

TRUCK NEWS

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 Canada may technically be in recession, but Lou Smyrlis explains why fleets should stay the course.

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Riding for a cause

An SLH employee is biking across the country to raise much-needed funds for childhood cancers

By **Sonia Straface**

KINGSTON, ONTARIO

Getting a phone call at 11 p.m. from your family doctor is a scary thing. But when it's a phone call with the message to get your four-year-old to a hospital immediately - it's earth-shattering. It's life-changing.

On April 24, 2008, Ken Cross and his wife Colleen received this exact phone call about their four-year-old daughter Megan, who would be diagnosed with AML leukemia the very next day.

Cross is the senior manager, human resources business partner at SLH Transport and Sears Canada, and this year, for the fifth year in a row, he will be cycling across Canada with 32 others volunteers - from Vancouver to Halifax - to honour his daughter Megan and support children with cancer across the country.

The bike ride, which is 17 days long and goes from Sept. 10-26, is called the Sears National Kids Cancer Ride. The event, and foundation that runs it, donates 100% of its proceeds to the 17 pediatric oncology units across the country to assist in treating children with cancer.

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A 30% scale model tractor-trailer was used for testing in an Ottawa wind tunnel as part of the aero study.

Canadian study sheds new light on tractor-trailer aerodynamics

Some of the findings from the National Research Council study may challenge perceptions about fuel economy

By **Carroll McCormick**

OTTAWA, ONTARIO

By now most of us should be minor experts in spotting rigs with fuel-saving aerodynamic enhancements, like side skirts, boat tails and tractor fairings. But a collaborative research study published this summer by Transport Canada and the National Research Council Canada (NRC) refines and expands the understanding of these enhancements and how much fuel they save.

It's free, it's not secret and it is loaded with results. Just Google: *Improving the Aerodynamic Efficiency of Heavy-Duty Vehicles: Wind Tunnel Test Results of Trailer-Based Drag-Reduction Technologies*. You will be led to a Transport Canada Web page with an executive summary, easy-to-read tables with 21 drag reduction techniques, their associated annual fuel savings and CO2 reduction, and a link to the full, meaty study.

Using its 9.1x9.1x22.9-metre wind tunnel, the NRC tested 30% scale models of tractors, dry vans and flatbeds to learn more about what works and how well. Transport Canada, through its ecoTechnology for Vehicles program, commissioned the research to help guide it in the implementation and regulation of drag reduction technologies in Canada.

Some findings: For every foot the gap between tractor and trailer is reduced, drag drops by 2.6% (a 1% decrease in drag roughly equals a 0.5% decrease in fuel burn). A one-foot gap reduction can save 1,600 litres of fuel, plus or minus 400 litres, a year. (Annual figures refer to a typical long-haul operation).

"This is one of the first thorough studies of incremental gap width. This has not been quantified to this extent in the past. The results will help fleets choose which gap widths to use," says Brian McAuliffe, the study author and thrust lead

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Editorial Comment

JAMES MENZIES



Efficiency is free

When people speak of fuel economy in terms of sustainability, they're usually referring to the environment and our obligation to reduce our impact on it. However, it can also be said that by improving the efficiency of your fleet, you're making your own business more sustainable as well. With slim margins, high fuel costs and given the hyper-competitive world in which you work, becoming more efficient is sometimes the only way to improve profitability. Every penny you don't spend goes directly to your bottom line.

However, since reducing fuel consumption also benefits the environment, the trucking industry has some non-traditional allies in its pursuit of greater efficiency. Are you taking advantage of it?

Over the past decade, several organizations have sprung up that are committed to helping fleets improve their efficiency for the sake of cleaner air. As these organizations have evolved and gained a better understanding of the realities facing fleet operators, they've developed some extremely useful tools and research that for the most part is absolutely free of charge.

By now, you've most likely heard of the EPA SmartWay program. But did you know that here in Canada, its fleet members now have access to data analytics tools that essentially provide any-sized member company with a data department – at no cost? For several years now SmartWay has been providing its member fleets with benchmarking reports that compare their performance across several categories (ie. idle-time, mpg and asset utilization) to carriers of similar size and scope.

Most recently, the program has made available data analytics tools that allow member fleets to run their own queries and generate customized reports that drill down into areas of the most interest. The data analytics tool is available at the SmartWay portal where you go to access the SmartWay logo, etc. It's a great time-killer and can produce a ton of valuable information to help your fleet better understand where it has room to further improve its efficiency in relation to similar companies, even within the same region.

You may not have heard of the North American Council for Freight Efficiency (NACFE), but it has produced some in-

credible research that delves into topics such as idle reduction, low rolling resistance tires, trailer aerodynamics and powertrain optimization. So far it has published seven Confidence Reports on these topics, giving fleets insight into how they can employ best practices to reduce their fuel consumption.

In addition to publishing Confidence Reports, NACFE also produces a number of tools to help fleets implement a fuel-saving program. These are all free of charge and can be found on www.TruckingEfficiency.org. You can read about NACFE's two most recent Confidence Reports – on low rolling resistance tires and lightweighting – in this issue. But visit their site for tons more useful information on becoming



a more efficient fleet. When it comes to improving the efficiency of your fleet, free help is available. The information is excellent and you can't beat the price. ●

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The view with Lou

LOU SMYRLIS



Why you should stay the course

Late in the summer we received the unsettling news that Canada is back in recession. For those of you who have worked so hard to climb back from the financial black hole created by the Great Recession, what does this mean to your company growth plans for the rest of the year and into 2016? Is it time already to hunker down yet again and watch expenses, delaying investments in new equipment, facilities, staff and services? I don't think that would be wise. Here is why:

Based on what I'm seeing in the North American economic data and listening to what the economic experts are saying, it's too early to be hitting the panic button. The Canadian Manufacturing Purchasing Managers Index is a good indicator of future expectations of economic growth. Put simply, if purchas-

ing managers are optimistic about future demand growth, it is reflected in growth in the index. For the first five months of 2015, the index was a mirror of the downward trend of the Canadian economy. But in June it showed its first sign of life climbing back into growth. July was the same (and the optimist in me will choose to ignore the fact July's growth was not as strong as June's). If we get one more month of growth in the index, it's hard to see how this could be a long recession. GDP itself grew in June by a healthy amount, perhaps indicating the economy is ready to bounce back.

Take what Carlos Gomes, senior economist with Scotiabank, had to say: "If you look at domestic activity, it remains very resilient. Consumer spending is doing well. Auto sales are at record highs. Housing activity is buoyant. Employ-

ment conditions have actually accelerated over the past year to about an average of 16,000 jobs created each month. That's a significant improvement from an average of about 10,000 during the previous two years. One part of the economy is doing well, however, there is significant weakness on both the business investment side and the export side."

Interestingly enough it is that lack of investment that can derail the Canadian economy for good. If at the first sniff of an economic downturn we essentially go on an investment strike – cancelling equipment renewal plans, laying off drivers, etc. – in anticipation that future demand won't be there, we end up being directly involved in creating the very downturn we fear. I think a wiser approach would be to cautiously proceed with investment plans, keeping in mind that econo-

mies growing at less than 3% GDP are bound to run into several bumps in the road, some more pronounced than others. It's also important to remember that GDP figures, although they get a lot of attention in the media, are a look back to where we've been, not a look ahead to where we are going.

And finally, as I mentioned at the recent Altruck Customer Connect event when speaking on this subject, you didn't get to running your own company without trusting your gut. Listen to it now. We've been in recession for two quarters. Does it really feel like it did during the depths of the last one?

It will take some forward thinking indeed to take the leap of faith during the economic downturn and stay true to investment plans. But that's exactly the action that will keep us from a prolonged recession. ●

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LEASING AND TRADE-INS

Sensors could lead to better border traffic predictability

By Ron Stang

WINDSOR, ONTARIO

Truck tie-ups have become legion at the busiest commercial crossing between Canada and the US, the Ambassador Bridge. But, as in so many other areas of life, rapidly evolving technology might provide a solution to frustrated truckers, shippers and consignees.

The University of Windsor's Cross-Border Institute is developing a sensors-based system that could aid trucking firms by going beyond letting them know what current traffic patterns are at the bridge, to predicting what to expect in an hour or two.

Already truckers and motorists can obtain wait time information from Canada Border Services Agency (CBSA) and US Customs and Border Protection (CBP) Web sites, which anecdotally varies in terms of accuracy. And there are also web cams at the bridge's Windsor and Detroit plazas to monitor traffic flow.

But that's a far cry from estimating what traffic will be like later in the day, which could be highly useful for firms deciding to choose an alternate border crossing with fewer back-ups.

"You can go on the Internet right now and you can get from the CBP and CBSA: What's the delay? Is there a delay? It's a 15-minute delay - that sort of thing," institute director Bill Anderson says. "But that's only telling you what it is right now. So the innovation here is to try to give the drivers and dispatchers a head's up in terms of what the crossing time is going to look like (in a few hours). If you're mov-

ing things around, supply chains, and they need to get to places in particular times, you'd like to have some warning if there's a high probability that you're going to get delays. And it may be that there will be a delay an hour from now even though there isn't a delay now."

Funded by a grant from FedDev Ontario, the institute's lab is working on sensor technology that measures the current flow of trucks passing along Huron Church Road in the immediate vicinity of the bridge.

"Essentially these sensors give us a real-time count of all of the trucks going in both directions toward and away from the bridge," Anderson says.

Microwave sensors follow traffic on the six inbound and outbound Huron Church lanes.

"It can see the vehicle, and it's really how long it takes the vehicle to pass by it at a particular speed, and from that you can infer what size vehicle it is," Anderson says.

The hard part is extrapolating from current border flows to make future predictions.

"You use statistical analysis and different methodologies to make those projections," he says. "And it's not easy. Other people have tried making projections of highway traffic based on sensor information. When you get up above an hour it gets harder and harder."

Anderson's institute has been in talks with Ontario and Michigan transportation planners with hopes of adding sensors along such highways as Ontario's 401 and Michigan's I-75, providing even more accuracy along feeder routes.

Anderson says he got the idea while attending a traffic modellers' conference in California when a United Parcel Service (UPS) representative asked them for technology to tell him "What the traffic is going to be not now, but in 15 minutes or a half an hour."

Even knowing that small amount of information, given UPS's sophisticated scheduling and routing, could really improve performance.

Anderson says the technology is still at least another year in development. It likely would be accessed through smartphone apps, similar to how truckers can choose where to pull off for the night based on available truck parking slots.

Jennifer Fox, vice-president for trade and security at the Ontario Trucking Association, says such predictability could help shippers and consignees "work together to shift or make changes to when they will have their shipping and receive-

ing hours and thus allowing the truckers to make their adjustments."

But it won't work in all situations, such as if commodities are being transported in a specific radius.

"Again, it sort of depends on where they're going and what the expectations of their customers are," she says. "But if the stars align it certainly could be helpful, every bit of information helps."

The MTO's Ajay Wozageer says the ministry "would be happy to work with the University of Windsor."

He says the MTO has already been increasing use of Bluetooth systems to monitor traffic patterns.

Two roadside signs will be deployed early in 2016 on Hwy. 402 that will indicate border delays and the ministry has also installed systems that include detectors and roadside signs at Hwy. 401/403 near Woodstock and on key freeways in the GTA. ●

US truck tonnage nears all-time high

ARLINGTON, VIRGINIA

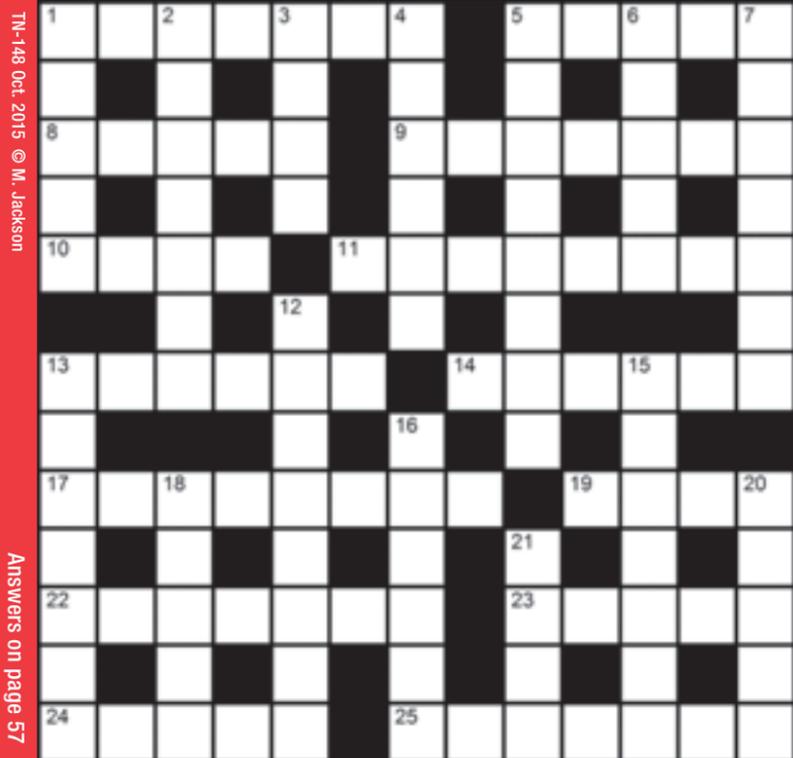
US for-hire truck tonnage jumped 2.8% in July, marking the second highest level on record. The American Trucking Associations' For-Hire Truck Tonnage Index was up 3.7% compared to July 2014. Year-to-date, US tonnage was up 3.4% compared to the same period last year.

"After several soft months starting in February, tonnage really snapped back in July," said ATA chief economist Bob Costello. "July was the single best monthly gain since November 2013."

He attributed the growth to better retail sales, factory output and housing starts.

"However, I remain concerned in the near term about the high level of inventories throughout the supply chain. This could have a negative impact on truck freight volumes over the next few months," Costello said. ●

THIS MONTH'S CROSSWORD PUZZLE



TN-148 Oct 2015 © M. Jackson

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- 5 I-95's southern terminus
- 8 Final tax-return filing month
- 9 They bump up new-truck price
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- 18 Ohio's "Rubber City"
- 20 "Put the pedal to the ____"
- 21 Truck-stop restaurant reading

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10 CROSS-BORDER

It's the calm before the storm for US trucking

BLOOMINGTON, INDIANA

Current US trucking market conditions could be the calm before next year's storm, which could see capacity either drastically decreased by an onslaught of productivity-choking new safety regulations or increased due to recession.

That's the message from industry forecaster FTR, which says a major shift in capacity availability could occur as the

US truck parking gets attention

WASHINGTON, D.C.

The US Department of Transportation's Federal Highway Administration (FHWA) released survey results recently that highlight the lack of truck parking information and capacity across the country. The results called for a national coalition to address the escalating problems and find solutions.

The results showed that almost half of the state departments of transportation surveyed reported that truckers were forced to park on freeway interchange ramps and shoulders of highways, which is a safety issue.

"We know truck parking has been a longstanding problem in our nation and we need new approaches to fix it," said US Deputy Transportation Secretary Victor Mendez. "Now more than ever, this country needs better planning, investment, and innovation from those who have a stake in safe truck parking and transportation."

The National Coalition on Truck Parking announced that it will continue working to find solutions to truck parking needs and will include the FHWA, the Federal Motor Carrier Safety Administration (FMCSA), the American Association of State Highway and Transportation Officials, the American Trucking Associations, the Owner-Operator Independent Drivers Association, the National Association of Truck Stop Operators and the Commercial Vehicle Safety Alliance in finding these solutions.

"Without truck drivers, America's businesses would suffer and the economy would come to a halt," said Federal Highway Administrator Gregory Nadeau. "They deliver the goods and products we use every day, and are critical to safe freight movement in our country."

FMCSA Acting Administrator Scott Darling added: "Highway safety depends in part on making sure hardworking, professional truck drivers have a safe place to recuperate after spending hours on the road. We at FMCSA are committed to addressing this shortage of safe and convenient truck parking for the drivers who do so much to advance our economy."

In the next few months, the USDOT and the National Coalition on Truck Parking said it will engage in a conversation with state and local governments, law enforcement and the trucking and business communities to work together to advance truck parking solutions to meet the needs of the nation's truck drivers. ●

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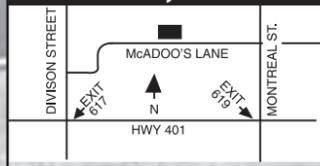


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result of two powerful forces that could swing capacity utilization 10 percentage points in either direction. After this year, FTR reports, the industry will face an "unprecedented range of outcomes" over the next few years. Chief among them are the arrival of an onslaught of new regula-

tions that could drastically reduce capacity, or a recession that could add to it.

"A swing of just 5% is enough to dramatically impact pricing in the marketplace," said Noel Perry, senior transportation economist at FTR. "A swing of 10% - that would be a disruptive event,

for both transport executives and supply chain professionals. There will be companies with their heads stuck in the sand; you don't want to be one of those companies."

FTR acknowledges the chances of a recession are increasing, due to bad eco-

nomics news elsewhere in the world and a recovery that is "clearly getting old."

However, the arrival of new safety regulations could push capacity utilization to 100%, giving carriers some welcomed pricing power and putting transportation buyers in the hot seat. ●



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Ferry fuss

The new Digby-Saint John ferry is too small, truckers say

By Carroll McCormick

SAINT JOHN, NEW BRUNSWICK

Truckers started taking a new ferry between Digby, N.S. and Saint John, N.B. late this July. In some respects the *Fundy Rose* is good news, but some carriers and shippers say it is too small, and especially undersized for the busy lobster season traffic.

For ages the fishing industry in southwestern Nova Scotia has depended on the *Princess of Acadia*, with its room for 22 or so transport trucks, to get their cargo across the Bay of Fundy and heading to US destinations like Maine, Rhode Island and New Hampshire. Seafood is a time-sensitive product that is harvested, packed, trucked to market and laid out for customers in roughly 24-hour cycles.

The alternative to the ferry, which sails about 80 kilometres as the crow flies, is a 614-kilometre drive via Truro and Moncton.

This July 28, the *Fundy Rose*, formerly the *Blue Star Ithaki*, from Greece, replaced the 41-year-old *Princess of Acadia*. Although able to make the crossing 45 minutes faster, the 15-year-old, 400-foot-long *Fundy Rose* only has room for 14 trucks, by ferry operator Bay Ferries' estimates, says Norm Lockyer, CFO Nautical Seafoods, Parker's Cove, N.S.

"Especially around lobster season there will be more than 14 trucks. With the *Princess* there was the extra room."

Bay Ferries did not respond to interview requests from *Truck News*.

Lockyer is also the past chair of the Bay of Fundy Marine Transportation Association, which dissolved in June.

Somewhere between when the search for a new ferry began in 2013 and the purchase of the *Blue Star Ithaki*, assurances that a new ferry would not be smaller than the *Princess of Acadia* sank to the bottom.

"The Request for Interest spec' called for less capacity. Transport Canada said, 'Don't worry. It is only a minimum spec'.' The operator said, 'We won't accept anything less than the current size.' We told Transport Canada the ferry was too small," Lockyer says. "She was bought too small, and that's it. It's a matter now of everyone doing the best they can."

Bay Ferries began a new afternoon departure of 5:30 p.m. this summer. It used to be 4 p.m.

This puts carriers behind the eight ball, explains Neil LeBlanc, owner, N. LeBlanc Enterprises, and Chebogue Fisheries in Nova Scotia.

"When you are trying to beat the traffic into Boston, the later you go, the more likely you are to hit traffic. We would have liked to have the same departure time. From our viewpoint we recognize that there could be time delays at the border, weather, etc. It is all about logistics. We want to account for contingencies that could happen," he said.

