

# TRUCK WEST

Western Canada's Trucking Newspaper Since 1989 • June 2014 Volume 25, Issue 6

**Page 16 Fighting back:** A group of B.C. carriers is suing the feds for getting involved in setting driver wages.

**Page 34 Celebrity truckers:** What does it take to truly stand out in an industry filled with characters?

**Page 36 King of the hills:** Touring Southern Alberta in the GMC Sierra HD and Chevy Silverado HD.

**Page 40 A new approach:** We chat with newly installed interim AMTA executive director Richard Warnock.

[trucknews.com](http://trucknews.com)



Gene Orlick said he wanted to pay tribute to his family's history in trucking when he rebranded the fleet.



Reach us at our Western Canada news bureau

Contact Jim Bray at: [jim@transportationmedia.ca](mailto:jim@transportationmedia.ca) or call 403-453-5558

## A tribute to the past

Gene Orlick honours family's history with fleet's new paint scheme

By Jim Bray

CALGARY, Alta. – It may not be “Back to the Future,” but Gene Orlick’s move to rebrand his fleet to honour his family is meant as a way to tip his corporate hat to those who came before him as he guides the business into the great unknown.

Orlick cut his trucking teeth working for his uncle Tom’s original Orlick Transport, a company that began in 1948 and kept the young Gene employed through the 1970s and 80s, before being shut down in 1990 when Tom retired and sold the company’s assets. Gene Orlick set up his sequel company in 1995 with two trucks and four trailers, transporting pop bottles for Coca-Cola and since then, the company has grown to where it now employs about 55 people, with 30 trucks and

150 trailers. The Orlicks, Gene and his wife Nancy, bought and sold real estate and saved their pennies to get the new company up and running.

“We sold a big house and lived in a holiday trailer for a year and invested in the trucking company,” Orlick said.

As for using the family name, with its long but not necessarily strictly related history, “I actually asked (Tom) and got his blessing. There’s goodwill attached to that but Tom and I had a famous relationship so that was never really an issue and now we are trying to give back and show we respect what they had.”

He credited Nancy with the idea of going to red trucks when they purchase new tractors, saying “That’s our family colour from way back, so I got together with my brother

Continued on page 7

Careers: 18, 26, 29, 30, 32, 34, 37, 38

To view list of advertisers see pg. 45



## Saying bye to Bob

By Lou Smyrlis

WINNIPEG, Man. – It’s hard to believe but after 43 years in the industry, 17 of them as head of the Manitoba Trucking Association, Bob Dolyniuk has retired. Publisher and editorial director Lou Smyrlis travelled to Winnipeg to spend some time with the industry icon a few days before his final day on the job.

TW: After 43 years in the industry, 17 of them with the MTA, can you believe the moment to leave is actually here?

Continued on page 10

## Cuts were bad, but future's bright: Drysdale

By Jim Bray

BANFF, Alta. – Alberta’s provincial government may be undergoing a period of serious navel gazing as the ruling party searches for a new leader, but according to the province’s new Minister of Transportation the party’s problems won’t prevent the province from moving full speed ahead into the future.

Speaking at the Alberta Motor Transportation Association (AMTA)’s annual conference in Banff at the end of April, Wayne Drysdale also decried cuts that were made to his department’s budget previously. “We had to make some tough choices in the last couple of years,” he said, pointing to some \$900 million that were cut out of previous budgets, “and of course it seems like the first thing that gets cut is maintenance. I’m committed to making sure that we get that money back into maintaining our roads.”

Drysdale, the second term MLA for Grande Prairie-Wapiti – who took over the portfolio after a December 2013 cabinet shuffle – also noted that, while it’s important to ensure the province’s roads are

Continued on page 14



# IT'S MORE THAN A TRUCK. IT'S A BUSINESS PLAN.



**FREIGHTLINER**<sup>®</sup>

*Run Smart*<sup>™</sup>



SEE THIS TRUCK  
IN ACTION

Purchasing the Freightliner Cascadia<sup>®</sup> Evolution is a strategic move. This truck model is a high-performing asset with a strong return on investment. In fact, it achieves up to a 7% increase in fuel economy over our EPA 2010-compliant model. With the newly designed Detroit<sup>™</sup> DD15<sup>®</sup> engine and optional DT12<sup>™</sup> transmission, powertrain efficiency is further enhanced. And its ease-of-maintenance and long-term reliability help maximize uptime, which lowers your total cost of ownership. Sound like a plan? See real-world examples of successful fleets running the Cascadia Evolution at [FreightlinerTrucks.com/FleetSpotlight](http://FreightlinerTrucks.com/FleetSpotlight).

# CLASSE 8 TRUCK SALES TRENDS

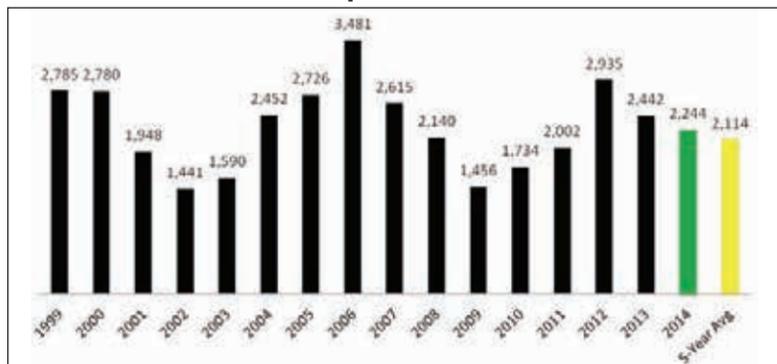
SPONSORED BY CHEVRON

## Monthly Class 8 Sales – Mar 14

Class 8 truck sales, after starting the year on a mildly positive note with January surpassing last year's totals, dipped below the previous year's totals in February and have done the same in March. The month's sales totals, although surpassing the 2,000 mark, fell about 200 short of last year's total. Last year's market leaders Freightliner, Kenworth and International all suffered setbacks in March, falling behind last year's totals.

OEM	This Month	Last Year
Freightliner	581	630
International	287	344
Kenworth	380	553
Mack	169	183
Peterbilt	330	308
Volvo	331	239
Western Star	166	185
<b>TOTALS</b>	<b>2244</b>	<b>2442</b>

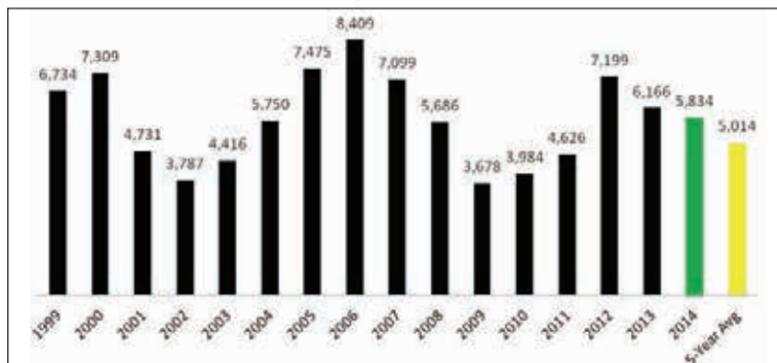
## Historical Comparison – Mar 14 Sales



## Class 8 Sales (YTD Mar 14) by Province and OEM

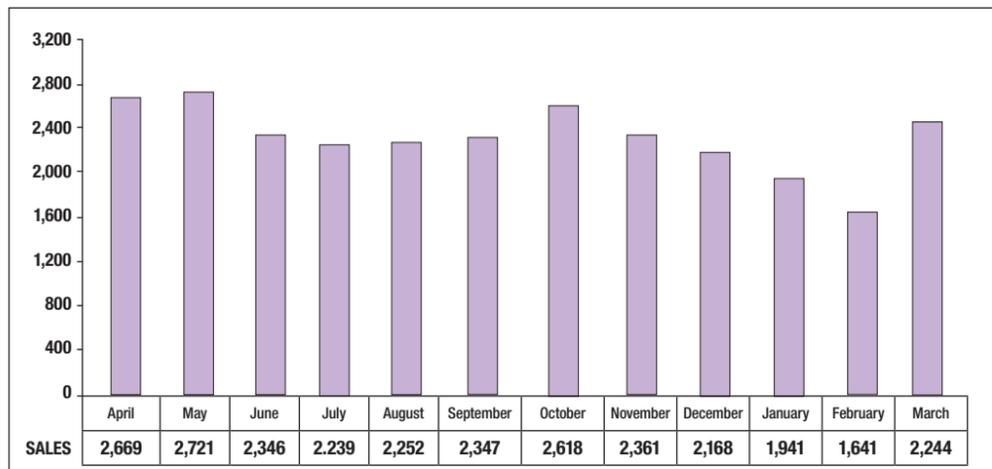
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	115	176	53	71	620	253	58	28	1	8	1,383
Kenworth	141	434	90	1	161	149	12	0	0	0	988
Mack	34	63	36	24	209	52	4	7	0	3	432
International	33	148	21	28	383	167	36	9	4	12	841
Peterbilt	146	279	77	35	200	114	34	4	0	0	889
Volvo	97	106	20	60	340	115	35	12	0	1	786
Western Star	88	228	19	20	69	69	7	10	3	2	515
<b>TOTALS</b>	<b>654</b>	<b>1,434</b>	<b>316</b>	<b>239</b>	<b>1,982</b>	<b>919</b>	<b>186</b>	<b>70</b>	<b>8</b>	<b>26</b>	<b>5,834</b>

## Historical Comparison – YTD Mar 14



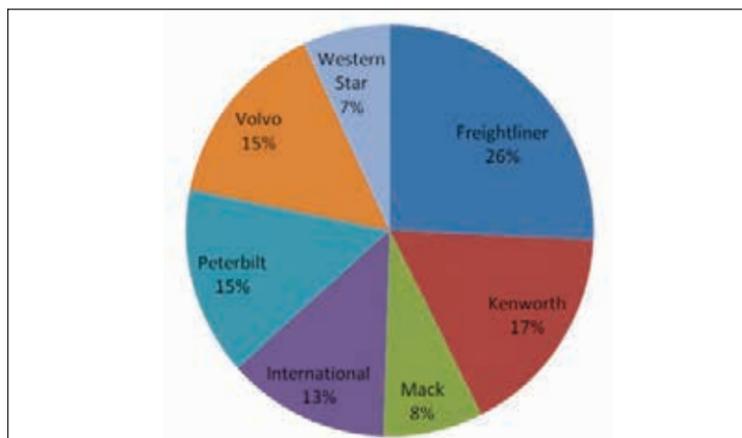
There was optimism for an improvement in Class 8 truck sales in 2014 after 2013 proved a disappointing year. But the first numbers are showing worrisome results. Not only were the first quarter numbers nowhere close to those of 2012, the best year since the recession for Class 8 sales, but they are trailing last year's results. As we have noted in our research talks across the country, although large and medium-sized carriers are in a buying mood, small carriers are not and that may be contributing to the lackluster Class 8 sales results.

## 12-Month Sales Trends



After 10 straight months of sales coming in above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007, they dropped slightly below 2,000 in January and considerably further in February. Good news is that they bounced back in March, topping the 2,000 mark again. Also, with the US economy regaining its stride and the value of the Canadian dollar dropping against the US dollar, economic forecasters anticipate exports will lead the Canadian economy in 2014. That may spark increased truck sales as trucking will be the main beneficiary.

## Market Share Class 8 – Mar 14 YTD



Freightliner, last year's Canadian market leader, controls slightly more than one quarter of Class 8 truck sales at the close of the first quarter. Kenworth finished 2013 in the number two spot for market share, enjoying the fact that its strong western network is able to tap into the stronger western economy. But the company has faltered in the first quarter and currently sits with 17% market share, followed by fellow Paccar manufacturer, Peterbilt, at 15% of the market.

Source: Canadian Motor Vehicle Manufacturers Association

Go with Delo and you've got a partner all the way.



A Chevron company product © 2012 Chevron Canada Limited. All trademarks are the property of Chevron Intellectual Property LLC.



Delo

Let's go further.™

June 2014, Volume 25, Issue 6  
 Canada Post Canadian Publications  
 ISSN 0700-5016 - Truck West (Print)  
 ISSN 1923-3531 - Truck West (Online)  
 Mail Sales Product Agreement No. 40069240  
 "Return Postage Guaranteed"

80 Valleybrook Drive, Toronto, ON M3B 2S9  
 Sales: 416-510-6892 / Editorial: 416-510-6896  
 Fax: 416-510-5143

Truck West, USPS 017-178 is published monthly by BIG Magazines L.P., a div. of Glacier BIG Holdings Company Ltd., a leading Canadian information company with interests in daily and community newspapers and B-2-B information services. US office of publication: 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709. Periodicals Postage Paid at Niagara Falls, NY. US postmaster: Send address changes to Truck West, PO Box 1118, Niagara Falls, NY 14304.

PUBLISHER - Lou Smyrlis  
 ASSOCIATE PUBLISHER - Kathy Penner  
 EXECUTIVE EDITOR - James Menzies  
 RESEARCH DIRECTOR - Laura Moffatt  
 CIRCULATION MANAGER - Mary Garufi  
 CIRCULATION ASSISTANT - Anita Singh  
 CREATIVE - Carolyn Brimer, Beverley Richards  
 V.P. PUBLISHING - Alex Papanou  
 PRESIDENT - Bruce Creighton

Circulation inquiries: 416-442-5600 ext. 3553  
 Change of address: Please include subscription number from mailing label.

Subscription rates: Canada (Includes GST) - One year \$40.60; U.S. - one year \$66.95; foreign - one year \$66.95

Send subscription orders, address changes (incl. mailing label from latest issue) to above address. On occasion, our subscription list is made available to organizations whose products or services may be of interest to readers. If you prefer not to receive such information, please write to us. Please allow 8 weeks for changes or corrections.

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



**Advertising inquiries**

Kathy Penner (416) 510-6892  
 Fax: (416) 510-5143



**Lou Smyrlis**  
 Publisher  
 (416) 510-6881  
 lou@TransportationMedia.ca



**Kathy Penner**  
 Associate Publisher  
 (416) 510-6892  
 kpenner@trucknews.com



**Brenda Grant**  
 National Account Sales  
 (416) 494-3333  
 bgrant@istar.ca



**Don Besler**  
 National Account Sales Manager  
 (416) 699-6966  
 donbesleris@rogers.com



**Doug Copeland**  
 Regional Account Manager  
 (416) 510-6889  
 dcopeland@trucknews.com



**Sonia Straface**  
 Assistant Editor  
 (416) 510-6890  
 sstraface@TransportationMedia.ca

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



MAN. TRUCKING ASSN.



SASK. TRUCKING ASSN.



ALTA. MOTOR TRANSPORT ASSN.



B.C. TRUCKING ASSN.

The publisher does not assume any responsibility for the contents of any advertisement and all representations or warranties made in such advertising are those of the advertiser and not of the publisher. The publisher is not liable to any advertiser for any misprints in advertising not the fault of the publisher and in such an event the limit of the publisher's liability shall not exceed the amount of the publisher's charge for such advertising. No portion of this publication may be reproduced, in all or in part, without the written permission of the publisher.

From time to time, we make our subscription list available to select companies and organizations whose product or services may interest you. If you do not wish your contact information to be made available, please contact our privacy officer via one of the following methods:

Phone: 1-800-668-2374  
 Fax: 416-442-2200  
 E-mail: jhunter@bizinfogroup.ca

Mail: Privacy Officer, Business Information Group, 80 Valleybrook Drive, Toronto, Ont., M3B 2S9

PUBLICATIONS MAIL AGREEMENT NO. 40069240  
 RETURN UNDELIVERABLE CANADIAN ADDRESSES TO CIRCULATION DEPT. - TRUCK NEWS, 80 VALLEYBROOK DRIVE TORONTO, ON M3B 2S9

# Medical marijuana and trucking

**Editorial Comment**

James Menzies



**Y**ou knew it would happen eventually. Since the federal government okayed the use of medicinal marijuana in 2001, many Canadians have resorted to the treatment to ease the suffering from conditions such as chronic pain. It stands to reason some of those Canadians would be truck drivers.

I spoke to one such truck driver in early May. Patti Satok was seriously injured on the job in 2005, when a 1,500-lb skid fell on top of her. You can read her story on Trucknews.com. But in short, her life since the accident has been extremely difficult.

She said seeking a prescription for medical marijuana was her last resort. She says she's medically and legally disabled, suffering from post-traumatic arthritis, fibromyalgia and is in need of several major surgeries.

Conventional prescriptions caused her physical and mental side-effects, she claims. She even considered suicide.

Satok told me she uses medical marijuana in honey form at night, while off-duty, to ease the pain and allow her to sleep. But the pre-employment drug test she recently failed doesn't discriminate between legal and illegal forms of the drug.

Now the company that offered her the job - and had already put her through orientation - is scram-

bling. Its own policy handbook says the use of prescription drugs is permitted, but illegal drugs, naturally, are not. Satok rightly claims the marijuana she ingests while off-duty is legal.

The American rules on this are less murky.

The US DoT has clearly stated that a failed drug test is a failed drug test - it doesn't matter if it results from smoking doobs on the weekend or ingesting prescribed marijuana for pain relief.

Don't even go near the border with marijuana, medicinal or otherwise. But Satok's job was domestic - no crossing the border required - and aside from the pre-employment drug test, it's unlikely she'd have to pee in a cup again. She already did a stint with a driver services agency and didn't run into the problem there.

One thing's for certain: Many carriers will need to update their policy handbooks to reflect this new reality. But would it even matter?

Satok argues that discrimination against medicinal marijuana users is just that - discrimination, and a violation of her rights as a Canadian. She's not breaking any laws, she contends, as long as the effects of her funny honey sandwiches have worn off before she gets behind the wheel. And she's probably right.



This story emerged just as *Truck West* was going to press, but we'll have follow-up articles online and in print in the weeks ahead.

Some of them will include expert analysis and legal insight. Some will also explore what exactly medical marijuana is and how it differs from the stuff you may - or may not - have experimented with in your college days.

The industry needs to be aware of this issue and to understand its implications. Satok said she's willing to be the face of this issue in the trucking industry. I bet no carrier is quite so eager. **TW**

*James Menzies can be reached by phone at (416) 510-6896 or by e-mail at jmenzies@trucknews.com. You can also follow him on Twitter at Twitter.com/JamesMenzies.*

# Go west and stay west

**W**henever coined the phrase Go West Young Man, turns out to have been rather wise - at least if he was talking about opportunities in the transport industry.

Our research division polls fleet executives every year and the executives from Western Canada have been considerably happier than their counterparts in the rest of the country for the past few years.

It's no different this year with Western Canada fleet executives being the most optimistic in Canada about their company growth opportunities. That's because the fundamentals - volumes and rates, seem to be on a more sound basis than anywhere else.

For example, our Transportation Buying Trends Survey found that 48% of Western Canada motor carriers expect an increase in their freight volumes this year, while 41% expect volumes to remain about the same.

That's a good deal better than what we found Canada-wide - only 40% of fleet managers are expecting volume

**The view with Lou**

Lou Smyrlis



increases in 2014 while the majority (53%) expect volumes to remain the same.

When you consider that Western Canada carriers are basing their forecasts for 2014 off a higher base in 2013 than the rest of the country, the numbers look even more impressive.

What's even more encouraging is that Western Canada shippers are even more optimistic about freight volumes than their service providers with 76% of them forecasting volume increases.

In comparison only 59% of shippers Canada wide are expecting freight volume increases.

When we consider rates Western Canada executives are on par with the rest of the country in terms of their outlook, with a bit more than a third expecting a climate where rate increases will be possible.

The difference is in the size of the

forecasted increases.

While 47% of Western Canada carriers expect to push through increases above 4% only 34% of motor carrier executives Canada wide expect the same. Conversely, while more than a fifth (22%) of motor carrier executives Canada wide acknowledge they will have to be satisfied with rate increases in the 1-2% range for 2014, only 8% of Western Canada carriers think they will have to stick to increases that meagre.

Given the more optimistic outlook on freight volumes and rates, it comes as no surprise that Western Canada carriers are more willing to add to their fleets.

The four Western Canada provinces accounted for 45% of the Class 8 trucks purchased in the Canadian market in the first quarter of this year.

When things are this good, if you've gone West, I say stay West. **TW**

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



\$5500

**\$1500**

# Accelerated Savings.



If you own a 1998-2009 Cummins ISX engine, right now you can save \$500 on a Genuine Cummins ISX overhaul kit and cylinder head, and up to \$1,000 more on additional ISX parts that you purchase, for a total potential savings of \$1,500.\* Plus, with the performance and reliability of every Genuine Cummins part, you'll continue to save money every mile down the road. For details about this ISX overhaul kit incentive program, visit [quickservice.cummins.com](http://quickservice.cummins.com) or call 1-800-DIESELS™ (1-800-343-7357) to find your nearest Cummins distributor or authorized dealer.

\*Offer ends Dec. 31, 2014. Subject to certain rules and restrictions. Void where prohibited by law.



©2014 Cummins Inc., Box 3005, Columbus, IN 47202-3005 U.S.A.



# Orlicks' retro rebrand

Continued from page 1

and he designed our logos, same as for uncle Tom."

Orlicks obviously has a lot of hardware to rebrand, but it'll be done by attrition.

"Rebranding is expensive, obviously, so we want to do it in an orderly fashion," Orlick said. "We have trucks that have life for another year or two, so they will stay white. It's probably a three-year program before you'll see a red pipeline up and down Hwy. 2."

Orlick is partial to the Kenworth brand, and has a picture of a 1973 Orlicks Kenworth in his office.

"It's gorgeous," he said. "It brought back some memories. And of course Kenworth is a quality tractor and we're looking forward to working with that supplier. We think we have the bells and whistles sorted out and we're looking forward to running a really good fleet."

Besides retro-branding the trucks, Orlicks is also going all a-Twitter, thanks to input from some young folks.

"I started mentoring SAIT students," Orlick said, "and they got us looking toward social media, Twitter, Facebook and all that to attract drivers and different staff. We've also

got some new decals we're putting on trailers to attract new people as well."

