

TRUCK WEST

Western Canada's Trucking Newspaper Since 1989

January 2016 Volume 27, Issue 1

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A communications expert explains how to talk to employees about tough times.

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trucknews.com



Photo by Derek Clouthier

Heiko Lichtenberger, 2015 Owner/Operator of the Year, pictured with his second truck, Second Chance.



Reach us at our Western Canada news bureau
Contact Derek Clouthier at: Derek@Newcom.ca or call 403-969-1506

Making the most of a second chance

Albertan Heiko Lichtenberger named Canada's 2015 Owner/Operator of the Year

By James Menzies

CALGARY, Alta. – Heiko Lichtenberger wears his heart on his sleeve, in the form of a tattoo. The 2015 *Truck News/Truck West* Owner/Operator of the Year revealed during a dinner in his honour that he has booked an appointment with his tattoo artist and was scheduled to have 'Keep on Trucking' permanently inscribed on the inside of his right forearm in mid-December. A portion of his \$6,000 cash prize was set aside for the new ink.

Lichtenberger also took home a diamond ring, a plaque and a variety of prizes from the award's sponsors, Castrol and Goodyear, including a year's supply of heavy-duty engine oil. He and a guest were also flown to Toronto from his home in Calgary, Alta. to receive the award.

Lichtenberger, who drives for Emerald Park, Sask.-based D.J. Knoll Transport, may have travelled further – geographically, at least – than any previous Owner/Operator of the Year to win the prestigious honour. He was born and raised in northwestern Ger-

many, where from an early age he dreamed of becoming a truck driver, though his father had different plans for his future.

"Since I was a little boy, I wanted to drive a big truck just like my brother did," Lichtenberger explained. "My dad, on the other hand, wanted me to follow in his footsteps and be a bricklayer. In fact, I did actually train for three years to become a bricklayer but I failed the certification exam three times and was not allowed to take it again. On the bright side, this gave me the opportunity to pursue my dream – employment insurance would pay for me to become a truck driver!"

In Germany, Lichtenberger hauled everything from wood chips in walking floor trailers to chemical tankers. His trucking career took him through the Netherlands, France, Spain, Denmark, Belgium, Sweden, Portugal, Austria, the Czech Republic and Russia. But it was a chance meeting with a recruiter while vacationing in Canada that brought Lichtenberger and his wife permanently to North America.

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Business outlook

Alberta's weak economy spilling over to other western provinces

By Derek Clouthier

CALGARY, Alta. – Alberta's neighbouring provinces agree that the economic downturn in Wild Rose Country is and will continue to have a direct effect on each of their trucking industries.

As 2016 approaches, the British Columbia Trucking Association (BCTA) and Saskatchewan Trucking Association (STA) have seen this first-hand, with drivers abandoning Alberta for greener pastures to the west or east and Alberta carriers expanding their geographic reach to make up for the dearth of freight.

"We are feeling the effects of the economic downturn in Alberta," said BCTA president and CEO Louise Yako. "In part because a lot of our members who are based here also have operations in Alberta, so they are feeling it directly in Alberta. Even those who don't have operations in Alberta are beginning to feel it because we're seeing Alberta carriers moving into B.C. looking for work."

Yako said this situation poses both and up and downside for B.C.'s trucking industry, with the positive being that workers are returning to B.C. after having left for work in Alberta.

"On the other hand, it just means more competition," Yako said of the negative, "and I think that greater competition is really starting to be felt now, and I would suspect that that will continue on through to 2016."

Al Rosseker, executive director of the STA, echoed Yako's sentiment.

"With what is going on in our neighbouring province of Alberta, we might see companies seeking refuge in the strong Saskatchewan economy," he said. "With many oilfield workers not working in their typical positions, we have seen a slight influx of qualified drivers."

Rosseker said he expects 2016 to be very similar for the trucking industry in Saskatchewan as 2015, continuing with an industry trend of mergers and acquisitions.

"As this continues to happen in the

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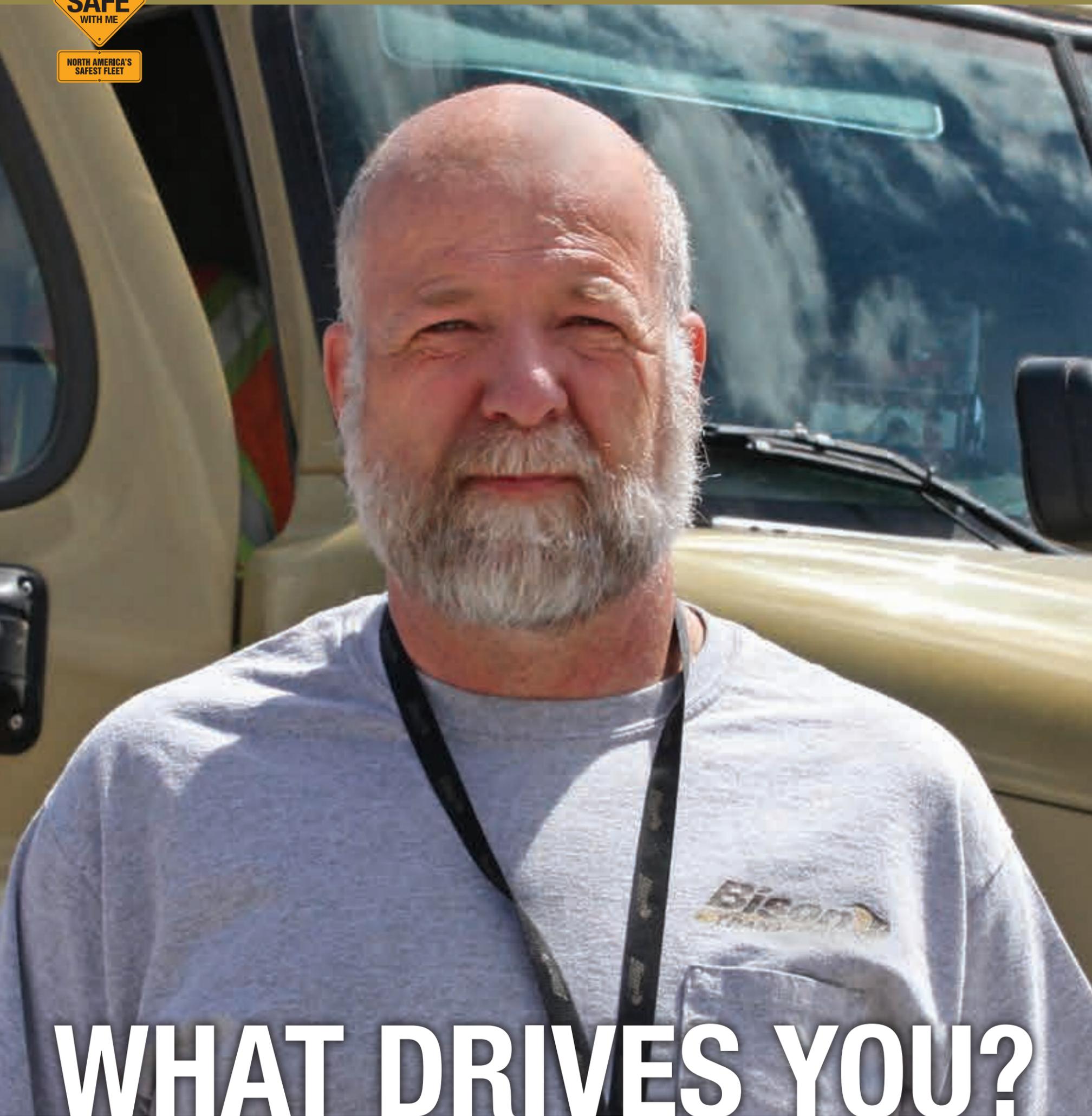
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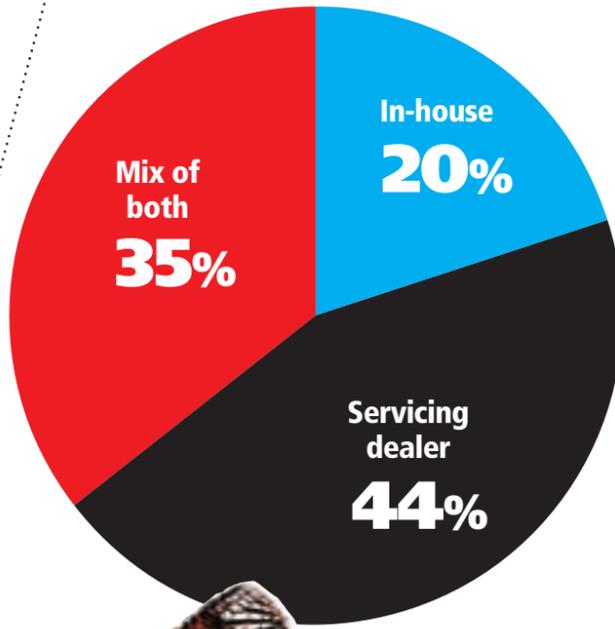
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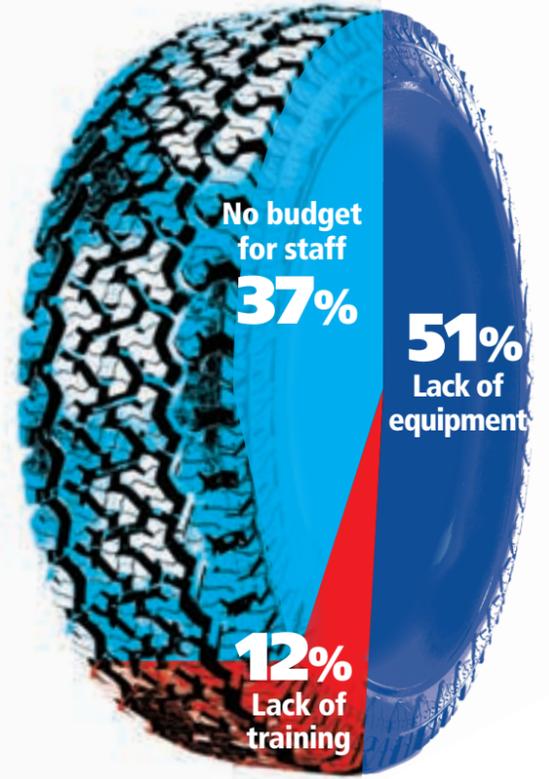
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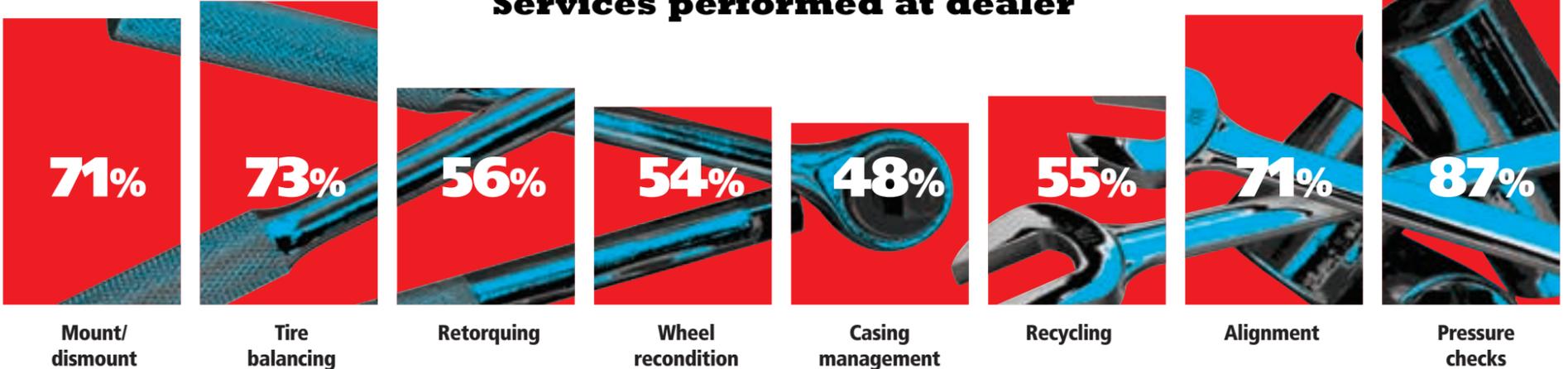
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TRUCKWEST

ISSN 0700-5016 (Print)
 ISSN 1923-3531 (Online)

Truck West is published monthly by Newcom Business Media Inc.

NEWCOM
 BUSINESS MEDIA INC.

PRESIDENT:
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VICE PRESIDENT:
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RETURN UNDELIVERABLE CANADIAN ADDRESSES TO: CIRCULATION DEPARTMENT, TRUCK NEWS 451 ATTWELL DR., TORONTO, ON M9W 5C4

PUBLICATIONS MAIL AGREEMENT NO. 40063170
 CUSTOMER NO. 4006214

TRUCK WEST is a proud member of the following trucking associations:



We acknowledge the financial support of the Government of Canada through the Canada Periodical Fund of the Department of Canadian Heritage.

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Three lessons learned in 12 hours

A couple weeks ago, I spent 12 hours in a truck making an LCV rounder from Moncton to Edmunston, N.B. Going out with a professional driver on a real-world run is something I do as often as I can, but still not often enough.

A ride-along is something everyone in the industry who is one step removed from the steering wheel should do on occasion. I learned or re-affirmed a few things on my drive. For starters, if you're spec'ing trucks the same way you were 10 or 12 years ago, you're doing it wrong. The spec'ing process has evolved drastically in recent years. A heavy-duty engine today can be configured 1,000 different ways and dialed in to optimize performance and fuel economy in the specific route and application you run for the specific payload you haul.

Also, never before have the various powertrain components been as well integrated and interconnected as they are today. It's really a good time to revisit how you spec' new equipment and to work closely with your engine and OEM representatives to ensure you're getting the most out of your vehicles, as Armour Transport did with the vehicle I rode along in on our trip to Edmunston.

Editorial Comment

James Menzies



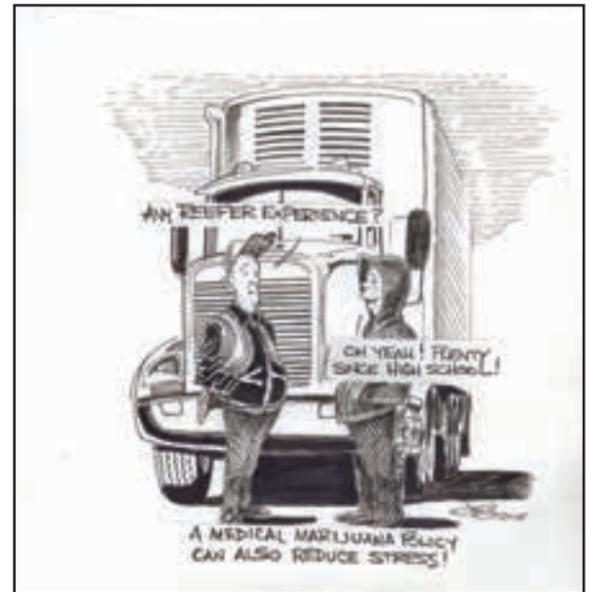
My second takeaway was that automation truly is king. I've driven enough trucks with automated transmissions and interviewed enough drivers - including old-school professionals who've worked a stick for decades - to conclude that automated transmissions are well-suited for the vast majority of applications out there. I can't remember the last time I spoke to a driver who experienced one of today's current-generation automated manual transmissions (AMTs) and pined for his old stickshift back.

I defy you to convince me otherwise. I don't want to hear about the time you drove one of the original three-pedal AutoShifts or Freedomline transmissions and then swore off AMTs for good; I'm talking about current generation product such as the I-Shift, mDrive, DT12 or UltraShift Plus. There's not much these transmissions can't do and even long-time drivers who approach them with

an open mind usually concur. AMTs have truly come of age.

