

TRUCK NEWS

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Driving a truck that can drive itself

Truck News editor James Menzies gets certified to operate Daimler's autonomous truck

By James Menzies
 LAS VEGAS, NEVADA

"No one has ever passed our test." Not the words you want to hear when you're about to take that test. The speaker was Jim Martin, one of the few Daimler Trucks North America (DTNA) engineers certified to drive autonomous trucks in the state of Nevada and also licensed to provide certification to other CDL-holders.

But while his warning may have quickened the pulse of the handful of North American trucking journalists preparing to obtain the certification, myself included, Martin quickly added, "The reason for this is, this is our first time (giving the test)."

CDL-holders require special certification to operate autonomous trucks in the state of Nevada. The criteria

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Kenneth Layton (right) and wife Melissa decked out their Molson-Coors truck (and themselves) for Convoy for a Cure.

The power of pink

Convoy for a Cure paints the 401 pink to raise money and awareness for breast cancer research.

By James Menzies

WOODSTOCK, ONTARIO

A pinked-out convoy, some 65 trucks long, added colour to an otherwise drab October afternoon in southwestern Ontario Oct. 3, raising awareness about breast cancer.

Back at Convoy headquarters at the TA Travel Centre, stacks of cash and oversized cheques were being collected and presented. The biggest of these was a \$25,000 contribution from Cervus Equipment and its employees.

"This money was raised by all our employees and we basically matched what our employees were doing," Matt Preston, operations manager for Cervus Equipment and its 13 Ontario locations told *Truck News* at the event. "Our employees did payroll deductions and one-time deductions. It's a big cause for our group."

Among the convoy participants, the driver raising the most funds this year was Joanne Hayward, who raised \$5,795 and earned the honour of leading the convoy. The Top 10 driver fundraisers (listed on pg. 19) raised a total of \$21,784.85 between them.

Many in the convoy drove for someone special, who has been touched by this disease. They drove for those who've survived, those who've succumbed and even the 25,000 or so women (and men) who will be diagnosed with breast cancer in the coming year.

Awards were given for the Best Pinked Out Trucks. Winning the award in the men's category was Ryan Southern of Outer Limits Transport. Taking top honours among the women was Candy Bourgault, Locomote Transport.

Second place went to Kenneth Layton of Molson-Coors, third to Dawn Simpkins of Travelers Transport and fourth to Barb Taylor of Hyndman Transport.

The drivers were dressed as colourfully as their rigs. There were pink shirts, pink hair, pink slippers and pink tutus. The Best Pinked Out Team award went to Outer Limits Transport.

During the awards presentation that followed the convoy, organizer Joanne Mackenzie took time to recognize some of the volunteers who made the event possible.

Receiving Trucking for a Cure Commitment Awards for "excellence in fundraising and fostering a spirit of volunteerism" were: Stephanie Schroeder, Cervus Equipment; Gord Baird, Challenger Motor Freight; Laura Horner, Highland Transport; and Lynda Baker, TA Travel Center.

Due to the cold, blustery weather, the good sports at TA Travel Center invited organizers to take the post-Convoy presentations inside. This included a rock'n'roll show from Head On and a performance by Anne Finley. There's a very good chance this was the loudest rock show ever performed

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Editorial Comment

JAMES MENZIES



In a Technology & Maintenance Council panel discussion on after-treatment systems (ATS), OEM representatives offered a few tips on how to reduce aftertreatment-related repairs and downtime.

The reliability and servicing of aftertreatment systems continues to be an issue for fleets, as seen at TMC.

Here are a few quick take-aways from Kevin Otto of Cummins and Vic Meloche of Daimler, taken from their TMC panel discussion:

Don't ignore malfunction indicator lights: "In the past, you may have been able to get away with this, but not today," Otto warned. He said to attend to engine lights as soon as they appear.

Get the latest software updates: The OEMs are continuously updating the calibrations and software for their engines to address issues that have come up and to enhance performance. Get the updates installed as soon as they're available.

Use certified DEF: There is still

Six tips to reduce ATS-related issues

sub-par diesel exhaust fluid out there and it can lead to emissions system failures if it's not on spec'.

Try to facilitate effect DPF re-gens: Some duty cycles are just not conducive to proper DPF regenerations. A re-gen requires high heat and so lightly-loaded or high-idle duty cycles are not necessarily ideal. Try to get the truck out into heavily-loaded highway driving applications to facilitate proper re-gens if possible. I know - easier said than done.

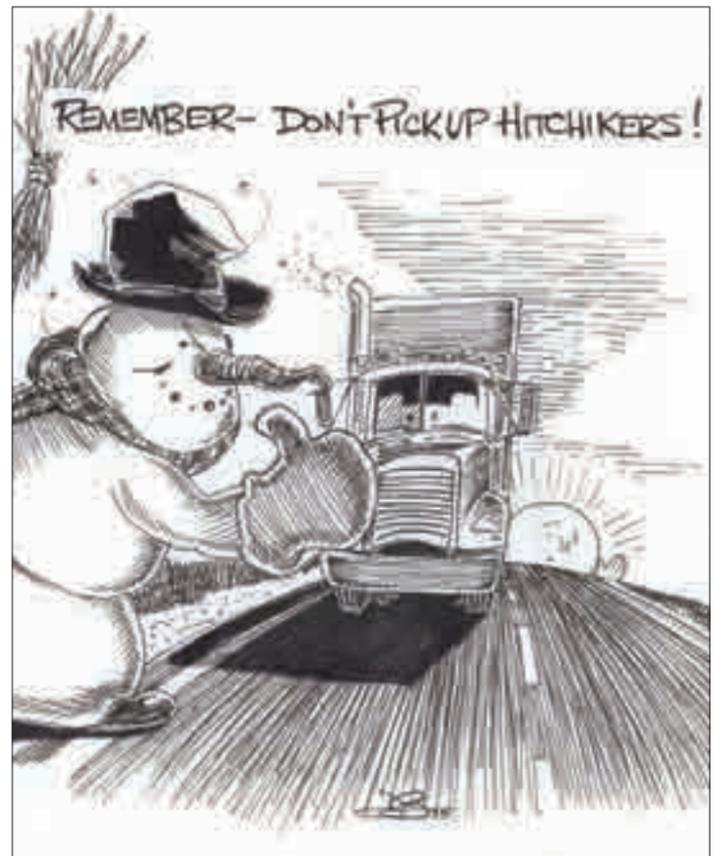
Make sure DPF is properly cleaned: There was some discussion as to which of the available cleaning methods is most effective. It really doesn't matter, said Meloche, as long as the filters is fully cleaned of ash. If it's not, the leftover ash will compete with soot for space within the filter, the cleaning interval will be shortened and the filter could be damaged.

Avoid winter front grille covers: Cummins' Otto said winter front grille covers can confuse the after-treatment system, leading to issues.

It's better to have a properly functioning cooling system than to use winter fronts, he suggested.

Here's an interesting note that came out of the discussion. In 2016, trucks will require soot detection sensors to measure the soot that's leaving the smokestack. This should help detect faulty emissions systems and clogged DPFs sooner than in the past, hopefully allowing fleets to service them before damage is incurred.

You can read more on this topic on pgs. 29-30 this month's issue. ●



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The view with Lou

LOU SMYRLIS



When less really is more

If you, like me, had a great Thanksgiving long weekend and returned to work feeling more refreshed because of it, take the next step and ask yourself this question: Why are three-day weekends the exception rather than the rule?

That may be a controversial question in an industry where 50- and 60-hour work weeks seem to have become the norm for many of those with desk jobs. (We usually focus on the long hours put in by drivers, neglecting to appreciate the hours put in by those working in the office). It's a controversial question in an industry where work hours have grown longer as staff sizes have become thinner. But it's a question worth asking.

Decades of research shows that those long hours spent behind the desk present a ticking time bomb for your heart. Recently, *The Lancet*, a highly respected medical publication, published a meta

analysis - essentially a study of studies - that examined the link between heart disease and overwork in more than 600,000 American, European, and Australian men and women. It found that employees working long hours - defined as 55 or more per week - had a 33% increased risk of stroke than people who worked less than 40 hours per week. The overworked employees also had a 13% greater risk of developing heart disease than their peers who worked fewer hours. Those working more than 55 hours per week also got less sleep and had a harder time falling asleep, and were less likely to wake up feeling refreshed, which, of course, further contributed to how tired they were feeling.

Overworked people, operating on lower energy levels, are also found to be less likely to properly read the emotional signals and cues given by their co-work-

ers. In other words, tired people are more likely to end up in office arguments.

Research shows that those working longer hours need more time to recover from their work than employees with workdays of normal length.

The first opposition to suggestions of a shorter work week is obvious: In an industry as fast-paced as trucking we can barely manage to get all that needs to get done in a five-day week, how could we possibly manage to do so in a four-day week? Yet the paradox is that a shorter work week actually increases employee output. And this is something we've known for about 200 years. In the 19th century, when factory owners were compelled to limit workdays to 10 and then eight hours, management was surprised to find that output actually increased and accidents decreased.

In 2009, Harvard Business School re-

searchers studied the impact on a group of employees from a busy Boston consulting firm who were asked to take a day off in the middle of the week - no checking e-mail, no checking in was allowed. The experiment went on for five months. The end result? The firm's clients reported an improvement in service from the teams who took the time off compared to the performance of the employees working their usual 50-plus hours per week. And you may be surprised to find - as I was - that three-day weekends are already becoming common in business. A recent report from the Families and Work Institute noted that 43% of the 1,051 American employers surveyed were already offering compressed workweeks to at least some of their employees. More research is required on the impact of a shorter work week but I wouldn't be surprised if it turns out that, as the Chinese proverb says, sometimes less is more. ●

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The US and its 'Goldilocks' economy: Not too hot, not too cold

US economy is the 'Best house in a bad neighbourhood': Kenny Vieth

By James Menzies

ORLANDO, FLORIDA

The US remains mired in a "Goldilocks economy" – not too hot and not too cold, but disappointing on the whole.

That was how Kenny Vieth, president and senior analyst with ACT Research, characterized the US economy when speaking at the Fall meeting of the Technology & Maintenance Council in late September. He said it has been growing at a pace of 2-2.5% and will likely continue to do so next year.

Canada's largest trading partner faces headwinds such as the strength of its dollar, which makes US-made goods less attractive in places such as Canada

and Mexico. The US economy remains stronger than most others, however.

"The US right now is the best house in a bad neighbourhood," Vieth said. "Two per cent growth is good stuff in today's world."

Vieth said the US isn't at risk of going into recession, citing the wide yield curve spread. Low oil prices have been detrimental to oilpatch exploration, but a benefit to the trucking industry, which is paying about US\$1.50 per gallon less for fuel than it did a year ago.

The trucking industry, said Vieth, is enjoying record profitability, which has translated into strong truck and trailer demand.

"It's not the freight that drives (equipment) demand," he said. "It's trucker productivity that drives demand. If truckers are making money, truckers are buying trucks."

He said publicly traded truckload carriers have seen profits surge 50% over the past couple years and they're taking advantage of increased cash flow to fund the purchase of new trucks and trailers.

While the American Trucking Associations' For-Hire Truck Tonnage Index is often cited as a barometer of economic health, Vieth said ACT Research prefers to look at loads, irrespective of weight, which accounts for the trend towards denser freight. While tonnage is up, loads have been flat this year, he said, and the addition of new trucks means capacity is coming online more quickly than demand.

Vieth said in a 2% GDP environment, about 13,000 trucks would have to be added each month to keep pace with

demand. However, June's orders totaled 20,000 units and in August there were 18,000 trucks ordered.

"There's a lot of capacity coming online in the last half of 2015, well above the rate of economically derived activity," Vieth said.

The trucking industry also saw capacity increased by about 2% when provisions of the 2013 hours-of-service rules requiring two overnight periods of rest within a reset period were suspended. This addition of capacity in the form of new trucks and the better utilization of existing trucks could explain why spot market rates have entered negative territory in recent months, compared to last year, Vieth said. Carrier surveys also suggest capacity is rising faster than freight availability.

Impending new regulations, however, could tighten capacity once again. Vieth said when an electronic logging device mandate comes to fruition, it could wipe out about 2-5% of today's capacity, since there are still carriers operating today that are only viable because they cheat on hours-of-service.

Fleets struggling to get the freight delivered under an ever-increasing regulatory burden create an opportunity for service providers and shops, Vieth said.

"Is your shop availing itself of the opportunities that exist to provide service to your customers proactively in order to help them maximize their revenue opportunities?" he asked. He said deploying mobile service trucks, offering on-site technicians and providing 24-hour service are among the ways service providers can differentiate themselves.

"The pressure on truckers to perform in an ever-tightening regulatory environment represents a great opportunity for those tasked with keeping vehicles in ready condition," he said. ●



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US tonnage declines in August

ARLINGTON, VIRGINIA

The American Trucking Associations For-Hire truck tonnage index declined 0.9% in August. According to the numbers, in August the index equaled 134.2, down from 135.3 in July. The all-time high of 135.8 was reached this past January.

Year-over-year, the index increased 2.1%, which was below the 4% gain in July. Year-to-date through August, compared with the same period last year, tonnage was up 3.3%.

"After such a robust July, it is not too surprising that tonnage took a breather in August," said ATA chief economist Bob Costello. "The dip after a strong gain goes with the up and down pattern we've seen this year."

Costello added a few factors hurt August's reading, including soft housing starts and falling factory output.

"As I said last month, I remain concerned 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," he said. ●

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ATA resists proposed labeling regulation

Requiring certification labels on trucks, trailers and dollies will add cost but do nothing to enhance safety, association claims

By James Menzies

ORLANDO, FLORIDA

Speaking to a packed house at the Technology & Maintenance Council's fall meeting in late September, Ted Scott, director of engineering with the American Trucking Associations (ATA), provided a regulatory update for members.

He said the topic of mandatory electronic stability systems would appear on the agenda for the final

time, with the US having passed a law that will require stability control on three-axle Class 8 trucks Aug. 1, 2017 with the remainder of Class 8 trucks to follow Aug. 1, 2019. The technology costs about US\$780 per tractor, Scott pointed out.

US regulators are now turning their attention to speed limiters and have issued a Notice of Proposed Rulemaking that has now been on US President Barack Obama's desk for more than 90 days.

"My sources are telling me there's just a lot of questions being asked regarding the proposed rule and it's just taking time for NHTSA and the FMC-SA to answer those questions," Scott said.

The ATA supports mandating speed limiters set at 65 mph.

One proposed rule it does not support is a requirement that all trucks, trailers and dollies carry certification labels confirming they meet all necessary safety requirements. The proposed rule would apply to US-domiciled carriers.

In the absence of a certification label, the carrier and its drivers would have to carry - and present upon demand - letters issued by the equipment manufacturers confirming the

“(Labeling proposal) a totally unnecessary, costly burden that has absolutely no value in safety.”

Ted Scott, ATA

equipment complies with all applicable standards.

"We are totally opposed to this rule," said Scott. "It's ironic to me that last year the FMCSA was touting the fact it saved the industry \$1.7 billion when eliminating the need for 'no defects noted' driver vehicle inspection reports; now, more than a year later, they're proposing a way to replace that savings with a totally unnecessary, costly burden that has absolutely no value in safety."

Another NPRM introduced this year concerns rear under-ride guards and reflective tape on straight trucks. An additional NPRM calling for stronger under-ride guards on trailers, which will mirror those already in place in Canada, is expected soon. Strengthening under-ride guards could cost the industry from \$421 to \$669 million but is expected to save five to seven lives per year, Scott said.

If passed, the requirements will affect new equipment only and would not require existing equipment to be retrofitted. ●

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Input on GHG Phase 2 regulations now under review

By James Menzies

ORLANDO, FLORIDA

Time has run out to comment on the joint EPA/NHTSA greenhouse gas Phase 2 regulations, which were proposed in June and set to go into effect on 2021 model year trucks.

The official comment period ended Oct. 1, and now the Environmental Protection Agency and National Highway Traffic Safety Administration will review input from stakeholders and make any necessary amendments to the regulation. The final rulemaking will be released in the second quarter of 2016.

The proposed rule calls for fuel economy improvements of: 4% from the engine; 8% from trailers; 24% for tractors; and 16% for vocational trucks, compared to a 2017 baseline. The improvements will be phased in between 2021 and 2027 model year trucks, with trailer improvements set to begin in 2018.

"The long lead time is extremely important to ensure reliability and durability," EPA representative Matt Spears told attendees at the Technology & Maintenance Council's fall meetings here.

He acknowledged the Phase 2 requirements are "more aggressive" than

the Phase 1 regulations, which were met using mostly off-the-shelf technologies already in widespread use. As with the previous round, truck manufacturers will choose which technologies to employ. They could include: engine, transmission and driveline improvements; weight reductions; engine start/stop technologies; low rolling resistance tires; aerodynamic devices; waste heat recovery; reduced friction within the engine; and improved emissions aftertreatment systems.

The cost of complying will likely add about 12% to the purchase price of a new highway truck, Spears acknowledged. Trailers and vocational trucks are likely to climb in price by 5%. However, Spears said model year 2027 tractors will deliver an ROI in their second year of use due to improved fuel economy, with vocational trucks delivering a payback in their sixth year.

"We see this as an opportunity to bring down the costs of transporting freight, benefiting business and consumers," Spears said, noting US\$170 billion in fuel savings is expected to be achieved over the life of the vehicles sold under the program. Spears also noted the Phase 2 standards will move the US ahead of Europe in terms

of emissions reductions from heavy vehicles.

Jason Johnson of Kenworth said, "There will be technologies on trucks we have not seen yet."

Charlie Fetz of Great Dane Trailers, said his company is still studying the regulation to determine how it will meet the requirements. Low rolling resistance tires, tire inflation systems, weight reductions and aerodynamic fairings are likely to be employed.

"Some people may be forced to buy things they don't want to, such as aerodynamic options or low rolling resistance tires," he said, noting items like tires and aero devices will be considered part of the trailer's emissions equipment and will have to be maintained.

In the early stages of the program, dry vans will need low rolling resistance tires and either skirts or trailer

tails to comply. By 2027, they'll likely need both side skirts and trailer tails and possibly even more, Fetz said.

Certain trailer types will receive exemptions or be excluded from the rule altogether. For example, tankers won't require trailer tails and log trailers and cattleliners won't have to comply at all. Rulemakers are still working to define heavy-haul for the purposes of the rule, so there could be some leeway afforded there, Fetz added.

The EPA's Spears also provided some clarity on how gliders will be affected by the new rules. He said gliders themselves won't be outlawed, but OEMs will have to install in them engines that meet current emissions standards. There's an exception for small businesses that sell only gliders; they'll be allowed to continue selling a limited number of gliders with pre-emissions engines. ●

Cost of trucking on the rise

ARLINGTON, VIRGINIA

The American Transportation Research Institute (ATRI) released the findings of its 2015 update to its *An Analysis of the Operational Costs of Trucking* report.

The research documents analyzes trucking costs from 2008-2014 providing motor carriers with a high level benchmarking tool, and government agencies with a baseline for future transportation infrastructure improvement analyses, ATRI said.

The organization found that the average marginal cost per mile in 2014 was \$1.70, an increase from \$1.68 found in 2013. As well, despite falling fuel prices, the rise in average operating costs in 2014 is thanks to an increase in equipment costs, as well as driver wage increases driven by the ongoing driver shortage and the need to retain the industry's most experienced professional drivers.

The report can be downloaded from www.ATRI-online.org. ●

THIS MONTH'S CROSSWORD PUZZLE

TN-149 Nov. 2015 © M. Jackson



Answers on page 57

Across

- 1 Nose-to-tail big-rig groups
- 5 Driver pairs
- 8 Heavy-duty '70s Kenworth
- 9 A pneumatic suspension (3,4)
- 10 Pneumatic-brake system reservoirs (3,5)
- 11 Truck dealer's "pre-owned"
- 13 Hwy 401/Hwy 25 Fifth Wheel site
- 14 "Dukes of Hazzard" wrecker driver
- 17 Super _____, Ford's HD pickup line
- 19 They're easy to open, hard to close (4,4)
- 22 License-plate producer, perhaps
- 23 Temporary traffic delay (3,2)
- 24 Extended truck-rental agreement
- 25 Suspension components

Down

- 1 CB-radio brand
- 2 Shifter selection
- 3 Owner/____ driver
- 4 Big-rig vertical exhausts
- 5 Canvas cargo cover, briefly
- 6 CB handle, you might say
- 7 Radar-gun target
- 12 '70s International Harvester conventional
- 13 Driver's pre-hiring exam
- 15 New-truck deal factor, perhaps (5,2)
- 16 Toll-takers' workplaces
- 18 Tot's sandbox-truck brand
- 20 Grip-enhancing tread slits
- 21 Drive or steer item

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SEE OUR AD PAGE 56



Dealing with mental illness in the workplace

By **Sonia Straface**
TRURO, NOVA SCOTIA

Keeping its promise to have more infor-

mative seminars throughout the year, the Private Motor Truck Council of Canada (PMTCC) held its first Atlantic educational seminar recently in Truro, N.S.

