 as a research engineer. He served as the global manager of diesel engine oil technology and was also responsible for all global heavy-duty engine oil development during his tenure.

McGeehan will be replaced by **Shawn Whitacre**, senior staff engineer, technology. He has worked for nearly 20 years on research and engineering dealing with heavy-duty engine lubricants, fuels, and materials.

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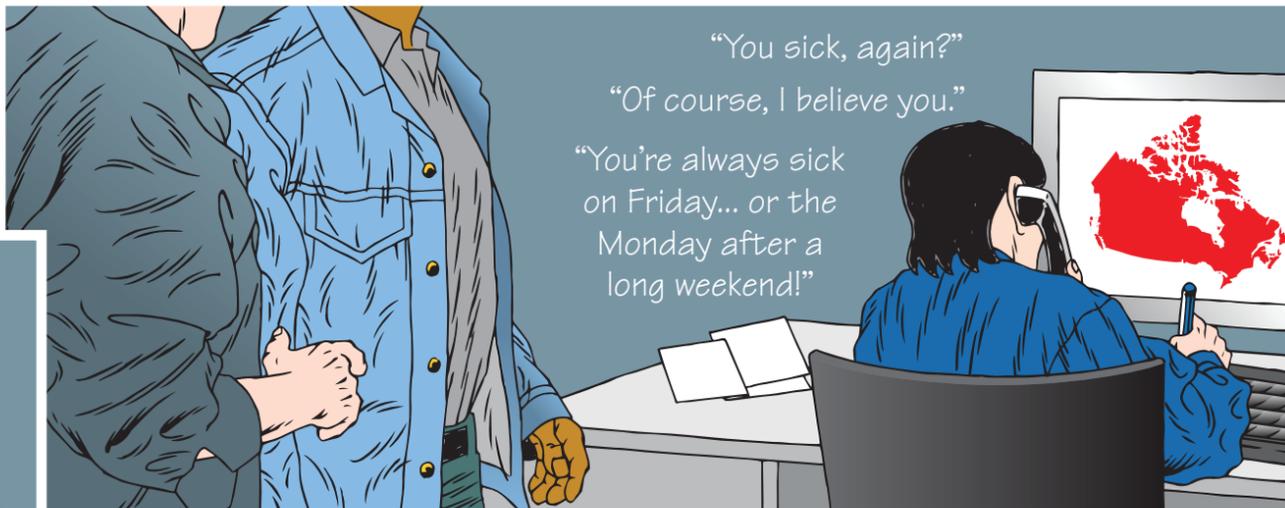
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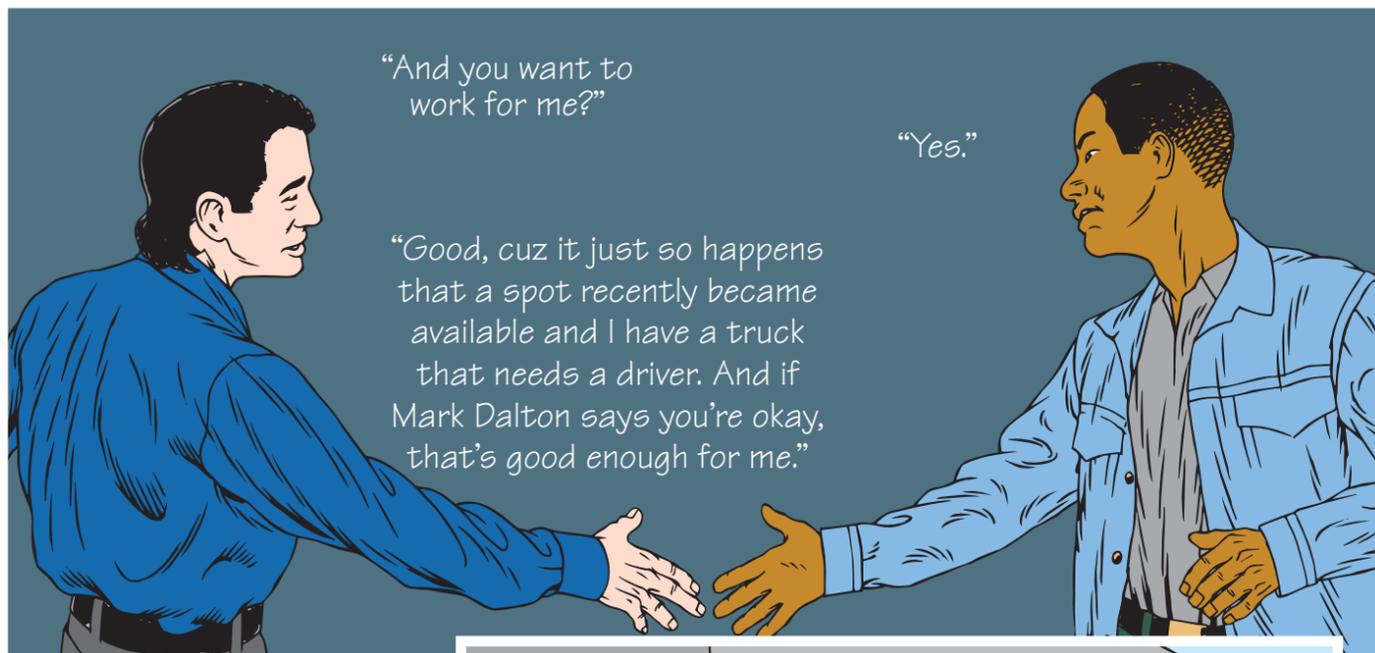
By Edo Van Belkom

