

TRUCK WEST

Western Canada's Trucking Newspaper Since 1989

February 2016 Volume 27, Issue 2

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truckwest.ca



A recent report suggests tolling lanes in Alberta could help the province pay for planned infrastructure.



Reach us at our Western Canada news bureau

Contact **Derek Clouthier** at: **Derek@Newcom.ca** or call **403-969-1506**

Toll lanes in Alberta a 'HOT' topic

Report says toll lanes would raise funds and would be good for trucking industry

By Derek Clouthier

EDMONTON, Alta. - With toll lanes expected to pop up on Ontario this coming summer, some are questioning whether Alberta should do the same to help alleviate some of the province's shortcomings when it comes to infrastructure funding.

One of those posing this question is Benjamin Dachis, a senior policy analyst with the C.D. Howe Institute who recently released a report titled *Getting More Buildings for our Bucks: Canadian Infrastructure Policy in 2016*.

In the report, Dachis suggests that Alberta, which he says plans to directly spend nearly \$7 billion on road and bridge infrastructure over the next five years, should follow Ontario's lead and look at creating HOT (high occupancy toll) lanes to help reap extra revenue, a move he feels would be beneficial to the trucking industry.

"A HOT lane would be good for the trucking industry because it would enable truckers the choice of whether to use the HOT lanes or not," Dachis said. "If they are travelling at

night with little demand, then they would still be able to pay nothing for high-speed travel. If they have a strict deadline to meet during rush hours, then HOT lanes would help truckers, albeit indirectly."

Dachis said HOT lanes are usually not available to trucks in other locations where they have already been implemented.

"But HOT lanes would improve overall traffic flow," he said, "which means fewer cars in the general purpose lanes that truckers are using."

In his report, Dachis indicates that gas taxes (which make up around 85% of road-related revenues), vehicle licences and other revenues from motorists have covered less than 70% of roadway expenses country-wide since 2008, and the implementation of HOT lanes could bring that number closer to the real cost of infrastructure.

There is, however, one stigma Dachis says the public must shed.

"Getting over the perception that HOT lanes are double taxation," he said, "which

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A driver retention crisis

How one driver went through four trucking jobs in four weeks

By Derek Clouthier

RED DEER, Alta. - The importance of driver retention cannot be overstated with the expectation of a profound driver shortage looming on the Canadian horizon.

A study completed by the Conference Board of Canada in February 2013 titled 'Understanding the Truck Driver Supply and Demand Gap and its Implications for the Canadian Economy' estimated that by the year 2020 the nationwide gap between supply and demand for drivers would be a shortfall of 24,700, or about 14% of the anticipated driver population, with the possibility of that number being pushed to over 33,000.

The study also indicated that the largest deficit would be seen in Alberta, with a shortage of 6,200 drivers.

A Red Deer, Alta. man, who requested that *Truck West* refer to him simply as Mike 'Luki', knows all about the importance of driver retention.

Having learned to drive in B.C.'s Okanagan area in the bush, Luki said it was his battle against addiction problems that led him to get his Class 1 licence and eventually relocate to Wild Rose country.

"I hauled in Vancouver before moving to Alberta and worked in the oil patch," Luki said. "I started hauling lime and then sand, but settled in bulk fluid chemicals."

During his time in Northern Alberta, Luki said he fell through a set of stairs while on a hydraulic fracturing site and broke his shoulder, but continued to work until the spring break-up.

"I'm a loyal driver if I have respect for and from my employer," he said. "I love to drive and do about 75-80,000 kms a year in personal travel. My dad was an amazing driver and taught me a respect for the road

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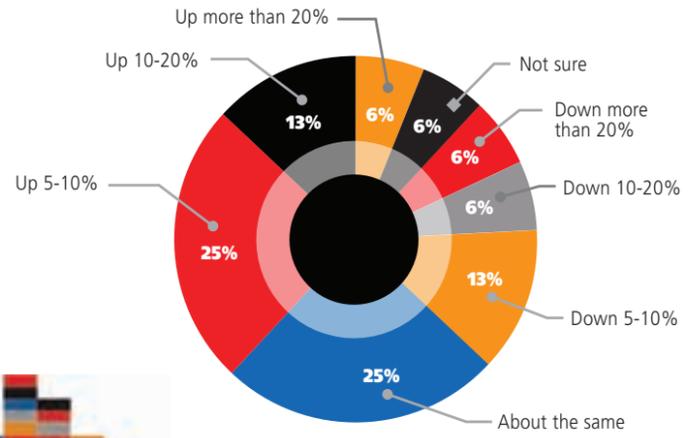
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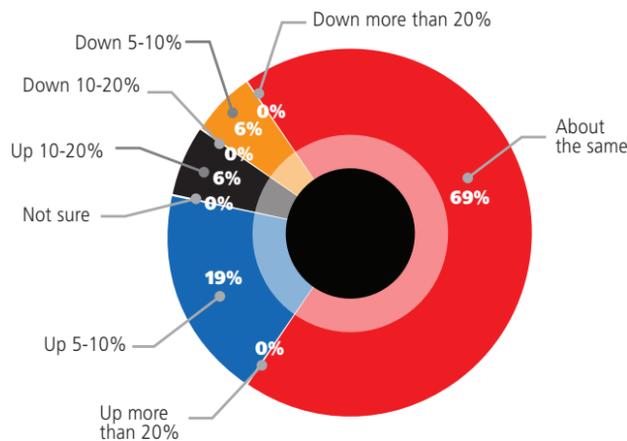
FAST FORWARD

As Western Canadian shippers, who cut back on their freight volumes in 2015, plan for 2016, they see a similar year, results from our annual Transportation Buying Trends Survey indicate. Almost 7 in 10 expect their freight volumes to remain flat in 2016. One quarter of respondents expected to grow their freight volumes. With freight volumes stagnant, Western Canadian shippers also perceive surface transportation capacity to be loose.

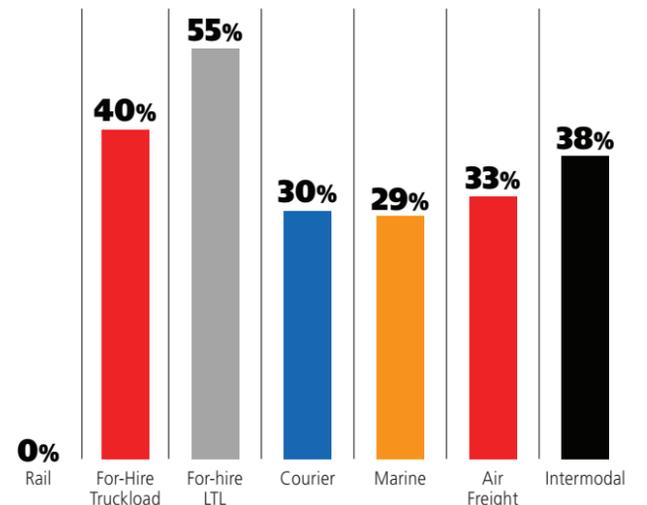
DIRECTION OF SHIPMENT LEVELS IN 2015



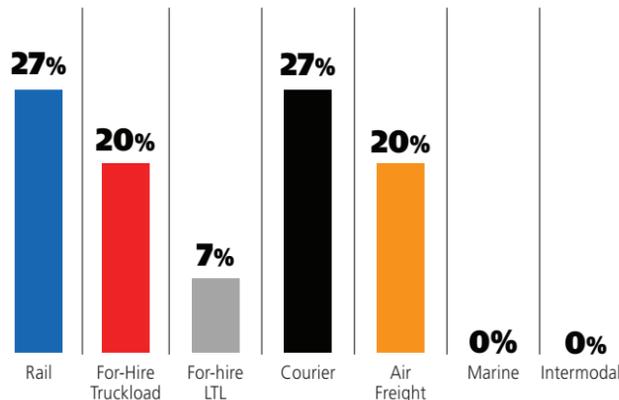
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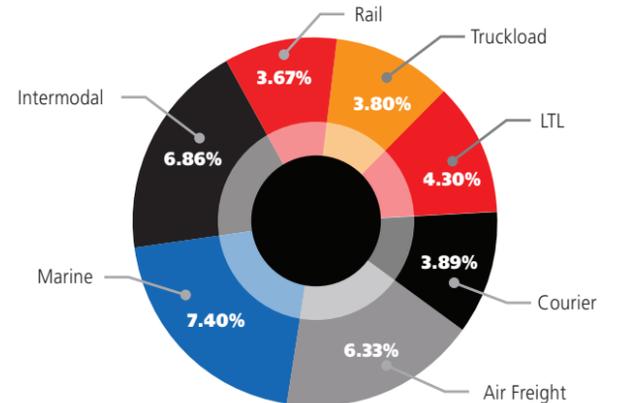
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An illustrated trucking adventure continues.



Al Rosseker is stepping down from his role as E.D. of the STA. See our exclusive interview with him on pg. 24.

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BORN READY.

Should we be more vocal about opportunities with AMTs?

Are automated transmissions the key to attracting a new crop of young truck drivers to replace outgoing baby-boomers, or is it a pathway to a less-skilled batch of motorists behind the wheel of hundreds of thousands of heavy-duty vehicles rolling down our highways?

Being very new to the trucking industry, I have to admit that I was ignorant when it came to automatic and automated transmissions, and believed they only existed in the everyday passenger vehicles most of us use on a regular basis to pick up the groceries and kids from school.

With concern over greenhouse gas emissions and fuel consumption continuing to grow, many fleets and environmentally-conscious drivers are looking for ways to improve fuel economy, and after years of sub-par performance when it came to automated transmissions, better technology has arrived.

I saw one of these automated transmissions first-hand when I met with Heiko Lichtenberger, the 2015 *Truck West* Owner/Operator of the Year, to get some photographs of him with his Volvo VN630, which runs on an automated transmission, which Lichtenberger said produced better fuel economy and a better driving experience.

A study done by Natural Resources Canada indicated that the trucking in-

Editorial Comment

Derek Clouthier



dustry releases 19% of the total greenhouse gas emissions in Canada, and that fleets were taking action to reduce this footprint with better practises like improved vehicle specifications, advanced aerodynamics, on-board monitoring devices and driver incentives.

It has also been reported that more trucks being sold today are equipped with automatic or automated transmissions. But what about the old guard? What about the pride many drivers have for their ability to operate an 18-speed manual transmission?

Many believe that when a manual vehicle is driven properly, it can produce better fuel economy than an automatic.

But it's not easy to drive an 18-speed manual semi-truck, and to be fair, from the opinion of someone who has not worked as a truck driver (but can drive a manual vehicle, just not one that has 18 speeds), the idea of doing so can be both exciting and intimidating. Which brings us to the question: Is the intimidation factor contributing to the current driver shortage, or is there a very differ-

ent reason young people are not choosing to hit the big slab for a living?

Would it make a difference if the driver-training process was easier and less daunting, allowing newbies to simply hop into an automatic vehicle, press a button and go?

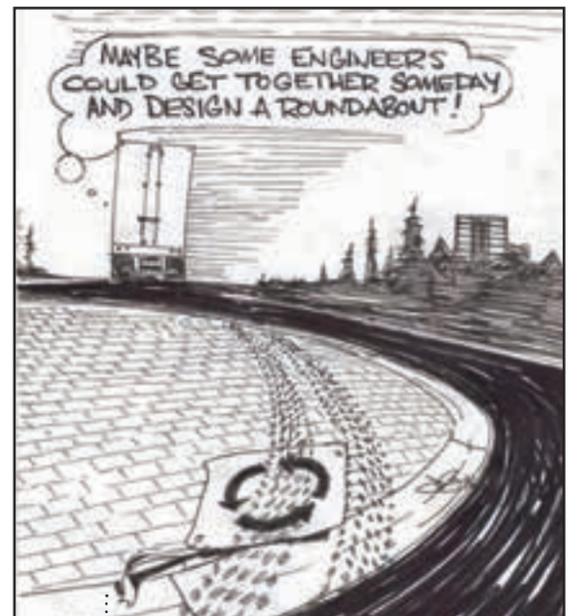
Or is this simpler approach a dangerous avenue to take, as it neglects the expertise necessary to ensure that those operating an 80,000-lb truck are not only good drivers, but incredible drivers...the best drivers on the road?

Being a driver is not something everyone would be or is good at, and that doesn't just apply to truck drivers, but everyone on the road.

Some people are naturally talented behind the wheel, while others are natural disasters - we all know more than one person in each category.

There is certainly more to operating a truck than shifting gears; it takes a lot to move a vehicle of such size, carrying valuable cargo down the highway, through a city and backed into a bay.

And one thing is for certain: new drivers are needed, as there will always be product to move. So whether it be simpli-



fying the process, or some other incentive to get the next generation of hands behind the wheel, something must be done to get more drivers out of the granny lane and hammer down on their careers...now is not the time to back'em up. 10-4? TW

Derek Clouthier can be reached by phone at (403) 969-1506 or by e-mail at derek@newcom.ca. You can also follow him on Twitter at @DerekClouthier.

Welcome aboard, Derek

It's my pleasure to introduce you to an important new addition to *Truck West*: Derek Clouthier. Derek is taking over the reins of *Truck West* and we are very excited to have him join our growing team.

Derek, who has penned his first column above, comes to *Truck West* after five years learning about business in Western Canada while working for the *Athabasca Advocate* and the *Cochrane Eagle* newspapers. He ran the entire editorial department at the *Cochrane Eagle*.

We have made the investment in a full-time editor based in Western Canada for *Truck West* because we believe trucking in Western Canada is large enough and important enough to deserve its own magazine

The view with Lou

Lou Smyrlis



with its own editor.