Bay Ferries has added a morning run, with an 11:15 a.m. departure from Digby. This is of limited value to the fishing industry, however, as pick-ups, mostly

LTL, are done throughout the day.

"For us, if it is live lobster, you won't load the day before. Pulling loads together for an early departure would be problematic. It would help if they take non-essential trucks for the earlier departure, but for seafood products, it will be challenging to get loads together to meet an earlier sailing," LeBlanc says.

"The answer to the reduced capacity was more crossings. But everyone wants the 4 p.m. crossing," Lockyer adds.

The problem with going around by

road is the need for two drivers. And simply hitting the road if the ferry has no room on this day or that is not an option, Lockyer says. "You don't get drivers off the shelf. You don't plan this day-

"We are going to have to change how we do things. There will be days when we can't get on."

Neil LeBlanc

to-day. You either drive around or you don't. And who wants to drive the Cobequid Pass in the winter?"

LeBlanc adds, "I'm sure Bay Ferries will try their best to accommodate every truck, but I'm sure that there will be days when there won't be enough space and loads will have to go around."

There is a commercial reservation system, which lets carriers reserve any number of spots with seven days' advance notice. Cancellation fees start at 48 hours before sailing.

Lockyer is still not sure how many rigs the *Fundy Rose* can squeeze in.

"The ferry hasn't been pressed to capacity. When the RVs go, we'll see how it goes in the fall," Lockyer says.

LeBlanc hopes that Bay Ferries will listen to their concerns about the 5:30 run but still, he says, "We are going to have to change how we do things. There will be days when we can't get on. There will be days when we might not run a truck."

Looking at the bigger economic picture, Lockyer is frustrated because this smaller ferry leaves no room for expansion. "The northeastern states have upgraded their airlines, and Hwy. 9 to accommodate the New England Gateway. This is real. This is happening. Look at the upgrade of the highway between Saint John and St. Stephens. Where was the Nova Scotia government in this?"



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Quebec manufacturer introduces a super-hauler

A new 50-tonne capacity off-road hauler from Simard is turning heads

By Carroll McCormick

ST-PHILIPPE, QUEBEC

A huge dump truck speeds away from a complex of towers, loading bins and conveyors on the edge of a vast limestone quarry. Barely two minutes later it is back for another load of 0-20 foundation stone.

It is August 2014 and the hauler, model name D-50T, is getting a two-week workout in the DJL Technologies quarry in St-Philippe, south of Montreal. It was built by Dramis, a company created in 2013 by Simard Suspensions in Baie Saint-Paul, Quebec.

By the way, do not call it a dump truck.

"We don't call them dump trucks," says Edward Gosselin, chief operating officer, Dramis. "It's a machine."

Its capabilities make its resemblance to a dump truck somewhat superficial.

"I've seen trucks, but I've never seen something like that. It is unbelievable," enthuses Alain Miclette, DJL's quarry foreman. After 30 years on the job, one has to believe that Miclette is not easily wowed. "I'm very impressed by this truck, the capacity, the speed, the ride. The suspension is unbelievable."

The machine has two 23,000-lb, Mack FXL23 steer axles and an AM-S46THD front tandem suspension. The rock box sits on Triple Mack S652 axles with 10.1 ratio carriers and a 150,000-lb Simard DTS hydraulic suspension. The transmission is an Allison 4500RDS six-speed with retarder.

Empty, the D-50T weighs in at 24,440 kgs. Loader operators are feeding it around 50 tonnes per load, but, says Gosselin, "We have instances where customers have loaded it with 65 tonnes, to test it. Carrying 55 tonnes is not an issue."

It is about one kilometre from DJL's aggregate plant to the hills of stockpiled 0-20. The D-50T makes the round trip in four to five minutes.

"Yesterday Jacques (the driver) stockpiled 2,400 tonnes in 48-50 trips," says Miclette. There is a lot of performance packed into that statement.

First, the D-50T moves smoothly over the uneven ground at around 20 km/h. That is twice the speed that any highway-standard aggregate truck dare drive in the quarry. Its hydraulic suspension system allows each axle to move independently. The wheels do not bounce when they hit bumps and potholes at speed.

Second, the D-50T has a tough traction task here: It is stockpiling 0-20, which is like marbles, according to Miclette. Just before hitting a ramp Jacques slows to lock up the automatic transmission so it will not upshift. Then 525 horses pull the machine up the 14%, or 12-degree, grade like it was flat ground. No spinning wheels, no high-rev howling, just relentless climbing.

"This is the first contraption that can climb clean stone that is cubic. It is unbelievable. I tell other guys not to go up there, that they'll get stuck. And then they do it and get stuck. The biggest problem we have in quarries are trucks coming in from outside, stockpiling. Twelve-wheelers can't get on

this pile. They try to build up speed and the truck will start bouncing. They can break an axle," Miclette says.

Part of the D-50T's traction secret is those three drive axles, but the rest is the hydraulic suspension. It gives all of the drive wheels maximum contact with the ground, and all possible traction is always available.

"The weight is evenly distributed," Miclette says.

Backing up in some loose 0-20, the four steer wheels, turned, plow the aggregate, but the machine does not get stuck. "It is pretty hard to sink it. It is unbelievable," Miclette says.

The dump cycle for the 25-foot long by 8.5-foot wide rock box is just 21 sec-



This super-hauler from Dramis is turning heads at the quarry.

onds. Dramis, realizing that the longer the rock box, the greater the chance of a rollover on ground that is not level, has equipped the D-50T with an auto-leveling system. It corrects for up to seven degrees of roll left or right. If the roll is greater than that it will not

dump, and the driver must reposition the machine to make it more level.

"I tested it on a hill. It raises nine to 10 inches on one side. That is a lot. When it is auto correcting an alarm sounds until it is leveled. This auto leveling feature is something I've nev-

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er seen before," Miclette says.

The D-50T and its three sister models, the D-55T, D-60T and D-65T (the numbers refer to their capacity) have their genesis in a project initiated by Simard and Mack Trucks in 2010. Early discussions centered on the idea of building a 50-tonne capacity truck on a GU8 chassis.

Simard, founded in 1935, has more than a quarter-century relationship with Mack. Simard's core business is the installation of twin and tri-steer axles as well as rear steer axles on new chassis of any Class 8 truck brand in North America.

"In any given year, Simard will process up to 1,000 or more trucks. After the installation of the additional axles and suspension the chassis go back to the OEM installer for the work unit installation," Gosselin says.

Mack withdrew from the project in 2013, but Simard arranged to continue on its own and build a product that was not represented as a Mack truck.

"Simard decided to create a spin-



The truck, manufactured by an offshoot of Simard Suspensions, can carry 50 tonnes per load but has exceeded that at times.

off company, Dramis, to develop and market the truck independently," Gosselin says. "We looked at the market niche and the competition, and de-

ecided we would build four models, using the technology that we had. The main components we fabricate are the new frame rail inserts, cross-member

beams and front and rear suspensions. We also have amalgamated other technologies. These four basic platforms are individually customized, depending on the type of material being hauled, as well as the distances being driven per dump cycle."

Dramis has been offering big operators a taste of the D-50T and to evaluate its performance in real life, no holds barred conditions. The D-50T had worked at five sites by the summer of 2014. At the Sitec silica mine near Baie Saint-Paul, says Gosselin, "The terrain is quite challenging in terms of slope. It performed very well and carried the load it needed to carry."

One D-50T spent the summer and fall of 2013 at the La Romaine 2 hydroelectric construction site north of Havre-Saint-Pierre.

"La Romaine was carrying rock, up to an average diameter of eight inches. There were grades up to 20 degrees. The truck was in the same environment as the rigids and articulated trucks. Because the stone was so sharp, we had to look at the tire performance. We had to make sure we had the right tires, and make sure the engine was okay with 10- to 20-degree grades," Gosselin relates. "The unit was used in 1,366 cycles ranging from 1.8 kilometres to 9.6 kilometres, loaded at 55 tonnes per load, thus hauling more than 75,000 tonnes. It consumed 13,430 litres of fuel performing at 0.18 litres per tonne carried."

The D-50T is carrying Michelin XXY3 WB 425/65R22 rubber up front and Bridgestone L317 12R24 tires in the drive positions.

Another D-50T spent four months during the winter of 2013 working for Kiewit Corporation in Glencor's Raglan nickel mine in northern Quebec.

"The Kiewit equipment manager told us he had been looking for a truck like this for 10 years. He thought it would take its place in a contractor's equipment arsenal," Gosselin notes.

The machine worked in -30 C conditions and 100 km/h winds.

"We had to winterize some of the equipment, such as installing heating systems for the hydraulics and fluid tanks," Gosselin says. "We ran 10-hour night shifts for 1,000 hours over four months. The unit hauled an average of 550 tonnes per shift compared to 385 tonnes for a Cat 770 for the same time."

The D-50T costs less than many rigid haulers, according to Gosselin. Furthermore, he calculates that its speed, capacity, fuel consumption and other factors add up to a lower operating cost per tonne than that of other machines; ie., the D-50T burns around 20 litres per hour, compared to as much as 58 litres/hour for other machines with similar capacity.

Owners of multiple quarries will appreciate that the D-50T is road legal. "A lot of family-operated companies will have two to three little pits and a portable crusher. The D-50T will just follow along. It cost \$900 plus a special permit to move our 40-tonne Euclid Hitachi 45 kilometres to St-Bruno. We could move the D-50T for the cost of about 10 litres of fuel," Miclette calculates. And, he adds, "You can repair a Mack truck at almost every street corner."

"The D-50T bridges the gap between traditional dump trucks and heavy rigid haulers," Gosselin says. "In many applications, the cost-per-tonne of rigid haulers as well as their capital investments are no longer needed or justifiable with the technology we have built into our machines." ■

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A new marketing campaign in Quebec will target youth

By Carroll McCormick

MONTREAL, QUEBEC

Taking the bull by the horns, the Quebec Trucking Association (QTA) is launching a three-year, \$150,000 marketing campaign this September. It wants teens to take a look at the trucking industry as a career choice. The primary age group is kids aged 15-19.

"It is where they are at high school, where we need to entice them toward the professional sectors," says Marc Cadieux, director general, QTA. A secondary target is youth aged 20-24.

The campaign will pitch the different careers; i.e., drivers, mechanics, sales reps, dispatchers.

Recognizing that reaching this social media-savvy demographic takes special skills, the QTA has hired the Montreal marketing company Virus1334. As its Web site says, "Virus1334 surfs on the wave and stays young. Virus1334 is the youth marketing agency that concentrates its expertise on kids from 13 to 35 years of age."

The campaign will hit schools, Facebook, other Web sites, public transit and more. "We want to capture their attention with something that is part of their life, and keep their interest," Cadieux says. The campaign might even manifest itself on the QTA Web site. What form that takes should be interesting.

In a more traditional touch, the QTA's Highway Ambassadors will take the message to schools, career day fairs and truck shows.

"There are a lot of periods of visibility we will provide our Ambassadors with, more communication tools and documents that will appeal to the next generation," Cadieux says.

Although details of the campaign were still being finalized by the QTA when *Truck News* went to press, Cadieux did hint that there would be catchy slogans and teasers designed to draw curious kids toward more detailed career pitches.

"The big work now is in choosing what we, and Virus1334 thinks, how do you capture the attention of the younger crowd? As the campaign goes on you might be surprised at what we do to capture people. If you don't distinguish yourself with a good teaser, you are in a huge pool, lost in publicity," Cadieux says.

"We have been trying for years, but we know we are not the only section of society with manpower shortages. How do we distinguish ourselves among all those in society that want to entice people to work for them? We know we are facing a lack of workers. Let's take our position," Cadieux adds.

One tool is a kit the QTA and Virus1334 are preparing for guidance counselors in high schools. "It presents all the opportunities in the trucking industry, encouraging (students) about different careers," Cadieux says.

Although Montreal is a big ticket market that the QTA wants to target, it is not ignoring the other regions of the province. For them, the schools will be the most likely medium, according to Cadieux.

Other provincial trucking associations will no doubt want to follow the progress and success of this campaign.

In related news, the Société de l'assurance automobile du Québec (SAAQ) is a year overdue in publishing its report on its young drivers pilot program, the Programme enrichi d'accès à la con-

duite de véhicules lourds (enriched access program toward the driving of heavy vehicles). The pilot program ran with 40 kids aged 17 and 18 between 2011 and 2013. The idea was to see whether there was a way to get kids into trucks earlier than the usual 19 years of age, currently the minimum age for getting Class 1, 2 and 3 licences. Word from one source is that the SAAQ is going to greatly expand the program, maybe to 300 students.

Cadieux commented on the program, which is a QTA initiative: "We are resetting the project. We are working on an even more demanding program. It needs a lot of monitoring and mentoring, and a lot of money."

As for when the SAAQ will pipe up with an announcement, Cadieux added, "We believe it will probably in in the beginning of 2016." ●

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Getting behind the wheel for the first time

With all the talk of mandatory entry-level training, assistant editor Sonia Straface climbed into the cab to gain the perspective of a first-time driver

By Sonia Straface

ETOBICOKE, ONTARIO

Well, it finally happened.

After one-and-a-half years working in the trucking industry as a journalist, I drove my first commercial truck. It was everything I'd thought it'd be – difficult, frightening, bumpy – and more.

My decision to get into a cab and shift some gears came in light of the hot-button issue the industry has been talking about since last October – mandatory entry-level training. Sure, the news was a long time coming, and it took a major news investigation to get the government to move forward with the legislation, but it's coming, slowly but surely. I wanted to know what newbies in the industry went through to get their commercial licence legitimately, and not through the \$999 licence mills across the GTA.

I reached out to a notable driving instructor, Michele Joslin, of Humber College to help me in my venture. She has been in the industry for close to 30 years and has been involved in shaping MELT.

She has been employed with fleets in years past, teaching experienced drivers, but her job at Humber now is to teach new drivers and get them into the industry as professionals at the college's Transportation Training Centre, which offers ministry-approved training programs with a minimum of 200 hours of instruction both in-cab and in the classroom.

Joslin started her career with Humber in 2006 and says her choice of going from driver to instructor was one she made to benefit the entire trucking community.

"I didn't become an instructor because I don't like driving – I became an instructor because I'm hoping that with every class that comes through here I can motivate at least one new driver to earn the designation of a professional," she said.

Classrooms normally have between 12-16 students at any given time. Joslin said because of the declining economy and jobs available, the age of her students is steadily increasing and it's what she finds most difficult about her job.

"When you're dealing with adults, they don't learn the same way that children do," she said. "Children are sponges...any information you give them, they soak it up and they take it and they run with it. An adult needs to test it. An adult needs to explain to their own brain why it works."

It's why so many people have trouble using the stick shift, she explained.

Gulp. I've never used a stick shift.

"They're so used to ramming the clutch all the way down like they do in their car, and they do the same thing in the truck, when they really only need to press it down an inch. It goes against what they've already

I stalled the truck twice...and somehow went from first gear to fourth gear.

got ingrained," she said.

I'll admit I was extremely nervous to step up into the truck. Before this, the largest vehicle I had driven was a 1995 Nissan Pathfinder my parents so kindly bought for me while I was still in high school. The Pathfinder may as well have been a Mini Cooper in comparison to the 2015 International ProStar I was getting behind the wheel of.

I got into the truck that was sans trailer and watched carefully as Joslin pulled out of the parking lot and onto a quiet industrial road a



Assistant editor Sonia Straface steps into a 2015 International ProStar with the help of a driver trainer to drive a truck for the first time.

few blocks from the Humber Training Centre. Her legs and arms were moving a lot more than mine do when I drive, making me more nervous. Our right turn out of the parking lot was a lot more bumpy than I thought, which she explained was completely normally.

"It's only because we're not pulling anything," she said. "These are designed to haul so when they don't, it's not the smoothest ride."

I asked her what most students have the most difficulty with upon entering the program and her answer was surprising, yet simple.

"To be honest with you, we always have to go back to the basics of driving," she said. "Everyone thinks that they are a very good driver. And when we get into the truck it's like they need to be reminded of the rules of the road again. So many don't know the basics."

To teach me how to drive (even if it was for only 30 minutes) Joslin used the same method she does for her students, only in a more condensed time frame.

"I try to encompass as many of the methods of learning as possible," she said.

On the first day the students get a handout on the syllabus that goes through everything they will be doing through the program's entire course. (She gave me a copy to skim during our interview). Then, before

any driving component, she demonstrates the proper procedure, and next, they attempt to do it themselves.

I'm watching her intently as she gets to a side road and puts the truck in park and then asks if I'm ready.

I'm not.

"Um, I guess so..." I answer half-excitedly.

"You'll be fine," she said. "You just have to remember to double tap on the clutch at the same time you shift the gears. I liken it to dancing because you have to coordinate so many of your body parts."

If Joslin had seen me on a dance floor she would have tried to make a more suitable comparison for me. Let's just say I'm a better truck driver than I am dancer.

I won't bore you with the details of the mishaps once I actually got in the driver's seat. In summation I stalled the truck twice – both when I slowed down to put the truck in park – and somehow went from first gear to fourth gear. My issue was using the stick shift. I couldn't get my right hand and left foot to do different things at the same time, until Joslin intervened and told me to say "Clutch, clutch" out loud when I had to shift gears. That helped immensely. I got the hang of it, and semi-smoothly shifted from first

Continued on page 20

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Continued from page 19

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through fifth gears easily.

Joslin explained that she didn't have a driver trainer herself when she got started in the industry 29 years ago.

She just happened to stumble into trucking because she was getting impatient with a co-worker.

"I was working at a factory making \$8 an hour and I was at the end of a production line and I had to wait around for the man with the forklift to move my skids," she said. "And he was always so hard to find. He would always take off and I'd be stuck with these piles of skids. So one day at break, I went looking for the forklift and I found it and he wasn't around. I got in and saw it had a steering wheel, it had levers - it can't be that hard to do...I thought if this guy can do it, how difficult can it be? So I started moving my own skids and driving the forklift myself."

Eventually her boss came over and asked what she was doing in the forklift and who had taught her to use it. She explained that the regular forklift operator was never around and she had taught herself and moved her own skids.

"A while later he came back and he said 'Hey I need a truck driver are you interested?' I didn't know anything about a truck, but he told me they would train me. So I agreed and got my licence and I started doing it. My pay went from \$8 an hour to \$12 an hour. I did half the work, it was less stressful, and I was in an air-conditioned cab."

Since then, she's stuck around and has driven for big name companies like XTL Transport, where she first became a trainer at the advice of a colleague.

During her many years in the industry she has seen changes in trucking that she hopes can change with the help of MELT.

"When I started driving, truck drivers were the knights of the road," she said. "If the weather was bad, you stayed behind a truck. If you wanted to know the safe places to stop or the good places to eat, you looked for where the trucks were. And somewhere along the line we've slipped off that white horse and we have truck drivers that are doing just as many foolish things as a car driver. I think we are held at a higher standard and we need to act it. I hope MELT will do that and bring back the image of truck drivers as being professionals."

Just like her start in trucking, her start in helping shape what MELT will become was coincidental. Her boss at Humber was invited to be a part of the OTA group that is working on the details of MELT and was confused as to why there were no truck drivers on the committee, so she sent Joslin instead.

Joslin is a big believer that MELT is "desperately needed" in the industry

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because of the state of the industry and warned that the future of trucking depends on where the chips fall regarding this legislation.

"The pay for truck drivers needs to go up, too," she said. "It's not a blue collar job, it's not a job you get when you can't find work elsewhere...but in order to do that, the quality of driver needs to go up too. We have students who just graduate our program and they go out in the industry...and companies are painting them with the same brush as someone who went to a DriveTest centre to get their licence. At the DriveTest centres the whole test is 45 minutes. So you've got 15 minutes of pre-trip, then 10 minutes backing, and you're down to 20 minutes of actual driving, and sometimes they don't even go on the highway. Twenty minutes is enough time for right turns and four left turns."