Mark takes the new driver to see Bud at his office. When they get there, Bud is yelling into the phone.



Still on the phone, Bud turns around and smiles at Mark and the new driver, almost like he’s enjoying his conversation. Mark takes the opportunity to tell Bud, “This is the guy I was telling you about.” Bud nods and gives Mark the thumbs up. Then he turns around to resume his telephone conversation. “Of course I don’t want you driving sick. In fact, I don’t want you driving for me until you’re feeling better, like in a year!”

Bud slams the phone down and turns around smiling. “This is Vic,” Mark says, urging Vic forward with a gentle push from behind. Vic shakes hands with Bud. Bud asks, “Vic, eh? Like in Victor or Vikram.” “Yes,” Vic answers.



Mark drives Vic to the yard where the truck he’ll be driving is parked. When Mark asks him what he thought of Bud, Vic says, “He seems like he might be a hard man to work for.” Mark shakes his head. “No, not Bud. He can be an ass a lot of the time, but he’s a fair ass.” Vic nodded, but Mark couldn’t be sure he understood. Mark stops in front of a worn and beaten truck that looks like it’s been on the road forever. “Is that it?” Vic asks as they approach the truck. Mark sighs. “Sorry, man. I’ll call Bud and ask him to find you another truck.”



Illustration by Glenn McEvoy

“No,” Vic says pointing to the driver’s door. On the door is the name of an old trucking company that’s been blocked out by three strips of duct tape. Vic tears the tape off the door to reveal the trucking company name. **NEWLAND TRANSPORT** “It’s perfect,” he says sliding an open hand over the lettering.



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Voice of the O/O

JOANNE RITCHIE



Fun with ELDs

I got the call today that my new car will be ready for pick-up next week, so by the time you're reading this, I'll be driving my new VW Golf Sportwagon.

I've been waiting months to order this car, available in Canada only since March, so I've had time to do lots of research. After 11 years with my tough little Jetta, there was no question that I'd be buying another Volkswagen diesel. But this would be my first car with the new emissions system, so I pestered my salesperson relentlessly with questions about DPF lifespan, when to check for ash loading, and how often to refill the DEF tank.

He was patient and accommodating, and had a sense of humour, too. Along with heaps of technical information, he directed me to The Fun Theory (the-funtheory.com), a Volkswagen initiative dedicated to the idea that simple fun can be an easy way to change people's behaviour for the better.