Lastly, my ride reaffirmed something I already knew - that trucking is a damned tough job. The driver I rode along with, Dwayne Schurman of Armour Transport, put in a 12-hour day pulling double-53s, stopping at the switch yard to do the LCV shuffle: Drop the trailing trailer, disconnect the converter dolly, park the lead trailer, connect to a new lead trailer, reconnect the dolly and then slide it under a new 'tail.' All this in about 30 minutes on a frigid November night.

I was exhausted when we returned back to Armour's yard around 2 a.m. - and not only because I haven't seen 2 a.m. in several years. It wears a guy out - and I was just riding. And I got to go back to my comfy Marriott bed while Dwayne climbed into the bunk for his sleep, ready to repeat the entire process the next three nights. I couldn't do what you guys (and gals) do. I want to thank Dwayne, the consummate profes-



sional for having me along for the ride. A 12-hour stint in the truck can be exhausting, but as I told Dwayne, it still beats a day in the office TW

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Under one roof and ready to expand

Every year at this time I take this space to comment on the developments and trends I believe will shape our industry in the years ahead.

This year I need to take a more inward-focused approach and share with you the changes that will reshape the publications I head as publisher and editorial director, *Truck News*, *Truck West* and *Motortruck Fleet Executive*. You see, 2015 proved to be a momentous year for us. After almost 30 years of intense competition with our rivals *Today's Trucking*, *Transport Routier* and *Truck and Trailer*, owned by Newcom Business Media, we all came under one roof at the start of this year. Newcom purchased about a third of the assets of our former owners, Business Information Group, with my trucking group being the largest part. The bold move created the Newcom Trucking Group, the largest and most diverse publishing group dedicated to Canada's trucking industry and the largest and most experienced editorial team.

The view with Lou

Lou Smyrlis



Since the announcement we've devoted most of our time to fine-tuning back-office operations. With the coming of the new year, however, expect to see more visible, more exciting changes.

Truck News and *Truck West* will continue as the newspapers to the industry but we've added a full-time editor to *Truck West* as we build our presence in the West. Those of you interested in used trucks and trailers must check out our new Marketplace section, which is now linked with the TruckandTrailer.ca Web site and search engine.

One of the most significant changes will be our focus on a segment of the Canadian trucking market we felt has traditionally been underserved: truck fleet

maintenance. Maintenance managers and service professionals are the backbone of every successful fleet. They play an integral part in vehicle and equipment decisions because no one knows more about vehicle and equipment specs and capabilities and how to keep vehicles on the road and generating revenue. We believe they deserve a magazine of their own. And that's what we will give them next spring as we launch *Motortruck Fleet Maintenance*, the only Canadian trucking magazine exclusively serving the information needs of maintenance managers and service professionals. But we're not stopping there.

We are also introducing a premier educational and networking event dedicated exclusively to truck fleet maintenance. In conjunction with PIT Group, we are bringing together the ATSSA, CTEA, OTA and TMTA to produce the Canadian Fleet Maintenance Summit. The Summit will bring all industry stakeholders - service professionals, manu-

facturers, researchers and enforcement officials - under one roof to discuss the most pressing maintenance issues and point the way forward. The event takes place April 13, 2016 at the International Centre in Toronto. And there's more... the Canadian Fleet Maintenance Summit is being held one day before, and at the same place, as the crown jewel of the Newcom Trucking Group: Truck World, the trucking industry's largest show. Your pass to CFMS gets you into Truck World too.

I simply don't have room on this page to speak to all the new touchpoints we are building into this industry and the investments in new staff and technologies we are making in the process. But let me say this: Next year will mark my 30th in journalism yet I find myself bursting with the enthusiasm of a rookie when I think of the positive changes ahead TW

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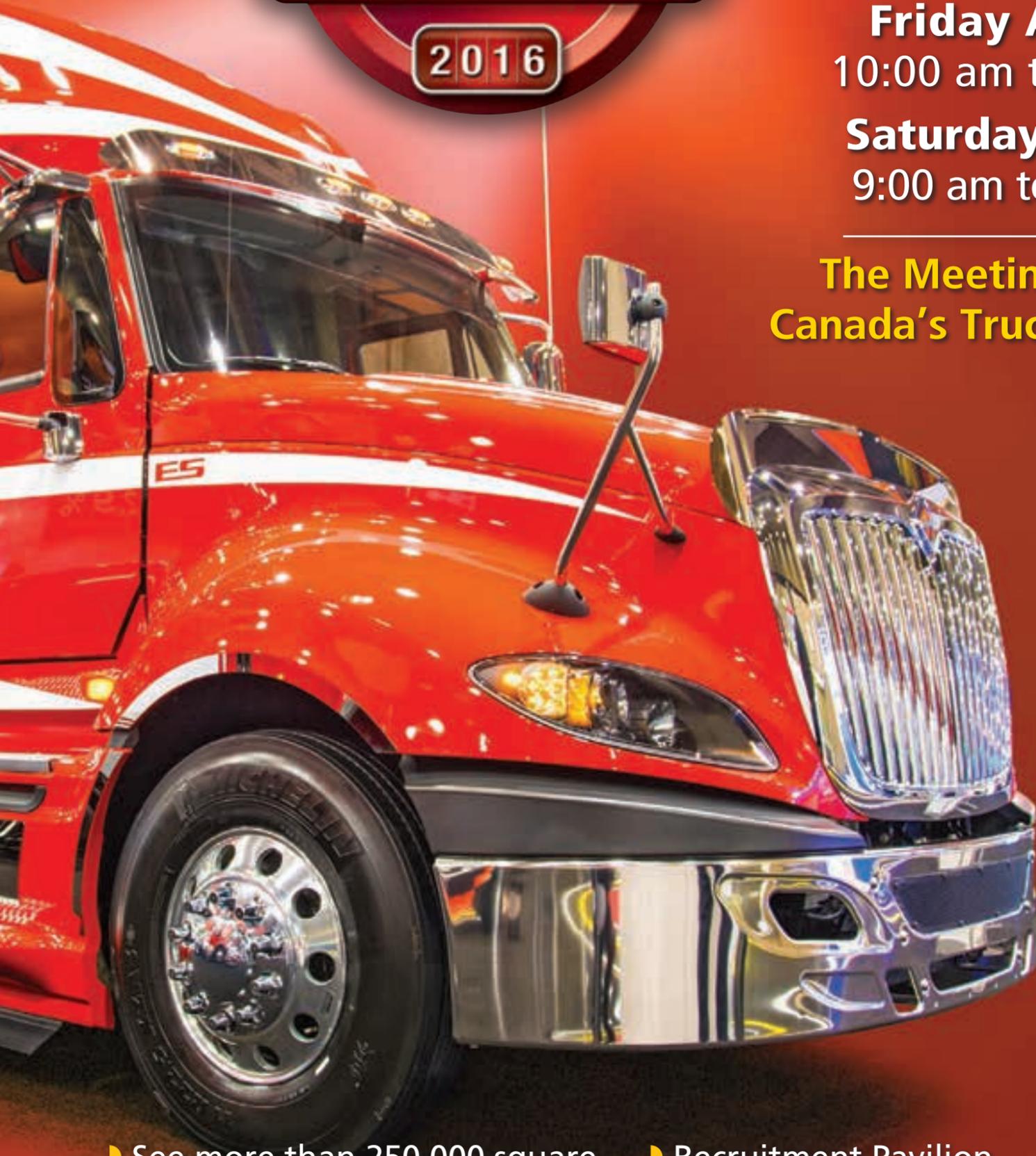
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TRUCK NEWS

Alberta fleets to find 'equitable way' to pass on costs of climate plan

Diesel to go up 5.5 cents per litre in 2017

By Derek Clouthier

CALGARY, Alta. – Though it admits there will be added costs with regard to the provincial government's recently announced climate change plan, the Alberta Motor Transport Association (AMTA) believes the cost of not implementing a strategy moving forward could prove much greater.

The Alberta government released its climate change plan Nov. 23, and the sweeping proposed piece of legislation would introduce a carbon tax on every Alberta resident, individuals and businesses alike, phase out coal plants and place a cap on greenhouse gas (GHG) emissions on production in the province's oilsands, all aiming to reduce Alberta's carbon footprint by around 20 megatonnes by 2020 and 50 megatonnes by 2030, compared to if no action was taken at all.

AMTA board chairman Dan Duckering recognized the fact that all levels of government are currently faced with tough decisions when it comes to balancing environmental priorities with economic drivers.

"Carbon taxes will drive behavioural changes in all industries impacted by them," he said in an e-mail to *Truck West*. "Some will have positive and negative outcomes in terms of economic growth and capital investment. The AMTA will continue in its mandate to understand how industry will be impacted as the ramifications of the new climate change plan becomes more apparent."

Duckering said the AMTA would continue in its efforts to educate industry leaders, and in other cases, lobby for better policies on industry's behalf.

He also said that it was important to remember that the trucking industry was a 'lean business' where all cost increases must be passed through.

Alberta's climate change plan will mean Albertans will be paying more at the pumps – diesel will go up 5.5 cents per litre starting in 2017.

"The industry standard of attaching fuel surcharges is a strong indicator of the commitment industry has to keeping costs as low as possible, while providing safety for carriers when volatile fuel prices climb," Duckering said. "Once the industry gets a more complete picture of how the climate change plan will work, it will work to find the most equitable way of passing those costs forward."

The government's plan calls for a \$30 per tonne charge on carbon emissions, which would be fully implemented by 2018 and is at par with neighbouring British Columbia's carbon tax. A \$20 per tonne tax will commence January 2017 and will have an effect not just on businesses but also individuals, increasing the cost of gas, natural gas and electricity.

Low and middle income Albertans will be eligible for government rebates to offset these new costs.

Duckering said that although it would be irresponsible for any organization to discourage positive steps to protect the environment long term, it was incumbent upon the AMTA to continue to provide needed informa-

tion to ensure regulators can make informed decisions.

"Often, an idealistic approach to these issues can do more harm than good as industry gets put between a rock and a hard place," Duckering said, adding that government also needs to continue to engage industry and consider the impact of new legislation, like the climate change plan.

"Thankfully, to date, our experience has been that this government is more than willing to have good dialogue on their policy positions," Duckering said. "We hope to continue this dialogue within Alberta and across provinces to facilitate better regulatory compliance by industry." **TW**

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George Orwell didn't describe Big Brother in a flattering light. In his book *1984*, the slogan "Big Brother is watching you" offers a recurring reminder that everyone is under constant surveillance.

It's an image that many drivers tend to reference when they're worried about the way their activities are monitored.

The days of a truck driver disappearing from view between a fleet yard and a customer's dock are long gone. Equipment locations can be plotted right down to the intersection, and that is just the beginning. Electronic logging devices track hours of service.

Telematics can identify how light or heavy someone is on the throttle or brakes.

Add cameras into the mix, and fleet managers now have a view that was once limited to people riding along in the passenger's seat.

They are all valuable management tools, but the secret to driver acceptance involves clearly explaining how the technology will make a positive difference in their lives.

Long-time drivers, for example, often push back in discussions about electronic logs, usually insisting that they will no longer be able to perform their job, or have to drive when they need to rest. Many are surprised to learn how the systems can improve situations. Aside from eliminating a form of paperwork, one fleet found that drivers gained about 30 minutes of driving time per day after eliminating common logbook errors. (They were often applying "on duty" time to "driving" time).

The more forthcoming and detailed the related explanations can be, the better. It is always better to address questions and concerns in an open meeting than to leave room for the rumours and innuendo that come from "truck stop philosophers."

The introduction of speed limiters offer a perfect example of that. When Ontario and Quebec first introduced the requirements, I actually came across drivers who insisted that setting speeds at or below 105 km/h would void an engine's warranty.

Of course, nothing could be further

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from the truth, but it is difficult to address concerns until they are raised.

Some technologies are even being embraced by drivers before the fleets themselves. In recent years, many owner/operators have begun to install dash cams after viewing YouTube videos of close calls that showed other motorists at fault.

Truck drivers, after all, are often not to blame for collisions. After studying more than 8,000 collisions, the University of Michigan Transport Research Institute (UMTRI) found that trucks were at fault 26% of the time. With video evidence, drivers can offer more than their word as proof of what happened.

The best way to introduce dash cams is to explain to drivers how the images can prove they were also in the right. Even the lenses that point into a cab can prove someone was not texting while driving.

The data generated through telematics can give fleets valuable insights to help improve everything from fuel economy to insurance claims.

An unusually high number of hard-braking events can identify a driver who tends to tailgate, making it possible to focus training in defensive driving.

Data from the US-based CSA program, meanwhile, suggests that a driver caught speeding by more than 24 km/h is 67% more likely to be involved in a crash. They won't all get tickets for these speeds, but the engine and GPS data will watch the rest of the time.

Drivers are even more likely to accept the idea of monitoring if the data is combined with incentive programs. The secret is to ensure that any related criteria is specific and manageable. The ultimate goals and targets need to be within reach as well. Some of the most successful rollouts involve installing the equipment to gather data to establish benchmarks before actually suggesting what drivers have to achieve.

A fleet-specific tracking system can also protect people from using the wrong types of technologies.

Without an in-cab guidance system, for example, someone could decide to use the mapping software already on their smartphone.

The problem is that many of the recommended routes may not take into account restrictions on vehicle heights and weights, or steer a truck onto an expensive toll route.

And one of the best ways to introduce any new technology is to involve champions within the fleet. Coaches, trainers and supervisors need to understand the reasons for these tools so they can convey the same details to those who are driving the equipment. It is just another example of how powerful information can be. **TW**

This month's expert is Kevin Dutchak, risk services specialist with Northbridge Insurance. Kevin has served the trucking industry for more than 25 years as a driver, in operations, safety, training and risk management services. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a longstanding 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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another party to operate. Let's look at this in practice. Say Joe's Trucking is a new owner/operator leasing on to ABC Cartage. If Joe owns his truck, only ABC Cartage's name will appear on the vehicle registration. If Joe has a truck lease from CIT Financial, for example, ABC Cartage will be the "registrant" and CIT Financial will be the "lessor." The name "Joe's Trucking" will be nowhere on the registration even though Joe owns the truck.

Proof of ownership
AMV says it shouldn't matter whether an owner/operator's name is on the vehicle registration because registration is not official proof of ownership. Only a valid bill of sale can show ownership. (Tell that to another province when you want to register your vehicle somewhere other than Alberta. Those other provinces are looking for proof of ownership through registration of the vehicle). Alberta also added another form for owner/operators to fill out. Owner/operators who want to register a vehicle in another company's name are required to complete an Authorization for Vehicle Service form. It identifies what services may be requested on an owner or registrant's behalf and who is authorized to request it. This form must be signed and dated by all of the owners/registrator of the vehicle and presented with proof of ownership (bill of sale or lease) before the vehicle can be registered.

Big questions
Confused? You're not the only one. When vehicle tax and license policies change, usually there's a good reason. But a lot of owner/operators in Alberta are scratching their heads over this one, since having your name on the registration certificate as proof that you own an expensive asset would seem to be an important detail. What should an Alberta owner/operator do? First, find the original bill of sale for your truck. Did you know that a registrant can sign the back of the registration certificate and use it as a bill of sale? Your original bill of sale is the only proof you have that you actually own your vehicle.