As for the new, old look, Orlick said "The tribute is to the Orlick family and not just us. There's a lot of them and we're just trying to hold that pride and carry it on to the third generation: our daughters. So it's kind of fun. I was incredibly proud of that fleet and although I wanted my own identity when I started Gene Orlick Transport, it has now come full circle and the red trucks are back to stay. And we hope the new trucks and colours will attract more drivers to our company as well as retain them, a common goal with all carriers."

The retro look kicked off publicly at the beginning of April, with the delivery of six brand new Kenworths. **TW**

## Bess Tank Lines buys Cooney's Farm Services

**CALGARY, Alta.** – Bess Tank Lines has purchased High River, Alta.-based Cooney's Farm Services, significantly growing its chemical hauling capabilities.

Bess Tank Lines, a division of Quebec-based B&B Group, is a family-owned bulk carrier based in Calgary, providing services across Canada and the US. Ben Rouillard, executive vice-president of B&B Group/Bess Tank Lines, told *Truck West* the deal will allow the growing company to expand its chemical hauling business.

Cooney's was founded in 1972 by Dayle Ann and Keith Coonfer. Keith has since passed away and Dayle Ann is now ready to retire. Their son, Doug Coonfer, will remain on as operations manager.

"This strategic acquisition is a perfect fit for Bess Tank Lines whose foundations are built on family values, safety and customer service," Rouillard said. "I would like to welcome the professional staff of Cooney's, including Doug Coonfer, who will remain the operations manager."

Rouillard said Cooney's was a good fit for Bess Tank Lines, because it's a "well-managed and established family-owned chemical hauling business with a solid reputation."

Rouillard also wished Dayle Ann well in her retirement. "Dayle Ann has been a pioneer in the Alberta tank business and a mentor for a lot of us in the industry," he said. Rouillard said Bess Tank Lines is looking to continue to grow and hinted further acquisitions could be in store. **TW**

## FLAT FEE FACTORING

- 95% Cash Advance on invoices
- Same Day Funding
- No Originals Required

also available:

- 50% Cash Advance on loads in transit
- Fuel Cards

**Get PAID ...  
Keep ROLL'N**

Powered by

**RECOURSE**  
**2.99%**  
FOR 90 DAYS

**NON-RECOURSE**  
**3.99%**

**ALL IN**

Ask about our low rate guarantee

Call: **866-531-2615**  
403-476-6938 • 604-629-9216

[FlatFeeFactoring.com](http://FlatFeeFactoring.com)

## A NEW SERVICE FOR PRIVATE AND FOR-HIRE FLEETS... RYDER ON-DEMAND MAINTENANCE

Keeping your fleet on the road shouldn't be complicated. That's why we introduced On-Demand maintenance – the first of its kind in Canada. This flexible solution provides private fleets and for-hire carriers with pay-as-you-go preventive maintenance and repair, when and where it's needed.

With a network of well-equipped shops across the country, trained technicians and consistent processes, we'll help you keep your fleet rolling.

Learn more about On-Demand Maintenance:  
1-866-227-3326  
[www.ryder.com/on-demand-canada](http://www.ryder.com/on-demand-canada)

Ryder and Ryder Logo are registered trademarks of Ryder System, Inc.  
Copyright © 2014 Ryder System, Inc.

# DRIVE THE DIFFERENCE SALES EVENT

Come in and drive the difference with these great offers.  
Only available until July 31, 2014.

## YOUR TRUCK IS WAITING.



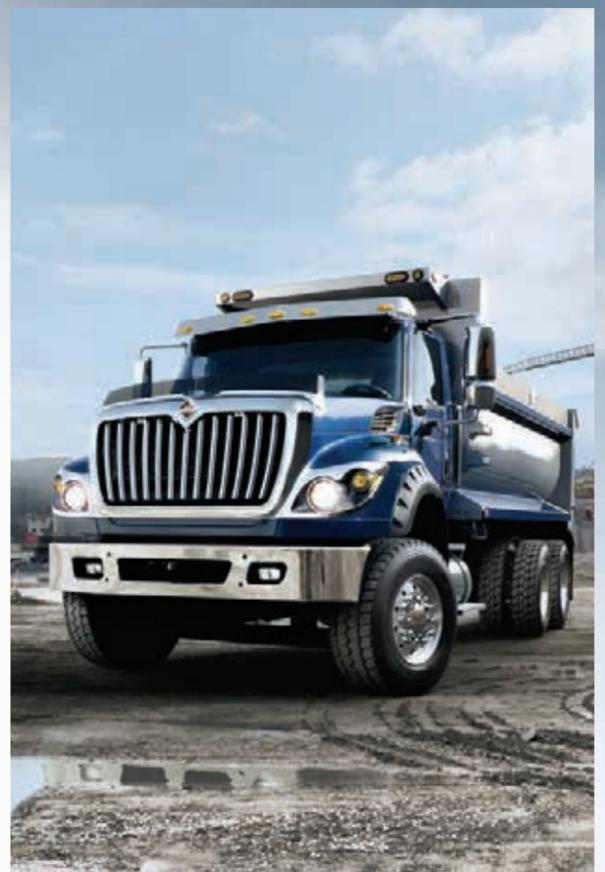
# 1.9%

Financing for 36 months  
or **\$5,000** rebate\*



# 2.9%

Financing for 36 months  
or **\$2,500** rebate\*



# 3.9%

Financing for 36 months  
or **\$3,500** rebate\*

To find a dealer near you visit [CA.InternationalTrucks.com](http://CA.InternationalTrucks.com).

\*Offer valid to qualified retail buyers on select new International® vehicles, on approved credit. Visit a participating International dealer and purchase a qualifying new vehicle to qualify. Financing provided by General Electric Canada Equipment Finance G.P. (GECEF) in Canada. ProStar®/TranStar®/LoneStar®/9900i: 1.90% APR based on \$120,000 CDN maximum loan advance and 36 monthly payments of \$3,431.87 CDN per month. DuraStar®: 2.90% APR based on \$80,000 CDN maximum loan advance and 36 monthly payments of \$2,322.97 CDN per month. WorkStar®/PayStar®: 3.90% APR based on \$160,000 CDN maximum loan advance and 36 monthly payments of \$4,716.72 CDN per month. Interest rates are subject to change. Standard credit criteria apply - not all customers will qualify. Prior purchases do not qualify. Customers must take delivery of vehicle(s) by July 31, 2014. Offer valid only while supplies last. Qualifying vehicles may vary by Dealer. Offer is non-negotiable, non-transferable, not redeemable for cash, and cannot be combined with other purchase offers. Offer open to legal Canadian residents, 18 or older as of the date of purchase, with a valid driver's licence. Employees, officers and directors (including immediate family members and members of the same household) of Navistar Canada, Inc. (Navistar), its subsidiaries, affiliates and International dealers are not eligible to participate. Navistar and/or GECEF reserve the right to terminate, modify, or postpone this offer at any time and for any reason. Other restrictions apply. For more details, please contact your participating International dealer. International®, ProStar®, TranStar®, LoneStar®, DuraStar®, PayStar®, and WorkStar® are registered trademarks of Navistar. Nothing contained herein constitutes tax, accounting, financial, or legal advice by Navistar and/or GECEF to any person. © 2014 Navistar, Inc. All rights reserved. All marks are trademarks of their respective owners.



# Saskatchewan truckers get greater flexibility

**REGINA, Sask.** – Truckers operating in Saskatchewan now have a few more options for where they can go and what they can pull.

The Government of Saskatchewan has approved new regulations that took effect on April 1.

Although they have yet to be officially published in Hansard and made available to the public, *Truck West* has learned there are four major changes.

Tridem-drive trucks can now tow pony trailers. According to the government, this will help minimize the number of trips, drivers and vehicles required to perform tasks such as moving office trailers, RVs and tool cribs.

Semi-trailers with tridem axle groups can operate at 24,000 kg on select highways where the axle spread is 3.0 to 3.6 metres. They will operate on the same routes as B-trains.

This regulation was adopted under the New West Partnership initiative (designed to reduce barriers to trade flow among the western provinces) as British Columbia and Alberta already have this allowance.

The gross vehicle weight for tridem drive B-trains has increased to 61,800 kg from 54,500 kg on secondary weight highways. This change was promoted by the Saskatchewan Association of Rural Municipalities (SARM).

The list of primary weight highways where B-trains can operate at the max-

imum weight of 63,500 kg has been expanded. This is mainly due to construction and bridgework being completed which has created upgraded infrastructure capable of handling the increased weight loads.

“We are pleased to see the government responding to a resolution put forward by our members,” Saskatchewan Association of Rural Municipalities president Dave Marit said. “The increase in weight for tridem drive B-train combinations on secondary weight highways will help get product coming out of rural areas to mar-

ket more efficiently.”

According to the government, these new regulations are expected to be a benefit to the industry as a whole.

“These changes will enable industry to increase efficiency through reduced operating costs and reduced red tape,” Highways and Infrastructure Minister Don McMorris said. “The changes give industry more options for transporting goods depending on the vehicle/trailer combinations and internal dimensions.”

But Sandy Johnson, president of North Star Fleet Solutions, a Calgary-

based vehicle tax and license specialist, says there could be a catch for Alberta-based fleets looking to take advantage of the greater weights.

“To take advantage of these changes, you may need to increase the allowable weight on your prorate cab card for Saskatchewan,” she advises. “This involves submitting a request to the prorate office for a GVW increase. You pay the difference between your current weight and the new weight as well as a prorate administration fee (\$13) plus the registry service charge (\$9.45).” **TW**

## CVSE cracking down on overweight log trucks

**QUESNEL, B.C.** – B.C.’s Commercial Vehicle Safety and Enforcement (CVSE) division is running a pilot project, in which it reviews all loads transported to participating mills in an effort to crack down on overweight loads.

Truckers running overweight will no longer have to be caught red-handed under the program. CVSE will review all the loads delivered and will intervene with the local carrier safety inspector when overload trends are identified, according to a notice from the Central Interior Logging Association (CILA).

Though it’s not yet clear what the follow-ups from CVSE will entail, CILA warned members: “It could lead into costly fines or possible suspensions from hauling. This will be a significant change from CVSE monitoring weights of loads in the past as they will now see first-hand from the reports

ALL weights of loads in a database format. This is public information under the haul billing system.”

The pilot is being conducted in the Quesnel area, but CILA also reports CVSE is considering expanding the program to cover other hauling areas in the province.

“If you are hauling overloads to make competitive rates you need to keep this in mind when negotiating,” CILA advised log haulers. “At the end of the day the licensees and contractors are all going to be accountable for overweights. They will no longer be part of doing business. If you have an accident that results in third-party injuries and it can be proven that you were overweight with a record of hauling overweights the legal ramifications will start at the driver and resonate all the way back to the licensees. The lawyers are just waiting for the first case.” **TW**



# H2Blu™

DIESEL EXHAUST FLUID

We start with pure diesel exhaust fluid and back it up with simple, customized solutions to keep your fleet always running at its best.



**Purity – Solutions – Equipment – Delivery – Support**

- Customized storage and dispensing equipment.
- Hassle-free turnkey monitoring and inventory management.
- Flexible financing options.
- Professional, local support.
- Training and information.

**WE DO IT RIGHT. PURE AND SIMPLE.**  
**H2BLU.CA**

# MTA's Bob Dolyniuk retires

Continued from page 1

Does it feel real?

**Dolyniuk:** It's hard to imagine that it's here but it is. No, it doesn't feel real. You keep thinking I have to remember to do this and I have to remember to do that and then you realize, no I don't have to. We've been in a transition period here with Terry (Shaw) for a couple of years now and as we get closer and closer to the final hour there are all the little things you try to remember to pass on. That's what I'm focused on frankly, to make sure the transition is smooth.

**TW:** Forty three years is an incredibly long career. After so many years, how does one actually decide it is time to retire? Is there a defining moment? How did you come to that decision?

**Dolyniuk:** The 17 years I've spent with the MTA is the first position I've had in my life that I've had for such an extend-

ed period of time. It has been a good experience, which has allowed me to help the MTA grow and become more recognized. But you reach a point where you say to yourself you've done as much as you're going to do and perhaps it's time to turn the reins over to someone younger to carry forward.

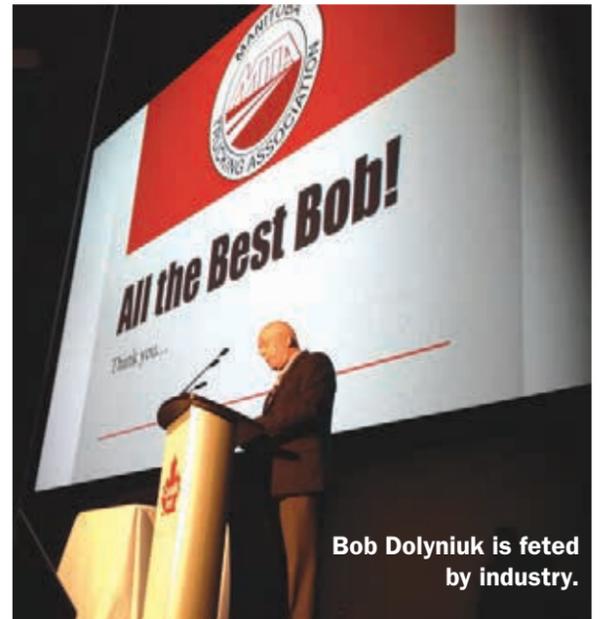
**TW:** There are a lot of leaders in the industry right now who are contemplating exactly what you've been contemplating because they are getting close to retirement. Any advice for them in terms of what to think about in deciding when it's time to move on to the next chapter in their lives?

**Dolyniuk:** Prepare yourself psychologically that the time is going to come, because it is a major change in your life. You have to think what you are going to do after it. You have to have a plan beyond the day that you retire. The one

thing I'm learning is that if you are busy before "retirement," you are going to be busy post retirement, that's a given. I sit on a number of voluntary boards and as soon as people hear you are retiring, everybody assumes you are going to have a whole bunch more time to dedicate to them.

**TW:** On the very first day of your retirement, what will you be doing?

**Dolyniuk:** Not getting up early. I've already told my wife that for the first week don't expect too much from me. I'm basically going to do what I want, if I want, when I want. At least for the first few days and then I have some things to do around the house and the cabin. That's what's going to occupy my time initially and then I want to plan a trip with my



Bob Dolyniuk is feted by industry.

wife when it's appropriate. But eventually I will be involved with local boards and committees. I couldn't see myself not doing that.

**TW:** You are one of the most recognized and respected leaders in our industry. When you look back, what will you miss most?

**Dolyniuk:** The people. Without question. I was talking with someone just yesterday about that. Not just people from the MTA but people from all over our industry. I sat on the board of the Canadian Trucking Alliance for a period of time and I have gotten to know people from Newfoundland to Vancouver from industry and government and they are such great people. That will be the hard part, disengaging from that community.

**TW:** Tell me about your early years in the industry. How did you get your start?

**Dolyniuk:** My introduction to the industry was loading and unloading trailers as a dock worker. I was out of school, I was making minimum wage - 90 cents an hour - working at a sheet metal factory and a friend of mine told me of a neighbour who was looking for some young fellas to load and unload trailers for \$3/hour. That was with Kingsway Transport back in the early 70s. I had a very good career with them right up to 1989, when they were purchased by Federal Industries. I transferred over to Motorways for five years till they were wound down and then Arnold Brothers for a few years and then came to the MTA.

**TW:** How did those early years spent in the industry, and really working from the ground up, shape the kind of leader you became for the MTA?

**Dolyniuk:** As a youth growing up I had the opportunity to be part of the Air Cadet movement, from the age of 12 to 18. They taught me leadership skills, people management skills, effective speaking. There was a gentleman there whom I would consider one of my first mentors and who got me turned on the right track. There were other mentors along the way who worked off my rougher edges and pointed me in the right direction.

**TW:** Of all the things you've been through over the past 43 years of your career, any regrets? Is there anything you won't miss?

**Dolyniuk:** When I was a dock worker I had an opportunity to move into the office. I knew very little about the trucking industry and the general manager told me there were two jobs open - a dispatcher job and a claims clerk job. I had no idea what the responsibilities for either position were.

The only question that came to mind  
Continued on page 12

SAF-HOLLAND Group

**55,000 lbs.**  
Capacity Models

**150,000 lbs.**  
Max. Drawbar Pull

**6 YEAR/  
600,000 miles**  
Performance Guarantee

## The durable cast steel Holland FW35 fifth wheel will always have your back.

Known by fleets as the most proven and versatile fifth wheel in the industry, the durable cast steel FW35 sets the benchmark for reliability. The series includes the FW31 NoLube™, the world's only completely grease-free fifth wheel. And, with the industry's only Performance Guarantee of 6 Years/600,000 miles

- why would you spec anything else?



FW35 with ILS



Visit [www.safholland.cn](http://www.safholland.cn)  
or call 1.519.537.3494

© 2013 SAF-HOLLAND, Inc. All rights reserved.

# CHAMPION



## THE HEART OF A CHAMPION ITS STRENGTH COMES FROM WITHIN

**Maximum payloads mean maximum profits. The Champion CP delivers both in a big way.** Designed to carry more cargo with its full 101" interior, this proven workhorse also excels at protecting payload. With the industry's strongest construction, a snag-free interior and a structurally superior rear frame, the CP delivers optimal performance and a solid return on your investment.



The Champion CP's sidewalls are stronger and stiffer than competing designs, enhancing performance and durability.

Dependable, durable, and designed to deliver all-out cubic capacity. That takes the heart of a Champion.



### *Great Dane*

DRIVE AWAY WITH MORE

*Available with CorroGuard for maximum lifespan.*



Find an approved Great Dane location near you by visiting [www.greatdanetrailers.com](http://www.greatdanetrailers.com), or download our new mobile app for free from the **App Store** or **Google Play**.

[www.greatdanetrailers.com/champion-cp](http://www.greatdanetrailers.com/champion-cp)

Great Dane and the oval are registered trademarks of Great Dane Limited Partnership.



**SafetyDriven™**  
Trucking Safety Council of BC

Quality occupational health & safety support for the trucking industry.

**Occupational Health and Safety Services**

- ✓ Training and Education
- ✓ Tools and Resources
- ✓ Advice and Program Support

**The Certificate of Recognition**

We provide COR to the BC trucking industry.



**TOLL FREE: 1-877-414-8001**

Check out our services and programs at:  
**www.safetydriven.ca**



**Ocean TRAILER**

Western Canada's Trailer Specialist  
Sales | Service | Rentals | Leasing | Parts

In Stock now, Fontaine Revolution trailer.  
Call for full spec's and pricing.



www.oceantrailer.com

**HEAD OFFICE 800.891.8858**

CALGARY 877.720.7171 | EDMONTON 800.810.1019 | WINNIPEG 855.307.5514 | REGINA 866.346.8210



**Dolyniuk made his mark on Manitoba's trucking industry**

Continued from page 10

was which job has the most paperwork? And of course it was the claims clerk job and I told them I don't want to do that one. I guess the one thing I would take off the table is the administrative work but that goes with the job.

TW: What would you say is the achievement you are most proud of?

Dolyniuk: I'm leaving the MTA in a very healthy position, both membership wise and financially. We've got a good staff, an excellent board, and engaged members. Although we are a small organization, I consider the MTA one of the stronger associations in Canada.

TW: That has to be a challenge because one of the things we've seen over the past 20 years is that as companies get leaner, everyone is working longer hours and it becomes difficult to find the time to devote to associations. How do you keep an association vibrant under such circumstances?

Dolyniuk: Unlike other associations, we do not rely a lot on committees. You're right; people don't have a lot of time for meetings. That's something we realized years ago so what we try to do is focus on the issues of importance to our members and deal with those issues.

We have mechanisms in place when we require feedback from our members that don't require them to come in for meetings. When I first started here we used to have a board meeting every month. We now have one every two or three months. What we've tried to do is take as much of the grunt work away from the members and take it on ourselves and then present it to the members for their signoff.

TW: Aside from people working much longer hours, what else would you say has changed in the industry over the time you've been in it?

Dolyniuk: The RTAC standards was one of the biggest things we dealt with. It was a major step forward in my estimation for the industry. And, of course, deregulation. There were many companies that benefitted from it and some who saw their demise as a result of it. Those were the two major issues which basically changed the industry into what it is today.

TW: The generation of folks who shaped the industry are either close to retirement or, like you, actually retiring. There is also a new generation of folks coming up through the ranks into executive level positions. What would your advice be to the industry's future leaders?

Dolyniuk: It would be no different than what I've shared with the staff here. If you want to figure out where you are going, you have to understand where you've come from. You've got to know your corporate history, the background to the issues you're dealing with. From that you should be able to set your sights on where you want to go.

TW: Any last words?

Dolyniuk: I would truly like to thank all the people I've worked with during my career and what they've done to help me become who I am today. TW

# 24/7



**“GOODYEAR FLEET HQ GETS OUR TRUCKS ROLLING IN 2 HOURS, 16 MINUTES!”**

STEVE GRAHAM – SCHNEIDER NATIONAL

From call time to roll time, Goodyear’s 24/7 emergency roadside service is dedicated to getting you back on the road in as little as two hours. And that’s just the beginning of how Goodyear® can help improve your fleet’s profitability. When you sign up at no cost for Goodyear’s Fleet HQ program, you also benefit from a national network of more than 2,200 dealers, tire tracking & reporting, national pricing program and more.

To learn more, call 1-866-Fleet-HQ or go to [goodyeartrucktires.com](http://goodyeartrucktires.com).

**GOODYEAR**  
MORE DRIVEN.

## Alberta on right track, Drysdale assures AMTA members

Continued from page 1

brought back up to snuff, the province also needs to make investments in building up its core infrastructure and claimed that Budget 2014 outlines a clear roadmap of how the P.C. government is planning to do that. He promised that the province will invest \$9.7 billion into transportation projects and programs over the next three years, a 30% - or \$2.2 billion - increase over 2013's provincial budget.

He said that figure includes \$5 billion in highway network projects, \$3.1 billion in operational expenses - including spending for highway and bridge maintenance and preservation - and another billion and a half loonies in other support "that includes building roads and bridges, and investing in rehab of existing in-

frastructure as we prepare for continued growth."