VW was looking for ideas and inventions that would help prove its fun theory; the top Fun Theory Award went to a guy who posed the question: what if, instead of focusing on punishing speeders, speed cameras were used to reward good behaviour? His answer was the Speed Camera Lottery. The camera "catches" all drivers, but drivers who obey the speed limit are automatically entered into a lottery to win the pot, which is built from the fines of speeders. Brilliant.

That got me thinking about FMCSA's recent call for public comment on what it dubs Beyond Compliance, a potential program that would take a carrier's "proactive voluntary implementation of state-of-the-art best practices and technologies" into consideration when evaluating the company's safety program.

The agency, it seems, agrees that an incentive-based approach to improving carrier safety would be a more effective tool than the current penalty-based system. Beyond Compliance is just an idea so far, and may never get off the ground, but FMCSA wants to hear from industry: what technologies or best practices should be included, and what incentives would encourage carriers to voluntarily invest in them?

The whole "voluntary vs. mandatory" dilemma is one that will soon be facing Canadian regulators as the electronic logging device (ELD) debate heats up. ELDs have been on our radar screen since even before our new HoS regulations came into force in 2007. It was recognized then that emerging technologies had the potential to improve compliance, but also raised a number of issues in terms of uniform enforcement protocols and harmonization with the US. Years ago, the Canadian Council of Motor Transport Administrators (CCMTA) set up a project

group to develop a technical, performance-based standard for ELDs. It's a work in progress, the latest draft standard we've seen being a side-by-side comparison of the proposed Canadian and US rules to ensure consistent approaches.

More recently, Canada has begun to consider the policy options for a national ELD program and has invited input from industry stakeholders. What would it look like: universal mandate? Targeted approach? Voluntary adoption? Groups like the Canadian Trucking Alliance, as well as suppliers of the more comprehensive tracking systems, are strong proponents of mandating ELDs. On the other hand, provincial and territorial governments, who would be accountable for regulation, delivery and enforcement of any new ELD program, are not so gung-ho. In fact, in a roundtable check at a CCMTA meeting last Fall, every jurisdiction, with the exception of Ontario, favoured a voluntary approach to ELD use.

Last year when the US published its proposed rulemaking to mandate ELDs, Canadian regulators picked up the pace in anticipation of the final US rulemaking expected this September. Currently, Transport Canada is in the process of assembling and analyzing a whole pile of data trying to determine costs and benefits, both to industry and government, of a mandatory ELD requirement.

From what I've seen so far, it's a pretty superficial exercise. When you're simply weighing the cost of the ELDs, verification equipment for inspectors, and inspector/driver training against the huge reduction in administrative burden for carriers and enforcement, there's no doubt in my mind that Transport Canada's exercise will show benefits outweighing the costs. What irks me most, though, is that no one is looking past the numbers to the real issues behind the pro- and anti-ELD arguments. For the naysayers, it's less about the technology, and more about driver pay and the unforgiving inflexibility of HoS. On the pro side, it's the companies who are paying a decent dollar off the e-logs and managing their operations (legally) to compensate for the shortcomings of HoS that have earned their drivers' acceptance of the technology.

But in any case, if the darn things are so cost-effective, why do we have to mandate them? Why not promote voluntary adoption, combined with some kind of incentive for their use? Why not make them fun?

It's not just VW's Fun Theory, by the way, that highlights the desirability of reward over punishment. The Netherlands' prestigious Institute for Road Safety Research has studies showing that road safety behaviour can be changed more quickly effectively by rewarding desirable behaviour rather than by penalizing undesirable behaviour.

Even Transport Canada, in its 2011 report on Road Safety in Canada acknowledges the effectiveness of educational programs and incentives in promoting road safety practices.

Could our prosaic and somewhat humourless regulators get their heads around the idea of ELDs, incentives, voluntary, and fun, all in the same sentence?

Sigh. I think I'll just go play with my DPF. ☘

Joanne Ritchie is executive director of OBAC. What's your incentive to run compliant? E-mail her at jritchie@obac.ca or call toll free 888-794e9990.