The council teamed up with the Trucking Human Resource Sector Council (THRSC) Atlantic to give attendees of the seminar a look into complex issues

facing the trucking industry today.

One of the topics covered in the seminar was how to properly - and legally - deal with employees who have a mental illness.

Kimberley Pochini, lawyer and head of the labour and employment team at Pat-



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terson Law Firm, spoke to guests at the seminar about understanding responsibilities as leaders when dealing with employees who have a mental health issue.

She explained that mental illness is a relevant and important topic because of the stigma that still surrounds it today.

"Everyone is pretty comfortable at accommodating physical issues and everybody understands that," she said. "And with most physical issues you've got something you can look to - like a doctor's note, X weeks to recovery, physiotherapy. However, unfortunately there is still a stigma around mental health and mental health issues."

She explained that mental health isn't widely understood and most employers fear approaching the topic with an employee because they don't want to cross any lines and ask too many questions that they believe could trigger or worsen the issue. She warned mistreating or mishandling employees with mental illness could be discriminatory - whether intentional or not - and puts employers at risk of a Human Rights complaint.

"In reality, most discrimination is not purposeful," Pochini said. "But (discrimination) is where you make a distinction, intentional or not, based on a characteristic."

Examples of this could be assuming an employee is not mentally tough enough for a position when you learn about his or her mental illness, and terminating his or her position or not promoting an employee because you assume he or she can't handle the stress, she said.

According to reports, Human Rights complaints are on the rise, said Pochini, because more employees are becoming aware of their rights thanks in part to the media coverage on this issue. There have

been many initiatives - including the Bell Let's Talk campaign - that work towards breaking down the stigma surrounding mental health issues and making it okay for those who are mentally ill to disclose it to their employer.

Mental illness can include an addiction to drugs, alcohol, gambling, depression or anxiety disorders, Pochini said, and there is a responsibility as an employer to accommodate such mental illnesses.

In the legal world, this is called duty to accommodate, which means employers must be flexible in working with employees with mental illness to meet the employee's needs and to meet the needs of the organization. Such accommodations can include working with the employee to find a work schedule that is manageable for him or her (ie., working only four days a week), getting time off for medical appointments, and holding an employee's position while they seek treatment. Pochini stressed that the accommodation must be based on the employee's needs and medical information.

She also said it should be flexible because of how mental illness symptoms can come and go.

"This accommodation has to be reasonable, it does not have to be perfect," she added.

Pochini recalled a time she received a call from an employer whose employee's mental state required her to work only four days a week, with a three-day break. Her employer agreed, and said she could accommodate that and let her work Tuesdays through Fridays. Her employee did not accept her offer and said she needed Friday through Sunday off. In this case, Pochini said, the employer is making her accommodation reasonable - she is still

giving her a three-day break to recuperate after four days of work.

This accommodation ends when the employer reaches the point of "undue hardship." Undue hardship, said Pochini is "in a nutshell, it's going to hurt your business first."

This means that through these accommodations, your business is suffering. To prove this in a court of law, employers must be able to show they have considered all available options and can no longer accommodate the employee's requests. Undue hardship is different in every case, making it hard to define explicitly, Pochini said.

If you, as an employer, receive a Human Rights complaint from an employee, the case could go to mediation or a tribunal, if the employee can prove that they have been treated unfairly and have been discriminated against. The complaint is investigated and the Human Rights commission decides whether it goes to conciliation or a tribunal. A tribunal involves an adjudicator who hears the matter like a court and then issues a written decision.

"In a hearing, the complainant has to show that it was more likely than not that he/she was discriminated against on the basis of his/her disability," explained Pochini. "It's not like criminal court where it's beyond a reasonable doubt."

From there, if the board finds that the employer knew or ought to have known of the disability, the burden then shifts to the employer to prove undue hardship.

"If an employee never tells you, has no performance issues - or if they do and they never tell you about a functional limitation they have - if you have no way of knowing about the mental illness, then you cannot be found that you have

discriminated against someone on the basis of his/her disability," said Pochini. "It's what you ought to have known. So if you've had an employee for 10 years and everything was ticking along nicely, and all of a sudden (his/her) performance starts to suffer, and he or she is missing a lot of work or crying at his or her desk...then you ought to have known. You can't rely on them not telling you... All the investigation has to show is that everyone else knew about the problem, except the boss."

Employers can successfully defend the case if they prove they accommodated the employee to the point of undue hardship, said Pochini. Employers also have the right to receive medical information, which speaks to the impact of the illness on the employee's ability to work, though the employee must consent to allow access to medical information, she added.

The law surrounding Human Rights complaints is tricky and can get messy if they are mishandled. Often, said Pochini, when an employer gets a Human Rights complaint they go on the defensive, stating poor work performance as the reason for termination.

Pochini warned attendees this is not the way to handle a complaint as your responses are on the record once you receive notice of the complaint, on the phone or otherwise. Instead, she advises employers to seek professional help immediately and gather all necessary documents to prove you accommodated your employee as best you could - to the point that your business suffered.

Employment lawyers, the Canadian Centre for Occupational Health and Safety and Mental Health Works are all great resources to consider if you're put in this sort of situation, Pochini said. ●

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Power lift

Moving a huge transformer to northern Quebec required lots of planning, heavy equipment

By **Carroll McCormick**

CHISASIBI, QUEBEC

By road, then barge, then road again, a half-million pound transformer reaches its new home at a remote Hydro Quebec outpost after a nearly one-month journey.

This August, after months of planning, Watson Transport's Jack and Slide Team eased a massive transformer onto a Goldhofer hydraulic modular trailer for the first short leg of a long journey into Canada's north.

The trip began at Hydro Quebec's Varennes Research and Testing Laboratories (IREQ), a huge black building not far from the junction of the A-30 and A-20 east of Montreal. The transformer measured 18 feet, 11 inches high, 32 feet, 10 inches long, 16 feet wide and weighed 531,335 lbs.

The trailer itself weighed 170,415 lbs, was 73 feet 10 inches long and had 16 hydraulic axles capable of steering movement of plus or minus 60 degrees.

With two Mack tractors attached, one to push and one to pull, the entire package, from the rear-most axle of the pusher Mack to the front axle of the puller Mack, measured 159 feet long.

"The biggest challenge is to coordinate all people involved: permit office, power line owner, etc.," says François Prince, technical specialist and estimator for Watson. It took a team of 12 to do the move, including a pusher driver, puller driver, trailer operator, supervisor, four pilot car drivers, one mechanical technician and a flatbed driver.

For the first, short leg of the trip, the Mack tractors, each with 500-hp Cat engines, moved the transformer eight kilometres, at speeds reaching 30 km/h, to a boat launch area in the community park in Varennes. The load reached the park in seven hours, over the course of one night. Watson took Hwys. 229 and 132, as they were the only roads on which the culverts and bridges could handle the weight of the trailer and transformer.

There were no overhead obstacles such as bridges to interfere with the load, but two high-voltage power lines had to be taken down, and some smaller power lines needed to be lifted with bucket truck, according to Prince.

Waiting at the shore was the barge *Kaligak*, owned by Nunasiavut Marine, and operated by McKeil Marine. There are no docking facilities for such a ship at the community park, so Watson used 50-ft. ramps to move the transformer onto the barge.

The Mack tractors and the trailer stayed behind.

The barge and its load headed down the St. Lawrence River, up the coast of Labrador, west across the top of Quebec, and south across Hudson Bay to its unloading point in the village of Chisasibi on the eastern shore of James Bay. The marine leg of the move took 24 days.

Awaiting the transformer in Chisasibi was the Jack and Slide Team, Goldhofer trailer and two Mack tractors, which had travelled overland to Chisasibi.

The Watson Transport team un-

loaded the transformer off the barge and onto the trailer. Along roads that were 75% unpaved, Watson moved the transformer 650 kilometres to Hydro Quebec's Alanel outpost in the James Bay territory. This road trip took six days.

No bridges needed to be strengthened. However, says Prince, "Five culverts needed to be jumped using a 50-ft. bridge jumper."

After delivering the transformer, which will serve as a spare at the Alanel outpost, the Jack and Slide Team loaded its hardware onto a convoy of 10 flatbed, removable gooseneck and step deck trailers and headed home. ●



Two Mack trucks and a specialized trailer were required to move an oversized transformer to northern Quebec.

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PMTC to talk medical marijuana in trucking

OAKVILLE, ONTARIO

Time is running out to register for the Private Motor Truck Council of Canada's (PMTC) seminar on Oct. 22 on medical marijuana and the workplace.

The seminar will be led by a well-known physician, Dr. Barry Kurtzer of DriverCheck, and aims to help employers address the complex workplace problem created by the country's evolving medical marijuana industry.

Dr. Kurtzer has more than 30 years of experience providing occupational health programs to employers.

After the seminar, three notable private fleet managers will participate in a roundtable discussion about other industry challenges they are facing and best practices they are employing.

"Both of these sessions will deliver valuable information to any business involved in private trucking," says Mike Millian, PMTC president.

"Our members are well known for their frank and open observations about the state of the industry, and for sharing the best practices that they successfully employ every day."

To register for the session that will run Oct. 22 from 1-3 p.m. (roundtable 3:15 p.m.- 4 p.m.) in Mississauga, Ont., e-mail Vanessa Cox at info@pmtc.ca or phone 905-827-0587. The venue will be provided when registration is received, organizers say.

The session is \$25 for PMTC members and \$100 for non-PMTC members.

The organization says \$25 from each registration will be directed towards the PMTC Young Leaders Program. ●

Toronto container haulers sign "unprecedented" deal to end strike

BRAMPTON, ONTARIO

Truckers represented by the Container Trucking Association of Ontario (CTAO) returned to work in mid-September, after signing an "unprecedented" deal with the industry, the group announced. The deal was signed at 6:30 p.m. Sept. 16, following a nine-day strike.

The CTAO said the new deal "includes a fair percentage increase in rates for the first time in over a decade and is unprecedented in the North American container trucking industry."

The agreement also addresses wait times at terminals, the group claims.

"Both parties came together in good faith and we thank the CEOs who have signed today, we applaud your leadership, courage and cooperation," said Patrick Rhodin, CTAO president. ●

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How to stay out of trouble with the MTO

“Your life’s stress-free if you follow the rules,” – Mark Bonner, MTO

By James Menzies

MISSISSAUGA, ONTARIO

A record-breaking crowd attended this year’s annual meeting of the Ontario Fleet Safety Council, and those who did may be less likely to get into trouble with the Ministry of Transportation (MTO), thanks in part to a presentation by MTO transportation enforcement officer Mark Bonner.

He shared tips from enforcement’s front lines on how to comply with Ontario’s commercial vehicle regulations and stay safe. For starters, when you’re approaching an MTO scale and the lights are on, don’t slow to a crawl in hopes the lights go off, Bonner warned.

“I have this fancy monitor with a swivel stick and zoom. Guess who I’m

going to inspect if you are bogging down traffic and driving slowly,” Bonner said. “There’s something wrong with this truck (that slowed down) is what I’m thinking.”

The MTO also has ways of identi-

fyers will make a show of their frustration when they’re instructed to report for further inspection, putting others at risk. Bonner reminded carriers to regularly check their drivers’ licences to ensure they’re valid. Trucks can

“The drivers are always very cooperative... But a surprising amount of drivers don’t know their equipment.”

Mark Bonner, MTO transportation enforcement officer

fying trucks that are bypassing the scales, he added.

Another way to get in trouble is to drive aggressively once you’ve been flagged for inspection. Some driv-

ers will be impounded if the driver has had a suspended licence for more than 100 days, so annual abstract checks won’t necessarily suffice.

“I recommend you get abstracts ev-

ery 90 days and check to make sure the driver’s not suspended before you give them your keys,” Bonner advised.

Drivers are required to assist enforcement officers with an inspection of their vehicles, and most are willing to do so, but not all of them know how, Bonner said.

“The drivers are always very cooperative. They will open the hood, beep the horn. But a surprising amount of drivers don’t know their equipment,” he said. For instance, they may not know how to lower an axle.

“If I’m crawling underneath the truck, I don’t want them to figure out how to put the axle down while I’m underneath,” Bonner said.

He also urged drivers who aren’t familiar with their equipment to ask their employers and to get to know it.

When hauling dangerous goods, Bonner said common issues involve missing or faded placards, or placards that aren’t placed square on point.

“If there’s an accident, depending on the nature of the goods, are we closing one lane of highway or two lanes of highway? Or are we evacuating a neighbourhood? Unfortunately, the driver is not always available at that time after the accident to let us know what’s in there,” Bonner explained.

Documentation is another common source of problems. Some drivers have old or multiple certificates, permit binders that are a mess or no binder at all – just loose documentation.

Some drivers fail to update their licence when necessary. If you’ve had laser eye surgery and no longer require glasses when driving, Bonner said it’s important to get your licence updated or you’ll be in violation if not wearing glasses.

When it comes to hours-of-service, common violations include not updating logs to the last change of duty cycle, illegible logs (“Use a ruler!” Bonner stressed), failure to carry the previous month’s logs when required and drivers who normally run local but have made a single trip outside the 160-km radius without filing the required logs.

Bonner stressed that fudging logbooks is a fool’s game.

“Your life’s stress-free if you follow the rules and you don’t get that far ahead if you play with the logbook,” he said. “You really don’t, and you put a lot of stress on yourself (by fudging them).”

Bonner said he’s a big fan of electronic logs. He prefers the systems that allow the driver to scroll through his or her own logs.

He also shed light on Ontario’s laws regarding handheld communications devices. Two-way radios, including handheld CB radios and push-to-talk devices, are allowed until Jan. 1, 2018, as long as they do not allow users to transmit and receive information at the same time. Bonner also reminded fleets to pay attention to tires, especially with winter approaching.

“Winter’s coming,” he said. “Check your tires. I’ll be checking tires.”

Drivers should be sure to record any defects discovered during their trip inspections.

“Encourage your people to fill things out that they find,” Bonner suggested. “Because they found something on the truck, there’s an inherent fear to document it. Make sure you fill it out. It helps your employees become familiar with their equipment as well and if they’re familiar with their equipment, it helps them find things before it gets to me.”

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Humber College's Transportation Training Centre celebrated 25 years by hosting a career fair for those interested in getting a job in trucking.

Humber training school turns 25

By **Sonia Straface**

TORONTO, ONTARIO

Humber College's Transportation Training Centre turned 25 in October and the school celebrated by doing what they do best – connecting students and employers to keep the transportation industry moving. On Oct. 3, Humber hosted a career fair that saw 20 of its employer partners (who offer jobs to students who graduate from the program) speak to dozens of students who attended and the public about career opportunities within the transportation industry.

There was also a free BBQ lunch for attendees and a raffle for various prize packs.

“Often the employer partners you see here today, will make offers of employment to our students prior to graduation, so they’ll make conditional offers,” explained Karen Tavener, director of education and training. “Because if you speak to the employers here, they will tell you there are distinct differences between students who apply from other training schools and students that Humber produces. And that’s really how we’ve survived in this industry for 25 years. In my opinion we have the best training school in the world. We have 2015 tractors and 2016 trailers. And the trainers are all highly certified and highly qualified for what they do.”

To promote the program even further, Humber raffled off two courses for patrons who attended the anniversary and career fair. One for a free truck course (valued at \$1,500) and one for a free motorcycle course (valued at \$555).

Rick Mikula, program liaison officer at Humber said he hoped the day brought employers and people who are looking for a career change together.

“Today is a way for employers to reach out to our graduates and our graduates to reach out to them and hopefully we’re making positive connections,” he said. “My hope is that our employer partners find drivers to fill the truck seats and our graduates find a new employer to work for and Humber finds new people to train to keep the cycle going. That’s why these sorts of things are open to the general public. We want people to come by and find out what a rewarding career you can have in the trucking industry. There’s some stigmas attached to trucking and they go back a long, long way but that has changed and the industry is very professional now.”

The president and CEO of Humber, Dr. Chris Whittaker, also attended the milestone event and congratulated the program for its success.

“I hope we continue and have another 25 years of meeting the needs of the transportation sector,” he said. “We know

the economy had tough times for the last number of years, and it’s good we’re seeing some signs of revival but the transportation sector is absolutely vital to the economy.”

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Ontario driver a finalist in North America-wide trucking contest

Sonia Straface

HAGERSVILLE, ONTARIO

A Canadian rookie driver represented two minorities in trucking when she attended the Great American Trucking Show in August. First, at the age of 21, she was a young driver, and second she was a woman.

Chantelle Bomberry, a driver with Contrans, attended the show - her first truck show ever - as a finalist for the 2015 Mike O'Connell Memorial Trucking's Top Rookie Contest. The contest, according to a press release, is to increase pride and professionalism among new drivers and to promote truck driving as a career choice during the shortage. The annual contest is reserved for drivers who have been driving professionally for less than one year. Employers and driving schools submit their nominations for who they believe to be the most deserving new driver, and then judges at GATS pick a winner based on the rookie's safety performance and customer service efforts they've demonstrated so far in their young career.

Bomberry got started driving for Contrans in January 2015 after completing driving school. She told *Truck News* that Contrans nominated her for the award and that she was humbled by the whole experience and definitely did not expect to be a finalist.

"I didn't really ever think about that sort of opportunity," she said. "I guess hard work does pay off."

She said her first truck show experience was a good one, and she especially liked meeting the other finalists.

"It was my first truck show I had ever been to," she said. "A lot of the guys that were also nominated had some really unique experiences as well. They had been through a lot. It was kind of cool to see what other jobs they had. We were all drivers, but everyone does something a little bit different, so that was neat to hear about."

Unfortunately, Bomberry was not the winner of the contest, but she did take home some prizes. Namely \$1,000 in cash and a GPS system. And for being the only female finalist, she also got a year-long membership in the Women in Trucking Association.

Bomberry said she got interested in the career after buying her first standard car in May 2014 and working at a restaurant.

"Last May I got my first car and it was a standard and I was just learning how to shift and I kind of wanted to try a little more," she said. "I worked at a restaurant where there was a lot of trucks going by and I was kind of looking at them all the time and I thought to myself, I kind of want to try that."

Today, Bomberry is a local driver for Contrans out of its Hagersville terminal and she says she couldn't be more excited about her career choice.

"I would definitely recommend driving as a career, especially if you're up for a challenge," she said. "The only thing is, it does take a lot of time out of your day. My favourite part about it by



Contrans driver Chantelle Bomberry was a finalist in a contest for professional drivers. She earned \$1,000 at the Great American Trucking Show.

far is the people that you get to meet. You get to meet all kinds of people and you have co-workers all over the place, so it's kind of cool that way. I also like the different challenges it brings, like different roads I have to travel on and the different places I get to travel to."

"We are very proud of everything

that Chantelle has accomplished and are delighted to have her as a part of the Contrans Team," said Contrans of Bomberry's accomplishments.

The winner of the Mike O'Connell Memorial Trucking's Top Rookie award is given a \$10,000 cheque and prize pack. ●



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LEASING AND TRADE-INS



Top, Cervus Equipment presents a cheque for \$25,000, much of which was raised by employees. Bottom left, the band Head On performs. Bottom right, some of the 65 trucks that took part in the convoy.

Convoy for a Cure turns heads

Continued from page 1

in a truck stop.

Mackenzie said this year's event was a huge success. While the number of trucks was down by about 15, to 65, she noted a second convoy was added earlier this year in Prescott, Ont. and about 15 Eastern Ontario-based drivers were diverted to that one. It raised about \$20,000 on its own, with 43 trucks participating.

Leigh Jasmine, director, community development with the Canadian Breast Cancer Foundation, thanked everyone who took part.

"I just want to say thank you so much to everyone for being here," she said. "Your commitment to this event, and to Joanne, for her passion for this event, is amazing. At the Foundation, we are overwhelmed by her and by all of you here today. On behalf of the Foundation, I'd like to thank you so much for your support. Thank you for creating a future without breast can-

cer." At press time, the total amount raised was still being counted. ●

Top 10 fundraisers:

1. Joanne Hayward - \$5,795 (Hayward Transport)
2. Gord Baird - \$5,168.50 (Pops & Ruby's)
3. Stephanie Schroeder - \$3,325 (Cervus Equipment)
4. Shawn Colley - \$2,630 (LmW Transport)
5. Donna Jensen - \$1,175 (Travelers Transportation Services)
6. Hayley MacKay - \$1,135 (Luckhart Transport)
7. Barb Taylor - \$1,066 (Hyndman transport)
8. Ryan Southern - \$600 (Outer limits Transport)
9. Kenneth Layton - \$445 (Molson-Coors)
10. Joe Grady - \$445 (Challenger Transport) ●

Husky Energy, Imperial Oil to combine truck fuel networks

CALGARY, ALBERTA

Husky Energy and Imperial Oil are joining their truck transport fuel networks in a move they say will enhance competitiveness and better serve trucking customers across Canada.