That growth, according to the Minister, means there are some 100,000 new Albertans - a figure Drysdale said equals a city the size of Red Deer - each year. "Of course with such rapid growth comes a few challenges," he said, noting that these new Wild Rosers don't bring the roads, bridges, schools and hospitals they need with them, so "that means investments (are required) on our part to support both the current and future growth" and said a total of 228 kilometres of new roads will be built across the province, as well as thousands of kilometres more in upgrades and repairs.

"Over the next three years we will invest \$735 million in highway rehabilitation, an increase of \$284 mil-

lion from 2013's capital plan," he said.

Some of the projects he outlined specifically included the long-awaited twinning of Highway 63 to Fort McMurray, which he said would be finished by 2016. "This will include three more rest areas along the highway as well as three staging areas for larger trucks," he said. "These areas are critical in reducing driver fatigue and improving motorist safety along Highway 63." He also noted significant progress on the Calgary and Edmonton ring roads. "We completed nearly 90% of the \$4.2 billion Edmonton ring road," he said, "and the final 27 kilometres in the Northeast are scheduled to open in 2016 as well" and noted that the Southeast segment of Calgary's ring road, opened in 2013, created 70 kilometres of free flow traffic around the city and

brought the project to within 30% of completion. "And with our historic agreement with the Tsuu T'ina nation last November," he added, "we are now in the planning stages for the final leg to finish this project."

Drysdale also reported that work continues on the last 20 kilometres of Highway 43 west of Valleyview in northwest Alberta, part of the twinning of the north-south corridor. "Weather permitting, this \$1 billion investment will be completed this year, fulfilling our goal of having more than 1000 kilometres of free flow traffic as part of the north-south trade corridor," he said. He also noted that the paving of Highway 88 from Slave Lake to the High Level area is nearly complete as well, "providing industry a second northern route to northwestern Alberta."

Changes are also happening in the south. "Last December, on a really cold morning, I helped open the new \$19 million westbound TransCanada bridge over the South Saskatchewan River in Medicine Hat," Drysdale said, adding that work also continues on a \$23 million interchange at the TransCanada Highway in Medicine Hat, which he said is slated for completion this coming fall.

He also promised that dozens of bridges will undergo replacement or rehab, depending on their condition. "With a provincial highway network as vast as Alberta's, our list of rehab projects is never-ending," he said, "but timely rehabilitation reduces the need for expensive reconstruction in the future."

Perhaps in another nod to past cut-backs, the Minister said he hasn't been happy with the winter maintenance of roads over the last couple of years, and that it seems to be getting worse. "I've been working with my department to really put more pressure on these contractors to do a better job and I'm really starting to push some of our guys to hold these guys to the fire and make sure they improve their performance," he said. "Hopefully we'll see a difference next winter." He noted that his people monitor contractors' work regularly, "to ensure our expectations are being met and when they aren't we levy demerit points and financial penalties."

The Minister also highlighted Alberta's work with the other western provinces to ensure that weights, dimensions and permit conditions - which includes training for drivers - are consistent. "We have already signed Turnpike Double MOU for units which comply with legal weights," he said, "and we're continuing to work on harmonizing other configurations and are in the stages of finalizing our MOU on Rocky Mountain Doubles."

Drysdale also noted the province has been soliciting public and industry input for a 50-year transportation strategy for Alberta, and that the listening process continues.

"Draft strategies are on our website and we want to get even more feedback from all of our stakeholders and the public," he said and he encouraged AMTA members to share their suggestions. "This is what is shaping our transportation network to meet the needs of our children and our children's children and beyond," he said. **TW**

**ErgoBar™**  
A NEW ANGLE  
ON THE WINCH BAR

**THE SOLUTION YOU'VE  
BEEN WAITING FOR!**



**The Ergo 360 Bar is simply a better alternative to standard winch bars.**

- Easily rotated to almost any angle
- Offset design eliminates need to use bar at extreme upward or downward angles
- Reduces risk of slipping
- Standard mushroom tip keeps bar securely in winch cap
- Can be rotated 360 degrees
- Steadier Balance
- Overall Better

Available in standard and box end combination styles.

**ANCRA X-TREME**  
**ANCRA X-TREME Winch Strap Assemblies**



**ANCRA X-TREME** webbing offers greater performance, durability, strength and abrasion resistance. Through a special weave construction and coating process greater retained strength was realized after abrasion tests (80% as opposed to 40% for standard webbing). The coating is durable and permanent and reduces water absorption and freezing. **ANCRA X-TREME** is available in popular winch and ratchet strap models. Winch and ratchet straps meet or exceed WSTDA T-4 standards. Custom lengths and end hardware quoted upon request.

**ANCRA  
CANADA**

520 Beards Lane, Unit 1 Woodstock, Ont. N4S 7W3 • 1-866-962-0055 ext. 211 • AncraCanada@ancra.com • www.ancra.com

©2012 Ancra International, LLC • All Rights Reserved



**Knowing you're protected when carrying a load – of a precious nature – delivers confidence in your every move.** Turn to Husky Energy for Chevron Delo® heavy-duty motor oils to maximize the protection and performance of your investment.



**Delo®**



**Let's go further.™**

Chevron Lubricants are available from Husky Energy at all Bulk Plants, Cardlocks, Husky Travel Centres and Retail Locations in Western Canada and Ontario. For a location nearest you, call 1-800-592-8838.

Husky Energy also features two Full Service Truck Lubrication Bays conveniently located at Shawson Drive & Dixie Road and Courtneypark Drive & Kennedy Road, Mississauga, Ontario.



**We feature  
Chevron  
Lubricants**





**PROVEN HERE.**



**HERE.**



**AND HERE.**



BFGoodrich® tires have conquered Baja races, rock walls and race tracks around the world. We're also proud of helping truckers take control on highways every day. Our new BFGoodrich® DR454™ line haul drive tire is SmartWay®-verified, optimized for fuel efficiency and delivers long, even wear. So you know this is a tire you can trust for miles and miles.

Visit [BFGoodrichTruckTires.com](http://BFGoodrichTruckTires.com).

# More port problems

Continued from page 16  
lutely shameful.”

Louise Yako, president and CEO of the B.C. Trucking Association (BCTA) said the organization doesn't have an official position on the lawsuit, but understands how it resulted.

“Whenever you have this kind of situation that is resolved by parties who are not actual participants, it's very difficult to come to a satisfactory ending. To the extent these trucking companies want to make known their dissatisfaction, this is a method they have chosen,” she said.

“In this case, there is no roadmap. That's the difficulty of the situation. There are questions about jurisdiction and there are multiple stakeholders. It's not clear who really should be participating.

“The initial dissatisfaction that was expressed by the drivers was all based around wait-times and turn-times at the terminals, and there is no direct relationship between the owner/operators and the terminals. There is no direct relationship between the trucking companies who contract the owner/operators and the terminals. That's what makes this whole situation so difficult. There is a great deal of empathy for the drivers' situation – nobody thinks it's fair that they be sitting around waiting – and the way in which they are compensated doesn't address that wait-time issue for the

most part. Although, there are some trucking companies that recognize that and have set up compensation terms to address that, but no one talks to those trucking companies, because they don't have a problem with their owner/operators.”

She said that although the port experienced a strike in 2005 – a strike which also caused the federal government to become involved – this year's labour unrest is different because it affected more than just the truckers.

“There is a greater recognition of what is at stake and there is more at stake this time because export volumes have grown considerably since 2005, and they are projected to continue to grow. The federal government, the provincial governments and private industry have invested a great deal of money in improving the infrastructure to facilitate the movement of cargo,” Yako said.

Yako said the industry needs to work together to ensure the “spirit of the Action Plan” is met, and that “not all of the negative consequences of growth fall onto one group. We need to figure out a way to grow more gracefully than we have been.”

The odds, however, of that happening are fairly remote.

Not only is the lawsuit by the truckers progressing, Unifor's McGarrigle said there has been another one launched as well. **TW**

# Port's GPS program gets boost

By Carolyn Gruske

VANCOUVER, B.C. – Port Metro Vancouver is expanding its GPS program.

A total of \$1.71 million has been committed by the port and the federal and provincial governments in order to outfit the remaining 50% of the container truck fleet with the geotracking technology. Originally, GPS transponders were placed in about half of the fleet qualified to operate under Port Metro Vancouver's Truck Licensing System (TLS) between 2012 and 2013 as part of the port's Smart Fleet Trucking Strategy.

The move to finish the GPS installation is a result of the efforts to implement the Joint Action Plan that was developed by the federal and provincial governments to end the labour unrest at the port earlier this year. By having a better understanding of the location of all of the container truck fleet, the port hopes to reduce congestion and wait-times. According to a statement issued on behalf of the port and the two levels of government, the GPS-generated data “is also essential for the full implementation of the Joint Action Plan, including for elements such as a common reservation system, and for determining wait time fees.”

Transport Canada is contributing the majority of the funding, by providing \$855,000. Port Metro Vancouver's share is \$595,000, and the B.C. Ministry of Transportation and Infrastructure is responsible for \$260,000. Once the sys-

tem is fully in place, Port Metro Vancouver will be the only port in North America to have GPS-monitoring for its entire truck fleet.

The program schedule calls for all of the eligible trucks to be outfitted with the technology by July.

Along with progress on GPS deployment, Port Metro Vancouver has released an update on the other steps taken in support of the Joint Action Plan.

To date, the steering committee developed to oversee the plan has met five times. Members of the committee include representatives from Transport Canada, the B.C. Ministry of Transportation, Port Metro Vancouver, the marine terminals, the United Truckers Association, Unifor and the Teamsters.

In addition the port has been holding consultation meetings with parties interested in the future of the Truck Licensing System.

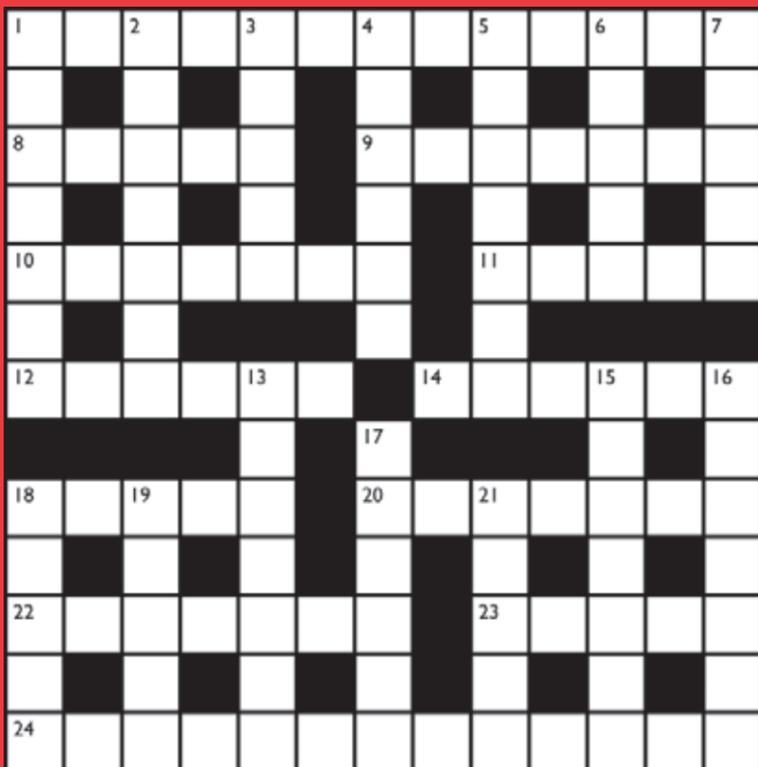
So far 12 discussions have taken place and representatives from shippers, carriers and trucking companies have all submitted proposals about how they would like to see the TLS evolve. Mediator Vincent Ready is scheduled to begin reviewing all of the work done on the plan beginning in mid-May, and he is expected to produce his findings by mid-June.

Outside of talks, the port has also created a staffed call centre to respond directly to questions from drivers and trucking companies about licensing and permit requirements. **TW**

## THIS MONTH'S CROSSWORD PUZZLE

TW-182 June 2014 © M. Jackson

Answers on page 40



### Across

- 1 Protective devices behind cabs (8,5)
- 8 Engine-power booster, briefly
- 9 Cabbie's common query (5,2)
- 10 International Class 8 tractor
- 11 Drivetrain-components brand
- 12 CB radio, slangily (3,3)
- 14 Prince Edward or Cape Breton
- 18 Lidar's speed-detection beam
- 20 Retread a tire
- 22 "Bud the Spud" singer Tom
- 23 Restaurateur in Arlo Guthrie song
- 24 Drivers' monthly obligations, perhaps (5,8)

### Down

- 1 Wi-Fi truck stop (3,4)
- 2 Cab-top noisemaker (3,4)
- 3 Anti-litter \_\_\_\_-a-Highway program
- 4 Highway-lodgings chain, \_\_\_\_ Johnson
- 5 Frozen-fries trailers
- 6 Highway hill's top
- 7 Greasy \_\_\_\_, slangy diner
- 13 Gladhands-connected line (3,4)
- 15 Highest-bidder truck sale
- 16 Mack motors
- 17 Prescott, ON-based carrier
- 18 Cartage company's delivery range
- 19 December 24th teamster, briefly
- 21 Post-crash insurance action

Try it online at [www.trucknews.com](http://www.trucknews.com)

## Driving for Excellence



**We Are Owner Operator Driven.  
Come and Grow with Us!**

### Our Offer:

- Excellent pay package
- Attractive benefits
- Great mileage
- Direct deposit
- Subsidized fuel
- Fuel cards
- Paid pick-up & delivery

### Our Requirements:

- Canada & USA teams
- USA singles
- LCV teams and singles
- Dedicated switches
- Qualified and professional Owner Operators
- Minimum two years of verifiable experience
- Clean abstract/CVOR
- Clean criminal search



1-855-872-7602  
recruiting@dayandrossinc.ca  
[www.dayross.ca](http://www.dayross.ca)

Day & Ross is an equal opportunity employer.



# ONE DRIVE WILL AUTOMATICALLY SHIFT YOUR THINKING.



**mDRIVE™**



Pulling a full load between two white lines can be exhausting—unless the truck does most of the work. Introducing the revolutionary Mack® *mDRIVE™*—the impeccably smooth-shifting automated transmission that makes hauling a big load easier, safer, and more fuel-efficient. Handle any situation with confidence, even the unexpected. And never think about switching gears again.

Experience the *mDRIVE* at your local Mack dealer.

[MackTrucks.com](http://MackTrucks.com)

# Second AMTA safety conference expands on successful beginning

By Jim Bray

**RED DEER, Alta.** – An unfortunate but not-surprising blast of global warming tried to throw a monkey wrench into the Alberta Motor Transport Association's second annual Safety Conference in Red Deer on April 17, but in the end Mother Nature's tantrum did little more than delay the start by a few minutes.

That was good news for the attendees, who came from as far away as Lethbridge and Medicine Hat to sample topics from collision mitigation systems and sleep apnea to social media and e-learning. All was leavened with networking time between sessions as well as a presentation by Road Knight Ted Beals and displays by Commercial Vehicle Enforcement, Workers' Compensation, Partners In Compliance, the Western Canadian Pilot Car Association, the Office of Traffic Safety, and CN and CP police.

Robert Greer of Bendix led the presenters, outlining the Wingman collision mitigation system, basically industrial-strength versions of technologies that are becoming common on passenger vehicles. The "Lexus" version of Wingman includes a full package of adaptive cruise control, collision mitigation (such as stationary object alerts, which holler a warning if a metallic object – a stalled car, for example – is blocking the lane ahead) as well as the company's ESP stability aid. Greer noted the equipment can help in collisions, rollovers, and other loss-of-control situations, and can also provide a data trail to keep you in your own loop regarding what's happening on the road, transmitting stuff like following distance information, alerts given, and more – information Bendix says can help you "assess and update your driver training needs and support fleet operations."

It can even record videos you can use in litigation. Greer noted a case in which a car's driver claimed a rear-end collision was the trucker's fault, but the truck's on-board video showed clearly that the opposite was true. He said it saved the trucking company more than \$40,000 it would otherwise have paid.

Greer not only showcased the technology itself, but had advice for drivers of equipment with the systems installed: don't use it to replace your due diligence as a professional driver.

The day then took a bit of a turn away from things safety-related, with a couple of topics that could help trucking companies advance their businesses. The first, presented by marketing strategists Joe Whitbread and Jo Phillips, looked at social media and how to exploit it without alienating people or having it become a "time pit" where your people spew Tweets all day but don't get anything else done.

Whitbread and Phillips' presentation, 'Marketing Perception & Social Strategy,' looked at issues such as internal versus external marketing and how a company's message is perceived – saying companies should take care of the little things such as spelling mistakes and the like, which they said can cause the public to judge you badly.

"We all judge," they said. As for social media itself, "you own your message," Whitbread said in describing

how it works, "but so does everyone else." Their advice was to "play an active role in your social media messaging. Don't just set it up and then not use it," they said, noting that social media is an extension of your brand. And while organizations often put their youngest, most social media-savvy person in charge, "make sure it's someone passionate, who knows your brand well," they said, "and check in to make sure the info is positive." In other words, use it, don't abuse or ignore it. "If you don't think it's effective, you're wrong," they said.

The next segment saw Alexis MacMillan and Greg Kureluk of Yardstick Software present on "creating engaging e-learning."

The pair outlined some tips and warned of pitfalls to avoid, one tip being to use the "ADDIE" model – Analyze,

Design, Develop, Implement, Evaluate – to come up with compelling course offerings. As for the actual course development, their advice was to make it useful and practical, use real visuals and – because everyone knows a spoonful of sugar helps the medicine go down – make learning a game as you impart the info you want soaked up. And use "story" scenarios to make your subject easier to identify with for the learner while eliminating barriers to accessing the material. "If you make learners mad before they even sign up for something, you've lost them," said MacMillan.

After a networking lunch, Trimac's Ted Beals made a quick presentation outlining how the AMTA Road Knights promote safe road between cars and trucks and talk about careers in the industry as a way to help ensure a new generation of blood.

"We need to attract more people," he said, noting also that "the road would be a lot safer if more motorists knew about road sharing."

He mentioned how the Road Knights visit driving schools, business and social clubs, and car clubs, saying "I have attended and given talks at job fairs, career days, given people advice on starting carriers in the trucking industry." He noted with pride that "the vast majority of truckers are decent, hard working guys" and threw down a gauntlet for a next generation of Knights by telling them how to throw their hats into the ring.

Event host and AMTA past president Dan Duckering praised Beals and his associates, saying it takes a lot of courage for anyone, let alone someone who's had a completely different type of career for more than 30 years, to get

**"Our mileage was 75% to the United States in 2008. Then Wall Street collapsed."**

**Donnie Fillmore Jr., President, Atlantic Pacific Transport Ltd., Clairville, New Brunswick**

"We used to haul a lot of construction materials to the States," says Mr. Fillmore. "We had one customer who went from shipping 8 to 12 loads a day to three loads in three years."

Nobody knows trucking and logistics, or appreciates the unique challenges facing transportation

companies, more than we do at *Northbridge Insurance*®\*.

With over 60 years of



experience in the transportation industry, quite simply, we get trucking. With a culture of

customer service, we understand that market forces can have a tremendous influence on your business, suddenly putting your insurance premiums at odds with your revenue.

"Because *Northbridge* are trucking specialists, they got it when

my business changed dramatically," says Mr. Fillmore.

Most insurance companies

\*Policies are underwritten by Northbridge Commercial Insurance Corporation. ®Registered trademark of Northbridge Financial Corporation ("Northbridge"). Used under license from Northbridge.

up and speak in public like they do, and he thanked Beals and the Knights for what they do. He then introduced George Handley, a Calgary-based respiratory therapist who works in areas such as the emergency room, intensive care and traumatic brain injury research and has more than a nodding acquaintance with sleep therapy. His Healthy Heart Sleep Company tests and treats people for obstructive sleep apnea (OSA).

"It's about more than just sleep," was his message. He described the condition as the closure or partial closure of the upper airway resulting in fragmented sleep, which may lead to excessive daytime sleepiness, loud snoring, intellectual deterioration, nocturnal choking and coughing and he outlined risk factors such as obesity, increasing age, family history, anatomic abnormalities, small airway, alcohol or sedative use, smoking, or simply being male. He said that proven benefits

to treatment include improved blood pressure and decreased risk of heart attack, potential help with diabetes

**"The biggest problem is complacency."**

**Paul Gregg, Grimshaw Trucking**

and weight gain.

Handley said OSA in the workforce can lead to greater absenteeism and lower productivity, and noted that untreated patients visit doctors and emergency rooms more often.

He estimated that 4-12% of the public suffers from the problem, includ-

ing an estimated 24-60% of commercial drivers. Successfully treating OSA cases can reduce the risk of crash significantly, he said, and treatment can have a positive effect after as little as one night, though it usually takes longer - and there's also the potential for backsliding when treatment ends.

Handley recommended that companies test and treat their drivers, citing a large American company he said decreased its healthcare costs by nearly 48% and accident rates by 73% while its driver retention record more than doubled.

Paul Gregg, Grimshaw Trucking's director of safety, training and loss prevention, wrapped up the presentations with an entertaining look at the

problem of "keeping critters out of your grille," which basically means "how not to mow down moose," though of course moose is only one species truckers can run into on the roads. Gregg said it's important to understand why animals hang around highways, and cited factors such as road salt, various rutting seasons and the fact that hunters can't hunt along highways (which encourages critters to hang around there). Juvenile animals are also a problem because of their inexperience.

"They don't know any better," Gregg said, noting that Grimshaw was having up to a dozen hits a year, each costing the company about \$50,000, but since it basically took the bull moose by the horn back in 2008 they've had only two "and both had extenuating circumstances."

Animals perceive things and react differently than humans, Gregg said, and when they hear the sound of a truck coming it sounds to them like it's farther away than it is. What Grimshaw did was to add a device to the bumper, wired into the cab, that projects sound in front so the animal thinks the truck is actually closer than it is - a ventriloquist's trick Gregg said encourages the animal to make itself scarce. They tested the system - called the Hornet - with their drivers, got feedback and learned that "in most cases they work." They don't work in the parks, though. Gregg speculated it could be because animals there are accustomed to humans and noises.

"Fortunately, speed limits are low enough that it isn't as big a problem," he added, noting that while such gadgets work well on moose, deer and elk, they do bupkis against buffalo.