Trucking in Western Canada is a crucial and vibrant part of the Canadian trucking industry - even when low energy pricing is taking its toll on the Western Canadian economy. Almost four in 10 of the nation's owner/operators, small for-hire carriers and courier operations call Western Canada home.

One quarter of the nation's largest carriers have chosen to place their headquarters in Western Canada. Per-

haps more importantly, many of these carriers are most often considered amongst the best managed in Canada; you often see their names associated with best practices in safety, sustainable practices, human resources and adoption of new technologies.

Expect to see a lot of Derek in the time ahead as he attends industry events and visits with industry leaders. His job is to seek out and address the unique set of issues faced by Western Canadian carriers and owner/operators and he's eager to get started. Have a story you want to share? Don't be shy about reaching out to Derek. He can be reached at 403-969-1506 and at derek@newcom.ca.

Derek is one of several investments we have made in *Truck West*. Delon Rashid, sales and marketing consultant - Western Canada, has hit every province in Western Canada since the fall. Last issue you saw the fruit of his

labour: our new retail advertising section, *TruckandTrailer.ca* Marketplace. Look to this section every month for heavy trucks, trailers and other equipment in Western Canada.

Many of you have commented about our Inside the Numbers monthly statistical report, which provides research data specific to Western Canada. We launched that a few years ago and I want you to know we intend to continue growing our research efforts in Western Canada with more research projects.

We intend to keep on growing *Truck West*; the importance and dynamism of Western Canada's trucking industry demands it and deserves it. TW

Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@newcom.ca. You can also follow him on Twitter at @LouSmyrlis.

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A truck driver was fined more than \$25,000 for hauling an overweight load across the damaged Hwy. 22 bridge over the Oldman River.

Heavy fine issued to driver attempting to cross damaged Alberta bridge

FORT MACLEOD, Alta. – It's been widely debated whether issuing monetary vehicle citations acts as a deterrent of future unlawful driving habits, but one truck driver has learned that the cost can be high...really high.

Alberta Commercial Vehicle Enforcement (CVE) issued a ticket Jan. 15 in the amount of \$25,511.

"The ticket is in fact very real and was issued for exceeding the 10,000-kg bridge restriction placed on the Highway 22 bridge over the Oldman River," said Russ Fikowski, an inspector with the CVE southern region. "The bridge is damaged and Alberta Transportation has placed the restriction to limit heavy vehicles from using the bridge."

Fikowski explained that fines are specified in the Commercial Vehicle Dimension and Weight Regulation and are calculated based on the amount a vehicle is overweight.

"Commercial Vehicle Enforcement officers simply follow legislation regarding the overload fine calculation and do not decide the fine amount," Fikowski said.

He added that CVE officers have stopped a large amount of vehicles from crossing the bridge, but due to the large amount of truck traffic they are unable to stop every overweight vehicle attempting to cross the damaged bridge.

"There are a large number of billboards, electronic sign boards and bridge restriction signs before anyone enters Highway 22 at locations throughout Southern Alberta," said Fikowski. "Additionally, there are bridge restriction signs entering the construction zone and at the traffic lights before you cross the bridge, and drivers have ample room to turn around at both approaches to the bridge."

Fikowski added that since issuing the fine, CVE has done a review of the document, a process all go through, and it was determined that the amount was incorrectly calculated.

"The amount is, in fact, just over \$20,000," he said, "which is still a very substantial overload ticket and reflects the seriousness of the offence."

Fikowski said that CVE has contacted both the driver and company involved and informed them of the change.

CVE posted a photo of the over-\$25K ticket to its Facebook page. **TW**

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Alberta report recommends HOT lanes

Continued from page 1
is not correct.”

In his report, Dachis states, “Opponents of road pricing call HOT lanes ‘double taxation’ of drivers because both the tolls and part of government tax revenues go toward building and maintaining roads. However, HOT lane revenues – like road pricing on other roads – could bring the price that drivers pay for infrastructure they use closer to the actual cost of it.”

Dachis said he did not contact the Alberta Motor Transport Association (AMTA) or any other provincial trucking association to get their feelings on the idea of establishing HOT lanes, and added that he has not been contacted by any since the release of his report.

Lorraine Card, executive director of the AMTA, said that they have had several discussions with the province on the government’s willingness to explore toll roads, but the move to-

ward HOT lanes did not appear to be imminent.

“If such measures were implemented, it would be important to our industry that the government commits to directing those funds directly back into road infrastructure which would include adding rest stops and road-

“One estimate in this paper was that the province could collect about \$40 million per year with a HOT lane on the main parts of Deerfoot Trail.”

How much it would cost to use a HOT lane normally depends on the time of day, and Dachis indicated that toll lanes are an improvement

over traditional carpool lanes, which he said are often under-used during rush hour.

Ontario’s coming HOT lane pilot program is expected to be permit-based, meaning drivers would pay a monthly fee to use the toll lanes

‘The industry would not support road tolls that are simply a hidden tax.’

Lorraine Card, AMTA

side pull-outs for commercial drivers,” said Card. “The industry would not support road tolls that are simply a hidden tax to build the general revenue, and would like to see the current highway infrastructure deficit addressed.”

Card added that toll roads would add to the trucking industry’s expense, which she said was already operating on low margins.

“Trucking organizations are already impacted by the declining oil and gas market and a lower Canadian dollar,” she said.

Alberta’s NDP government has downplayed the idea of establishing toll roads, despite a projected \$6.1-billion shortfall in its October budget, with the *Calgary Herald* reporting that NDP Finance Minister Joe Ceci flat out dismissed the notion, saying, “No to road tolls, unless you know a road that I can make \$6.1 billion on.”

Dachis, on the other hand, has suggested that adding a HOT lane to Calgary’s ring road, Stoney Trail, and Edmonton’s Anthony Henday Drive would be two good places to start.

“Another good option would be to have them on Deerfoot Trail in Calgary,” he added.

Dachis also attached a dollar figure in his report.

“We have not estimated the amount for the ring roads,” he said.

and vehicles with two or more passengers could continue using the lanes for free.

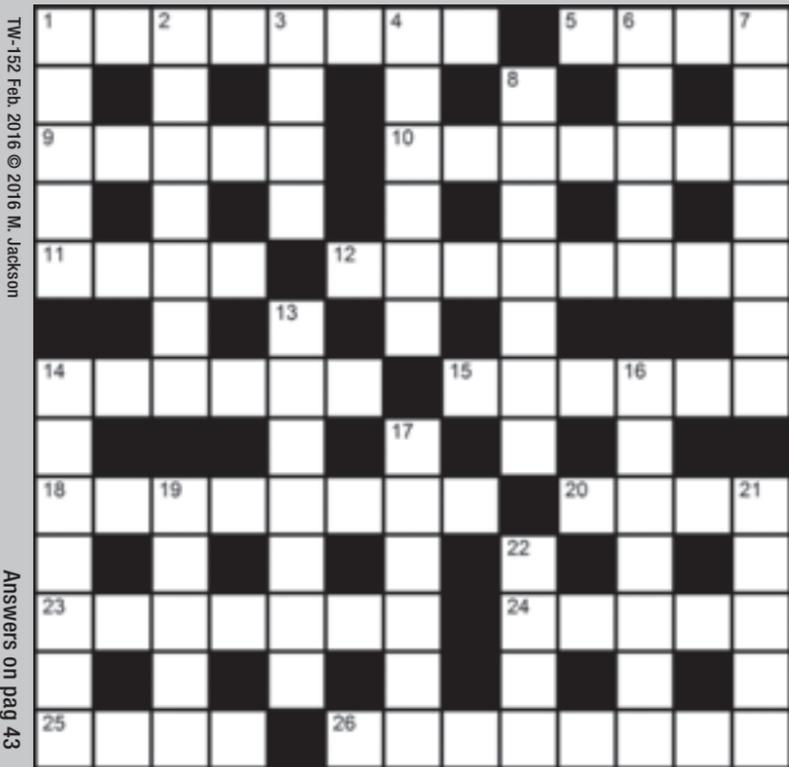
With regards to the trucking industry, Dachis reiterated that it was the one that is most affected by the cost of highway congestion.

“By placing a price on road use, it stands to benefit most because (truck drivers are) the group that likely places the highest value on the roads,” he said.

“Those making unimportant trips will be priced off the road. But the main benefit of congestion pricing is better management of the existing flow of traffic, which will make everyone better off, mainly by increasing the throughput of the road.”

Dachis concluded in his report that provinces like Alberta should expand their road pricing programs, and that HOT lanes were simply a start, and that comprehensive road pricing and a cost-benefit analyses of all major infrastructure investments should be looked at as well. **TW**

THIS MONTH'S CROSSWORD PUZZLE



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- 17 Prescott, ON-based carrier
- 19 Red tape
- 21 Zamboni driver's workplace
- 22 Private Motor Truck Council, briefly (1,1,1,1)

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Push underway to extend commercial hours at Wild Horse border

By Derek Clouthier

MEDICINE HAT, Alta. – They say ‘patience is a virtue,’ which is something the Wild Horse Border Committee knows all too well.

Formed in June 2004, the group has been advocating for the Wild Horse border crossing between Medicine Hat, Alta. and Havre, Mont. to be opened 24/7 as a commercial port of entry.

“This is important for many reasons,” said Celina Symmonds, a Medicine Hat councillor and co-chairperson of the Wild Horse Border Committee, “but the most important is that we only have one 24-hour port in Alberta that can handle commercial vehicles. If something were to occur at the Sweetgrass/Coutts (port of entry) to cause it to be shut down, there would be no other options for commercial vehicles.”

The committee recently issued a letter to stakeholders informing them that it had obtained the services of Prolog Canada and the Van Horne Institute to conduct research into the Wild Horse border crossing that would be used to “clearly identify the economic and social benefits of the proposed border improvements,” the letter states.

“We have commissioned a cross-border business case, which is currently being researched and put into a succinct document, which can be presented to all levels of government, both in Canada and in the United States,” said Symmonds. “As far as we know, this has never been done before, and it should provide an opportunity to advocate on both sides of the border. In the past, there have been studies done, but on one side or the other and more specific to car and truck counts on the roads. This document will present a real business case that should prove that opening the border for 13 hours and making it a commercial port makes financial sense.”

When the committee was conceived nearly 12 years ago, its immediate goal was to have the US Customs and Border Protection and the Canadian Border Services Agency (CBSA) implement a two-year pilot project to open the crossing for commercial use 16 hours a day, seven days a week, something the committee believed would provide “certainty for shippers and the transportation logistics sector to route commercial traffic through the Wild Horse Port of Entry,” and would demonstrate the need to have it opened as a permanent 16- or 24-hour commercial crossing.

At present, the Wild Horse border is open to commercial vehicles Monday to Friday from 8 a.m. to 5 p.m. and closed Saturdays, Sundays and holidays; nine hours each weekday, or 45 hours every week.

“With more accessible transportation options, we know the impact to both the City of Medicine Hat and Alberta as a whole would be significant,” Symmonds said, adding that the lack of commercial operational hours at the Wild Horse border results in long wait times and extended travel time for those looking to cross the border from Alberta into Montana or vice-versa.

Improvements to the Wild Horse border crossing, and various other small and remote ports of entry (SRPOE), are on the government’s radar and appear

to be slated for the near future.

The government posted a tender notice for a project that will see 60 crossings upgraded. The initiative comes following a final report called the ‘Evaluation of Small and Remote Ports of Entry,’ which found that from 2012-13, 196,239, or 2% of all commercial releases, were processed at SRPOEs like Wild Horse. Broken down by regions, the study found that SRPOE commercial traffic at Prairie crossings had increased each year from 2009-12, but then fell in fiscal year 2012/13 to a total of 41,936.

The report does not specify what specific upgrades would be completed at each SRPOE, nor whether these upgrades would result in extended hours of service, but does state, “There are many facility impediments to the consistent delivery of services at the SRPOEs and some will require significant infrastructure investments over the coming years.”

The Wild Horse Border Committee has indicated that the Wild Horse port of entry is closest and most direct route to Alberta’s oil sands and is widely used by agricultural communities in the eastern area of the province, western Saskatchewan and Montana.

It also states that a 24/7 commercial port of entry at Wild Horse had the potential to attract new industry, economic opportunities, cross-border tourism, traffic revenue and vari-



The Wild Horse Border Committee would like to see commercial hours at the Wild Horse border crossing extended to 24/7.

ous benefits with redistributing heavy trucks to under-utilized highways and off busy thoroughfares like Hwys. 4 and 2, including Calgary’s Deerfoot Trail.

Prolog, a management consulting firm, and the Van Horne Institute, a public policy, education and transportation, supply chain and logistics research centre, will be contacting stakeholders seeking information about their respective firm, its operations and how improved hours of service at the Wild Horse border crossing would impact their business.

Symmonds said the Wild Horse Border Committee hopes the trucking in-

dustry comes to the table and helps in the process.

“This is a unique venture and this committee is committed to continuing to be an advocate and voice,” she said.

Symmonds urges those who are interested in getting involved to contact either herself (403-502-4485); fellow Wild Horse Border Committee co-chairperson Tim Solomon (406-265-6719), who is also mayor of the Town of Havre; Paul Tuss (406-659-9226 ext. 21) of the Bear Paw Development Corporation of Northern Montana; or Walter Valentini (403-526-7552) executive director of the Palliser Economic Partnership in Medicine Hat. **TW**



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US to require drivers to use electronic logs

WASHINGTON, D.C. - A long-awaited final rule on electronic logging devices (ELDs) from the US Federal Motor Carrier Safety Administration (FMCSA) will force truckers in the US - including the estimated 140,000 Canadian drivers who operate there - to modernize how they track and present their hours of work.