Her frustration was magnified when we saw three people in the cab of one of the \$999 truck driving schools on our drive.

Two people were in seats (assuming an "instructor" and a student) and one was squatting in front of the gearshift without a seatbelt...or seat for that matter.

"If MELT becomes mandatory, people will see drivers in a different light," she said. "If news gets out that this is what the drivers are going through at Humber and Durham College, that can really help. Our students are shocked when they read the syllabus and see everything they have to do to graduate the program. But the public needs to see it too."

Though she claims the industry is way behind on MELT, her hopes are that it will make way to bring about standards for driver instructors too.

"In order to teach somebody how to drive a car, or ride a motorcycle, you need to be a certified instructor," she explained. "In order to teach someone how to drive a truck, all you need is a truck licence. We have had students graduate the program here and work as instructors at other schools."

For an industry that prides itself on being safe, where is the safety there? A newbie teaching experienced drivers seems backwards, she said.

Joslin isn't naïve enough to think that MELT will solve the industry's problems, and admits that the Canadian transportation industry needs to step up and start giving drivers the respect they deserve too.

"I have worked for companies that believe truck drivers are a dime a dozen," she said. "All they want is a heartbeat in a seat. But I've also driven for companies that will stop and listen to their drivers. You just have to look out the window. You can tell the trucking companies that are owned by drivers. Just look at the truck. Look at the equipment that they let their drivers operate."

Not only is she well-informed and interested in the industry, but Joslin was a very patient and kind instructor, who only had encouraging words to say even though my first drive seemed embarrassingly bad.

During my tour of the building, a student who was going for his final drive test saw her and gave her a hug and told me she was the best. He was nervous for his almost three-hour test of city and highway driving, parking, 268-component pre-trip inspection, and everything in between. I wished him good luck.

Before he could reply, Joslin said "No. You don't need luck. You have skills. Use them and you'll be fine." ●



Driver trainer Michele Joslin is one of Humber's most-liked instructors. She is involved in helping the province shape MELT, and has been in the trucking industry for close to 30 years, both as a driver and trainer.

TTSAO rounds out board

TORONTO, ONTARIO

The Truck Training Schools Association of Ontario (TTSAO) has added three people to its Board of Directors. The new additions are: Ed Popkie, president of 5th Wheel Training Institute; Mike Millian, president of the Private Motor Truck Council of Canada; and Charlie Charalambous, risk services training team leader with Northbridge insurance.

"As our association continues to grow and prosper, we need to expand our Board of Directors to best represent our industry and membership," said TTSAO president Yvette Lagrois. "Adding other seats that reflect education, insurance and private fleets, and the quality of the people selected speaks volumes about our commitment to growth and success as we move forward." ●

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YOKOHAMA

Canadian study yields some surprising findings

Continued from page 1

for the Enhanced Aerodynamics Performance thrust of the Fleet Forward 2020 program of NRC.

Removing the landing gear, smoothing the trailer underbody and adding an underbody diffuser fairing appears to slightly increase drag.

The drag reduction of side skirts and boat tails in combination is greater than the sum of their individual drag reductions. Yet, combining side skirts with a trailer fairing (a rounded piece screwed on the front of the trailer), or combining a boat tail with a trailer fairing do not produce a "greater than sum" enhancement.

A box cargo configuration on a flatbed has 22% higher drag than a dry van.

Side skirts on a box cargo flatbed reduce drag by 8%. And split skirts for a dry van allow the rear half of the skirts to stay closer to the bogie. "If you have a big gap between the bogie and side skirt, you will have less of a fuel saving," McAuliffe says.

A sleeper cab with two, 28-ft. trailers, which the NRC used to explore fuel savings in long combination vehicles (LCVs), uses three litres per 100 kms more diesel than pulling a single 53-ft. trailer. (A truck getting 4.5 mpg burns 52.2 litres/100 kms).

An LCV outfitted with a forward trailer fairing, side skirts on both trailers and a long, four-panel boat tail achieves a fuel saving of 6.3 litres/100

kms, or 7,900 litres, plus or minus 2,200 litres, a year.

The NRC investigated the aerodynamic drag of a lot of devices and configurations. They include day cabs, sleeper cabs, high and low roof fairings with high and low trailer heights, tractor-trailer gaps, gap devices, various side skirts, side skirts over tandems and tridems, side skirts and flatbeds, various boat tails, rounded

a continental 11 km/h average wind speed in its tests. It also added turbulence to simulate gusty conditions.

Anticipating the "what about crosswinds?" criticism, the NRC ran each test with the models turned at various yaw angles to the wind, and built an average crosswind into its results. In fact, what the study revealed about the performance of configurations and technologies at different yaw angles

therefore not optimized, but as McAuliffe points out about the results, "A positive change indicates that there will be a positive change in real life."

Because the add-ons are not optimized, they could be tweaked to perform even better. For example, says McAuliffe, "Our boat tail didn't work nearly as well as commercial models. I'm doing a project this fall to optimize our boat tail design."

While the 95-page study looks intimidating at a glance, and speaks to aerodynamicists, it is mostly quite easy to understand, if not digestible in one sitting. Fuel savings are reported in litres and dollars, at \$1.34/litre, assuming an average 156,000 kms driven per year, and a driving speed of 100 km/h for 125,000 of those kilometres. There are also many excellent photos to help keep readers between the ditches.

Once introductions are made and the research methodology explained in sections one and two, each of the next five sections looks at different parts of the rig. At the end of each section is a handy summary of the findings.

Section three covers drag characteristics of tractor-trailer combinations. It discusses the drag of day and sleeper cabs, dry vans of different lengths, flatbeds and an LCV. Sample finding: A sleeper cab pulling a 53-ft. dry van will cost \$2,600 less a year, plus or minus \$700, in fuel than using a day cab.

Section four is packed with a discussion of drag reduction methods for four areas of dry vans: tractor-trailer

"In the future a fleet will be able to get help from the NRC in choosing what works best for them."

Brian McAuliffe, National Research Council

corners on a dry van, LCVs, and combinations of drag-reducing technologies. The NRC went to great lengths to ensure that its tests are 'real world' survivable.

"In the current study the measurements would be extremely close to those you would measure in real life," McAuliffe says.

For example, the NRC determined that its realistically detailed 30% scale models are just right for testing. Larger and smaller models in other tests have produced some unreliable results. A "rolling road" on the wind tunnel floor, combined with spinning wheels, creates realistic ground effects. Using North American wind data, the NRC factored

brings carriers closer to being able to select the aerodynamic devices best suited for a specific route, with its own particular wind conditions.

"We also want to understand drag for a particular duty cycle. Our thought is that some fleets might only be able to afford one technology. Which one is best for a specific application? In the future a fleet will be able to get help from the NRC in choosing what works best for them," McAuliffe says.

In order to have the freedom to publish both positive and negative findings, the NRC did not test any commercially built aerodynamic products. It built its own. Its add-on designs are

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UNIT 9826 - 1999 POLAR 8500 u.s.g. alum. petroleum 5 comp't, DOT-406, A/R, includes all barrel tests and safety. Call



UNIT 10053 - 2010 REMTEC 49,000L, TC-406 hot product convertible quad axle, bottom loading, vapour recovery, presently in code and clean, very good condition. Call



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gap, trailer underbody (which includes side skirts), trailer base (the rear end, where the boat tails go), trailer upper body and combinations and interactions. Sample finding: side skirts extended over the trailer wheels provide additional drag reduction.

Section five discusses flatbeds and the effect of box-cargo, tube-cargo, and side skirts on drag. Sample finding: Side skirts work for flatbeds and decrease drag the most when carrying box-cargo.

Section six discusses drag reduction for LCVs. Here, trailer fairings, side skirts, gap width and full aerodynamic packages are discussed. Sample finding: Reducing the trailer-trailer gap width from five feet to three feet improves fuel mileage by 1.5 litres/100kms, for an annual saving of \$1,900, plus or minus \$500.

Section seven looks at the aerodynamic matching of tractor and trailer height. The NRC matched day cabs and sleeper cabs, fitted with different roof fairings and deflectors, with tall and low dry vans, and flatbeds carrying tube-cargo. The fuel savings and waste associated with good and poor height matching are impressive. Sample finding: The aerodynamic performance of a simple deflector decreases in cross winds.

Regulatory changes to trailers are coming to Canada, McAuliffe says. "(NRC) is trying to inform regulators that want to reduce GHG and inform operators and manufacturers of what works and what doesn't work - future designs, and fleets, about technologies that might save money and give ROI." ●

Canadians shine at annual CVSA inspectors' championship

ST. LOUIS, MISSOURI

Two Canadian truck inspectors excelled at this year's Commercial Vehicle Safety Alliance's (CVSA) North American Inspectors Championship.

Every year, the CVSA recognizes the best inspectors by inviting member jurisdictions throughout the continent to participate in the championships, the only event dedicated to recognizing and awarding commercial vehicle inspector excellence. This year the event took place Aug. 10-14 in St. Louis, Mo.

Steve McPherson, an Ontario Ministry of Transportation truck inspector, came out on top of the competition placing first in the North American Standard Level 1 Inspection.

The Highest Points award for Canada was given to Darren Kennedy of the British Columbia Ministry of Transportation and Infrastructure.

The championships saw a total of 51 participants this year.

"NAIC contestants are not only tested in the competition, they also learn throughout the week about the latest CMV safety trends, technologies, standards and inspection procedures," said CVSA president Maj. Bill Reese of the Idaho State Police. "The North American Inspectors Championship tests and educates inspectors, providing a well-rounded educational opportunity along with the healthy competi-



Steve McPherson, MTO

tive spirit that has guided and made this competition successful and a goal for top aspiring inspectors for the past 23 years."

Federal Motor Carrier Safety Administration chief counsel Scott Darling added: "Commercial vehicle inspectors are skilled professionals who are dedicated to help protect the motoring public by conducting more than four million unannounced inspections each year and removing unsafe trucks, buses and commercial drivers from the road. While we honour the participants of the North American Inspectors Championship who competed this week, we also recognize and salute the thousands of roadside inspectors working everyday with the goal of ensuring that every traveller reaches his or her destination safely." ●

Canadian auto sales to reach record highs

TORONTO, ONTARIO

Auto-haulers and automotive parts carriers should benefit this year from record car sales in Canada and the highest-volume US sales since 2001. A new report from Scotiabank, *On the Road to Record Global Car Sales in 2015*, paints an encouraging picture of the global automotive industry.

"Both Canada and Mexico will set sales records in 2015, while volumes in the United States will exceed 17 million units for the first time since 2001," said Carlos Gomes, senior economist and auto industry specialist at Scotiabank. "Strengthening labour markets are driving the gains across the NAFTA region. Payrolls are advancing in excess of 5% year-over-year (y/y) in Mexico, growing at the fastest pace since the turn of the millennium in the United States and have gained momentum in Canada, especially in the industrial heartland of Central Canada and on the West Coast."

Gomes, who will speak at this year's Surface Transportation Summit Oct. 14, said while global car sales grew at a slower-than-expected 2% during the first half of 2015, they remain on target to reach a sixth consecutive annual record this year. ●

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Riding for a reason

Continued from page 1

Cross said his association with Sears is not the reason he does the ride – it's because of the foundation behind the event, Coast to Coast Against Cancer Foundation, that he does it. Coast to Coast hosts countless events across the country, all benefiting childhood cancer victims.

"It just happens to be a ride that's associated with my employer," he said. "It has no bearing on me doing the event, as far as the organization hosting the event goes. Childhood cancer is so woefully underfunded and misunderstood. I wish people would understand that. When we start talking about research...research into childhood cancers helps adults. But research into adult cancers, doesn't help kids. So it's backwards. I don't understand why we're doing things backwards."

The Sears National Kids Cancer Ride is now in its eighth year. It is the longest charity cycling event in the world that raises money for children affected by cancer. The cycling route spans more than 7,000 kilometres and the 33 cycling volunteers – called National Riders – travel between 150-220 kilometres per day. Since 2008, the event has raised more than \$7 million.

But the special thing about the foundation and the event, according to Cross, is that for every dollar donated, that whole dollar goes back to the children affected by cancer across the country, unlike other charities that raise money for the cause.

"I do this and take time out of my work," he said. "I use vacation for this, so this is on my time and with the support of my company and the sponsors, we're able to donate... for every dollar that's donated, that whole dollar goes back towards helping kids with cancer. So a lot of people worry about the administrative costs when they make a donation, but organizations like Sears and SLH Transport and the other major donors, pay for all the operational expenses that go along with the event."

SLH Transport also donated three trucks that the National Riders sleep in. The company made sure to retrofit the three trailers with bunk beds to accommodate all the riders.

"The funding...for childhood cancer research has been reduced significantly from the past," said Cross. "So it's great that foundations like Coast to Coast exist and have partnered with Sears Canada for this event. The foundation has raised \$35 million to date. And so if it's raised \$35 million, it's given back \$35 million. It's really imperative that (people) understand that for every dollar they donate, that dollar goes out to the kids. There's no administrative or operational fees or shaving of the dollar."

After Cross's daughter was diagnosed with cancer on April 25, 2008, his family changed forever.

"At 5:30 in the morning, they confirmed that Megan had cancer and that it was AML leukemia," said Cross. "So, a little kid at four...who hadn't really experienced life through any great details, was now in the bat-

tle for her life. So in the first 24 hours, she was prodded – she had a bone marrow extraction, a spinal tap, she went through a lot of pain I've never seen a child go through. It's so emotionally overwhelming, because you are there to support your child, to help your child, and you can't reason or bargain with what's hurting your child and that was cancer. So I call cancer an invisible menace, because I can't talk to it, I can't reason with it, I can't negotiate with it. It made me feel helpless because I couldn't help. I had to put my faith into a lot of other peoples' hands."

Megan went through six months of chemotherapy following her diagnosis, and eventually went into remission.

"After her treatment, she did return to Senior Kindergarten," Cross continued. "Even a simple cold could really impact her. The school became very involved, and they educated every single student in the school and the children in the school were amazing to embrace the education. Seventeen months went by and she went into Grade 1."

Then in February 2010, Cross and his wife were told after a routine two-week appointment that Megan's cancer had returned.

They had decided not to tell Megan and their two other daughters, Leah and Emma, that night because they wanted them to have one last good night's sleep without worry.

"So, my wife and I knew that night that her cancer had returned and I walked into (Megan's) room that night, and with my wife beside me, we sat down on her bed...and Megan said to me, 'Dad I want you ride across Canada to help kids with cancer.' Not knowing that her cancer had returned. So that was a no-brainer. I rode in 2010."

In May of that year, Megan's older sister Leah, who was a bone marrow donor match, stepped up to the plate and helped her sister by donating her bone marrow.

"On May 14, 2010, the transplant took place at Toronto Sick Kids," said Cross. "And it's also the day I say Megan died, because Megan biologically died that day. What was Megan on the inside was no more and what was reborn in Megan was her sister Leah. And so if you were to take a blood sample from Leah and a blood sample from Megan, they're a perfect match. They are twins. And so, we celebrate a birthday every year on that day as transplant day, and it's Leah and Megan's birthday together."

Since the transplant Megan has been cancer-free.

"She's a normal kid," Cross said of Megan today. "She's 11 years old. She likes to play soccer and she has a beautiful voice. She's quite the singer, but I would say her passion is acting and drama. She loves being in plays and with that comes the singing in the acting."

For every year Megan has been cancer-free, Cross has biked to help other families, just like him, who were rocked with the news that their child had cancer.

"Kids are so resilient," he added. "They're fighters, they're champions. In some ways they're so much stronger than adults because they're fearless. We, as adults, have a better maturity and understanding of what might be going on. And children are insulated from that and without that knowledge they just give it their all."

He added that there is no monetary goal he is trying to reach with



Pictured (L-R): Ken Cross with his daughters Leah, Megan, Emma and wife Colleen. Ken is riding his bike across Canada to raise funds and awareness for childhood cancers in honour of daughter Megan.

the event.

"I could tell you my goal is a million dollars, but really, we need all the money we can get," he said. "Unfortunately it comes down to money because there are too many of the bad calls. My goal is quite simple... it's to end childhood cancer. My goal is to not have to cycle across Canada to make people aware that we need money. I volunteer my time and train my ass off all year to do this every year. Events like this are great, but I wish they didn't have to be run so that people understand what child-

hood cancer is."

Cross encourages everyone to donate what they can, adding that even a donation of \$20 is enough to get a charitable receipt.

"I want to make sure that people understand that just because I work at SLH Transport, just because I work at Sears, look beyond where I work and look beyond where we work," he said. "It's not a competition between transportation carriers, it's not a competition between business and businesses. This is the story of children in Canada that need help



Megan (left) and sister Leah on transplant day. The two now share a special 'birthday.'

regardless of who we work for. This foundation and this event help those kids, so let's check our differences at the door and make a donation. Instead of competing, let's become unified and help these kids with cancer."

To donate, visit the Sears National Kids Cancer Ride Web site at: <http://SearsNationalKidsCancerRide.com>.

While on the site, Cross encourages you to read each of the National Riders' stories and blog posts that go up daily. He will be blogging daily as he travels and completes the event as the Team Captain.

"There's seven provinces being represented by the riders," Cross said. "Of the demographics, six riders are parents of children that have cancer. Of those six parents, three of them have had children that have passed away. And of the three remaining parents, there's one father/daughter team. There's 33 stories there. Read the stories. Read why they're riding. They'll inspire you." ●



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Mack Trucks helps revive Evel Knievel's spirit

The truck maker played a starring role at the Hollywood debut of a new documentary about the stuntman's life

By Sonia Straface

HOLLYWOOD, CALIFORNIA

Evel Knievel embodied everything the trucking industry doesn't want to be associated with today. He was dangerous. He was a risk-taker. And he definitely didn't take safety into account when he used his motorcycle to jump over cars and trucks or leaped through the air to widen the eyes of onlookers who watched him attempt a jump over the fountains of Caesar's Palace in Las Vegas.

So why was trucking media recently at the Hollywood premiere of *Being Evel*, a documentary about his life?

Well, that's simple: Mack Trucks.

Mack Trucks and Knievel go way back to the 1970s, when Knievel was given a 1974 Mack FS786LST – known affectionately as “Big Red” – to use as his show truck when he gained popularity around the globe and travelled from city to city thrilling audiences with his daredevil motorcycle jumps. Big Red went everywhere Evel went, and when it came rolling into town, excitement ensued. Eventually, Mack sponsored him, and so did Harley-Davidson. Besides using the Mack

FS as his show truck, Knievel also had ties with the truck maker after he jumped 13 Mack trucks lined up side-by-side during the 1974 Canadian National Exhibition in Toronto, Ont.

Mack Trucks invited trucking media to the documentary's Hollywood premiere on Aug. 19 at the ArcLight theatre, where a fully restored Big Red was sitting for Knievel fans to tour and enjoy.

The restoration itself was a joint effort from Lathan McKay of Evel Knievel Enterprises, who is an ex-pro skateboarder and an avid collector of Knievel memorabilia, and Historic Harley-Davidson, a dealership in Topeka, Kansas.

“Three years ago I wondered where his memorabilia was and I did some research and I found out it was all over the world in pieces...a lot of it was hidden, gifted, given away, stolen, and auctioned,” McKay said.

Through his research, McKay knew where Big Red was – rotting away in Clearwater, Fla. – and eventually he purchased it along with thousands of other Knievel items.

“I found a guy with three sets of leathers and eventually acquired



The fully restored Mack FS – Evel Knievel's show truck – was on display at the *Being Evel* premiere in Hollywood, Calif. in August.

them,” he said, claiming that all skateboarders have an interest in Knievel because of the dangerous nature of the sport. “Then I got a helmet next and it just snowballed from there.”