Second, when you leave the carrier you're contracted to, get a release letter stating that the carrier no longer has interest in your truck. At the very least, make sure the letter includes the year, make, and VIN of your vehicle. Third, if you're an existing owner/operator and renewing your vehicle registration this year, don't expect these changes to apply right away. Owner/operators who are already listed as "lessors" are not being removed unless it's requested and appropriate backup documentation is provided to the government. At least, that's how it is right now. Finally, did I mention to make sure you have your bill of sale tucked away somewhere safe? Maybe you should give it to your mom for safe-keeping. Hers was the best system of all. **TW**

Sandy Johnson has been managing IFTA, IRP, and other fleet taxes for more than 25 years. She operates FleetTaxPro.com, which provides vehicle tax and license compliance services for trucking operations ranging from single vehicles to large fleets. She can be reached at 877-860-8025 or FleetTaxPro.com.

Remember summer camp? Your mom wrote your name on everything you owned, from your underwear to the plate you used to slurp up your beans in the mess tent. After too many late nights telling ghost stories and giggling with friends, you might forget to pack your pillow for the trip home. But because your name was on it, you'd get your pillow back because everyone knew it was yours. It was a system that worked.

Maybe the people who make the rules at Alberta Motor Vehicles never went to summer camp. If you're one of the thousands of owner/operators who lease on with another carrier, you know that your vehicle registration must be in the name of that company in order to use its insurance and safety certificate.

For years, Alberta's vehicle registration certificate listed the owner/operator's name as the "lessor" - meaning "owner" - of the vehicle.

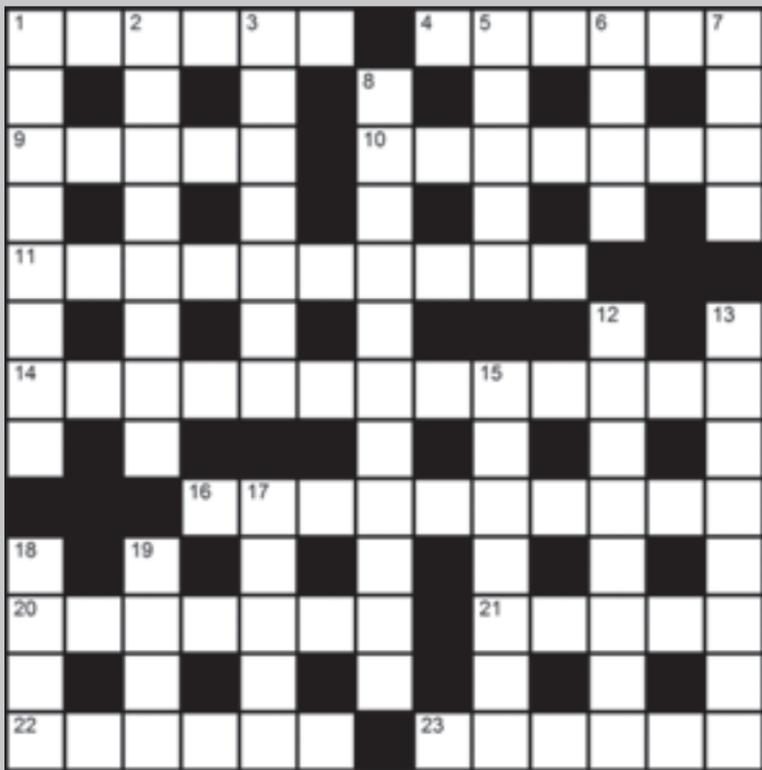
Then Alberta Motor Vehicles decided to make a change. It now defines a lessor as "an individual, partnership, or corporation which under the terms of a lease gives the legal right of possession, control of, and responsibility for the operation of the vehicle to another individual, partnership, or corporation."

By rule, that means owner/operators can't be lessors because they retain "ownership, possession, and exclusive use of the vehicle."

The only lessor that could appear on the registration would be something like an equipment finance company, which owns the vehicle but leases it to

THIS MONTH'S CROSSWORD PUZZLE

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is a non-profit association of leading highway carriers supporting communities. Together our members have helped charities across Canada deliver over 10 million pounds of donated food and materials to those in need. We thank the following industry partners for making our work possible:





MTA president Greg Arndt (left) with Garth Pitzel of Bison Transport, who was inducted into the Pioneer Club for his commitment to the trucking industry.

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MTA hands out awards during annual gala

WINNIPEG, Man. - The Manitoba Trucking Association (MTA) handed out some hardware Nov. 13 at its annual awards gala, including Pioneer Club inductees Garth Pitzel and Jeff Odway and Driver of the Year Murray Slack.

Slack, of DeckX Transport, was recognized for his excellence and commitment to the trucking industry, as well as his dedication to safety and customer service, and was awarded the Volvo Trucks Canada Manitoba Driver of the Year for his stellar record.

Pitzel, of Bison Transport, and Odway, of Prairie International Container and Dray Services, have both been continually employed in the trucking industry for 25 or more years and are directly engaged in the formulation, direction and/or execution of policy in a managerial capacity of an MTA member company.

"Tonight is a celebration of industry excellence," said MTA president Greg Arndt, "where we take the opportunity to publicly acknowledge the many significant accomplishments of our industry leaders."

The awards were handed out at the Metropolitan Entertainment Centre and also included the Shaw Tracking/MTA Distinguished Member Award, going to transportation company Gardewine; the Payne Transportation LP/MTA Associated Trade Award, which went to John Oades of Beaver Truck Centre; and the RBC/MTA Service to the Industry Award, bestowed upon Fred Arnold of Arnold Bros. Transport.

During the event, the MTA also unveiled its recent branding alongside the newly-created Trucking Industry Safety Program, with the acronym RPM, which stands for 'Risk. Professionally managed.'

The RPM Trucking Industry Safety Program was announced by the MTA in September and is an effort to better address the safety and health of the association's members. **TW**

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Delivering bad news in tough times

In Western Canada, particularly Alberta, many workers and business leaders in the trucking industry are feeling increasingly anxious because of the collapse in oil prices. Workers are wondering what 2016 will bring in terms of job security.

Trucking, because it is a business sector that services other industries, is affected because of the ripple effect in the economy. The province's trucking leaders are shouldering a heavy burden now as they are forced to navigate their operations through obstacles that, in many ways, are largely out of their control.

A leader's role is to build trust and loyalty among workers and communication is the tool used to achieve this. During challenging times, good communication is paramount to helping alleviate concern and solidifying employees' loyalty. Good

Communicating strategically

Rebecka Freels



communication helps eliminate speculation and mitigates fear, and when you mitigate fear you have staff focused on helping you get through tough times.

Several years ago, a study by Weber Shandwick showed that when faced with troubling economic news, the majority of workers expected bad news would come their way as a result of the economy. A sizable number said they thought layoffs would be in their future.

They might have been right or they might be wrong. The research showed that 71% of those workers felt their company's leadership should be communi-

ating more with them about the impact the current economic situation will have on their company. More than 54% of respondents had not heard anything at all from company leaders on the impact of the economy. The result of this survey provides valuable lessons for trucking leaders. First and foremost, silence isn't golden when a business is undergoing challenging times. The tough economic times Alberta is facing needs to be addressed head-on in messaging trucking leaders deliver to their employees.

There remains in the workplace a disparity between the amount of communication that employees need during tough times and the level of communication that company leaders are providing.

The leaders of well-managed companies are constantly aware that the opinions and morale of employees are never contained within the workplace. Em-

ployees communicate outside of their organization and messages get out whether leaders wish them to or not. Social media has made it possible for employees to communicate with lightning speed. And in trucking, a larger portion of the workforce spend their workday in the customers' workplace. It is vitally important that these people are well informed as to how their company leadership is managing any crises.

So the question arises: What can you say if you don't know what's going to happen? Employees would rather hear you say you don't really know what the impact will be, than have you remain silent and reclusive. It is absolutely fine – in fact adds to credibility – for leaders to acknowledge uncertainty. It will engender respect and a feeling that 'we are all in this together.'

What is needed during times of crisis is presence – not necessarily all the answers. It is fine to say you are monitoring markets, meeting with customers, watching conditions and even admitting that you aren't in control of outside forces that impact how the company will fare.

But the overriding rule here is to commit to getting back to employees with information when it becomes available. What happens when things get to the point where a business needs to communicate about layoffs? There are a few things to keep in mind to communicate bad news:

First of all, it should not come as a surprise that the company is experiencing challenges. If you did all the things outlined above in keeping employees informed of what the company was doing to cope with market conditions, then you've already taken care of Step #1.

Step #2 – Start with a neutral statement. Start the message with factual information that cannot be challenged. (Something about the current economic climate, or how the company has faced similar conditions before).

Step #3 – Get to the point. Deliver the bad news by saying exactly who it affects and how it will affect them.

Step #4 – Explain why. Provide information about why you are taking the action.

Step #5 – Close with a positive message. Encouragement and tact are more likely to get you the results you want.

Step #6 – Provide helpful suggestions. (Is there a severance package, placement assistance program, anything else that can offer hope and support to the employee?)

It should be obvious, but employees directly affected by layoffs should be communicated with first. Followed immediately after by employees remaining behind. No one should ever learn they are being laid off by reading it in the newspaper, on a trucking press Web site or from a notice tacked on the front door of the terminal. Same goes for those left behind. Trucking leaders are being presented with an opportunity to actually improve relations with employees. Weathering the rough times together, will set the stage for a more effective organization when better times are back. **TW**

Rebecka Freels is a communications professional who offers strategic counsel to clients in the transportation sector. She can be reached at Rebecka@beyondwordcommunications.com.



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Retroactive pay and licensing structure in the crosshairs at PMV

By Derek Clouthier

VANCOUVER, B.C. – Though an agreement has been reached between several container truck companies that operate out of Port Metro Vancouver and Unifor, the union that represents the drivers, several thorns remain in the side of this ongoing issue.

Unifor announced Nov. 29 that six of the eight container truck companies working out of the port had agreed to a deal that will not expire until July 2019, a move the union's B.C. area director Gavin McGarrigle called welcome news.

"Whenever you have labour rest for four years," he said, "That's a good news news story."

McGarrigle said the fact that Unifor now had an agreement after having seen three disputes in the last 15 years, added to that good news news story, but it was also necessary to get the other two companies – Port Transport and Harbour Link – on board, as that would ensure no further quarrels between the two parties until the summer of 2019 at the earliest.

The back-and-forth between Port Metro Vancouver companies and employees stems from the contention that drivers were not being paid what they should have been by the respective companies that employed them, which resulted in a strike in 2014.

In late November following an audit of several of the port's container trucking businesses, the Office of the British Columbia Container Trucking Commissioner ruled that the companies were not paying drivers the retroactive rates that was agreed upon in March 2014.

McGarrigle claimed that both companies holding out on a deal had been the first to say that they wanted to be treated the same as all the other companies operating out of the port, but they now want to have it both ways.

"They have no one to blame but themselves," McGarrigle said.

Unifor also contends that Harbour Link 'was one of the main companies that has refused to pay the retroactive wages required.'

"Instead of bargaining a fair deal and following the law, Harbour Link has been fighting tooth and nail to avoid paying the wages it owes drivers and now it wants a different contract than that signed with other companies," said McGarrigle.

"With these six deals in hand, Port Transport and Harbour Link are extremely vulnerable to a loss of business. It is in their interest to get a deal as soon as possible."

Truck West did attempt to contact Harbour Link, but as of press time has not received a reply.

The B.C. Trucking Association (BCTA) has been keeping quiet with regards to the matter of retroactive pay to drivers, despite representing many involved.

"The BCTA doesn't have a position on this. The members that we represent are not unified on the subject," BCTA president and CEO Louise Yako said, adding that due to the lack of



Truckers serving Port Metro Vancouver and their union say some fleets are still not paying agreed-upon wages and back-pay. (Photo by Port Metro Vancouver)

consistency, the association could not speak on all their behalf.

Yako did say that there were other issues at Port Metro Vancouver the BCTA was actively pursuing that were not related to retroactive pay, including the current way licences are constructed.

"It prohibits licences to move with companies if the companies are sold," explained Yako, saying there was a need to modify the licence to allow it to go with the companies when they are sold, provided it does

not circumvent any other licence requirements.

Another issue the BCTA is working on is the matter of long-haul licensing, an initiative Port Metro Vancouver recently completed a consultation process with various stakeholders.

"There are a couple of things that they are proposing that we disagree with," Yako said, "and one of them is the requirement that in order to qualify to be a long-haul container trucking company, you would have to use the same driver to transport a con-

tainer through the Lower Mainland."

Yako said there are several circumstances when a company could not use the same driver throughout the Lower Mainland, including regulator reasons, like hours-of-service limitations, if the shipping line changes and if a container is held by customs for inspection.

"Those are circumstances that are completely out of control of the trucking company that wouldn't allow them to have the same driver operate the vehicle to transport the container throughout the Lower Mainland," she said.

Reasons provided to the BCTA by the port on why it was seeking such a stipulation was to avoid potential for undercutting and competition of local drivers, whose compensation rates are regulated.

Yako, however, said that long-haul trucking companies were never supposed to be part of this dispute and should not require regulation in terms of rate structure.

Unifor continues to negotiate with the two container trucking companies holding out on a new agreement.

McGarrigle said companies operating at the port are in competition with each other and that these kinds of situations can be common, but that Unifor was not going to allow the two opposed to set rates for the rest of the businesses that have already settled on a new agreement. **TW**



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Hiring our heroes

By Sonia Straface

TORONTO, Ont. – It seems like the trucking industry has tapped every possible underrepresented demographic of late to deal with the driver shortage. The industry is desperately trying to recruit the younger generation because it knows it could benefit from replacing the old hands that are turning in their keys. And it's also trying to recruit women because it knows it needs to change the stigma of being an old boys' club.

But there's another pool of job-seekers who are qualified and trained to be safe and loyal employees and are used to being away from home for a long time: Canada's military veterans.

Canada's military veterans haven't really been looked at as a resource before, mainly because most of them have been serving actively, but with a new Liberal government, and changes in Canada's military direction, thousands of military people will be looking for new careers and be transitioning back into civilian life.

Fortunately, Canada Company has been ahead of the curve and has created a program where veterans and those looking to get out of their military positions can connect with military-friendly employers. Canada Company is a charitable, non-partisan organization and its goal is to ensure that the men and women in the Canadian Armed Forces receive the support and recognition they deserve.

To further prove its mandate, in the fall of 2013, it introduced the Military Employment Transition (MET) program, now known as the Canada Company MET Employer Coalition, which was designed to assist Canadian Armed Forces members, reservists and veterans who are looking to find jobs in the civilian workforce.

According to Canada Company its goal is to help the workforce hire 10,000 veterans by 2023 with help from its more than 100 military-friendly employer partners.

Employer partners work with Canada Company to hire skilled, disciplined veterans and help them transition into civilian life and work as easily as possible.

Among more than 100 employer partners are a handful of transportation companies who see the opportunity with Canada Company to not only solve the driver shortage, but to give back to the men and women who serve our country.

Canada Company recently hosted a National Transition Symposium at the Fairmont Royal York in downtown Toronto, where approximately 70 of its employer partners were on hand to provide military attendees with information about the positions available within their organizations.

Recruiters from Kriska were there and said the event provided the opportunity to add even more veterans to their company. To date, Jonathan Wahba, chief operating officer at Kriska, said the company has hired approximately 50 veterans. It has been an employer partner with Canada Company for two years.

"The vast majority of vets that work for Kriska today are behind the wheel," he said. "Part of the reason we're here to-

day (at the symposium) is to connect more with folks who want to join us in the office environment because that's an area where we see a lot of potential but we haven't really gotten into. We're looking for people who want to join us in operations, in IT, and in planning and strategy."

Wahba said Kriska is eager to hire more veterans because, in its experience, veterans make excellent drivers and employees because of the similarities between the transportation and military ways of life.