Husky will manage the combined network of about 160 Esso-branded truck transport locations, the companies announced.

The agreement will create a single truck transport fuel network, which will benefit from its increased scale.

"The larger national network will better serve Canadian commercial and truck transport customers," Hus-

ky announced in a release.

As part of the agreement, Imperial Oil will convert its Esso truck transport fuel business to a branded wholesaler model. Husky will manage all dealer relationships and ongoing network growth as an Esso-branded wholesaler in the truck transport fuel segment.

Imperial will supply fuel to the consolidated network and continue to invest in marketing programs that support the network.

Husky will convert its commercial cardlocks, co-located Travel Centres and a number of retail services stations to the Esso brand. ●

Roadcheck OOS rates at all-time low

The Commercial Vehicle Safety Alliance has released the 2015 International Roadcheck results, which indicated that out-of-service rates for Level 1 Inspections were the lowest on record.

According to the CVSA, of the 69,472 total inspections (that took place from June 2-4) 44,989 were North American Standard Level 1 Inspections, which is the most thorough roadside inspection. Of those inspections, inspectors found 1,623 or 3.6% of drivers and 9,732 or 21.6% of vehicles with out-of-service (OOS) violations. Those numbers represent the lowest rates for which CVSA has data, dating back to 1991.

Level 1 inspections consist of a 37-step procedure where a driver's record of duty status and safety of the vehicle are examined. Drivers have to provide items like their licence, medical card and hours-of-service documentation. The vehicle is checked for braking system, cargo securement, and exhaust system among other things.

This year, International Roadcheck placed a special emphasis on cargo securement. The CVSA highlighted cargo safety as a reminder to drivers and carriers. According to the data, inspectors issued 2,439 violations for load securement. The leading load securement violations, by number of violations issued,



were: failure to prevent shifting/loss of load; failure to secure truck equipment (tarps, dunnage, doors, tailgates, spare tires); damaged tie downs (typically unacceptable wear on chain or cuts and tears on web straps); insufficient tie downs; and loose tie downs.

In addition, of all inspections that included vehicles only 17.5% were placed out-of-service (18.7% were out-of-service in 2014). Of all Level 1 inspections, 78.4% of vehicles had no OOS violations, and 21.6% were placed out-of-service (23.0% were out-of-service in 2014). As well, 98.5% of drivers carrying hazardous material had no OOS violations, and 1.5% were placed out-of-service (3% were out-of-service in 2014), while 98.1% of drivers had no OOS violations, and 1.9% were placed out-of-service (3.9% were placed out-of-service in 2014). In total, there were 69,472 truck and bus inspections during Roadcheck this year. ●

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PRIDE IN YOUR RIDE

Truckers Drive for Dough, Shine for Show

BY HARRY RUDOLFS

What is truckers' pride all about? It's about driving a great looking truck and wanting to show it off a bit. It's about spending hours washing, polishing and buffing your unit after putting in a long week and then skid-addling off to a weekend truck show. And it's about a community of fellow drivers, friends and families who you'll see when you get there.

These trucks are pampered and get special attention. Trucks with pizzazz, bling I guess you'd call it – personal effects and modifications that make a truck as unique as the hardworking individuals who drive them. These men and women love their trucks, their jobs, their lifestyles. For them, the close connection between man and machine is physical: they feel every pothole, every vibration, every shift, every mile. After all, as these drivers will attest, it's the ride that makes it all happen.

For Cliff King of Brechin, Ont., customizing a truck means more than just being proud. He wants to convey his vision of what a fully-loaded, long distance rig should look like. "I want people to get my version of myself and my truck. From front to back, I want the lines and lighting to be clean and smooth so everything falls into place."

The 59-year-old is the owner and sole driver for Castle Rock Transportation and he's been transforming trucks since 1994. His latest project, a 2014 Peterbilt 386 model, is his most avant garde creation yet. "I used to run four trucks, but at one point I decided I might as well have the biggest baddest truck on the block."

Understated opulence is how I would describe it; accessorized to the hilt, plenty of features, but not garish. If you were to pass Cliff on an interstate in Montana or at a Pilot truck stop somewhere, you might just think that's a nicely appointed long-haul truck. But you wouldn't know that the 120-inch sleeper has all the accoutrements and technology of a modern Vancouver condominium: full shower and bathroom, giant drop-down television screens (two of them, plus one more for the outside entertainment unit), complete kitchen including convectional microwave, fridge and stove, hot and cold water tanks, soft water treatment system, and a solar panel to boot.

Needless to say the production pro-

cess has been expensive and time consuming. For the last 18 months, the truck has been in and out of several fabricating and custom shops in both the US and Canada. I talked to Cliff at the Fergus Truck Show where he'd just returned from the Mid-America Truck Show and picked up the Most Technologically Advanced Cab Award. "There's nothing that hasn't been customized or adapted in some way or other."

The paint scheme, "buckskin," is actually a standard Peterbilt code that rarely, if ever gets ordered. But the tan shade suits King's theme, and is matched with an identically done-up 2006 Wabash 53-foot trailer owned by Verge Furniture Logistics (King's steady customer and sponsor). At night the combination displays subtle, yellow underglow lights, and the trim edges are highlighted with complementary amber panel lighting.

It takes Cliff about two-and-a-half hours to wax and polish his truck using a hand mitt and brush. But make no mistake, this is a working truck that runs two or three trips per month between Ontario and California. That's a Paccar MX 500-horsepower engine under the hood, and the whole deal sits a 265-inch wheelbase. The front axle is spec'd a little bit heavier at 13,200 lbs to accommodate the extra features.

"You've got to have something to be passionate about," adds Cliff. "This is probably my last truck and I can't think of anything else I want to change or add."

"I love everything about this truck," says Rick Sharp, referring to his '99 Kenworth T900 wrecker. "You get in this truck, it feels like home."

Rick drives for Active Towing out of Kitchener, Ont., and has a kind of symbiosis with his KW. "I know this truck inside out. I know what it can and can't do – and there's not much it can't do." The horses, 525 of them, are supplied by a Cat engine which is mated with an 18-speed Fuller transmission. "It can lift up to 45 tonnes out of a ditch. There's just under a million miles on the odometer, but she pulls loaded transport trucks off the road like nothing," he says. "I've had customers sitting beside me that couldn't believe I was hooked up and pulling their truck."

To make the unit his own, Rick has contributed a few personal touches. "Tinted windows, the visor and I've

added a few lights. I conned the boss into adding some pin-striping. I think it looks good with the red roof."

Clearly, Rick loves his job as much as his truck. "I like helping people. I could find a big truck straddling all the lanes and flipped over on its side. And there's more involved than just hooking up. You might have to remove an axle or driveshaft. It can take me over an hour to hook up to a truck."

"You never know what you're getting into or where you're going. I could get a call at 2 a.m. telling me one of our customers has a truck broken down in Nashville, Tennessee, and I'd be out the door and on the road by 2:15. In fact, that actually happened."

Rick admits he sometimes thinks it would be nice to have a new truck, but he's extremely happy with this ride. "It runs perfect," he says. "It's set up exactly the way I like it."

Rick thinks that the classic lines of the Kenworth tell you all you need to know. Not too flashy, all muscle, it looks like it's ready to go to work. "I get a lot of compliments from other tow truck drivers. This truck is my best friend. It's allowed me to travel and see a lot of Canada and the States, and it makes money for me."

Ryan Southern's truck is a mint 2015 389 model Peterbilt owned by Outer Limits Transportation of Petersberg, Ont. He's had the tractor one year and put 153,000 kms on the dial. "We've added a lot to the truck, chrome inside and the chops outside, and the pin striping. I bought the visor and the underglow lights."

This is a fully-loaded Pete from the aluminum moose whacker to the rear mud flaps, lots of gleaming chrome and stainless. "I've got everything in there, fridge, microwave, TV, Playstation 3, everything. It's a real man cave. If the wife's mad at me and tells me to sleep in the truck I don't mind so much," he says.

"Seriously, to be good at this business you've got to have a good ride beneath you and a supporting family, and I've got both. Your ride is important because you don't want downtime. If you're not turning you're not earning."

Outer Limits specializes in deck and float work and he likes the variety of assignments he comes across. "One day I might be taking a D6 up to Timmins or somewhere, or be delivering a random piece of equipment to a mine up north. Other weeks, I might be home



Mike Reinders of Doyle Transport shines his International LoneStar.



A look inside Cliff King's Peterbilt.



Rick Sharp, Active Towing.

every other night."

The 38-year-old Cambridge, Ont., resident grew up with trucks. "My dad was with J. M Schneider for 29 years. "Snagglepuss", was his handle. I started going along with him when I was 17 and got my A/Z licence as soon as I turned 19."

Ryan (whose CB handle is "Cheech") and his family spend some of their summer weekends on the Show'n'Shine circuit. This year they were covering Clifford, Shannonville, St. Thomas and Fergus. He sees himself as part of a wider community of brothers and sisters on the road, and has his own Facebook group: 'Last of the Dying Breed'.

"I'm trying to keep a little of the old school in a new school profession. You hear terrible stories about trucks getting in accidents but you don't hear about trucks like this getting in accidents."

Ryan remembers helping his father clean his truck when he was a boy, and he was pleasantly surprised to see his teenage daughter up early and dusting off the truck at the Clifford Truck Show

earlier this year. "I don't know if she'll be interested in driving one day. But she sure likes trucks."

"I want to be the guy at the scales who always gets the green light," says Mike Reinders, explaining why he keeps his 2013 LoneStar so shiny. An owner/operator with Doyle Transport of Guelph, Ont., he hand-washes and polishes it once a week in the driveway of his home in Acton, Ont. "It's a great way to stay in shape, and really, it's probably the best way to do your circle check. You get to know every bolt on your truck."

Mike has been an owner/operator for 25 years. He's 54 now and in no hurry to retire. "This is my sixth truck and I've probably got at least a couple more to go. And this is my second LoneStar. I watched my first being built in Chatham. This one was made in Mexico, but the quality is just as good," he says. "This time I went for the full aerodynamic package with the chrome sideskirts. I get a lot of long looks with this truck. They sold a few LoneStars in the Canada, but they're not that common in the States. Some people ask me, did you do that yourself?"

Reinders buys all the extra warranty packages he can get and always sells his trucks privately after three years when they still have some warranty left. He also has had the 475 horse MaxxForce engine turned down to 450. Besides the improved fuel economy, he saves on the cost of the warran-



Cliff King, Castle Rock Transportation



Ryan Southern's truck gets polished up for a truck show.

ty. "Instead of \$11,000 for the extended warranty package I'm paying about \$7,000."

12 Gauge Custom in Guelph, Ont., did a lot of the interior work for Reinders, including the hardwood floor. "It's just a 73-inch sleeper but it's enough for me. I'm an avid reader so I spend a lot of time in there. I don't have a double bunk but I can stand up. About the only thing I've added is an electric air conditioner so I can shut the truck off at night," he says.

Mike drives about 120,000 miles per year and likes to keep busy. Currently he's making weekly round trips into nearby US states, but he admits to missing longer runs out west and to Yukon and NWT. "Right now I'm on the road for about a week at a time. I take most of my meals in the truck and hit the salad bar pretty hard when I can."

Like the other drivers I interviewed, Mike takes in a few truck shows during the summer. "I usually get to Clifford, Fergus, and Notre Dame du Nord in Quebec. It feels good to have a nice clean looking unit."

"I love it when little kids pump their fist and give you the Bronx cheer. I've got train horns on this and the other day I saw a little girl in Pennsylvania jump about two feet into the air." ●

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Jade Transport is a frequent contender in the Shell SuperRigs truck beauty contest.



Not just another PRETTY TRUCK

By Sonia Straface

For Dennis Durand of MacGregor, Manitoba, keeping his truck spotless – inside and out – is just another part of his job.

Durand drives a 2013 long hood Peterbilt flat top and it's one that can't be missed on the highway or at a show thanks to its flashy paint scheme. It's bright green and orange, paying homage to his employer of 19 years, Jade Transport, of Winnipeg, Man.

He customized the truck himself and takes great pride in keeping it in mint condition; something he says has been instilled in him since the beginning of his trucking career, and something Jade values most in its employees.

"Everybody at Jade Transport takes pride in what they do," he said. "There's a great bunch of guys here. It's just like family. It's an incredible place to work, there's good people and good equipment, and it's almost like a competition here. No one has to push you here to get your truck in the best shape, but everyone just does it anyway because it's always been a pride thing for us at Jade Transport. It's a good bunch of people who love what they do. If you love what you do, it shows. And if you don't, it shows too."

Durand's truck is not just about the looks; it's still a working truck that travels to US and to Manitoba on a regular basis. It's on the road almost every day and gets cleaned according to Durand's busy schedule.

"You just have to work on it every chance you get," he said when asked how he manages to keep it looking pristine at all times. "That's what you have to do. My wife says it's a curse. When I have time, I do a little polishing, a little cleaning and when I go to a show, I spend as much time as I can to get it where I want it. When I'm working, it'll get washed on the road at least once a week. But when I'm home, it's a matter of greasing and it's a matter of polishing and waxing the paint. That happens just about every time I'm home."

The bright green and orange truck was entered into the Shell Rotella SuperRigs competition this year. It was the first time entering the competition for Durand, though his employer is no stranger to the truck beauty contest.

"Jade Transport has been affiliated with the Shell Rotella SuperRigs for many years and we've always tried to send somebody to the show because it's such a good show to go to. All the people are great and the quality of trucks is just incredible," he said. "This year was no exception. It was mind-boggling to see the quality of equipment that was there."

Durand is a fan of showing off his truck at shows though he admits sometimes it's hard to do with the busy schedule that comes with being a truck driver.

"We like to show off our trucks when we can," he said. "It's hard to get to a show when we're busy, you know, after all we are here to work, but if you can go to a show on your way it sure helps out. For example, I was on my way to Texas to get a load and I stopped in at Shell Rotella SuperRigs and entered, it was that simple."

A week before SuperRigs, on a trip in the US for work, Durand showed his truck off at Wheel Jam, a truck show in Huron, South Dakota, where he won second place in the tractor-trailer 2010-2013 division.

And quite unlike his truck that is rather in-your-face, Durand is modest about the attention it gets and says he goes to the shows to interact with people, not win.

"I don't go in to these shows ever expecting it to win anything," he said. "I just go there to show off what I got, to meet the people that are there, and to see what other people do to their trucks, that's what I go for. The bonus is winning something. I just go to show the truck and meet other people like me who love what they do."

Shell Rotella SuperRigs 2016 will be held June 9-11 in Joplin, Missouri at the Joplin Convention and Trade Center. ●

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Over the Road

AL GOODHALL



Leading from the driver's seat

Last month I used the phrase 'crisis in leadership,' to stimulate some conversation about how the continuing trend of mergers and acquisitions by large trucking companies affects the driver on the front lines.

The trend of bigger is better in order to compete in the global economy isn't going away. So this month, let's take leadership out of the boardroom and put it in the driver's seat.

There is no doubt in my mind that truck drivers are the face of the trucking industry. As such, we are leaders of the industry in the eyes of the general public.

Our actions as drivers and how we conduct ourselves behind the wheel reflect on the company name plastered across the rigs we drive and on the industry as a whole.

The expression 'Knights of the Road' sums up perfectly not only the high level of leadership qualities drivers exemplify as they go about their daily tasks but also the pride drivers take in their profession.

Let's take a look at a few examples of what goes into the mix when we are looking for excellence in leadership from the driver's seat. Drivers as leaders choose to be the face of a safety-driven culture, not the face of recklessness; Drivers as leaders choose to be the face of courtesy, not the face of road rage; Drivers as lead-

ers choose to hold themselves to a higher standard of skill and awareness than the general public they share the road with; Drivers as leaders choose to take actions that inspire respect and trust, not mistrust and fear.

So those are just a handful of traits that we associate with being a leader, being a professional, being a Knight of the Road.

You'll notice that I framed those traits as conscious choices we make. Those

choices inspire or discourage the people around us.

the trucking industry with a minimal amount of training and mentoring. This younger generation of drivers are the heaviest users of new technologies. This often results in bad experiences in the field being aired across social media. That's bad for all of us.

That point brings me to my favourite topic and its powerful role in developing leadership: Training and mentoring. This is at the root of all the major issues within

As a driver there is no escaping the fact that you will be judged by the public as a whole on the choices you make whether or not you accept your role as a leader within the driving community.

As a driver there is no escaping the fact that you will be judged by the public as a whole on the choices you make whether or not you accept your role as a leader within the driving community.

But in this changing world, drivers represent themselves and the industry in another way - across social media. It's an interesting conundrum. There are a lot of younger drivers that have broken into

the industry.

There is a focus now on mandatory entry-level training (MELT). That's important, but it needs to go so much further than that. In order to refresh that Knights of the Road mentality, we need to integrate driver education into the driving position from cradle to grave.

As a driver, it is important not to underestimate your value as a leader in this industry but it's something we do all the time. It's easy to be reduced by large cor-

porations to just a worker that picks up and delivers freight.

This is a problem that leaders in the boardroom recognize, but have difficulty feeding back to you in the driver's seat.

Most often it is simply a failure of a large bureaucracy to deliver some simple messaging in a meaningful way. That message is that you are important. The success of even the largest transportation company is wholly dependent on the individual leadership of each driver in the field.

So as a driver, where do you go from here?

More than half of us have a lifetime of experience as drivers leading this industry and are dealing with feelings of being left behind, of low morale and of shrinking income as we head into our twilight years. It's not enough for a guy like me to say hey, it's all about your attitude and how you lead this industry from the driver's seat. That is meaningful but it's not enough. There are certainly no easy answers; if there were, I'd share them with you.

There are a lot of opinions out there of what leadership is, what it looks like, and what its impact is on you as an individual driver but there is no doubt in my mind that doing this driving job right and to the best of your ability is not only fulfilling on a personal level but is beneficial to all the other drivers in the field. I just keep slugging away. ●

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




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**You say tomato
I say tomahto**

MARK LEE

Why oil prices matter to owner/ops

Oil prices are something that every owner/operator should pay close attention to. They have a huge impact on how much you can earn; for some, low oil prices are better, such as for those with trucks that cannot achieve the fuel mileage set in the fuel surcharge or those setting their own rates on a spot hire basis without a fuel surcharge and buying their own fuel.

For others, high fuel prices are better. If you are achieving fuel mileage above the threshold for the fuel surcharge, the higher prices get, the more of the surcharge you get to keep. There comes a point where you actually get paid to put free fuel in your tanks if prices rise high enough.

However this is trucking and it's never that simple. Both high and low fuel prices have another big effect on our profits and that is the impact they have on the economy in general. Low fuel prices have a major impact on our economy, as oil is big business in North America. Low oil prices mean layoffs in the oil industry and that means less freight to move. It isn't just those directly involved in moving freight for the oil industry either; if people are not working, they stop spending, so there's less freight to

move overall. Another consequence of this is that those who normally haul directly for the oil industry have trucks sitting idle, so they look for other work and now not only has general freight slowed down, there are more trucks available to move it and rates drop as a result.

High oil prices on the other hand work in a different way, but with the same result. Oil industry workers are earning and spending. High fuel surcharges mean we're earning good money, so it sounds like a win-win situation. However, not everybody works in oil or trucking and the cost of manufacturing goes up as raw materials become more expensive and the cost of moving stuff increases.

So we need a happy medium, but we have no way of influencing that. However, we can manage the way that it affects us.

First and foremost, fuel mileage is our best weapon. If we're achieving high numbers then we can still make a decent living in the leaner times and during the highs we can make enough to stash some away for the inevitable rainy days.

Where you are based and what you haul can also play a big part in how successful you will be. If you're hauling for the oil industry and based in Ft. McMurray, you will make a for-

tune in the good times, but not so much during the bad times. On the other hand, if you're based away from the oil patch and hauling Tim Horton's coffee, the only thing that will affect your earnings would be a nuclear war.

Now, those are extremes of course, but the point is that boom-or-bust may be fantastic at times, but slow and steady can be good all the time.

Another factor that is having a big impact on rates and freight volumes is the amount of trucks out there, or more specifically the amount of drivers available to operate them.

Oil prices have no influence whatsoever if there are no trucks around. Looking at the average age of drivers today, there will soon come a time when we really are running out of truck drivers and the companies that have trucks and drivers ready to work will be able to name their price.

It's during times like these that the next big carriers will be born; at one point all those big box carriers started out as owner/operators, now some of them down south are running tens of thousands of trucks. They grew because freight volumes grew, due to the increase of grocery chains and the ease of movement once the interstate network developed, but the next generation of big box carriers will

grow due to having enough drivers to fill their trucks and some of these will be current, or even future owner/operators.