After acquiring Big Red, McKay called Historic Harley-Davidson in Topeka for advice on who could restore the truck, since he knew the facility had done motorcycle restorations.

“I was a big Evel fan but this wasn't anything on the radar for us,” said Mike Patterson, owner of Historic Harley-Davidson. “They called us for advice to see if I knew anyone who could restore the Mack Truck because

we had restored the motorcycles, so he thought we might know something about who does restorations. But just in a moment, I blurted out that we restore Mack Trucks and they believed me. So now I find out we actually do – because we did it.”

The refurb took a year-and-a-half and \$300,000 to complete. According to McKay and Patterson, it was a “bolt-by-bolt” restoration and everything inside and outside of the truck is exactly the way it was back in the '70s, when Knievel himself travelled in it. A total of 96 people worked on the restoration from start to finish, claimed Patterson.

“The engine and transmission are all original,” Patterson said. “We took it all apart – it was a complete restoration. The odometer only had 90,000 miles on it...so it just went to shows. But it needed rebuilding.”

The truck is currently travelling around the country commemorating the daredevil and showing off his possessions that McKay has collected over the years and Mack Trucks is helping the efforts. Announced in late July, Mack provided two Pinnacle models and trailers to haul the tour from city to city.

McKay said his favourite items he's collected so far are the leathers and the helmets, and admitted to wearing them on a few occasions. The curtains in Big Red were the hardest to acquire he said, and were only found four months ago – right before the collection and Big Red made its debut in Knievel's hometown Butte, Mont. in July. Big Red also made its way to Sturgis, S.D., the home of the largest motorcycle rally in the US.

Both McKay and Patterson said the reaction to Big Red so far has been emotional – especially for the Knievel family, who have been working closely with McKay to help find missing items from the collection.

“The first thing Bobby (Knievel's son) said was ‘It smells exactly the same,’” said Patterson recalling when Evel's family first stepped into the restored rig.

McKay, a self-proclaimed perfectionist, added that he worked from old photographs to ensure every item that went inside the truck was exact.

“My goal from the beginning was to recreate the entire experience,” McKay said. “Crucial to that is Harley-Davidson and Mack Trucks...and to get his original sponsors back on board, it's only right and it's the way it should be. This is really huge for us.”



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Big Red will be travelling across the US for the rest of 2015 as a rolling museum until it is parked back in Topeka, where Patterson claims the official – and permanent – Evel Knievel museum will reside. There are still a few missing items from the collection, McKay claims – like some leathers he'd like to get his hands on – but he is working diligently to acquire them.

"Lathan and I have partnered up (to open the museum)," said Patterson. "He's got so much stuff. The original idea was to take it all on tour, but there's so much stuff, too much to take on tour. So we're touring for a year and then getting a museum opened up (in 2016)."

John Walsh, vice-president of marketing for Mack, said right after the company met McKay and Patterson and saw the passion they had for the Knievel rolling museum, "In our eyes it just had to be a Mack Truck that followed this show around. It just made sense for us."

Walsh added that the company had no reservations in associating itself with Knievel.

"Frankly, when we were considering this, we did a deep dive into his past...and there's no question like any human being, the guy had flaws and he made mistakes. And he made some pretty big mistakes, but what caught our eye is the commitment to getting the job done. When he committed to doing the jump, he did it," he said. "Evel was a superhero and we're proud to be part of this."

Mack Trucks had Big Red and the Pinnacle parked right outside the documentary's premiere in August. Interested patrons were invited to take a quick tour inside the completely restored Mack FS.

Before the premiere, Mack Trucks also invited trucking media to speak with Johnny Knoxville, actor and professional *Jackass* stuntman, who co-directed the documentary.

"In the '70s, for me he was it," Knoxville said, adding that Knievel was his childhood idol. "There was Muhammad Ali and Elvis Presley, and I loved those guys, but...(Knievel) really got into my bones. I don't think there would be a *Jackass* without him. People would show up to see if he would crash, and we just thought...what if we just crash? All our stunts are designed to fail, so I appreciate Evel doing all that lead work for us ahead of time."

Knoxville said he learned a lot by co-producing the flick, including a lot of things Knievel did before he even started jumping – like how he was a record-setting insurance salesman and how he started a semi-pro hockey team when he was just 19 years old.

"We wanted to celebrate all the things he did and everyone he inspired," Knoxville said of the documentary's purpose. "Some of it is great, some of it is hilarious and some of it is disappointing. You peel back the curtain on anyone's life and that's probably what you're going to get."

Knievel wasn't just a name – he wasn't a very good family man, and often cheated openly on his wife, not to mention his accusations of theft.

"That's part of the disappointing part," Knoxville said. "That kind of sucked. It was tough to reconcile...and to learn the other side of him. I wish he hadn't done some of the stuff he did, but I'm glad for the other things he did do."

Though most people see Knoxville and his *Jackass* buddies as carrying on Knievel's tradition by doing crazy but cool stunts for all to see, he denies car-

rying the torch or being an inspiration to people.

"I just want to entertain people," he said. "I'm not looking to inspire people to do stunts. We've actually asked the opposite of people...There's warnings all over our show and our movies. I don't like seeing people get hurt."

Knoxville added he never met the daredevil, though he had the chance to once. Unfortunately for Knoxville, his *Jackass* castmates ruined his chance and tarnished his name.

"Mat Hoffman who was a producer (of *Jackass*) was getting an award at ESPN and the (*Jackass*) guys and I were going to present it to him, and Evel was going to be there," he recalled. "So we were all very excited – maybe a little too excited – and we walked up to the stage and someone kicked Wee Man across the stage... (Chris) Pontius was wearing nothing but a little thin belt, doing the helicopter with his penis. So yeah, we were asked to leave right after. Evel was upset at the way we acted." ●

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A new spin on the 6x2

Volvo raises not only the axle, but also the bar, with its Adaptive Loading 6x2

By James Menzies
HEYBURN, IDAHO

Just as 6x2 tractor configurations were beginning to see renewed interest and more widespread adoption, Volvo has advanced the concept with a new 6x2 with liftable forward axle that provides even greater fuel savings and much better handling in adverse weather.

Volvo Trucks recently demonstrated its new 6x2 with Adaptive Loading on a run between Brigham City, Utah and Heyburn, Idaho.

While Volvo's previously available 6x2 tag axles maintained contact with the ground at all times, its Adaptive Loading system raises the dead axle when lightly loaded to operate in a 4x2 configuration.

Doing so reduces rolling resistance for improved fuel economy but also provides a smoother, safer ride thanks to the system's ability to adjust load distribution based on the weight of the load. When the truck is lightly loaded, the forward axle raises four inches to operate in 4x2 mode. I drove a Volvo VNM day cab with a gross weight of 34,820 lbs, axle up, and the handling was excellent. With the axle raised, you get the benefit of a longer wheelbase and the

system automatically shifts the optimal weight to the steer axle for improved steering.

The driven axle maintains a better footprint with the road surface because it's not sharing the load with the tag axle as it would in a traditional 6x2, or with another drive axle as would be the case with a 6x4.

Customers who have experience with Volvo's 6x2 with Adaptive Loading told visiting journalists that the handling improvements are more pronounced in adverse weather, and cite safety as one of the primary advantages of the system. Shane Law of Blackfoot, Idaho-based Alpine Logistics Group, recalled pulling an empty trailer in heavy rain when he considered stopping. But when he raised the forward axle, more weight was transferred to the steer axle, the wheelbase was effectively extended, and "It was just like dry roads," he said.

"We won't go back to 6x4s," added Gene Brice, owner of Idaho Milk Transport, citing the same safety benefits. "The safety advantage is too much."

Chris Stadler, product marketing manager, regional haul applications with Volvo, said the system always provides optimum traction, because it dynamically shifts the weight of the



Volvo's 6x2 with Adaptive Loading raises the forward axle when lightly loaded or empty to reduce rolling resistance and improve handling.

load to the appropriate end points. It does this within the framework of the regulations, so it won't overload the steer axle, which is rated at 12,500 to 14,600 lbs.

The system is entirely automated and doesn't allow the driver to raise the liftable axle when the truck is heavily loaded, which Volvo says satisfies regulatory requirements aimed at preventing abuse or misuse that could cause infrastructure damage.

The liftable axle, provided by Link Manufacturing, is rated at 20,000 lbs. The Adaptive Loading spec' also features: Volvo's D11 or D13 engine (rated at 405 hp/1,550 lb.-ft. or 425 hp/1,750 lb.-ft., respectively); the I-Shift automated manual transmission with premium shifter; as well as Volvo's VEST stability system and Hill Start Assist.

It's approved for GCWs of up to 90,000 lbs.

In addition to providing improved drivability and greater safety, Volvo's Adaptive Loading system also provides the efficiency benefits inherent in a 6x2 axle configuration. The non-driven axle reduces vehicle weight by about 300 lbs. This can be converted into payload or will translate into a fuel economy improvement.

Bulk haulers that take advantage of the increased payload still see fuel economy savings, due to the reduced friction and parasitic losses that result from eliminating a set of gears and also improved rolling resistance which occurs due to the optimized weight distribution. In some bulk applications, the 300-lb weight savings can generate the revenue of one additional load per year, Volvo claims.

Volvo says its customers using

Adaptive Loading are seeing fuel economy gains of 3-5% compared to a 6x4. Those already using traditional 6x2s with non-liftable tag axles are seeing some modest fuel economy improvements over those systems as well. More than 100 such trucks have been produced, even though Adaptive Loading doesn't officially go into production until next year. Two Canadian fleets are among those using the system today.

Of course, some provinces - namely Ontario, Quebec and B.C. - take a dim view of 6x2 systems with load-shifting capabilities, so consult your local regulations before placing an order. Note, the liftable axle makes it more difficult to fly below enforcement's radar, if you're inclined to do so. Volvo officials said they continue to work with provincial regulators to explain the benefits of 6x2s and to educate them on the safeguards against misuse that have been built into the systems.

Some customers are citing a savings of 0.8 cents per mile in fuel, which translates to about \$2,000 per year, Stadler said.

For Ploger Transportation based in Bellevue, Ohio, the total savings amount to a whopping \$11,000 annually per vehicle, according to Joel Morrow, whose general freight operation is among the most mainstream of those we chatted with in Idaho.

"Our focus is efficiency," he said. "We are a small carrier, we have no economies of scale working for us. The only thing we have is efficiency and without it, we're dead in the water. Fuel mileage is a matter of pride with us and we like to think we're one



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of the best companies out there in terms of fuel mileage."

Morrow read about the widespread use of 6x2s with liftable axles in Europe and approached every North American OEM in pursuit of a partner that would work with his company to bring the technology here.

"None of them were even willing to look at it," he said. "Volvo is the only one that said 'Okay, let's go, let's do this.'"

Ploger's trucks are loaded about 90% of the time – normally to about 60,000 lbs GVW – and often operate in bad weather.

Morrow said fuel economy has improved, he's able to get 265,000 miles on a set of steer tires and the trucks have helped with driver retention. The trucks have achieved 30-day moving averages of greater than 10 mpg, Morrow said. Productivity has improved as well, he added, since the system simplifies the coupling and decoupling process. The suspension can be raised two inches, which can help free landing gear feet that are stuck in ice or soft surfaces and makes it easier to crank up the legs. The load-shifting capability also means trucks can produce greater traction on slippery surfaces than traditional 6x4s.

"We've increased productivity 20% across the board," Morrow said.

"That was the most surprising thing. Most of that occurred during the winter months – guys weren't getting stuck and they could get in and out of places."

Fleets that haul diminishing loads or that frequently run empty are likely to see the greatest benefits, since they'll spend more time operating with the liftable axle raised. These fleets can combine Adaptive Loading with Adaptive Gearing for further efficiency gains. Adaptive Gearing locks out 12th gear and operates in direct drive when loaded but allows for the use of 12th gear in overdrive when light or empty. Customers using Adaptive Gearing can also program in different maximum speeds based on the gross combination weight of the vehicle.

Volvo recommends an optimized tire package on its Adaptive Loading spec' that will normally place a steer

or trailer tire on the liftable axle. Alpine's Law said he's convinced he won't have to replace the tires on his liftable axle until he's ready to sell the truck, which runs empty 65% of the time.

Volvo's Stadler said it's not unusual for fleets to save one set of tires per year, and the benefits extend to other positions beyond the liftable axle. The steer and drive tires last longer too, Stadler pointed out, because they maintain a better footprint with the pavement and see less scuffing and irregular wear. There are other maintenance savings to be considered as well, such as longer brake life on the liftable axle. Volvo's standard spec' features disc brakes on the steer axle and drums at the other positions.

Load-shifting is carried out by Volvo's proprietary control module and is entirely automated with no driver input required. The driver can, however, adjust the traction control mode based on driving conditions. Inside the cab a rocker switch allows for the selec-

tion of three traction control modes: Optimized Traction provides optimum weight distribution based on the weight of the load, biasedly balancing the weight of the axles; Enhanced Traction mode will place more weight on the driven axle, ideal for when extra traction is required (ie. when launching, climbing a grade or in slippery conditions); and Basic Traction mode distributes the weight equally across the tandem axles (ideal for loading/unloading or long-term parking).

Volvo plans to continue offering its current 6x2 with non-lifting tag axle, but fleets we spoke to said it will likely "discontinue itself" over time, as the benefits of the liftable axle are superior. Ploger's Morrow said a traditional 6x2 is "acceptable, not exceptional" because you "don't get the wheelbase advantage."

Clay Handy of Handy Truck Line based in Paul, Idaho, said the only challenge currently with Volvo's 6x2 with Adaptive Loading is getting enough of them into the fleet, since

it's not yet in full production. Those are some pretty strong endorsements from some pretty no-nonsense fleets that meticulously track their costs.

Driving a loaded Volvo VNL with sleeper cab back to Brigham City, Utah was an unremarkable experience; it drove like any other I-Shift-equipped VN, which is to say, extremely comfortably. The truck felt well balanced and it steered and braked nicely. But it's with a light load or no load – and counterintuitively, in bad weather – that the Adaptive Loading system really shines, according to its everyday users.

Six-by-twos, once seen as a niche specification that can deliver modest fuel economy gains, now provide the added benefits of superior handling and improved safety.

Notwithstanding archaic regulations in some Canadian provinces that prohibit the use of 6x2s based on outdated perceptions, Volvo has raised not only the axle, but also the bar, when it comes to 6x2 technologies. ●

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Voice of the O/O

JOANNE RITCHIE



Greenhouse Gas Phase 2: Why?

I'm an avid reader, but this tome just about did me in. I'm talking about the 1,329-page notice of proposed rule-making called, *Greenhouse Gas Emissions and Fuel Efficiency Standards for Medium- and Heavy-Duty Engines and Vehicles - Phase 2*, from the US Environmental Protection Agency (EPA) and the US National Highway Traffic Safety Administration (NHTSA).

No, I haven't read every page, but I've scrutinized enough of it, and read tons of press reports, to have a good handle on what's coming our way.

The regulation, as laid out in the proposal, will apply increasingly stringent fuel efficiency standards to trucks and engines beginning in model year 2021 and flowing through to 2024 and 2027. Proposed changes to trailers will kick in for MY 2018 and will also become stiffer through 2027.

Environment Canada and Transport Canada will be developing a similar rule, and some fear it will mirror the US rule, requiring improvements of a similar magnitude to Canadian domiciled trucks. We can but hope at this point that our regulators take into account the profound differences in Canadian highways, as well as the difference in the trucks we use here, and also the climate in which we op-

erate, with sub-zero temperatures and snow three to four months of the year in some places.

In any case, we can expect major changes to trucks over the next 12 years. Probably for the good, I'm willing to concede, as cleaning up our environmental footprint cannot be considered a negative.

I'm fearful, however, that impatient regulators will demand more of the truck and engine makers' engineering and testing and validation teams than they are capable of. It could be like EPA07 all over again, though I posit that 2007's technical failings would pale in comparison to what could go wrong with some of the advanced systems already under consideration to meet the 2027 targets.

Remember what happened when the EPA decided the industry was going to have diesel particulate filters on trucks by 2007? I know many owner/operators that were nearly driven out of business by costly and frequent repairs to the DPF and EGR systems.

That technology was foisted on trucking before it was ready, and truck owners paid the price, big-time. Had engineers a few more years to work the bugs out of the transition from traditional exhaust systems to EGR and particulate filters, no doubt it would have gone much more

smoothly.

EGR valves and diesel particulate filters are infinitely less complex than an "organic Rankine cycle diesel engine waste heat recovery system." Huh? If they couldn't get even relatively simple technology road-ready in time, how can we expect the engineers to pull this kind of miracle out of their hats?

In fact, in several reviews of the SuperTruck projects from both Cummins/Peterbilt and Daimler Trucks, engineers from both companies said some of the technology they used to achieve their ground-breaking test results, in particular the waste heat recovery systems used by both teams and the electric hybrid system used by Daimler alone, was "not yet commercially viable."

When the engineers involved in such a project say publicly that a technology is not ready for prime time we should probably take them seriously. The problem is, once the scientists tell us the technology *can* work, interest groups and government officials jump on the bandwagon and push to make sure all the bells and whistles get under our hoods pronto, ready for market or not.

What's more worrisome, with the Phase 2 standard officially just a proposal, not yet a full regulation, some

keepers are already talking about moving the rules forward to take full effect in 2024 rather than 2027. Gimme a break.

There's more coming our way with this GHG reduction proposal that we have ever had to contend with before, some of it so advanced it's barely off the drawing board.

Some called-for improvements, like new aerodynamic requirements for van and reefer trailers seem, on the surface, fairly benign. The trailer portion of the rule will start kicking in by 2018, which in model-year terms, is just two years from now, although trailer makers are saying the mandated improvements can be easily met with existing SmartWay technology such as side skirts and trailer tails.

The rule, if nothing changes following the comment period, will also require automatic tire inflation systems and ultra-low rolling resistance tires that are 25% more efficient than a 2010 baseline tire. A tire with such low rolling resistance just has to have some compromise, and I hope for the sake of all Canadian drivers operating anywhere it's snowy, that they don't throw traction under the bus in favour of fuel efficiency.

Trailer efficiency improvements, like the rest of the rule, will become increasingly stringent through to 2024, leading us perhaps to teardrop-shaped trailers like those now in use

The scariest part of these regulations is that they are completely unnecessary.

in England.

In terms of costs and benefits, the EPA estimates that the Phase 2 rule will cost industry about \$25 billion while returning about \$230 billion in net benefits, including a return on investment to truckers in 24 to 30 months on a tractor that's expected to cost about \$12,000 more than one does today.

I'm not so worried about the up-front cost or the projected ROI, but about the cost of keeping the darn things running. The costs associated with the EPA 2007-2010 rules were staggering. Unfortunately, the costs I'm talking about don't make it onto the official balance sheets; it's the cost of downtime, the off-warranty repairs, the diminished trade-in values, and the aggravation and frustration of trying to run a business with a truck that won't stay moving.

The scariest part of these regulations is that they are completely unnecessary, and will prove to be prohibitively expensive. Fuel efficiency is something every carrier, every owner/operator and every truck maker is striving for. Left alone, this industry is innovative enough to get where the regulators are pushing us, but without needless pressure, and certainly without the penalties. What don't they understand about not commercially viable? ●

Joanne Ritchie is executive director of OBAC. Is Phase 2 viable for you? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.

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Over the Road

AL GOODHALL



Trucking's crisis in leadership

The accepted wisdom within the driver pool regarding the driver shortage is that there is no driver shortage. Large numbers of people who obtain their commercial driver's licence discover it's simply not their cup of tea after spending a few months on the road.