Gregg also noted that thermal imaging units are becoming available that display a night vision-type picture on an in-cab monitor.

"You can see unbelievably," he said, claiming that in the dead of night you can easily see three to four times the distance as usual, "and when something live comes out it's amazing how it shows up."

Thermal imaging units can range in price between \$3,500-\$4,000 - compared to \$350 or so for the sonic devices - but Gregg said it's a cheap investment compared to a hit. As for getting drivers to use such systems, "the biggest problem is complacency," he said, noting that Grimshaw runs programs, does hazard alerts, safety meetings, etc.

Doug McFayden, AMTA's manager, injury reduction and training, was pleased with how the conference went and said the AMTA was happy with the attendance.

"The room was set for 100 originally but we weren't expecting the weather and there were some good people that didn't show up. But to hit 85, that's a good number."

He said reaction from the crowd was positive, and that the increased networking opportunities proved popular. "We knew we wanted longer breaks," he said, noting it had been requested by attendees of last year's event. "We also knew that people liked the trade show portion and in this case the committee decided to bring in more enforcement-type people for the networking, because that's the type of people they don't see on a day-to-day basis."

The next step is to pore over the response cards to fine tune next year's event - or events, as it may turn out. **TW**

aren't interested in re-evaluating your insurance contract in the middle of a term. They insist on reconciling at the end of the year, after your premiums have been paid in full—which, for some trucking companies, is too late. At *Northbridge*®, our flexible approach means that we're open to making adjustments if your business needs change significantly throughout the year.

"*Northbridge* are great people," says Mr. Fillmore.

"Everyone who touches my file understands the trucking business. They proactively probe to see how my business is changing and offer up solutions."

At *Northbridge*, we take the time to understand your business, whether you're a "meat and potatoes" operator or a 1,000 truck fleet.

"I have the potential to go to market every year for price,"

says Mr. Fillmore. "I don't because I get the best value from *Northbridge*."

Talk to your insurance broker. Learn how *Northbridge Insurance* empowers you with tools and resources so you can focus on what's important—your customers and your profits.

"Working with *Northbridge* is more like a partnership," says Mr. Fillmore. "They're very helpful and they're always there for us."

 **Northbridge**  
Insurance

[nbins.com/trucking](http://nbins.com/trucking)

Domnie Fillmore Jr.

# Get this show ON THE ROAD

## Truckers, fleets and the teams behind them make live events a reality

By John G. Smith



The moving production of The Lion King is now on its way to Toronto's Princess of Wales Theatre.  
Photo courtesy of Clark Transfer

Joey Kveragas knows what it means to get a show on the road. The owner-operator has supported touring performers since the 1970s, hauling all types of scenery, lights and costumes for concerts and Broadway musicals. It was work for Clark Transfer that led him to the role of moving productions such as *Annie*, *Cats*, and *Phantom of the Opera*, as well as tours by bands such as the Grateful Dead. “We’re in and out of Toronto quite a bit,” he says, referring to his trailer stuffed with lights and costumes for *The Lion King*, soon to be performed at the Princess of Wales Theatre.

But he likely won’t see any of the actors and costumes transformed into a show. Kveragas has actually seen very few live performances over his decades-long career, despite playing a key role in bringing them to life. Most of his loads arrive before a set is assembled; he returns after the audience heads home.

There are still favourite venues. The North York Centre for the Performing Arts in northern Toronto is near the top of the list. His opinion is simply formed by factors such as highway access and the layout of loading docks. “A lot of the theatres are in older parts of towns, and the streets are tighter,” Kveragas explains. “A lot of them have upgraded and not necessarily made it easier for the trucks to get in.”

Tight spaces are not the only challenges for the truckers who move live shows from town to town. While their observations about tight schedules and bad weather will sound familiar to every professional driver, there is little time to spare with this cargo.

The shows must always go on.

### Time is critical

“I consider this to be specialized freight because it’s very time-critical,” says Ron Moore, who joined Clark Transfer in 1983. “We operate 110% by the clock. We cannot be late. Our lives are totally planned.”

“This is the most time-critical freight you will ever pull,” agrees fellow owner-operator Gary Graff, who began working with Clark Transfer after transporting Disney’s ice shows. “It’s critical to a whole bunch of people’s livelihoods.”

It seems appropriate that fleet president Norma Molitch-Deull can quote William Shakespeare when describing the secret to this type of work. “Better three hours too soon than a minute too late,” she says, echoing words of the famed Bard.

Molitch-Deull actually credits her father, Louis “Whitey” Molitch, for the idea of using trucks to move traveling production companies between different cities. “Nobody in the trucking industry would be doing what they’re

doing – moving sets, lights, electrical, all of that stuff – anywhere in the United States, across state lines, if my father hadn’t invented the industry,” she insists. Productions traditionally limited themselves to moving by rail from one community to the next. When working for Clark Transfer, her father secured a licence in 1949 to move a production of *Mister Roberts*. It was the beginning of their family business at the very least.

There have been plenty of shows since then. The fleet that Molitch eventually purchased has supported tours for bands including The Who and The Rolling Stones; a Metropolitan Opera performance of *Norma* with Sir Rudolf Bing; and some of the largest Broadway productions in history.

The drivers who are made for this business all share one thing in common, she says. “You get people who are hard-wired to be on time.” Closed roads? No excuse. “Without these drivers these shows don’t go on.”

Of course, these projects involve more than truckers alone. Moving a live production involves a long list of freight specialists from brokers to tour managers. Every load needs to be tightly coordinated to ensure everything arrives in the right sequence.

“There’s no leeway in this,” says Steven Piper, president of the Entertainment Transportation Network. Trucks often need to arrive as soon as 90 minutes after a final curtain call. “The larger the show, the more complex the setup, the larger the crew required to do everything.”

And there are no patterns to this business; no pre-defined lanes that will be repeated time and again. Today, Moore is moving every piece of scenery and lighting used in a Washington Ballet production of *Peter Pan*. At other times he is part of a larger team.

“You always have a backup plan,” adds Justin Carbone, vice-president of Sound Moves, a freight-forwarder which has supported shows for Shakira, Madonna and U2. The plans can certainly be complex given the nature of these moves. When U2 was running its 360 Tour, complete with a 51-metre-high stage known as the “claw”, it required 252 intermodal containers.

Not everything is bigger. Molitch-

Deull observes that traveling musicals are smaller than they once were. Back in the 1990s, when Canadian theatrical producer Garth Drabinsky was creating shows, performances like *Phantom of the Opera* needed 30 trailers. *Miss Saigon*, another of his musicals, had scenery including a full-size helicopter. But in the past five years, Molitch-Deull has seen the number of trailers per production dwindle. *Phantom* performances now move in 18 trailers. The size of an assigned fleet can even shrink during a tour, as a performance runs its course.

Graff notes that the loading and unloading process is more sophisticated than ever. Each piece of cargo is assigned to a specific trailer and the spaces inside are mapped electronically. He has moved a traveling version of *Wicked-Munchkinland* every three weeks for five years. Every piece of the set has always been loaded the same way, so it will arrive in just the right order.

“Shipping is moving stuff from Point A to Point B in its simplest form,” Carbone says. “Shipping for a live event is more project management.”

### The weather

Few factors challenge this role more than the weather. “Mother Nature,” says Moore, “sometimes doesn’t consider what we’re doing.”

Kveragas has driven through Oklahoma City in the wake of devastating tornados, and traveled eerily quiet Los Angeles streets after an earthquake. He was part of one crew which helped to load equipment onto a stage in Roanoke, VA when stage hands were still fogged in a Pittsburgh, PA airport.

Molitch-Deull recalls the time Clark Transfer had to send in a helicopter to lift a trailer that had rolled in a snow storm, on the way to support a production of *Wild Cats* with Lucille Ball. “Every single time a wheel turns, unexpected things happen – snow storms, fire ants, fire, hurricanes, floods, we’ve dealt with it all,” she says.

Despite the long hours and tight timelines, Kveragas suggests this work is ideal for a professional trucker. He certainly prefers it over general freight.

Moore remembers days when he hauled general freight, and how warehouse teams greeted him with complaints about arriving too early.



“It used to be, ‘What are you doing here today?’” he says. Now it’s different. “We are wanted everywhere we go.”

**Bus stops**

Of course, professional drivers need to move more than the equipment alone. Ron “Bear” Jones has been at the wheel of a tour bus since the 1970s, when he supported a traveling show for a gospel act known as the Hemphills. The patriarch of that family had bought their first bus from a group known as the Blackwood Brothers, and then began to lease it to other acts.

The idea of a converted bus with sleeping quarters was a novel idea at the time, but it served a purpose. The Hemphills performed in famed venues such as Toronto’s Massey Hall, but also in smaller venues such as high school auditoriums. The bus was their home on the road.

The first band Jones drove other than the Hemphills was Boston, and he admits that he wasn’t too familiar with their music at the time. “I grew up in gospel,” he says, taking a brief break while preparing to bring the Backstreet Boys to Moncton, NB. But Boston had a show to perform. That’s all he needed to know.

The number of Hemphill buses began to grow, and so did the client list. The fleet was soon supporting acts such as Wings, Linda Ronstadt and The Who. There were as many as eight buses at one time. When there were two 65 Eagles left, the family’s father sold the leasing business to his sons Trent and Joey.

And they knew first-hand how important the buses were to traveling shows. “We were our own crew, and set up our own sound, so we would do the load in, and we would perform, and load out and sometimes drive the bus,” Trent says of the Hemphills’ days on the road. “We had a unique perspective of what our clients go through.”

Clark Transfer has supported shows since 1949, including Capitol Concert Memorial Day events in 2005 (top) and Mamma Mia! (middle right).  
Photo courtesy of Clark Transfer

Owner-operator Gary Graff (middle left) has moved a traveling version of Wicked-Munchkinland every three weeks for five years.  
Photo by Tina Thomason

Joey Kveragas (bottom) has travelled through the aftermath of everything from tornados to an earthquake along the way.  
Photo courtesy of Clark Transfer

Joining the family group at the age of 12, Joey estimates that he covered 2 million miles in his 20 years on the road. “The road is hard no matter what,” he says. “You’re leaving family. You’re leaving home.”

When their business began, a big tour might include a pair of buses. Even the Commodores only had three. Today, Hemphill Brothers Coach Company includes more than 90 customized coaches, with as many as 18 or 19 supporting a tour like Lady Gaga’s at any given time.

Hemphill’s drivers refer to challenges which echo those mentioned by

drivers who move the equipment. “No two venues are the same,” Trent says.

And there is always the weather. The most difficult day in Jones’ career came in 1990 when his bus carrying Gloria Estefan came upon a jackknifed truck on a snow-covered highway. Another truck slammed into them from behind. Estefan herself was nearly paralyzed in the wreck.

He eventually returned to work behind the wheel, but it wasn’t easy. “I was worried that people wouldn’t want to ride with me,” he admits. Jones was wrong. Members of KISS, who had hired him for the first trip

after the collision, offered some important moral support when he approached the site of the collision for the first time. “They all sat around me,” he says of the band. “There’s some beautiful people in the business.”

Over the years, he can now say he has supported tours for people and groups such as Janet Jackson, Aerosmith, Peter Frampton, Lynyrd Skynyrd and Oprah. “You become part of their lives,” Jones says of the lengthy tour schedules. “It doesn’t matter to me that they’re big stars ... you become friends.”

Shell Rotella® Celebrates Canada’s **HARDWORKING TRUCKERS**

**AND YOU THOUGHT SHELL ROTELLA® COULDN'T BE ANY MORE REWARDING.**

Redeem Reward Miles for merchandise, gift cards and more! Find Reward Codes under the caps of specially marked 5-litre bottles of Shell Rotella® motor oil or provided on Shell Rotella® motor oil change service invoices at participating installer locations. [www.shell.ca/rotella](http://www.shell.ca/rotella)

**MyMilesMatter™**  
by Shell ROTELLA®

# **SURFACE TRANSPORTATION** *Summit*

**REGISTRATION  
is now open!  
Register today for the  
EARLY-BIRD RATE!**

**OCTOBER 15, 2014**

MISSISSAUGA CONVENTION CENTRE



PLEASE PLAN ON JOINING  
THE COUNTRY'S

**TOP TRANSPORTATION  
EXECUTIVES**

FOR A DAY OF **EDUCATION  
& NETWORKING**

2014 GOLD SPONSOR



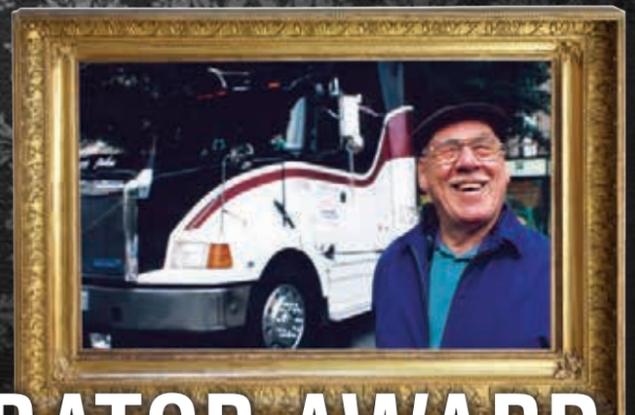
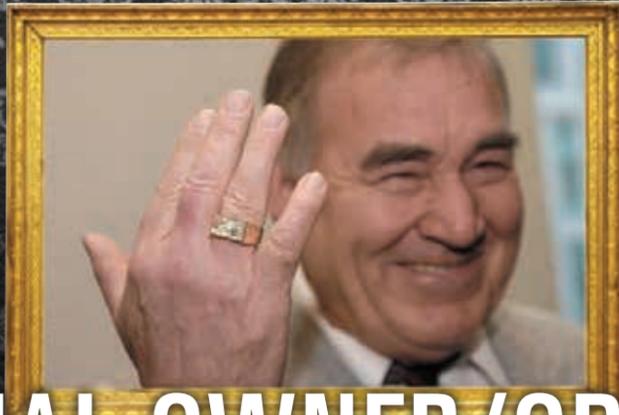
2014 SILVER SPONSOR



**Truck News and Truck West are proud to honour Canada's top Owner/Operator every year.**

We know Owner/Operators are at the heart of the trucking industry, investing both personally and financially in their businesses. We're proud to take this opportunity to recognize the best among them.

If you know an Owner/Operator who exemplifies professionalism while also demonstrating a clean driving record, a commitment to safety and a track record of community involvement, nominate them for this prestigious award by completing the application form.



# 21<sup>ST</sup> ANNUAL OWNER/OPERATOR AWARD

**CO-FOUNDING SPONSORS OF THIS AWARD...**



In addition to a ring fit for a champion, 2014's honouree will also receive

**\$6,000 CASH!**

Nominations must be received by June 13, 2014

**THE OWNER/OPERATOR OF THE YEAR SHOULD BE...**

Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Town/City: \_\_\_\_\_ Prov: \_\_\_\_\_ Postal code: \_\_\_\_\_  
 Home phone: \_\_\_\_\_ Bus. phone: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Number of years in trucking/commodity hauled: \_\_\_\_\_  
 Primary truck and engine: \_\_\_\_\_  
 Number of vehicles: \_\_\_\_\_  
 Contracted to (if applicable): \_\_\_\_\_

**My choice is based on:**

- Safe driving record    Industry/community involvement    Heroism    Going "Green" Initiatives

Explain: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

(Include additional information on separate paper if insufficient space)

Nominated by: \_\_\_\_\_ Phone: \_\_\_\_\_

Mail completed forms to "AWARD" Truck News/Truck West, Attn: Kathy Penner  
 80 Valleybook Drive, Toronto, Ontario M3B 2S9

**FORM MUST BE FILLED IN COMPLETELY AND NOMINEE MUST HAVE CLEAN DRIVER'S ABSTRACT**

# How to ensure compliance with IFTA requirements

**T**he International Fuel Tax Agreement (IFTA) is a reciprocity agreement among the lower 48 states and Canadian provinces that's designed to make it simpler for motor carriers that operate outside of their home jurisdiction to report and pay fuel tax.

Vehicles registered under IFTA receive credentials that allow them to go to any IFTA jurisdiction without the need for individual trip permits.

A single quarterly report filed with your base jurisdiction covers all of your

## Permits & Licensing

Sandy Johnson



travel; your base jurisdiction is responsible for processing your return and apportioning funds to each jurisdiction or requesting net refunds owed to you.

As a carrier, there are two things to remember about IFTA.

First, this system of tax collection

is entirely dependent on carriers accurately reporting mileage travelled and fuel that was purchased, received, and consumed. For IFTA, you must be able to substantiate this information for a period of four years from the filing date or the due date of the tax return to which they pertain, whichever is later. Late filings, missing or inaccurate data, or a shoddy system for collecting and maintaining records are big red flags for auditors, who not only represent their own jurisdiction's interests but also the interests of all other IFTA jurisdictions.

The second thing is that just because IFTA is an "agreement" doesn't mean that every jurisdiction has the same set of policies or regulations when it comes to fuel tax.

It's important to take a more systematic approach to IFTA compliance. Here are three things fleets can do to reduce the risk of penalties and fines.

### Report all distance on returns

You are required to report all distance for each vehicle licensed under your IFTA credentials. "Report all distance" means all distance, even if you didn't travel or did not owe tax in the quarter, or your vehicle travelled outside your base jurisdiction infrequently.

For example, say you have a vehicle that travels 150,000 miles in one year; 149,000 of those miles are travelled in your home jurisdiction and 1,000 miles are travelled in a neighboring jurisdiction. All 150,000 miles and all fuel purchases are reportable. You still must file an IFTA quarterly tax return and schedule(s) in four quarters of the year, even if you left your home jurisdiction only once during a single quarter of the year.

Without question, distance records are the most commonly cited issue during an IFTA audit.

### Know where your GPS data is

Vehicle tracking systems that use GPS or similar technology make it easier to capture distance data and produce the summary reports your jurisdiction requires. However, GPS in and of itself does not calculate distance. It only records, based on longitude and latitude, where a vehicle is at a given moment in time. Routing software and transportation management systems do the distance calculation.

In many cases you can use this trip data to support your IFTA returns in addition to or in lieu of paper documents. However, an auditor will examine the system to determine whether the records meet IFTA criteria for accuracy, reliability, and completeness, including how often a "ping" is collected for each vehicle.

### Check your fuel receipts

In order to claim credit for tax paid on a retail fuel purchase, your fuel receipt must show that the tax was paid at the pump or directly to the taxing jurisdiction. Note that the original fuel receipt is not required (a copy is fine).

But a receipt that shows evidence of erasures or alteration will be disallowed unless you can demonstrate the receipt is valid. It's a costly problem because you pay the tax twice: once at the pump and again on the IFTA return because you have to declare it as non-tax paid fuel.

Remember, the government presumes that you know what you're agreeing to when you apply for your IFTA license. Knowing the rules set out by IFTA – and your home jurisdiction – will help reduce the risks associated with an audit. **TW**

*Sandy Johnson is the founder and managing director at North Star Fleet Solutions in Calgary. The company provides vehicle tax and licence compliance services for trucking operations ranging from single vehicles to large fleets. She can be reached at 877-860-8025 or northstarfleet.com.*



AWARD

WINNING

PEOPLE

**Mark**

Driver Of The Year  
Manitoba

**Rob**

Driver Of The Year  
Canada

**Jack**

Driver Of The Year  
North America

Bison Transport thanks our professional Drivers for their part in achieving the TCA's 2014 **National Fleet Safety Award** and the **Best Company Fleet To Drive For**

## Join Our Team!

Company Driver & Owner Operator Opportunities Across Our Network



1.800.462.4766 | drive@bisontransport.com | bisondriving.com

Bison Transport is committed to Employment Equity and Diversity

# Preparing for maiden voyage as an owner/operator

**W**ell that's the first month done, only another 59 to go and I can become an owner/operator rather than just an operator!

My first week started in the classroom, orientation, or a week of being told how to do the job I've been doing for the past 28 years by a washed-up old supertrucker. That's what I thought until I started class.

It actually turned out to be a very useful time, some of it refreshing my memory, other parts teaching me something new.

Useful new stuff too and I'm actually glad I did it - to the point where I may volunteer to sit in for certain aspects on a regular basis so that I can keep on top of things in our constantly changing industry.

Then it was time to head out on my first trip.

It was a bit of a mad rush to be honest, lots of planning had gone into my new enterprise and I had picked up the truck the weekend before starting orientation so the company could apply the decals, license the truck and fit the satellite system.

My plan was to move in a bit at a time during the week, however it spent a couple of days locked in the body shop having the decals put on and every other evening locked away in the shop as the satellite installation didn't go as easily as it should have. They also did a re-torque for me as the truck had been driven up rather than piggybacked so it had some miles on it.

The end result was that I got my truck back on Friday evening.

I had to fit an inverter as it was too busy in the shop for them to do it, so I went and got some heavy-duty cables made, arriving at the auto-electrical shop just as the owner was turning the sign to closed. Lucky for me, he made up my cables - now to fit the thing. I wanted to tie into the shorepower system so that I could use the electrical sockets located all around the cab, rather than using extension cords.

An easy job, right? You'd think so, but you would be wrong, especially as I had never wired a Canadian plug before so I had no idea which colour represented what. They're different back in England, but fortunately Google came to the rescue, the inverter was securely mounted, wired up and good to go.

But now I wanted to move the fire extinguisher from beside the seat into the side locker. I'm obsessive about keeping a clean cab and dirty boots have no place on my floor, so I kick them off before I get in and put them beside the seat. The fire extinguisher's location made this impossible, so it had to be moved and mounted securely.

So now it was dark, my hands and arms were cut to ribbons and I had a car full of stuff to put away. I was scheduled to leave at 8 a.m. the next day, because I had wanted to hit the ground



running and get out there making money as soon as possible. I had a deep and meaningful conversation in my head about putting my mouth into gear before my brain and decided that moving in would be postponed until the morning.

I awoke the next day in a cold sweat convinced I was about to be run over, but the incessant beeping was not a back-up alarm, it was my phone suggesting now would be a good time to drag myself out of my nice comfy bed and

start making some money.