Of course it won't be easy, it never is, but it is possible. When the shortage becomes a crisis all the factors that prevent an owner/operator from becoming a carrier go away. You will be able to get direct work from customers as the bigger carriers cannot supply trucks as they have no drivers, you will be able to command a decent rate, you can negotiate fuel prices down with suppliers, trucks will be cheaper, finance providers will be fighting among themselves to give you the best deal - the advantages just keep on getting better and better.

At this point you will be able to pay drivers significantly more than current drivers are earning and the current potential new recruits to the industry are turning down and this will make trucking an industry that youngsters will want to be a part of once again - all it's going to take is a few owner/operators or small fleets to make it happen.

It all sounds too good to be true, but that's only because we're so used to over-complicating things that we've lost sight of the basics, not just in this area, but in almost everything we do and that is how we've gotten into the situation we're in now. ●

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

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Driving the ever-evolving Kenworth T880

Replacing the popular, proven T800 was never going to be easy. But Kenworth's T880 is almost there.

By James Menzies

KIRKLAND, WASHINGTON

Every time I have the opportunity to drive Kenworth's T880, the truck has evolved in some way, usually with the addition of new features and options that add to its versatility.

The T880 was launched in 2013 as an alternative to the T800, a truck that generated an extraordinary amount of fanfare over its 25-plus-year run as the workhorse in the Kenworth stable. The truck maker continues to offer both models, but has already converted over most of its customers, with the T880 now representing 65-70% of the T800/T880 combined build.

On a recent visit to Kenworth's home base in Kirkland, Wash., I had the chance to drive a T880 up to the Paccar Technical Center in Mount Vernon, Wash., to see what it is about the T880 that's winning over customers. The truck I drove had the newest available sleeper cab - a 76-inch mid-roof sleeper that went into production in September on both the T680 and the T880.

Ideal for tanker, flatdeck and low-boy applications, the new sleeper is 22 inches shorter and about 100 lbs lighter than a high-roof sleeper cab. Inside,

it is both functional and roomy. If you don't require an upper bunk, Kenworth provides ample storage along the back wall. Popular features such as the swivel passenger seat are retained to offer a highly livable space. There's still plenty of headroom, allowing a driver up to 6'8" to stand upright.

The longer sleeper cab offers more opportunities for customization. Beacon lights can be placed in several positions on the roof and you can also install roof-mounted horns. A side-of-cab exhaust option is available for those wanting to chrome up the truck.

I was pulling a traditional van trailer loaded up to nearly 80,000 lbs, but you'd normally want to hook this truck up to a lower profile trailer for better fuel economy.

My T880 had the Paccar MX-13 engine under the hood rated at its maximum 500 hp and 1,850 lb.-ft. of torque. It was sufficiently powered for any of the hills encountered on the drive to Mount Vernon and I was comfortably and safely able to pull out and pass slower trucks that were struggling on the hills. The transmission was Eaton's MXP (Multipurpose Extreme Performance) UltraShift Plus, designed for



The Kenworth T880 continues to receive new options, including this 76-inch mid-roof sleeper.

vocational applications.

The T880 has a more modern exterior design than the T800, but it has retained a bold, heavy-duty appearance. It is said at Kenworth that 'Every great truck starts with a great grille.' The T880's wire aluminum mesh grille with stainless steel surround is distinctive and durable. It has an integrated bug screen and provides ample protection for the cooling module.

A new box bumper - both chrome and painted - will soon be available, which is a popular option in Canada,

according to Kyle Kimball, vocational marketing manager with Kenworth. Quarter-inch and 3/8" inch versions will be offered.

The headlights on the T880 were built for vocational environments. The halogen bulbs are easy to replace without tools and can be found at pretty much any automotive retailer, including department stores. A thick polycarbonate lens provides extra protection from rock chips.

The forward lighting system was designed to give good performance down field, but also produces 50% better lighting at the immediate front of the truck to improve safety while working at dark job sites.

The front end was designed with reparability in mind. The five-piece Metton hood can be easily repaired and the fender can be removed by pulling 15 bolts in about an hour.

Exterior air cleaners aren't available on the T880, because its wider 2.1-metre cab won't allow it. However, you can spec' optional pre-cleaners that reject dirt and debris out the intake before they enter the air cleaner, extending air cleaner life in dusty environments.

The hood can be lifted with just 35 lbs of effort, Kimball said, and it opens to 85 degrees for easy access. All the under-hood items that must be examined as part of the pre-trip inspection have been clustered together on the driver's side to simplify inspections. Inside the cab, there's a pre-trip inspection switch that cycles through all the lights, allowing the driver to check them with one lap around the truck.

Inside, the T880 offers excellent forward visibility through a one-piece windshield that's 50% larger than on the T8. Kimball explained Kenworth also lowered the crown of the hood by three inches, which can provide up to five feet of extra visibility immediately in front of the truck.

Mirrors on the T880 are cowl-mounted, a key differentiator from sister company Peterbilt's answer to this truck, the Model 567, which has door-mounted mirrors.

Kimball said Kenworth prefers cowl-mounted mirrors because they're more structurally stable, noting they can support 350 lbs without any risk of flexing the door or straining its hinges. The mirrors also stay in position better when the doors are frequently opened and closed, he added.

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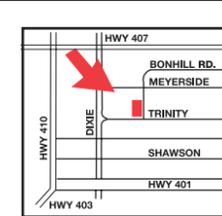
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The new sleeper cab is still spacious but also provides weight savings and better fuel economy than a high-roof sleeper in certain applications.

Kenworth gives drivers options for getting in and out of the truck, with two handles on the inside of the door and optional handles available on the exhaust or side of the cab. They've even reinforced the map pocket to support 350 lbs, knowing some drivers grab it when climbing into or out of the cab.

A new feature in the T880 is an electric-over-air system, in which all switches on the dash are electric, their communications funneled through the cab electronic control unit (ECU).

"By going through the cab ECU, it looks at what the rest of the truck is doing and will allow or not allow switches to happen," Kimball explained.

For example, it won't allow the operator to raise a dump body when the truck's travelling down the highway.

When the T880 hit the market, Kenworth realized it would take time to add all the options currently available on the T800, but in just two years, it now has about 95% of T8 options available, Kimball said.

Some highly specialized options are all that's currently lacking on the T880 and eventually, those will be available as well.

There are still some T8 faithful who are reticent to make the switch to the more modern T880 but Kimball said once drivers get behind the wheel, they quickly see the benefits. There are no imminent plans to discontinue the T800.

"Right now, the plan is to continue (offering both models)," Kimball said. "We're definitely trying to convert people over to the T880 because of the features, the extra cab room and cab functionality, but we're still offering the T800. We have a good success rate of converting people over once they get a chance to drive it."

I have nothing disparaging to say about the T800, but in terms of drivability and amenities, the T880 is an upgrade.

Interestingly, one of the T880's greatest attributes, its versatility, is landing the truck in some unexpected applications and even eating into the on-highway model T680's turf. The vocational truck has found a following among on-highway customers who prefer the T880's heavier-duty look.

"Some lighter-weight stuff, 12,000- and 13,000-lb front axles are a good portion of T880 sales," Kimball said. "A lot of people are still spec'ing it for on-highway applications. They want that heavy-duty truck. It still fits well, but to get the most bang for your buck, the T680 is the aerodynamic leader, so we're trying to push people towards the T680 for on-highway. But a lot of customers want that heavy-duty look and feel to it as well."

Of course, for Kimball, having some unexpected demand from outside the T880's anticipated market segments is a problem I'm sure he can deal with. ●

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Electronic vehicle inspection reports reduce waste, save time

By James Menzies

ORLANDO, FLORIDA

Transitioning to electronic driver vehicle inspection reports (e-DVIRs) can save money and improve efficiency, but only if carefully implemented. That was the take-away from a tech session at the Technology & Maintenance Council's fall meetings. For Dean Foods, with its 7,000 drivers across the US, digitizing vehicle inspection reports allowed the company to eliminate 21,000 pieces of paper per day, costing \$180,000 per year.

Marvin Psalmond, senior director of the fleet, said his company piloted e-DVIRs at two locations and found there were no more, or less, defects being reported once the company went electronic. This gave it the confidence to roll the system out across the fleet. Drivers use handheld or in-cab devices to note any vehicle defects identified during their pre- and post-trip inspections. Maintenance receives notification of the defect in real-time and can more quickly initiate a repair order. Psalmond said transitioning to electronic records won't help in the absence of a good management system.

"You have to have a good system in place, regardless of how you do it," he said. He also noted audits are required to ensure drivers are properly inspecting vehicles.

"If you look at 60 or 90 days of records on an older vehicle and everything is fine, you know that's not true," he said.

Chris Disantis, director of training and technical field support with Aim Natio-

nalease, said his company has helped many of its fleet customers move to e-DVIRs. There's often a worry among service managers because going digital makes everyone more accountable.

"Service managers think they're going to get in trouble," he explained. "There's a higher level of accountability so service managers tend to fight it a little bit."

However, once they've made the switch, Disantis said 80-90% of fleets stick with electronic DVIRs.

Jarit Cornelius, director of maintenance with 125-truck fleet Sharp Transport, said his company moved to e-DVIRs after successfully implementing electronic logs and wanting to take it to the next level. Previously, drivers would return to the terminal, conduct a post-trip inspection, place a piece of paper noting any defects in the window and then admin personnel would check the trucks in the morning for any necessary repairs before the truck is dispatched.

"The administrative personnel in the mornings would conduct yard checks, write down the unit numbers, see if there's a piece of paper in the windshield, go back to the shop, get the keys, go to the truck, get the papers, go back to the shop, talk to the supervisor - it was a very inefficient way of doing things," Cornelius explained. The goal was to streamline the process, which was achieved.

"It gave drivers a means to communicate with the maintenance department and dispatch without having to pick up the phone and tie up the phone lines," Cornelius said. But the system isn't perfect. Cornelius said the system in place at Sharp Transport doesn't allow for much

customization and he said the fleet still prefers drivers call in when there's a major issue like a flat tire or leaky trailer. And he said there's still no way to tell for sure the driver is doing a thorough inspection. However, efficiency has been improved, he said.

"We now have the means, within a matter of minutes, to communicate to dispatch and maintenance what the problem is, where they dropped the trailer," he explained. "It gives us a lot of flexibility and control over our costs."

Sharp Transport hasn't made the electronic system mandatory, as it wants drivers to still have the option of communicating with maintenance in person.

"With us not mandating it, I think that has brought them on to adopt it even more," he said.

All fleet panelists involved in the discussion agreed the key to successfully transitioning to e-DVIRs is communicating it to everyone affected and rolling the program out in a controlled manner. This

didn't happen at the fleet where Ken Eggen worked. Eggen, who no longer works there, warned of the dangers of a poorly executed implementation strategy.

"When you go to roll out something like e-DVIRs, there's a lot to it. We didn't have good communication with the driving force or with our operations people. We didn't have integrated systems."

In this instance, the move to e-DVIRs came down as a mandate from the safety department, Eggen said.

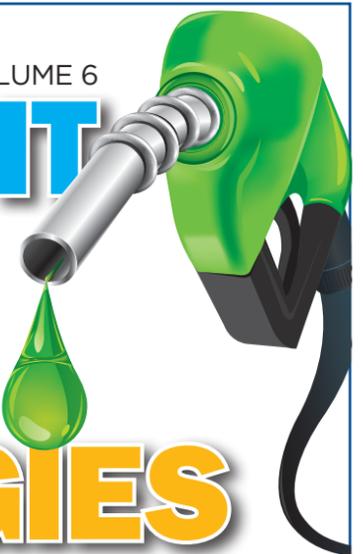
"It will show you a lot of sins if you don't have the right communication and buy-in," he warned. "Make sure everyone is on-board whole-heartedly. If they're not, you will fail. We were a good example of that."

Despite the complexity of moving to e-DVIRs, Jack Boetefuer, CEO of Dossier Systems, predicted that, "Within the next two to three years, the majority of fleets will adopt this kind of approach."

While the inspection requirements do not change, Boetefuer said "Our experience is, the paper method is slower. It's a lot more labour intensive. It's error-prone and there's no standardized workflow." ●

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In-cab cameras and the arrival of real-time liability

The real-time capture of data is introducing a real-time liability risk if the data is not acted on

By James Menzies

ORLANDO, FLORIDA

More fleets are installing in-cab cameras to monitor driver behaviour in real-time, but with that could come an expectation by the courts that they also monitor that data in real-time and intervene when a driver's having a bad day.

"We're getting to the point where you're going to be held responsible for stopping a driver who's having a bad day (such as numerous lane departures)," said Rob Moseley, a lawyer with Smith Moore Leatherwood LLP, who spoke at the Technology & Maintenance Council's fall meetings. "We've got so much real-time data that we're going to have to do that. We've got a real-time opportunity and soon we're going to have real-time liability if we're not stopping drivers."

This may give pause to fleets that are considering installing in-cab cameras yet don't have the resources available to monitor data generated by them in real-time. However, Moseley said there are many good reasons to take advantage of the technology.

Since statistics show 75-80% of crashes involving a tractor-trailer are caused by another motorist, Moseley said having video available can vindicate the professional driver and trucking company more often than not.

"If we capture the data and an image of the accident, we know we're going to find 75% of the time we're not at fault," Moseley pointed out. "The problem is, juries don't believe your driver. They hate trucking companies. They walk into the courtroom hating trucking companies. You take a case, and we may think we have a completely defensible case, but if your driver is substandard and doesn't make a good appearance, our chances of winning are maybe 30-40%. If we film it, we have a 75% chance of winning. So it's a no-brainer to add the cameras."

Especially, he added, since the average cost of an at-fault fatality in the US is \$3.5 million.

When installing in-cab cameras, Moseley said fleets must also put in place a data management policy that dictates, among other things, how long data and video generated by the cameras is retained.

"If your company doesn't have a data management policy that you can pick up and look at and you don't know how long you're supposed to be keeping things, you need to fix that," he warned. "In the courtroom, if you don't have a policy for how long you're going to keep this stuff, the court decides how long you should've kept it."

While many drivers resist the installation of in-cab cameras – especially those that face the driver – citing privacy concerns, Moseley said "privacy is the least of your concerns."

He said a jury will want to know why rear-facing cameras weren't used if forward-facing cameras were present.

"In the courtroom you will always be questioned if there was data you could have that you don't have," he said.

Paul Stock, director of risk management with insurer National Interstate Risk Management, said his company's clients have about 30,000 trucks deployed with in-cab cameras. Most of these fleets, he added, are choosing both forward- and rear-facing cameras.

"We're getting to the point where you're going to be held responsible for stopping a driver who's having a bad day."

Rob Moseley, Smith Moore Leatherwood LLP

as. The biggest benefit to carriers, he said, is the help they provide in resolving liability in the event of a crash.

"The time and cost of settling claims decreases significantly," he said. However, Stock said fleets that get the most out of installing in-cab cameras also use the technology to identify risky driving behaviours and provide additional training to drivers who need it.

"Just because you put a camera in a unit doesn't mean you're a safer operation," he pointed out. "Make sure you're utilizing this technology proactively."

This means also putting into place

a plan for downloading and reviewing the video and analyzing the data it generates. Some vendors offer to do this as a service but many fleets prefer to do it internally.

Wayne Finchum, vice-president of maintenance with Shelbyville, Tenn.-based Titan Transfer, said his company has installed forward- and rear-facing cameras in all its company-owned units. It also made the

a handheld cell phone; and obstructing the camera's view.

The cameras have helped Titan identify areas in which it didn't know it had a problem (ie. there were more than 200 events recorded of drivers attending to their personal hygiene while driving).

Finchum admitted not all drivers welcomed the installation of the cameras – especially team drivers, including husband/wife teams. In those cases, he said, the location of the rear-facing camera was altered so it didn't capture the bunk. Finchum emphasized the video is only accessed when there's been an event that needs to be looked into.

Titan Transfer became a believer in the technology when one of its drivers was absolved of blame following an accident caused by another motorist. A truck driver in a following vehicle activated his dash cam to record the incident and sent the footage to Titan, which was able to use that video to exonerate its driver.

And that's why, despite the additional responsibilities that come with the installation in-cab cameras, Moseley prefers his clients use them.

"If I'm defending an accident case, I want as much information as I can get," he said. "If we have video, it's one place a jury can't speculate. We want to wall off as many of those areas of speculation as we can, because that's where these runaway verdicts come from." ●

technology available on a voluntary basis to its 50 owner/operators but there were no takers among them.

So far, in just one year, Titan Transfer has recorded 92,219 events and of those, has provided coaching based on 10,527 events. That's a rate of just 11.28% but Finchum pointed out that's more than 10,000 coached events that would have gone unnoticed without the cameras in place.

Driver behaviours that result in coaching are prioritized, with the following actions the first to trigger coaching: Exceeding 75 mph; unfastened seatbelt at more than 20 mph; texting/dialing a mobile phone; using



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Back behind the wheel

DR. CHRIS SINGH



Jock itch is caused by the same fungus that results in athlete's foot. This type of fungus can be transmitted from person to person by sharing towels or clothing. It is fairly common for the fungal infection to spread from the feet to the groin area.

The fungus that causes jock itch thrives in warm, moist environments. Although women can get jock itch, it is far more common in men.

Other risk factors include wearing tight underwear, being overweight and having a weak immune system.

Having a pre-existing skin condition such as dermatitis may also increase your chances of developing jock itch. However, the most significant risk factor is excessive sweating.

In most cases, jock itch starts off as a red patch of skin that spreads out from the creases in the groin.

The red patch usually looks like a half moon shape and may be scaly in appearance. The outer border of the rash may or may not have small raised blisters. The rash most often burns or itches.

The good news is that although jock itch is often uncomfortable, it usually is not a serious medical condition. Home remedies such as keeping your groin clean and dry as well as applying topical antifungal medications are usually good enough to treat it.

However, if the rash does not improve after two weeks, it is important to seek medical attention. In many cases, your doctor will be able to diagnose jock itch simply by inspect-

Although jock itch is often uncomfortable, it usually is not a serious medical condition.

ing the rash. If necessary, your doctor may take a sample of the infected skin to be tested.

For most mild cases of jock itch, your doctor will suggest over-the-counter antifungal ointments, lotions or spray. If this is unsuccessful, you may require prescription-strength creams and/or antifungal pills. Even in the most severe cases, this form of treatment is usually successful.

As I always say, prevention is the best medicine.

You can significantly reduce your risk of jock itch by keeping your groin area clean and dry.

Secondly, keep your clothing clean and change your underwear at least once a day or more often if you sweat a lot.

It is also vital to avoid tight-fitting underwear or shorts.

Also, try to stay cool by not wearing thick clothing for long periods of time, especially in warm weather.

Finally, promptly treat athlete's foot infections in order to prevent its spread to the groin.

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

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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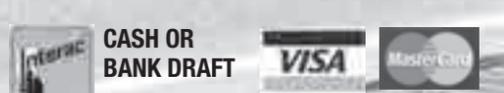
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How to keep your aftertreatment system from 'eating your lunch'

By James Menzies

ORLANDO, FLORIDA

Complex emissions aftertreatment systems such as diesel particulate filters (DPFs) and selective catalytic reduction (SCR) have been attached to trucks for more than five years now, but still fleets are struggling with the maintenance and repairs of these items.

Kirk Altrichter, vice-president of maintenance with Crete Carrier Corp., asserted at the Technology &

Maintenance Council's fall meetings that, "Emissions-related problems are eating our lunch."

He said 3-4% of the company's 5,500 trucks are down at any given time and that a quarter of all maintenance is emissions-related. "That's a lot of technician time and a lot of downtime," he said.

While he acknowledged exhaust aftertreatment systems have accomplished their objective by reducing NOx, PM and CO2 emissions, he also said "Emissions systems create upstream problems and downstream

woes."

Some of the problems Altrichter has dealt with include: leaked coolant causing cracking of the DPF and fouling of the diesel oxidation catalyst, leading to catastrophic engine failures; fuel leaks that have melted the DPF and created the need for premature cleaning; oil leaks that have clogged the DPF; and misfilling of diesel tanks with diesel exhaust fluid (DEF) and vice-versa.

Getting DEF into the fuel tank leads to a \$15,000 repair, Altrichter pointed out, and getting diesel in the

DEF tank will cost \$5,000. Usually, the driver doesn't realize he has mis-fuelled the truck and will operate the vehicle, making the problem worse. Altrichter wondered why sensors aren't on-board to provide an early warning when diesel has entered the DEF system or DEF has gone into the fuel system.

"Why are there no sensors to prevent the spread of DEF and vice-versa?" he wondered. "A sensor and a gate to close the flow of either would

Continued on page 30

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Jimmy Zborowsky
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Fleets continue to struggle with emissions-related repairs

Continued from page 29

save a tremendous amount of cost. I'm generally not a proponent for adding a bunch more sensors, but there may be a case made for a few more."