But is it trucking, or the culture of the trucking industry, that is turning people off? I ask this question because it is not only the newly minted driver that is being turned off; it is also the seasoned drivers that are experiencing a high level of dissatisfaction at present. That dissatisfaction is expressed across a broad range of issues drivers face every day. We don't have a driver crisis in the trucking industry, we have a leadership crisis.

I'm defining leadership here as the movers and shakers that steer the Top 50 Canadian trucking companies. These are the people that influence and guide policy in our industry. With each passing year these large companies continue to grow, primarily through mergers and acquisitions.

The trucking landscape is becoming more homogeneous. These large companies often share resources and follow the same fiscal policies and "best practices." Return on investment is the driving factor for the majority of these companies. So even if you are not employed by one of these companies as a driver, they have an influence over you and that influence continues to grow.

Drivers are dependent on the guidance and the vision of this crop of leaders. There are three broad areas in which drivers' needs are not being met: trucker lifestyle (culture), trucker health, and trucker training.

The trucking lifestyle, the culture of trucking, is a delicate thing. It takes a special type of person to do this job day in and day out over the course of a lifetime. It requires a degree of passion. You don't do long-haul trucking just for the money. That never works out. It's very difficult to list the qualities that make up a trucker, but along with passion goes independence.

That independence is key to the trucking lifestyle. That independence is being eroded by the methods our leaders are employing as they adopt new technologies. The preferred method seems to be one of control and restriction which is a method loathed by drivers. Adopting new methods and technologies is a must, but they have to complement and strengthen the characteristics of a professional driver - not create undue stress and limit the driver's performance.

Trucker health is an issue that is getting much more attention today than it has in the past.

But a driver's health goes far beyond simple physical well-being.

A driver's mental health and emotional health is key to a happy, safe and highly motivated driver.

For far too long, leaders in the trucking industry have been dragging their feet on some of the simple issues related to health and safety. These include safe havens for truck

parking and well-equipped rest areas for drivers, especially in remote areas through which we travel frequently.

Adequate rest is *the* hot button issue for an aging demographic that makes up the majority of the driver pool.

We spend very little to no time at all dealing with the effects of aging and how it is affecting seasoned drivers.

How drivers are compensated falls into the health category. Income is not keeping pace with the cost of living; in fact we are moving backwards. Drivers are "at work" for most of their lives.

The ability to step away from work on a regular basis to deal with burn-out and fatigue is a must. Drivers

cannot do that unless they are compensated adequately.

Driver training is not an entry-level issue; it is a cradle-to-grave issue. The driving culture and a driver's health are dependent on the quality and consistency of driver education. Ongoing training for drivers does not exist within our industry.

This is our leaders' biggest fail.

How can you possibly attract new blood to an industry that does not even have a system of recognition for driver qualifications across different platforms?

On this file everyone seems to operate on a different page. Stories abound within the driver rank and file of new drivers that are hired on

with minimal training at the same rate of pay as seasoned veterans with proven safety records.

How can you possibly develop and maintain a culture of workplace safety across the industry without a system of universally accepted workplace training in place? Perform a few queries on the Internet and you will find truck driving is consistently among the top 10 most dangerous jobs. Thought that was firefighters and police? They don't even make the top 10 list.

The crisis in leadership is the fact that professional drivers, the backbone of the Canadian trucking industry, continue to be reduced to nothing more than numbers on a spreadsheet. ●

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

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Industry
Issues

DAVID BRADLEY



Deciphering the details of ORPP

Recently, Ontario Premier Kathleen Wynne announced some important details on how her government intends to implement her key election promise – introduction of the Ontario Retirement Pension Plan (ORPP) – which it says is designed to address the 3.5 million Ontario workers that do not have a secure workplace pension plan and is “both an economic imperative and a moral responsibility.”

In the absence of any movement on the Canada Pension Plan (CPP), no doubt Ontario is hoping that other provinces will eventually come on board.

By its very definition, and notwithstanding whatever the social benefit of such a program may be, the ORPP is a

payroll tax and as such is of concern to many employers, including those in the trucking industry, as well as many employees as they too will be required to pay into the plan from their earnings.

So far, the government has not been clear on whether it will attempt to impose the ORPP on federally-regulated employers and employees, although in press releases it says the plan will cover all Ontario employees and those covered by provincial or federal pension plans. It is our view that the province does not have the constitutional jurisdiction to impose the ORPP on federal undertakings.

The plan is to phase-in the ORPP between 2017 and 2020 in four waves, depending on company size and whether it already has a comparable plan in

place. Like the CPP, contributions will be shared equally by employers and employees and will reach 1.9% of total earnings (up to \$90,000) per employee by 2021 to a maximum of \$1,643 per year per employee. Benefits will start to be paid in 2022.

Exemptions will be available for existing defined benefit or defined contribution plans that are deemed “comparable” to the ORPP. A comparable defined contribution plan (the most common form of company pension) must: have a minimum annual combined contribution rate from the employer and employee of 8%; require at least 50% (in other words 4% each) matching contributions from the employer and employee; be locked in; and be regulated by existing provincial or federal pension standards.

As with most things, in a large fragmented industry like trucking, the impact of the ORPP on individual companies will vary depending on a number of factors, the most obvious being whether or not a company already has a comparable pension plan.

A recent OTA survey indicates that a majority of employers in the industry do not currently have a registered pension plan. For those that do, they are almost exclusively defined contribution plans. Most of those employers match the employees’ contribution 50-50, but few appear to be at the 8% (4% each) needed to be deemed comparable to the ORPP.

None of this should come as a great surprise given the size of the majority of carriers and the low-margin nature of the business. Nor does it suggest that trucking employers don’t care about their employees’ financial health. (I know many employers who are very concerned that some of their employees appear not to be engaged in any sort of retirement savings). While they may not have registered pension plans, a number of companies do offer group RRSPs, for example. Unfortunately, group RRSPs, TFSAs, etc., currently do not qualify as being comparable to the ORPP.

More often than not, the decision on whether to have a pension plan or some other form of group savings plan, whether such plans are mandatory or voluntary, or what the levels of contribution are – or whether the company offers things like a group health benefits program in lieu or instead of a retirement savings scheme – is a direct reflection of the employees’ wishes.

It is recognized that there are many in the industry who simply prefer a more attractive take-home-pay package to a pension. The ORPP contributions will impact their disposable income. While we hope that everyone is doing some retirement planning, it is a difficult thing to tell someone what they should do with their money.

Nevertheless, it is also true that there are many employees in our sector who are putting money aside in RRSPs and TFSAs and want to retain the ability to make their own financial planning decisions. They certainly don’t want government making those decisions for them.

As currently envisaged, older employees – especially those close to retirement – will not get the full benefit of the ORPP. The older an employee currently is and the closer to retirement – let’s not forget the trucking industry has one of the country’s oldest and most rapidly aging workforces – he/she will not have been paying into the ORPP long enough to receive the maximum benefit. Is it fair that the person who is a few years away from retirement should be required to pay the full ORPP shot in his/her last few years of working when they will not receive anywhere near the full benefit upon retirement?

We will call for additional flexibility through extension of the phase-in periods, lower minimum contribution levels, acceptance of group RRSPs/TFSAs as comparable to the ORPP, or relief for older workers who will not enjoy the full benefit of the plan.

What the government’s appetite for further modification is remains to be seen. It has the mandate and the legislative majority to ensure introduction of the ORPP.

I would urge both employers and employees to start planning and preparing now. 🚛

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

Private Matters

MIKE MILLIAN



The cold, harsh reality of HOT lanes

Ontario Premier Kathleen Wynne announced in July that Greater Toronto Area motorists should prepare themselves for High Occupancy Toll (HOT) lanes.

That news, unveiled on the heels of the Pan Am Games, was based on experience with 150 kilometres of temporary High Occupancy Vehicle (HOV) lanes – on top of the pre-existing 85 kilometres that remain in place today.

The announcement shouldn't take anyone by surprise. The governing Liberals referenced the potential of tolls during the last two election campaigns, as they explore ways to fund a 10-year, \$130-billion plan to improve

Truck drivers had no other choice, and some of their travel times increased accordingly. It wasn't quite the chaos that some people had predicted, but we need to remember that this experiment happened when schools were out for the summer, and at a time of year when traffic volumes are traditionally lighter.

Yes, allowing people to pay for the privilege of using an HOT lane will shift some traffic patterns, particularly when the lanes are introduced on highways that don't currently have any HOV lanes at all.

Every driver who makes that choice will represent one less vehicle in the free lanes. In reality, most road users will opt for the free lanes.

Left with one fewer lane available to

them, it all leads to added congestion.

If the province is going to pursue the idea of HOT lanes, it should be ready to consult with every stakeholder, including the transportation industry.

There are some important questions to be answered before any signs are posted or lanes are marked. Might trucks be allowed to use HOT lanes on a pay-per-use basis, or will they be banned from using the lanes altogether? The province needs to understand that a complete ban will likely increase the delays experienced by fleets across the Greater Toronto and Hamilton Areas – regions where private fleets account for most of the trucks.

This will increase costs throughout the supply chain. Nobody should be eager to make a bad situation worse.

If the Liberal government continues with plans for HOT lanes, we need legislation to ensure that toll money is invested solely into rebuilding highways and commuter infrastructure, rather than spilling into general coffers to fund unrelated government programs.

We also need expanded highways to support these plans.

If the province wants to add HOT lanes on an already-congested three-lane stretch of highway, it should be ready to construct a fourth lane specifically for this use. Simply adding signs and toll gantries to an existing lane will just add to the traffic headaches and commuter chaos that already exist.

After all, this is supposed to be about reducing congestion rather than introducing a tax grab. Isn't it? ●

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.

If the province is going to pursue the idea of HOT lanes, it should be ready to consult with every stakeholder.

public transit and reduce congestion in and around the province's largest city.

With plans already underway to expand HOV lanes on Hwys. 401, 410 and 427, we can only assume that tolls will be applied to at least some of these routes.

But the Ontario government needs to ensure that the planning process isn't overly swayed by the hunger for revenue.

There are significant differences between the options. The HOV lanes are designated for vehicles with two or more occupants, and are generally in place during peak traffic periods. In contrast, the HOT lanes will also allow vehicles with a limited number of occupants to pay a toll for the right to use the same lanes.

California introduced North America's first HOT lanes in 1995, controlling access in the express lanes along I-91, and the idea quickly spread. By 2012, the US had 473 kilometres of HOT lanes, and another 262 kilometres were being constructed. Israel added HOT lanes of its own to Hwy. 1 in 2011.

In theory, converting an HOV lane into a tolled option can reduce congestion by making way for vehicles that would not otherwise be allowed. The added benefit is that the extra motorists pay a user fee – let's just call it a tax – that can be used to help fund future highway infrastructure.

But things don't always work as planned.

If poorly designed, the HOV and HOT lanes can actually increase the congestion on lanes which offer free travel. Fleets that travelled through the Toronto area during the Pan Am Games experienced examples of this first-hand, as traffic crammed into the free lanes in specific high-volume areas.



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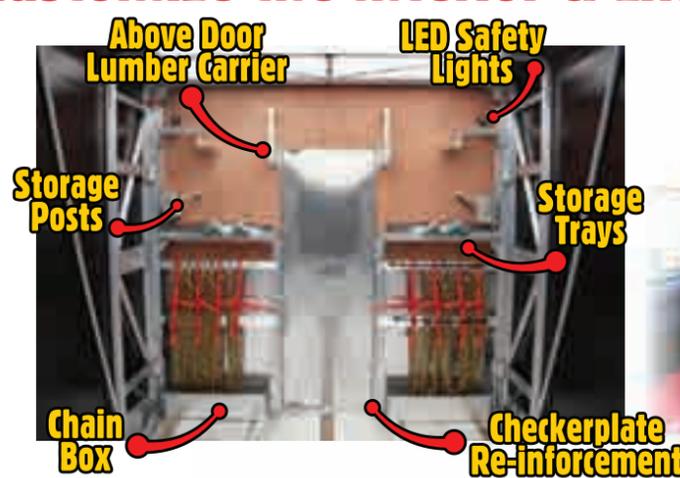


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Why small carriers are shrinking

Smaller trucking companies are shrinking. I'm not referring to our waistlines, despite Karen Bowen's health advice, but rather the number of trucks we operate.

I know of several smaller trucking companies, including our own, that are willingly getting smaller lately.

Larger trucking companies may feel this is a good thing, but I don't think it's advantageous to anybody. Last year, I predicted this would happen; I just didn't expect it to happen this soon, or to be almost entirely by choice.

Realistically, the market needs us and large carriers need us to thrive also, whether they admit it or not. Smaller shippers still require reliable, loyal trucking companies to service their needs.

Generally, they don't want to deal with large trucking companies, and the large carriers don't want to deal with them.

Often, their needs and demands aren't of large enough volume to interest the large carriers or, in many cases, the shipper/receiver is geographically located such as to prevent large carriers, usually stationed in or near large cities, to be able to properly service the customer.

These smaller shippers still represent a substantial piece of the economy and provide plentiful employment, and as such, consumers need them to have practical, reliable trucking availability.

Sometimes, they will prefer being serviced by the same, smaller and consistent, recognizable driving staff, so there is familiarity with the product and the customers.

None of this is a realistic expectation using larger carriers.

Our existence is no threat to the large trucking companies; we don't have the equipment, staff, patience, or resources to challenge them on multiple truck contracts with the Fortune 500 companies and besides, we wouldn't be financially competitive, as we don't have economies of scale.

As contentious as a shared existence in the market seems to be, large and small carriers need each other in order to provide marketplace balance. I think there are three primary reasons for the downsizing of small fleets.

The driver shortage: This isn't exclusively our problem, but it affects us more, as recruiting becomes more expensive and less effective.

It makes a bigger impact in our operation. Too many drivers and owner/operators erroneously assume the grass is greener at the large carrier,

Continued on page 37



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Why smaller carriers will continue to dwindle

Continued from page 35

elating company size to their individual success.

When we offer much higher remuneration, many drivers, who've been deceived so often in the past, assume the higher pay is another lie and don't even apply for our openings.

In our case, my wife (dispatcher, payroll, manager, etc.) knows the name of every driver's spouse, kids and likely their dogs.

How often do you see that level of familiarity at a large carrier? We've all seen drivers pass us up, only to travel further to get to work and be home less often.

Eventually, this manpower lottery

those of us who just considered it a familiar, comfortable way to make a living. I always try to offer a solution when I discuss a problem, even though my suggested solutions don't always meet with approval. I'm sorry, but this time I don't have a solution.

When I review the changes in this industry that have occurred over the relatively brief time I've been in an ownership position and see the direction this profession is going, I don't see how to turn this around. In the long term, I can't see this as good news for anybody. ●

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

We're tired of fighting battles in the industry, not of our making.

consumes more time and revenue than we could regain with another unit on the road.

Foolishly 'competitive' rates: Often, large carriers, load brokers and even an occasional desperate small carrier will underbid freight - even for small customers - usually during slow periods. During a sluggish economy, any shipper would obviously be tempted to risk lower quality service in exchange for lower costs.

When business improves, there are no cheap trucks available for the freight they've slashed rates on, but the damage has been done.

The shipper now believes they've previously been overcharged and the low rate offerings become the new benchmark. Until the customer realizes the difference in levels of service and loyalty, we lose a substantial piece of our clientele.

This often puts us in a position where the revenue per truck is actually higher with fewer trucks, because we now pick and choose whose freight to haul. This makes difficult business growth less attractive.

We're tired: Tired of fighting battles in the industry, not of our making. Tired of offering higher pay, and still not being able to hire driving staff. When another driver has a mechanical or personal issue, we have to pick up the slack.

We're tired of watching business growth measured in larger negative numbers the longer we're in existence. Tired of interviewing drivers with verifiable experience but still lacking in skill or attitude, making us wonder what the industry's future looks like, and if we really even have a place in it.

Tired of the pressure from influential carriers and organizations that we upgrade to expensive, unreliable, newer equipment, when our current equipment is better suited to our needs, besides being more reliable and economical.

I often hear the statement "This business isn't fun anymore," and that's from owners who, at some point, really enjoyed getting behind the wheel. Imagine the attitude of

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Why you should sleep on it

How much sleep did you get last week? You probably don't remember the last time you got seven to nine hours of sleep every night for a week.

Yet, research indicates that amount of sleep is necessary to keep your body and mind functioning well. However, getting it isn't easy.

As a truck driver, you operate in a time-sensitive, tightly scheduled work environment. Your success is measured by the clock and successfully meeting your delivery deadlines keeps you employed. Understandably, you may sometimes skip some sleep to make sure your load gets delivered on time.

You might push back your bedtime to drive a few hours longer into the night. Or, you might set your alarm a few hours early to beat the morning traffic. As occasional work-arounds, these strategies are okay, but if used regularly, they may produce long-term health concerns.

Sleep is just one of the factors impacting your overall health. Genetics, nutrition and exercise also play a role. However, getting enough high-quality sleep is now considered equally important as nutrition and exercise for avoiding chronic health issues. During sleep, your body restores itself by growing muscle, repairing tissue, synthesizing protein and releasing growth hormone.

Less sleep means less restoration. Scientists now recognize the solid connection between insufficient sleep and disease. Losing just two or three hours per night is an important risk factor linked to developing obesity, diabetes, cardiovascular disease and other chronic conditions.

Regarding obesity and weight gain – in one study, people who regularly slept less than six hours each night were much more likely to carry excess body weight. People who averaged eight hours of sleep had the lowest relative body fat.

Studies also show that people who slept fewer than five hours per night were far more likely to develop Type 2 diabetes. However, a person's body could develop the ability to better control blood sugar levels when that person's sleeping habits changed to regularly include seven to nine hours of sleep each night. Getting enough sleep may reduce the effects of Type 2 diabetes.

According to another recent study, regularly getting just six to seven hours of sleep greatly increases your risk for cardiovascular disease and high blood pressure. Coronary artery calcification, a very strong predictor of a future heart attack and/or death due to heart disease, occurs more often in those who sleep less. As well, obstructive sleep apnea with sleep loss is strongly linked to stroke, coronary heart disease, hypertension and an irregular heartbeat.

The interaction between sleep and immune function is also well documented. Sleep deprivation increases inflammation throughout your body while infection interferes with your sleep patterns. As a result, your body is less able to resist infection. For example, if you come into contact with the cold-causing rhinovirus while surviving on less than seven hours of sleep, you are three times more likely to catch a cold than if you were regularly

sleeping seven or more hours.

Even your life span may be shortened. Studies suggest that your risk of early death increases by up to 15% if you consistently sleep under five hours each night over an extended period of time.

Adding to these health risks, sleep deprivation may also impact your mental processes. Unrested brain neurons often misfire their electrical signals, decreasing cognitive function. This impacts your ability to learn, remember, retrieve previously learned information, interpret situations and make appropriate judgments, and may result in unnecessary accidents and injuries.

But you can avoid these concerns. Regularly aim for seven to nine hours of quality sleep each night. This sounds

simple, right? Unfortunately, many factors interfere – work demands, family responsibilities, stress, etc. To improve your sleep patterns, begin developing the following recommendations from the Mayo Clinic:

- Keep a consistent sleep schedule as much as possible. Since consistency reinforces your body's sleep-wake cycle, maintain a regular bedtime and wake time, even on weekends and holidays.

- Keep your sleep area dark and quiet. Since daylight and other lights and/or noise can disrupt sleep, use window coverings, and close doors and windows.

- Be physically active. Regular physical activity earlier in the day will help you fall asleep faster and enjoy a deeper

sleep at night.

- Enjoy early morning sunlight but avoid late night bright lights. Light helps regulate your body's release of melatonin, a hormone that helps regulate your sleep.