"We are anxious and eager to grow that population because we find veterans to be some of our hardest-working and most dedicated associates," said Wahba. "They're used to working under difficult operating conditions, they're used to being away from home, many have been around heavy equipment in adverse conditions...so they turn out to be outstanding associates in transportation. And I think they do well because in many ways (the transportation environment) is similar to the environment they're coming out of. An over-the-road driver is away from home often, they don't sleep in the same bed every night, they operate large pieces of equipment, they have to deal with situational problems in the field, so if they have a breakdown, or a problem with Customs while crossing the border, these are all issues they have to figure out in real time, largely on the road. And with their background, many of these (veterans) have done this for many years. So the transition for many seems fairly easy."

One of Kriska's biggest military success stories has been JJ Mercer – a former major with the Canadian Air Force who began driving for Kriska in June of 2014. Mercer had a full career with

'We find veterans to be some of our hardest-working and most dedicated associates.'

Jonathan Wahba, Kriska Transportation Group

the military that lasted 35 years, but when he got out, he decided he wanted to continue working to save up some extra cash for retirement. He did some research and found that the transportation industry would be one he could get into without a number of years back in the classroom. So far, Mercer said the driving gig is great and he especially likes the Kriska environment.

"I love driving," he said. "I'm on the road seven days and I'm home for three. This is one of the great things about Kriska. Essentially if you're willing to work, and you can work unsupervised – without them having to babysit you – as long as you can do that, they pretty much leave you alone and allow you to do your own thing. Which is really great. It allows you to set your life up the way that is most convenient for you."

He agreed with Wahba that his skills from the military were transferrable to his current job as a driver.

"I was a combat operations officer. I



JJ Mercer (above) was a major with the Canadian Air Force for 35 years before he started driving for Kriska in June 2014.

led thousands of troops in the field so I bring a lot of organizational skills to the job," he said. "And I certainly like working independently and I work in isolation very well. I'm also a very skilled planner and I'm very articulate. I like being alone in my truck. I wasn't really prepared, as a new civilian, to go into a large office setting. I couldn't take that."

He added that he appreciates Kriska and how they bend over backwards for veterans to ensure they have a position waiting for them during the time that they get their licence.

"Kriska tries to make trucking a very

transferable to what we have to offer in driving and non-driving applications," she said. "We also recognize the fact that the military really develops leaders and strategic thinkers. We can look further and say they also really care about safety, which is something Bison is very proud of and invests a lot of time in. We look at veterans as a talent pool that can bring a lot to our organization, whether its non-driving or driving, because they have that strategic thinking ability. We know they can also be useful outside of the driver's seat as a mentor or driver-trainer."

To date Bison has hired only a handful of veterans but is actively working with Canada Company to expand that number.

Fensom added that hiring veterans, and putting those respected people in the seats of trucks will not only benefit Bison from a profit perspective, but it will help to improve the image of the truck driver among the public.

Challenger Motor Freight is a recent partner with Canada Company, only joining earlier this year. So far, it hasn't hired any veterans through the MET program, but is anxious to grow its veteran population said Geoff Topping, its director of recruiting and retention.

"We have hired some veterans that came in through the normal channels," he said, adding that most of them have been drivers.

He echoed Fensom and Wahba's observations that veterans make great employees because of their training and safety focused skills, but said the main drive to hire veterans is to give back and thank them for their service.

"I think it's very important to support those people who are looking for their second career," he said. "One of our recruiters is an ex-military person and he has a lot of background in training and safety. And so we really are trying to work to expand the number of military hires in our company and we want to do that out of all of our offices in Ontario, Quebec and B.C." **TW**

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Heiko Lichtenberger came to Canada from Germany to chase his dream of becoming an owner/operator.

A global journey

Continued from page 1

"We were here in 2000 doing an RVing tour around Canada when we met a consultant out of Edmonton who made everything possible," Lichtenberger said. "He gave me his card and two years later we signed the paperwork and five years later, we were here."

For Lichtenberger, it was a dream come true. He was always enamored with the North American-style conventional trucks driven here.

"They're much fancier, much nicer," he said.

Driver pay in Canada is better than in Europe and traffic in Saskatchewan a lot easier to deal with than in congested European cities. Lichtenberger also said professional drivers are generally more highly regarded in Canada than in Europe.

His first Canadian gig was with D.J. Knoll, who he has remained with for the 11 years he has been here.

He began as a company driver with an eye towards buying his own truck. But first he had to master the English language – no easy feat since there was no dictionary for industry lingo.

"I didn't know what the word wrench, or slack adjuster meant," he recalled. "I know what they were and how they worked, but not the English names for them. The biggest barrier was definitely the English language because there's no translation for mechanical terms, so I had to re-

learn everything about trucks."

Lichtenberger's dream of becoming an owner/operator arrived when his friend decided to sell a well cared for Kenworth T660. It wasn't the long-nose W900 he had envisioned when first arriving here but it was an efficient and economical truck to operate and so he jumped at the opportunity, lured by the promise of more

freedom and more money.

"You've got to work hard for the money," he acknowledged. "But it's definitely a difference (versus being a company driver). You're your own boss, it's your own truck – it's just everybody's dream as a company driver."

Lichtenberger soon realized, however, that the dream of becoming an owner/operator could just as quick-



Lichtenberger's first truck went up in flames on the side of the road.



The custom tattoo that Heiko Lichtenberger will have on the inside of his right forearm to commemorate his achievement.

ly become a nightmare. Repair and maintenance costs began to pile up more quickly than he expected, including a \$14,000 head gasket replacement that was required just in time for Christmas of 2012.

"I worked harder than ever, missing out on even more, but I had to provide for my family and the continuing repairs," Lichtenberger, who by this time was the father to three young Canada-born children, recalled.

Soon after getting that truck back on the road – and more heavily invested in it than ever – it met its final, fiery demise on the side of Hwy. 11 near Findlater, Sask.

"My cab started to fill with smoke quickly. I opened the driver and passenger windows in order to be able to see when I realized that my brake line had burst, meaning I had to get down quickly and pull over onto the shoulder," Lichtenberger recounted.

He got the truck pulled over, burning his hand on the shifter in the process, and then tried hopelessly to extinguish the fire, but the truck burnt to the ground.

"I was unscathed except a few blisters, a slightly broken heart and worries about the future," Lichtenberger said. It took only a few weeks for Lichtenberger to find a new ride – a brand new Volvo VN630 he appropriately named 'Second Chance.' He likened the purchase to getting back on a horse that has just bucked you off, something he speaks of from experience since his wife and children are riders.

"When you fall off a horse, you just get back on," he reasoned.

This time around, he has the peace of mind afforded by a full warranty on a new truck. "I didn't want to go through that hassle again of having to pay for all the repairs," he said.

Lichtenberger hauls Super-B trailers loaded with grain in the Prairies, but has seen most of Canada and the US and says he's happy going anywhere and hauling anything, "as long as I have something in the trailer."

This past year, he took each of his three young children along with him for a weeklong ride, an experience they all enjoyed.

He also participated in his first truck driving competition (he won, setting a new category record) and show'n'shine, supporting the Moose Jaw, Sask.-based Jobransa Foundation for Children.

As for the key to his future success as an owner/operator, Lichtenberger says it all comes down to hard work – a price he's willing to pay.

"I think the key is just to stay open-minded and work hard. Then, you can basically make it anywhere," he said. **TW**

Few in trucking can escape effects of oil and gas downturn

Continued from page 1

next year, it will be interesting to see if any more national carriers will call Saskatchewan home," he said.

Alberta Motor Transport Association (AMTA) executive director Lorraine Card said that in addition to the drop in oil and gas prices, what concerned her the most was the drop in the Canadian dollar.

"Fuel is the biggest expense for trucking companies aside from insurance costs. That means that costs are especially high for Canadian trucking companies travelling south, which gain revenue in Canadian dollars but have to purchase fuel in the United States," Card explained. "Companies have already been scaling back because of a downturn in the oil industry, but the weakening Canadian dollar has led to further downsizing. We are concerned as an industry with the way this is going. Trucking companies either have to get paid more or don't go."

Card added that the Canadian dollar's decline has also led to increasing capital investment for the trucking industry, as truck and trailer manufacturing was all based in the US and valued in US currency.

Card pointed to several government-related concerns the AMTA is presently attempting to gain clarity on, including discussions on increasing taxes and a royalty review.

"This certainly has slowed investment and created more strain on a slowing economy," she said. "The sooner we can get clarity on these issues the sooner we can move past them."

Card also said the AMTA needed to acquire a better understanding of the provincial government's recently-announced climate change plan, which aims to charge each business and individual in Alberta for their carbon emissions.

For Canada as a whole, Card highlighted what she believed is a lack of regulatory harmonization across the country and provinces, as well as concerns with the recent change in federal government, which she said could result in some national matters being stalled until the new government becomes educated on those issues.

Terry Shaw, executive director for the Manitoba Trucking Association (MTA), said he believed the impacts of the descent of oil and gas prices would affect everyone, it would be less dramatic in Manitoba.

"All industries ebb and flow," Shaw said, "but our industry provides a critical service, so there will always be trucking activity regardless of what's happening elsewhere in our economy."

Getting qualified drivers on the road is a top priority for the MTA, as Shaw indicated, the number of trucks are not the issue, but getting trained drivers was.

"In Manitoba the, MTA has the good fortune of partnering with MPI's (Manitoba Public Insurance) Special Risk Extension group on the MPI Entry Level Driver Training Program, which has been very successful in creating entry level drivers and connecting them with industry," Shaw said.

Other areas of concentration in 2016 for the MTA will be continued support of the RPM (Risk. Professionally Managed) Trucking Industry Safety



Truckers in Western Canada are spreading their reach in search of steady freight. (Photo by WowTrucksCalendar.com)

program, work with Apprenticeship Manitoba on training new drivers with the creation of the Certified Occupation of Commercial Truck Drivers and continue efforts on an agreement with the province on an environmental program for the industry.

"The MTA and the province came to an agreement earlier this year that the biodiesel limits in Manitoba would not rise to 5% from the current 2%, and one of the reasons this happened was because of our board's support of alternative environmental programs," Shaw said. "We are hoping to launch the GrEEener Trucking Fuel Efficiency Initiative early next year."

With regard to carbon emissions, the STA voiced concern for the US Environmental Protection Agency's Phase 2 greenhouse gas emissions regulations.

"The EPA in the United States passed new environmental laws which govern the emissions on trucks and the technologies required to stay within limits; Canada typically blindly follows suit," said Rosseker. "As we all know, this was a disaster last time in our cold northern climates and led to lengthy and costly breakdowns. The Canadian

safe places to wait out any given situation or simply to rest.

"It is unjust that rules are enforced on the industry, compliances are expected, but we simply do not have the roadside resources to make it possible," he said.

The BCTA will look to continue work on the human resources side of things, telling its members that despite the recent incursion of driver to B.C., there is still a driver shortage.

"Because trucking companies tend to really be focused on day-to-day, and surviving day-to-day, some of them don't look into the future and consider what the longer-term challenges might be," said Yako.

"So we just want to be reminding our members that the driver shortage hasn't gone away just because of this short-term situation (in Alberta) and they still need to prepare themselves and do what they can do to be able to attract the talent they need."

Yako said they are also working on a commercial driver training program at the high school level so students can graduate with a Class 1 or 3 license by the age of 18 rather than having to wait

until they are 19, which is normally the case with B.C.'s graduated licensing program.

Recruitment, attraction and retention are also key HR initiatives.

"A lot of our members tend to be smaller com-

panies, so they don't have that kind of HR training built in," Yako said, "so this just allows them to improve their skillset so when they chose workers, they're choosing who are going to fit into their operation."

The BCTA would also like to grow its membership, which currently represents about 40% of the trucks on provincial roads. They will look to market new groups added to the BCTA membership list in 2014 - municipal fleets,

related associations (members who operate trucks by aren't in the trucking business) and shippers.

Overall, Yako said the BCTA was 'modestly optimistic' about the provincial economy, and that if any of the large resource projects were given the green light, it would be a huge win for B.C.

The AMTA will aim to tackle the issue of mandatory driver training in Alberta, some Card said they have done extensive consultation on.

Card also said the AMTA was concerned with the rise in out-of-service, or R-factor, rates.

"Technology is allowing enforcement to be more effective in targeting problem carriers and enabling early detection of mechanical issues," Card explained. "Combine the advancements in technology with strained resources in the enforcement department and we have the perfect storm where now carriers seldom receive 'random' inspections. This means that the out-of-service rate is going up, even while the maintenance and compliance of these carriers is improving."

Card said the proposed Level 8 inspection, along with other policy changes, could help alleviate this issue and allow the industry to be recognized for good behaviour and not put strain on government resources.

Lastly, the AMTA will continue to lobby for the use of wide-based single tires, which would replace the current dual tires, as they present the single largest opportunity to increase trucking productivity, improve safety, retain drivers and reduce the environmental impact, according to Card.

"This is a major issue impacting our industry and has been under review with the regulators for a number of years," she said. "We are hopeful that Alberta Transportation will allow an opportunity to use wide-based single tires on primary highways in 2016."

Despite the top priorities of each of the Western Canadian trucking associations, few can sidestep the impact, both negative and positive, the decrease in oil and gas prices is having on each, which was reiterated by the BCTA president: "The magnitude of (Alberta's) downturn is so huge (and) the effect is so large." **TW**

'There will always be trucking activity regardless of what's happening elsewhere in our economy.'

Terry Shaw, executive director, MTA

Trucking Alliance, with the full support of the provincial associations, is doing everything in its power to ensure we do not face the same fate with round two of the legislation."

Rosseker also highlighted the national truck shortage and Saskatchewan's 'desperate need' of rest stops and pullouts as two additional top priorities for 2016.

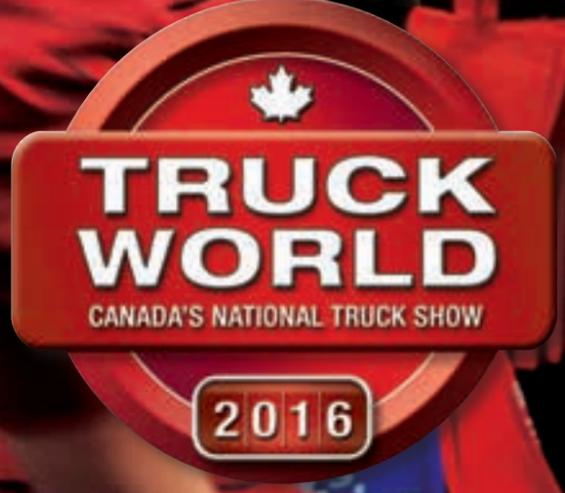
Rosseker said his province's weather can pose a threat to drivers, who need

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Three issues to define trucking in 2016, according to CTA's Bradley

By Sonia Straface

TORONTO, Ont.— Electronic logging devices, Phase 2 of the greenhouse gas regulations for heavy trucks and the driver shortage will be the three main issues facing the trucking industry in 2016.

That was the assessment of Ontario Trucking Association and Canadian Trucking Alliance CEO David Bradley, when speaking recently at the People-Net Canada Transportation Symposium in downtown Toronto.

Bradley said that ELDs, GHG17 and the driver shortage are the three "game-changer" issues affecting the trucking industry and that they should be the focus for the industry going forward if it is to prosper. Though claiming to be upbeat and hopeful for the sector's future, Bradley warned that if government and industry don't take these issues seriously, it could be in some hot water.

ISSUE #1: Mandating ELDs

In March 2015, the federal Transport Minister at the time, Lisa Raitt, announced that she was personally supporting the use of electronic logging devices in order to improve safety for everyone on the road.

However, there's a new Transport Minister in town, (former astronaut Marc Garneau was named Transport Minister after the Liberals won a majority government) and Bradley said he's hopeful that despite this change, Canada will move forward and mandate ELDs in the near future.