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Professional Carriers: Founded for drivers

Professional Carriers, a fleet that hauls mostly refrigerated goods, didn't begin the most traditional way. Despite this, it is one of the east coast's most booming trucking companies since it began in 2004. And Richard Boone, the company's president, says he owes it all to his people. Sonia Straface spoke with Boone and some senior staff recently to talk about the company's success and its future.

Starting your own business is something most people approach with caution. But for Richard Boone, with the decision to start his own trucking company back in 2004, caution was thrown to the wind.

Boone said his small trucking company that is currently based in Hartland, N.B. is one that began with quite a unique start.

"We were founded in 2004 and at the time we had 12 trucks and eight owner/operators waiting for us to start a company, because the company they were dealing with was having difficulties," he said. "They weren't able to load until they got under different authorities. Most of these guys I had worked with before when I ran another trucking company, so they actually put a fair amount of pressure on us to get started. And so I started Professional Carriers and thankfully it worked out."

From there, Boone said the company just grew into what it is today.

Currently, Professional Carriers runs 57 trucks and 63 trailers, hauling mostly food and other refrigerated items. The company employs mostly owner/operators, though recently it hired two company drivers.

For only being just over a decade old, the company has figured out what works and what doesn't in terms of gaining success. It boasts a below-industry-average driver turnover rate, which Boone says is thanks in large part to the same drivers that forced him to start his company in the first place.

"We are fortunate to have very good drivers that have been part of our success," he said. "They've referred many drivers to us over the years and we're very thankful for that. I think one of our strengths is that just like how we started, we're all helping each

other succeed and helping each other grow. We make it a point to have regular meetings to discuss our progress and what is working and what isn't."

Bill Lunn, an owner/operator who had been with Professional Carriers since its inception said he's stuck around because, "It's a good company to work for and they look after us."

He added there its always work to do, which he appreciates, and that one perk is that Professional Carriers "runs good, newer equipment."

Tina Pelkey, comptroller, who has also been with Professional since the get-go says that she thinks the drivers have stuck around because of the atmosphere the company strives to provide each and every day.

"I think what makes us maybe a little bit different is, right from the start we've always been a respectful workplace," she said. "We honour the word respect, we try to give it and we try to get it. And many people who have come through this office have said, 'Whoa! It's so quiet in here!' And sure, most of the day we've got our heads down but we're getting our jobs done while trying to maintain a respectful environment."

Pelkey went on to say at the beginning of the company's birth, it had what was called the "Truth Chair" where she would sit drivers down to learn more about who they were and where they came from.

"We've tried to keep it going," she said. "And we try really hard to keep it respectful in a very fast environment that trucking can be most of the time, and we are lucky to have a lot of long-term employees and drivers."

Though Boone says his company has its success, it isn't immune to the driver shortage, especially since it hires experienced drivers only.

"There are times when we are looking for drivers," said Boone. "Which makes our biggest challenge, our biggest asset: people. We have really good people. And we know going forward it's going to be harder to maintain that with all the competition and lack of young people who want to get into the industry."

Pelkey agreed, adding, "I think the ability to attract drivers in the future will become more difficult because there are not a lot of young people out there that are willing to do this for a living. It's a big sacrifice to be away



Richard Boone (front row, far right) and staff

from their family for weeks or days at a time."

George Boone, Richard's son, who is general manager of Professional Carriers, said to get more drivers interested in the industry, they first must be educated.

"I think we need to get young people educated and aware of the opportunities in trucking," he said. "There's a lot of people across the country who don't understand what we do and I think we need to get in front of that and then we can have a healthy industry like everyone else. It does take time, effort and labour to do this. I think everyone is concentrated on this, at least, I know we are."

Professional Carriers also likes to live up to its name, by putting a focus on driver training. It offers a day-long orientation to new hires, where

Boone personally speaks to all of the new drivers and explains the company's respectful environment and professional attitude it expects.

Boone said that he expects the company to grow gradually in the future.

George added: "One of our strategies for growth is that we try to add diversification every time we grow. Like a variety of things to haul or different places for our drivers to go, so we can cater to those drivers who have an appetite for more miles. This helps make our drivers' day become less stagnant."