First things first, coffee, except the dog had other ideas, galloping around the house like it was possessed, finally ending up at the back door. So I let her out, only for her to want to come back in again so she could tap on the door to be let out again - this continued for some time and I swear she was grin-

The truck has performed faultlessly so far. I'm sitting at 8.89 mpg right now with 19,000 kms under the bumper.

ning at me all the while.

I eventually escaped the madness when my wife came to my rescue and set off the two kilometres to the yard,

threw all my stuff in a big heap in the sleeper and kept my fingers crossed that I hadn't forgotten anything.

I reported into the office, got my paperwork, hooked onto my trailer, did a pre-trip and then the Check Engine light came on. I won't repeat what I said, but you can be safe in the knowledge that you won't hear those words in church.

However after calling the dealer I was told it was probably caused by the satellite installation draining the batteries down and it should clear itself after a few ignition cycles, which thankfully it did. As I write this I'm three weeks in already. The truck has performed faultlessly so far, I'm sitting at 8.89 mpg Imperial right now with 19,000 kms under the bumper, which is fantastic for a brand new engine. In fact, it's the highest mpg I've ever recorded on any truck I've owned or driven.

I've had a couple of heavy loads and done three-and-a-half trips over the rocks, so it's even more remarkable and I'm praying to the trucking gods that it continues. From my research and the experience of friends running the same truck, it looks like it will, I just hope for once that I'm not the exception to the rule. **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.*

# DIESEL SPEC INC

Canadian leader in performance and fuel economy for Big Rigs

- Mileage gain from 5% to 25%
- Increase horsepower and torque
- Custom tuning available
- High performance parts

**509 Rear wheel horsepower**  
**1756 rear wheel foot pound torque**

BEFORE TUNING

**585 Rear wheel horsepower (76HP Gain)**  
**1930 rear wheel foot pound torque (174 ft-lbs Gain)**

AFTER TUNING

30 DAYS  
SATISFACTION  
WARRANTY

WHAT DOES ECM TUNING MEAN?

ECM Tuning is the process of fine tuning the software program that controls your engine management system. More power, greater response and lower fuel consumption are some of the advantages that a Tuning will offer.

RATED BY PUBLIC: ★★★★★

AVAILABLE  
FOR ALL BRANDS

FOR MORE INFO:

→ Visit our website to find your nearest dealer

www.DieselSpec.ca

Toll FREE: 1-855-932-0060

Over 75 resellers  
in Canada to  
better serve you

# So, you filed your personal income taxes. What next?

**S**o you filed your income tax return. If you're like most Canadians, you spent last month hoping against hope that the next letter you get from Canada Revenue Agency (CRA) isn't a note that says you underpaid. For an owner/operator or small fleet, taxes are a major business expense but they shouldn't be a surprise.

With planning and professional help, you can take the stress out of filing returns and take control of the business side of your trucking business. Here's where to start:

## Tax Talk

Scott Taylor



### Review your NOA

A notice of assessment confirms that your tax return was accepted as filed or outlines any adjustments made by CRA.

For your personal return, it will list your taxable income and any carry-forward amounts you can apply for 2014, as well as the amount you can contribute to

an RRSP or tax-free savings account this year. Check CRA's assessment against your tax return. If there's a discrepancy, or you disagree with CRA's findings, contact the tax centre that processed your return (better yet, call your accountant). You have one year from the filing deadline of the return in question to make an appeal.

### Make corrections

There are three ways to amend or correct your return once you've received your NOA: use the "change my return" option found in My Account at [www.cra.gc.ca/](http://www.cra.gc.ca/)

myaccount; send a completed Form T1-ADJ, T1 Adjustment Request, to your tax centre; or send a signed letter to your tax centre asking for an adjustment to your return.

### Get organized

Every year I'm asked what records to keep, where to keep them, and for how long. I'm always happy to answer.

When you're running a business, you're required by law to keep adequate records. They have to provide enough detail to determine your tax obligations and entitlements, and be supported by original documents. Knowing what records to keep and having a place to file them means you're not going to miss out on deductions you're entitled to because of a missing slip of paper or logbook.

### Quarterly reviews

Organizing receipts and statements is the first step toward really managing your business.

Your accountant can help you further by providing statements each quarter, giving you a three-month snapshot of your finances. I can't tell you how many times a client has found a major repair receipt under a truck seat months later, after a review of the last three months' financial statements showed that a big expense item was missing.

With financial statements provided quarterly, you can take advantage of deductions and other tax-saving strategies before it's too late.

### Be on time

If you or your spouse or common-law partner is self-employed, you have until midnight on June 16, 2014, to file your return. Even if you can't pay all of your balance owing right away, you should still file your return on time.

If you're late and have a balance owing, you'll be charged a late-filing penalty of 5% of your 2013 balance owing, plus 1% of your balance owing for each full month that your return is late, to a maximum of 12 months.

The penalties are compounded if you fail to file over multiple years. Filing your income tax return and paying what you owe on time helps you avoid interest and penalty charges, and ensures that your benefit and credit payments (for example, the Canada child tax benefit and the GST/HST tax credit) won't be interrupted.

### Ask for help

A good accountant will pay for himself. While you're out earning a living, it's his job to help you reduce your tax bill, budget for expenses, decide whether to incorporate, and plan for retirement. No accountant worth his salt is going to miss a deadline because he can't figure out the paperwork or he got involved doing something else and forgot.

If you think you're too far gone to be helped, that your "system" is beyond repair, then think again. I guarantee you that I've seen (and fixed) far worse than anything you can throw at me. In fact, I invite you try. Consider it the first step in the planning process. **TW**

Scott Taylor is vice-president of TFS Group, providing accounting, book-keeping, tax return preparation, and other business services for owner/operators. Learn more at [www.tfsgroup.com](http://www.tfsgroup.com) or call 800-461-5970.



## Our commitment to you ...

### We strive to deliver:

- Timely diagnosis & fast turnaround times
- Prompt notification of work completion
- A time estimate consistent with your schedule expectations
- A cost estimate consistent with the final invoice
- Your equipment taken care of right the first time.

### TRACTOR PREVENTATIVE MAINTENANCE SERVICE

- Tri-Lube
- Brakes
- Suspension Work
- Transmission & Clutch Replacement
- Air Conditioning
- Electrical

### TRAILER PREVENTATIVE MAINTENANCE SERVICE

- Custom Maintenance Program
- Road Service
- B620 Inspections
- Brakes
- Electrical
- Suspension
- ASME Repairs
- Welding & Fabrication

### TANK & TRAILER CLEANING

- External & Internal Cleaning
- Steam Clean
- Hot Water Flush
- Detergent Wash
- Caustic Wash
- Diesel Flush
- Passivation
- Kosher Certified
- Latex Stripper Wash
- Pump
- Hoses Testing & Cleaning
- Deodorize
- Steam Heating

### SHOP LOCATIONS

Trail, BC	(888) 967-4367
Regina, SK	(306) 721-1988
Prince George, BC	(250) 561-1202
Yorkton, SK	(306) 782-0555 x233
Fort McMurray, AB	(780) 447-2868
Sarnia, ON	(519) 344-8509
Edmonton East, AB	(780) 449-3563
Mount Pearl, NF	(888) 221-7776

### SHOP & WASHRACK LOCATIONS

Calgary, AB	(403) 231-4561
Dawson Creek, BC	(250) 782-7102
Edmonton, AB	(780) 447-1190
Kamloops, BC	(250) 374-6232 x238
Langley, BC	(604) 888-2188
Mississauga, ON	(800) 987-0923
Montreal, QC	(888) 776-8627
Port Colborne, ON	(800) 263-9717
Saskatoon, SK	(306) 242-8880
Winnipeg, MB	(204) 233-8945 x241



Book a service at: [www.nationaltankservices.com](http://www.nationaltankservices.com)

# DRIVE HARD. DRIVE HOME. DRIVE CELADON.

## CELADON CANADA TEAMS

Join our Team fleet and drive in style! Enjoy a brand new Kenworth top of the line T680 outfitted with a premium interior. Inventory is limited, so hurry and reserve your truck today. International or Intra-Canada runs available. Call and join our team today!

- » \$2,000 Sign On Bonus!
- » Comprehensive Pay Package
- » Scheduled Runs or Open Board
- » Trucks Equipped with Inverter & Fridge



**(800) 499-4997**

[www.drivecelcan.com/teams](http://www.drivecelcan.com/teams)

# Adults can bring a unique focus to the training room

**T**he mere thought of returning to a classroom can fill some drivers with dread, especially if their earlier learning experiences were shaped by droning teachers, pop quizzes, and lessons that didn't seem to apply to the "real world."

Fleet trainers who focus on the unique needs of adult learners can make the difference – enhancing the skills that help boost productivity, improve safety records, and comply with the ever-changing regulations which govern the truck-

## Ask the Expert

Charlie Charalambous



ing industry.

Malcolm Knowles, widely acknowledged as an expert in adult education, identified many of the factors that can affect the way older learners view a training session. Adults motivate themselves, expect respect, draw on their own experiences, focus on a training program's

ultimate goals, and take a practical approach to learning, he said. "Adults need to know why they need to learn something before undertaking to learn it."

Let's put that another way. Children may see "Because I said so" as an acceptable answer. Drivers won't.

Motivating factors are just the beginning. Effective training materials also recognize that trainees absorb content differently.

Auditory learners pick up the details from a lecture or discussion, much like the setting in a traditional classroom, but visual learners glean most of their

information from diagrams and images. Kinesthetic and tactile learners, many of whom are attracted to hands-on trades such as trucking, tend to rely more on hands-on experiences.

Consider a lesson about conducting a circle check as an example.

The auditory learners will be able to follow discussions about the individual steps and relate everything back to their personal experiences. Visual learners in the classroom absorb more from diagrams and videos showing how the steps are completed. The kinesthetic and tactile learners, meanwhile, soak in most of their information when actually building up air pressure, checking fluid levels, and crawling under trailers.

Formal lesson plans reflect all these realities and help everyone to achieve their goals.

The plans themselves actually include several parts. Their detailed notes for a trainer, for example, will ensure that information is delivered consistently from one class to the next, even if someone else has to deliver the content. They will also identify required training materials or props, questions to ask trainees, and when to schedule breaks.

But as important as the plan may be, it will still rely on well-structured training materials to deliver the information.

For many trainers, this will involve a focus on PowerPoint slides. The good news is that these materials can support auditory and visual learners alike.

The challenge is that slides are often poorly designed. Pages might be crammed with paragraphs of text that nobody can read, transforming a projection screen into little more than a distracting eye chart. The text on a well-structured slide is limited to a few words about a central method or theme.

Only the instructor needs to see the detailed notes which guide the discussions. Any animation is also introduced to serve a specific purpose, such as revealing a particular line of information that is being discussed or to keep learners from reading ahead of the instructor.

A related quiz or other evaluation tool will help to measure just how effective any of the training material actually was. If trainees consistently make errors when answering the same question, it may be time to revisit the way the content is being explained. The final scores, combined with real-world evaluations, will certainly help to ensure that drivers have absorbed the necessary details.

And trainees are not the only people who need to be graded. Feedback forms can give everyone the chance to describe how well trainers did their job. After all, even the most popular trainers have been known to fall into the trap of "edutainment," playing an audience for laughs rather than sticking to the lesson plan. It proves that everyone has something to learn. **TW**

*This month's expert is Charlie Charalambous, risk services solutions training specialist. He has worked in adult education for almost 15 years as a trainer, instructional designer, performance consultant and training specialist. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a long standing history in the marketplace and has been serving the trucking industry for more than 60 years. Visit them at [www.nbins.com](http://www.nbins.com).*

**EST. 1963**  
**NO BULL**  
**GET THE STRAIGHT GOODS**

**TRANSX**

**GLEN SMEARER:**  
Western Based CDN / USA driver  
Email: [glenstransxdriver@gmail.com](mailto:glenstransxdriver@gmail.com)

We could tell you all about our 50 year history, but we thought we'd let one of our drivers tell you instead.  
**Contact Glen for a no bull account of what it's like to be a part of TransX.**

# The pros and cons of trucking incentive programs

**M**any carriers have incentive programs in place for their drivers and I've been wondering how effective these programs really are.

Most programs are based on quarterly results that track percentage of idle-time, percentage of time on cruise control and keeping speed at or below a pre-determined maximum. The obvious purpose is to reduce fuel usage, since these cost savings go straight to a carrier's bottom line.

What piqued my curiosity about these programs was a conversation I had with a senior manager of a mid-sized carrier several months ago and it has been germinating in the back of my mind ever since.

This particular carrier had been running a new incentive program for about a year and I knew the program was generous and simple in its structure, making the bonus attainable for any driver worth his or her salt. So I was a little taken aback when I was told yes, the company was pleased with the cost savings but disappointed to find that drivers were taking more time off as a result. A ma-

## Over the road

Al Goodhall



majority (not all) of this company's drivers saw an opportunity to take the bonus in the form of more home time rather than more money in the bank. The bonus simply replaced the drivers' regular earnings. So there was no net loss or gain to the drivers' income. The carrier gained on the hard cost of fuel savings but lost on the productivity side. Interesting, eh?

Put a group of truckers together and you'll be hard-pressed to get them to reach a consensus on many of the hot-button issues we face in the industry today. But one thing I believe we can all agree on is that time is money and a driver's time is often not as respected as it should be. No, I don't believe there is an intention on the part of carriers to screw drivers over in respect to their time, whether it be their time on the clock or personal time. But the fact is, a driver's stress level is affected by time conflicts more than any other issue. Let's

take a look at a couple of obvious examples that we see time and again across our industry.

**Dock delays:** We hate dock delays. Paying us for dock delays only dulls the pain, it doesn't resolve anything. Even a delay of only a few hours can cost us a whole day due to the nature of the hours-of-service requirements or the fact we may miss a pick-up or drop later in the day and end up spending a night waiting for that shipper or receiver to open the following morning.

**Equipment downtime:** This has been a horrendous problem since the introduction of the EPA07 and EPA10 regulations. It's not so much the initial breakdown as the time it takes to get the truck back up and running again. Sure, most companies – the reputable ones at least – compensate us in the form of layovers and house us in a motel until the repair is done. But a breakdown always seems to happen when you planned to be home for little Johnny's birthday.

You may look at the above two examples and say 'Hey, wait a minute, that's just trucking. Those are situations beyond a carrier's control.' Well, maybe they are. But I would bet that if drivers were paid by the hour for all of their on-

duty time, then carrier lobby groups would be all over shippers, receivers, and OEMs like ugly on an ape in order to resolve the problem.

If that type of pressure failed to work then I think we would see freight rates start to reflect the true cost of doing business.

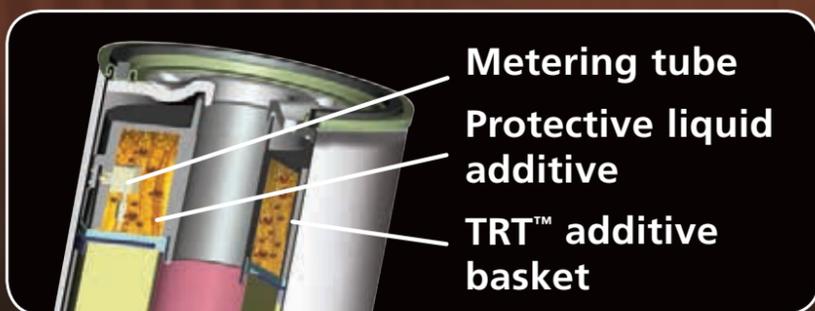
Then there are those unlucky drivers out there that find themselves working for the fly-by-night operators or the all-around cheapskates. Many of us have been there, usually in our first year working in the trucking biz when we didn't know any better. I could make a long list of time abuses these carriers typically pile on to drivers but I don't have the space. If you work for one of these outfits don't look for a bonus incentive program in your future as long as you stick with them.

Drivers, like anyone else, have an expectation of an income in line with their skill level and performance. We recognize and embrace the commitment we have to make in order to succeed in this business. Incentive bonus programs recognize our skill, performance, and commitment. Those same programs are also allowing the drivers that choose to do so improve their quality of life by taking additional time off without a loss of overall income. That's a good thing. **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.*

## Reduce Your Fleet Costs with LUBER-FINER® TRT™

Specifically engineered, Luber-finer TRT™ (Time Release Technology) filters help reduce escalating fleet-maintenance costs and help heavy-duty fleets extend oil-change intervals by increasing the protection against oil degradation in modern diesel engines. Meets or exceeds OEM specifications for capacity, efficiency and restriction.



**Proven ROI... See how much your fleet can save!**

Use our **TRT Fleet Calculator** or online at: [www.luberfiner.com/value-calculator](http://www.luberfiner.com/value-calculator)

**Hotline (800) 882-0890 • [www.luberfiner.com](http://www.luberfiner.com)**



**LUBER-FINER®**  
BUILT TO DO MORE™

**PENSKE**

HIGH-QUALITY  
USED TRUCKS



**2008 FTL Columbia Daycabs**

- SR60 14L w/ 455 hp
- 400 – 800 KM's
- Safety Inspection included
- Maintenance History Report
- Located in QC and ON
- Prices starting at \$35,000

855-237-5687

[gopenske.com/ad/tw](http://gopenske.com/ad/tw)

# Why small carriers will be extinct

## Small Fleet, Big Attitude

Bill Cameron



**M**ost optimists really don't like me. I'm at the other pole compared to them. For the last couple decades I've been of the belief that a healthy dose of pessimism is usually really close to reality.

With that in mind, I have a prediction for a lot of small trucking companies – my definition of 'small' is 10 power units or fewer – that they may not like.

I think, unless the North American economy improves – a lot – and the method of operation of a typical larger trucking company changes drastically, then most of us small operators will, within the next decade, go the way of the dodo bird.

Since the mid-point of the recession, I've noticed an escalation in the number of small carriers losing longstanding customers – sometimes the types of customers that used most of the carrier's equipment.

The reason is almost always rate-related. The longest economic slowdown in recent memory has driven even longstanding shippers and receivers to stray from loyal carriers to the cheapest trucks, sometimes even without comparable equipment.

I've seen van carriers lose business over price, just to have the new carrier show up with reefers and require the load weight to be reduced. I've watched flatbed carriers lose freight over price, when the freight was previously delivered direct to job sites, only to find it was later showing up on site whenever the new carrier got around to it.

Good service, sadly, seems not to matter anymore. I believe that trucking companies are, in many cases, the final display of the manufacturer/distributor's commitment of service to its customers. Is the damage to their reputation for customer service really worth the savings?

Many small carriers have seen a large chunk of their business disappear with little warning. How successful do you think most are at replacing so much work in this economic climate, at rates that are comparable?

Let's not get into the utter ridiculousness of carriers that still stay busy by cutting rates. That argument is getting old, and still not changing. If you don't have some sort of specialty – skills, equipment, or geographical location – you are at risk of being shoved aside by another company with a sharper pencil.

I get tired of the same trucking company owners, large and small, who complain about revenue and profits, then have their sales staff undercut existing rates to stay busy. The hypocrisy never seems to end.

Some of you who agree with what I've written so far, may think there's a light at the end of the tunnel. In the last several months, this magazine has provided extensive coverage on mergers and acquisitions; not only on the many trucking marriages, but how to prepare for the potential sale of your own business.

I think it's been exceptional and thorough coverage, and very educational. Unfortunately, for most small carriers, none of it applies to us. Bluntly put, larger carriers will not buy you out, no matter the price, unless you have some sort of significant specialty with relatively new equipment. Why would they bother? They may have as many salespeople as you have drivers.

If your workload is worth coveting (not likely, by their standards) you'll likely just be underbid, or they can wait you out until you give up and then send their salespeople to your old customers.

Think I'm over-reacting? In 2010, at the peak of the recession, with another significant trucking company closing almost monthly, I was hit by a mystery illness.

We had several regular customers who collectively kept our trucks running both directions. We were very busy, and couldn't hire enough good driving staff to keep me out of a truck.

Since I couldn't drive more than a couple hours at a time without severe pain, selling out seemed like a sensible option. I sent messages to the managers of several larger trucking companies, wrongly assuming that a profitable, busy company with a clean CVOR would be in high demand.

Of the lot, only one returned the call, eventually making me an offer – sort of.

Although I had stressed the reasons for selling were not financial, so this was no fire sale, they made an offer that was to include authorities, customers, and all equipment for less than the value of the equipment itself.

Luckily, the mystery illness left a couple months later. Honestly, only someone in financial duress would accept those conditions, leaving someone in my position with no sensible exit options. That experience reinforced my paranoia about the future.

I think asking the questions we asked ourselves at that time are a good exercise for any small operator. Does too much of your revenue depend on too few customers? Is your debt load such that a complete liquidation would still leave you deep in the red? Would one misfortune (accident, injury, or even a big repair bill), be enough to sink you, or at least place you in dire financial straits?

Decades ago, I was advised to not put too many eggs in one basket. Unlike rate slashing, that advice never gets old. **TW**

*Bill Cameron and his wife Nancy own and operate Parks Transportation, a four-truck flatdeck trucking company. Bill can be reached at [williamcameron.bc@gmail.com](mailto:williamcameron.bc@gmail.com).*

**FAVEL**  
TRANSPORTATION

## OPERATORS/DRIVERS Required

Favel Transport needs Owner Operators to Haul Livestock

Owner Operator package is **2.70/loaded mile**  
and **1.45/empty mile** (Tri Axle)

Drivers and Operators must be able to go to the USA  
and live in AB, SK, MB



Favel Transport is recruiting drivers for our livestock fleet

Our drivers have the opportunity to make up to **58 cents per mile**

FOR MORE INFORMATION PLEASE CONTACT US AT:

**1-877-803-2835 x3**

Or email: [employment@favel.ca](mailto:employment@favel.ca)

Check us out on Facebook and Twitter

# How to find the right fit (Part 1)

“Do you know any good carriers?” Of the dozens of calls and e-mails I get in a week, that’s one of the questions I get asked most often. It

was such a frequent question eight years ago that it prompted a column, and I find it quite remarkable that despite significant changes in the industry in the intervening years, it still tops the list of FAQs.

For an industry so concerned about the shortage of qualified drivers that it has its own Web site ([drivershortage.ca](http://drivershortage.ca)), the stories I hear from disillusioned drivers demonstrates that many carriers still don’t see drivers as a valuable and non-renewable resource.