- Monitor what you drink. Although maintaining hydration is important, caffeine after dinner and alcohol can disrupt your sleep. Drinking plenty of water throughout the day will help you avoid excessive nighttime bathroom trips.

- Disengage your mind. When a thought disturbs your sleep, write it down. Then, disengage by reading or quietly doing something else until you fall back asleep.

Making these changes will help keep your body and mind functioning well. No big effort or cost required. Just sleep on it! ●

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

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Get proactive about reactive arthritis

Similar to other forms of arthritis, reactive arthritis causes painful and inflamed joints. What makes reactive arthritis unique is that it is triggered by an infection in another part of the body.

In most cases, urinary, intestinal or genital infections are the culprit.

Reactive arthritis usually occurs in people between the ages of 20 to 40. Both men and women can develop this condition. Some studies have shown a genetic link with reactive arthritis, however further research is necessary to confirm this finding.

There are several bacteria that can cause reactive arthritis but the most common are chlamydia, salmonella, shigella and campylobacter. This form of arthritis is not contagious, however the bacteria that causes it can be transferred from person to person through sexual contact and can be found in contaminated food.

The most common joints affected by this form of arthritis are the knees, ankles and feet. The symptoms associated with reactive arthritis usually start a few weeks after the triggering infection. The most widely reported symptom is painful, stiff joints of the lower leg. In some cases, patients report swollen toes and fingers. Interestingly, many people who have reactive arthritis also develop eye inflammation or conjunctivitis. Urinary problems may also occur.

It is important to seek medical attention if you have new or worsening joint pain. At your visit, your doctor will take a detailed history and perform a physical examination. During the physical examination your doctor will examine the affected joints for swelling and tenderness as well as range of motion. If deemed necessary, your doctor may recommend blood tests or a joint fluid analysis in which a small amount of fluid is removed from the joint with a needle. The joint fluid will then be assessed for the presence of white blood cells, bacteria and crystals. The results of this test will help determine the cause of the joint inflammation. X-rays may also be useful to rule out other forms of arthritis.

The main goals of treatment are to manage symptoms and treat any underlying infections that may still be active. Antibiotics are usually prescribed to fight the infection. Anti-inflammatory medications may be used to reduce pain and inflammation in the joints. Corticosteroid injections into the affected joints can also help to reduce pain.

Physical therapy has been shown to be effective to help people with arthritis improve joint function. Stretching and strengthening exercises are usually prescribed to help develop the surrounding musculature, which in turn will increase joint stability. In addition, range of motion exercises are used to decrease joint stiffness and increase mobility.

The good news is that reactive arthritis is relatively rare. However, it is always a good idea to maintain good sanitary practices to avoid the spread of bacteria. Hand-washing and proper food preparation and storage are essential to prevent the transfer of food-borne bacteria that can cause reactive arthritis.

Keep these simple tips in mind and you will be well on your way to preventing reactive arthritis.

Until next month, drive safely. 🚗

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

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Benefits of low rolling resistance tires are real, study finds

By James Menzies

A new Confidence Report from the North American Council for Freight Efficiency (NACFE) has found there are significant fuel economy benefits available by running low rolling resistance (LRR) tires.

The report suggests the typical up-front purchase price of a tire is only about four cents per mile of use, however the tires can contribute to anywhere between 14 and 28 cents per mile in fuel costs.

"Clearly, the tire choice has a huge impact on a fleet's fuel expenditures and ultimately its bottom line," NACFE concluded.

Key findings of the report included:

- LRR tires, whether in dual or wide-base configuration, will save significant amounts of fuel compared to tires that are not designed for rolling resistance;

- Tire configuration should be assessed based on total cost of ownership, including fuel consumption;

- And more fleets are recognizing the benefits of LRR tires outweigh the challenges.

"Low rolling resistance tires, whether in dual or wide-base configurations, are proven to save fleets fuel and therefore have a good case for adoption," said Mike Roeth, operation lead, trucking efficiency with NACFE.

Discussing the report with trade press editors, Roeth reiterated it's clear there are significant benefits to choosing LRR tires.

"Tires have a much bigger effect on overall fuel efficiency than most people believe," he said. "Traditionally fleets have looked at purchase price and wear; we're highly suggesting you include fuel savings in any calculations."

For the purposes of the study, LRR tires were defined as any dual or wide-base single tire that meets the criteria set out by the US EPA SmartWay program.

This has become a crowded list, Roeth acknowledged, and he suggested fleets keep in mind that not all SmartWay tires are equal.

"One of the things we have found is that the SmartWay list has kind of exploded over the last four to six months," Roeth said. "A lot of tires have been approved on the SmartWay list that are quite low in price and we wonder about their total cost of operation, meaning they could possibly wear a lot quicker and they could cost less and just not have the ruggedness against damage."

Some manufacturers, however, have put some advanced engineering into their LRR tires.

"They are using some pretty extensive rubber chemical blends," he said of the better tires. "Some of these guys have up to three to five different materials being blended, with different sec-

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LRR tires save money, but not all are created equal

Continued from page 43

tions of the tire made from different rubber compounds to help rolling resistance and wear and traction, so it's probably, you get what you pay for."

It's also worth considering there's a significant performance variance between LRR tires, with a new generation of high-performance tires emerging within the LRR category.

Roeth said the cost differential be-

tween LRR and non-LRR tires has generally narrowed. He also said the study found there appeared to be no ill effects on traction.

"The perception of traction issues and driver acceptance is worse than reality," Roeth said. "It's hard to measure these items but we continue to hear these tires are performing better on traction and drivers are accepting them."

Adoption of LRR tires has steadily increased, comprising more than 80% of duals operated by 14 large fleets surveyed. The use of wide-base single tires has trailed off somewhat among these fleets, Roeth noted, as the performance gap between singles and LRR duals has narrowed.

"We're not sure that's going to be widespread, but it's a point of note," he said.

The study also found LRR tires deliver their lowest rolling resistance shortly before removal, when the tread

is at its shallowest. While it's important to pull the tires before they become unsafe to run, Roeth also suggested fleets maximize their mileage before removal.

"The sweetest spot is right before you remove them; as the tire wears, the fuel efficiency improves," he said. "Use all the tire, it makes sense from a wear standpoint. Of course, pull the tire when it needs to be pulled for safety, but use it all because its better fuel efficiency is in the latter part of its life."

NACFE has developed tools and recommendations for fleets looking to improve fuel efficiency through the use of low rolling resistance tires. The full report and its associated tools can be downloaded from:

www.TruckingEfficiency.org. This is the sixth Trucking Efficiency Confidence Report NACFE has issued to date, and they are all available free of charge online. ●



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Low rolling resistance tires are worth a closer look, according to a new Confidence Report from NACFE, which validated the fuel savings.



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Apnea screening helps in the fatigue fight

The trucking industry spends plenty of time tracking the hours that drivers work. Every line recorded in a logbook is carefully scrutinized to ensure no one is sitting behind the wheel for too long. Many fleets have gone so far as to install electronic on-board recorders (EOBRs) to track the activities.

In the true fight against fatigue, however, the quality of off-duty time is just as important as the allowable hours of work.

It's why there has been growing interest in exams to screen drivers for obstructive sleep apnea (OSA), to ensure that people who have the condition get enough rest.

It's surprising some of these drivers get any sleep at all. Breathing can be interrupted hundreds of times a night, for anywhere from 10 to 120 seconds.

Sufferers wake up gasping for air and collapse. When it's time for a day to begin, they feel irritated or depressed. Short-term memory can suffer, too.

As someone with sleep apnea, I know the challenges first hand. I spent years feeling tired all the time, but was quick to dismiss comments about my snoring.

Only after my wife mentioned that I stopped breathing in the middle of the night did I go for testing.

And even when the issue was diagnosed I ignored it, largely because my benefits package didn't cover the costs for a continuous positive airway pressure (CPAP) machine to control breathing while I slept.

The tipping point came when I was hired by a company with a better benefits package – and my wife threatened to banish me to the spare room if I didn't get help.

The machine made a difference within days. I felt 18 again, with tons of energy.

The fleet that employed me updated its overall driver orientation programs to include information on sleep apnea and managing fatigue.

At first, drivers quietly came forward to ask about details "for a friend."

Then our employer began covering the cost of private tests at sleep clinics, with benefits paying for treatments.

Even though we never asked about results, respecting personal privacy, many drivers came forward to rave about the difference they experienced.

Employees known to be perpetually grumpy suddenly began coming to work in a better state of mind.

Our driver relations manager assembled related information and mailed it to home addresses, so family members would learn about the condition and treatments that could make a difference.

That was a wake-up call for many households.

Not every fleet is large enough to support a comprehensive program like this, but everyone can tap into free online sources of information.

A good place to start is www.nbins.com/sleepapnea.

And the fleets that introduce voluntary programs today will be in a much better position to meet any mandatory screening requirements in the future.

Anyone who questions whether mandatory tests are on the horizon needs to look no further than the US National Highway Traffic Safety Administration.

It is currently led by renowned fatigue management expert Mark Rosekind.

The regulator has already released plenty of data to make the case for such screening, estimating that more than 28% of truck drivers could have sleep apnea.

The National Institute of Occupational Safety and Health (NIOSH) studied 1,760 long-haul drivers and found 15% with some signs of sleep apnea, and 59% showing some sort of respiratory disturbance.

A look around any truck stop could show why the numbers are so high. The people at greatest risk are middle-aged, overweight men with a neck size above 17 inches, or women with a neck size above 15.5 inches.

Every one of them could be screened with a simple questionnaire about sleeping habits, and potentially a home sleeping test or polysomnogram (PSG).

The treatments for those who need help can vary. Some will need to be fitted with CPAP masks, which deliver a steady supply of air to keep airways open. In other cases, the driver may need to wear compression stockings, lose a bit of weight, or avoid alcohol and sleeping pills. But the end result is better rest.

Schneider National discovered the difference screening can make. It identified 339 drivers with sleep apnea between 2004 and 2006, and credits the program for helping to reduce preventable crashes by 30%. Driver retention also increased, suggesting that rested drivers are also

happier drivers.

As part of a comprehensive fatigue management program, it can represent an important step toward ensur-

ing that drivers are always alert and ready for duty. ●

This month's expert is Dave Nawton, risk services specialist. Dave has served the transportation industry for 20 years as a driver trainer, HR specialist, safety manager, and in loss control and risk management. Northbridge Insurance is a leading Canadian commercial insurer and has been serving the trucking industry for more than 60 years.

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It's all fun, exciting stuff.

But there's one more call to make. You should talk to your accountant about how this idea of yours will affect your taxes.

Putting a business-related structure onto personal property isn't as easy as pouring a pad and adding walls and a roof. Here are four things to consider in order to put your garage on a solid financial footing.

Capital cost allowance

Like a truck or trailer, a shop is a business asset and must be expensed over time on your CCA schedule. The problem is that CCA rates for buildings are low. If you spend \$30,000 on the structure, your CCA each year may be just \$1,500. You'll save maybe \$450 in tax.

Is it worth it? Let's head 10 years

CRA has strict rules about claiming business expenses wherever personal property is involved.

down the road when you're ready to retire or get out of trucking.

Conservatively, you can assume the building will still be worth its original value of \$30,000. On the CCA schedule, it will have depreciated to a value of \$15,000.

When you exit the business, you'll have to remove the building from your assets list at fair market value. It will become your personal property, "sold" to you for \$30,000.

What happens to the \$15,000 difference on the CCA schedule? You'll get a \$15,000 recapture lumped into your personal income all at once.

Ouch! You'd probably end up giving back all the tax savings of the previous 10 years.

Ask your accountant about CCA strategies, even if you already have a shop and have been depreciating it for years.

Shop expenses

You can claim the costs to operate your shop, including interest on loans, insurance, utilities, property taxes, maintenance, minor improvements, and anything else you can justify.

Of course, your shop will need tools, which may be considered "assets" you can expense – some over two years, some over a longer period. As silly as it sounds, buying your tools one at a time may get you a more direct write-off than buying a bunch at a time. Again, talk to your accountant about your specific situation.

GST/HST

Buildings are expensive and the amount of GST/HST you'll incur to build and run your shop is worth claiming.

Canada Revenue Agency has strict rules about claiming business expenses wherever personal property is involved. It's hard to get more than 50%

business use on the entire parcel of land when you make your personal home there.

Make sure to establish the right percentage of business use. What if you park your boat in your shop? Or let your neighbor work on his hotrod in there? Expect CRA to question how much your shop is really used for business.

Labour expenses

There's no advantage to paying yourself a "shop rate" for labour and then expensing it. You'll just create personal income for yourself that you'll have to report on your tax return.

However, if you have family members who can work on your truck, you can pay them a reasonable wage or

salary, effectively splitting your income and potentially reducing your tax obligation. Your accountant can help you determine what a "reasonable" wage should be.

Building a shop is a great idea if you can do it. A well-equipped garage would mean you're no longer at the mercy of someone else's schedule, skills, and labour rates.

But the tax implications are serious, and you can't bury your head under the hood and hope they'll resolve themselves. You may want to build on a separate lot where it's easier to show that the shop is used for business only. Your accountant can help you sort through the details. ●

Scott Taylor is vice-president of TFS Group, a Waterloo, Ont. company that provides accounting, fuel tax reporting, and other business services for truck fleets and owner/operators. For information, visit www.tfsgroup.com or call 800-461-5970.



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NACFE issues Confidence Report on lightweighting

By James Menzies

A new report from the North American Council for Freight Efficiency (NACFE) suggests carriers should consider lightweighting their trucks and trailers to avoid putting more trucks on the road, as shippers look to add more weight to their shipments.

The NACFE Confidence Report on lightweighting found that freight is becoming denser and shippers are loading more pallets per trailer. Meanwhile, Class 8 tractors have gained about 1,000 lbs in emissions-related equipment over the past decade.

Still, few fleets are willing to make the investment in lightweighting equipment, the exception being bulk haulers and in other applications where the tractor-trailer is nearly always loaded to the maximum weight.

For these carriers, NACFE found fleets value lightweight components and are willing to pay as much as US\$6-\$11 for every pound of weight saved.

However, reefer and dry van dedicated route carriers are only willing to pay about \$2-\$5 per pound and general dry van carriers are only willing to shell out from zilch to \$2 per pound saved. Most bulk carriers have already exhausted all available options to reduce weight, the report found, but the concept is greatly underutilized by the 98% of carriers that are rarely at their maximum GCW.

Still, the report made the case for lightweighting among even those fleets that run light, referred to in the study as Category 2 and 3 carriers.

"Trucking Efficiency finds that over the next five to 10 years, shippers will request that Category 2 and 3 trucks double the percent of time they gross

out, to 20% of the time for Category 2 (trucks loaded to the maximum weight on the minority, perhaps 10%, of their trips) and 4% of the time for Category 3 (dry van units that are rarely loaded to their maximum weight)," the report found. "In order to meet these trends head-on and accommodate the heavier, denser freight, Category 2 and 3 fleets will have two options: add more trucks to the road, or explore lightweighting so that at least some of their trucks will be able to carry more weight."

A new truck costs about US\$120,000 and \$1.68 per mile to operate, meaning a fleet can save about a million dollars over five years for every truck it can avoid deploying while carrying the same amount of freight, the report notes.

Challenges to lightweighting though, do exist, NACFE acknowl-

edged. There's the upfront costs associated with materials such as aluminum and carbon fiber. And fleets worry about the resale value of lightweight trucks. Some lightweighting options also require additional maintenance.

NACFE has produced a full report that addresses these concerns and makes recommendations on how to execute a lightweighting strategy. The full Confidence Report and its associated tools can be downloaded for free at www.TruckingEfficiency.org.

Trailer orders post decline

COLUMBUS, INDIANA

According to the most recent *State of the Industry: U.S. Trailers* report published by ACT Research, trailer net orders in July declined 27% month-over-month.

ACT says the fall from 27,900 units to 20,300 units is no cause for concern since the numbers still reflected a 7% increase year-over-year.

"While total net orders were off 27% m-o-m, the majority of that decline was dry van related, a response to the unusually strong dry van volume in June," said Frank Maly, director, CV transportation analysis and research at ACT. "Dry vans and flatbeds drove most of the slight jump in cancellations that occurred in July, with the flatbed shift reported to be the response to dealers bringing their inventories more in line with current demand."

He also noted that pressure in vocational trailers is likely in the upcoming months as the impact of the recent energy price declines has yet to be seen.

"Lower (oil) prices will continue to dampen exploration, as well as the accompanying equipment investment," he said. "Our view that 2015 will be the best trailer market since the late 1990s remains unchanged."

Paccar engine hits milestone

COLUMBUS, MISSISSIPPI

Paccar recently hit a milestone as its 100,000th MX-13 engine was produced at its Columbus plant.

The engine was given to Kenan Advantage Group, which will operate the engine in a Peterbilt 379.

The engine was presented to Kenan's president Bruce Blaise and v.p., fleet services, Bruce Stockton during an event at the Paccar engine plant in Columbus, Miss.

"We are pleased to celebrate this major event with Peterbilt and to be presented with the 100,000th Paccar MX-13 to go into operation in North America," said Blaise.

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International to offer over-the-air reprogramming

LISLE, ILLINOIS

International Truck has announced it plans to offer over-the-air (OTA) reprogramming of engine control modules for its N9, N10 and N13 engines.

The company claims it is the first commercial vehicle manufacturer to offer this, and has completed its initial testing.

"Over-the-air reprogramming in International trucks will revolutionize the way our customers' trucks are serviced and maintained," said Bill Kozek, Navistar president, truck and parts.

"This is another important example of how our connected vehicle leadership is paving the way for future advancements that will drive improvements in vehicle uptime and real-world, bottom-line results for our customers."

The company said in the initial launch phase, its OTA technology will be available on model year 2017 International trucks.

The technology will enable the driver or fleet manager to use a mobile interface to initiate reprogramming over a Wi-Fi connection.

"OTA lays the groundwork for a pipeline of connected vehicle services such as partner engine and component calibration updates, body control module updates and future cellular capabilities," said Mike Cerilli, general manager, Navistar's Connected Vehicle Business. "These and future advancements will provide improved customer uptime, fuel efficiency and other benefits that will drive added value for customers." ●

Tallman buys Peel Truck and Trailer

MISSISSAUGA, ONTARIO

Tallman Group has announced the acquisition of certain assets of Peel Truck and Trailer. Peel Truck and Trailer has been in the transportation industry since 1971 and offers truck and trailer repairs. It also has a Collision Centre in the Greater Toronto Area.

"This acquisition gives us the people and infrastructure we require to rapidly expand our trailer division, and to provide full collision centre services to our customers, throughout the GTA. This deal is consistent with our strategy of becoming a one-stop shop for our customers. I would like to welcome all the employees of Peel Truck and Trailer to the Tallman family, and we look forward to continuing to provide great service to the many customers of Peel Truck and Trailer," said Kevin G. Tallman, president of Tallman Group.

Benny DiFranco, president of Peel Truck and Trailer added: "I would like to extend my gratitude toward the employees, customers, and suppliers of Peel Truck and Trailer over the last 44 years and look forward to assisting in the transition and to what the future holds with Tallman Group."

Tallman Group also announced that Ray Veeneman has been promoted to vice-president, trailer division. ●

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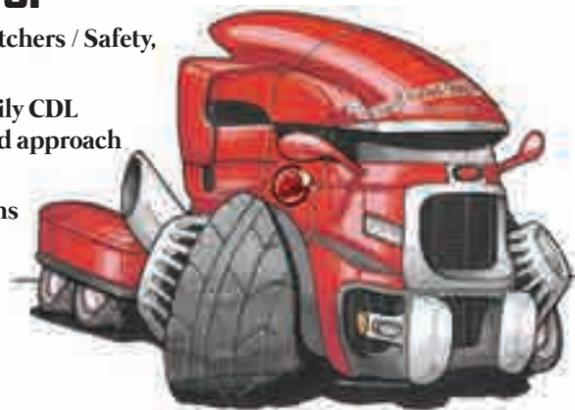
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TRUCK NEWS

Kenworth
sees strong
demand
continuing

By James Menzies

KIRKLAND, WASHINGTON

Kenworth is expecting another strong year for Class 8 truck sales in 2016, but there isn't a lot of room for the overall market to grow.