"I'm always optimistic - I have to in my business or I'd go out of my mind - and the fact that we have a spaceman as our new Minister of Transport suggests to me that he knows a little bit about transportation, logistics, and the need for communication and the need to monitor things," he said.

Bradley expressed his disdain for the fact that Canada has taken a back seat when it comes to leading the way in mandating ELDs in North America, since it was initially ahead of the curve.

ally help the relationship between the driver and enforcement.

"The relationship between the driver, the carrier and the enforcement officer is going to change," he said. "Right now so much of it is focused on, 'Is the driver lying to me? Is he/she trying to cover something up?' But once you've got an ELD, all of a sudden you're talking about facts."

ISSUE #2: GHG Phase 2 regulations

"In no time in our industry's history has our carriers' economic goals been as aligned with society's goals in terms of the environment, specifically GHG emissions, than they are now," said Bradley when discussing the issue of GHG Phase 2 regulations. "It's a good thing because it appears the new government is going to be taking a more proactive approach to GHG reductions than the previous federal government."

The *Greenhouse Gas Emissions and Fuel Efficiency Standards for Medium- and Heavy-Duty Engines and Vehicles - Phase 2*, from the US Environmental Protection Agency (EPA) and the US National Highway Traffic Safety Administration (NHTSA) is set to apply further fuel efficiency standards to trucks and engines beginning with model year 2021 vehicles.

Now, it's up to Environment Canada and Transport Canada to develop a similar rule. But Bradley said he doesn't want Canada to simply mirror the US regulations.

"We have to go about it intelligently. Canada is way behind in terms of developing the policy and framework and I, for one, don't like Canadian laws being developed by US Congress," he said, adding that Phase 2 regs are a whole new kettle of fish in comparison to Phase 1 regs, because Phase 2 involves trailers as well.

ISSUE #3: The driver shortage

In order to attack the driver shortage issue - which according to the Conference Board of Canada will reach 33,000 for-hire drivers and cause a

"Trucking should be a skilled trade. Not to disparage hairdressers, but that is a skilled occupation, whereas truck driving isn't," he said. "It doesn't make a whole lot of sense. What we've been pushing for is mandatory entry-level training and have the occupation deemed to be skilled. How can it be designated a skilled trade when there's no training?"

He added that the industry needs to

step up and recognize drivers' skills too and said that decals on trucks placed by companies who are looking for drivers who need "no education" to apply, pushes the industry backwards.

"Notwithstanding the issues I mentioned, for the most part and for the foreseeable future...the future of trucking is bright and it will continue to dominate and I look forward to watching that happen," he said. **TW**

The year that was

How did the trucking industry fare in 2015? Here's a snapshot of how key indicators of the trucking industry's health performed year-to-date through October compared to 2014:

Indicator	Source	YTD change
US for-hire truck tonnage	American Trucking Associations	+3%
Canadian spot market freight volumes	TransCore Link Logistics	-24%
NAFTA Class 8 truck orders	FTR (FTRintel.com)	-17.6%
Trailer orders	FTR (FTRintel.com)	-11.4%
Canada Classes 6-8 truck orders	Daimler Trucks North America	+3.7%

'Not to disparage hairdressers, but that is a skilled occupation, whereas truck driving isn't.'

David Bradley, Ontario Trucking Association

"Canada was ahead...at least Canada's trucking industry was ahead," Bradley said. "We were the first association in North America a decade ago to take the position that any truck where currently the driver was required to use a paper logbook should be replaced with an ELD of some sort. That was 10 years ago and I think that we had hoped at that time that Canada would lead North America. We were ahead of the US at the time, however our governments chose not to pursue the issue. But, I have some hope that things are starting to change."

He said that old arguments for why ELDs should be voluntary, like cost and productivity, no longer hold water, and added that ELDs could actu-

major crisis - the industry has to look at compensation and training, said Bradley.

"It's a very complex issue and there are issues with compensation as there always are when you're talking about a shortage of anything," he said. "Compensation hasn't gone up though, as it should in our industry. We have to be competitive in order to attract people from other sectors, or those who are looking for work."

He added that the industry cannot be complacent and should alter driver pay because "nobody else can solve this issue, except the industry itself" and that the role for government in helping solve the driver shortage issue is to make driving a skilled trade.



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A close call prompts a safety reflection

There is an awful lot done in the name of safety within the trucking industry.

The word safety is used to justify everything from the hours-of-service rules to the random drug testing of drivers in the trucking business. The great irony is that truck driving remains one of the most dangerous professions.

Based on the number of deaths per thousand, commercial truck drivers usually come in behind forestry workers, fishers, farmers, construction workers, and airplane pilots on this list.

But safety is not about compliance with a set of rules, in my opinion. Rules are simply the checklist of actions that lead to a safe working environment.

Safety in our business is about awareness. It's about focusing on the task at hand. It's about being mindful of the present moment, always. That focus is incredibly hard to maintain over the course of an 11- to 13-hour driving shift.

We tend to think of safety revolving principally around the task of driving and take for granted the other tasks we perform in the course of a day. One of the dangers of working around heavy equipment by yourself is that experience can breed complacency, which can lead to injury.

I received a wake-up call this past November when I came close to trapping myself between the bed of a trailer and the trailer tandems. I was in the process of sliding the tandems on the trailer and was struggling with a locking pin that was sticking in place.

This was a task I have performed countless times over the years. The short answer to the question, 'What were the circumstances leading up to this close call?' is that I was not focused and being mindful of the task at hand.

It is very easy to get ahead of yourself in this game of trucking. I had a full agenda on that day. There were four pick-ups waiting for me to do that were spread across two states with a fairly narrow window of opportunity to get the job done.

The American Thanksgiving holiday was looming and thoughts of planning my time to avoid the heavy traffic around Chicago the following day while meeting the delivery requirements were on my mind.

I also had to work in a fuel stop and look after the Customs paperwork for all four orders. All of this would have meant nothing if I ended up with my arm pinned from shoulder to wrist between 30,000 pounds of trailer and a set of duals.

Needless to say, my life moving forward would have changed forever if luck had not intervened.

So I stood there in the parking lot that day gathering my thoughts, giving thanks to the fact that I used a 4-ft. pry bar to knock that pin loose and had not opted to grab a hammer and reach under the trailer to knock it loose. I just wasn't thinking.

If I was, I would have grabbed the pry

Over the Road

Al Goodhall



bar knowing what the potential dangers were, not just because it was the handiest tool.

I was lucky and the experience raised a lot of questions. Here are a few of them: Am I protecting myself in the appropriate manner when I'm performing all of the routine tasks in my day?

Am I wearing my safety shoes, work gloves, and safety glasses every time I step into the trailer to load or unload freight?

How many times have I dropped a load bar or freight on my feet over the years? How many nails have I pulled out of the floor of trailers? How many times have I cut myself on sharp metal on bars or pulled large splinters out of my hands?

How many times have I undocked freight above my head and dropped dust and other crap in my face and eyes? Have I always been fully conscious of how freight shifts when I release straps? How many times have I come close to trapping myself between pieces of freight or the sidewall of a trailer or have to jump out of the way of freight falling from above?

You get the point. Many of you, probably *most* of you, have suffered at least minor injuries being in one of these situations over the years.

So do you or does your company provide out-of-country medical coverage? Do you have a long-term and short-term disability insurance plan to look after you if injured?

How do these plans work if you are even aware of them? What would be the consequences to you and your loved ones be if you were injured and did not have coverage?

It's January, a new year is at hand. If you're looking to make some simple resolutions that can have a lasting impact on your career and personal life, this would be a great place to start. Safety first folks, nobody has our back out there. **TW**

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

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Lack of truck parking in Lower Mainland remains a concern

BCTA continues to work with B.C. government to improve province's transportation network

By Derek Clouthier

LANGLEY, B.C. – With government and company regulations stipulating how many hours a truck driver can be behind the wheel before they need to rest, and increasing transportation activity in B.C.'s Lower Mainland, it seems essential that drivers have a sufficient number of options when it comes to where they can safely park their truck when they come off the road.

Truck parking in the Lower Mainland has been an ongoing topic of discussion for the B.C. Trucking Association (BCTA), a point not lost on its president and CEO, Louise Yako.

"Over the years, municipalities in the Lower Mainland have been making changes to zoning that made offering truck parking as a private service really not very attractive," said Yako, adding that Langley and Abbotsford, which have a number of owner/operators living in the area, have recently recognized a need for truck parking and have approved truck parking businesses for development in each municipality.

Yako also highlighted that in July 2015, the province's Ministry of Transportation announced it would put in a truck parking station in the Surrey area near Delta, which would end up being the furthest west truck parking site available to the public run on a cost-recovery basis.

"The problem is, the further west you go, the less likely that there's going to be a private truck parking facility," she explained, adding that up until the recent opening of the Chevron Canada cardlock station in Delta, the furthest western station had been at 200 Street in Langley, and with a lot of trucks coming into the region that were not based in the area, that was a problem.

Yako said an area in Surrey on 16th Ave. where the city is in the process of issuing a truck parking development permit has been met with resistance from some local residents who live in the area, which falls on a local truck route and would presumably make for an ideal spot to have a designated parking area for truckers.

As recently reported in the *Vancouver Sun*, GG Metro Holdings would develop the 32-hectare piece of land into a truck parking lot, which sits on more than 240 hectares of land that remains in the city's planning process.

The *Sun* indicated that a local group called Friends of Hazelmere Campbell Valley said the proposed development could harm a nearby salmon and trout spawning area, bring adverse effects to groundwater and that the area was home to 22 species of endangered wildlife. But councillor Tom Gill said that Surrey had been looking for a long-term truck parking solution for years, as around 1,300 of the registered 8,300 trucks in the city regularly park illegally.

Municipalities are responsible for establishing proper zoning to enable

for the development of a truck parking area, but Yako said it can be challenging, as there is a much better return from tax dollars to have the land developed for higher tax rate purposes, such as business or high-density residential.

The BCTA is also champing at the bit to continue providing feedback into the province's 10-year transportation plan, called 'On the Move,' which Yako said will take aim at truck parking issues.

"It's a very ambitious plan. It's got a whole series of components, including the improvement of rest areas for truck drivers, improvements to capacity for infrastructure (and) improvements to winter maintenance standards for highways," said Yako, adding that the BCTA also hopes for a reduction in terms of permits by way of putting those permit requirements into legislation and the continuation of changes to the national safety code's implementation in B.C.

"All of those things are fairly big items that are going to require a lot of our time and resources in order to be able to provide feedback to the government to get this done in a timely fashion and to get it done well," Yako said.

The BCTA met with the provincial Ministry of Transportation on Oct. 30, 2014 to discuss the 'On the Move' plan. Key themes that came out of that consultation are indicated in the government's transportation plan document, which can be found online at www.engage.gov.bc.ca/transportationplan, and include the importance of reliable highways, airports and border crossings, improvements to main trucking routes to decrease delays and the significance of growing the economy.

The BCTA's concern over what they

say is a lack of truck parking areas in the Lower Mainland goes far beyond the obvious – providing an ideal location for drivers to get rest so they can do their jobs properly and safely.

"Being a truck driver is a very stressful occupation, and we are trying to do what we can to improve the work

environment for truck drivers," said Yako. "If we want to attract them to this occupation, they shouldn't have to worry about where they're going to park their truck and be able to rest at night. This is just one small thing that would improve the situation for some drivers." **TW**



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B.C. approves the use of 'snow socks' for truckers

By Derek Clouthier

DENVER, Col. – As of this past September, a new tire traction device has been approved for use on B.C.'s highways, permitting truckers to slip on some 'snow socks' to get through those icy, snow-covered roads.

One of the producers of this alternative to chains is AutoSock, a privately owned Norwegian research company that was established in 1998 and had its textile-based tire traction product approved by the TUV (Germany's Technical Inspection Association) in 2001.

Chuck McGee, AutoSock's president of US distribution, said the need for something other than chains came about due to technological advancements in vehicles, such as ABS brakes and various traction control systems.

"We decided that there was an opportunity to use it (AutoSock) for trucks also because they have some of the same issues," McGee said of the technological similarities between cars and transport trucks. McGee said AutoSock had to prove that its product was able to garner as much if not better traction than chains, both for starting and stopping, as well as lateral control.

"You have a product that has constant road contact, so you've always got something on the road that is going to give the trucker traction," he said, "whereas a chain, you have a link that hits the road, then you have a blank space."

Jamie Hagen, a trucker based in Aberdeen, S.D., who pulls a food-grade tanker for Cliff Viessman Inc. in the Midwest and West of the US and most of Canada, said he's been using AutoSock for five winters now and couldn't be more satisfied with the product.

"In my personal experience, I believe they are better than chains for grip on the highway," Hagen said. "My (experience) is from the many times I've been on extremely slippery road conditions where chain users seem to be having

troubles climbing the grade, and I had zero issues."

Hagen said that in addition to AutoSock's performance, their ease of use was very beneficial, but did point out that if there was a disadvantage to the new technology, it was that chains had more of an ability to dig, and could therefore better pull a truck out of a sinking or stuck situation than could an AutoSock.

McGee echoed AutoSock's ease of use, saying a set of chains takes around 45 minutes to install, while AutoSock takes just a few minutes.

"That's a big deal for truckers," he said, adding that a driver had recently been killed in Colorado while mounting tire chains when a car slid into him. "(AutoSock) creates a lot less exposure on the road. You just put them on and you're ready to go."

McGee said AutoSock is probably the most tested traction product on the market, and that one of its key features was that it worked with a vehicle's traction control systems, while when drivers employ the use of chains, they are advised to disable 'one of the better technologies out there.'

McGee said the maximum speed truckers can drive while using AutoSock was 20 mph, or 32 km/h, which he admitted was slower than the recommended maximum of 30 mph when using chains.

As for the product's longevity, McGee said one of the requirements from the Colorado Department of Transportation (CDOT) was that AutoSock stand up to use on dry pavement for 100 miles driving at the maximum recommended speed, which they did.

Thus far, McGee said AutoSock has sold about 2.5 million units worldwide, and that with more and more states allowing for their usage (in addition to the US Postal Service), Canadian provinces, like B.C., were starting to take a look due to the 'snow sock's' light weight, ease of use, effectiveness and compatibility with



Users of the AutoSock (shown above) say the product can be better than chains when it comes to traction and grip on snow-covered roads.

electronic control systems.

"One of the comments we had when we were working with CDOT," McGee said, "one of their engineers said that if AutoSock had been invented before tire chains were invented, no one would even consider using a tire chain because

(AutoSock) offers so many features that aren't available on a chain."

AutoSock will be distributed in B.C. through Fleet Brake, JPW Road and Bridge and Shift Products. For trucks, AutoSock ranges in price from US\$199 to US\$226. **TW**

Trade-enabling land in short supply

VANCOUVER, B.C. – A recent study indicates that the current supply of trade-enabling industrial land in B.C.'s Lower Mainland will likely be depleted within the next decade.

The study was commissioned by Port Metro Vancouver and conducted by Site Economics Ltd., examining the inventory of trade-enabling industrial land, which is estimated to currently be around 1,000 acres. These lands are required to support goods that move in and out of the area, as well as housing marine terminals and buildings, all of which must be within close proximity to major roads and rail lines.

"Trade and logistics services that support goods movement are critical to the local and national economy, and contribute to our high standard of living," said Robin Silvester, president and chief executive officer of Port Metro Vancouver. "Without sufficient trade-enabling industrial land to meet growing demand, we risk hitting an economic brick wall, with serious consequences for our quality of life here in the Lower Mainland."

The study concludes that roughly 1,500 to 3,000 more acres of trade-enabling industrial land is needed in the next five to 10 years to meet demand, and that the total economic impact of every 100 acres of logistics development is equal to approximately \$1.9 billion in value.