Released Dec. 10, 2015, the hefty 516-page final rule outlines extensive technical requirements that must be met by ELD manufacturers before their systems are accepted by the FMCSA. Requiring drivers to transition from paper to electronic logs will improve compliance and simplify enforcement, according to US Transportation Secretary Anthony Foxx.

"Since 1938, complex, on-duty/off-duty logs for truck and bus drivers were made with pencil and paper, virtually impossible to verify," he said. "This

automated technology not only brings logging records into the modern age, it also allows roadside safety inspectors to unmask violations of federal law that put lives at risk."

Drivers operating in the US will be required to use electronic logs by Dec. 18, 2017. Systems in use today do not yet qualify, as they have not been updated to reflect all the technical requirements laid out in the final rule. As such, today's e-log systems, under the context of the law, are defined as automatic on-board recording devices (AOBRDs). Users of those systems will have until Dec. 16, 2019 before they must transition to ELDs that meet the new technical standard.

Elise Chianelli, senior product manager, safety and compliance with PeopleNet, said during a Webinar explaining the new mandate that most ELD

suppliers estimate it will take between 12 and 24 months to update their currently available AOBRD platforms.

"The FMCSA has introduced a grandfather clause that will allow two additional years for AOBRDs to come up to the ELD standard," she said.

Kate Rahn, director of marketing with Shaw Tracking, pointed out that systems in use today wouldn't necessarily have to be replaced to comply with the new standard.

"For us, on newer versions of product, the requirements for ELD will be upgradable through software updates; both firmware and software applications," she said.

This should minimize the cost of compliance for fleets that have already begun electronically logging hours-of-service through AOBRDs. For those that aren't, there will likely be many options

to choose from.

"This just opened up a billion dollar market and you know what that does - it attracts a lot of players," said Jim Griffin, chief technical officer with Fleet Advantage. "You don't have to get a big piece of the market if you're a smaller player to make money, so there are a lot of smaller players coming into the market."

The FMCSA will publish a list of accepted devices on its Web site as they are approved. Griffin warns fleets may struggle with how to manage and coordinate the data generated by disparate ELD sources. Every ELD presents data differently, Griffin noted, and fleets could find themselves having to become familiar with many different platforms. The new standard offers an exemption to operators of trucks of a model year 2000 or older, since those trucks lack the engine electronics necessary to communicate with an ELD.

The American Trucking Associations (ATA), long a proponent of mandating ELDs, welcomed the legislation, dubbing it a "historic day for trucking."

President and CEO Bill Graves said, "An already safe and efficient industry will get more so with the aid of this proven technology."

Less enthusiastic was the Owner-Operator Independent Drivers Association (OOIDA), which vowed to fight the legislation.

"This rule has the potential to have the single largest, most negative impact on the industry than anything else done by FMCSA," blasted Jim Johnston, OOIDA president and CEO. "This regulation is absolutely the most outrageous intrusion into the rights of professional truckers imaginable and will do nothing at all to improve highway safety."

OOIDA successfully thwarted a previous attempt by the FMCSA to mandate ELDs, arguing they could be used by shippers and carriers to harass drivers into using up all their legally available driving time, even when tired.

But in November 2015, just weeks before publishing its final rule on ELDs, the FMCSA passed a law that prohibits the coercion of drivers by motor carriers, shippers, receivers and other transportation intermediaries, effectively addressing concerns ELDs could be used to bully drivers. It also built into the final rule safeguards to prevent driver harassment, including a mute button on the device to help prevent a driver from being disturbed by dispatch while in the sleeper berth.

In Canada, the Canadian Trucking Alliance (CTA) renewed calls for an ELD mandate to be implemented here. Truck West contacted the office of current federal transport minister, Marc Garneau, but as of press time, hadn't received a response.

CTA chief David Bradley said the US law behooves the Canadian and provincial governments to follow suit.

"With the publication of the US rule the Canadian governments can no longer claim they need to see what the Americans do before getting down to business here," said Bradley.

The Owner-Operator's Business Association of Canada (OBAC) says that unlike OOIDA, it doesn't oppose an ELD mandate outright.

However, Joanne Ritchie, executive director of OBAC, says she does question the need for such a rule, as operational and administrative benefits of using electronic logs are proven, safety benefits are not. **TW**

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IBC brings cargo theft reporting program to Western Canada

By Derek Clouthier

EDMONTON, Alta. – With cargo theft becoming a national concern, the Insurance Bureau of Canada (IBC) announced the expansion of its reporting program into Western Canada Dec. 8 in Edmonton.

“A study by the Canadian Trucking Alliance (CTA) estimates that cargo theft costs Canadians \$5 billion annually,” said William Adams, IBC vice-president of the western and pacific regions. “The insurance industry is taking action to help fight this.”

The brainchild of the CTA five years ago, with a pilot program launched in 2011 in Ontario and Quebec, the cargo theft reporting program allows insurers and trucking companies to report

cargo theft and claims information to the IBC online, through the CTA or a provincial trucking association. The IBC then distributes the information through its investigative team to regional partners across the country and US. The information is maintained in a national database and analyzed regularly to identify trends and patterns.

“Essentially by doing this, IBC connects the dots by bringing all key stakeholder groups into the loop,” said Adams. “We don’t do any of this alone. That’s why it’s so important for everyone involved – law enforcement, motor services agencies, insurers, trucking associations, firms and other stakeholders – to build strong partnerships and to share information that will assist in our common objectives.”



Dan Duckering, chairman of the AMTA, speaks to media during the IBC's cargo theft expansion announcement in Edmonton, Alta., Dec. 8.

That partnership includes with the four Western Canadian trucking association – the B.C. Trucking Association (BCTA), Alberta Motor Transport Association (AMTA), Saskatchewan Trucking Association (STA) and Manitoba Trucking Association (MTA).

Dan Duckering of the AMTA said that when he was nominated as chairman of the association he thought he'd be working diligently on behalf of the industry.

“What I’ve come to recognize now... is that more often than not, I’m actually fighting on behalf of the general public,” he said, highlighting road safety and the environment as examples. “Our issues for the most part are public issues as well. Everything that you have and handle, at some point was on a truck, and it’s the number one used way in Canada for the movement of goods.”

BCTA president and CEO Louise Yako said her association supported the cargo theft program, not only to recover stolen goods, but also as a deterrent to thieves.

“The safety of truck drivers, the relationships between carriers and their customers, and reasonable costs of business and for customers are all at risk if cargo theft continues unchecked,” Yako said.

Al Rosseker, STA executive director, said cargo theft drives up the cost of consumer prices, insurance and law enforcement tasked with investigating the crime.

MTA executive director Terry Shaw said, “By working with law enforcement and raising awareness, industry is better equipped to be proactive rather than reactive when it comes to understanding trends in cargo crime.”

One of the trends, according to Adams, seems to be a move toward ‘highly sophisticated criminal rings’ responsible for cargo theft, which he said were linked to gangs, guns and even terrorism.

“Cargo theft is a unique crime. It’s low-risk and it’s high-reward,” Adams said. “It’s not confined to a specific demographic or geographic-type location, it’s a global problem. Trailer loads often carry consumer goods worth thousands, perhaps even millions of dollars. Stolen merchandise can be sold through sophisticated distribution networks often long before they are even reported, making cargo theft an appealing option to organized

crime in Canada.”

Edmonton Police Services superintendent Bradley MacDonald concurred.

“Cargo theft is becoming more and more a crime of critical importance for the Edmonton Police Service not only for us in terms of Edmonton and the scope of the city, but also throughout the province and the country,” he said. “This is not just a crime of opportunity, but very organized in how it’s played out.”

“It’s not a victimless crime, and it’s a crime that goes on largely unnoticed and unreported,” Duckering echoed, adding that limited reporting was a frustration, and thankfully insurance companies have taken notice of rising costs and recognized the need to instigate the program.

Duckering said that since the cargo theft reporting program was implemented in Eastern Canada in 2011 it has proven that cargo theft was costing Canadians “an untold amount of money” and that it was the best way to help recoup some of those costs.

“The pilot program led to multiple recoveries of trailers,” Adams added, “with loads as diverse as food, beer, household goods and in one instance, over \$80,000 of non-perishable goods that hadn’t even yet been reported stolen.”

Adams said the pilot program “was a critical and important first step in the gathering and sharing of consistent information on these crimes,” and that the IBC’s partnership with the trucking associations was like a dragnet working to recover stolen cargo.

All parties agreed that the public was a key stakeholder in helping to minimize cargo theft.

“I believe as we raise awareness,” said Duckering, “that will improve the reporting as people start to recognize what suspicious activity looks like, which also improves our ability to enforce, investigate, follow up and ultimately prosecute for these crimes.”

Anyone who believes they have witnessed suspicious activity with relation to cargo theft is encouraged to call 1-877-IBC-TIPS or report the incident online at IBC.ca.

The IBC is Canada’s national trade association that represents property and the casualty insurance industry across the country, representing about 95% of the private insurance market, a \$45-billion-a-year industry. **TW**

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Mullen Group reduces budget

OKOTOKS, Alta. – Mullen Group has approved a capital budget of \$25 million for 2016, which will primarily be used to purchase new trucks and trailers for operations within its trucking/logistics segment.

Its spending is being reduced by \$55 million compared to 2015.

“2015 has been both challenging and difficult for anyone associated with the oil and gas industry. Unfortunately I believe 2016 will not be any better. Crude oil and gas prices are at levels that have a significant negative impact on oil and gas producers. As industry cash flows decline, capital investment and drilling programs – two very important demand drivers for the oil and gas services sector – are slashed,” said Murray Mullen, chairman of the board and CEO. “Our business plan for 2016 reflects this reality. Nevertheless, our company is well positioned to manage through this very challenging cycle primarily due to our diversified business model, and well-structured balance sheet with over \$140.0 million of cash on hand. Our Trucking/Logistics segment is on track for a record year in 2015 and I expect another solid year in 2016.”

Looking ahead, Mullen projected some slowing in the trucking/logistics segment in 2016, as Alberta’s economy contracts. Competitive pricing pressures in Western Canada may put pressure on pricing, Mullen acknowledged.

Mullen also indicated its oilfield services segment will likely be down from this year in 2016, due to continued weakness in commodity prices and competitive pricing. **TW**

PIC adds new fleets

CALGARY, Alta. – Alberta’s Partners in Compliance (PIC) has announced three new businesses to its group of excellent carriers – Horizon North, V.D.M. Trucking Service and 3-S Contracting.

The PIC program establishes benchmarks and monitors its member companies to ensure they maintain excellence in highway safety standards each and every day.

Calgary-based company Horizon North provides service solutions in camp management accommodations and catering, matting solutions, remote power and energy generation systems and portable and permanent modular structures for clients in the liquefied natural gas, oil sands, oil and gas, midstream, renewable energy, mining and exploration, forestry and constructions sectors.

Family-owned V.D.M. Trucking has specialized in highway, heavy and oil-field hauling, as well as tubular storage and rig moving for 40 years across Canada and the US.

Family-run business 3-S Contracting operates in the Grande Prairie, Alta. region doing road maintenance and construction for over two decades. **TW**



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Trucks are addictive, now I have two

I recently received a call from my truck salesman, who claimed he had what he described as the perfect truck for me. He advised I needed to grab it ASAP before it was snapped up by somebody else.

I told him I wasn't looking for another truck and if he had read my column in that month's issue of *Truck West*, he would be left in no doubts as to my plans for the future – and they didn't involve buying another truck.

I completed my trip and went to a party that weekend; work and trucks were not topics I wanted to spend much time talking about.

But there were a few drivers there, so inevitably the conversation turned around to trucks and one of the guys said he was going to go back on long-haul after a couple of years on city work.

I know this guy well. We were on the same plane from England and did our training together. I was also best man at his wedding a few years ago, so I guess I owed him for that. So I said if he was serious about returning to long-haul, I would buy another truck and give him a job.

He agreed and the next day – after



checking that it had all really happened the night before – I called the salesman and did a deal for the truck over the phone. So that was that, I now have two trucks.

I managed to call in and take the truck for a quick test drive, but apart from seeing that it hadn't been knocked around, it didn't tell me too much.

A 10-minute run around the block isn't going to give much indication of how a truck will perform for the next few hundred thousand miles, but it seemed a good truck and I was happy with it.

Has it all been clear sailing from that point? Of course not.

First of all, my driver was due to have a knee replacement in October. The expected recovery time was four to six weeks, so it would be two months from the point that I said yes to the time that my man could hit the road.

I managed to talk the dealer into holding on to the truck for as long as possi-

ble and they were very accommodating, which when you consider that they could've sold that truck a hundred times for more than I had paid, that was pretty good customer service.

I offered to give them a larger holding deposit to ease the pain a little for them, but they insisted that they were happy to wait and help me get all my ducks in a row.

I spent a bit of time exploring various different finance options, both with the dealer's finance arm and with all the high street banks. I then went to my accountant and we discussed all the options and decided on which would be best for me in the long term.

The decision was made and I started working on that, the deal I settled on was good, the company was a pleasure to deal with and worked with me every step of the way.

I had certain stipulations I demanded and nothing was a problem. To be completely honest, I was shocked at how accommodating they were – after all, I was only buying one used tractor unit, not a fleet of trucks. While all the background stuff was going on I was still out working.

I had a few signing sessions at the truck stop in Headingley, Man. as the dealer's finance guy came out to meet me to make things happen without me having to take time off.

The whole process was made very easy for me.

My driver went under the knife and that all went well; he was in pain for a while, but the general consensus was that it was no less than he deserved any-

way. His recovery went well and he was ready to go after the recovery time he had told me he would need.

The dealer delivered the truck to the yard and the guys in the shop had it in for decals and the satellite installation before I got back from the trip I was doing.

I then had to wait another week for the hitch assembly to be fitted so I could use it on the LCV work I do.