Altrichter also said questions remain about the best ways to service the DPF.

"What is the best recommendation?" he asked. "For me, the best recommendation would be that I wouldn't have to touch it while I own the truck."

Vic Meloche, manager, technical sales and support for Detroit and Kevin Otto, aftertreatment systems program leader with Cummins, said there are steps fleets can take to minimize problems related to the aftertreatment systems.

"Most aftertreatment issues stem from upstream issues," said Meloche, who urged fleets to pay close attention to the maintenance of their engines. He said fleets should act promptly on malfunction indicator lights and be quick to install any hardware calibration updates as they become available.

"Do not ignore malfunction indicator lamps," agreed Otto. "In the past, you might have been able to get away with this, but not today."

Otto said fleets need to follow the troubleshooting procedures recommended by the OEM, noting, "Often a visual inspection isn't enough to make an accurate repair. Follow the OEM's troubleshooting and inspec-

tion guidelines."

One of the more common problems a fleet may encounter is face plugging of the diesel oxidation catalyst - black deposits that form as the result of unburnt fuel collecting on the front end of the catalyst. This increases back-pressure on the engine and requires exhaust gases to funnel through a smaller area than intended, Otto explained. As a result, the exhaust gas travels through the oxidation catalyst too quickly for processing and travels through to the particulate filter, which can become plugged prematurely.

"It leads to a cascading effect that causes components to fail," Otto explained.

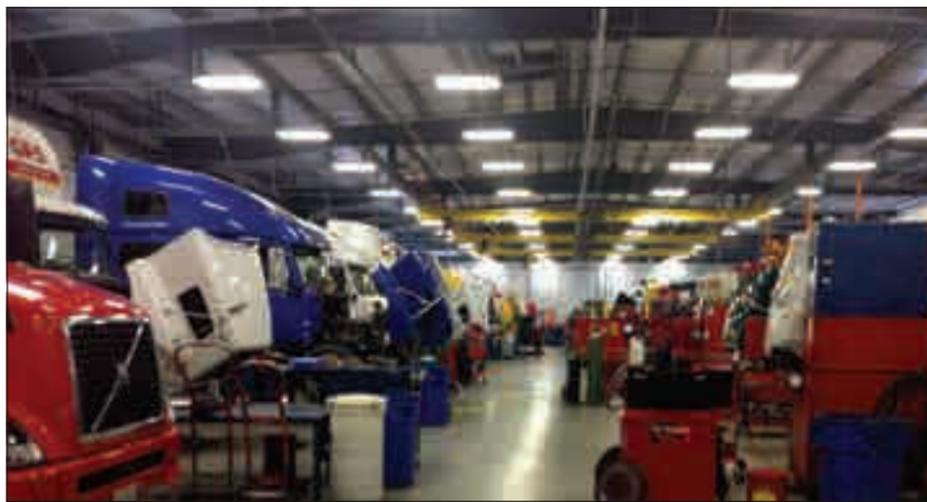
One way to prevent face plugging of the DOC is to spec' lower horsepower engines, which must work harder, generating the higher temperatures the aftertreatment system needs to properly function.

"If the engine is not working hard,

“Do not ignore malfunction indicator lamps. In the past, you might have been able to get away with this, but not today.”

Kevin Otto, aftertreatment systems program leader, Cummins

it won't keep the temperatures up," he said. It's also best for trucks to spend at least some of their time in over-the-road duty cycles, which create the



Exhaust aftertreatment systems continue to produce a high percentage of the downtime fleets are experiencing, speakers at TMC's fall meeting said.

best conditions for DPF regenerations.

Otto also warned against installing winter front grille covers, which can confuse the aftertreatment system and cause false readings.

DPF, Meloche said the technique chosen is not important - as long as it achieves a complete cleaning.

"We don't care how you clean the filter, as long as you get all the ash out," he said.

If the filter isn't properly cleaned, leftover ash can compete with soot for space, causing the DPF to overheat and potentially causing the substrate to crack. This will allow unfiltered exhaust gas to pass through to the SCR catalyst.

The results can include a poisoned catalyst and cracked DPF, both expensive problems to repair.

Starting next year, Meloche said trucks will require soot sensors installed at or near the outlet of the aftertreatment device, which will ensure the exhaust leaving the tailpipe is soot-free. This will help identify cracked or non-functioning DPFs, Meloche noted.

"Starting next year the EPA says we have to start catching cracked filters a lot sooner than we have in the past," he explained.

Some of the most common aftertreatment system failures are caused by water in the fuel, which can cause deposits and rust to form on injectors, leading to sticking injectors.

"If an injector sticks open, now you have issues with an external fuel source, little air and crazy things happen," Meloche warned.

Fuel filters should be changed as per OEM recommendations and water separators used. Meloche also warned that some fuel additives can hinder the effectiveness of water coalescent filters. Using too much cold flow additive can introduce sulfur into the aftertreatment system, leading to failures.

To avoid misfuelling mistakes, Meloche urged fleets to attach fuel tank stickers and to train drivers so they know not to put diesel in the DEF tank and vice-versa and if they do so, to fess up early so the tanks can be drained before more damage is done. Meloche also said to ensure air filters don't become plugged.

"Proper airflow is key to a smooth-running and healthy engine," he said. This also means checking the air system for rust and debris, which can be passed along the system where it will plug filters and potentially defeat the DEF system. One more thing fleets can do is to ensure they're using quality DEF.

"It's important that everyone only use certified DEF," he said. "There are people taking fertilizer and mixing it with water and trying to make their own DEF. Only the certified DEF should be going into the tank." ●



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Addition by subtraction

I'm confused. That should surprise no one, but let me explain what confuses me this time. First, I need to reiterate how my mind works. I don't have much post-secondary education, and have not completed any business or accounting classes.

In high school, I only took the basic three Rs: reading, writing and arithmetic. For that reason, I try to bring every situation to its simplest, basic, level, which is in my comfort zone. I don't follow projections and predictions by industry experts, because too much of what they say is, honestly, over my head and what I do understand seems to rarely come true.

I sometimes think this is an advantage. Smarter people than me often overthink, or over-analyze, a situation. I heard a joke 30 years ago that sums this up perfectly. A truck is wedged under an overpass. Police, the truck owner and even an engineer are debating how to dismantle the trailer and unload it without danger to anyone. Even lifting the overpass from its moorings is debated. A seven-year-old boy, watching from his bicycle, walks over, tugs on the cop's jacket, and says "Hey mister, why don't you just let the air out of the tires?" Often, the simplest approach works better than high-tech or detail-oriented plans.

So with your tour of the murky minefield of my mind complete, I'll attempt to explain my confusion.

We have a driver shortage, which has been described as "serious." I prefer to call it critical, and this in a sunken economy, where not as many trucks are on the road as in the past.

Most small carriers would agree that good, safe drivers are almost non-existent, because our standards, if not personal then insurance-driven, are much higher than at some large carriers where an A/Z licence and a pulse could qualify you as a top candidate. Should the economy ever revive to the point of needing many more trucks on the road, who will safely drive them?

Even smaller trucking companies are seeing earnings below desired levels. Many large carriers, if the revenue was reviewed on a per-truck basis, are working very cheap in an effort to maintain cash flow to keep their massive overhead covered. I'm not going to argue with the experts, who claim the economy is rebounding, because in my position I just don't see it, except in a select few sectors. I've yet to find a small business owner, either in manufacturing or service, who disagrees. To summarize, even in a time of slower, less profitable demand for our services, we have poor, or no, availability of good, qualified, front-line staff.

Here's where my confusion shifts into overdrive. Why do we have so many trucks? Look at your own operation, whether you have 12 trucks or 1,200 - what is the percentage of drivers that you're not happy with? Ten per cent, maybe 20%? Calculate the cost of the damage they cause, extra fuel consumed or their lack of productivity. Now compare that to your profit line. Could you eliminate those

drivers, and see no change, or maybe even an increase in net profit?

Now, do the same exercise with your customers. Who pays too little, too slow, or has higher service demands than their freight charges realistically justify? Could you eliminate a substantial piece of your workload, and still maintain a comparable net profit?

Headaches and hassles increase proportionately with the numbers of equipment or employees we have. If profits don't increase proportionately, why are we still striving to grow?

As I've always said, growth is necessary, but it has to be profitable, sensible growth. I expect that most, if not all, trucking companies could reduce

their size without affecting net profits.

This industry is too willing to bend over backwards to make sure there is no freight left unmoved, but really, that's not our problem. If a manufacturer in Toronto wishes to ship to Columbus, Ohio and has only \$800 allocated for freight costs, it's not our responsibility to make it happen. It should be their responsibility to either come up with more freight funds or a much closer customer. Our job is to move freight safely and efficiently, at a price that's profitable for ourselves and our employees, period. Yet we know that somewhere, they'll find a carrier to do it. See why I'm confused? It's not our duty to help other companies profit, at a loss to our-

selves. Let the market sort itself out. That's how the free enterprise system is meant to work.

We, like most of you, have customers shipping product 1,500 miles or more. When these shipments are regularly scheduled, consisting of the same product on every load, I have a one-word solution: Rail. Even if an occasional truck is required for inventory adjustments, the bulk of such long-distance, regularly scheduled identical loads shouldn't be on a truck. Chances are good that freight rates for loads such as this are lacking anyway. Think how peaceful the highways would be, if they were cluttered with 20% fewer trucks, trucks that may not have been profitable, necessary or operated safely in the first place. ●

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



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Prepare for winter before the snow arrives

Few driving conditions are more welcoming than a beautiful fall day. Leaves add a touch of colour to the landscape. Temperatures fall somewhere between the need for air conditioners and bunk heaters. Road surfaces are clear and dry. All seems right with the world.

It's enough to make an experienced fleet manager cringe.

They know these surroundings are simply the warning signs of an approaching winter. In a matter of months, or even weeks, the once-clear surfaces will be coated in snow or ice, doubling or even tripling usual stopping distances.

The early days of the winter driving season can be the most treacherous of all because many drivers are poorly prepared. A trip that begins during a clear fall day may quickly take a turn for the worse as the truck heads into higher elevations or the path of an oncoming storm.

This is the time to prepare drivers and equipment alike.

Valuable seasonal supplies include jugs of de-icing washer fluid and a shovel. The sizes of tire chains also need to be checked long before they're actually needed. This is also the time of year to test bunk heaters, change wiper blades, and test batteries to ensure that everything is ready to roll when temperatures begin to plunge. In the coldest climes it may even be time to switch engine oils to a formula that will flow more easily.

But some of the required supplies are specifically for drivers, such as seasonal coats and boots. Four pairs of waterproof gloves are always a good idea to ensure that hands will be protected after working with snow-covered chains.

They aren't the only things that will make a big difference if someone is stranded because of a collision or closed highway. It's a good idea to stock enough food, water and coffee in a truck to last at least 12 hours. And regularly topped-up fuel tanks will ensure that bunk heaters still generate warm air while the truck is waiting for a tow.

As valuable as the supplies will be, some additional training may be the most important resource of all, particularly when it comes to newer hires. Recently licensed drivers may have never worked in winter conditions and have no idea what to expect. The same person who was uncomfortable travelling through the mountains earlier this summer will likely need some extra coaching before winter arrives.

Even experienced drivers can be caught by surprise if they are moving to Northern Alberta after spending their entire careers around Vancouver's Lower Mainland.

Tire chains, for example, will only be helpful if drivers attach them properly and drop road speeds to 35 km/h in deep snow. Booster cables need to be properly connected.

Fleets that stock trucks with airline antifreeze or ether will need to carefully instruct employees how the substances should be used. Are drivers aware that air tanks need to be regu-

larly drained, and air dryers properly maintained, to keep brakes from freezing?

Luckily, there are several resources to enhance skills. Northbridge Insurance's training centre in Guelph, Ont. offers programs on winter driving techniques.

The simulator available through the Alberta Motor Transport Association also includes a winter driving route, providing users the chance to try winter roads before the real wheels begin to roll.

The rules of defensive driving certainly apply, but there are clearly winter-specific techniques to learn, such as easing off the brakes if a trailer begins to jackknife. Circle checks

need to include extra time to clear accumulating snow from mud flaps, reflective markings and lights. Trailers with LED lamps will have to be cleared more often than their older counterparts as well, since the bulbs don't generate the heat that radiates from incandescent versions.

Fellow drivers often provide much of the guidance. Newly hired drivers certainly benefit from the coaching of formal mentors. Even when there are no chances to share a cab, dispatchers may be able to schedule trips so trucks can travel together, ensuring help is always nearby.

It isn't the only way dispatchers make a difference. Those who schedule loads can always keep a closer eye

on weather reports for any travelled routes.

Drivers are responsible for monitoring the updates and conditions along the way, but when they are on the road they are not surfing the Internet.

Reports from fellow drivers, meanwhile, can be shared over CBs and satellite systems alike.

The safest trips, after all, involve knowing about potential dangers that are on the way. ●

This month's expert is Shelley Chayeski, risk services specialist. Shelley has served the transportation industry for 20 years in OS&D, claims, inside sales, operations, and as a manager for driver retention, driver services, and safety. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a long-standing history in the marketplace and has been serving the trucking industry for more than 60 years. You can visit them at www.nbins.com.

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How to reduce your fuel bill for free

One thing that has been constant in the trucking industry since the advent of the motor vehicle, is a company's fuel bill is always one of its highest expenditures.

Over the years, and ramped-up significantly in the last decade and a half, governments have placed strict and significant regulations on engine and vehicle manufacturers, which have required them to reduce the pollutants that left the smokestack and entered into the environment.

Recently the US Environmental Protection Agency (EPA) and the US National Highway Traffic Safety Administration (NHTSA) announced proposed regulations that place stringent fuel economy standards on trucks and engines, beginning on 2021 model year trucks and being phased in through to 2027.

Changes to trailers will also be required to improve fuel efficiency starting in 2018 and phased in until 2027.

The most recent proposed standards are expected to add about US\$12,000 to the cost of a highway tractor.

No one will argue against wanting to do everything that is reasonable to ensure we release less pollutants into the air and at the same time we all want to use less fuel, as improving our fuel economy will reduce our fuel bill and help improve our bottom lines.

Where the arguments come in revolve around what is reasonable, the costs involved, and whether the technology is ready for commercial use to get us there without unreasonable amounts of failure and downtime that companies can't afford (as seen in some previous rounds of mandates - 2007 comes to mind).

No matter how many regulations we put in place, and no matter how much we improve the efficiency and design of the trucks and trailers we use, the factor that has the biggest effect on fuel economy will still always be largely dependent on the men and women who hold the steering wheel and control the fuel pedals of these vehicles.

A safe and fuel-efficient driver will get the best fuel economy possible out of whatever vehicle they are operating.

On the contrary, a driver who is less trained in fuel-efficient driving practices can sabotage the fuel economy of the best-spec'd truck in the world.

Continued on page 37

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Save money by training your drivers on fuel efficiency

Continued from page 35

The best way to improve your fleet's fuel economy is to ensure your drivers are trained properly on how to get the most mileage out of every ounce of fuel they use.

One of the best training programs available to fleets and drivers to improve their fuel efficiency is Smart-Driver for Highway Trucking (SDHT), a program that has been designed and recently revamped by Natural Resources Canada.

SDHT is a driver training program designed to help professional drivers and transportation companies reduce fuel use, improve safety and cut costs.

This two-hour course focuses on energy management factors within a driver's control.

Participants gain greater knowledge of fuel-saving driving techniques that can be put into practice immediately.

Companies and drivers get an added benefit out of this training as well, as in almost every case, a fuel-efficient driver is also a driver who operates their vehicle with best-in-class defensive driving techniques.

Plain and simple, a fuel-efficient driver is also a safe driver, who is less likely to be involved in an accident.

The Truck Training Schools Association of Ontario (TTSAO) has been approved to provide this training, ab-

solutely free of cost to your fleet, for a limited time.

As a fleet manager, all you need to do is reserve your space by contacting the TTSAO, or the PMTC office if you are a PMTC member.

If you are a PMTC member outside of Ontario, please contact our office and we will set up training for you through other approved providers. Other than providing a meeting space and some refreshments or snacks for your drivers, you have no other out-of-pocket investment required for the training.

What better value can you get than this? No \$12,000 upcharge, no multi-year wait to see a payback on your investment - the savings will be realized as soon as your driver hits the road.

Perhaps sometimes the best things in life still are free. To book your training, or for more information, contact the TTSAO at admin@ttsao.com or the PMTC office at info@pmtc.ca.

Remember, the free training is for a limited time only, so reserve your spot today. ●

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



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The Tandet Group acquires bulk hauler Connell Transport

HAMILTON, ONTARIO

The Tandet Group has completed its fourth acquisition. The company announced it has acquired Connell Transport based in Hamilton, Ont.

Connell operates a fleet of 60 power units and 80 trailers and services the elevated temperature bulk industry. According to Tandet, this acquisition creates great strategic synergies within Tandet's bulk logistics business, and gives the company Ontario terminals in Oakville, Mississauga, Cambridge and Sarnia, with a western focused terminal and rail transfer operation in Winnipeg, Man.

"Tandet has positioned our investments to service customers with direct delivery services, through our dedi-

cated and bulk trucking operations, as well as indirectly through our freight management operations," said Scott Tilley, president of the trucking divisions. "Our acquisitions have allowed us larger scope and more flexibility to address customer needs. Our other operations, which include standby power generation, leasing, intermodal transfer services and tractor-trailer repair services, have also grown organically in 2015 through great service."

The company acquired Bonneau Freight just this past June and Ship-NorthAmerica in January. In April, it acquired the customer base of Emergency Breakdown Services (EBS) located in Mississauga and merged that operation into the Group's T-Fleet Services operation. ●

Mullen Group buys Courtesy Freight Systems

OKOTOKS, ALBERTA

Mullen Group announced it has closed the acquisition of Courtesy Freight Systems. Concurrent to the closing of the transaction, Mullen Group entered into an agreement to acquire the majority of its facilities.

Courtesy is a privately-owned company based in northwestern Ontario and Manitoba that provides regional less-than-truckload services. It has a fleet of 68 power units and 48 trailers through a network of six terminals. It employed 113 people.

"This acquisition, while not significant in terms of size or revenue, is important to our organization for two fundamental reasons," said Murray K. Mullen, chairman and CEO of Mullen Group. "Firstly, from a strategic perspective we continue to invest in regional LTL opportunities. With the acquisition of Courtesy, we will own and operate six regional LTL businesses in Canada, providing regional service to customers from Ontario right through to British Columbia. Secondly, Courtesy is an excellent complement to Gardewine Group Limited Partnership, which we acquired in January, 2015. Those two companies operate in similar geographic markets serving communities and customers in Manitoba and northwestern Ontario. I fully expect that we can realize operational synergies ensuring all customers continue to receive the very best service and value options."

"Investing in regional carriers with strong ties to the communities they serve is an important element of our business model. Ron Speziale, the owner of Courtesy, has built a company that is respected by their customers and employees alike. I am delighted to add Courtesy to our organization. We now have to ensure we build on Ron's past successes."

The company expects the acquisition to be accretive, adding \$2 million in annual operating income and provide support to Mullen during a time when the oil and natural gas industry in western Canada is currently experiencing a downturn. ●



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Groupe Transrapide expands

LEVIS, QUEBEC

Groupe Transrapide recently held a groundbreaking ceremony for its new commercial project in Levis.

The new building, called Complexe Transrapide, represents an investment of \$5 million for the company. It is set to be 35,000 sq.-ft. in total and completed by December.

“Groupe Transrapide, working in the field of transport, continues its growth in North America. The Complexe Transrapide will meet the business needs by providing loading docks, plenty of parking spaces for trailers, a maintenance garage and administrative offices on site,



which is currently not the case,” said Stephan Huot, owner of Groupe Transrapide.

The company said the groundbreaking event coincided with National Trucking Week purposely in order to announce the creation of new jobs for drivers, mechanics and dispatchers. ●

SLH celebrates 30th anniversary

TORONTO, ONTARIO

SLH Transport celebrated 30 years of business on Oct. 6. On that date in 1985, SLH was formed as a wholly-owned subsidiary of Sears Canada.

“Our approach is to keep it personal and use our strong foundation to build and grow our business,” said Paul Cooper, president, SLH Transport. “We continue to expand our service offering and provide a more integrated service package to our customers. Celebrating our 30th year is a proud moment at SLH, and we sincerely thank the loyal customers, employees and drivers that made this milestone possible.”

Sears Canada is still one of SLH’s largest customers.

Over the years, SLH has been recognized for its commitment to customer service and best HR practices. It was named one of the Top Fleet Employers from the Trucking Human Resources Canada for two years running and it was a pilot carrier in the introduction and expansion of the long combination vehicle (LCV) programs in Canada, which has driven efficiencies and cost containment. ●

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Industry Issues

STEVE LASKOWSKI



Customers: The good, the bad and the grumpy

Effective communication starts with establishing a set of facts and then developing a strategy on how to convey them to your target audience.