But it works both ways: despite near-record demand, drivers are often all too eager to accept the next job offer they get, even if it’s no better than the job they are leaving.

So on the one hand, you have all these good drivers looking for good carriers, and on the other, good carriers are telling me they can’t find good drivers: what kind of magic is going to bring these folks together?

You’re sinking a lot into a relationship

## Voice of the O/O

Joanne Ritchie



when you hire on with a carrier – your livelihood, your lifestyle, your health and safety – so of course you want that relationship to last.

It’s not unlike getting married; you have to really know your partner before you get hitched. That’s more imperative today than ever before.

The American Compliance, Safety and Accountability program, for example, and the widespread use (and inevitable mandate) of electronic logging devices has put more pressure than ever on fleets to “run compliant,” and fleets that rely on drivers to make up for lost time and various inefficiencies won’t survive long in this new world. Nor will fleets that make unrealistic promises of available miles and earning potential.

I’m not so sure you can define a good or bad carrier (or a good or bad driver for that matter) – beyond the obvious – in universal terms. It really comes down to finding the job that suits your needs –

and maybe more importantly, your temperament and expectations.

And today, I think most drivers would agree that it’s not all about the money.

More than ever, a carrier’s management style, its attitude to driver health and wellness, its relationships with customers, the driving environment, and even the company’s approach to safety and compliance, are likely to factor into your carrier-choice decision.

Can I recommend a good carrier? No way. But I can offer a few tips on how to narrow down your choices.

First, you need to identify what’s important in a job.

Your relationship with any carrier is a two-way street, so you have to be willing to give and take when making your wish list. And leave the money out of the question for this part of the exercise.

Examine aspects like long or short runs; destinations or lanes; time away; minimum and maximum mileages; LTL, straight loads, or pin-to-pin; and so on. And think about the kind of carrier environment you want to work in: large or small; highly structured and corporate or a more laid-back, ‘take it as it comes’ company.

Next, what kind of a worker are you? Do you want straight miles or are you willing to work a little for some extra money, like earning for picks and drops, pre-loading and unloading trailers? Are you a customer service-oriented driver, or do you prefer to get in, get loaded, and get out?

When you’ve sorted out what will make you happy, consider how much

you expect to earn for the work you do. While what the carrier pays never seems quite enough, your expectations have to be realistic.

Here’s where it pays to have done a thorough financial self-analysis.

How much revenue do you need to cover all the business expenses (cost-per-mile), your personal needs, and, if you’re an O/O, your profit?

It all comes down to planning before you start calling carriers. Too often, I hear from drivers who’ve jumped out of the frying pan and right into the fire.

They didn’t do their research before switching jobs, and the job they took to escape turns out to be just as bad – or worse – than the one they left.

More than ever the relationship between the carrier and its drivers and owner/operators has to be based on openness and fairness.

Conversely, drivers and owner/operators who have unrealistic expectations – financial or otherwise – could find themselves unhirable, which is why I say it’s so important today that drivers and fleets understand each other’s needs.

Next month, I’ll share the secrets of conducting a thorough interview with a carrier.

You should be asking just as many questions as you’re answering – and who knows? Maybe the magic will happen. **TW**

Joanne Ritchie is executive director of OBAC. What’s good for you? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll free 888-794-9990.

# PROTECT YOUR FLEET

Superior shear stability so you can safely extend drain intervals. For more information call 1-888-CASTROL or visit [www.castroldiesel.com](http://www.castroldiesel.com)



FIELD TESTED. FLEET TRUSTED.™

**Castrol**  
**HEAVY DUTY**  
LUBRICANTS

# When truckers go Hollywood

When drivers become the star of the show, it means more than bright lights and big sunglasses. Think more downtime, training, expenses and responsibility.

By Jason Rhyno

When Alex Debogorski laughs, your first instinct is to seek cover. It's the laugh of a tickled giant, a giddy Zeus. Thunderbolts, you're sure, have dislodged boulders on a mountaintop somewhere and they are about to fall on you right now. Seek cover.

That laugh is one of the many Debogorski characteristics that make him exactly that: a character, one

that makes him a fine fit for reality television. A regular on History Channel's reality show *Ice Road Truckers*, he's managed to return for seven seasons and ride the wave of whatever level of celebrity a reality show star can reach.

Dobogorski has other defining characteristics that make him a highly entertaining character to watch: opinionated with a unique way of phrasing his words, funny and intel-

ligent, passionate and tender when needed, flawed and human in a very relatable way.

That's your first lesson if you want to become a celebrity trucker.

"If you wanna be on reality television, you gotta be a character. You can't be bland, you gotta have something," he says point blank. "If you want to make a reality show, they don't want to hear the story or the idea, they want to know who the characters are. It doesn't matter if you are a poet or a musician, it's about playing people; you gotta make them laugh, you gotta make them cry, you gotta make their emotions go up and down."

Reality television has found a character goldmine in the land of blue collar professions (or the complete opposite of that: rich, bored housewives and Hollywood husbands). Thing is, your chances of becoming a reality television star are slim to none. You'd need to be in the right place at the right time and own the right personality.

But if there is an industry where a segment of workers are more prone to becoming celebrities, it's trucking: provincial associations have their Driver of the Year awards, industry magazines collect cash and prizes so they can award a lucky trucker every year, and truck manufacturers recruit drivers to represent their products and brands at trade shows and dealer events. Carriers, too, will elevate their best drivers and trot them out at recruiting events. These drivers become local celebrities for a time, often called upon by mainstream or local media for stories on the industry.

And while that level of celebrity is perhaps nowhere near the level of an *Ice Road Trucker*, it's not that far off and it's still a pretty swanky deal.

Last summer Freightliner invited trade media to the Rosewood Mansion on Turtle Creek in Dallas, Texas during the Great American Trucking Show. Fat shrimp, fancy cheeses, tasty meat, and some fine wine and beer greeted journalists, along with a small contingent of owner/operators.

The O/Os were part of Freightliner's Team Run Smart program, a group of hand-picked owner/operators whose job is to share tricks of the business with other truckers, attend trade shows and dealer events, and blog regularly.

Before dinner was served, each driver got up and gave a small speech, not on Freightliner trucks, but rather on what they knew best: fuel economy, fitness, business operations and so on. For the O/Os, this was a big deal.

"These guys are kind of journalists now and they get to go to events that they normally do not get to attend because of their status," explains Mike McHorse, marketing segment manager, on-highway, Freightliner Trucks. "And to some of them, honestly, it's a bit intimidating and I was impressed that they were able to get up in front of you people and talk. That was a big deal for them and they aren't used to doing that. They love these things but they also fear them a little bit too."

Team Run Smart member Linda Caffee echoes McHorse: "Giving that talk at Dallas was so far out of my comfort zone it was unbelievable. We're truckers and we're not real social. It pushes us outside our comfort zone and it's thrilling."

Companies want drivers. It's good for business when Volvo picks up *Ice Road Trucker* Lisa Kelly to represent its brand, and good for Manitoulin Transport when Debogorski flies its colours for an entire season.

Take a quick look at the trucking community on Twitter and you'll



WE ARE CURRENTLY HIRING

**Owner-Operator Teams and Company Teams**  
for Western Canada and Ontario.

**Local Drivers** (sign-on bonus applies)  
out of the Maritimes and Western Canada.

CALL OUR RECRUITING TEAM  
TODAY AND FIND OUT MORE

**1-855-564-8029**  
slhrecruiting@slh.ca  
www.slh.ca

Join us on facebook 



## Guess who found a new job?



**Getting a new job is life-affirming!**

Are you stuck in a job, and looking for something new? Well, you too can find a job in 2014 on [www.truckops.ca](http://www.truckops.ca), a job website for transportation and supply chain professionals.

**Job Postings Are Free!**

[www.truckops.ca](http://www.truckops.ca) is brought to you by:

**TRUCK NEWS**

**TRUCKWEST**

**Meet Executive**

Your ad will appear simultaneously on three jobs websites:  
[www.truckops.ca](http://www.truckops.ca), [www.transportplanet.com](http://www.transportplanet.com)  
and [www.hirelogistics.ca](http://www.hirelogistics.ca)

see numerous drivers vying to be picked up by a company, the proverbial "For Sale" sign hanging around their necks.

"I'm not looking for people to talk about how they love their Freightliner," explains McHorse when asked what characteristics he looks for in driver representatives. "I'm looking for people that are successful at the business and are willing to share their success and how they achieved it."

He wants to see passion for the industry, a willingness to share and be involved.

So what do these gigs pay? Not enough to quit your day job.

McHorse says they compensate Team Run Smart members for any downtime due to industry events, and they also get a Freightliner truck, but it's a lease deal, not a free truck.

"It sounds like you get a pot full of money but by the time you're done with a couple of agents and Revenue Canada, when you knock everything off at the end, it's not any really big deal," Debogorski explains.

"It's better than working two months on the winter road here, but I can't stop working - I live in Yellowknife! My costs are \$15,000 a month here. If I was like Lisa or some of the other people with a mobile home downtown, I'd be doing great, but I don't: I've got equipment and payments on that equipment. If you're not here all the time, then you lose your business. People aren't going to wait for some celebrity truck driver to



**Alex Debogorski, star of Ice Road Truckers, says if you want to get noticed outside trucking you need to be a 'character.' He certainly fits the bill.**

come back. Every time I come home I'm basically waiting to do a job."

(Still, he admits, it has improved his financial situation to a degree).

By all accounts, being a celebrity trucker is more like having two jobs.

"Last year Lisa and I did five truck shows in the United Kingdom. I was in Louisville again this year. I did a six-week, 42-stop book tour with the longest tractor in the world. So that's a lot of things people wouldn't be do-

ing otherwise," Debogorski explains.

"It's worth the investment to go to truck shows and learn about new products because it's good for business," Caffee notes.

"But yes, it is a time commitment and sometimes it is inconvenient to do some of these things but the payback in our own personal growth... it's not a get rich program but it is an intangible asset. It brings excitement and diversity to what we do, it keeps our minds focused and active by talking to people and learning about our equipment."

No matter how big of a celebrity you are, there's a responsibility, Debogorski says.

"I've had the opportunity to touch people all around the world. There's seven billion people in the world, that's a book with seven billion pages and you have a page in this book. And if you make your page a better page, you make it a better world. And a lot of times we're responsible for other pages, and if you can lift somebody else up, we make a couple of more pages better pages.

"I was in Wisconsin a couple of years ago meeting 850 people a day for two days in a row: I've got 30 seconds to make eye contact, a connection, give you some advice, tell you a joke, lift you up, say something to the kids and maybe take a picture and try to leave you better. Sometimes people say 'You made my month,' for what-ever reason. Well that's a big thing. I've improved the world for a few days for somebody." **TW**

# JOHN SWEARS BY IT

## COMPETITORS SWEAR AT IT

Ask about Hypuron Advanced 10W30 Formula to take your drain to the extreme and the benefit of up to 2% Fuel Savings. Call 1-888-CASTROL or visit [www.castroldiesel.com](http://www.castroldiesel.com)



FIELD TESTED. FLEET TRUSTED.™

**Castrol**  
**HEAVY DUTY**  
LUBRICANTS

# King of the hills

In head-to-head comparisons, the GMC Sierra HD outpulled its heavy-duty rivals

By James Menzies

**CALGARY, Alta.** – Pulling power is more than just a source of pride among owners of heavy-duty pickup trucks. These trucks usually have a job to do and that job normally entails hauling and towing some serious payload.

That's why when GM redesigned its GMC Sierra and Chevy Silverado, it was particularly attentive to the towing and hauling requirements of its heavy-duty customers. About 20% of all full-sized pickups sold in Canada are of the heavy-duty variety, which in 2013 represented about 62,000 trucks. The new-look 2015 Sierra HD and Silverado HD will begin hitting dealer lots shortly and they'll be greeted enthusiastically by customers looking for both a rugged and luxurious work truck.

GM recently made a small fleet of 2015 Sierra HD and Silverado HD trucks available to truck and automotive journalists for a two-day drive through scenic Southern Alberta. Along the way, we visited historical sites such as Head Smashed In Buffalo Jump, Bar U Ranch and Waterton Lakes National Park.

But the most beautiful spectacle of all, for those of us who appreciate power, was the sight of the industry's three leading heavy-duty pickups assembled for us at Bar U Ranch, where we'd have the opportunity to conduct a real-world, head-to-head comparison of their towing capabilities. A similarly spec'd GMC Sierra HD 2500, Ford F250 and Ram 2500 were brought together, each pulling identical trailers upon which sat brand new John Deere tractors.

Their curb weights were similar, at about 7,500 lbs. We were invited to drive each of the trucks along a carefully planned route over the area's rolling hills and to conduct an exercise that would compare their towing capabilities under real-world conditions.

We lined the trucks up nose to tail (leaving a safe and consistent following distance, of course) and when given the word via radio from the lead truck, buried the throttle. We repeated this exercise several times and each time watched as the lead Sierra HD pulled away from the F250, which in turn dis-

tanced itself from the Ram. No one was left in the dust, by any means, but the contrast was noticeable and the results consistent.

They were also surprising. After all, the Sierra HD has the lowest published torque among the three models. Product manager Craig Couch credited the six-speed Allison transmission with giving the Sierra HD the edge. Allison builds what are truly heavy-duty transmissions; the ones found in the Sierra and Silverado would be among the smallest it produces. Because this product was over-engineered for pickup applications, it requires less torque management, meaning it can deliver 100% of the torque produced by the engine right to the wheels.

Horsepower and torque, as displayed on price sheets or proclaimed on advertisements, are measured at the engine and not where the rubber meets the road, which Couch said can be misleading.

"The weaker link of the Ford and the Ram would be their transmission, so they torque-manage," Couch explained. "They pull fuel in first and second gear to prevent heat buildup, or too much torque for the transmission to handle at a given step in the transmission where it could do some damage. So they put a calibration in, where they're not utilizing all the torque and horsepower that's available to the transmission. We don't torque-manage to the extent the competition does, because the Allison transmission is more than capable of handling the torque demands the Duramax engine puts out. We feel the weak link in the competitors' drivetrains is their transmissions and it's the strongest link in ours. Our truck has the lowest stated torque of all three competitors but it actually out-accelerates the competitors because we don't have to torque-manage and you're getting all the available torque to the wheels, all the time."

The difference is especially noticeable in the lower gears – the range in which our comparison was conducted (we let our speed drop to about 80 km/h before getting into the throttle and accelerating back up to the posted

limit of 100 km/h, up the steepest inclines we could find). But while the Sierra consistently pulled from the pack, all three trucks were more than capable of getting this hefty load up the hills without labouring. Even GM people admit there's not a bad heavy-duty pickup to choose from, and when you're spending upwards of \$90,000 for a four- (or six-) wheeler, that's a good thing. (The HD models start at about \$37,000 but can run more than twice that when fully equipped).

In addition to offering what they feel is the most impressive low-rpm torque-producer of the class, GM also has spent plenty of effort in building safety and comfort features into their heavy-duty vehicles.

This includes StabiliTrak with Trailer Sway Control, which comes standard on all new 2015 Sierra and Silverado HDs and an impressive exhaust brake that effectively holds your speed on down grades without burning up your brakes. A driver alert package is also available, including forward collision alert as well as a lane departure warning system that's unique to the HD segment.

The lane departure warning system produces haptic (vibrating) alerts on whichever side of the driver's seat the vehicle is straying towards. It gets your attention and is less bothersome to passengers than audible alerts (as if a driver who strays from their lane or fails to signal isn't bothersome enough).

Both the Sierra and Silverado HD can be loaded up as a luxury personal vehicle used for everyday driving and to tow RVs, boats or horse trailers on the weekends, or they can be utilized as true revenue-producing work trucks. If you're looking for the ultimate in luxury, then the Denali is your GMC Sierra.

The two GMC Sierra Denali 2500s I drove were loaded to the max, were remarkably quiet (especially for diesels) and incredibly comfortable. They were also functional, with an abundance of power outlets, sensibly placed controls and an eight-inch driver display that provided navigation and sound system info. About 25% of Sierra HD sales feature Denali trim.

On the Silverado HD side, the High Country trim will soon be offered, representing Chevrolet's first premium heavy-duty pickup. It will feature a chrome grille, unique wheels and an exclusive saddle brown interior with premium materials throughout. This truck will be right at home in Alberta, with its western-inspired colour palette.

If you're wondering which of the two

The Sierra and Silverado are priced comparably and sales are split fairly evenly.

trucks is the better fit for your image and/or lifestyle, consider that the powertrain is identical so it comes down to your styling preference. The entire front-end clip has a different look, as do the sides of the boxes. The Sierra and Silverado HD are priced comparably and sales are split fairly evenly between the two brands.

The fuel economy achieved on my drive seemed reasonable (generally about 12 litres per 100 kms), but fuel economy in heavy-duty applications is a difficult thing to predict – especially when navigating the undulating hills of Southern Alberta.

Heavy-duty pickups will perform such varied tasks, that fuel economy will differ significantly. So much so, that truck makers aren't even required by environmental regulators to publish their fuel economy numbers for anything approved for a gross combination weight rating (GCWR) of more than 10,000 lbs.

The 2015 Sierra and Silverado HD trucks can be ordered with gasoline, compressed natural gas or diesel powertrains, though nearly 60% of customers choose diesel.

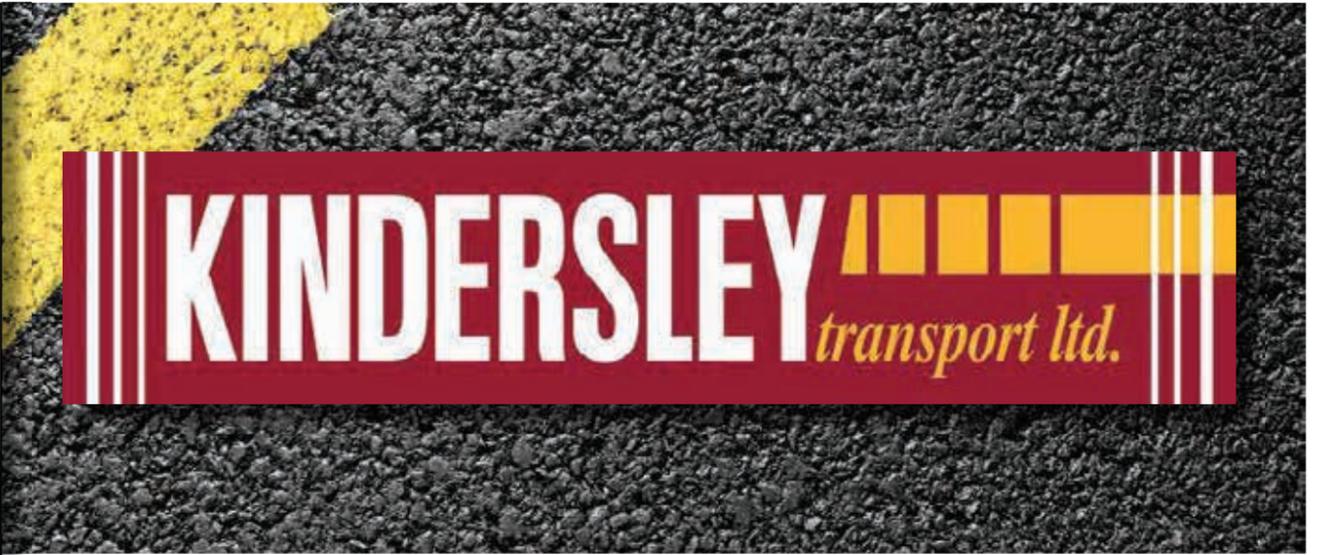
The Duramax diesel 6.6L V8 engine produces 397 hp and 765 lb.-ft. of torque, which as our drive attested, is easily managed by the robust six-speed Allison transmission. The trucks can haul 7,374 lbs or tow 19,600 lbs (by hitch) or 23,200 lbs (by fifth wheel). Look for the 2015 models of these trucks to hit dealer lots later this year. **TW**



The GMC Sierra HD Denali is pictured just outside the gates of Waterton Lakes National Park.



The Chevy Silverado HD pictured with its cousin the GMC Sierra HD by Oldman River Dam. The powertrain in the two trucks is identical.



# HIRING CLASS 1A

## Company & Owner Operator Teams

### Dedicated Weekly LTL Schedules

1. Toronto – Calgary – Vancouver – Return (5400+mi/wk)
2. Toronto – Edmonton – Vancouver – Return (5400+mi/wk)
3. Toronto – Winnipeg (2x/week) – Return (5100+mi/wk)

#### COMPANY

- Team Rate  
    \$0.5682/mile
- Dedicated 2013 T680 Kenworths
- Health and Dental Benefits
- Pension Plan
- Safety Bonus – \$0.015/mile

#### OWNER OPERATOR

- Team Rate  
    Tandem \$1.07/mile-\$1.12/mile (BC)  
    Tridem \$1.15/mile-\$1.20/mile (BC)
- Guaranteed Fuel Subsidy
- Plates and Insurance Covered
- Safety Bonus Program

#### 4. Toronto/CDN West/US Midwest/Toronto (Reverse Triangle)

- US Team Rate  
    Company – \$0.5882/mile  
    Owner Operator – \$1.11/mile
- Paid Border Crossings  
    ***\$3000 Bonus for Fastcard Approved Teams***



**APPLY TODAY!**

**Toll Free: 888.878.9585 Fax: 306.668.5849**

**[driver.recruitment@kindersleytransport.com](mailto:driver.recruitment@kindersleytransport.com)**

**[www.kindersleytransport.com](http://www.kindersleytransport.com)**

Imagine  
a  
New Horizon  
as an  
Owner Operator

OPPORTUNITIES FOR OWNER OPERATORS

- Canada Only singles operating container AB-BC
- Canada Only teams based in AB,BC,MB,SK
- Canada/U.S. teams up to \$3000 sign on bonus



**Our most important cargo rides up front!**  
1-855-JOIN ABT 564-6228 403-235-5333  
WINNIPEG MANITOBA HEAD OFFICE CALGARY ALBERTA TERMINAL  
recruiting@arnoldbros.com www.arnoldbros.com



# Focus on the trailer for better aero

By John G. Smith

NASHVILLE, Tenn. - In the search for better fuel economy, a trailer can be a drag. Its tires add to rolling resistance, any uneven surfaces contribute unwanted friction, and traditional shapes hardly slice through the air with ease.