Port Metro Vancouver stated that it expects demand for Canadian trade to continue to grow, and that container traffic through Canada's Pacific gateway would double in the next 15 years. And, with the study indicating that trade-enabling industrial land supply was being threatened by several factors, addressing this matter was essential.

"This issue is critical to the future of the Canadian economy, considering nearly 20% of the value of all goods traded by Canada pass through the port here in Vancouver," said Silvester. "We hope all levels of government will take the necessary steps to ensure this key region has sufficient land to support future growth." **TW**

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7 Trailer Trends That Influence Buying Decisions

By Truck News Staff

Over the past two years, the North American trailer market has been on fire as carriers have rushed to replenish aging equipment that has passed its best-before date. In the van and reefer segments especially, underbuying through the lean years of 2008-2010 meant trailers were worked harder and longer than what was originally intended, which has driven the unprecedented demand seen this year and last.

Order backlogs in some segments have reached six months or more, meaning fleets have to be more forward-thinking in terms of their renewal strategies.

We spoke to Canadian trailer dealers about the trends they're seeing in the marketplace and found seven themes that came up again and again.

Trailers, trailers... Who's got trailers?

Unprecedented demand for new trailers over the past couple years has extended lead times for new orders and sent many fleets looking to the used market to fill their immediate needs. As a result, well-spec'd used trailers in good condition are as difficult to obtain as Blue Jays playoff tickets and are currently priced at a premium.

"It's easy to get used trailers if you're willing to pay big money," says George Cobham Jr., vice-president of sales and marketing with Glasvan Trailers. "People are hanging onto their trailers longer now because of the cost of new trailers and the exchange rate, so the supply of used trailers is less than it was four to five years ago. If you hunt around you may find what you're looking for but definitely expect to pay a premium."

Nick Lambevski, president of Transport Trailer Sales, agrees.

"Used trailer values are still high and good late-model equipment is still very difficult to get and there's still a lot of stuff going down to the US."

New trailers are more expensive, too

The strength of the US dollar relative to the Canadian loonie is driving up the cost of new trailers as well. Even Canadian-based manufacturers such as Manac are not completely insulated against the effect of the exchange rate.

"About 70% of the components we use to build the trailers - whether it be suspensions, tires or some of the raw materials - are priced in US dollars, so we do have to pass that back on to the custom-

ers," explains Tom Ramsden, vice-president of sales with Manac.

However, since labour costs for trailers built in Canadian facilities are not affected by the exchange rate, there is some advantage to buying Canadian, Ramsden adds.

"We've actually started moving more product back up into Canada to service the Canadian market, that we typically used to build in our US facilities over the years," he says. "It has allowed us to offer additional savings to help customers not realize the full impact of the increase in the exchange rate."

All kinds of aero

In terms of spec's, customers are increasingly looking for accessories that will improve fuel economy. Options such as trailer side skirts have become mainstream in van applications.

"Fleets are looking at every detail of their spec' as to how it will affect their operating costs," Cobham says. "When it comes to aerodynamic devices, we're definitely seeing heightened fleet attention on trailer tails. We're seeing more fleets adopt the trailer tails and the one that they all seem to be paying attention to is the ATDynamics Trident model."

Some fleets, Cobham says, are equipping trailers with tails as a way to attract and retain owner/operators, since their earning potential is greater when pulling aero trailers. He also says trailer undertray devices are receiving some attention, especially in applications where side skirts can get hung up.

"The undertray is nice because it maintains a more traditional look to the trailer," Cobham says. "Skirts can make it difficult to access things like toolboxes, chains hung underneath the trailer and the tire carrier whereas the undertray is a simple device and gives you access to that bay area of the trailer. The other nice thing about the SmartTruck undertray is if you're going to docks with a heavy slope to them, sometimes the skirts will catch the ground and can get damaged. The SmartTruck undertray is set far enough back and has a low enough profile that it's highly unlikely it will catch the ground, even on severe slopes."

Interest in aerodynamic devices is beginning to catch on in segments beyond dry van and reefers, adds Lambevski.

"It's not just the people running to California anymore, everybody seems to be asking about it," Lambevski says of aerodynamic trailer devices, adding even flatdeck fleets are looking for ways to improve trailer efficiency. "We have never seen



Fleets are looking at trailer accessories such as side skirts to save fuel.

that before," he says. In the van segment, even nose cones are seeing some renewed interest, Lambevski adds.

Worried about your weight?

Another way to save fuel, beyond aerodynamics, is to reduce trailer weight. This can be done by spec'ing wide-base single tires attached to aluminum rims.

"The weight savings are huge if you compare that to just a standard tandem steel rim trailer," Ramsden says. "Going to super-singles and aluminum wheels, these guys can save upwards of 700 lbs."

A trailer of all trades

Fleets are also looking for trailers that can offer additional versatility and perform multiple roles within the fleet, according to Kelly Knight, marketing manager for K-Line Trailers in Langley, B.C.

"We have seen more examples of customers moving away from single-solution equipment and wanting trailers that can more readily adapt to multiple environments to help them keep their competitive edge," Knight explains.

Them's the brakes

Another option receiving lots of attention is disc brakes, especially among manufacturers where the up-charge is a more palatable \$1,000 per axle or so, according to Lambevski.

"The problem with disc brakes is that with some manufacturers the additional charge is higher than with others," he says, noting there seems to be more pushback when the premium reaches about \$1,500 per axle.

Disc brakes provide greater stopping power, require less maintenance and even allow fleets to streamline inspections. "A lot of people are starting to see the benefits of spending

the extra money up-front to save in maintenance and downtime," Lambevski says.

Manac's Ramsden has noticed the same trend.

"Everybody wants to know, what are the cost benefits of disc brakes versus standard drum brakes," he says, noting there are pros and cons to both options, which must be considered relative to the application in which the trailers will be deployed.

Feeling the pressure

Maintaining proper tire inflation pressure has never been easier, thanks to automatic tire inflation systems, which more fleets are spec'ing straight from the factory. The use of inflation systems has been more prevalent in the US, maybe because Canadian trailers must operate in a harsher environment, but the systems available today have much-improved durability, Cobham says.

"We are spec'ing tire inflation on more and more trailers every year," he says. "It appears the new tire inflation systems are very reliable; they're not like the systems of the past where people would try them once and say they're not doing that again."

Preventing just one roadside service call due to a tire blow-out can nearly pay for the system, Ramsden notes.

"Over the life of a trailer, most guys will run one or two flat repairs because of something that was a run flat," he says. "For them, it's a no-brainer to go to a tire inflation system."

Tire inflation systems also correct changes in tire pressure resulting from ambient temperature fluctuations and can speed up circle checks since the tires will always be properly inflated. Running at the optimum psi has been proven to improve fuel economy and extend tire life. **TW**

Trailer orders remain robust

COLUMBUS, Ind. – According to ACT Research, October wasn't the best month for trailer orders. Despite exceeding 33,000 units, trailer orders were down 7% from September and 30% from October 2014. However, according to the most recent report published by ACT Research, the solid order season continues for this segment of the commercial vehicle industry.

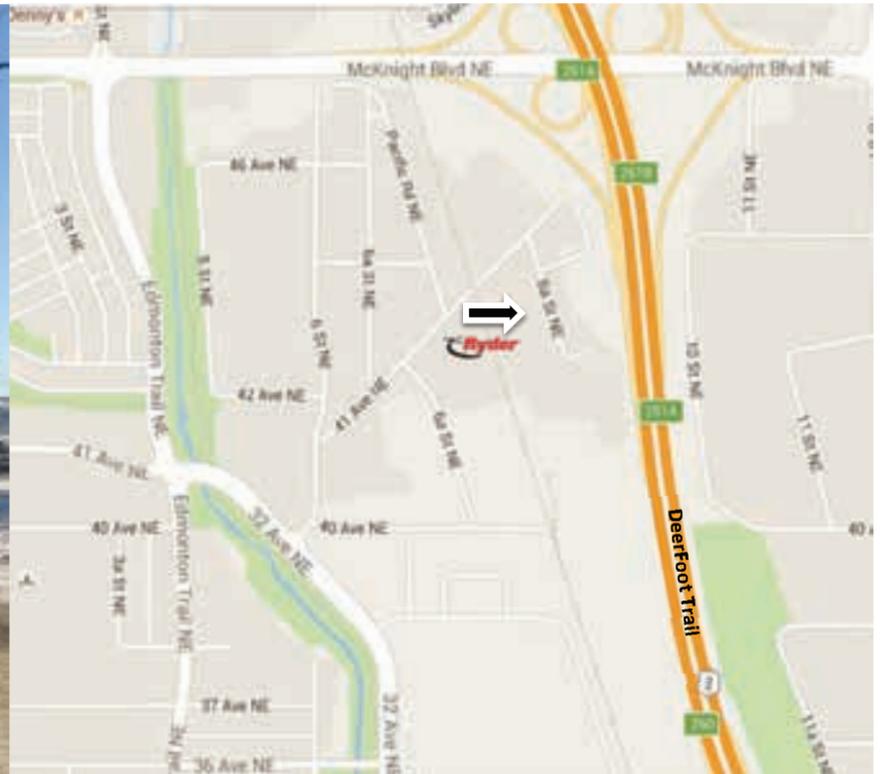
"The solid order season continued for US trailers in October, although month-over-month and year-over-year comparisons were both in the red," said Frank Maly, director, CV transportation analysis and research at ACT. "As we noted last month, there was little chance of solid y-o-y comparisons, given last year's all-time record order volumes. The key is that orders were sufficiently strong to grow backlog, and indications are that more strength remains in the order pipeline. October's strength was provided by an all-time monthly record for reefers, along with a jump in flatbed volume.

"This is the season when we would expect order volumes to generate backlog growth, and that occurred in five of the 10 trailer categories in October." TW

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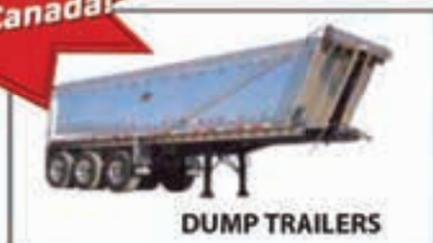
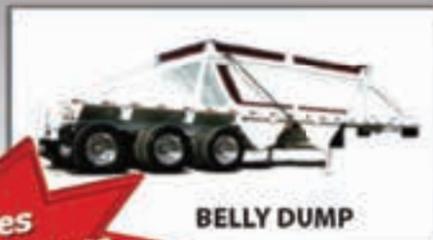
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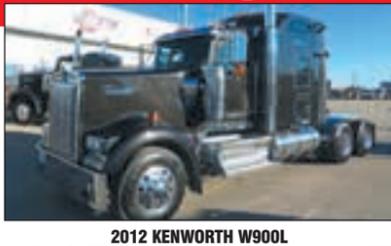


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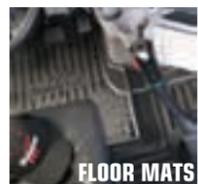
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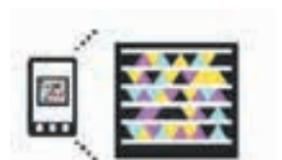
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Detroit completes 'hat trick' with DT12 production brought to US

By James Menzies

REDFORD, Mich. – In a hockey-themed plant inauguration, Daimler Trucks' Detroit brand celebrated the start of production of its DT12 automated manual transmission and announced the launch of its mid-range engine line in mid-November.

The hot-selling DT12 was previously built in Gagenau, Germany and shipped to North America for installation in Freightliner and Western Star trucks. Daimler pumped US\$100 million into its Redford, Mich. plant to bring production to these shores.

"More than 40% of our Freightliner Cascadia and Western Star trucks are sold with an automated transmission and the take rate is still climbing," said Dr. Wolfgang Bernhard, head of Daimler trucks globally. "It is a huge success and it makes us really proud. It is now time to make the next step; it's my pleasure today to announce the start of production of our DT12 right here in the US, right here in Detroit, right here in Redford."

Production at the plant was momentarily halted to celebrate the milestone and about 2,000 employees, media and dignitaries gathered to hear Bernhard's remarks.

The plant inauguration was emceed by former Detroit Red Wing Micky Redmond. It was also attended by a beaming Roger Penske, who bought the company in 1988, saved it from potential bankruptcy, turned it around on the success of the Series 60 and then sold it to Daimler.

"I didn't know what I was getting into but it was an opportunity," Penske said, noting at the time the company had lost \$600 million in three years, languished with 3% market share and was suffering strained relations with

employees. "I'm proud to see what is taking place today."

Martin Daum, CEO of Daimler Trucks North America, said the company has "completed the hat trick" by bringing DT12 production to Redford, where it also builds its heavy-duty engines and axles.

"We now manufacture the entire powertrain lineup – engines, axles and transmission – right here in Detroit and that means we can integrate, synchronize, make it perfect," said Bernhard. "We can offer the most powerful powertrain in the country and it gives our customers more reason to demand Detroit."

Daimler also announced the launch of its medium-duty DD5 and DD8 engines, which will also be built in Redford, eventually. Configuring the plant for the mid-range engines represents another US\$375-million investment into the facility.

"Today, we complete our lineup," said Bernhard. "We launch our new medium-duty engines, the DD5 and DD8 into the US market and what's more, we're not only going to sell them in the US, but by 2018 we will also build them right here in Detroit, right here in Redford."

With the new engine launch, Daimler says it will bring the benefits of vertical integration seen on the heavy-duty side to the medium-duty market.

"Detroit medium-duty engines will provide what no other manufacturer in North America can offer – a total vehicle solution that matches Daimler's global engineering prowess with the most complete lineup bar none in the industry," said Daum. "I am pleased to announce that select Daimler Truck North America vehicles will be available with medium-duty power by the end of 2016,



Roger Penske received a hero's welcome when introduced at the Detroit plant inauguration in mid-November.

and full production will take place in Detroit by the end of 2018."

In a press conference following the plant inauguration, Daum said Daimler will continue with its two-supplier strategy, offering Cummins engines as well in its medium-duty trucks.

"This won't change our business with Cummins because we have in every segment a two-supplier strategy. We want to give our customers choice and ultimately it's the customers that are going to decide," Daum said.

When medium-duty engine production is brought to Michigan in 2018, it will add about 160 new jobs. Until then, they'll be produced in Mannheim, Germany.

The new engines will be available for order in 2016 in the Freightliner M2. Details regarding engine ratings and other specific features of the new mid-range engines were not yet revealed. Daimler Trucks North

America has in recent years become a stronger player in the medium-duty market, capturing about 40% of the US Classes 6/7 segments in each of the past few years.

Daimler also announced its entire lineup will comply with impending 2017 greenhouse gas emissions requirements early.

Daum said he expects the truck market to remain strong in 2016, though orders will likely land somewhere between an excellent 2015 and a very good 2014.

"We will finish the year strong and the start of the year will be strong through the first quarter," Daum said. "We'll see how the rest of the year unfolds. We don't have that security we had a year ago where we were sold out at the beginning of the year but this is not normal for business, you should every day worry for your business and fight for it." **TW**

Cummins gives sneak peek at 2017 ISX engine

A new direct drive SmartAdvantage is introduced for regional haul applications

By James Menzies

MARSHALL, Mich. – Having recently completed a coast-to-coast tour in the US and Canada showcasing its prototype 2017 ISX15, Cummins joined Eaton in mid-November in Michigan to allow the first editor test drives and to announce the launch of a new SmartAdvantage powertrain.

Michael Taylor, general manager, global powertrain with Cummins, said the 2017 engine has already been well tested, even though it won't launch until late next year. He said it has already accumulated more than nine million miles in real-world customer applications, which is equal to 4,000 trips from coast to coast. Early indications are that the engine will excel in the four key areas customers care about: uptime, fuel economy, driveability and maintenance.