I was going to be driving the new one myself, first because it has a 13-speed rather than the I-Shift that my bionic knee-equipped driver would need and secondly, because I wanted to.

By the time all that was done it was nearly the end of November. It made no sense to put it on the road until the beginning of December, so it sat in the yard looking pretty until then, but it hasn't done much sitting around since.

The way Christmas and New Year's Day fell meant that my usual schedule wasn't interrupted at all and both trucks have been out there putting miles under the bumper without problems so far.

So 2016 has started very well so far. I have no plans to get any more trucks just yet, however the salesman has called and told me about a very interesting deal on offer and I know of a couple of good drivers looking to move, so who knows what's around the corner? **TW**

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

Drivers' voices must be heard

It is a privilege to be able to speak out on issues that affect the transportation industry each month from the perspective of a long-haul driver.

One of the temptations I face is whether or not to climb on my soapbox and rant about the erosion of the independent trucking lifestyle. With each passing month, "safety" is used as the overriding issue to push forward a broad agenda by a variety of transportation lobby groups that have little to do with the actual human safety issues we face each day.

This fact hit home with me yet again as I was driving along westbound I-294 in Chicago late one evening this past December. I had that "let's get it done" trucker feeling, that energy that fills you up and has you feeling like you could drive forever.

You're just cruising. The iPod is on shuffle and each successive tune builds on the last. It's just trucking and it feels great.

But you know there is a time each day when that feeling will end. For me it's three or four in the morning and three or four in the afternoon. That's when I need to be in the bunk and I know it. You, fellow driver, know when your downtime is.

The MTO doesn't know, the DoT doesn't know, the FMCSA doesn't



know, the CTA doesn't know, and the ATA doesn't know. There isn't a lobby group or safety organization out there that can raise the level of public safety better than a driver with a passion for

Drivers will never gain a voice at the table through divisive actions such as rolling blockades.

trucking and the experience that has taught them to recognize when they are in that trucking groove and when they are not.

Yet, on that December night when I was in peak performance mode, I had to shut it down thanks to the hours-of-service regulations. Earlier in the day I had to work through one of the downtimes in my circadian rhythm, thanks to the hours-of-service regulations. When I found my groove I had to park and sleep. When I would have been better off in the bunk, I

was on the road. Rules and regulations aimed at building a safety culture often tear it down by ignoring the human condition.

The industry as a whole has to face up to this issue. The reason there continues to be such opposition to electronic logging devices is the fact that they eliminate the flexibility for drivers to operate at the time of day that best suits the driver's individual needs. This issue is so obvious when you compare drivers that have a fixed daily routine to drivers operating in the "open board" arena that has many variables throughout the day.

Drivers with daily dedicated runs rarely have an issue with ELDs. The ELD eliminates paperwork and saves time. But for the long-haul driver it eliminates much of the flexibility provided by paper logs.

Let's be clear, this isn't about working more hours but about flexibility within the 24-hour day. We need that flexibility to rest when we need it. Flex-

ibility allows us to find our trucking groove each day and when we are in that groove we are awake, alert, aware, motivated and happy.

So there you have my rant from my soapbox, yet again. But the question is, what can we do as a group to affect positive change? What actions can we take? How do we come together around this basic issue that affects public safety and our personal health and wellbeing?

The fact is, we do not have a voice at the table. When drivers do participate

in the management of the industry by participating in safety groups, industry think tanks or panel discussions, it is on terms dictated by the transportation lobbyists, regulators, and enforcement agencies.

These large lobby groups focus on logistics, costs, corporate strategy and positioning, politics and of course, the bottom line.

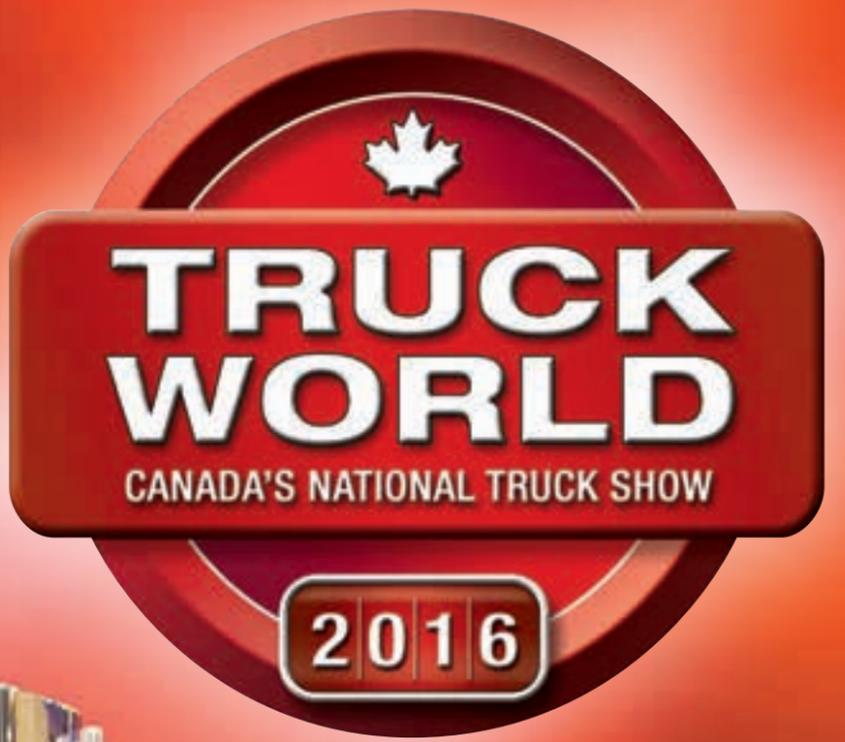
Drivers focus on the individual human condition. Directors and managers practice trucking from the boardroom and profit from it. Drivers live trucking from the driver's seat and suffer from it. The inability of the industry to recruit and retain drivers along with the health issues drivers face supports my position.

Drivers will never gain a voice at the table through divisive actions such as rolling blockades or withdrawal of labour. Those actions will not affect long-term positive change.

We need to start holding the trucking lobby groups to account by bringing our individual stories to the attention of our fellow citizens.

Every driver now has the tools to be able to tell their individual story to the world. That is how we can make our voices heard. "I'm as mad as hell and I'm not going to take it anymore," was Howard Beale's mantra in the movie *Network*. In 2016, it's time individual drivers made that mantra their own. **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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How to manage PST and PVT

Have you ever reached into the pocket of a coat you haven't worn for a very long time and pulled out a 20 dollar bill? It's like winning a mini-lottery!

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Prorated Vehicle Tax

There are two types of sales tax that motor carriers should be aware of.

The first is provincial sales tax. British Columbia, Saskatchewan, and Manitoba are the three hold-outs still collecting a separate PST (versus the Harmonized Sales Tax, which is administered by the CRA). Vehicles that operate solely within one of these three provinces are ful-

ly taxable for PST on the purchase or lease price of the vehicle, as well as on any parts or repair labour. Pretty straightforward. It's a different story for vehicles that operate beyond the borders of their home province.

Inter-jurisdictional vehicles are exempt from PST but instead are subject to a Prorated Vehicle Tax (PVT), which is payable when you first register the vehicle and on each renewal of the vehicle's licence under the International Registration Plan (IRP).

Like vehicle registration fees processed under IRP, your home jurisdiction will calculate and distribute the sales tax you owe to each province or state based on the distance the vehicle travelled there. It's up to you, however,

to sort out your tax claims.

Common mistakes

I get a lot of calls from companies that, only after an audit, realize that they've been missing opportunities for refunds. One big issue is parts and labour on inter-jurisdictional vehicles.

Most parts and labour charges for inter-jurisdictional vehicles (including trailers) are PST-exempt. Tax-free items include parts that you'd define as components on a truck, trailer, or bus. For example, an A/C compressor (and the labour to install it) would be tax free. A/C refrigerant? Not tax-free.

When you buy parts or get your vehicle serviced, make sure the shop or parts supplier records your cab card number on the invoice, since your prorate account number is your tax-exempt ID number. Keep copies of the invoice and your cab card as supporting documents for your claim.

Here's another scenario that a lot of companies miss.

Let's say you have a vehicle with a prorated plate break down and you want to temporarily replace it with a non-prorated unit in your fleet. Although you can transfer the registration fees from one vehicle to another, the tax is non-transferrable. When vehicle No. 1 is repaired and ready to go, you can transfer the registration fees back but - and I'm not making this up - you'll have to pay tax again on the vehicle.

The good news, if you can call it that, is that you can request a refund of a portion of the tax previously paid on vehicle No. 1. Sometimes the amounts are so minor that the process takes more time than it's worth, but it's nice to know you have the option. The other downer is that refunds are often at a rate lower than you paid it. Still, money is money if you want to pursue it.

Alberta

Alberta doesn't charge PST but Alberta carriers operating in B.C., Saskatchewan, Manitoba still owe prorated sales tax on their equipment.

Most for-hire over-the-road carriers use the IRP process to properly apportion and pay sales taxes. Many private companies do not. When they take non-prorated vehicles into another province for a job, it triggers a need to pay sales tax for temporary use of their vehicles. They don't realize it until they're stuck with a bill for a portion of sales tax on their trucks, trailers, pilot cars, and other commercial vehicles. Before they know it, they're rummaging through the pockets of every coat in the closet, looking for cash to pay the sales tax bill.

Every penny counts right now, so take steps to manage sales tax on inter-jurisdictional equipment. Talk to a tax expert who understands the trucking business and can help you pay what you owe and otherwise keep your money in your wallet where it belongs. **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.

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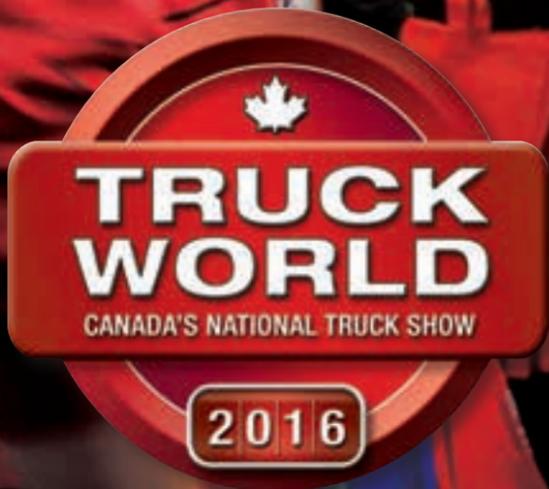


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Fire up the Wi-fi (and other income tax season to-dos)

In life, taxes are inevitable but there are times when they don't need to be a high priority. This is not one of those times. February is a busy month. You've heard the thud of tax packages hitting the counters at Canada Post outlets and Service Canada offices. Tax software companies are all shouting about how simple it is to file a return. And with the RRSP contribution deadline on Feb. 29 this year, you'll gladly take the extra day to try to come up with the money.

Let's slow down and make a to-do list for the month. Before we begin, make sure your Internet connection is up and running. You're going to need it.

Organize your paperwork

Most accountants (or whoever prepares your taxes) will send you a checklist of what he or she needs to file your return. Take a few moments to read it and ensure that you're gathering all of the necessary tax slips and information.

I hesitate to call this "paperwork" because in today's world not everything is mailed to you anymore. You have to go online and get certain items.

Printing these documents and slips is great but also start keeping folders on your computer for each year to save these files to.

Since you are now responsible for going to get some tax slips, that means you have to be proactive at this time of year. You simply cannot just wait for everything to show up in the mail, throw it on your desk, and in early March throw it at your accountant.

Credits and benefits

Changes in your life can make you eligible for benefits you never considered before.

For example, if your kid went to college or university, you can transfer up to \$5,000 of your child's tuition and education amount to your return as a deduction. The school will issue a tax slip showing the tuition paid for the year and number of months attended to calculate the education amount.

Problem is, no school I know of actually mails these out. Students must go into their student portal and download it. Second problem is, your kid isn't going to think about this so you'll likely have to chase after him/her to do so.

Students can also claim moving expenses if they moved away from home to go to school.

If they live in Ontario they can also claim the rent that they paid. You may have paid it, but they claim it. Did your child get a new job or go into apprenticeship?

I can't tell you how often our clients' kids who are working and apprenticing forget to get their EI slip for when they were in school and collecting. Service Canada no longer mails T4E slips to recipients of unemployment insurance benefits. You must go online and download this tax slip.

Speaking of apprenticeship, Service Canada has a wonderful program



Tax Talk

Scott Taylor

called the Apprentice Incentive Program. This program will pay \$1,000 per year, up to a maximum of \$2,000 per person, to registered apprentices once they have successfully finished their first or second year in certain trades. So the first piece of advice here is if you have a family member apprentic-

ing make sure they apply for this. The second piece of advice is that this grant is taxable and has to be shown on their tax return.

The third is to make sure you keep your accountant up to date on the family news, and to have your spouse and kids' tax returns prepared at the same place.

I've never understood why couples have different service providers preparing their returns. Unless your spouse is in a specialized business like you are in trucking, having all of your family's returns done by the same person will help

ensure all income and deductions are used to the maximum benefit.

Consider charitable donations. It doesn't matter whether your name or your spouse's name is on the slip; it is generally best to group all your donations together and claim them on one tax return. This is especially true if the total is more than \$200 as you will get a larger tax credit deduction.

Taxes never really go away but February is not the month to bury your head in sand. Be proactive: gather up your slips, work with a trusted tax pro, and set up your desk within range of a good Wi-fi connection. **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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STA executive director says it's time to move on

By Derek Clouthier

REGINA, Sask. – After nine years, Saskatchewan Trucking Association (STA) executive director Al Rosseker is calling it quits. Rosseker will be leaving the STA in October, and in the next few months, the association will be looking for someone to fill his shoes.