Here's a fact the trucking industry has known for a long time: The truck driving profession is facing a demographic crisis, which is likely to result in a significant truck driver shortage.

This may be inconvenient to some; it may be overstated and easily solvable to others (more money), but whatever the underlying factors or potential solutions, it is happening.

And if you frequently read business and trade magazines like this one, you'll notice our customers are finally starting to recognize this fact as well. After all, there's no louder wake-up call than freight sitting on the docks and surcharge bills piling up.

The bottom line is attracting prospective drivers to serve customers' ever-expanding transportation needs is becoming a huge challenge.

With freight demand increasing across North America and capacity tightening, buying power is swinging in truck drivers' favour - giving them not only more choice between the companies they work for, but also which customers they want to serve.

Drivers are fed up with waiting around at a customer's yard for hours,

their precious allowable driving hours fading away. And with the introduction of mandatory electronic logging devices, where every second will be 100% accountable, how do you expect drivers to stay on the job if they continually watch their tractor-trailers turn into proverbial pumpkins when the clock runs out?

Limited capacity is the new normal, meaning those customers who can secure satisfied professional drivers for the long-term will win. And those whose policies repel drivers, well, good luck to them finding quality carriers going forward.

To qualify these sentiments, OTA decided to go straight to the source. As part of a six-month campaign called Operation Upgrade, we asked hundreds of truck drivers flat out how they are being treated at shipping and receiving facilities and what, in their minds, makes a good or bad customer. We wanted to use this information to educate shippers and receivers on the opportunities they have to introduce positive changes in the supply chain. Here are a few highlights:

There was a near-even split between the number of "good" or "preferred" customers and the not-so-good. Generally, shippers fared much better than receivers/consignees.

Providing an environment free of harassment and discrimination stood out as the top attribute of the "good" cus-

tomers rated, while allowing drivers access to facilities/washrooms was the second highest attribute.

Truck drivers don't ask for much, do they? Alternatively, "bad" shippers or receivers had the lowest scores in categories relating to detention times, the responsiveness of dockworkers, honouring appointment times and harassment issues.

Basically, the survey found that 'good' customers - or 'Customers of Choice' as we've dubbed them - scored highest in safety, waiting time and not harassing or discriminating against drivers based on race or religion. In report card terms, 'bad' companies received Fs in many of the same categories.

Truck driver treatment starts at the top; it's a culture created by CEOs. As leaders, it's more important than ever to create a driver-friendly environment, as both carriers and drivers have more choices today in deciding which customers they serve.

This isn't an overly complicated task. As I mentioned, drivers aren't a very demanding bunch. For starters, I think they'll settle for being treated like human beings when they show up at a customer's facility. Ask your customers to follow these three simple steps:

1. Walk around the shipping docks and listen to how your workers interact with real drivers. Do you like what

you hear? Would you be satisfied with the same level of dignity and respect for your own employees?

2. Review your turnaround times. Are they reasonable in keeping the driver productive? Do you honour appointment times or consider policies to accommodate drivers if they arrive early or are forced to stay late?

3. Finally, ask yourself this simple question: If I spent hours on the road battling traffic, to safely deliver these valuable products to someone, is this how I would want to be treated?

OTA is in the process of creating a communication package containing the above information and tips via an electronic one-page info sheet and two videos - a white board 'splain-mation' as well as a profile on a young Sikh driver who brings attention to the issue of harassment and discrimination. Drivers and the carrier community will be encouraged to share this package with their customer base.

We hope this new chapter to Operation Upgrade will be effective in changing behaviours and attitudes toward drivers and bringing about the much-needed positive change for our driver community.

Any non-OTA member can request an electronic file of the Operation Upgrade package after Nov. 10 by contacting Marco.Beghetto@ontruck.org.

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



WE ARE EXPANDING!

Kee Human Resources is excited to announce that we have acquired the privately held recruitment agency A-1 Personnel Inc., which provides qualified drivers to third party logistics and trucking companies.

The acquisition of A-1 Personnel supports our continued goal of broadening our portfolio of staffing services which now includes truck drivers, warehousing staff, fork lift operators, labourers, health care staffing and light industrial workers.

"A-1 Personnel shares our vision and has significant experience providing companies with necessary resources to accelerate growth. We believe we are well positioned to tap into strategic opportunities to better serve our customers".

Kieran O'Brian,
President of Kee Human Resources



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Need a parking spot? There's a helpful app for that

WINNIPEG, MANITOBA

Bryan Pedlow doesn't know how many times the Trucker Path app has saved his bacon.

"Just about every night," he told *Truck News* in an interview.

As a Winnipeg-based owner/operator hauling overdimensional loads in and out of the US, he needs to be off the road no later than one hour after sunset, yet he also wants to maximize his allowable driving time. Finding places to park isn't easy, especially with an oversized load. He relies on the Trucker Path app not only to find places to park, but to get updates on the amount of parking spots available in near real-time.

"I used it just before I got here," he said from a truck stop in Sioux City, Iowa. "I wanted to get fuel and a shower. Sometimes, this particular parking lot gets pretty full with all the meat haulers. I clicked on (the app), it said there was Medium parking here, I got in and that's pretty much what it was."

Before pulling out of the truck stop, after a pack of trucks had left, leaving most of the lot empty, Pedlow logged into the app and indicated it had High parking availability. And that's how the app works.

There are more than 400,000 active users in the US and Canada, representing about a quarter of all Class 8 truck drivers in the US, according to Trucker Path.

The app provides info on more than five million US and Canadian trucking facilities. For Pedlow, one of the main benefits is finding places to park that are off the beaten path, which he otherwise wouldn't have known about.

"Particularly in the east, I find there are a lot more places that I had no idea were there," he said. "Some of them aren't very big, but nonetheless, they bail you out from time to time."

GPS can tell you where the truck stops are located, but not necessarily the number of parking spots available or even the services provided by that



The Trucker Path app (above) helps drivers find parking spots that are off the beaten path.

truck stop. Pedlow said it's important that users continue to provide updates to keep the app functional.

"We all need to contribute to it," he said. "I can't believe how the guys really jump on and participate. Any time I click on it, it's very seldom there's been an update any longer than a few minutes before. Everybody's jumping on it."

Terri McMillan, a flatdeck hauler out of Abbotsford, B.C., is also a regular user of the app. She's been promoting it to other drivers within her company.

"I use the app mostly in the US, since that's where most of my loads go, but it is also good for locating places to park in Canada, which can be difficult if you don't know the area," she said.

She uses both the Android and

iPhone versions, since she carries two smartphones - one for Canada and the other for the US.

"Mostly, I use it to plan where I want to park," she said. "I find it pretty accurate. It has been a pretty good tool."

There are a few things she'd like to see added, such as real-time weather and road condition updates, and chain-up requirements for areas she'll be

travelling into.

The Trucker Path app is free to download and to use. It has been so widely embraced, that it has captured the interest of venture capitalists, who have provided funding of more than US\$21.5 million.

Trucker Path can be downloaded from the App Store (Apple) and from Google Play (Android). ●

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To keep your business going, you have to remember and continually process many details every day – loads, routes, deadlines, detours, rest stops, fuelling stations, hours-of-service, etc. Since this list is endless, it is vital you keep your memory sharp. Give your mind a boost by maintaining a healthy diet.

For overall health, it is important to eat a variety of fruits, vegetables, whole grains, and proteins. To feed your brain in particular, specific foods within these food groups are especially beneficial.

For fruits, choose from the following: Plums contain antioxidants, anthocyanin and quercetin, two phytochemi-

cals which help maintain healthy brain cells. Grapes have high concentrations of these as well, especially dark-coloured red and/or purple grapes. Blueberries also carry very high levels of antioxidants besides Vitamin K, manganese and omega-3 fatty acids. Apples supply the flavonoid quercetin but eat the peel since the peel holds the highest concentrations of quercetin. Pomegranates are also packed with antioxidants and blackberries are full of polyphenols, specific antioxidants that reduce inflammation. Blueberries appear to help protect your brain from oxidative stress and reduce the effects of age-related conditions such as dementia and/or Alzheimer's disease.

For vegetables, you have many op-

tions. Broccoli is an excellent choice because it offers extremely high levels of Vitamins K and C, and also omega-3 fatty acids. Other dark green vegetables, such as Brussels sprouts, cabbage and spinach carry Vitamins A, E and K, and folate. Spinach also offers omega-3 fatty acids. Vitamin K has the unique ability to improve episodic memory – your ability to recall information within the correct space-time context.

Avocados, rich in monounsaturated fat, can help lower blood pressure and promote healthy blood flow to your brain. High blood pressure is associated with reduced cognitive function. Quercetin, present in many of the fruit already mentioned, is also found in broccoli, and red, yellow and white onions.

Anthocyanin, also mentioned above, is a component of beets, and eggplant. Eggplant contains nasunin as well, an antioxidant that maintains healthy brain cell membranes.

Whole grains are another food group that carries many brain-building nutrients. Quinoa may be considered a super-brain food, since it contains a high percentage of the FDA's daily recommendations for the following nutrients. One serving of quinoa contains 43% of iron, 40% of Vitamin B6, 83% of magnesium, 27% of potassium, and 15% of fats. Quinoa's high level of fibre also promotes healthy blood circulation.

Another whole grain option, barley, supplies 24% of the daily recommendations for fibre and also contains Vitamin B6, folate, Vitamin K, magnesium, potassium, zinc, and selenium. According to studies, a low level of selenium is directly linked to low cognitive functioning levels. Brown rice also contains Vitamin B6, folate, magnesium, selenium, and zinc.

Wheat germ, the core of the wheat grain, holds high levels of Vitamin B6, folate, other B vitamins, selenium, manganese, and magnesium. One serving of wheat germ provides 130% of recommended selenium levels, 94% of zinc levels, 765% of manganese levels, and 144% of thiamin levels (Vitamin B1). These nutrients are essential for restoring efficient memory and brain function.

In addition, a variety of protein products help feed your brain. Some nuts are particularly beneficial. Hazelnuts provide Vitamin E, essential fatty acids, folate, fibre, zinc, magnesium, selenium, and potassium. Hazelnuts also have a high concentration of Vitamin E. One 100 g serving delivers 100% of your recommended daily amount. Almonds are good, too. In addition to Vitamin E, almonds also contain other essential nutrients, including B vitamins, magnesium, potassium, and omega-3 fatty acids.

For a great protein snack each day, you could enjoy an ounce of raw or roasted walnuts, Brazil nuts, filberts, almonds, cashews, peanuts, sunflower seeds, sesame seeds, flax seed, and/or unhydrogenated peanut butter or almond butter. As another alternate protein source, beans work well. Along with protein, beans also contain Vitamin C, folate, omega-3s, and B vitamins. Kidney beans are especially beneficial as they are really packed with omega-3s (311 mg/serving).

Fish, a more traditional protein source, is an excellent brain food. Salmon and other fatty deep water fish are high in omega-3 fatty acids. According to an American study, adults who regularly ate salmon, sardines and mackerel had memories equal to people three years younger. However, if you wish to avoid eating fish, a quality fish oil supplement is a good option.

Eggs, another common protein source, also offers choline, and for some eggs – Vitamin D and omega-3s. According to a US study, people who ate high levels of choline showed better memory retention and a lower likelihood of developing dementia. Choline helps maintain efficient nerve communication, prevents homocysteine from accumulating in your blood, and reduces chronic inflammation.

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

Tax Talk

SCOTT TAYLOR



Not the boss of you

Right now I have four files on my desk that are clients wanting to incorporate their business. Two clients want corporations for contract employment. One is a truck driver who tells me that everyone he talks to wants him to be incorporated before he hires on.

The other is a software developer. He's actually the son of a trucking owner/operator client of ours. He's been offered work in another province and incorporation is one of the conditions of the job. Why are these guys being asked to incorporate?

I've talked a lot about the benefits of setting up your business as a separate legal entity. In these two cases, though, the companies doing the hiring want a worker without the strings attached. Legally, they don't want an employee.

Having an employee carries all kinds of obligations, including having to hold or report funds for EI, Canada Pension Plan (CPP), and workers comp, and following a variety of rules for hiring and dismissal.

Payments to a contracted worker are reported as normal business expenses, not payroll, and are deducted against the business's income.

The worker is responsible for keeping his own records, paying his own income and self-employment taxes, and

insuring himself should he become injured. As an incorporated "independent" worker, are you prepared to file HST returns and corporate tax returns? If not, are you prepared to pay someone like me to do it for you?

By making this a business-to-business relationship rather than an employer-to-employee relationship, all the government policies and agencies that traditionally police employment and labour standards are circumvented. You say you hauled a load and the carrier didn't pay you?

Don't complain to the Labour Board. This is a dispute between two businesses. You'll have to take the carrier to small claims court.

Real benefits

Incorporating should be part of broader plan for your business and not simply a condition of a contract.

Consider the next client on my desk, a longtime owner/operator who a couple of years ago decided to get his own authorities and go out on his own.

We discussed incorporating but at the time he decided to continue as a sole proprietorship. Maybe it was just too much change and too much money all at once.

Well, he's had great success and two months ago added another owner/operator to his fleet. More trucks means

more risk so he wants the extra liability protection that a corporation can provide. Good plan. His only regret is that he should have incorporated sooner. He'll have to re-apply for some of his operating authorities. It's not the end of the world but it means re-paying fees.

If you need to incorporate so your employer can shift responsibilities on to you, ask yourself what's in it for you once the contract is over?

The last file is quite a nice success story. Dad started his trucking business 20 years ago and his two sons have been working with him for the past three years. Each boy has his own truck as an owner/operator through Dad, the carrier. All three

operate as sole proprietorships.

Everything is going well and now, thinking longterm, they want to incorporate.

They can sell their trucks to the corporation at fair market value and have any loans assumed by the new company. They will all become directors and officers of the company and each can be paid a salary for their time spent working - which will be great as Dad eventually slows down and reduces his salary accordingly.

The difficulty lies in the share ownership. Each share gets a vote and he who owns the most shares wins.

So will Dad insist on 51% and continue to rule the roost? Or will he relinquish control and agree to 33% ownership for everyone? At least that way it takes two of them to agree on any issue or major decision.

We'll talk it through and I'm confident they'll work it out.

If you need to incorporate so your employer can shift some of its responsibilities on to you, be my guest. But ask yourself, what's in it for you once the contract is over?

The common thread between my last two files is that incorporation is part of a well-reasoned business strategy. They're incorporating because it makes more sense for them than for anyone else. ●

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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Yokohama brings truck tire production to North America

By Sonia Straface

WEST POINT, MISSISSIPPI

Yokohama made history earlier this month when it held a grand opening for its first-ever US tire plant in West Point, Miss. on Oct. 5.

Nearly 300 guests and dignitaries attended the festive event that showcased the new facility - called Yokohama Tire Manufacturing Mississippi (YTMM) - with guided plant tours, a catered lunch and grand opening ceremony.

In addition, several Yokohama executives from Japan flew in for the milestone event and treated guests to a kagami biraki - a traditional Japanese sake ceremony where a sake barrel is broken by wooden mallets to signify harmony and good fortune.

The new \$300-million tire facility is one of the largest Yokohama manufacturing plants, coming in at a whopping one million square feet and is a major feat for the company, which no longer has to source tires from overseas for its North American customers.

"The manufacturing plant was specifically designed to serve as the manufacturing centre of our commercial tires exclusively for use in North America," said Takaharu Fushimi, CEO of Yokohama Corporation of North America and Yokohama Tire Corporation. "I am honoured to be part of such a milestone, one that clearly tells our commercial tire partners that Yokohama is committed to the market. Based on our extensive research on the commercial tire market in North America, as well as our company's continued growth in this segment, this was definitely the right time to build a new plant and Mississippi was absolutely the right place to do it. What this modern plant will mean to our customers, simply put, is they will get what they want when they want it, as product will no longer travel across land and sea to reach them. Now the tires they need will literally be a call away. Our commercial tire customers can be assured that Yokohama is here to stay for the long haul as their business partners."

Hikomitsu Noji, president and representative director of Yokohama Rubber, echoed Fushimi's thoughts and added that expanding the company's manufacturing capacity into North America is crucial to Yokohama's success.

"It is no longer sufficient to source tires from existing manufacturing plants around the world," he said. "In short, supply will have to come from where our customers are and (we will have to) be able to provide specific products that the North American market demands."

Though the new building is capable of making almost every tire in the Yokohama product lineup, it was designed to manufacture commercial tires (steer, drive and trailer) exclusively for its truck and bus customers in North America, according to company executives.

Tadaharu Yamamoto, who moved

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Left to right: Mississippi governor Phil Bryant, Takaharu Fushimi, Tadaharu Yamamoto and Hikomitsu Noji of Yokohama.

to Mississippi when he was appointed president of YTMM said the location of the new plant was a perfect selection.

"After a year long extensive search which included 3,000 potential counties in the continental US, West Point, Mississippi was chosen for the site," he said.

More than 1,200 workers transformed the more than 500 acres of land to build the new facility in just over 24 months - making it one of the company's fastest plant builds. In August 2014, the plant mixed its first rubber, and then in April 2015 the first pre-production tire rolled off the assembly line. And at the company's grand opening, Yamamoto announced that the plant is ready for mass production and said at full capacity the plant is expected to produce one million tires annually.

"Our lead time will go from a few months sourcing tires from offshore to a few days sourcing here."

Rick Phillips, Yokohama

To date, YTMM has hired 260 employees to get the plant up and running, with estimates that number will reach well over 500.

Not only was the location right for Yokohama but the timing was too, said Rick Phillips, vice-president of sales for Yokohama Tire Corporation.

"The economy isn't really hot but it is positive and it's moving in the right direction, it's steady," he said.

"People are spending a lot of money and it's creating a very healthy environment for the trucking industry. If you need proof of that, just look at what's going on with Class 8 truck sales."

Phillips added that sourcing the tires locally for its North American customers means the company's speed to market will improve significantly.

"Our lead time will go from a few months sourcing tires from offshore to a few days sourcing here in Mississippi," he said, adding that its customers are very excited about the new facility. "It's going to give us a lot more flexibility to adapt and change the market." ●



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International dealers rebrand

SUDBURY, ONTARIO

Nickel City International and Timmins International have rebranded as Tru-Nor Truck Centres, to celebrate their northern heritage.

The dealer network also welcomed a new location in Sault Ste. Marie to the family.

"This is a logical next step for us. We are excited to align our Sudbury and Timmins truck dealerships under the Tru-Nor Truck Centres name and to add a new branch in Sault Ste. Marie," said Terry Descoteaux, general manager of Tru-Nor. "We remain committed to offering the exceptional sales and service experiences our customers have come to expect. The name change to Tru-Nor Truck Centres will facilitate a Northern brand recognition and allow us to focus on a consistent and quality customer experience in all locations."

There is no change in management or ownership, the company said. The new location in the Soo is located at 605 Third Line East, off Great Northern Road. More info can be found at www.tru-nor.ca.

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Highway Western Star expands

GUELPH, ONTARIO

Highway Western Star has opened up a brand new location in Guelph, Ont., the company announced.

The new branch features 10 bays and is a full-service dealer. It also has a driver lounge and is located close to fuel stations.

The company said the new location also has an air conditioning and motor vehicle inspection station as well as quick lube/oil change service.

The new facility is located on 150 Regal Road in Guelph, Ont. You can learn more about the company at www.highwaytrucksales.com.

Penske adds new facility in Surrey

SURREY, BRITISH COLUMBIA

Penske Truck Leasing recently debuted a new full-service facility in Surrey, B.C.

The new facility is 8,400 sq.-ft., located on one acre of land. It has four truck service bays and wireless technology that can connect technicians to truck diagnostic and analytic software.

The company claims it hired seven new employees to staff the new location.

"We're very pleased to expand our service network with this new location in the metro Vancouver area," explained Eric Clark, Penske Truck Leasing area vice-president for the Northwest. "With the recent improvements to Vancouver's highway infrastructure this facility is conveniently located for all of our customers."

The address is 9558 189th St., Surrey, B.C.



Tankmart held a grand opening to show off its new Burlington facility in September. The new 30,000 sq.-ft. space is the largest Tankmart facility in Canada to date.

Tankmart adds new location in Burlington

BURLINGTON, ONTARIO

Tankmart International recently held a grand opening for its new facility in Burlington, Ont.

The new building was purchased in July 2014 by the Laval, Que.-based company, however, it was finally completed at summer's end and Tankmart thought that was reason to celebrate.

"We didn't actually break ground until January (2015)," explained Kevin Brown, account manager at Tankmart. "And we fast-tracked it. It was actually quite a bit of work and lots of people working hard to get it done. We had great contractors working for us."