Preston Feight, Kenworth general manager and Paccar vice-president, said at a press event in August that 2015 is likely to be the second best year ever for Class 8 truck orders, behind only 2006 when an emissions-related pre-buy drove record demand.

"It's hard to imagine a five-year run like we've been having," he said.

Feight pointed to the following reasons why business conditions are strong: US GDP grew 2.3% in the second quarter; housing starts are up 10.3% year-over-year; auto sales are up 6.1% y-o-y; freight tonnage is up 3.7% y-o-y; fleet utilization is above 90%; and fleet profitability is up 5.5%.

One of the only major concerns currently, Feight said, is availability of drivers.

Kenworth itself has grown its Class 8 market share this year to 14.7% year-to-date, a modest increase from 14.1% over the same period last year. However, when you consider the slowdown in the oil and gas sector where Kenworth is strong, Feight said the overall improvement points to the company's growth in other segments.

Kenworth's medium-duty share is 7.9% year-to-date, down from last year, but Feight said the company has received recent orders that will give it a bump in the second half of this year.

Feight attributed the company's Class 8 growth to the success of its two most recent offerings: the T680 on-highway tractor and the T880 vocational truck. Together, the two models account for more than 70% of Kenworth's build. The new ICON 900, a throwback truck that pays homage to the classic-styled W900, has been well received too, with 350 trucks sold since its launch in May.

Kenworth has also seen its glider kit business soar, according to Kevin Baney, chief engineer. It has seen sales double every year since the division was formed in 2013. The EPA plans to stamp out the glider market by 2018, but Baney said the company will continue selling them until then.

The company has also seen its Paccar MX engine gain ground. Introduced in 2010, it has seen growth every year and is now ordered in 40% of Kenworth's Class 8 trucks.

The T680 gets 10% better fuel economy today than it did in 2013 with more improvements to come, Feight said.

"We will continue to make year-over-year improvements to the fuel economy of the T680," he promised.

Kenworth has also added several new options to its product line. A new 76-inch mid-roof sleeper was introduced for the T680 and T880 this month and the T880 will get a 40-inch sleeper in the first quarter of 2016. The Paccar MX-11 engine is coming in early 2016.

Meanwhile, Feight said the company's dealers have invested more than \$450



Kenworth T880

million into their facilities over the past few years, increasing service hours by 15% last year and another 15% this year.

Kenworth has also added new driver performance technologies to its trucks. Predictive Cruise Control uses GPS data to optimize vehicle speed, providing a fuel economy improvement of up to 2%, Baney said. For example, the cruise will reduce acceleration when cresting a hill to save fuel and the transmission will shift into neutral when travelling down a grade of 1-3%. Together, Predictive Cruise and Neutral Coast could boost fuel economy by 3%, said Baney.

An optional Driver Performance Assistant provides real-time coaching on acceleration, braking and shifting.

Also new is an ultracapacitor battery that will improve starting in extreme

“It’s hard to imagine a five-year run like we’ve been having.”

Preston Feight, Kenworth

weather.

Kenworth’s idle management system is getting a new auto start/stop function, which will start the truck’s engine to recharge the batteries when their power is getting low. The system provides more than eight hours of air-conditioning and can save up to a gallon of diesel per hour of use compared to idling. An optional fuel-fired heater can be added to the system to provide warmth.

Baney also provided an update on Kenworth’s Truck Tech+ remote diagnostics system. He admitted Kenworth wasn’t first to market with remote diagnostics, but it was able to study systems currently in the market and come up with something the company feels is simpler and more user-friendly. About 5,000 Kenworth trucks are equipped with Truck Tech+ today. The system remotely analyzes fault codes and then advises the operator on the most appropriate course of action.

Feight said more fuel economy improvements are coming to the T680, largely due to better powertrain integration. He said Kenworth is delighted with some of the enhancements Eaton has made to its automated transmissions and the two companies are “co-developing” new systems for further efficiencies.

To spread the message about Kenworth’s expanding product line, the company is hitting the road with a 30-stop road tour that began in mid-August and will run through November, making several stops in Canada. The T680 with 76-inch mid-roof sleeper and T880 will be featured. (While in Washington, *Truck News* drove the T880 with 76-inch mid-roof sleeper. Look for the report next month or on Trucknews.com). The Kenworth Tour Trailer will be at each of the stops and inside, you’ll find the soon-to-be-launched Paccar MX-11 engine. ●

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Titanium posts Q2 loss on one-time charges, Muskoka acquisition

WOODBRIIDGE, ONTARIO

Fast-growing Titanium Transportation Group posted a Q2 loss of about \$1.36 million, despite growing its revenue by 90%.

During the first six months of 2015, the company lost \$616,944 compared to a net income of \$1.085 million over the same time period in 2014.

Revenue rose to \$32.4 million in the quarter, up from \$17.1 million in the second quarter of last year. Revenue for the six-month period ending June 30 was \$56.4 million, compared to \$31.4 million over the same period in 2014.

Titanium says it has now fully integrated Muskoka Transport and it is actively pursuing other acquisitions. However, the Muskoka acquisition appears thus far to have been a drag on the company's bottom line. Muskoka contributed a net loss of \$597,696 from the date of its acquisition on March 1, despite adding \$10.7 million in revenue.

The one-time costs of going public also weighed on the company's finances.

Net income from operations was a positive \$138,119 (trucking) and \$1.12 million (logistics) before corporate costs were deducted. Similarly, trucking profits of \$676,571 and logistics profits of \$1.82 million were reported for the first six months before corporate costs related to Titanium's public filing were deducted.

Despite the loss, management remains upbeat about its position in the marketplace. The company also announced it will be moving into a new headquarters in Caledon, Ont. next October. ●

Bison, Midland named Ryder's top Canadian carriers

Ryder System recently announced its top carrier selections for its annual Ryder Carrier Quality awards.

This year, there were two Canadian carriers recognized for their efforts. Both Bison Transport and Midland Transport received the Ryder Carrier Quality award for their outstanding service to the company.

This award, according to Ryder, recognizes excellence in the business represented by on-time performance, claims handling, customer service,

technology applications, economic value and innovation over the last year.

"Much of what we do for our customers is made possible thanks in part to the support we receive from our carriers," said Dave Belter, vice-president and general manager of transportation management for Ryder. "We thank and congratulate them for going above and beyond to ensure that goods are moved in a safe, timely, and efficient manner." ●

Grimshaw wins PeopleNet award

EDMONTON, ALBERTA

PeopleNet has announced the recipients of its 2015 Innovator of the Year Awards. The awards are given to fleets that demonstrate exceptional leadership in using PeopleNet products and services. Winners are selected by PeopleNet's product advisory council.

Taking the cake for the Canada category was Grimshaw Trucking. The company has integrated PeopleNet services into its operations since 2006, including: eDriver Logs; Onboard Event Recording; Speed Monitoring; Vehicle Management; Dispatch Integration; and Messaging. Since using these systems, Grimshaw decreased its driver turnover to 8% representing a 50% reduction year-over-year which in turn saved them thousands of dollars, according to the company.

The awards were presented by PeopleNet's executive vice-president Rick Ochsendorf. "Year after year, PeopleNet is incredibly proud to recognize the industry leaders who set an example by using PeopleNet technology to accelerate progress and growth among their fleets," he said. "Customers who invest in today's innovation are also committing to a future of enhanced technology, safety and performance." ●






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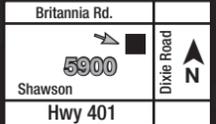
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Wendell (left), Vernon (centre) and Katie Erb (right) all attended the Erb employee appreciation Day in Baden, Ont. in late August.

Erb Transport thanks employees

By Sonia Straface

BADEN, ONTARIO

The last week of August marks the end of summer and the start of a new season for most, especially Erb Transport, which takes the opportunity to thank its employees for another successful year.

Every summer the company hosts employee appreciation days at its terminals across the country to thank its hard-working employees and treat them to a free meal.

This year, its Baden terminal hosted a two-day event for its employees, complete with food and socializing

running from Aug. 27-28.

The company said it keeps the event times open (dinner on Thursday ran from 5 p.m. to 2 a.m. and on Friday there was a breakfast from 6 a.m. till 10 a.m. and a lunch/dinner from 11:00 a.m. until 8 p.m.) to cater to drivers' busy schedules.

"It's hard when you're trucking, to hit all of the people that work here," said Katie Erb, inside sales and account representative, Erb Transport. "Drivers are always out late, or are leaving early, so we feel bad if someone can't make it because we only make it a certain time. So we stretch the event out to two days."

Wendell Erb, president and CEO, at-

tended the event and added that the event's purpose is two-fold.

"Number one, it's a tradition, we've been doing it a long time. And second, when people retired and we asked them, 'What's your favourite moment at Erb?' and they say the barbecues... it's really just a small thing to do to thank everyone for the great job they do for us every day."

He added that the day is a great way for retired employees to stay connected to the company, as they are also invited.

"When you work certain shifts too, you only see certain people at a time, and even though you may work with people, you only e-mail them. With the barbecue, it's nice to be able to socialize with different employees you

don't get to see actually every day," added Katie.

The company's founder, Vernon Erb, was present at the Baden event. He said it was important for him to be there to greet past and present employees, and he made sure to go out of his way to thank them for attending the event.

On display at the event were vintage trucks the company used to transport goods when it was first founded.

The company also took the time to show off its new, expanded Baden shop just beside the terminal. The new shop opened this past February and is home to nearly 40 technicians.

The expansion took two years to build and features new boardrooms, a classroom, and lots of natural light. ●

Trimac grows Q2 profits on lower revenue

CALGARY, ALBERTA

Trimac grew profits by 9.4% in the second quarter on lower revenue, thanks to its focus on reducing costs and improving efficiencies. The company declared Q2 net income of \$3.5 million, up from \$3.2 million over the second quarter of 2014. Profits for the six-month period ending June 30 were \$5.9 million, down slightly from \$6.1 million over the same period last year, for a 3.3% decline.

However, the company says its "operational excellence strategy," which has lowered administration costs, reduced capital expenditures and achieved new efficiencies, is paying off. The company says it launched the plan last year and is about 30-50% through implementing it. Revenue losses (-2.4% vs Q2 2014) were primarily in the Western Canada bulk trucking segment, Trimac reported.

Low oil prices had a trickle-down effect on many of the industries Trimac serves, the company said. It also indicated its customers are not anticipating any real growth for the remainder of the year. Trimac says it maintains a strong balance sheet and is in a good position to take advantage of any "opportunistic acquisitions that match our strategic growth objective." ●

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Mill Creek celebrates 35 years

Is another Kriska acquisition in store?

By Sonia Straface

AYR, ONTARIO

Mill Creek celebrated its 35th birthday in style in early September.

The weather held up for the event, which was held outside Mill Creek's facility located past Cambridge, Ont., where the company treated its employees, the media and dignitaries to a barbecue lunch and cake.

Mark Seymour, CEO of the Kriska Transportation Group, which acquired

Mill Creek last September, said a few words at the event.

"Some of you have been here a short time and some of you have been here a long time," he said of the Mill Creek employees. "And really this is all about people. This is a people business. I mean we have trucks, and trailers and loads...but it's about people and celebrating the fact that this is a good place to work, and a safe place to work. So that's what we're really celebrating here today."

He added that Mill Creek was a great addition to the Kriska family and that Mill Creek's ongoing success is the reason Kriska invested when it did.

The MPP for Cambridge and North Dumfries, Kathryn McGarry, spoke at the event as well.

"I wanted to say as your MPP...that I've been in North Dumfries for a number of years...and it has been interesting for me as a resident here over the past 26 years to see Mill Creek go from a few trucks to an incredible organization that you see here today after 35 years," she said.

"When I'm out travelling the province...and when I see a Mill Creek truck out on the road, I kind of celebrate because it's not just a truck that's from my hometown, it's a business that has really grown and thrived really under the special skills you brought here."

She presented Renate Hargreaves, general manager of Mill Creek, with a letter of congratulations from Ontario Premier Kathleen Wynne.

Also in attendance was Susan Foxton, mayor of North Dumfries.

Jonathan Wahba, chief operating officer at Kriska Transportation Group, said that milestones like anniversaries are important to celebrate because of the little attention and appreciation front-line staff receive on a day-to-day basis.

"Culturally, we have tried at Kriska to celebrate everything we can," he said. "The business for front-line associates in day-to-day dispatching of trucks and trailers is difficult. It's a grind. And often the front-line people are overlooked. And so we feel hopefully events like this instill a sense of pride in our associates."

He added that the integration of Mill Creek into the Kriska Group has been



successful so far in wake of its one-year anniversary. He said that everything has been going smoothly, as far as business processes go.

"The integration has really been around IT systems, insurance and safety policies, so far," he said. "And by last month, IT was the largest hurdle in terms of getting off the old system and on to our system. That's completed, so really, so far, from a day-to-day perspective, things have gone well. Since we've bought Mill Creek, there have been two rounds of driver pay raises and one round of non-driver pay raises. We've also brought new trucks into the fleet - 2016 International ProStars - which are being delivered now and we've also started to place new trailers (Great Danes) into the business."

Wahba said that Kriska has learned from the deal and he added that another Kriska acquisition was in the works.

"We are working diligently towards our fourth deal, and if things go according to plan, hopefully we can announce it publicly before the end of this year," he said.

I asked if there were any hints he could drop in reference to which business Kriska might be buying.

"None," he said with a chuckle.

Guess we'll all have to stay tuned. ●

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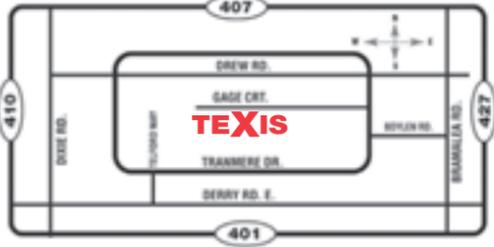
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By Edo van Belkom

After making a mid-week delivery in Brandon, Man., Mark headed west into Saskatchewan because his dispatcher Bud had told him his next load would be coming out of Regina and destined for Vancouver. What Bud hadn't told him was when the load would be ready, so after topping up his tanks at a truck stop in Moosimin, Mark pulled into the parking lot to give Bud a call.

Bud picked up after just a single ring and said, "Hey, Mark. How's it going?"

Mark was taken aback. "What? No, 'Who's Mark - Mark who?'"

"I don't wanna fool around too much because you're not going to like what I'm going to tell you."

"There's no load?"

"No, there's a load, but it won't be ready till Monday."

Mark laughed. "I get it. You're leaving me in the middle-of-nowhere for the weekend."

"It's not nowhere. You're on the Trans-Canada."

Mark took a long look out his windows. "Bud, there's nothing around but fields and highway."

"But you're Mark Dalton," Bud said. "You'll find something to do, no problem."

"Is that supposed to make me feel better?"

"Doesn't it?"

"No."

"I got another call," Bud said. "Call you Monday."

Mark hung up the phone wondering what he was going to do for the next three days. He could start heading to Regina and wait there for his next load, but there wouldn't be that much going on there either. He decided to stay where he was for the moment and just try and relax. The truck stop had a few amenities he could use like the laundry, a couple of showers, a store and a lounge. There was also a Tim Hortons next door and he thought that would be his first stop for a bite to eat.

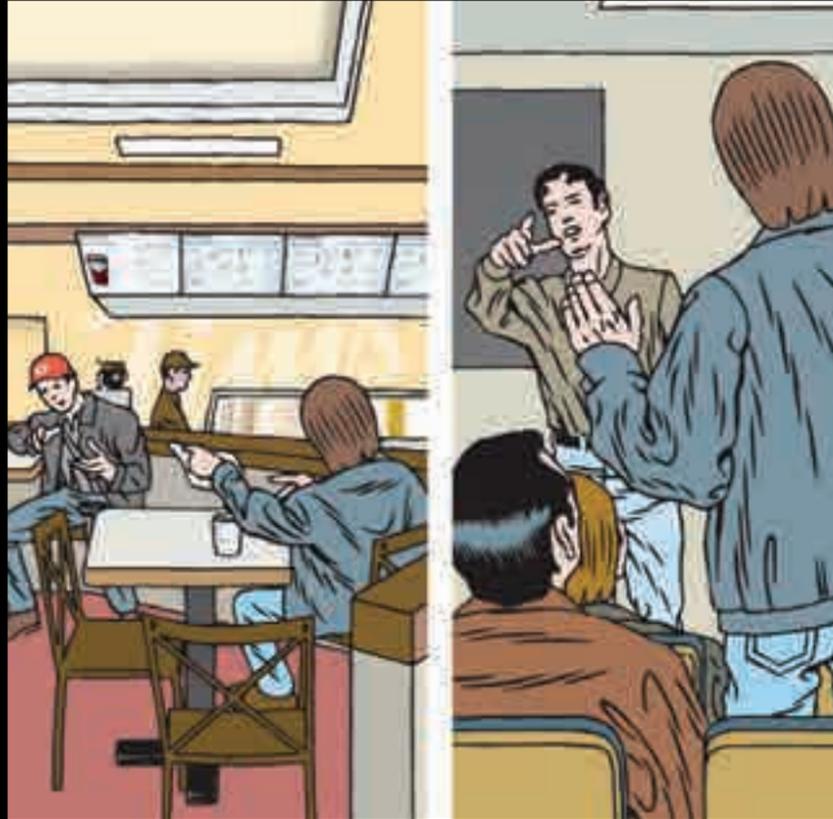
After ordering, Mark headed for an empty table that had a current copy of Moosimin's newspaper, *The World Spectator*, on it. It was a decent local newspaper with all the usual articles you'd expect from a small town like Moosimin. Some trucking company was buying two new tractors and someone was stepping down from the library board after 20 years of service. A proud couple had announced that their daughter had graduated law school in Winnipeg and would be articling the next six months in Saskatoon. But on the very next page was an ad that caught Mark's attention.

This weekend, the Rocanville Fairgrounds would play host to the Saskatchewan Southwest Regional Rodeo championships. And...they would be accepting entrants up until the start of the competition on Saturday morning. Mark checked his watch for today's date. That rodeo was this weekend.

"Excuse me," he said to the man sitting at the table next to him. He had to be a local, most likely a farmer, judging by the sun-faded Co-Op ball cap on his head. "How far is Rocanville from here?"

The man smiled, "It's just north of here, less than a half-an-hour drive time."

"That's great," Mark said.



Not his first rodeo

"Now what do you want to go up there for?"

Mark turned the newspaper around to show the man the ad.

"You aren't thinking of competing in that thing are you?" He looked him up and down. "City driver like you."

"What's that supposed to mean?"

The man shook his head. "No sense in trying," he said. "There's a driver round here name of Rob Goldrick." He touched his cap. "Drives for the Co-Op." Another shake of the head. "He's 10-time champion of the Southwest Regional. Won the whole darn province last year." Then a smile. "City driver like you wouldn't stand a chance."

Mark wasn't sure if the man was kidding with him or serious. He could understand that there was a certain amount of local pride that went along with these things and being from "somewhere else" Mark's entry into the rodeo could be looked as that of an outsider meddling where he didn't belong and quite frankly, wasn't wanted.

"Do you have to be from around here to enter?"

"No, not at all. But I imagine a city driver like you would probably have better things to do on the weekend than spend your money on an entry and waste a whole day out of your weekend."