On Jan. 15, Rosseker spoke to *Truck West* about his decision.

TW: Why did you decide that this was the right time for you to move on from your position as executive director with the STA?

Rosseker: You get to a point where you look what you have done and you look at what's left to do and you think, working with a board, as all the associations do, can I take this board any further, and I came to the conclusion that I didn't think I could. It's basically time to look to do something else. I committed to the STA when I was hired to between five and 10 years...this will be nine years. I feel good about what I've done and they feel good about what we've done together. There's an old saying: 'It's always best to leave the party when everyone is still having a good time.'

I'll be gone at the end of October, and we've just posted the job. The plan will be to have someone in place in the next 60 to 90 days, and then I'll mentor that person and try to show them all the ropes and introduce them to people at



Al Rosseker has decided to hang'em up as head of the STA.

the national and provincial level and the key contacts in government, so it's a kind of education thing for the new person.

There's nothing sinister here. This has been in the works since early December, early November. It's not all of a sudden, 'Hey, let's make a change'... it's the exact opposite. This happens in business all the time. It's basically an orderly succession and we're all just trying to make the trucking industry better.

TW: This may be hard, as you've

been with the STA for nearly 10 years, but is there a highlight during your tenure that you can point to and say it's something you were particularly proud you accomplished?

Rosseker: The STA was in a situation where the board had come to the conclusion that they let its former ED (executive director) go and that it was time to make some changes. When I interviewed with them I said that I understood management change – I was a business consultant at the time. I said to them 'If you really want to make change, I'm your guy...I'll do this, I enjoy this kind of thing. But if you're not really committed, let's end the dance right here.'

A lot of companies say they want to make change, and you say this is how we are going to go about it, and they go, 'Well, I don't know about that.'

I think the biggest accomplishment was fixing a lot of broken things. We were running some companies that were underperforming. We either shut them down or sold them off and we really got back to our core mission. We had a truck driver training school that wasn't making money; somehow, it had branched out and spawned a heavy equipment training course where the overheads were extremely high and it wasn't as close to core as the board wanted, and so we shut a lot of that down. We basically got to a pretty stable financial position. We have a good bank account for the STA group of companies. So I would say that's probably the highlight.

I worked with, and continue to work with, some really good people and really good board members. It's been a good run, but it's time for me to do something else. The STA has to look at 2020 and beyond, and it wouldn't have been my plan to be here another five years, so let's get somebody in, somebody with a different perspective.

TW: Is there any key initiative that you hope the next executive director takes under their wing and accomplishes the first year that they are in the position?

Rosseker: I think we have to continue looking at some of our bylaws and constitutional issues. Along with the board, six years ago we instituted a term limit for board members. Basically, you can serve three consecutive two-year terms and then you have to step back for a year and then you can come back for another three consecutive terms if you wish.

This should kick in late this year, and I'm hoping that there's some good recruiting. Part of any executive director or CEO's job is board renewal, and our governance and nominating committee has worked hard to attract some youth. Not that people who have been in the business a while don't have more things to contribute, but we have to get the youth in there to take over eventually, so we've got some younger people on the board. We've got some women and we also need more women driving. There will need to be some more board restructuring or streamlining. The governance model always has to be reviewed to make it better, so I would hope the new person would continue with that.

TW: What are your future plans? Do they involve staying in the trucking industry?

Rosseker: I've enjoyed the transport industry and it would make sense for me to stay with the last 10 years of experience that I have, but I'm open to everything. I came from a business consulting background and have a large portfolio in communications and management in business consulting. I really enjoy the whole aspect of lobbying governments and regulators. I also enjoy the aspects of stakeholder engagement, both of which I can do, as I have with the STA, so I'd like to stay in something like that where there's interaction with people in business and people in the trucking business. I still have things to do here.

I've never really had any problem finding work, but it all really depends what's out there and what schedules any perspective employers have. I'm pretty confident that I'll be working after October.

TW: Anything you'd like to add about your time with the STA?

Rosseker: This has been well thought out and it's a succession plan that happens all the time. I will look at all the people I've come into contact with and worked with, and I will miss them.

The truck transport industry is very much people oriented and there are some really great people at all levels in truck transport at all levels of truck transport, whether its office people, owners, drivers or mechanics. I've got a pretty good network across Canada in the other trucking associations, so I'll miss getting together with them, as I sit on a national policy development committee and I'm also a regional vice-president of the CTA (Canadian Trucking Alliance). Those things have been very enlightening and they've been very enjoyable, so I'm going to miss a lot of the folks. Hopefully in this next career our paths will cross. **TW**

'He'll be missed'

REGINA, Sask. – Nicole Sinclair, STA member services liaison, says outgoing executive director Al Rosseker will be missed by the association.

"Al Rosseker has done a lot of great work during his nine years at the STA," she said. "He has managed the many changes the organization has undergone during that time, and lead the charge in creating a reputation and level of credibility that the board, staff and members can all be very proud of."

"He will be missed, and we are in the fortunate enough situation to have him with us until later in the year; providing ample transition time and ensuring all the knowledge and skills he has acquired in nearly a decade will not be lost to the STA. Rosseker and the board have mapped out a solid succession plan to ensure the STA will continue to thrive now, during the transition and after his departure." **TW**

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BCTA's answer to the transportation funding riddle

The George Massey Replacement Project online consultation form asks, among other questions: how do you feel about tolling as a funding source? A relevant question, given the new bridge can't be funded just through existing sources.

But the question of tolling shouldn't only be considered in terms of the George Massey Bridge. To toll or not to toll is part of a much thornier conundrum we've been trying to solve for at least the last decade and a half – where do we find more funding for all of the region's roads, bridges and public transit capital and operating budgets? The George Massey Tunnel and the Pattullo Bridge, another unresolved funding puzzle, are not the only aging and inadequate crossings in Metro Vancouver.

The BC Trucking Association (BCTA) is proposing a way to solve the problem, based on the premise that most people recognize adequate road infrastructure and reliable and economical public transit benefits us all.

First, let's agree on a common set of priorities for our current and projected road system and public transit needs, set minimum throughput standards for traffic or passenger volumes on high-priority road and transit corridors, and establish actions for when those standards aren't met. These priorities, defined in a regional Transportation Plan, should dovetail with land-use planning, which means accounting for areas, businesses or activities that generate the need to move freight or people and ensuring reliable transportation connections among them. Transportation and land-use planning should mutually support an economic strategy to create and maintain jobs in the region.

Second, let's figure out how to make the most productive use of the existing road and public transit network. For roads, this could mean things like prohibiting on-street parking on truck routes to allow for free-flow conditions and establishing a region-wide protocol for managing traffic incidents to reduce congestion. Making the most of what already exists is a necessity and an obligation.

Third, let's establish an appropriate annual budget for operations and maintenance of major road infrastructure in Metro Vancouver to support our Transportation Plan. At the same time, let's undertake an accounting of regional road user taxes and fees, such as fuel and parking taxes, vehicle registration fees, and TransLink's portion of property taxes, among others. Both revenues and expenditures should be validated and reported publicly each year.

Fourth, with the Transportation Plan budget in hand, let's integrate the revenue from the various road user sources and dedicate it to maintaining and upgrading critical road infrastructure and public transit when there is an appreciable benefit to users. In addition, the system should incorporate "mobility pricing" – which encourages drivers

Guest Column

Louise Yako



to optimize trips by, for example, taking the most direct route from A to B, traveling during off-peak hours, or carpooling – but without punishing those road users who have no choice but to use the road system. What is raised through mobility pricing may allow us to reduce some of the less direct taxes being collected to

support our transportation system. Importantly, everyone who benefits from our transportation infrastructure should pay their fair share, including road users, transit users, residents, visitors to the region, local businesses, and businesses outside the region that rely on our transportation network.

Lastly, no urban transportation system is complete without a convenient, accessible and safe public transit system, delivered and managed in a financially sustainable manner.

We know that setting up a mobility pricing system in the short term is virtu-

ally impossible. Which brings us back to tolls – as an interim measure, BCTA advocates tolling all crossings. We need to discourage major traffic shifts inspired by avoiding tolls and instead equalize the financial burden to pay for large projects like the George Massey Tunnel and the Pattullo Bridge, when that comes. As a bonus, encouraging drivers to take the most direct route will also result in commensurate reductions in emissions and crash risk.

We need to take action soon. Simply avoiding dealing with the situation at hand is no longer an option. **TW**

Louise Yako is CEO of BCTA, the recognized voice of the provincial motor carrier industry, representing over 1,200 truck and motor coach fleets and over 250 suppliers to the industry. BCTA members operate over 13,000 vehicles, employ 26,000 people, and generate over \$2 billion in revenue annually in the province.

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Preventive maintenance pays off

Trucks have evolved. Has your preventive maintenance program?

Heavy-duty trucks have undergone significant changes in recent years, mostly driven by government-mandated reductions in emissions. If your preventive maintenance program hasn't been updated accordingly, your equipment could be spending more time than necessary in the shop.

"Quite often, a lot of fleets are using preventive maintenance programs that may be back-dated a few years," said Michael Kirby, service director, Altruck International Truck Centres. "We covered two emissions changes in the last five years. The question is, who wrote the PM program, when did they write it and what was it focusing on? And what are the additional systems we are maintaining today that were not included in the original iteration of the PM program when it was written?"

A PM program written in the early-to mid-aughts probably doesn't adequately cover new emissions-related components such as diesel particulate filters (DPFs) and diesel exhaust fluid (DEF) systems.

"The DPF has been around since 2008 but we still see guys trying to push it extra miles or they forget about it on the PM cycle," Kirby said. "As a best practice, try to schedule that to be (cleaned) according to your manufacturer's specifications, or err on the side of caution with that."

A DPF that becomes clogged can cause the truck to de-rate or shut down on the side of the road, or can contribute to other engine problems. Several cleaning methods are available so when getting the filter serviced, be sure to use a reputable provider.

"The big thing is to understand your vendor's cleaning process," Kirby said. "There are a lot of snake oil guys in the marketplace who will hook up an air compressor and tell you they've cleaned the filter out. Others have invested in the proper equipment to do it properly."

Smaller filters on the vehicle need attention too, including the screen on the DEF tank filler neck.

"Something that's often overlooked is the DEF filter and auxiliary bunk heater filters," said Marc Poland, service manager, Sheehan's Truck Centre. "They are tiny little things, not something you think of, but you can end up with a \$4 clogged fuel filter that provides fuel to the bunk heater going and

then you end up with a driver who's cold and ends up running your truck and using fuel."

Cabin filters are another item that's often overlooked, according to Mike Allen, service director for Greatwest Kenworth.

"These filters can cause poor air flow and cab air quality and are very easy to service, but as you guessed, they don't get changed until there is a problem with the unit," Allen explained.

The desiccant cartridge in an air dryer is another small item that can cause big problems if it isn't replaced about once a year.

"What happens is, the air dryer works well in the summer, then you get into winter and because the cartridge hasn't been changed, a lot more water and contaminants get into the air system and freeze up suspension valves, brake valves - not only on the trucks, but on the trailers," Poland explained. "Fleets need to be cognizant that their owner/operators are on a similar plan because you can maintain all your company-owned vehicles as well as possible but if you have an O/O who hasn't had an air dryer cartridge changed pulling your trailers around, it could be one of your company trucks at the side of the road with its brakes frozen or damaged as a result."

Most service managers we spoke to cited batteries as one of the biggest headaches for fleets.

"Batteries are only occasionally checked over and often not until there is a problem with the unit," said Allen. "With the increase over the past few years in electrical/electronic requirements, it is important now, more than ever, to keep this system top notch."

Altruck's Kirby agreed. "Most of our service calls in winter are quickly resolved with a set of batteries," he said. "When the truck is getting a PM inspection, hook it up for a load test."

Kirby also stressed the importance of plugging trucks in when it's cold outside.

"It sounds silly and at the end of the day everyone is looking to go home, but the big thing is, plug your truck in," he suggested.

Poland said batteries and connections should be inspected regularly, not only when there's an issue with starting.

"A lot of people think just because



New components and systems must be added to a preventive maintenance plan.

the truck starts, it's fine," he said. "But we definitely see issues with connections that are corroded or loose. They should be cleaned and sealed at least every six months."

The same goes for electrical connections on the starter, Poland added.

Fleets and owner/operators should also monitor the condition of their coolant, especially on trucks that have been in service for a while.

Poland said extended life coolant on a truck that's been on the road for five years or more may be reaching its best before date.

"We're seeing trucks on the road now that, unless they have had a cooling system repair where the system

had to be drained, they could be running on fluid that's really old and can cause all kinds of problems inside the engine," Poland warned.

Mechanical items on a truck, if not monitored as part of a PM program, can cause problems, as well.

Allen said suspension bushings and spring pins are usually inspected annually but should be examined throughout the year because "they can fail and cause different concerns, for example tire wear and steerability issues."

While oil manufacturers have been producing better heavy-duty engine oils, allowing OEMs to extend engine

Continued on page 41

PM helps improve fuel mileage, too

Implementing a robust preventive maintenance program can improve a truck's fuel economy by 5-10%, according to a new Confidence Report issued by the North American Council for Freight Efficiency (NACFE). While a maintenance return on investment is typically calculated based on uptime and equipment life, NACFE urges fleets to also consider the impact proper maintenance has on fuel economy.

"The reason you do maintenance is to keep trucks up and running," said NACFE's Mike Roeth on a conference call to discuss the findings. "Our major finding is there's a secondary benefit with respect to fuel economy."

NACFE examined 10 components and systems as part of its study. They included: lubricants/engine oil; intake/exhaust system and DPFs; engine cooling; air compressors; wheel alignment; tires; fuel filter systems; aerodynamic devices; electrical systems; and air-conditioning.