Taylor vowed the 2017 ISX15 will deliver the best fuel economy and lowest overall total cost of ownership in the industry, even when compared

to 13L engines.

Asked how a larger, heavier engine can compete with a more compact 13-litre in terms of fuel economy, Taylor said, "With a big bore engine like the 15-litre ISX, you are able to take advantage of the low-end torque and you're able to lug the engine down to a lower speed. As you go lower in speed, you reduce frictional losses and improve your overall parasitics, so you're actually operating in a more efficient range of the engine. With a big bore engine you have the opportunity to utilize that low-end torque and therefore get higher efficiency compared to a smaller engine, where you're not capable of lugging down as far and therefore have to run at higher speeds, which generates higher friction."

Taylor also noted 15-litre engines tend to last longer and maintain a higher residual value than 13-litre engines.

The truck I drove on some Interstate highway and secondary roads near Marshall was equipped with the

2017 ISX15 and SmartAdvantage powertrain. The SmartAdvantage combines the ISX with the Fuller Advantage Series automated manual transmission. The overdrive transmission features a small, 26% step between ninth and tenth gears, allowing for quick shifts and the ability to easily and efficiently pop back and forth between the top two gears so the transmission is always in its most efficient gear.

"The small step between ninth and tenth gives us the opportunity to switch between ninth and tenth and keep the engine right in the sweet spot," Taylor explained. "It's okay to downshift. It's switching gears fast enough and selects the most efficient gear based on all the data exchanged between the engine and the transmission."

Taylor said this is an ideal line-haul spec', where engine cruise speeds would average 62 mph or higher. During my drive the transmission did change frequently between ninth and tenth gears. We were loaded to about 65,000 lbs and cruised at about 1,150-1,200 rpm. All SmartAdvantage powertrains are limited to gross combination weights of 80,000 lbs, making it an ideal spec' for

north-south runs into the US but posing some limitations for higher-payload domestic routes within Canada. The SmartAdvantage powertrain with small step technology can now be ordered with 400- and 420-hp ratings, in addition to the 450-hp initial offering.

The 2017 ISX15 carries over all the latest features Cummins offers on its current product. These include: vehicle acceleration management, which limits power on acceleration to save fuel; SmartTorque2, which senses vehicle weight, grade and operating gear to select the appropriate torque output; and SmartCoast, which disengages the driveline when coasting downhill to save fuel. Cummins officials were reluctant to divulge specific changes that have been built into the 2017 product, but those details will be available closer to the official launch date. The engines available to drive this week were prototypes, but fairly advanced in the development cycle.

During their joint press event here this week, Cummins and Eaton also announced availability of a new SmartAdvantage powertrain featuring a 10-speed direct drive transmission.

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.

Mark does the written test and is surprised to learn he doesn't know as much as he thought he did. Even more surprising is that the old man who looked to be struggling with the test the whole way got the top score.

Mark gets the third highest score on the pre-trip inspection part of the rodeo, missing some small, but important things along the way. He's amazed that the old man finished first when he'd been hardly able to look under the truck....

The last part of the rodeo was the road test. It wasn't actually a test of a driver's ability to drive on the road, but rather, a test of a driver's skill in negotiating the type of tight turns and obstacles that were faced every day on the job.

They would all be driving a new Freightliner that had been donated for the day by one of the area farms. Like any other driver, Mark would have preferred to drive his own truck through the course but this seemed to be a fair way to level the playing field. Of course, if one of the competitors drove a similar model on a daily basis there might be an advantage, but he was satisfied the competition was as fair as they could make it.

Mark's turn would come in the middle of the pack, which gave him the chance to watch several other drivers go through the course and hopefully learn something that might help him drive better.

When Mitiuk took to the course, Mark watched every turn of his wheels closely and was amazed to see the man take out four cones on the "S" course, then take three tries before managing to wrestle his trailer into the parallel park. On the measured park, he touched a cone leaving it leaning backward with one end of the base up in the air. And in the back up to the loading dock, he actually hit the dock hard enough to make some people who weren't watching jump.

Well, thought Mark, at least I won't have to worry about him.

But when Mitiuk exited the truck and walked across the lot, every one of the other drivers - except for Mark - were giving him a big round of applause. Then, when he reached the group, everyone stood in line to shake the man's hand.

What the hell is going on here, thought Mark.

Several drivers later, it was Goldrick's turn. The defending champion swerved through the "S" course like an oiled eel and it was clear to Mark that this man was the defending champ for good reason. He was just so smooth and confident behind the wheel, it looked as if he had this competition all sewn up. But after the flawless run on the "S" course, Goldrick must have lost his mind because he knocked over a few cones on the parallel park, stopped short on the measured park, and took out a few more cones right at the end, seemingly for good measure.

A lot of the drivers were laughing at how Goldrick had screwed up so badly, but all Mark could think was that maybe he had a chance to win this thing.



Not his first rodeo

PART 4

"Dalton, your turn!"

Mark got up from his seat and realized that his legs were weak and wobbly. He thought this would be easy, but his body probably had a better handle on the situation. This was a competition in which Mark really had no experience. He could drive with the best of them, but this was a test of his skill.

It was like someone who'd been driving the family car for years without incident suddenly having to take a driving course to keep their license. Most are doomed to fail simply because it's a test that marks everything by the book.

Nevertheless, Mark was eager to give it a try. His first realization was that the Freightliner everyone was using was nothing like the Peterbilt he'd been accustomed to these past 15 or so years. Nothing was where it was supposed to be except for the steering wheel, shifter, brake and clutch pedal.

This is gonna be real hard, he thought.

After taking the truck for a short spin around the lot to familiarize himself with the cab set up and the view in the mirrors, Mark attacked the "S" course with a bit of speed and managed to avoid all but one of the cones.

Mark's parallel park was near perfect, but his measured park was off by just over six inches. He was doing well on the loading dock, but got too close to the truck parked at the next bay and wound up putting a scratch on his trailer's trim, and taking out a cone on the other side when he was trying to straighten himself out before finally backing into the dock.

"Okay," he said under his breath. "It's a lot harder than it looks."

After parking the truck and setting the brake, Mark

slowly climbed out of the truck careful to keep three points of contact every step of the way.

"Good to see you're learning," one of the judges said.

"I'm not one to make the same mistake twice," Mark said, after having been penalized in the pre-trip inspection portion for jumping down from the cab.

"But I still have to ding you for not wearing your seatbelt."

Mark shook his head. Are these guys ever by the book, he thought. Well, second place won't be too bad for my first time.

Later that afternoon at the awards presentation ceremony, Cyril Mitiuk was announced as the champion who would go on to compete at the provincial championship in a couple of months time.

"What?" Mark said under his breath.

How in the world could that guy - making so many mistakes - win the whole damn thing? Something was wrong. This thing had to be rigged. Mark moved up to the front of the crowd of drivers and was about to cup his hand around his mouth and shout, "Fixed!" when a strong hand grabbed his arm and pulled him back.

"Relax, city boy."

Mark turned and saw that Goldrick had a firm hold of his arm and wasn't about to let go for anything.

Mark gestured to the stage where Mitiuk was slowly climbing the steps to receive his trophy. "How did that happen?"

Goldrick yanked on Mark's arm again and led him to the back of the crowd where no one would hear what he had to say.

"Listen, you drove well and everything, but you were never going to win today."

"Why not?"

"That's Cyril Mitiuk up there. He's competed in this rodeo for 20 years and never finished higher than third."

"So?"

"So, he's been diagnosed with colon cancer and probably won't make it to next year."

Mark suddenly understood what had been going on and felt like a complete and utter jackass. Goldrick finally let go of Mark's arm and together the two men applauded the old man up on the stage.

Mitiuk struggled to hold up the trophy for a moment, then said a few words. "First of all I want to thank all of you guys. I have a feeling a lot of you didn't do as well as you could have because of me... But I don't care." Everyone cheered, Mark included. "Thanks for giving me something to live in the coming months."

Mark couldn't help but get teary-eyed, proud to be part of this group...not just of good truckers, but of good, good people. **TW**

- Mark Dalton returns next month in another exciting adventure.

Illustration by Glenn McEvoy



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Scamming season is here again

Within the first 10 days of December we had several clients call to say they were almost scammed by someone claiming to be from Canada Revenue Agency collections.

This “agent” was telling people they needed to pay their debt immediately or face jail time. Our clients explained that if they owed money this was the first they’d heard of it. The caller was relentless with threats and trying to obtain payment. Thank goodness these folks had the confidence to hang up the phone.

Tax agencies like CRA are perfect foils for scammers. Innocent people will give up their social insurance number, credit card number, bank account number, passport number – whatever it takes to satisfy the taxman. At the same time, people are naturally attracted by the idea of paying less tax.

Easy targets

Unfortunately, this combination makes them easy targets for thieves.

Christopher Houston and Steven

Tax Talk

Scott Taylor



Kendall were found guilty on fraud charges in relation to a complex RRSP scheme. Houston and Kendall offered the owners of self-directed RRSPs an opportunity to invest offshore without paying federal withholding tax.

A significant number of investors lost their retirement savings: court documents show that Houston received \$2,466,028 and Kendall received \$833,593 from the various entities that were involved in the scheme.

Richard Stanchfield, an “educator” for an outfit called Paradigm Education Group, “taught” students how to restructure their affairs to avoid paying income tax. He was compensated with a percentage of each student’s gross income in exchange for his teachings.

CRA said Stanchfield failed to report \$224,048 in taxable income for the 2003 to 2008 tax years, evading \$31,012 in federal income tax. He was

found guilty on one count of income tax evasion and one count of counselling others to commit fraud.

Anthony McPhail, a tax preparer and proprietor of Valet Vending Services, created a scheme whereby he convinced 49 of his clients they could make money by buying and reselling chocolates to benefit charities.

A CRA investigation revealed that no charities benefited from these sales. McPhail then claimed more than \$3.8 million in fictitious business losses over a four-year period on his clients’ tax returns. As a result, \$231,599 in income tax was evaded. McPhail was sentenced to 18 months in jail and fined \$323,402.

Be vigilant

If something sounds too good to be true – even if it’s coming from your accountant – get another opinion.

It’s especially so if someone tells you that Canadians do not have to pay tax on the income they earn. Canadian courts have repeatedly and consistently rejected all arguments made in these tax protester schemes, and people are paying big fines for failing to file tax returns.

Look, no one wants to pay more tax than they have to, and trying to reduce what you owe takes planning and discipline. By taking more control over your finances, you’ll have the confidence to question someone who promises something that sounds too good to be true.

If you receive something suspicious

and want to make sure it’s from CRA, call the agency yourself at 800-959-8281 for personal services or 800-959-5525 for business services. Agents will be able to confirm whether any CRA department is looking to contact you.

CRA does not ask for personal information of any kind by email or text message (chances are, they have it already), including communications that direct you to a CRA Web site where you’re then asked to verify your identity by entering your SIN or passport information. They don’t request payments by prepaid credit cards or ask for information you wouldn’t provide in your tax return.

While there is always a cost for doing things the right way, doing things the wrong way almost always costs more. The cost of getting duped by someone you thought you could trust, however, can be devastating both personally and financially.

The best way to protect yourself from fraud is to understand what you’re signing and who you’re dealing with. Don’t keep this warning to yourself. Make sure your spouse, kids, parents, and fiends all know.

If you have questions, ask. If your gut tells you to seek a second opinion, trust it. **TW**

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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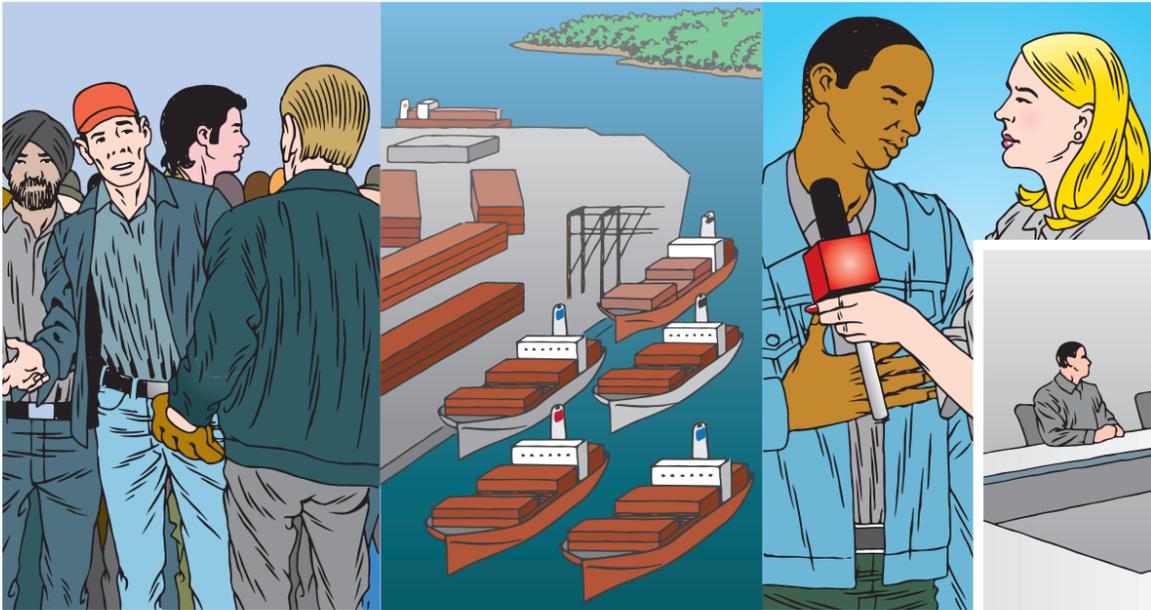
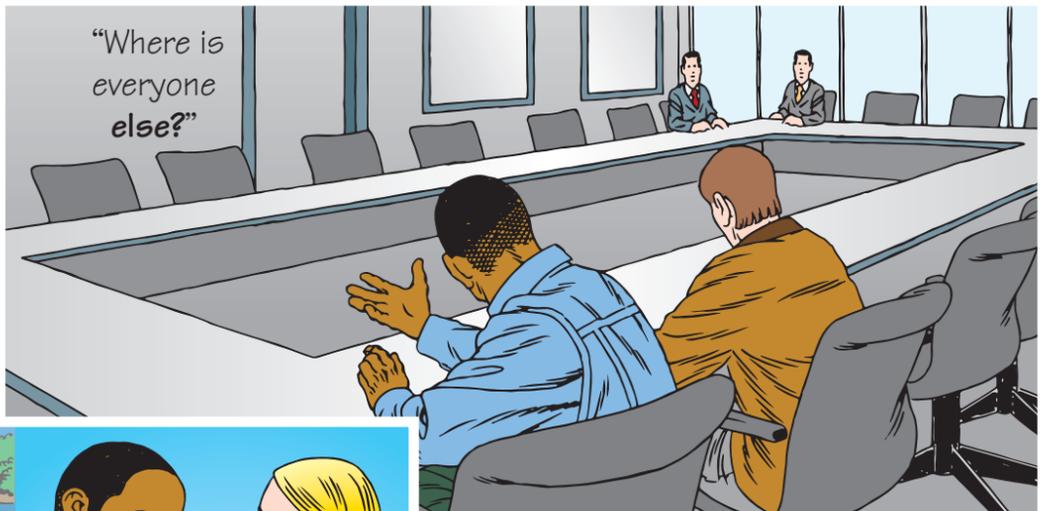
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The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

The strike goes on for another four days. Some of the major carriers have filed for court injunctions to stop the strike, but the strikers are complying with all the wishes of the police on each of the strike lines and no one has done anything wrong. Support among the drivers and in the community continues to grow each day resulting in the choking off a vital pipeline of international goods through not only Ontario, but overseas as well.