He added that employees started working out of the building as early as April 2015, himself included.

The need for the new location was a no-brainer, according to Brown, who claimed the company simply outgrew its old facility.

"We had a place in Oakville that was maybe 6,500 square feet," he said. "And we outgrew that a long time ago. So when we found this location, it was natural for us to move here. It was hard to find the type of property we needed, but this location ended up being great for us. It's west of Toronto and close to the border, and close to the highway. We've built a pretty state-of-the-art facility here."

The new location is 30,000 sq.-ft., with 10,000 sq.-ft. of that used for parts inventory. It is now the largest Tankmart facility in the country. It provides new and used tank sales, leasing, parts sales and service as well as repairs for the tank trailer business.

Brown added that the company used the grand opening to show its customers – and some of its competitors – what Tankmart is all about.

"We very much wanted to introduce who we are, and what we are to a lot of our customers," he said. "We've had great loyal customers over time, and so we came to the conclusion we should make it a bit of a party. And we invited customers and some of our competition because we wanted them to see our facility also. So it was kind of a mix of our great existing customers and hopefully some new customers."

The new facility is located at 4420 South Service Road in Burlington, Ont. ●

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Navistar, GM to collaborate on medium-duty trucks

LISLE, ILLINOIS

A long-term partnership reached by truck makers Navistar and General Motors will result in the development of a new line of Classes 4/5 commercial trucks. Production of the new conventional-style trucks will begin in 2018 at a Navistar plant in Springfield, Ohio, where Navistar says it will invest about US\$12 million and add some 300 jobs. The trucks will be branded as Chevrolet and International vehicles.

GM, at this time, has no plans to bring the Chevrolet version of the truck to Canada, but Navistar confirmed on a conference call after the announcement that its Canadian dealers will sell and support International trucks developed under the partnership.

The current International TerraStar will be replaced by the new products developed with GM.

The trucks will feature GM engine and component technologies and a co-designed cab. Diesel engines will be available, but Bill Kozek, president, Truck and Parts with Navistar, said it's still too early to discuss options in any detail. He did say, however, that the partnership should benefit both manufacturers.

"It allows GM to expand, primarily, its Chevrolet commercial truck portfolio and Navistar to strengthen its International truck line-up," he said. "It's going to leverage the strengths from both companies as these products come out."

The deal, Kozek added, "is another of the pillars of our customer-centric approach, providing customers with the best technology available, regardless of the manufacturer."

The two companies have been in talks for some time, initially regarding collaboration on a Class 6/7 platform. While that deal didn't come to fruition, Kozek said those talks set the framework for the deal that did happen. ●

Class 8 orders flat in September

BLOOMINGTON, INDIANA

Class 8 truck orders were unchanged in September, at 19,460 units, according to preliminary data from FTR. September's order activity met expectations, albeit with a higher than anticipated cancellation rate for the second month in a row, FTR reports. Orders were down 21% year-over-year. However, FTR points out the past 12 months continue to annualize at a solid 345,000 units.

"After the wild order activity that started last October, the market has fallen back to a remarkable level of consistency," said Don Ake, FTR's vice-president of commercial vehicles. "To have five months of orders be this stable in a stronger market is likely unprecedented. Fleets loaded their orders into the backlog by March and OEMs have just been filling in the remaining slots since then. We don't see the increased cancellation rate the past two months as being a cause for concern." ●

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52 EQUIPMENT

Daimler touts next chapter in truck safety: Interactive safety

By James Menzies

LAS VEGAS, NEVADA

Daimler Trucks North America (DTNA) says it's ready to write the next chapter in the continuing evolution of truck safety, and that it will be all about "interactive safety."

First there was passive safety – items such as seatbelts, collapsible steering columns and airbags – aimed at mitigating injury in the event of a crash. Next came active safety systems, such as forward-looking radar, adaptive cruise control and lane departure warning systems, which were intended to prevent the crash from happening.

With the dawn of interactive safety, Daimler says the truck will not only

be able to prevent crashes, but will also be able to protect other vehicles around it through the use of vehicle-to-vehicle communications and other emerging technologies.

"We see (interactive safety) as the next level of vehicle integration," Diane Hames, general manager, marketing and strategy with Daimler Trucks North America, said at a recent press event. "Interactive safety is looking at the truck as part of a network."

She likened the concept to the central nervous system of a human body. By putting various technologies together and enabling communication between vehicles, Hames said "Now, it's not just the truck that may be reacting to a hazardous condition on the road, but the vehicle in front of them may be able to react as well. This is the world we're going to next."

Daimler's much discussed autonomous Inspiration Truck, which can drive itself under certain conditions while under the watch of a professional driver, brings together many of the most advanced safety systems available today and produces a new result – the ability of the truck to drive itself.

"What we're trying to create going forward is, how can we apply these technologies in different ways and with different technologies to come up with different solutions that ultimately provide a safer driver environment and more efficient, better integrated vehicle with the driver?" Hames said.

She said the goal is not to replace drivers through automation, but to enhance their capabilities. Radar systems and cameras can react faster to imminent dangers than can humans, she pointed out. Hames said fighter jet pilots have become so integrated with their machines that they no longer simply climb into their fighters, rather they "put them on."

"I'm not going to stand here and say it's going to get to the point where truck drivers put on a truck, but the integration of truck and driver and extending the driver's abilities is going to make it a much safer environment for the driver and for other people on the highway moving forward," Hames said.

Another way to look at emerging safety systems, Hames said, are as "bionics for truck drivers."

"The human eye can see only so far in one direction and some peripheral vision," she explained. "You add to that multiple cameras and multiple radars focused on specific things and the driver now has capabilities beyond human capabilities...the truck can react much faster than the human driver so it increases the driver's capabilities."

Still, Hames stressed the driver will always be necessary, even if and when autonomous trucks become the norm.

"We are not advocating (autonomous trucks) will ever get rid of the driver," she said. "What we're really talking about is creating an environment where the driver is able to focus on the things that really are important and not that tedium of sitting there looking down the highway holding that truck between the lines for 10 hours a day." ●

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What is the Case About?

The representative Plaintiff Marc-Oliver Baroch is a former Canada Cartage shunter. Mr. Baroch has sued Canada Cartage on his own behalf and on behalf of the "class members" described below for breach of contract, negligence and unjust enrichment. The core of Mr. Baroch's claim is an allegation that Canada Cartage had a policy or practice of avoiding or disregarding its obligations to pay overtime to class members in accordance with their contractual entitlements. The claim seeks \$100 million in general and punitive damages.

The court has not taken any position as to the truth or merits of the claims or defences asserted by Mr. Baroch or by Canada Cartage, which will be determined at a trial of the common issues. In the event that the claim is successful, class members could be entitled to receive financial compensation from Canada Cartage. The lawyers for Mr. Baroch have entered into an agreement that provides they will only be paid in the event of success in the case and will receive a percentage of any recovery, subject to approval of the Court.

Who is Included in the Class Action?

If you were employed by Canada Cartage at any time between March 1, 2006 and January 30, 2015 and were entitled to receive overtime compensation under Canadian laws and regulations, then you are included in this class action as a "class member" unless you choose to take steps to "opt-out" of the class action by following the procedures set out below.

What Do I Need to Do?

If you are a class member and you want to continue to participate in this class action, no further action is required from you at this time. Depending on the outcome of the action, you may be bound by a judgment of the Court, whether favourable or not. However, if you do not opt-out of the class action, you may not be able to start a lawsuit against Canada Cartage in respect of the same issues and the same claims raised in this lawsuit.

If you want to "opt-out" of the proceeding, you will not be eligible to participate in the class action, including any settlement or court award in the event of success. To opt-out from this lawsuit, you must do so by December 31, 2015 by sending a note with your name, address, signature, date and a statement that you want to opt-out to: Lax O'Sullivan Scott Lisus LLP, 145 King St. W., Suite 2750, Toronto, ON M5H 1J8.

What if I Have Questions?

Visit www.canadacartageclassaction.com or email info@canadacartageclassaction.com.

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DT12 continues to drive Daimler's growth

LAS VEGAS, NEVADA

This has been an incredible year for truck sales in the North American market and Daimler Trucks North America (DTNA) says it has been able to defend its strong market share.

Year-to-date through June, DTNA sold 90,000 units, well up from 76,000 over the same time period in 2014.

In Canada, its Classes 6-8 market share climbed 2.7% to 34.4% year-to-date, according to Richard Howard, senior vice-president of sales and marketing, who provided a market update during a press event here.

Its market share in North America is up 1.6% to 38.6% compared to last year.

Howard said he expects the market to maintain its strength in 2016.

"Directionally, we see it sideways, with no significant change," he said.

That's good news for truck makers,

who are on pace to sell about 435,000 units in North America this year. Howard said economic fundamentals remain good for fleets.

Daimler is especially proud - may be even surprised - by the pace at which fleets have embraced its DT12 automated transmission.

The company will sell about 39,000 units this year, for a penetration rate within the Freightliner Cascadia of 42%.

"We could've sold more, we just didn't have enough components available at the beginning of the year," Howard said.

He said DTNA should sell about 60,000 units in 2016.

Detroit Assurance, a suite of active safety systems, has also been well received and has been ordered in about 20% of Cascadias so far this year.

Howard said that should increase to about 30% next year. ●

Great Dane celebrates innovation

SAVANNAH, GEORGIA

Great Dane recently hosted more than 250 supplier and company representatives at its first ever Supplier Summit and Innovation Challenge in Savannah, Ga.

The forum was developed to celebrate past successes while setting the stage for continued innovation and advancements in the trailer industry, Great Dane announced.

Several awards were handed out at the event.

Winners included: Hendrickson Trailer in the cost savings category; New Process Steel in the quality category; and Valspar Corp. in the safety category.

Hendrickson Trailer was also named Large Supplier of the Year while Hoosier Tank and Manufacturing won the Small Supplier of the Year award.

Bob Brege, Great Dane's vice-president of procurement, said Great Dane is looking to build and maintain a world-class collaborative partnership with its suppliers.

"The Supplier Summit helps make this vision a reality," he said.

The trailer maker also hosted an Innovation Challenge, an optional supplier and company event designed to bring together the most talented and creative resources in the industry to develop new solutions.

"We're truly excited about these new opportunities to collaborate with our key suppliers and by the strong participation and creativity displayed at this first Supplier Summit," said Rick Mullinix, executive vice-president of engineering with Great Dane. "In many ways, Great Dane's success depends on the strong performance of our suppliers, and we thank them for their continued support and commitment to excellence." ●

Classifieds

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Certification required to operate autonomous trucks

Continued from page 1

for this certification is developed by the truck maker and then approved by the state. It's up to the OEM to test individuals wishing to obtain their certification and to issue the certificate allowing them to operate such vehicles.

There's obvious irony at work here: A special certification is required to operate a truck that can effectively drive itself. But the objective of the training and subsequent certification is to ensure the driver understands how to use the system and more importantly, that they realize they are responsible for the vehicle at all times – even when Highway Pilot is active.

Operating Highway Pilot is not at all difficult.

When Highway Pilot becomes available on the Freightliner Inspi-

ration Truck, a 'Highway Pilot Available' notification appears in the driver display. The driver can then click the Set button on the steering wheel to activate the system, as long as the engine brake is turned off. The driver can then toggle through to the desired top speed. The engine brake can be activated once Highway Pilot has been enabled. To deactivate Highway Pilot, the driver simply needs to tap the service brake or press the Off button on the steering wheel.

When Highway Pilot is activated, the truck drives itself. It maintains a safe following distance from the vehicle in front of it and adjusts the steering wheel to stay centered in its lane of travel. The gas and brakes are applied as needed – all without human intervention. It's unsettling at first – especially when traffic is approaching – but I very quickly came to trust



James Menzies gives the thumbs up while the Highway Pilot system handles the steering.

the system.

It was a windy day in Las Vegas, with the types of gusting crosswinds that make for tiring driving. It was nice to relinquish control to Highway Pilot and relax while it took care of the frequent steering inputs needed to counteract the wind.

But you won't be taking the opportunity to climb into the bunk for a nap or fixing yourself a sandwich. The driver is required to always be alert and ready to take over from Highway Pilot when required.

This attentiveness is one of the things Martin and other certifying engineers are looking for during their evaluations.

"As the driver, you need to be totally aware and completely responsible for the operation of the vehicle," Martin explained before we hit the highway. "Even if Highway Pilot is working and functioning, you still are the driver and you're still responsible. It's important to stay facing forward – you don't want to turn around, don't get out of the seat, don't play on your phone – you still need to be aware. This is meant to be an enhancement to the driver. On a day like this, where it's windy, if you're driving manually you are constantly fighting the wind. In Highway Pilot mode, you can let go and let the system fight the wind and that's a huge advantage when it



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comes to fatigue.”

Among the requirements that must be demonstrated by the trainee during the certification process are the following:

- Participates in the training of the system and understands the technology;
- Prior to operating the system, demonstrates knowledge of system capabilities and limitations;
- Demonstrates ability to operate the vehicle in both normal driving and autonomous modes;
- Driver must know when Highway Pilot is available, how to enable Highway Pilot and how to disable Highway Pilot and take back manual control;
- Must demonstrate the ability to react to a system error (induced by a DTNA engineer);
- Driver reaction time must be less than half a second;
- A vehicle trajectory error must be corrected in no more than 2.5 seconds;
- And lane deviation must be corrected to no more than 60 centimetres.

The Highway Pilot system itself is extremely intuitive. And while the concept of autonomous vehicles may initially seem futuristic or far-fetched, in reality the Highway Pilot system simply brings together many active safety systems already in use today through Detroit Assurance. There is nothing new about adaptive cruise control or lane departure warning systems.

Those are the foundations on which the Highway Pilot system is built, with the addition of automated



Freightliner's Inspiration Truck is pictured. Inset, a picture of the display area, which notifies the driver when the Highway Pilot autonomous driving system is available.

steering. The Highway Pilot's individual parts consist of: a stereo camera; HMI display; powertrain ECU; radar sensors; braking system; steering gear box; and mirror cameras. The front stereo camera provides a 45-degree view with a range of 328 feet. The long-range radar provides an 18-degree view 820 feet up the road while the short-range radar gives a wider 130-degree view, 230 feet out from the truck. This trio of sensors is

what's used on Daimler's Detroit Assurance suite of safety systems today.

Daimler officials emphasized that Highway Pilot is intended not to replace drivers, but to enhance their capabilities and to improve safety. It's a safety system, really, and any payback generated for customers if and when it goes into commercial production will have to be achieved on the merits of safety, not eliminating drivers.

The Freightliner Inspiration truck

itself is not currently undergoing validation testing, according to Diane Hames, general manager, marketing and strategy with DTNA.

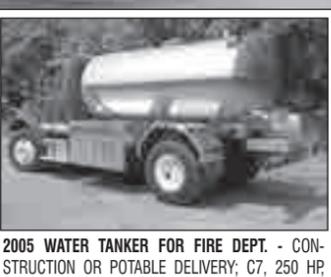
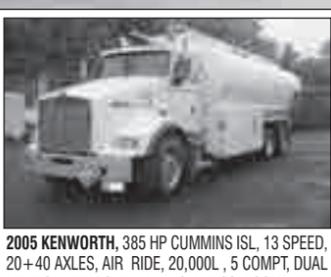
“It was intended as a demonstration of technology,” she said. “We're not putting it through a validation cycle. It's not a prototype truck, it's a demonstration concept vehicle and the intent was to show what's possible with the combination of these technological elements.”

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Tires & Wheels

Michelin has announced it has launched its new **retread** – the Michelin X Multi Energy D Pre-Mold – for regional and emerging super-regional applications. It is SmartWay certified and the company claims it will deliver a 25% longer tread life than its competitors. The new retread features a dual energy compound. Michelin claims the top layer provides exceptional removal mileage, while the bottom layer allows the tread to run cool, minimizing internal casing temperatures for low

rolling resistance and extended casing life. The retread comes complete with Michelin's inter-locking Matrix Siping, which helps with traction and wear. It is available in three tread widths: 220, 230 and 240 – all with 21/32" tread depth

BFGoodrich Commercial has a new **extended warranty** for its commercial truck tires and casing, effective on claims filed on or after Sept. 1, the company announced. The warranty coverage against defects in workmanship and materials for all BFGoodrich commercial truck tires will now extend to the life of the original tread or five years from the date of manufacture, whichever occurs first.

Date of manufacture is based on the original DOT number molded on the tire sidewall.

Oliver Rubber Company announced it is launching the Oliver PD Drive, an **open-shouldered, SmartWay-verified drive position retread** for line-haul and regional applications. According to the company, the open shoulder delivers increased traction and is designed for single- and tandem-axle tractors. It is available in four sizes.



Peterbilt recently introduced its new **Red Oval program** in both Canada and the US, which provides customers with exclusive certified pre-owned trucks from throughout its dealer network and Paccar Financial Used Truck Centers – complete with a complimentary Red Oval Assurance warranty, a 150-point inspection, a customer loyalty program and preferred financing through Paccar Financial.

Customers can find the special Red Oval certified pre-owned trucks on www.PeterbiltRedOval.com, where detailed vehicle specifications and photos from a searchable database can be found. According to the company, all trucks certified in the new program have passed a 150-point inspection reviewed by the Red Oval management team. As well, only trucks four model years or newer and with less than 450,000 miles are eligible for Red Oval certification. In addition, Red Oval trucks include a factory-authorized engine warranty that includes aftertreatment coverage.

The Freightliner 122SD can now be spec'd with Allison 4700 Rugged Duty Series (RDS) and Oil Field Series (OFS) **automatic transmissions**. Freightliner said the combination of the 122SD with Allison's vocational transmissions is ideal for tough off-road and oilfield applications. The transmission has features such as second reverse, which offers a second "deep reverse" in addition to the standard reverse. It also has automatic shifts, which automatically and smoothly make the right shift at the right time; and greater startability, which uses less torque to launch and go.



Daimler Trucks North America announced it is expanding its **warranty coverage** options available through its used truck retail network, SelecTrucks. The company said the new warranty will cover the aftertreatment systems (ATS) on both Detroit and Cummins engines and is available on used Freightliner and Western Star trucks. The covered repairs can be completed at any Freightliner or Western Star authorized service centre in the US and Canada. The ATS warranty covers major system components like the diesel oxidation catalyst (DOC), the selective catalyst reduction (SCR) system, and both the doser injector and the DEF injector. In addition, the coverage includes tempera-

ture and pressure sensors.

Eaton has added two optional features to its UltraShift Plus and Fuller Advantage **automated manual transmissions**. The new Urge to Move and Blended Pedal features were added "to enhance low-speed maneuverability in situations such as backing into a loading dock or maneuvering in a construction job site," the company says. The Urge to Move feature lets the vehicle automatically move when the transmission is in gear and the driver releases the service brakes. Once launched, the vehicle will creep at a constant speed at engine idle without the need to press the accelerator, similar to a passenger vehicle. The Blended Pedal allows the driver to control clutch engagement at engine idle through accelerator positioning and enables movement at varying speeds.

Meritor grew its **aftermarket clutch** offering by adding a self-adjusting 15.5-inch model to its current Euclid line for medium- and heavy-duty trucks. Customers can now purchase the new clutch, which includes 15.5"x2" models with seven springs or nine springs in four- and six-paddle options, from warehouse distributors stocking Euclid-branded parts. The self-adjusting model includes new over-adjustment prevention technology and patent-pending actively expanding seal (AES) that provides anti-contamination enclosure, self-locking worm gear to ensure positive adjustment.

Whitz Marketing Group has launched a new universal fit **Bed-in-a-Bag** to the trucking market. The new product, according to the company, enhances the look of any size sleeper, and is made of durable 100% polyester. Included in the bag are a pillowcase, two flat sheets (60"x84") and a colourful comforter, all in a carrying bag. There are also two designs to choose from, and custom branding is available on large orders. For more information call 1-905-321-2066 or visit www.Whitz.ca.

Eaton announced it has extended the warranty coverage on its aftermarket Advantage Series and EverTough **clutches** with the purchase of a Genuine Eaton Clutch Installation Kit. The advantage series warranty coverage increases from two years to three, and EverTough coverage increases from one year to two. When a transmission is pulled for a clutch replacement, the company recommends a clutch installation kit be used every time. The kits are effective in preventing the transmission from having to be re-pulled in the future to replace wear-related clutch components, the company said.

Stemco revealed it has launched the Genuine CentriFuse **brake drum** product line in a new colour. The new brake drums are blue in colour to help distinguish the Stemco brand from overseas look-alikes that look like Stemco Genuine CentriFuse products, but do not perform nearly as well, according to the company. This change applies to Original CentriFuse, CentriFuse Lite, and CentriFuse Wide. CentriFuse HD brake drums, which were changed from black to red in 2014, will continue being sold in their new red colour.