The report found that proper maintenance can address 30-50% of the fuel consumption related to those parts and systems.

"Certainly no truck will ever have problems with all 10 of these components at once, but the massive size of that figure is indicative of just how significant the opportunity is to use maintenance to improve fuel efficiency," NACFE reports. "In short, proper maintenance saves fuel."

Fleets surveyed as part of the study said they have seen a 5-10% fuel economy improvement after implementing rigorous preventive maintenance practices.

NACFE came to four key findings through the study: That fleets value maintenance but tend to look at it as a means to reduce downtime rather than improve fuel economy; that increased fuel economy can be used to justify investing in preventive maintenance technologies, tools, etc.; and that there are many sources available to help with decision-making.

Denise Rondini, NACFE study manager and communications director, said savings are available even with many well-running trucks.

"Even a vehicle that is running safely and reliably may still enjoy substantial fuel economy savings thanks to additional or more optimized maintenance," she said.

NACFE acknowledges it's difficult to quantify the overall savings available through preventive maintenance. However, it scored a robust preventive maintenance program highly within its Confidence Matrix.

NACFE also looked at telematics-enabled predictive maintenance and found more study is required due to the lack of information available and the costs associated. The full report is available free of charge at www.TruckingEfficiency.org. Among the tools included is a checklist one progressive fleet employs to manage maintenance-related issues that can affect fuel economy. **TW**



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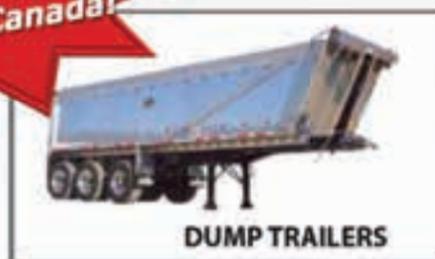
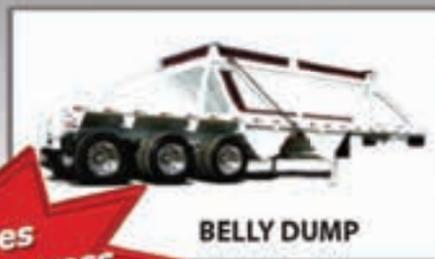
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2016 KENWORTH W900B LOGGING TRUCK
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2016 KENWORTH T370 FEED/GRAIN TRUCK
 PACCAR ENG; PX9, 350 HP, AUTOMATIC TRANS; 16K/40K AXLE(S), HAS402 SUSP; 220" WHEELBASE -98295 SER.#979929



2016 KENWORTH T370 CAB & CHASSIS
 PACCAR ENG; PX9, 300 HP, AUTOMATIC TRANS; 14.6K/22K AXLE(S), PHOTO SHOWN IS A REPRESENTATION AND MAY DIFFER SLIGHTLY FROM ACTUAL TRUCK. -99435 SER.#983267



2016 KENWORTH T880
 PACCAR ENG; MX13, 485 HP, 18 SPD TRANS; 12K/40K AXLE(S), AG400L SUSP; 193" WHEELBASE, WHITE IN COLOR -99161 SER.#979858



2016 KENWORTH T370 CRANE TRUCK
 PACCAR ENG; PX7, 300 HP, AUTOMATIC TRANS; 12K/22K AXLE(S), HAS210L SUSP; 153" WHEELBASE, STELLAR CRANE -101130 SER.#982785



2016 KENWORTH T370 DUMP TRUCK
 PACCAR ENG; PX9, AUTOMATIC TRANS; 300 HP, 16K/40K AXLE(S), HAS402 SUSP; 189" WHEELBASE. -101274 SER.#978323



2016 KENWORTH T370 DUMP TRUCK
 PACCAR ENG; PX9, 350 HP, AUTOMATIC TRANS; 16K/40K AXLE(S), HAS402 SUSP; 195" WHEELBASE -98417 SER.#978328

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 73" HIGHRISE SLEEPER, INTERNATIONAL ENG; MAXXFORCE 13, 18 SPD TRANS; 475 HP, 12,350K/40K AXLE(S), BLUE IN COLOR, CONSIGNMENT. WET KIT, FULL STAINLESS REAR FENDERS 23,397 KMS -102060 SER.#672295



2013 KENWORTH T660
 72 ACAD SLEEPER, PACCAR ENG; MX13, 485 HP, 18 SPD TRANS; AG400 SUSP; 236" WHEELBASE, BLACK IN COLOR, FULL REAR FENDERS -100297 SER.#959137



2011 KENWORTH T700 HIGHWAY TRACTOR
 75' ACAD SLEEPER, PACCAR ENG; MX13, 18 SPD TRANS; 485 HP, 13.2K/40K AXLE(S), AG400 SUSP; 244" WHEELBASE, WHITE IN COLOR, 8,375,000 KMS. -101624 SER.#947351



2007 KENWORTH T2000
 CAT. ENG; C13, 430 HP, AUTOSHIFT TRANS; 12K/40K AXLE(S), CONSIGNMENT. PRE-EMISSION. -101562 SER.#994607



2013 PETERBILT 388 HIGHWAY TRACTOR
 63" ULTRA SLEEPER, PACCAR ENG; MX13, 455 HP, 18 SPD TRANS; 12000 FA AXLE(S), PB LOW AIR LEAF SUSP; 244" WHEELBASE, 771,946 KMS -101667 SER.#143893



2012 KENWORTH T660 HIGHWAY TRACTOR
 72 ACAD SLEEPER, CUMMINS ENG; ISX15, 18 SPD TRANS; 525 HP, 13.2K/SUPER 40K AXLE(S), AG460 SUSP; 228" WHEELBASE, WHITE IN COLOR, RECENT LEASE RETURN. LOW KMS. FOR THE YEAR. HEAVY SPEC. WITH 4 WAY LOCKS. 587,500 KMS. -102484 SER.#952605



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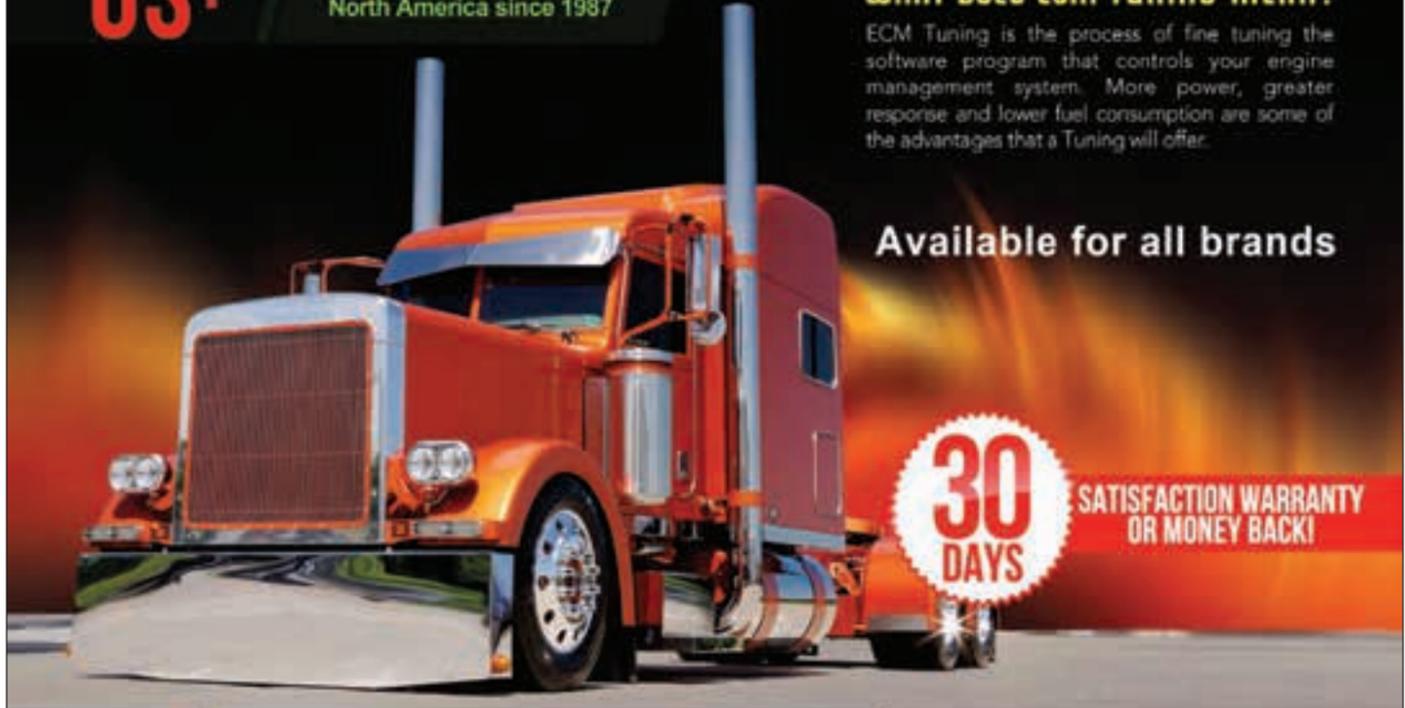
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2015 MACK GU812 VAN/PANEL STEAM TRUCK
MP7-325M, ALLISON 3000 TRANSMISSION, FRONT AXLE 12 — REAR AXLE 23, AIR MACK SUSP WB 230", RATIO 4.30, 22" VAN BODY, STK#35247 -93072



2015 MACK CHU613 HIGHWAY TRACTOR
60 MR SLEEPER, MACK ENG; 18 SPD TRANS; 505C HP, FRONT AXLE: 14.6 REAR AXLE: S440 AXLE(S), 235" WHEELBASE, WHITE IN COLOR, STOCK#35266. -93460



2015 MACK GU713 TANK TRUCK
DAY CAB SLEEPER, MP8-505C+ HP, FRONT AXLE: 18.0 REAR AXLE: 46 AXLE(S), 275" WHEELBASE, WHITE IN COLOR, JASPER TANK 16,000 LITRES, STK#35365. -94034



2016 MACK CHU613 HIGHWAY TRACTOR
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2016 MACK GU813 DAYCAB TRACTOR
MP8-505C, RTLO-18 TRANS; FRONT AXLE: 18.0 REAR AXLE: 46 AXLE(S), 230" WHEELBASE, WHITE IN COLOR, STK #35380 -100706



2015 MACK CHU614 HIGHWAY TRACTOR
60 MR SLEEPER, MP8-505C+, FRONT AXLE: 14.6 REAR AXLE: 50 AXLE(S), 265" WHEELBASE, BLACK IN COLOR, STK #35326 -94040



2015 MACK CXU613 DAY CAB
MP8-505C, 18 SPEED TRANSMISSION, FRONT AXLE 14.6 — REAR AXLE S440, RATIO 3.79, WB 209", MACK AIR SUSPENSION, AZTEC GOLD METALLIC COLOUR, 15' GRAVEL BOX, STK#35159 -93459



2015 MACK CXU613 HIGHWAY TRACTOR
48' SLEEPER, 18 SPD TRANS; MP8-505C+ HP, FRONT AXLE: 14.6 REAR AXLE: S440 AXLE(S), 209" WHEELBASE, BLACK CHERRY PEARL COLOR, STK#35264. -93454

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2016 MACK CHU613 HIGHWAY TRACTOR
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2016 MACK CHU613 HIGHWAY TRACTOR
70" MR SLEEPER, MACK ENG; MP8, 18 SPD TRANS; 505 HP, 12/40 AXLE(S), MAXLITE SUSP; 243" WHEELBASE, WHITE IN COLOR, INTERIOR: GRAND TOURING PACKAGES. -102522 **STK#25062**



2016 MACK CXU613 DAYCAB TRACTOR
MACK ENG; MP8, 18 SPD TRANS; 445 HP, 12/40 AXLE(S), MAXLITE SUSP; 197" WHEELBASE, WHITE IN COLOR. -102525 **STK#77868**



2016 MACK CXU613 DAYCAB TRACTOR
MACK ENG; MP8, 13 SPD TRANS; 405E HP, 12/40 AXLE(S), MAXLITE SUSP; 197" WHEELBASE, WHITE IN COLOR. -102532 **STK#77870**



2016 MACK CXU613 DAYCAB TRACTOR
MACK ENG; MP8, 18 SPD TRANS; 445 HP, 12/40 AXLE(S), 3.55 RATIO, AL461 SUSP; 203" WHEELBASE, WHITE IN COLOR. -111797 **STK#77867**



2016 MACK CHU613 HIGHWAY TRACTOR
70 MR SLEEPER, MACK ENG; MP8, 12 SPD TRANS; 505 HP, 12/40 AXLE(S), 3.36 RATIO, MAXLITE SUSP; 243" WHEELBASE, WHITE IN COLOR, RAWHIDE PACKAGE. -111800 **STK#22014**



2016 MACK CHU613 HIGHWAY TRACTOR
70" MR SLEEPER, MACK ENG; MP8, 12 SPD TRANS; 505 HP, 12/40 AXLE(S), 3.55 RATIO, MAXLITE SUSP; 243" WHEELBASE, WHITE IN COLOR, RAWHIDE PACKAGE. -111801 **STK#22013**



2016 MACK CXU613 STRAIGHT TRUCK (CAB AND CHASSIS)
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2013 MACK CXU613 HIGHWAY TRACTOR
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2011 MACK CXU613 HIGHWAY TRACTOR
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MACK ENG; MP7, 405 HP, ALLISON 6 SPEED AUTO TRANS; 20/46 AXLE(S), HMX 460 HENDRICKSON, STOCK #50260. -101651