"Basically it's a brick," says Rod Ehrlich, senior vice-president and chief technology officer at Wabash International, and the holder of many trailer-related patents. The aerodynamic challenges are not limited to a box-like form, either. The gap between a tractor and trailer alters air pressures, while wheels and bogies create their own disturbances.

These are important challenges to overcome as the US Environmental Protection Agency (EPA) looks to limit greenhouse gas emissions - a target that can only be met by burning less fuel.

Trailer designs can make a difference, maintenance managers were told during the recent annual meeting of the Technology & Maintenance Council of the American Trucking Associations. The EPA's SmartWay program already offers its stamp of approval to units which improve typical fuel economy by 5% through the help of side skirts, weight savings, and gap reducers or boat tails. A new SmartWay Elite designation is being created to identify trailers that offer gains of 9% or more.

"We're trying to come up with ways we can make the ideal streamlined vehicle," Ehrlich says.

There have been streamlined shapes before. He refers to models from decades ago which included rounded noses and roof lines, but those were abandoned. "They were expensive to build when you take metals and try to make compound curves," Ehrlich says. Then there was the matter of fitting square boxes and skids into curved spaces; the classic challenge of trying to fit a square peg in a round hole. "Anything that we do to interfere with that primary reason for it to exist is not a good compromise," he says.

Still, there are many gains to be had.

Trailer side skirts, now fitted on about half the trailers produced by Wabash, promise fuel savings of 4-7%. Trailer-mounted gap reducers offer their own gains of 1-2%. At the rear of the trailers, aerodynamic wings known as boat tails can boost savings by 1-6%, while underbody systems promise improvements of 1-2%.

About one in four 53-ft. van trailers are fitted with at least one aerodynamic device, says Mike Roeth, executive director of the North American Council for Freight Efficiencies. Side skirts are the most popular of all, and they present few maintenance costs.

## Beyond aerodynamics

The potential improvements are not limited to aerodynamic gains alone. Low rolling resistance (LRR) tires can reduce diesel demands by 3%, and wide-base tires offer savings of 3-5%. By automatically maintaining tire pres-

# TRUCK WEST

Western Canada's Trucking Newspaper Since 1989 • www.trucknews.com

# SUBSCRIBE NOW!

READING SOMEONE ELSE'S COPY?  
Have your own!

MOVING?  
REQUALIFY?  
Call (416) 442 5600 ext. 3553

Company \_\_\_\_\_  
Name \_\_\_\_\_ Title \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_  
Phone: ( ) \_\_\_\_\_ Ext. \_\_\_\_\_ Fax: ( ) \_\_\_\_\_ Email \_\_\_\_\_

CHANGE OF ADDRESS ONLY

1	1	4									
---	---	---	--	--	--	--	--	--	--	--	--

Serial # from code line on mailing label

<b>Canada</b>	<b>USA</b>	<b>Foreign</b>	<input type="radio"/> Charge Card	<input type="radio"/> Cheque Enclosed
1 Year <input type="radio"/> \$43.95 (+ applicable taxes)	<input type="radio"/> \$109.95	<input type="radio"/> \$109.95	<input type="radio"/> Visa	<input type="radio"/> Mastercard
2 Years <input type="radio"/> \$66.95 (+ applicable taxes)			<input type="radio"/> Amex	
Single Copy <input type="radio"/> \$8.00	<input type="radio"/> \$10.00	<input type="radio"/> \$10.00	No: _____	
Quebec Residents Add 7.5% QST; AB, MB, PE, SK, QC & Territories Add 5% GST; BC, NF, NB & ON Add 13% HST; NS 15%.			Expiry Date: _____	
			Signature: _____	Date: _____

DO YOU WISH TO RECEIVE OR CONTINUE TO RECEIVE TRUCK WEST

YES  NO

Signature \_\_\_\_\_

Date \_\_\_\_\_

**PLEASE ANSWER THE FOLLOWING QUESTIONS**

1) How many vehicles are based at or controlled from this location? Please indicate quantities by type:  
 \_\_\_ No. of Straight Trucks \_\_\_ No. of Trailers \_\_\_ No. of Buses \_\_\_ No. of Truck-Tractors \_\_\_ No. of Off-Road Vehicles

2) Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:  
 14,969 kg. & over (33,001 lbs. & over)  YES  NO 8,846-11,793 kg. (19,501-26,000 lbs.)  YES  NO Under 4,536 kg. (10,000 lbs.)  YES  NO  
 11,794-14,968 kg. (26,001-33,000 lbs.)  YES  NO 4,536-8,845 kg. (10,000-19,500 lbs.)  YES  NO

3) This location operates, controls or administers:  
 Diesel powered vehicles  YES  NO Refrigerated vehicles  YES  NO Pickups or Utility Vans  YES  NO Propane powered vehicles  YES  NO

4) Do you operate maintenance facilities at this location?  YES  NO IF YES, do you employ mechanics?.....  YES  NO

5) Indicate your PRIMARY type of business by checking ONLY ONE of the following:  
 a)  For Hire/Contract Trucking (hauling for others) e)  Government (Fed., Prov., Local) i)  Manufacturing / Processing b)  Bus Transportation  
 b)  Lease/Rental f)  Public Utility (electric, gas, telephone) j)  Retail m)  Other (Please specify)  
 c)  Food Production / Distribution / Beverages g)  Construction / Mining / Sand & Gravel jii)  Wholesale  
 d)  Farming h)  Petroleum / Dry Bulk / Chemicals / Tank k)  Logging / Lumber

6) Are you involved in the purchase of equipment or replacement parts?  YES  NO

7) Are you responsible either directly or indirectly for equipment maintenance?  YES  NO

Send payment to: Truck West, 80 Valleybrook Drive, Toronto, Ontario M3B 2S9 Today

tures, tire inflation systems contribute another 1%.

Then there are the opportunities to shed wasteful weight. A 1-1/8" composite floor can be 265 lbs lighter than a traditional wood floor, and another 100 lbs can be saved with a composite nose. "We can lower the weight of a trailer by 2,000 lbs pretty conveniently," Ehrlich says. But there's a catch: "It costs money to take weight out."

As promising as any gains may sound, Ehrlich says fleets need to consider the total cost of ownership behind any trailer changes. This means considering up-front costs, safety, service support, durability and warranties.

"These are new devices," he says. "How well are they going to be able to stand behind the product?"

Expected resale values and maintenance costs both need to be considered, agrees Roeth, whose group has studied changes made by "leadership fleets" including Canada's Challenger Motor Freight and Bison Transport.

Claims also need to be proven. The tools for that can include everything from computational fluid dynamics (computer models showing how a trailer flows through the air), to wind tunnels, test trucks and road tests. Universities offer a valuable resource when analyzing test results, Ehrlich adds.

C.R. England, which has 4,300 tractors and 6,800 trailers, now devotes a pair of its own Class 8 tractors and 53-ft. trailers to nothing but tests of potential fuel-saving devices. Two full-



Trailer skirts are proven to improve fuel economy by up to 5%.

time drivers are dedicated to the work, while one-third of another employee's time is used to coordinate the tests and analyze the data. Even though it is running two tests per week, at a cost of \$2,500 each, the queue to review new components is now six months long.

"It does take commitment," says Ron Hall, the fleet's senior director of equipment and fuel.

But the results have led to proven changes. C.R. England tractors and trailers are equipped with 44-inch fifth wheel gaps, perforated mud flaps, wheel covers, single-piece composite side skirts, boat tails, low rolling resistance tires, and tire inflation systems.

Some fuel-saving tools were still rejected because of costs. Inventories of wide-base tires were thought to be too pricey to manage, and the fleet is "neutral" in its view of aerodynamic changes on the trailer's surface, behind the tan-

dem, and under the vehicle. Still, Hall stresses that the devices can still have a role to play in other fleets. "It may not be neutral for everyone," he says.

"The more data the better," Roeth says. But he still believes that smaller fleets can conduct meaningful tests of their own. An operation with 15 trucks travelling the same route, for example, could simply add devices on a few of the trailers and measure the differences. "None of these tests are perfect," he says. "None of these tests are bad."

### Hidden opportunities

Potential fuel savings may even be hiding inside the trailer. One option being explored by C.R. England, which specializes in temperature-controlled freight, includes extra floor insulation.

"To us, fuel use on the trailer isn't just what we save off the tractor. It's

also what we put into the reefer," Hall says. This means tests also explore BTUs lost per hour, and use thermal imaging to identify where insulation might need to be improved.

The focus on fuel economy continues when the fleet's equipment is on the road, tracking fuel purchases by truck, cross-referencing the numbers to data from electronic control modules, and comparing fuel economy by specification. "If the technology requires some kind of behavioural change by the driver, the fuel test is not going to measure the management of that behaviour," Hall explains. Trailer boat tails, for example, still need to be opened.

And the ongoing costs of trailer enhancements are hardly limited to fuel. Hall adds between 25% and 50% to the cost of a new fuel-saving device to account for installation and maintenance. Even something that looks like it simply bolts into place can create secondary issues. C.R. England found that it had to mount side skirts aft of the landing gear, to make it easier to reach fuel tanks. Tire carriers also had to be remounted so they could still be reached.

Targets for the second phase of the EPA's limits on greenhouse gas emissions will be published by March 31, 2016, and will focus on vehicles, engines and trailers alike. "We want real-world fuel savings," says Dennis Johnson of the US Environmental Protection Agency's technology assessment centre. "Not just data in a test cell." **TW**



## Taking Command of Maintenance Costs Requires Prestone Command® Premium Antifreeze/Coolant

With patented anticorrosion formulas, Prestone Command® offers improved engine protection for any heavy duty engine and is compatible with any heavy duty coolant. Frost & Sullivan has recognized Prestone Command® as a true innovator, with its advanced technologies that offer increased value and ROI through decreased truck maintenance costs.

*"Prestone Command® line of heavy-duty antifreeze offers an innovative solution to fleet owner-operators looking to improve their ROI for maintenance expenses by providing several advanced formulations to meet a variety of needs."*

— Frost & Sullivan\*



PRESTONE IS A REGISTERED TRADEMARK OF PRESTONE PRODUCTS CORPORATION AND IS USED UNDER LICENSE BY:  
FRAM GROUP (CANADA) INC., MISSISSAUGA, ON L5N 6S2  
Product of U.S.A. ©2014 Prestone Products Corporation

\*Frost & Sullivan provides market research and analysis to global industry leaders from key industries, including Automotive and Transportation.



To learn more about Prestone Command®  
www.PrestoneCommand.com • (888) 282-8960  
Email: OrdersPrestoneCommand@Prestone.Com

# Trucking needs new thinking, strategies, to snag talent

We sit down with the AMTA's newly installed interim executive director Richard Warnock for a discussion on the industry.

By Jim Bray

**CALGARY, Alta.** – If the trucking industry is going to combat its personnel shortage, its people have to think outside the box and engage young people in a way that appeals to them directly.

That's according to Richard Warnock, the new interim executive director of the Alberta Motor Transport Association (AMTA). Warnock told *Truck West* in a recent interview that a good starting point might be for trucking companies to focus on the long-term view, even to thinking about the retirement plans of people they haven't even hired yet.

"If there's a fault in our industry, it's (lack of) pensions," Warnock said. "We need to get the younger generation into the business of transportation and we can't get them without giving them something. And what they need is security for their future."

Warnock noted that – like many of his peers – he didn't think about retirement when he was young, but that was then and this is now.

"Talk to a 20- or 25-year-old today and their mindset is definitely different," he said. "They have that 'Freedom 55' number and want to know what you're giving them so they can do that."

Warnock suggested companies develop a penchant for pensions by steering young employees into self-contributed RRSPs for which they could match the individual's contributions.

"If we don't do something for the future," he said, "we'll have no one in 30 or 40 years from now who wants to do this kind of work, not only in transportation, but any work where there's no pension money."

Besides pensions, another of the biggest challenges facing the industry that Warnock cited is that bugaboo of no commercial driver's designation.

"There's no credibility, no apprenticeship program, no funding support for anyone to get in," he said, "so if we set up programs as an industry and we want to make a driver professional, to train them young and get them into the business, then there has to be a return for

that in that they get some kind of credit, a certificate that says they've done (the training)."

Warnock thinks that lack of credibility contributes to the impression that trucking isn't a particularly glamorous profession, which he said works against the industry when parents are faced with paying for their kids' post-secondary education.

"Parents would sooner pay for university for someone to become a doctor or lawyer than a truck driver," he said, "so there's a little bit of pushback from that side in parental guidance – saying don't be a truck driver." He thinks that impression can be changed by making truck driving a licensed trade. "Make it recognizable and you might make it attractive," he said.

What Warnock would like to see is a professional designation where "you could go from job to job or province to province and hold your head up high and go in there with your resume and your certificates, and say 'I'm a truck driver and here's my certificate, my pass, my commercial driver's abstract, and so on.'"

Until that happens, however, Warnock believes there will continue to be roadblocks from a funding and a teaching point of view.

Corporate training centres are good, but Warnock doesn't think they're particularly useful when it comes to gaining professional designation. "Most companies train for what they do," he said, "so if you are training in an LTL large organization world and that driver's trained for that and then he wants to go and move rigs, or he wants to go haul lumber with Super-B's, he's not trained."

He'd like to see new drivers start their careers with entry-level training, covering the issues that are common with every company – hours-of-service, load securement, health and safety, and the like. "You cover those items and then give them credit for that – they know the basics, logbooks, hours-of-service, pre-trip, and then the company can mould you from there, down their path."

The AMTA, Warnock said, is planning

to put the concept of entry-level training before the provincial Transportation Minister. Getting the politicians' attention might be easier said than done for a while, however, considering the political turmoil in which the province of Alberta finds itself currently: not only have Transportation Ministers been playing musical chairs in cabinet over the past few years, but Premier Alison Redford's sudden falling on her political sword has thrown the governing party into a round of political navel gazing and campaigning that could push other issues to the back burners.

Warnock also noted that, while truck drivers are vital, they're only one part of the industry whereas the labour shortage is affecting the entire spectrum of the sector.

"Truck driving is probably our number one priority," he said, "but we want to get out there and promote our industry, that we need safety people, we need dispatchers, dock workers, accountants. We're a major employer in this province and need people."

One way to get that message out is to have outreach programs in schools so guidance councillors can let their charges know the trucking industry consists of more than driving a truck.

"Some of the younger generation who want to get into trucking will want to go straight into dispatch or management or safety," Warnock noted. "They have no interest in driving a truck and you will never get them to."

Whatever tools end up being brought to bear on stemming the staff shortage, Warnock said they have to be used in a way that consumers won't end up carrying the freight.

Warnock suggested the industry look for other ways for companies to cope with rising costs, including such concepts as truck trains that can help move goods with fewer drivers.

"One of the things (the government) has going is they're looking for industry and public input for a 50-year strategic plan for infrastructure and transportation in Alberta," he said, adding the caveat that "if we're going to have truck trains or a different way to move our goods on a more economical basis, we have to have the roads to do it on."

He said there's talk about making the four-lane QE2 (Hwy. 2) six lanes wide to help handle the ever-increasing traffic flow, but he isn't fond of the suggestion



Richard Warnock

that the extra lanes be used for trucks only. "Stay right if you're the slower traffic," he said, "but don't say stay right because you're a semi."

Whatever the roads scholars dream up, they'll have to consider more than just the Queen Elizabeth II Highway, which is only one major route in a province to which people continue flocking, putting ever more strain on the entire infrastructure. And while upgraded highways could be a boon in the boonies, they won't help unplug things in the clogged urban corridors.

"A driver used to be able to make seven deliveries an hour," Warnock said, "but you're lucky to make one or two an hour today just because of the traffic."

One way to clear city streets would be by going to what Warnock described as "the cube van world," in which semis haul goods to the edge of the urban centre and they're then distributed through the city on smaller trucks. He thinks that could "definitely be a workable situation," but doesn't think it's the answer to the personnel shortage.

"We don't have enough drivers now and you need even more drivers if you put the semis on the outside. So that's probably not a good model to look at."

The bottom line for Warnock is that changes are coming and are necessary, but the answer isn't to make changes for the sake of it.

"We need to keep the status quo until we build something better," he said, noting that it's tough enough to make a dollar in the current business environment, what with emission standards and other wallet wallops companies have been taking. "The price of that truck now compared with eight years ago is pretty well a \$20,000 (premium) on the new vehicle market," he said, "and maintenance costs with those engines have gone up drastically. Someone has to pay those bills." TW

1	H	E	A	D	A	C	H	E	R	A	C	K	S			
	O	I	D	O	E	R							P			
8	T	U	R	B	O		9	W	H	E	R	E	T	O		
	S	H	P	A	F	S							O			
10	P	R	O	S	T	A	R		11	E	A	T	O	N		
	O	R		D	R											
12	T	I	N	C	A	N		14	I	S	L	A	N	D		
								17	K					U	I	
18	L	A	S	E	R		20	R	E	C	Y	C	L	E		
	O	A		H										L	T	S
22	C	O	N	N	O	R	S		23	A	L	I	C	E		
	A	T	S	K												
24	L	E	A	S	E	P	A	Y	M	E	N	T	S			

This month's  
**CROSSWORD SOLUTION**  
is brought to you by  
**TRUCK WEST**  
**TRUCK NEWS**  
powered by **17 Feet Executive**

13 CANADIAN TRUCKS  
PHOTOGRAPHY BY WOWTRUCKS®

13 MONTH PREMIUM GLOBE CALENDAR  
11 BY 17 INCHES OPEN

**LIMITED TIME OFFER**

100 CUSTOM 2015 CALENDARS

\$399.00 + TAX/SHIPPING

CUSTOMIZE WITH COMPANY LOGO

RUN PROMOTIONS THROUGH QR CODES

A 24/7/365 MARKETING TOOL CLIENTS WILL LOVE!

WOWTRUCKS®

TRY IT ONLINE AT [www.trucknews.com](http://www.trucknews.com)

1-800-701-2498

Stay up to date on  
**industry news, trends and equipment releases**

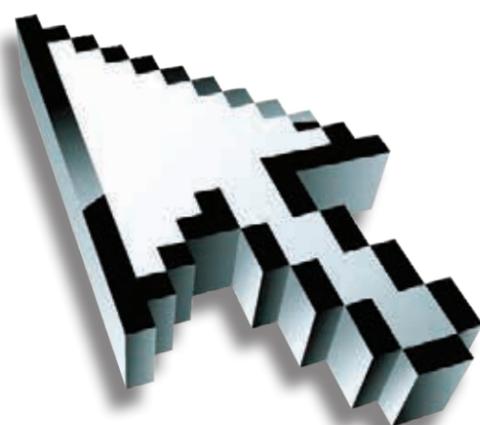
Visit the industry's most popular website

**truck news.com**



Discover what more than  
500,000 visitors did last year

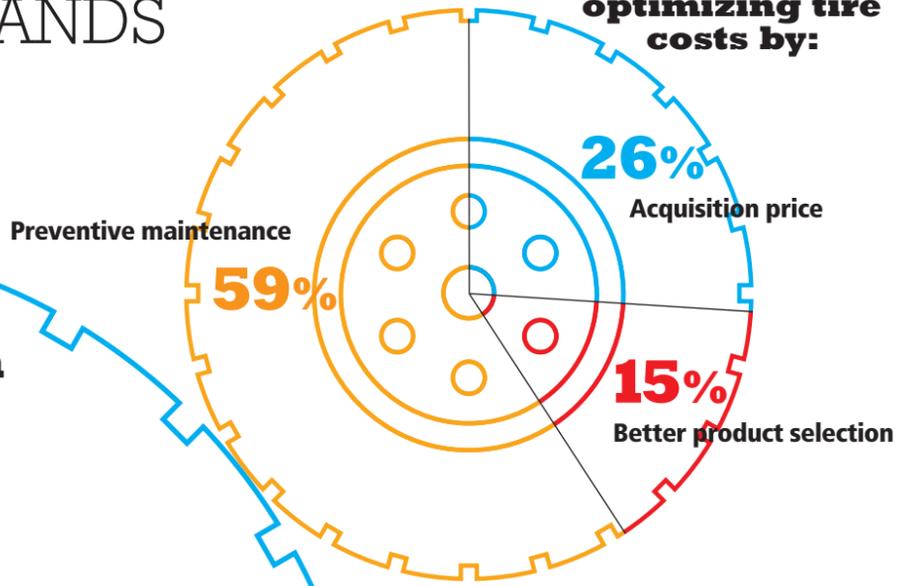
WE DELIVER  
**MORE BLOGS**  
**MORE VIDEOS**  
**MORE NEWS**