Mark didn't know how to answer the man. He was used to small-town hospitality, not downright unfriendliness. Nevertheless he smiled at the man and said, "Thanks for the warning, but I think I'll enter just the same. It might be fun...and, you never know, maybe a dumb city driver like me might be able to learn something from these slick country plow-jockeys... I mean,

truck drivers."

The man said nothing, but glared at Mark with a pair of pitchfork eyes.

Outside, Mark walked purposefully back to Mother Load. "I'll show them what a city driver can do," he said under his breath. "Besides, I've been driving 20-plus years in all kinds of situations. How hard can one of these things be anyway?"

Although the entry table didn't open until 8 a.m., Mark was there at 7:30 waiting for someone to take his money and enter him in the rodeo.

"Wow, you're an eager beaver," said the woman who eventually showed up at 15 minutes to the hour.

She smiled at him and said, "You're not from around here, are you?"

Mark was amazed. How obvious was it that he didn't belong here? How much did he stick out from the rest of the drivers? "Why do you say that? Do I look that out of place?"

"No, it's not that. It's just that we get about ten entries a year and we've got room for more than 20. You being worried there wouldn't be a spot for you, kinda sets you apart."

"Sorry."

"No need to be sorry. Just relax, take your time and enjoy your day."

"Thanks, I will."

"Now, what division are you entering in?"

"Division?"

"Is that your truck over there?" she asked, pointing at Mother Load.

"Tandem-Tandem."

"Oh, okay."

At 9 a.m., the drivers gathered in a room in the fairgrounds rec hall for a meeting. The two main organizers went over the schedule for the day, letting drivers know that coffee and sandwiches would be arriving later in the morning and there would be an informal dinner after the awards were presented around five in the afternoon.

Then, after going over the rules, some of the drivers in the room were introduced. First up was 10-time champion Rob Goldrick. He stood up and gave the sort of confident wave that suggested he knew everyone in the room and where he stood in relation to every other driver there. They also introduced a man who the emcee said needed no introduction, Cyril Mitiuk. Mark turned his head and saw a slight wisp of a man slowly get to his feet. He was dressed in a faded pair of coveralls and when he waved, his boney right hand seemed to tremble from the effort.

They introduced a couple of other drivers and then came Mark's turn. The emcee said his name and then added, "He's from The City."

Where Mark was from, The City could mean all kinds of things, but in Saskatchewan, The City meant only one thing...Toronto. Mark looked around and waved nervously. Everyone in the room was staring at him like he was not from The City, but from Outer Space. And that's when the thought hit him: maybe a weekend in Regina wouldn't have been that bad. ●

Mark Dalton returns next month in Part 2.



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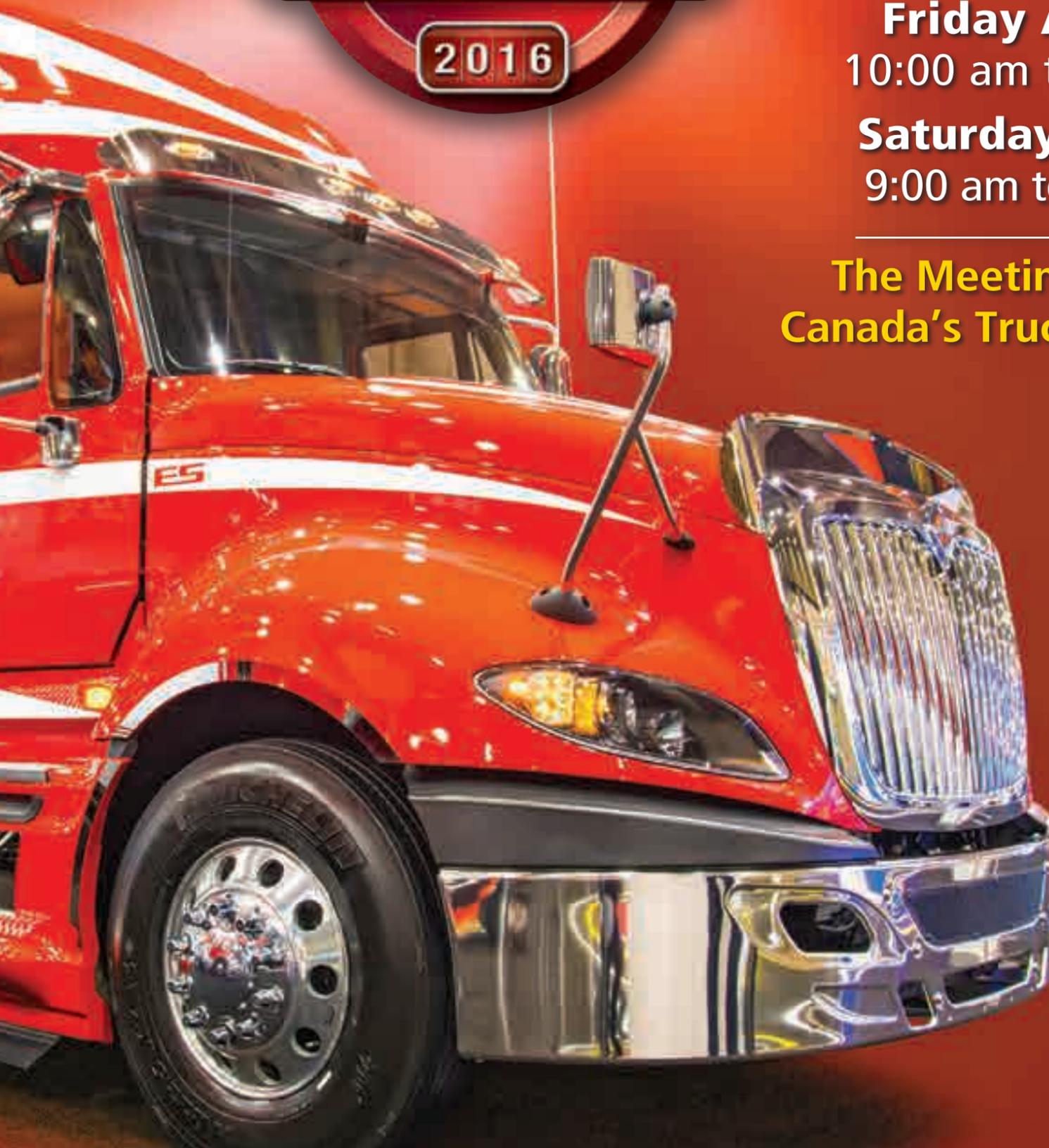
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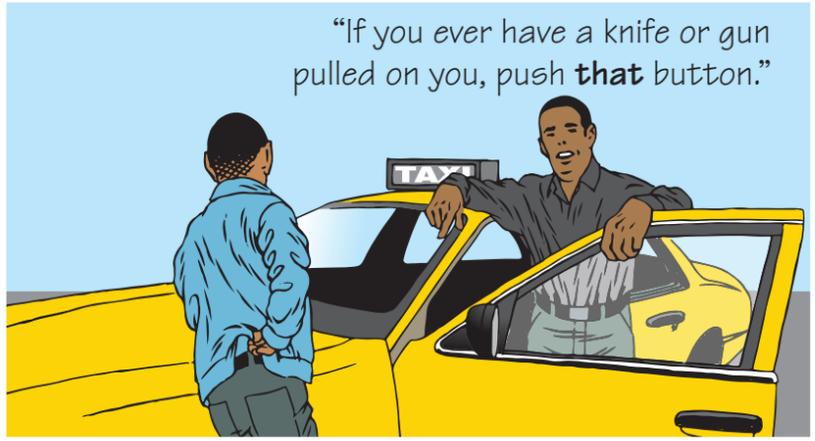
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The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic's brother-in-law stops by the truck yard in the taxi cab Vic would be driving for him and shows off the car.



"If you ever have a knife or gun pulled on you, push **that** button."

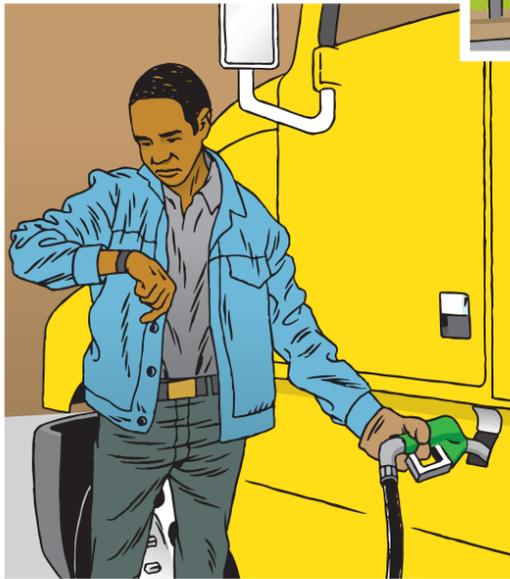
Vic has been thinking about driving a cab seriously for the past few days, but he wants to give truck driving another chance. He's got good loads to Winnipeg and back and wants to be ready in the morning. He checks the forecast that night and makes sure that he has his driving hours in before the bad weather comes. That night, around seven in the evening the Northern Ontario skies are beginning to turn dark just as Vic parks his truck in a truckstop lot. Then, as the skies open up and it begins to pour, Vic turns in for the night.



In the morning Vic goes on the CB radio and hears about a massive car pile-up about two hours down the road that was caused by the overnight storm. He opts for an alternate route suggested by a fellow trucker and is able to continue westward while other trucks are stuck behind the crash for hours.



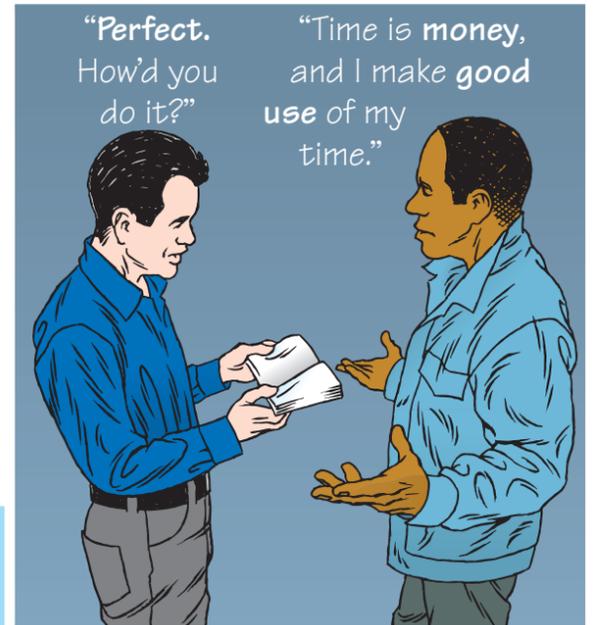
As he nears his destination in Winnipeg, Vic uses his cellphone to call ahead and find out if the receiving dock he's headed to is closed at all during the day. He learns that everything is shut down between 1 and 2 p.m. so he decides to use that hour to top up his fuel tanks and have his own lunch.



"I know Dalton said you were a **good** driver, but I didn't know you were **this** good."



When he reaches the yard an hour later, Bud is waiting for him. He has another load for Vic, but he wants to see his log book before he gives it to him.



"Perfect. How'd you do it?"

"Time is money, and I make **good** use of my time."

Bud is all smiles and gives Vic a load to Halifax with a return pick up in Montreal. He says, "I was going to give this to another guy but he's just a couple hours out of Winnipeg and this needs to be in Halifax in two days."

Just then, Vic's brother-in-law shows up. He's been waiting for Vic and wants to know, Yes or No, whether he's going to be driving a cab for him. "No," Vic says.

"I'll stick with driving truck. It's what I do **best**."



"I can do it," Vic says.

Illustration by Glenn McEvoy



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Bison promotes execs; Vik Gupta moves on; Trucking HR Canada loses Miller; and Meritor has a new Canadian field representative

Bison Transport has announced the promotion of several of its executives.

Don Streuber has been named executive chairman and CEO while **Rob Penner** steps up as president and chief operating officer.

Damiano Coniglio has been named vice-president, finance, and CFO of Bison Diversified, Bison Transport's parent company.

"Bison is experiencing solid growth across our network. We methodically add people, equipment, facilities and subsidiaries to Bison Diversified Inc., as each component shows that they produce sustainable value," said Penner. "These leadership changes signify our long-term commitment to satisfying our customers and creating opportunity for our people."

Trucking HR Canada's **Tamara Miller** is leaving her position, to pursue an opportunity with the Canada Mortgage and Housing Corp.

Kim MacLaren, who played a lead role in developing National Occupational Standards for the trucking industry's non-driving occupations, will assume her duties on an interim basis, the organization announced.

"Trucking HR Canada is a stronger organization thanks to Tamara's many contributions," said Trucking HR Canada CEO Angela Splinter. "She played key roles in developing our Top Fleet Employer program, National Occupational Standards, and many other

projects - drawing on her aptitude in HR, clear thinking, and natural ability to connect with people. The Canada Mortgage and Housing Corporation has gained a stellar individual."

Vikas Gupta has joined Pride Group Enterprises as its new senior vice-president for sales and operations.

Gupta previously served as a top sales associate for Arrow Truck Sales, where he won many awards and was a member of the company's President's Club. He joins Pride, which is involved in the sales, rental and leasing of new and used trucks and trailers as well as logistics and transportation.

"Vik has a proven track record, the respect of his colleagues in our industry, and most importantly, he understands how to build a team of sales professionals and be productive," said Sulakhan "Sam" Johal, CEO and president of Pride Group Enterprises.

Lewis Stern has been appointed the new director, field sales and service for Canada, Meritor announced.

Stern is based in Winnipeg and will lead six DriveForce district managers responsible for sales and service support for fleets, dealers and the OEM leadership in the Canadian region in his new position. He will work to identify new products that meet specialized fleet needs within different markets across Canada. Stern was recently the COO of the US-based Eastern Special Steel. ●



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TOTAL TRUCK DRIVING EXPERIENCE _____/yrs

OWNER OPERATOR? Manufacturer _____ Year/Model _____ Engine/Size _____

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Contact Person _____ Tel _____

CERTIFICATION / TRAINING:

Can you lift 50lbs? Yes No

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Name of Course Completed _____ Over-Size Loads

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Tandet Logistics: Embracing generation X/Y

Not all trucking companies are exactly comfortable hiring new young drivers who want a chance to make it in the industry. Tandet Logistics isn't one of those companies – it is investing in youth who are technologically advanced. Sonia Str-face spoke with Scott Tilley, co-president of the Tandet Group, to talk about his refreshing approach.

They say there's always one man behind the curtain. For the Tandet Group, that man is Scott Tilley and he's not really behind the curtain of the company, but he is pulling all the strings.

If you're in the trucking industry and you don't know who he is, you're in trouble. Tilley has been around the trucking game for 30 years and in that time has been heavily involved in the industry, helping shape what it is today and what it could become tomorrow; that's why he's much more centre stage than he is behind the scenes.

The Tandet Group is an investment company with a focus on the trucking sector. Tilley is co-president of the Tandet Group and president of the transportation sector of the company. Of the multitude of companies under the Tandet umbrella, Tandet Logistics is dedicated specifically to bulk logistics, delivering chemicals, liquid and dry bulk across the continent.

Tandet Logistics was founded back in 1992, after it transformed from the existing lease operation into a transport operation. It is one of the most decorated companies in the business, having won several awards over the years. It claims to be the first carrier in the country to design and use a self-loading dry tanker configuration, one of the first to accept and migrate to electronic logs, and was voted one of Canada's top 50 best managed companies three years in a row.

But what stands out the most with Tandet is its multi-generational staff, and Tilley is the man who helped build that.

For one reason or another, most young people just aren't interested in trucking. Tilley knows this fact, and unlike most of his counterparts, he has tried to battle it with what he called "a two-pronged attack."

"We, as an industry, are going through a renewal," he said. "A lot of people are coming into the business, and it's critical that we as an industry embrace that re-

generation – the youth – into the industry, teach them some of the values that have been generated over the last 30-40 years and beyond that, to engage them and get them involved in the business to the same degree that their predecessors were. We as an organization are embracing that philosophy, and renewing our team so that there is a mix of that seasoned experience and the full enthusiasm that will allow our company to continue to grow and develop."

Tilley said he is getting more young people working for him by looking outside of the existing trucking pool for talent.

"So what we're looking for, is people that have some better skills and insights into the use of technology," he said. "We're trying to find people that had an education outside of the trucking industry, and teach them the trucking industry, as opposed to individuals that have an education in the trucking industry and trying to teach them some higher-level skills around computer application and financials. So we're looking to teach into the industry as opposed to teach from the industry."

He added that this approach doesn't mean the company isn't recognizing that drivers can move on to become dispatchers and technicians or shop managers and so on, but that he is simply listening to the demands of the industry.

"The demands by customers and demands by regulators are that we become a little bit more adept at data management and electronic communication and electronic connection and all of those types of things, both on the trucks and in the back office and therefore we need those skill sets to get into the organization and into the industry," he said. "So we are very supportive of youth up through our techs and our trades – both drivers and technicians – and supporting youth in terms of back office management and data analysis."

However, to get young people into the industry as drivers, Tilley says he has to hire drivers who are much younger and much less experienced – a risk he has to take, that involves countless hours of training before these hires actually get on the road.

"We hire drivers younger than what is deemed to be the standard and put them into training roles where they are training and developing their skills," he said. "We are very sensitive to the difference between developing a driver and developing an operator. Our philosophy is to develop operators. To be an opera-



Scott Tilley

tor, you have to be able to drive and then you have to be able to load a tank and you have to be able to unload a tank. We prefer that our drivers learn to drive in strictly driving applications and then transition them into the operating philosophy. Once the driving skills become innate skills, where it's natural to them to drive, then they become operators."

Like many companies, Tandet is struggling with the driver shortage as it tries to expand.

"Our challenge is not in terms of replacing driving that leave the system, our challenge has been in terms of growing our base of drivers with a similar skill set and quality as what we've had in the past," he said. "We go through a lot of applications and a lot of drive tests before we put somebody on the road. Our drive is to put good, quality, safe people on the road."

But the shortage is something that Tilley fears is eclipsing other problems in the industry.

"The danger is that we focus so much on the driver shortage that we lose focus on some of the other challenges in the industry...and there's lots," he said. "That's the one that rises to the top because it's front and centre every day. The others are serious challenges as well, in terms of equipment and technology, and the skill sets required to manage that equipment in the next few years when you look at some of the things that are in the development pipeline. There's so much regulation and re-regulation throughout the industry and taxation levels...so there's a number of challenges that just sit a little bit lower than the driver issue and they're all significant issues that we need to pay

attention to. Drivers are really for today, and the other stuff is for tomorrow, and the danger is that we forget to manage tomorrow."

To combat the other problems, specifically the technology issue, Tilley said he has positioned his company to be very technologically advanced.

"I have a great IT team that positions us to be on the front end of things and take advantage of the technology that is in the marketplace that allows us to service customers and employees in such a way that they stay and customers ask us to do more business," he said.

It's evident that Tilley isn't just a good businessman, but that he's a leader. His wealth of knowledge seems endless, and it's just one of the reasons why he's the current Ontario Trucking Association (OTA) chairman.

"Being OTA chairman is an honour," he said. "I have been in the OTA for 20 years. Served on a variety of different committees, made some very good friendships and connection that have helped our business in terms of the ability to test ideas and the ability to see what others have done that are good ideas."

He said that the OTA has helped the industry and his business in many ways by dealing with government head-on. Though he claims being chairman hasn't helped his business directly, the benefit of being a part of the OTA as a whole has.

"The advantages don't come from being chairman, they come from being a member," he said. "I just get to do some things that are a little bit different...I wouldn't say that being chair is any different than being a member, I just have a gavel in my hand now." ●

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