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2009 MACK GU813 DUMP TRUCK
MP8-485M ENG; 18 SPD TRANS; 485 HP, 18,000 AXLE(S), OTHER IN COLOR, 13,000 HOURS, RTLO18918B F/A, 18,000 LBS. R/A RT46-160 RATIO, 4.30 AUTO GREASER, MAROON IN COLOR, ENG, SHUTDOWN, 15' GRAVEL BOX, HITCH AND MANUAL TARP, 588,371 KM, STOCK #90065. -101931



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2008 FORD F450 STRAIGHT TRUCK W/VAN

6.4L ENG; 325 HP; 5 SPD. AUTO TRANS; 16 FT BOX, STK #376252 223,000 KMS. -102540

CALGARY



\$43,000

2008 FREIGHTLINER M2 112 STRAIGHT TRUCK W/VAN

MERCEDES ENG; MBE 4000, 370 HP; 6 SPD. AUTO TRANS; TANDEM AXLE(S), 28 FT BOX. STK# 421031. 355,600 KMS -101654

CALGARY



\$56,000

2009 FREIGHTLINER CASCADIA DAYCAB TRACTOR

DETROIT ENG; 14.0L, 470 HP; 13 SPD. AUTO TRANS; 12/40 AXLE(S), 195" WHEELBASE, LOCKING DIFFS. STK#438479 446 KMS. -101196

SURREY



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2008 GMC 3500 VAN/PANEL TRUCK

DURAMAX DIESEL ENG; 6.6L, 9,600# GVW, STK# 457379 75,000 KMS -101650

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2012 FREIGHTLINER CASCADIA HEAVY-HAUL TRACTOR

DETROIT ENG; DD15, 500 HP; 18 SPD TRANS; 12 & 40 AXLE(S), STK #855595 698,000 KMS -101653

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CAT. ENG; C7, 250 HP; 5 SPD. AUTO TRANS; 26FT BOX, MULTI TEMP REEFER, POWER LIFT GATE, 52,000LBS GVW. STK #426735. 255,300 KMS. -102541

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2008 FREIGHTLINER M2 106, 5 TON STRAIGHT TRUCK W/VAN

CUMMINS ENG; ISB, 220 HP; ALLISON AUTO. TRANS; 26' BOX, HYDRAULIC BRAKES, TAILGATE/ RAMP COMBO, 33,000# GVW. (EXTENDED WARRANTY AVAILABLE). STK #382383. 535,000 KMS -101646

SURREY



OVERSTOCK \$39,888

2010 INTERNATIONAL 600, 3 TON REFRIGERATED TRUCK

INTERNATIONAL ENG; MAXFORCE, 250 HP; AUTOMATIC TRANS; 16' REEFER BOX, TAILGATE, 19,500# GVW, STK #623220, OVERSTOCK 92,000 KMS -101648

SURREY



\$55,909

2010 FREIGHTLINER CASCADIA HIGHWAY TRACTOR

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Is the industry doing enough to hang onto its drivers?

Continued from page 1

you don't find in schools."

A couple of years ago, however, Luki found himself in the unfamiliar predicament of quitting four separate employers during a 30-day period.

"The first one I had worked for a while when the owner started cheating hours and finding ways to gouge money out of his drivers," Luki claimed. "So I quit."

Next, Luki found himself quitting another company after only one week of employment due to what he said was poor attitudes from management and a habit of pushing drivers to "run bad logs to get more loads than trucks available."

Two days later, he started another job. He quit the next day.

"I was asked to do a 50-km round-trip with a truck that has a leak in the air dryer," Luki said. "I was told it would be fine and just to ignore the alarm and I'd make it because (the truck) made it yesterday."

Finally, after taking a week off, Luki quit his fourth job after two days because drivers were being treated differently, with some being given permission to do things that others were not.

"I started with Oculus Transport in Grande Prairie and stayed with them until my shoulder surgery," Luki said. "They were the best transport company I had ever worked for...I miss that job."

Luki said all the companies he had quit during that one-month span had one thing in common.

"They all had a large disconnect with their driver core and a lack of communication (and) listening to what's going on in the field," he said.

Terry Shaw, executive director of the Manitoba Trucking Association (MTA), said his organization has taken steps to improve driver safety.

"One of the most important items we've done in Manitoba is the creation of our RPM (Risk. Professionally Managed) Trucking Safety Pro-



Mike Luki, who worked for four companies in as many weeks, believes several trucking businesses suffer from a 'large disconnect' with their drivers.

gram," Shaw said.

"This program is designed to create education and other supports for all employees in the trucking industry. Some of our most vulnerable employees are our drivers, so the recognition from our members that this is an item of significance confirms their interest in protecting and retaining our drivers."

Shaw said that they are finding that in Manitoba, trucking companies are operating what the MTA calls 'finishing programs', where someone with a Class 1 licence, but not necessarily the skill or education to operate independently, gets the chance to receive some industry training so they can get to what would traditionally be considered minimum employable standards.

"While some might suggest this is primarily a recruitment tool, we would suggest that these people, were it not for these programs, would possibly be lost to other jobs or industries, so we applaud the companies willing and able to invest in these people," said Shaw.

The MTA also partners with the Manitoba Public Insurance's Special Risk Extension group on its entry level driver training program, something Shaw said is more than just a recruitment tool.

"The retention element of this process is that prospective employees meet, potentially, a variety of employers prior to training or testing for their Class 1 licence," he said.

"This means – and it's not a perfect system, but it's a good one – that some people who come to the industry wanting to work as truck drivers learn, or are taught, that maybe they aren't right for the career, or vice-versa. This cuts down on people training, getting a licence and then struggling to find work, or finding work and they leaving it shortly after starting."

Shaw said companies in his province have started engaging their drivers through social media and other communication platforms to help retain employees, as well as considering tailored truck specifications, pay packages and home times to meet driver needs.

The Saskatchewan Trucking Association (STA) also knows the impor-

ance of driver retention.

"The STA cannot overstate the need to retain good drivers in our industry," said STA executive director Al Rosseker, "and there are a number of initiatives that are being undertaken to make drivers more comfortable in the working environment."

"Truck transport companies understand that when you lose a driver it can cost as much as \$10,000-\$15,000 in lost productivity, training and customer relations to replace that driver," Rosseker added. "It's incumbent on all of us in industry to celebrate our drivers – and the vast support network of companies – if we are to succeed. It's a hackneyed phrase, but: Our people are our greatest asset."

Louise Yako, British Columbia Trucking Association president and CEO, said that although driver retention is an issue for some companies, much of the most quantitative evidence on the issue has come from surveys conducted in the US, which could only be validated in B.C. by an-

tion all starts with company management.

"I think (companies should) involve drivers in more than just driving, listen to drivers' ideas in a serious manner and fairness and treating veteran drivers great and giving them some real incentive to teach the new guys," he said. "Management needs to realize that a driver can lose his career or months of salary due to maintenance and repairs not being done. Fines and accidents are always placed on the driver first, so if the company makes it more nerve-racking and dangerous, it makes for a sad work environment."

Luki also agrees with a move toward paying drivers by the hour.

"When I first started getting paid by the hour it made you slow down and drive smarter because you're not under as much pressure to make kilometres for a paycheque," he said. "If the road conditions are bad, you don't mind (taking) an extra hour to get there because you make more for being safer."

Luki said companies need to create a "learning culture rather than a punishment culture."

"If management doesn't appreciate what their A drivers do for the company, it's hard to get the B drivers to try and be A drivers, because what's the point?" Luki said. "We all want to make money, but we want to be around to enjoy it, too."

Luki said he can no longer drive long hours due to the length of time he had to wait to get surgery done on his injured shoulder, and he is now trying to get some training and upgrading in heavy equipment.

"I like machines, and driving them," he said. "I have become an excellent driver over the years because of my passion for the job. As a guy who enjoys learning everything I can about what I do, I constantly strive to learn new ways to things better."

Luki admitted that he doesn't like making money for what he views as bad owners or unorganized companies, and said that his time is valuable.

"Life is too short to waste making money for someone you don't like," he said. "I would always take a job for less money from a company that treats me great than tons of money from (someone who wouldn't)."

Shaw said the MTA is looking to do a series of videos in 2016 on issues that impact the province's drivers, and could therefore have a bearing on retention; issue such as rest areas, parking and the economic benefits each province receives from the trucking industry and its drivers.

With many from the Baby Boomer generation eyeing retirement, several of whom make up the current list of what Luki would describe as 'A drivers,' retaining the new crop of young 'B drivers' has never been more crucial in both Canada and the US, where, if predictions are correct, will be in dire need of drivers. **TW**

'I would always take a job for less money from a company that treats me great.'

Mike Luki

ecdotal information.

One study came from the American Trucking Associations (ATA) and it indicated that there was nearly 100% driver turnover for long-haul truckers.

Forbes business magazine ran a piece that said this type of turnover "is disastrous for drivers," as it results in drivers living paycheque-to-paycheque and not accumulating enough retirement savings. It goes on to say that driver retention has 'defined the trucking industry for years, and there has been little or no overall improvement.'

Luki believes that driver reten-

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By Edo van Belkom

It's a moonless night in Brampton. In a truck yard in the southeast corner of the city, a single overhead light flickers over a line of trailers neatly parked, one next to the other for as far as the eye can see.

Two sets of eyes are looking them over.

A flashlight sweeps up between the trailers, momentarily shining on a serial number then moving onto the next.

At last the light catches the right sequence of numbers.

"This is the one," a voice whispers.

"Right," says another.

Seconds later a tractor pulls into the yard through an unguarded gap in the fence. It rumbles slowly through the lot, all its light dark as the night.

The flashlight flickers... "Over here!" And the tractor picks up speed until it reaches the two men on the ground.

Then, with a precision of a team that has done this sort of thing dozens of times before, the tractor is hooked up to the trailer.

In less than a minute the two men on the ground are in the truck and the trailer is being eased out from between two others.

Lights still out, the tractor glides toward the gap in the fence, then through it. At the roadway, there's no signal, but the rig turns right.

Now the driver of the rig runs up through the gears.

Third...Fourth...Fifth...

Suddenly the lights of the truck come on and the rig instantly becomes just another truck rolling down the road.

The only difference is there's a half-million dollars worth of stolen auto parts inside its trailer.

Mark was hours away from reaching the rail yards in Vaughan to deliver his load, and hadn't planned on speaking to Bud for a couple of days while he took some time off.

Nevertheless, here was Bud calling him on the phone...something had to be up.

"Hello," Mark said.

"Mark, it's Bud." Mark smiled and was about to give him the old 'Bud who?' routine, but Bud cut him off. "Now before you go and make some smart-aleck remark like 'Bud who?' just listen."

The smile vanished from Mark's face. "I'm listening."

"Now you know that cargo theft is a big problem in our industry."

"Sure. Drivers are telling me all the time about how their trucks are stolen, or how they're being robbed...sometimes at gunpoint."

"Right. Everybody's getting hit but some companies are getting hit more often than others."

"You mean the ones without security cameras, security gates and security guards. The ones who don't realize their loads are worth millions."

"Exactly," Bud said. "And there's one company in Brampton that's getting hit more often than most. They had two trailers vanish from their lot



Dalton undercover

PART 1

just last week."

"Vanished? Like just disappeared into thin air?"

"Of course not. They were hooked up and driven away by thieves."

"You mean stolen?"

"Yes, and they know it's a little late in the game, but they want to figure out how it's happening and stop it."

"Security cameras. Security..."

"They're doing all that, but they want to do more."

"Let me guess. That's where I come in."

"Exactly. They figure the thefts are all inside jobs, or at least the thieves are working on inside information, but so far they haven't been able to prove anything."

"And?"

"And they need someone to get inside the ring and help their internal investigation so they can have something concrete to pass along to the police."

"And of all the drivers in the city - no, the country - why am I the guy who's so lucky to get this job?"

"You like this kind of stuff, don't you?"

Mark wasn't sure if Bud was asking him or telling him. "Sure," he said, making sure his voice had just the right tone of sarcasm. "I love getting into situations where my life might be in danger."

"Like you've never put yourself in that situation

all on your own."

Mark thought about that for a moment and had to concede that he'd done some reckless things over the years. But getting into most of those spots had been his choice.

This time he was being asked to put himself at risk for people he'd never worked for and didn't even know.

"Anyone can leave their truck lying around to get stolen. In fact, this sounds like something the police should be doing, sending someone in undercover."

"Sure, they could put a cop into the company, but he'd be spotted right away. They need someone whose been driving for years and knows the business so he won't look like he came out of nowhere when he arrives on the scene."

"So, why me?"

Bud sighed.

Mark knew he was forcing Bud to say something nice about him and he was enjoying the dispatcher's struggle.

"Because you're not only a great driver, but your background as a private detective and the number of daring adventures you've been on in your life make you the ideal candidate." A pause. "The only one for the job as far as I'm concerned."

Mark was left speechless a moment. So much so that he was sure Bud was

lying. "You're so full of it."

"No, it's true. And I convinced them that it's all true as well."

"Oh yeah?"

"That's right. In fact, I pumped you up so much that they've agreed to give you nothing but the best loads and to pay you double their regular mileage rate."

Mark sat up behind the wheel when he heard that.

"No kidding?"

"Yes," Bud said. "And all you've got to do is show up and be your usual self, getting into trouble taking names."

Mark had to admit he was intrigued. This was the best of both his worlds.

For one, he would be doing some investigative work like he'd done for years before becoming a truck driver.

And second, he'd be driving good loads for top dollar.

In a nutshell, this might be some of the most dangerous and exciting truck driving he would ever do. How could he resist?

"Alright," he said at last. "I'm in."

Sure it was dangerous and he'd be taking a risk, but in the end, how much could go wrong? **TW**

- Mark Dalton returns next month in Dalton Undercover Part 2.