Booyed by the support, Vic agrees to continue as the spokesperson for however long it takes to get a better deal for the drivers. Only after four days do any of the executives from the carriers ask to meet. Vic hopes this is a sign that they are ready to agree to some changes but only two CEOs show up for the meeting.



After the eighth day another meeting is scheduled with the carriers and this time they all show up and are eager to come to terms.



In the end, the drivers and the carriers agree to new terms and to reduce wait times. While the details still have to be worked out, it's a victory for Vic and the container drivers.



But the next day Vic is alone and back behind the wheel, happy to have done some good, but even happier to be out of the spotlight and on the road again.



Illustration by Glenn McEvoy



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Trimac wins safety awards, B.C. COR status

LANGLEY, B.C. – Trimac Transportation has received Certificate of Recognition (COR) status from the B.C. SafetyDriven COR Program, winning two awards of excellence for Large Employer – General Trucking and Best Overall for 2014.

“Being recognized as a safety leader is very important to Trimac,” said Ross Driver, manager of safety, service and security for Trimac Canada’s dry bulk product line. “Service With Safety’ has been our company commitment and motto since day one. Receiving these COR achievement awards is validation of all the hard work and effort of every employee at Trimac to put our company in a position of safety, service, and performance leadership in the delivery of bulk transportation, logistics and related transportation services.”

Trimac has head offices in Houston, Texas and Calgary, Alta., where the company has been COR certified for several years through the Alberta Motor Transport Association.

Now being recognized by COR in B.C. means Trimac qualifies for a 10% rebate on its WorkSafeBC premiums.

“Obviously the financial aspect is good from the business side of things, but having the recognition of being one of the top carriers out there is definitely good for promoting the program internally with our staff and also with our

branches and customers,” said Driver. “Having that plaque in your office is definitely a morale booster for staff. It shows you’re being recognized for going above and beyond safety legal and regulatory requirements and achieving the highest standards.”

Prior to a company audit by COR, B.C.’s SafetyDriven Program offers a gap analysis with a health and safety advisor free of charge, which provides employers with a list of deficiencies and corrective measures the company should rectify.

“It ensures management and staff are aware that the auditor is coming with a brief overview of what it’s about, when it will be and what the requirements are,” said Driver.

The audit process is to ensure an employer’s health and safety management system is working at a base level or better and continuing to improve.

“Once you reach a certain goal, there’s always a little bit more improvement that can be made,” said Driver. “The COR process helps to keep your standards high as things change over the years and staff changes. It helps keep everybody up to speed. It’s an evolving program.”

SafetyDriven’s primary objective is to represent the occupational health and safety needs of businesses in the trucking, transportation, warehousing, shipping and logistics sectors. **TW**

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New kids on the block grow in Western Canada at their own pace

By **Derek Clouthier**

CALGARY, Alta. – After more than a decade and a half running his family business in Calgary, Bess Tank Lines executive vice-president of operations Ben Rouillard may feel that they are the new kids on the block, but with the 2014 acquisition of Cooney’s Farm Services, the company has risen to the challenge and made its mark in Western Canada.

“It was a customer, actually, who asked us to start out here,” said Rouillard. “And we’ve been slowly building around that, and now it’s been over 15 years.”

As part of the parent company B&B Transport (Bessette & Boudreau), which was conceived in Quebec by Rouillard’s mother and father in 1975 as a milk run with just a pair of trucks, Bess made the journey out west in 1999, and its young executive, who just turned 40 in December, knows that patience can sometimes be a business’ best virtue.

“We’re pretty careful,” Rouillard said. “Still after 15 years we feel that (Calgary’s) not our territory. It takes a long time. So we grow slowly.”

Part of that growth started in 2002, when Bess moved from its rental property and invested in its own facility in Calgary’s southeast quadrant – 2002 was also the last time *Truck West* visited with the small fleet and, to this day, a story can be found framed on the wall in Bess’ front lobby.

A lot of work has been done on the facility since 2002 to help it grow along with its ever-expanding list of customers, and last year’s purchase of Cooney’s helped Bess increase its employees, as well as their level of expertise, and diversify its operations by tapping into the transportation of more chemicals.

“That brought us an awesome group of experienced guys. That was probably the highlight of the last year-and-a-half,” said Rouillard, add-

ing that Cooney’s was 100% chemical hauling, which in turn, helped Bess boost its chemical transport percentage.

“We diversified a lot. We were mostly food-grade when we came in (to Calgary) and now we’re probably 80% chemical.”

In addition to diversification, gaining about 12 employees and an equal number of trucks, Bess’ acquisition of Cooney’s, which was a first for the company in Western Canada, enhanced its safety training efforts, something Rouillard said they have invested a great deal into during the past year and has been applauded by employees.

That broadening of its business portfolio has helped Bess during the current uncertainty with Alberta’s economy due to the steep fall in oil and gas prices.

But despite the downturn, Rouillard said there were other ways the company enriched itself in 2015.

“The last few years was a bit tough

“The last few years was a bit tough to keep good people, so in 2015, we took advantage to rebuild the team with experienced people.”

Ben Rouillard, Bess Tank Lines

to keep good people,” he said, “so in 2015, we took advantage to rebuild the team with experienced people.”

Rouillard said he understands that 2016 would be a time when the company must work hard to retain the business that it currently has and continue to keep things moving at a steady pace.

It’s a business tactic many compa-



Executive vice-president of operations for Bess Tank Lines, Ben Rouillard (left), with long-time driver Bob McIntosh (right).

nies in Alberta will have to get used to for the next while, much like how Rouillard had to become accustomed to the differences between the Eastern and Western Canadian business mindsets.

“Mentality is the hardest thing to adapt to,” Rouillard admitted. “It’s two different kinds of mentalities.

Eastern Canada is more competitive,

Bess’ director of Western Canada, Grant Hofer, a person Rouillard said has been around since 2005 and has ‘taught him a lot.’

Another is Bob McIntosh, a driver, who has been with the company for so long that Rouillard referred to him as ‘employee #7’ as a playful indicator of the length of his tenure.

Despite being a family business, something Rouillard said he believes his employees value, there is no telling what will happen in the future.

“We don’t plan to just sit on what we have, so we will definitely hire some more people,” Rouillard said, confessing he did not know exactly when more employees would be brought on board.

“Every shipper should be using us,” Hofer said, not mincing any words when asked for his input on the company he has called home for the last decade.

Bess’ parent company B&B Transport has terminals in Alberta, Quebec and Manitoba, providing hauling services, cross-border shipping, intermodal transport and operates its own rail transshipment sites from branches in Windsor and Saint-Hyacinthe.

“We respect everybody and they respect us,” Rouillard said of Bess. “We’re doing our own thing and it’s been working pretty good for us.” **TW**

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2016 Calendar of Events

January

Jan. 15 – **Toronto Transportation Club Ski Day** – Craigeleith Ski Club, Blue Mountains, Ont. www.torontotransportationclub.com

Jan. 16-20 – **National Private Truck Council's Private Fleet Management Institute** – Jacksonville, Fla. www.nptc.org

Jan. 20-22 – **SAE's Government/Industry Meeting** – Washington, D.C. www.sae.org

Jan. 24-26 – **Retail Industry Leaders Association's Leadership Forum** – The Ritz-Carlton Naples, Naples, Fla. www.rila.org

Jan. 25-28 – **National Biodiesel Conference and Expo** – Tampa Bay Convention Center, Tampa, Fla. www.biodieselconference.org

Jan. 25-28 – **Heavy Duty Aftermarket Week** – The Mirage Hotel, Las Vegas, Nev. www.hdaw.org

Jan. 25-29 – **Commercial Vehicle Safety Alliance's COHMEC Conference** – Hilton Palacio del Rio, San Antonio, Texas. www.cvsa.org

February

Feb. 6-13 – **Toronto Trucking Association's Convention** – Iberostar Grand Rose Hall, Montego Bay, Jamaica. www.torontotrucking.org

Feb. 23-24 – **TTSO 2016 Annual Conference** – Sandman Signature Mississauga Hotel, Mississauga, Ont. www.ttsao.com

Feb. 25 – **Delta Nu Alpha's Dinner and Seminar** – Toronto Airport West Hotel, Mississauga, Ont. www.deltanualpha.ca

Feb. 29-March 3 – **Cold Chain GDP & Temperature Management Logistics Summit** – Hyatt Regency Toronto, Toronto, Ont. www.coldchainpharm.com

Feb. 29-March 3 – **TMC Annual Meeting & Transportation Technology Exhibition** – Music City Center, Nashville, Tenn. www.trucking.org

March

March 1-3 – **Green Truck Summit** – Indiana Convention Center, Indianapolis, Ind. www.ntea.com

March 1-4 – **The Work Truck Show** – Indiana Convention Center, Indianapolis, Ind. www.ntea.com

March 3 – **Women with Drive Leadership Summit** – Crowne Plaza Toronto Airport, Toronto, Ont. www.truckinghr.com

March 6-9 – **Truckload Carriers Association's Annual Convention** – Wynn Las Vegas Resort, Las Vegas, Nev. www.truckload.org

March 13-15 – **IWLA's Convention and Expo** – The Omni Orlando Resort at ChampionsGate, Orlando, Fla. www.iwla.com

March 24 – **Delta Nu Alpha's Dinner and Seminar** – Toronto Airport West Hotel, Mississauga, Ont. www.deltanualpha.ca

March 31-April 2 – **Mid-America Trucking Show** – Kentucky Expo Center, Louisville, Ken. www.truckingshow.com

April

April 8 – **Manitoba Trucking Association's Annual General Meeting** – RBC Convention Centre, Winnipeg, Man. www.trucking.mb.ca

April 12-14 – **SAE World Congress and Exhibition** – Cobo Center, Detroit, Mich. www.sae.org

April 13 – **Canadian Fleet Maintenance Summit** – International Centre, Toronto, Ont.

April 14-16 – **Truck World** – International Centre, Toronto, Ont. www.truckworld.ca

April 17-20 – **Truck Renting and Leasing Association's Annual Meeting** – Fairmont Scottsdale Princess, Scottsdale, Ariz. www.trala.org

April 17-20 – **Retail Asset Protection Conference** – Gaylord Texan Resort, Dallas, Texas. www.rila.org

April 21 – **Delta Nu Alpha's Dinner and Seminar** – Toronto Airport West Hotel, Mississauga, Ont. www.deltanualpha.ca

May

May 2-5 – **Advanced Clean Transportation Expo** – Long Beach Convention Center, Long Beach, Calif. www.actexpo.com

May 3-5 – **IANA's Intermodal Operations and Maintenance Business Meeting** – The Westin Lombard Yorktown Center, Lombard, Ill. www.intermodal.org

May 13-14 – **Truxpo** – Tradex, Abbotsford, B.C., www.masterpromotions.ca

May 15-18 – **Warehousing Education and Research Council's Annual Conference** – Rhode Island Convention Center, Providence, R.I. www.werc.org

June

June 4-8 – **Heavy Duty Aftermarket Canada's Annual Business Conference** – Four Seasons, Whistler, B.C. www.hddc.ca

June 10-12 – **BCTA's Annual General Meeting and Management Conference** – Delta Grand Okanagan Resort, Kelowna, B.C. www.bctrucking.com

June 15-17 – **Supply Chain Management Association's National Conference** – Niagara Falls, Ont. www.supplychaincanada.com

June 16-17 – **2016 Private Motor Truck Council of Canada Annual Convention** – Kingsbridge Conference Centre, King City, Ont. www.pmtc.ca

June 18 – **Manitoba Provincial Truck Driving Championships** – Peterbilt Manitoba, Winnipeg, Man. www.trucking.mb.ca

June 19-22 – **Canadian Council of Motor Transport Administrators' Annual Meeting** – Halifax Marriott Harbourfront Hotel, Halifax, N.S. www.cmcta.ca

July

July 1-2 – **Great Lakes Trucks Club's Antique and Classic Truck Show** – Clifford, Ont. www.greatlakestruckclub.com

July 13 – **TransCore's 18th Annual Link Conference and Charity Golf Tournament** – The Country Club, Woodbridge, Ont. www.transcore.ca

July 16 – **Ontario Truck Driving Championships (Skills Competition)** – Flying J Truck Stop, Napanee, Ont. www.otdc.ca

July 22-24 – **Fergus Truck Show** – Fergus, Ont. www.fergustruckshow.com

August

Aug. 8-12 – **North American Inspectors Championship** – Hyatt Regency Indianapolis Hotel, Indianapolis, Ind. www.cvsa.org

Aug. 13 – **Quebec Truck Driving Championships** – Centre de formation du transport routier Saint-Jérôme, Saint-Jerome, Que. www.carrefour-acq.org

Aug. 24-25 – **Commercial Vehicle Outlook Conference** – Dallas, Texas www.cvoonline.com

Aug. 25-27 – **Great American Trucking Show** – Dallas, Texas www.gatsonline.com

April 24-26 – **NPTC Educational Management Conference & Exhibition** – Cincinnati, Ohio www.nptc.org

April 24-27 – **NASSTRAC Shippers Conference and Transportation Expo** – Rosen Shingle Creek, Orlando, Fla. www.nasstrac.org

April 24-28 – **CVSA Workshop** – Sheraton Chicago Hotel and Towers, Chicago, Ill. www.cvsa.org

April 29-30 – **Alberta Motor Transport Association Annual Conference** – Rimrock Hotel, Banff, Alta. www.amta.ca

April 30-May 4 – **Material Handling Equipment Distributors Association's Annual Convention** – Gaylord National Resort & Convention Center Maryland, Washington, DC area. www.mheda.org

September

Sept. 8-10 – **North American Trailer Dealers Association Trade Show and Convention** – Music City Center, Nashville, Tenn. www.natda.org

Sept. 14-18 – **National Truck Driving Championships** – Brantford, Ont.

Sept. 15-16 – **National Private Truck Council's National Safety Conference** – Dulles, Virginia. www.nptc.org

Sept. 19-22 – **TMC Fall Meeting & National Technician Skills Competition** – Raleigh Convention Center, Raleigh, N.C. www.trucking.org

Sept. 21-23 – **North American International Powertrain Conference** – Chicago, Ill. www.sae.org

Sept. 30 – **Fleet Safety Council's Annual Educational Conference** – Centre for Health and Safety Innovation, Mississauga, Ont. www.fleetsafetycouncil.com

October

Oct. 1-4 – **ATA Management Conference and Exhibition** – Mandalay Bay Resort and Casino, Las Vegas, Nev. www.trucking.org

Oct. 12-14 – **National Trailer Dealers Association's 26th Annual Convention** – JW Marriott Desert Ridge, Phoenix, Ariz. www.ntda.org

Oct. 13 – **Surface Transportation Summit** – International Centre, Mississauga, Ont. www.surfacetransportationsummit.com

Oct. 18-20 – **SAE Thermal Management Systems Symposium** – Mesa, Ariz. www.sae.org

Oct. 25-27 – **APTA's Transportation Summit** – Delta Beausejour, Moncton, N.B. www.apta.ca

Oct. 26-28 – **CITT's Canada Logistics Conference 2016** – Delta Brunswick, Saint John, N.B. www.citt.ca

November

Nov. 4 – **MTA's Annual Fall Awards Gala** – The Metropolitan Theatre, Winnipeg, Man. www.trucking.mb.ca

Nov. 9-10 – **Ontario Trucking Association's Annual Convention** – Ritz-Carlton Hotel, Toronto, Ont. www.otaconvention.ca

December

Dec. 1 – **Annual Toronto Transportation Club Dinner** – Fairmont Royal York Hotel, Toronto, Ont. www.torontotransportationclub.com

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