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By Edo van Belkom

THE STORY SO FAR

Mark has some time to kill in Saskatchewan and comes across a local paper advertising a truck rodeo that weekend. Mark enters, but right away he's labeled as a City driver and wonders if he's even welcome here...

The drivers were led into an adjoining room where a number of tables and chairs were set up in orderly rows, just like the gymnasium at Mark's high school during exam time. Mark took a seat at a table in the middle of the room and watched as defending 10-time champion Rob Goldrick took the seat to his right, and the old-timer everyone seemed to be so fond of, Cyril Mitiuk, sat down on his left.

A volunteer went around the room and placed a copy of the examination on each table, face down along with two pencils.

Mark was about to turn the test over when someone at the back of the room said, "Leave the test where it is until it's time to begin."

Mark put both hands on his lap.

"Is everyone ready? You may begin."

Mark turned the test over and flipped through the pages. Just as promised, there were 100 questions, both multiple choice and True or False.

Before digging into the test, Mark glanced to his right where Rob Goldrick was going through the questions smoothly and confidently, taking a few seconds on each before making a confident stroke on the page. To his left, the old man, Cyril Mitiuk had a pained look on his face as he looked from one question to the next without answering any of them.

Mark figured his own system of answering the questions would be somewhere in between the other two men's styles. The first question was an easy one.

Who is responsible for the accuracy of the driver's daily log?

- A) The driver.
- B) The carrier
- C) The shipper and receiver
- D) The driver and carrier

Mark smiled and circled D. This is going to be a piece of cake, he thought. He answered a dozen more questions he thought were easy and straightforward when he was stopped in his tracks by a question more difficult than the previous ones.

To recover from a skid, the driver should steer in which direction?

- A) Right
- B) Left
- C) The same direction the rear of the vehicle is skidding in
- D) The opposite direction that the rear of the vehicle is skidding in.

Mark had to think about that one a second. The first two choices were obviously wrong because either one could be right or wrong depending on which way you are skidding.

One of the next two was right, but Mark had to close his eyes and imagine himself behind the wheel



Not his first rodeo

during a skid to figure out that C was the correct answer.

And then another tough question.

On trucks with air brakes, at what psi in the primary reservoir should the "Low Air" warning operate?

- A) 60 psi
- B) 20 psi
- C) 80 psi
- D) 100 psi

What? Mark had no idea. The low air warning had come on in Mother Load a few times over the years, but he didn't know exactly what number it came on at. He eliminated B as being too low and D as being too high for a low air warning.

He knew that 80 psi would be sufficient pressure on his truck for the air brakes to operate so he crossed his fingers and opted for A.

He took a deep breath and ran a few fingers over his forehead. Much to his surprise, he was sweating. Were these questions that hard, or did Mark not know as much as he thought he did about his truck and the trucking industry.

He glanced left and right. Goldrick was still circling and checking off answers at a steady pace, while Mitiuk was circling answers, then rubbing them out, then circling the same answer again.

Well, at least I've got him beat, thought Mark.

After struggling with another dozen questions, Mark found himself lost.

The amount of force exerted on the structures of the back is how many times greater when lifting with a bent back as opposed to correctly lifting the a straight back?

- A) Two times
- B) Four times
- C) Ten times
- D) Eight times

How the hell should I know?, thought Mark. I'm a truck driver, not a structural engineer. But the more he thought about it, the more he realized that this was a question designed to get drivers thinking about safety and avoiding injury. Mark guessed D since the first two choices didn't seem like enough and 10 times seemed like an awful lot.

Mark let out another sigh and wiped the damp palm of his hand on his pant leg to keep it dry. While this had started out as something to do for fun, it had become stressful and was reminding Mark of his days in high school...And he'd hated high school.

Nearing the end of the test, the questions had started to get downright impossible.

When recharging a fire extinguisher, the agent used should be what?

A vehicle fire can generate heat upwards of what temperature?

What month is the most dangerous for lightning?

Who the hell knows these things?, Mark wondered. Who the hell cares? Obviously the organizers of the rodeo care, but really why in the world do I need to know this?

Just then, Goldrick got up from his chair and handed in his test paper. Of course, he's finished, he's the defending champ.

Mark glanced left and saw that Mitiuk was still struggling, the eraser now gone from his pencil and changing his answers with an X every time he changed his mind.

The speed of a truck that slides in a curve can be determined by the marks left from a sliding tire. What is the mark normally called?

- A) Skidmark
- B) Wheelspin
- C) Yawmark
- D) Wheel Line

Mark didn't have a clue, but he knew that the word Yawmark was the only one that dealt with direction, because the word yaw was used in describing an airplane's orientation.

"A couple of minutes left," one of the volunteers said.

Mark had ten questions to go. He answered eight and guessed at the last two.

"Time."

They posted the results a short while later and Mark was stunned. Mitiuk had scored a 98 while Goldrick had 94. Mark didn't finish last, but his score of 85 was near the bottom.

He knew he'd gotten a bunch of answers wrong, but he was amazed that the old man, who had been struggling from start to finish, had posted the best score.

He has to be cheating, Mark thought. There's no other way. ●

- Mark Dalton returns next month in Part 3 of Not his first rodeo.



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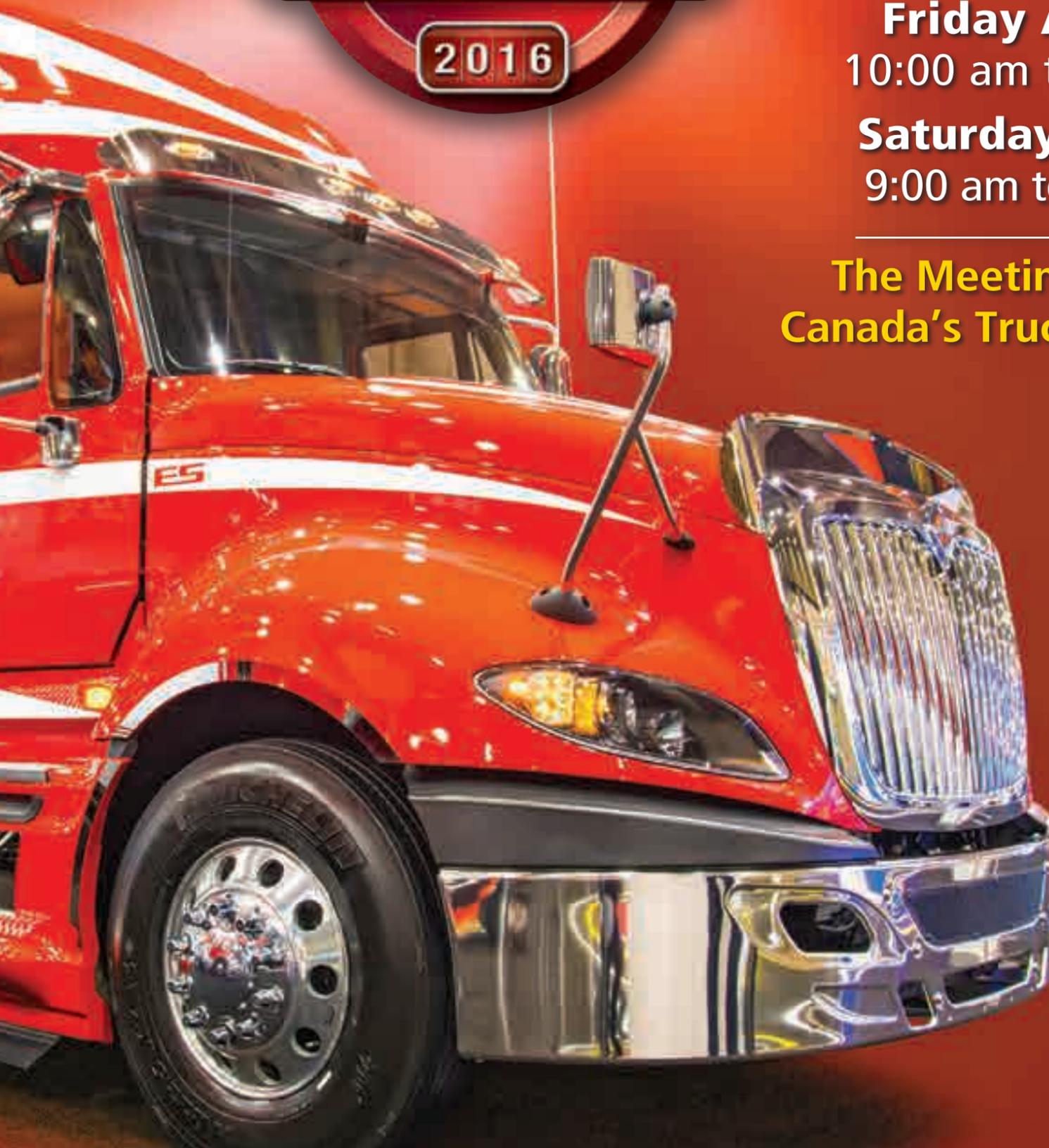
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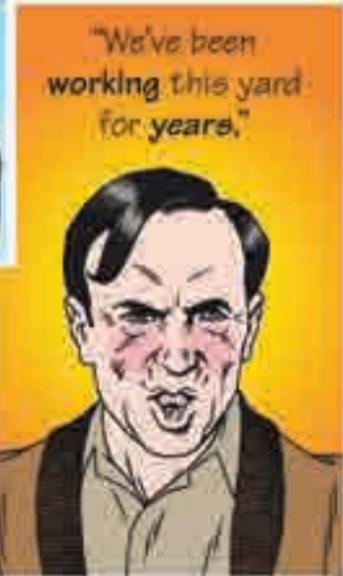
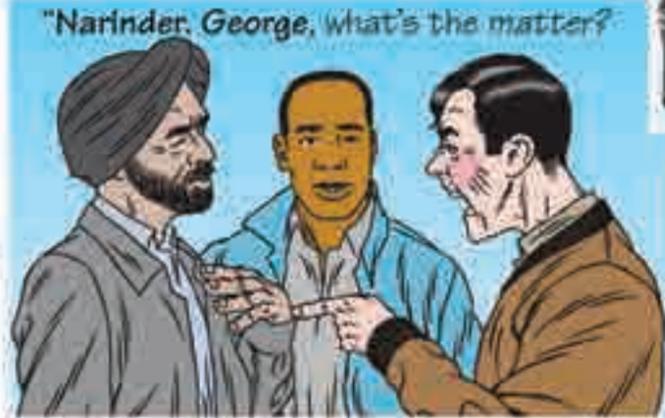
The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

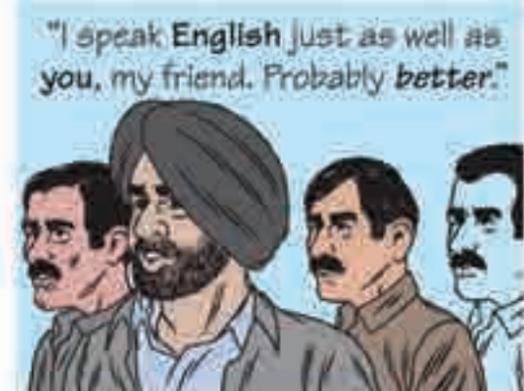
After several successful long-haul jobs, Vic gives Vic a container load going from the yard just outside Toronto to a warehouse in Winnipeg. As he drives into the yard, he's slowed by a commotion in the line of trucks. "Uh, oh," Vic mutters.



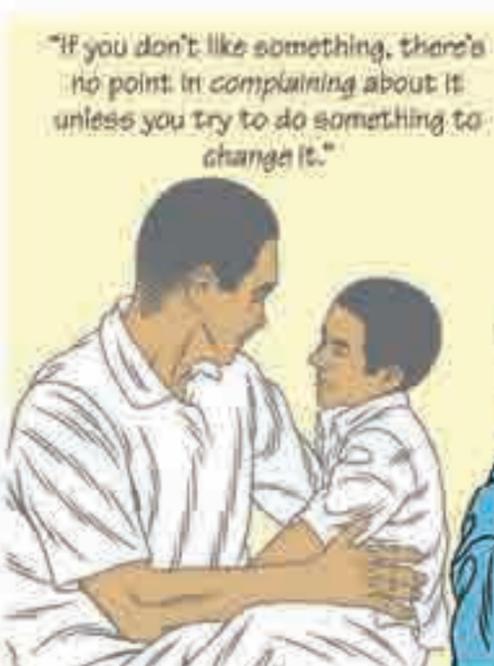
Because the way is blocked, Vic is forced to get out of his truck. In the short time Vic has been driving containers, he recognizes people in each of the two groups. He knows them to be good people and hard workers. Why in the world would they be fighting, he wonders.



George says, "But these guys come in and are taking away our jobs. They agree to be paid less than we get and every week we're losing more and more of our loads to drivers who can't even speak English."



Vic gets between the two groups, putting up his hands to keep them apart. "George, everyone, calm down." Then when things settled, Vic says, "These drivers aren't taking your jobs... they are taking whatever they can get. They are taking less money because that's all that they are being offered. They are no different from you. They want all the same things you want. To raise a family, to run a successful business, to have a good life with prospects for the future. And like you, they are struggling to achieve all of these things... but they don't know anything else other than to work harder."



"Then do something about it," Vic says.

"Like what?"

"Stop working. Find another job."

George is unconvinced, "Work harder for less money? That's not right."



Vic wonders how he'd managed to get himself in this situation, but realizes it's too late to back out now. "Yes, strike. Maybe for a day."

"Only if you agree to be our spokesperson."

Vic takes a deep breath. "All right."



Illustration by Ghanni McEvoy



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B.C. has a new safety E.D.; Diamantopoulos joins Breadner; Blagden named president of Searcy Trucking; and Transcourt adds Quick.

The Trucking Safety Council of B.C. has announced the appointment of **Mark Donnelly** as executive director.

Donnelly spent the past 10 years in a variety of senior leadership roles in the B.C. Automobile Association, the organization announced. Most recently, he served as director of community impact there and COO of the BCAA Road Safety Foundation.

Tremcar has announced the appointment of **Kevin Poulin** to the position of general manager of Tremcar Industries. Tremcar Industries is a Toronto-based division of Tremcar. Poulin has been with the company as a design engineer and will now oversee production and purchasing, as well as the technical, quality control and inspection departments, the company announced.

Norm Blagden has been named president of Searcy Trucking, a subsidiary of Bison Transport.

"Over the past two years, since our acquisition, Norm has been instrumental in successfully transitioning Searcy Trucking into the Bison family," announced Rob Penner, Bison Transport's president and COO. "Norm's leadership and experience has been invaluable to the business and the future is bright at Searcy."

Polaris Transportation Group has named **Jon Saunders** CEO of Polaris Global Logistics (PGL).

Saunders already served as vice-presi-

dent, finance for the Group and now will fill dual roles. He joined Polaris earlier this year.

Mark Diamantopoulos has joined Breadner Trailers as its new vice-president of sales. Before accepting the new position at Breadner, Diamantopoulos was the vice-president of sales and dealer development at Trailer Wizards where he worked for close to six years.

He will be working out of Breslau, Ont., where the Breadner headquarters are located.

Transcourt Tank Leasing announced it has appointed **Kevin Quick** to the role of vice-president of business development for Western Canada. Quick is based in Edmonton and has spent his entire professional career in the transportation industry.

"Kevin's experience and industry knowledge, as well as his proximity to our client base will definitely enable us to provide a higher level of service to our customers in the west," said Transcourt's president, Bruce Daccard.

Titanium Transportation Group has announced the hiring of **Nia Karabatos** as general counsel to assist with legal matters and the execution of mergers and acquisitions. She comes to the company from the business law firm Cassels Brock & Blackwell LLP and has experience with mergers and acquisitions and corporate restructurings.



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TRUCK NEWS CAREERS www.trucknews.com

Carrier in overdrive: Andy Transport is growing fast

Andy Transport is growing aggressively and shows no signs of stopping any time soon. Ilie Crisan, with the help of his daughter Andreea, has positioned the business to be one of the most successful transportation companies in the country. Carroll McCormick caught up with the duo recently to hear about their plans for the future.

From one truck in 2001 to running 250 tractors, 400 trailers and a handful of flatbeds this year, Andy Transport, based in Salaberry-de-Valleyfield, about 65 kilometres outside Montreal, is a carrier oozing ambition.

Ilie Crisan, a native of Sibiu, Romania and president of Andy Transport, moved to Canada in January 2001 and launched his business with an old Volvo. By 2006 he was running 16 trucks and drivers.

One morning that year, however, he got an unpleasant surprise when his sole customer announced that it has lost a contract and poof!, there was no more work.

"Probably one of the biggest challenges I had was the economic downturn which started in 2006. I was really at the beginning of my journey, and it was difficult to find clients and to keep a steady flow of work," Crisan says. Fortunately, he confides, "I am an extremely competitive person. Whenever I am faced with a challenge, I look at the best ways to overcome it. And I never give up."

"Two-thousand-and-six was when we learned our first business lesson 101: not to put all of our eggs in one basket," adds Andreea Crisan, Ilie's daughter and executive vice-president of Andy Transport. In her mid-twenties, Andreea, who is also a lawyer, has been helping run the company since she was 11.

Without even a yard in which to park their trucks, the Crisans went into problem-solving mode. "We had to decide what to do. We kept five trucks on the road. We invested in five trailers and hired a dispatcher who was working from his house. I was doing payroll from our house while my father was still driving. Prior to 2006 we didn't know much about loads, trailers, insurance...This is how we started the real business activity,"

Andreea says.

Ilie's first commercial job was busing athletes all over Europe. He also drove a coach between Romania and Germany. He later managed a German company, where he learned the "German way of doing business." He also saw technologies in Europe, such as disc brakes, e-logs and automatic transmissions on heavy vehicles, years before they arrived in North America. Ilie sees himself as very open-minded, so it is not surprising that Andreea describes the company as being open to innovation and experimentation.

Golan Moryoussef, chief financial officer and vice-president of sales, recalls the speed with which Ilie adopted trailer skirts. (Moryoussef joined Andy Transport in January 2015, but knew the company well from his former life as a commercial lender with the Royal Bank of Canada).

"About five years ago Ilie tested some trailer skirts and after two weeks he called me. He bought skirts for all of the trailers. The skirts paid back in seven months," Moryoussef says.

Ilie also wasted no time buying trucks with disc brakes in Canada - on his first Volvos, purchased in 2011.

"We treat (our drivers) with respect; for example, if a dispatcher says he will get a driver back for his daughter's birthday, we will do everything we can to do that."

Andreea Crisan, Andy Transport

As a general statement, Andreea says, "We are ready to adapt. I think we were one of the first companies to install scanners in all of our trucks. Our culture as a company is of being open-minded, accepting change more readily."

The company's first yard was a rental property in Dorval. The search for more space and a property to purchase led the Crisans to Salaberry-de-Valleyfield, just a few kilometres from the A-30 ring road and its great connections to Ontario, Eastern Canada and the United States. Here, in 2011, the company bought an administration building, five-bay garage and a yard with room for about 150 units.



Ilie and Andreea Crisan

Its location, three miles from the new CSX Transportation intermodal terminal, which opened last November, suggested an opportunity for a new division: This April Andy Transport began doing pick-up and delivery of containers to the intermodal terminal with six rented chassis and four more it purchased.

Last year, Andy Transport opened a Specialized Division for moving over-

were looking for a product with the engine, transmission, and everything from the same OEM." She notes that they had had service problems with other trucks because of major components that came from multiple OEMs.

The driver comfort, visibility, fuel consumption and the Volvo's disc brakes were also attractive, Andreea explains.

"The warranty that came with the I-Shift transmission and disc brakes gave us a lot of confidence. We liked the partnership with Volvo."

Among the qualities of the company that have contributed to its success, Andreea cites its reputation for delivering on its promises. And behind those promises are its 150 drivers and 70 owner/operators and how the company treats them.

"We treat them with respect; for example, if a dispatcher says he will get a driver back for his daughter's birthday, we will do everything we can to do that. So when one of our drivers says 'Yes, I can take that load on Monday and deliver it by Friday,' I take that very seriously. There is a commitment on both sides."

The company is on an aggressive growth track.

"We plan on maintaining constant growth over the next years by continuing to develop our core business and by diversifying into adjacent business units," Ilie says. "In the 10 next years, we foresee acquisition opportunities. We will continue to open terminals in strategic locations and we want to penetrate the US market with a physical presence." ●

size and heavy equipment, with four-axle flatbeds and dry vans.

Andy Transport rents a yard in Ville Saint-Laurent, with room for 300 units and a three-bay garage. The company also rents parking space near Toronto and keeps 20 trailers there, but is actively looking for a permanent location.

This January Andy Transport placed an order for 65 Volvo VNL 670 trucks, 80 Manac trailers and eight flatbeds. The Volvos were delivered in September.

"We have been buying Volvos for a few years. We were happy with the truck and the service," says Andreea. As for choosing the 670, she says "We

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