Illustration by Glenn McEvoy



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New West Truck Centres expands in Southern Alberta

MEDICINE HAT, Alta. – New West Truck Centres recently announced that it will be separating from an existing partnership and will be solely branded as ‘New West Truck Centres’ at its three locations in Southern Alberta – Calgary, Lethbridge and soon Medicine Hat.

The company was formerly known as Calgary Freightliner Ltd. and Freightliner of Lethbridge Inc., as well as operating out of Medicine Hat.

“We feel that having more locations throughout Southern Alberta will make it easier and more convenient for all of our new and existing customers,” said Kristin Latta of Accelerated Integrated Marketing, which represents New West Truck Centres.

Latta described the Medicine Hat fa-

cility as “a small but mighty location” with three service bays and a store approximately 6,000 sq.-ft. in size that “meets all their client’s needs.”

“We intend to provide a professional environment, integrity, dedication and a positive attitude to all of our customers and work that we accomplish here at New West Truck Centres,” she said, adding that the company has proudly been operating in Medicine Hat for several years.

New West Truck Centres specializes in parts, service and sales of heavy-duty trucks, and is also a Detroit Diesel dealership. The newly-branded location can be found at 2200 South Highway Drive S.E., Bay #3 in Redcliff, Alta., approximately 10 kms west of Medicine Hat. **TW**

Cummins gets GHG17-certified

COLUMBUS, Ind. – Cummins announced it has received GHG17 certification and will offer engines in 2017 that will be 2.5-7.5% more fuel-efficient than the 2013 ISX15. The company’s entire diesel and natural gas engine line has been approved by the EPA and meets Phase 2 fuel economy/greenhouse gas emissions standards created jointly by the EPA and National Highway Traffic Safety Administration and set to go into effect in January 2017.

“Cummins is committed to providing customer-focused innovation as soon as it is ready,” said Amy Boerger, vice-president, sales and support. “For example, efficiency improvements implemented in the 2016 ISX15 400 hp-to-475 hp ratings will provide customers with fuel economy gains over the 2013 ISX15, ranging from 2.5% on the base engine up to 7.5% with a Smart Advantage Powertrain with ADEPT (SmartCoast) features.” **TW**

Custom Truck Sales opens new facility

SWIFT CURRENT, Sask. – Custom Truck Sales has opened a new parts and service facility in Swift Current, Sask., located on a 4.5-acre site along Highway 4 and the Trans-Canada.

“Our new, 16,000 sq.-ft. facility provides parts and service support to the area’s many companies involved in the agricultural, manufacturing and oil and gas sectors and to truck fleets and operators travelling through the city on the Trans-Canada Highway,” said Brent Leach, president of Custom Truck Sales.

The new facility offers 10 service bays, with one serving as a bay wash and repair stall. The site, located in the city’s industrial park at 175 Industrial Drive, provides ample parking for trucks, along with a custom lounge with satellite TV and Internet access. The Swift Current location is managed by Don Bailey, director of parts and service operations, out of Winnipeg, Man., with Chris Kohl managing the service department, Ken James the parts director and Russell Sill as parts manager. **TW**

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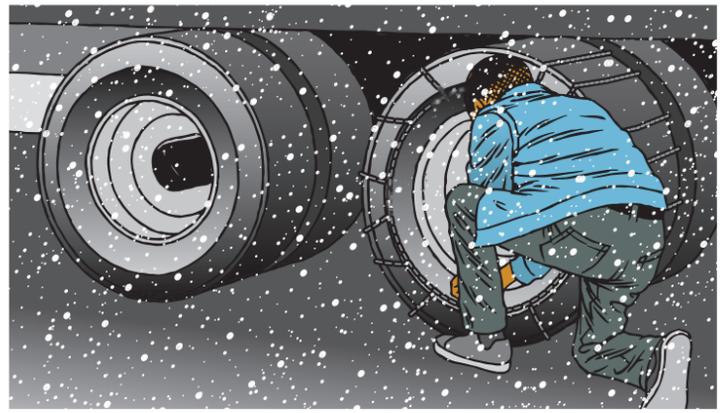
The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

On the road again, Vic takes things slow. Few other drivers seem to be as cautious and cars -- even a few trucks -- are speeding to get past him. One flatbed driver comes up behind Vic blasting his horn and gives Vic the finger as he overtakes him. Vic just waves.

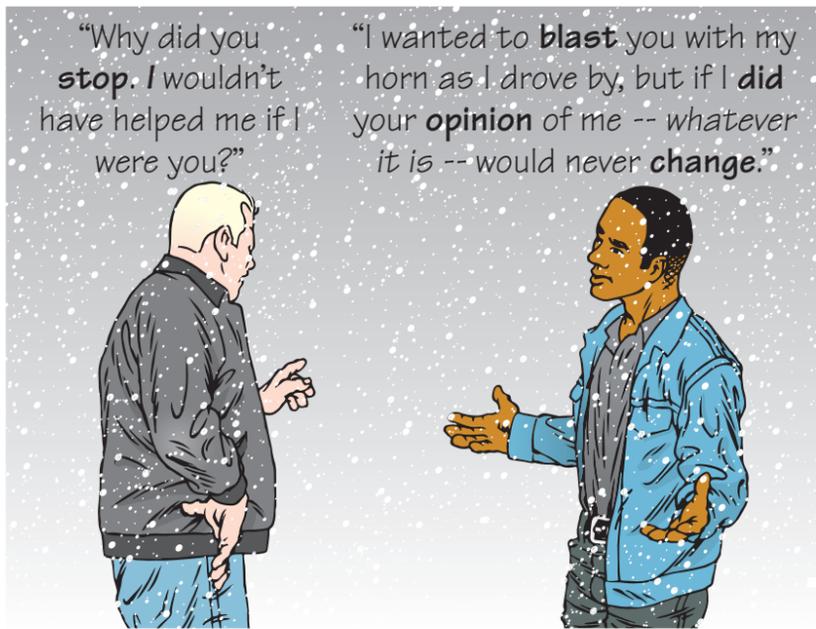


Vic is back on the road and his latest load has him heading into Northern Ontario. He drives as far north as he can in the good weather, but by the end of the day the snow is starting to fall and he can see cars beginning to slide on the road. He checks the forecast which reveals a big storm is on the way. When he stops for dinner, he sets up his chains for what should be a bad day of driving in the morning.



A half-hour up the road, traffic is backed up and is down to a crawl. As he approaches the trouble, he realizes the flatbed driver, the very one who made an obscene gesture a while back, is stuck in a snowbank of the highway's shoulder. Now other drivers are berating the flatbed driver for causing a delay, honking and shouting at him as they drive past with no one stopping to help.

Vic sees the situation, shakes his head and decides to stop. He pulls over in front of the stuck semi careful not to get caught in the snowbank like the other driver did. When the flatbed driver sees it's Vic who stopped to help him, he seems humbled by Vic's gesture.



The flatbed driver is left speechless and for a long time the only sound that can be heard is the falling of snow and the engines of the two idling tractors. Finally, Vic's voice broke through, "Are you going to help or not?"



In minutes the two men took a couple of extra straps from the back of the flatbed and used them to connect Vic's trailer to the tractor stuck in the snow. Then when everything was set, Vic pulled the straps tight, then eased forward. The flatbed lurched forward, wheels spinning, but with vic's help, finally got some traction and broke free of the snow.

When the flatbed was free, Vic helped the driver wind up the straps. But before he was on his way, the man called Vic over and extended his hand. In it were two bits of paper. "What's this?" Vic asks.

"Two tickets to Truck World. My company will have a big showing there and they've got some tickets to give away. I can't think of anyone better to give them to."



"Thanks," Vic says. "I'll be there."

Illustration by Glenn McEvoy



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Maxim Truck & Trailer selling Trout River live bottom trailers

THUNDER BAY, Ont. – Maxim Truck & Trailer has announced it is now selling Trout River live bottom trailers in Northern Ontario.

The trailers are used in the road-building, agriculture, mining and waste management industries.

“Our partnership with Maxim will open new opportunities in Northern Ontario, while providing excellent service to our customers,” said Darrin Mitchell, manager of Trout River Industries. “Maxim will have service, financing and inventory on the ground which will make the Trout River brand more accessible. We look forward to

working with great people that provide great service.”

Maxim opened a Thunder Bay location in 2014 to serve Northern Ontario.

“We are excited to be taking on the Trout River product line,” said Doug Harvey, president of Maxim Truck & Trailer. “Carrying Trout River trailers allows us to extend our product offering to customers in the key industries of construction, agriculture and mining in Northern Ontario.”

For more info, contact Dan Poulin, general manager of Maxim’s Thunder Bay branch at 807-344-5834 or email him at dan.poulin@maximinc.com. **TW**

Trailer Wizards expands in Edmonton

EDMONTON, Alta. – Trailer Wizards’ Edmonton branch has moved into a larger facility, located between the busy thoroughfares Anthony Henday Drive and Yellowhead Trail in the industrial area of the city.

“This new total customer care centre is our biggest location yet,” Gary Myroniuk, vice-president of Trailer Wizards’ Prairie region explained. “It was built with the customer in mind, with more space for the growing market and for us to provide our award-winning, customer friendly and professional trailer solutions that our customers expect from us.”

The new facility is situated on 58 acres and has 25 trailer service bays, four wash bays and a seven-bay parts department, more than doubling the size and increasing the company’s bays by 10 from its previous location.

Located at 12516 184th Street N.W., Trailer Wizards, Canada’s largest commercial trailer rental, leasing, sales, service parts and storage company, said it would continue to offer the same services it had at its previous location, where it served the Edmonton area for over 30 years. **TW**

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TRUCK NEWS CAREERS www.trucknews.com

Willy's Trucking defies Alberta's economic misfortunes

By **Derek Clouthier**

When times are booming, it's much easier for a business to grow alongside a bustling, nascent economy. When times are tough on the other hand, like they have become in Alberta over the past year, it's not as easy to convince new clients to hop on board - but that's exactly what Willy's Trucking Service has managed to do.

"Up to today's date (Dec. 7), we've added 140 new customers or new accounts since the beginning of the year, which is very good for our size of business," said Willy's co-owner and founder Willy Schmidt, noting that November 2015 was a record month for his company.

"Somehow we haven't really put too much focus on (the fact Alberta's economy) is in a downturn and have just looked forward and gone out and banged doors and seen if there's some business we can pick up," he said, "and we've found it all over the place. I think there's always opportunity for new business in Alberta. There's always different things happening, and where I've tried to position our business is that we're not just oil field...we haul almost anything."

Schmidt said about 70% of Willy's business comes from oil field hauling and services tied to that industry, and the remainder is made up of forestry, construction, as well as some retail goods.

The Edmonton-based company has hit the pavement hard with its sales efforts, and the additional customers it has picked up over the past year has helped Willy's weather the provincial economic storm and maintain its positive numbers.

What has, however, had a negative effect was the cancellation of Royal Dutch Shell's Carmon Creek project, as Shell is a key new client Willy's had landed in 2015 (a highlight of the year for Schmidt).

As reported by the CBC this past October, the Carmen Creek oilsands proj-

ect in northwest Alberta near Peace River was ditched by Shell due to what the company said was a lack of pipelines to coastal waters as one of the main reasons behind the decision.

The project was to see Shell produce 80,000 barrels a day of bitumen using a vertical steam-driven well operation starting in October 2013, but the project slowed and was scaled down in March 2015 in the wake of the market downturn.

The plan was eventually removed from Royal Dutch Shell's portfolio, with the company's CEO Ben van Beurden saying, "We are making changes to Shell's portfolio mix by reviewing our longer-term upstream options worldwide, and managing affordability and exposure in the current world of lower oil prices. This is forcing tough choices at Shell."

"So now we're looking to see if there's other locations that we can help them out with," Schmidt said of his company's partnership with Shell.

Willy's had to let five employees go



Willy's Trucking co-owners Bernard Dyck, left, and Willy Schmidt at the company's head office in Edmonton, Alta.

we started."

Born in Canada, Schmidt grew up in Bolivia where he worked for his father's business clearing land for its customers driving a bulldozer by the youthful age of 13.

He then moved back to Canada at age 18 and worked for a construction company for nearly seven years before starting Willy's.

launch the daily freight service branch in April 2011. Schmidt said he was based in Peace River in 2009, running operations from there for a number of years before moving back to Edmonton permanently in June 2011 to work from the company's head office.

Today, Willy's boasts about 55 employees, 28 trucks and 110 registered units between all three of its locations, specializing in daily less-than-load freight shipments and full load shipments with van and deck trailers throughout Alberta.

The company provides daily and overnight delivery, pickup and hot-shot services, dry van, tridem 53-ft. vans and decks, super-B and pup van decks and pipe hauling.

"We really care for our people, and that's what brings our team together and what makes us different," said Schmidt. "When issues arrive we don't avoid them, we face them and deal with them as best as possible and move forward."

Dyck echoed the sentiment about the people Willy's has working for them, saying that he and Schmidt had just recently returned from a vacation in the US, and while away, neither had received any calls from staff or customers with work-related concerns, which was a testament to the quality of the people who work for Willy's Trucking. **TW**

"We really care for our people, and that's what brings our team together and what makes us different."

Willy Schmidt, Willy's Trucking

as a result of the Carmon Creek withdrawal.

Nevertheless, as a whole, Willy's has continued to grow since its inception in 2007, when Schmidt started the company with one truck to haul gravel and dirt for a construction company.

"Me and my brother went and bought a truck," said Schmidt, "and he was the driver for it, and that's how

Schmidt runs the company with co-owner Bernard Dyck, who also had worked in the trucking industry for many years.

In addition to the Edmonton office, Willy's is located in Grande Prairie, its newest office, which opened in 2011, and Peace River, where Schmidt said their freight business started in 2009.

Dyck moved to Grande Prairie to

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