Boone said the key to the company's success - people - will also be the key to its growth. "Of course, to have growth, you need to have the right people internally, which I believe we do," he said. ●

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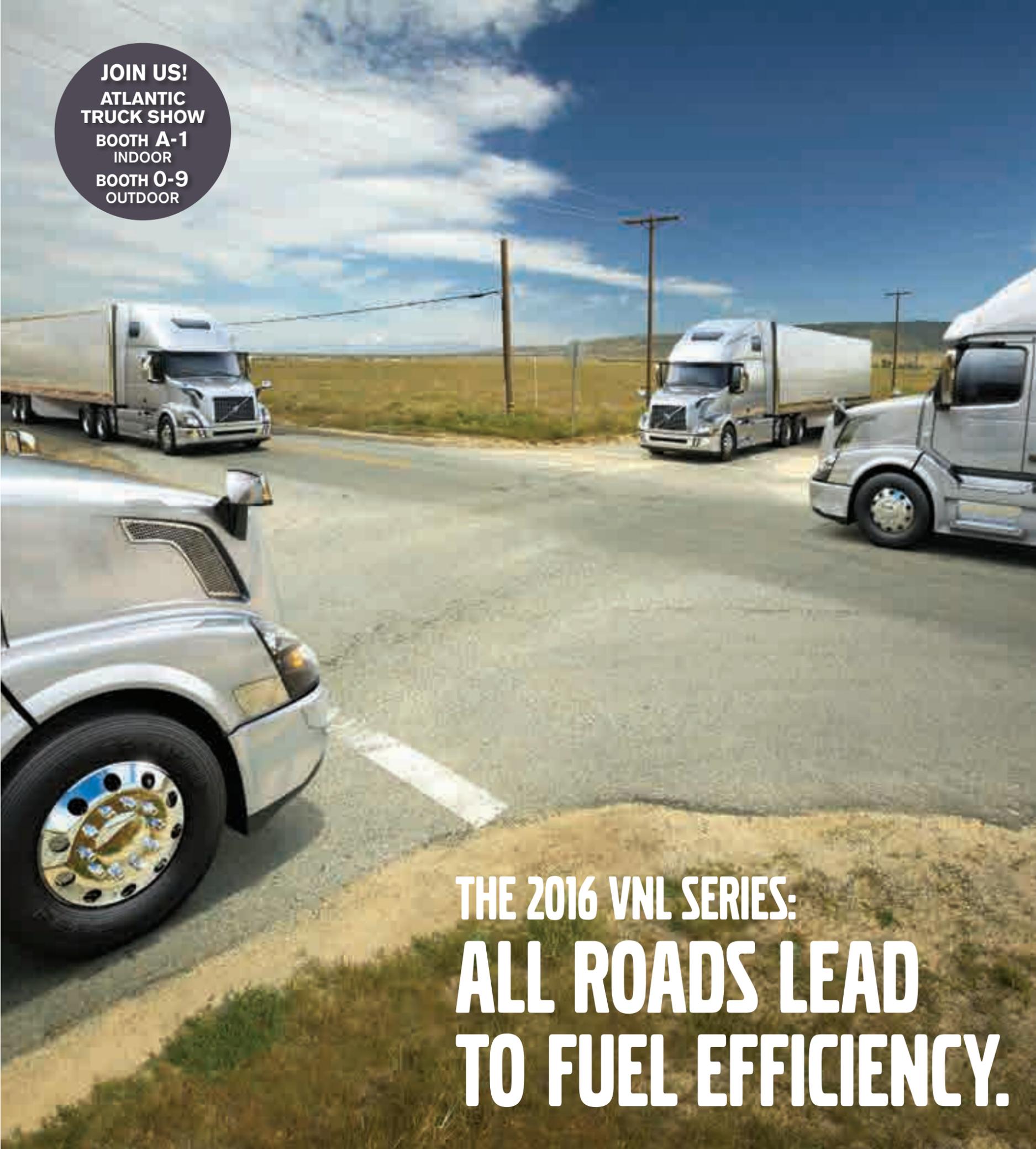
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