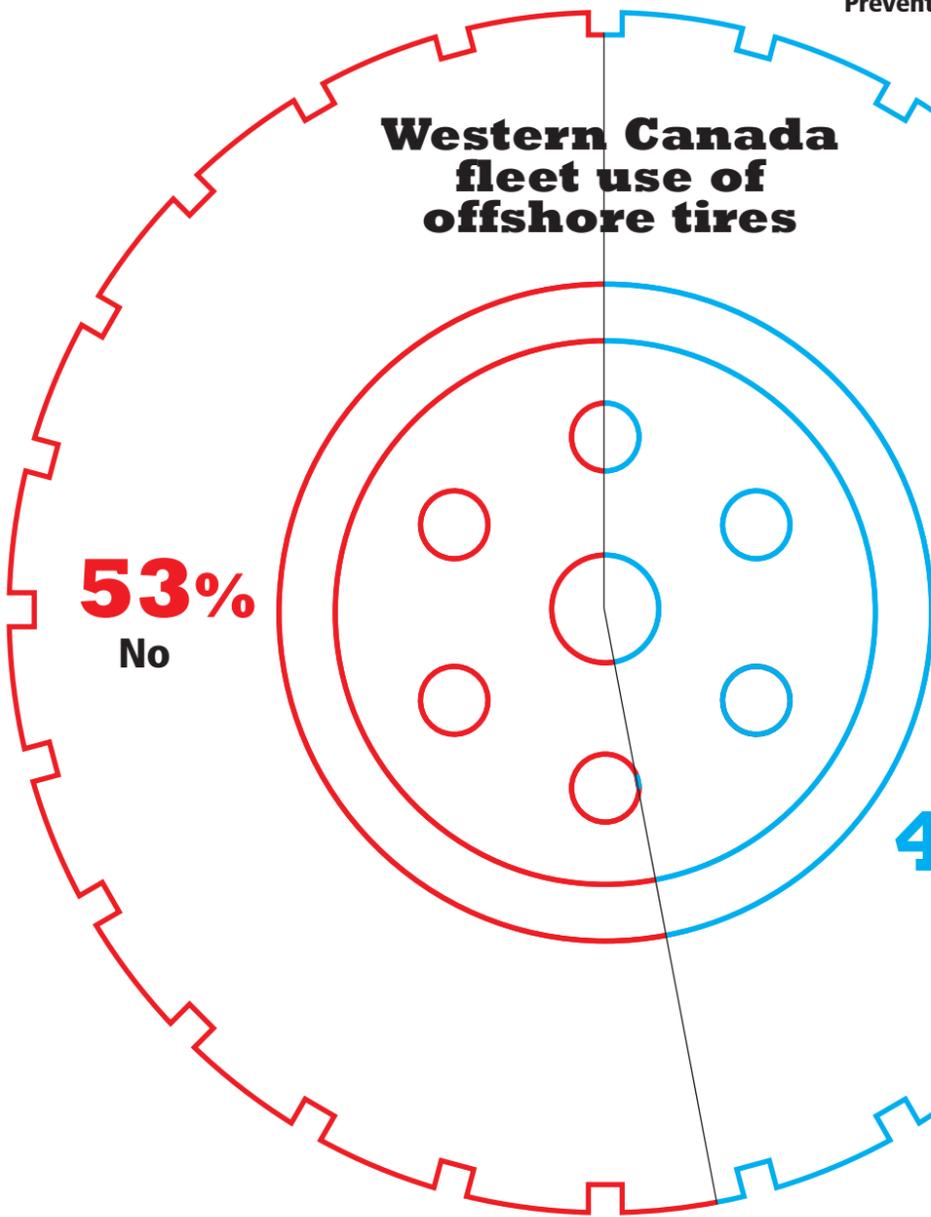
# REBEL ROLL

## WHY SOME WESTERN CANADA FLEETS ARE CHOOSING OFFSHORE TIRE BRANDS

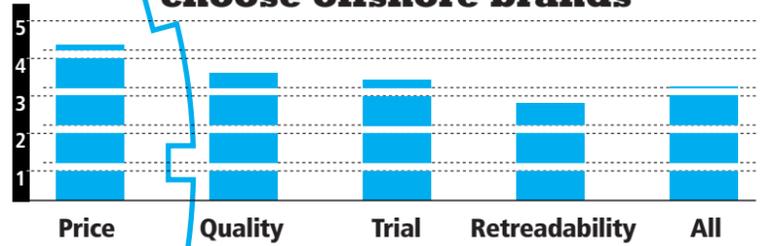
**Western Canada fleet strategies for optimizing tire costs by:**



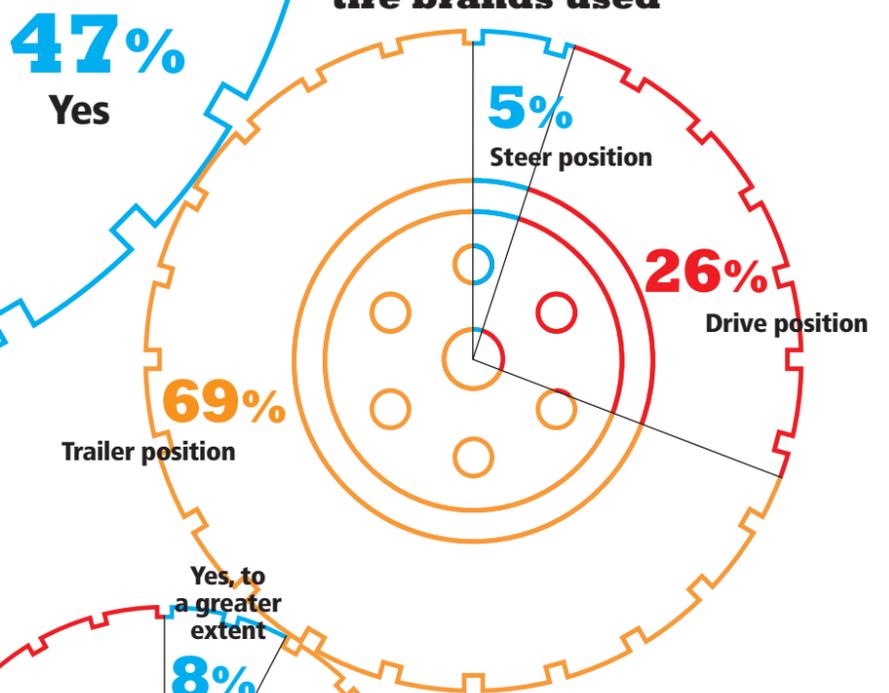
**Western Canada fleet use of offshore tires**



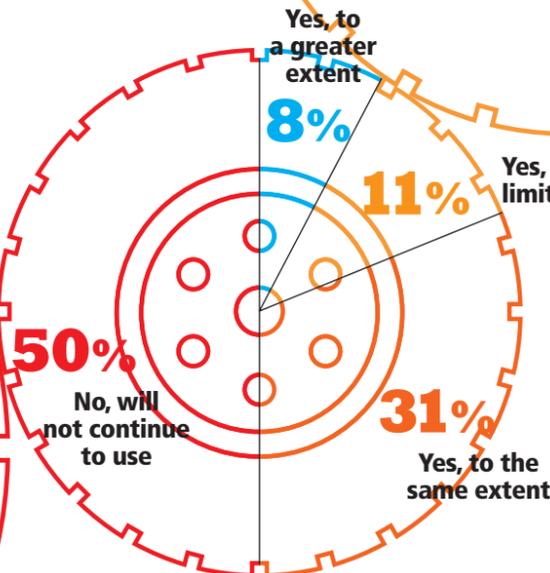
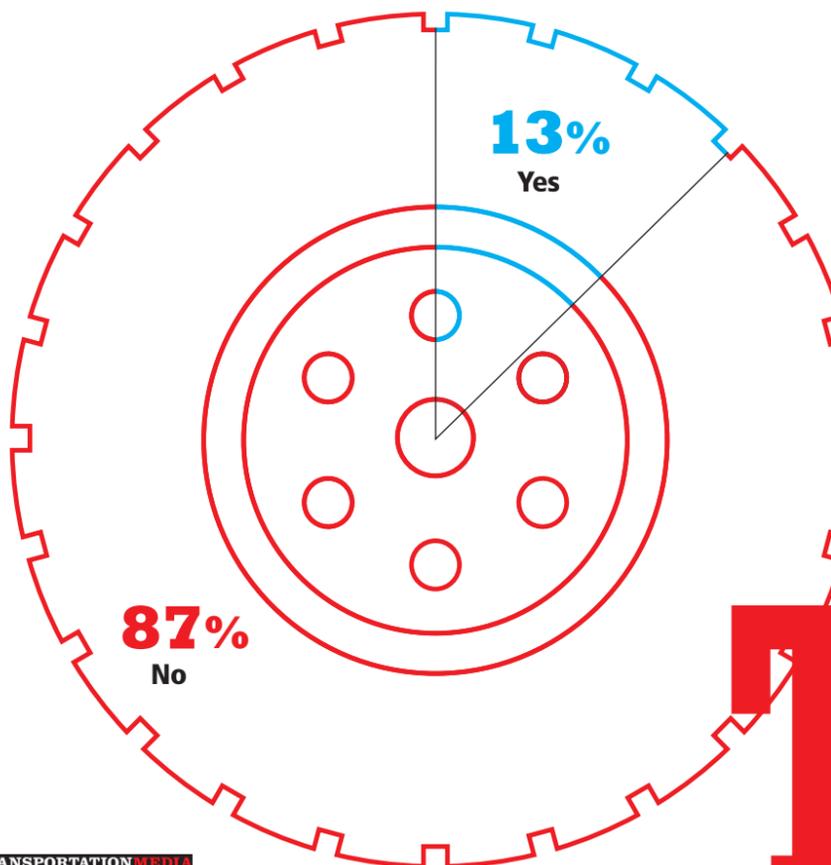
**Main reasons Western Canada fleets choose offshore brands**



**Positions offshore tire brands used**



**Consider replacing brand name tires with offshore brands**



**Western Canada fleet intentions to continue using offshore brands**

The use of offshore tire brands, made in countries such as China and India and sold at considerably lower cost but with sometimes questionable quality, has been growing over the past decade. Transportation Media Research has been tracking this development annually since 2006. Almost half of Western Canada fleets responding to our Tire Buying

Trends Survey indicate they have tried such brands, primarily in the trailer position but also increasingly in the drive position. Price is the prime motivator and half of those who have tried the offshore brands plan to continue using them, although only 13% would completely replace their traditional brand casings with the offshore brands. TW

## Bill Sokil passes away

**EDMONTON, Alta.** – The Alberta trucking community has lost one of its most prominent members with the death of William “Bill” Sokil.

Sokil, 83, was president and CEO of Edmonton-based Sokil Transportation Group, a company that has 877 pieces of equipment and 270 employees.

Sokil also held the title of director-at-large with the Alberta Motor Transport Association (AMTA), a position that built upon Sokil’s two terms as president of the AMTA (formerly the Alberta Trucking Association). He was president from 1971-1972 and again for the 1979-1980 term. Sokil also served as chair of the Canadian Trucking Alliance.

“I always had the greatest respect for his dynamic approach and ability to move issues forward to solution,” said Richard Warnock, acting executive director, AMTA. “Our industry owes him a debt of gratitude for his leadership.”

According to the AMTA, Sokil was “actively involved in legislative and regulatory affairs at the municipal, provincial, federal and international levels. He was regarded by many as a major force in the industry who led in a quiet way, someone who was ahead of his time and made things better for the entire industry.”

In remembering Sokil, David Brad-

ley, president and CEO, Canadian Trucking Alliance, described him as “one of the Alberta trucking pioneers and one of its great personalities.

However, Bill’s contribution and influence extended well beyond Alberta.” Bradley noted Sokil was “one of the architects of Canada’s current truck weights and dimensions standards. He will be missed. Our sympathies to Bill’s sons, Greg and Rob, and to the entire Sokil family.”

Along with his sons and their families, he is survived by his brother Russell. Members of the Sokil family are directly involved in the day-to-day operation of the Sokil Transportation Group, and the company, which was founded by Bill and Russell’s parents, remains a family-run operation. **TW**

## Fleet owner named Woman of the Year

**REGINA, Sask.** – The National Association of Professional Women (NAPW) has named Angelika Ringuette, owner and vice-president of Ashton Transport a 2014 Professional Woman of the Year.

She is recognized for this prestigious award for her leadership in marketing.

Formed almost 25 years ago, Ashton Transport has a fleet of more than 20 tractors and 70 trailers that provide service to Western Canada.

Ringuette is looking forward to providing transport to the Keystone pipeline project and is an active member in her community, supporting organizations like Stars Air Ambulance and The Boys and Girls Club. **TW**

## AMTA changes job titles

**CALGARY, Alta.** – The Alberta Motor Transport Association (AMTA) has changed the titles of several board members and a staffer.

As of now, Carl Rosenau is the AMTA’s chairman of the board (formerly president), Jane Douziech is senior vice-chairman (formerly senior vice-president), Rob Shopland is vice-chair (formerly v.p.), Willie Hamel is past chair (formerly past president) and Warnock is now president and CEO. **TW**

# MISSING PLEASE HELP

## DEVON MOLDOWAN



Missing Since:	June 13, 2009
Date of Birth:	February 21, 1984
Missing From:	Jasper, Alberta
Height:	6'1"
Weight:	187 lbs
Eye Colour:	Blue
Hair Colour:	Reddish/Brown

missingkids.ca  
We're here to help.

IF YOU HAVE ANY INFORMATION ABOUT THIS MISSING PERSON,

PLEASE VISIT OUR WEBSITE

[missingkids.ca](http://missingkids.ca)

OR CALL US TOLL-FREE

1-866-KID-TIPS

(1-866-543-8477)

OR CONTACT YOUR LOCAL POLICE DEPARTMENT. ALL CALLS CONFIDENTIAL.

missingkids.ca is a program of



CANADIAN CENTRE FOR CHILD PROTECTION

Child Find (Ontario) Inc. is an affiliate of the Canadian Centre for Child Protection Inc.

Together, they provide missing children services in the Province of Ontario.

[www.espar.com](http://www.espar.com) (800) 387-4800

# SUPPORT

OTHERS TALK IT, ESPAR WALKS IT.



On-site Training



Tech Center w/ Extended Hrs



Call Center



Product Support Group



Web-based Training



Training Videos



Downloadable Manuals



1000+ Service Locations

Espar



We've got you covered.



Espar Heaters:  
They Just Make Sense



By Edo Van Belkom

Mark was on the last of three round-trips he'd made between Vancouver and Calgary, moving stock into a new warehouse that was opening up in Alberta to supply the ever-growing oil and gas industry. With a day's drive to Calgary, followed by a layover, it was time to find out where he'd be headed next. He grabbed his phone and called Bud.

"Hello?"

Mark checked the number. It was Bud's number, but it didn't sound much like Bud. "Is Bud there?"

"No he's not," the voice said. "Who's this?"

"Mark."

"Mark who?"

"Mark Dalton."

"Oh," the voice said in mixture of surprise and revelation. "So you're Mark Dalton. I've heard a lot about you."

"All good I hope," Mark said.

"Both good and bad, but I got to tell you...some of the bad stuff's pretty cool." He ended off with a laugh. "My name's Bernie. My wife sometimes calls me Bernard, but never in a good way."

"So you're filling in for Bud?"

"Couple of days, yeah. He'll be back next Monday. What can I do for you?"

"How 'bout another load?"

"You're on your way to Calgary?"

"That's right."

"And how old is your truck?"

Mark was taken aback. Asking Mother Load's age was like asking a lady how old she was. He thought about saying, "None of your damn business," but decided on answering just to see where this was going. "Ten years old."

"Are you running on low rolling resistance tires, or the everyday kind?"

Back in 2010 when various states in the US began developing guidelines to help long-haul drivers to become more fuel-efficient it only made sense to begin converting the tires on Mother Load to LRR tires. In the four years since, all 10 tires had been replaced, and the front tires had been changed twice. The cost per tire was only something like \$10 or \$30 more, so it made sense in the long run with the number of miles Mark drove each year. In fact, the tires had done a lot to help Mark shave a few percentage points off his annual fuel bill.

"LRR," said Mark.

"That's great," Bernie said. "I've got a great load of cowhide to go to a fashion supply house outside San Francisco."

Mark sighed. "They wear a lot of leather there, do they?"

"Apparently."

Mark shook his head. "I've heard there's all kinds of problems driving through California for Canadian carriers."

"That's got around, has it?"

"A lot of guys aren't happy."

"Yeah, well...if your tractor's compliant, there shouldn't be any problem. The California Air Resources Board's SmartWay requirements are in effect, but this shipper is on top of it."

"He told you that, did he?"



# Mark learns the SmartWay

PART 1

"Yeah. See, this guy is operating a large fleet of trailers - California considers over 21 trailers a large fleet - so he only needs 75% of his trailers to be compliant to be able to ship into California."

"Why are you even telling me this? If he's shipping to California then shouldn't every one of his trailers be compliant?"

"Next year they'll all have to meet the standards. If he's got a few stragglers he can always sell them off next year and meet that 100%. Anyway, the bottom line is that his trailer fleet is good and you shouldn't have any problems."

Mark laughed under his breath. He'd heard assurances like that enough times before to know that whenever anyone said, "Don't worry," or "It's all been taken care of," that was the time to run away and never look back. Still, a long haul into California with a layover in between was pretty tempting. "Is there a return load into Canada?"

"Of course. Auto parts to Edmonton."

"Alright," Mark said, hoping it was the right choice.

"Great. I'll get back to you with the details."

Early the next morning, Mark pulled into a busy truck yard with all manner of trailers lined up against the back fence. In addition to the usual line-up of box trailers there were two drop-frame trailers, a bunch of chassis trailers, a single curtain-side trailer, and three odd-shaped box-trailers all less than 53 feet in length that carried light cargo like potato chips or foam padding.

All those types of trailers were exempt from California's SmartWay regulations so Mark concentrated on the 53-foot or longer box trailers. If this guy's fleet was 75% compliant, then three out of four trailers would have fairings and skirting, but a quick count put the number at less than half the box trailers in the yard.

Mark parked Mother Load by the office door and went in. There was a man in his 40s behind a desk looking fit and tanned...like he made runs into California himself all the time.

"I'm Mark Dalton," he said. "You've got a load for me going to San Francisco."

The man jumped up and shook Mark's hand. "Pleased to meet you. I'm so glad you can take the load. It's not always easy finding owner/operators who can drive into California on such short notice."

"It sounds like a good run," Mark said.

"It is, it is." He led Mark over to an open loading bay door and pointed to a trailer across

the yard. "That's the one there," he said pointing. "With the red Calway writing on the side."

Mark studied the trailer and guessed it to be about 10 years old. It had a fairing up front but no skirts under its belly. That was important since you didn't have to look too hard at the trailer to know it wasn't SmartWay compliant.

And even though it didn't have to meet the standard yet, it was never a good thing to draw unwanted attention.

"So, this trailer's not SmartWay approved."

They climbed down from the loading dock and began walking across the yard to the trailer.

"That's right," he said, "it doesn't meet the SmartWay requirements, but it doesn't need to. Sure, it's got no fairings on it, but it's one of just three in my fleet of 46 trailers that doesn't have them, so I'm still within their compliance schedule."

It all made sense, especially when outfitting a fleet of 46 trailers would cost something in the neighborhood of \$300,000. You couldn't blame someone for having a few trailers out of compliance. Still, "Can't you just give me a trailer with the fairings on it?" Mark asked. "There are plenty in the yard."

"They're not all mine, and all the ones I do have are in use. This load is time-sensitive, so it's got to go on this trailer."

Mark said nothing.

The man must have sensed Mark's apprehension because he said, "Don't worry. This particular trailer has been down into California and back a dozen times since the SmartWay regulations came into effect."

As they reached the trailer, he pointed to a 'SmartWay' sticker at the front of the trailer and knocked on it twice with his knuckles. "See, it's part of the program."

Mark nodded, his concerns satisfied.

This was going to be one fantastic trip. **TW**

- Mark Dalton returns next month in Part 2 of Mark learns the SmartWay.

Did you know that there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy, register with ecoENERGY for Fleets (Fleet Smart) at [fleetsmart.gc.ca](http://fleetsmart.gc.ca).

Illustration by Glenn McEvoy



BROUGHT TO YOU BY MICHELIN® XZA3®+ EVERTREAD™ TIRE  
MICHELIN'S MOST DURABLE HIGHWAY STEER TIRE



## Better border coming to Aldergrove

ALDERGROVE, B.C. – A new commercial facility at the Aldergrove border crossing is in the works and will help traffic congestion and improve efficiency says BC Trucking Association (BCTA).

Last month, the Minister of Public Safety and Emergency Preparedness Steven Blaney announced the federal government is investing nearly \$18 million to improvements for cross-border travellers.

The new full-processing facility at Aldergrove is expected to be complete by early 2016.

“We are extremely pleased that the government has recognized the value of Aldergrove to cross-border trade along with the Pacific Highway crossing and Huntingdon in Abbotsford,” said Louise Yako, BCTA’s president and CEO. “Because Aldergrove was originally designed as a crossing for passenger cars, there was an understandable tendency to ‘stick with the program’ in terms of envisioning its future. But with input from our members and the local business community, the ministry realized the opportunity to support and enhance trade via land border ports in the region.”

An authorization letter was required to use the port since August 2010 for local area carriers only.

The new facility is good news for the Pacific Highway crossing; it will in turn be less congested and have fewer delays for commercial vehicles. **TW**

## US trucking capacity tightening

BLOOMINGTON, Ind. – The latest Trucking Conditions Index from FTR shows tightening capacity in the truckload sector. FTR says that tightness could see some relief if freight growth slows in the second quarter as expected.

Trucking capacity is projected to remain tight through the rest of the year.

“Truckers should be feeling much better now that they have finally been able to use the ever tightening truck supply to get much needed rate gains,”

said Jonathan Starks, FTR’s director of transportation analysis.

“It looks like much of the supply-and-demand balance is coming back down to a more ‘normal’ level as shippers are finishing their spring freight season and the backlog of loads caused by the winter weather has largely subsided. ‘Normal’ remains a relative term since the industry continues to be operating at much higher levels of utilization than we have seen in the past.” **TW**

# TRUCK WEST

## LIST OF ADVERTISERS

<b>Accutrac Capital Solutions</b> 7	<b>Diesel Spec</b> 27	<b>Penske</b> 32
<b>Ancra Canada</b> 14	<b>Espar Heater Systems</b> 43	<b>Prestone</b> 39
<b>Arnold Bros. Transport</b> 38	<b>Favel</b> 33	<b>Ryder</b> 7
<b>Bison Transport</b> 26	<b>Freightliner</b> 2,3	<b>SAF-Holland</b> 10
<b>Careers</b> 18,26,29,30,32,34,37,38	<b>Goodyear Canada</b> 13	<b>SGI Canada</b> 47
<b>Castrol/Wakefield Canada</b> 33,35	<b>Great Dane Trailers</b> 11	<b>Shell Canada Products Ltd.</b> 22,23,48
<b>Celadon Canada</b> 29	<b>H2Blu/Wakefield</b> 9	<b>SLH Transport</b> 34
<b>Chevron Global Lubricants</b> 4	<b>Husky Oil</b> 15	<b>TransX Group Of Companies</b> 30
<b>Child Find-Missing Kids</b> 43	<b>Kindersley Transport</b> 37	<b>Truck West-DriverLink</b> 43
<b>Crossword Puzzle &amp; Solution</b> 18,40	<b>Luber-finer</b> 31	<b>Truck West-Subscription</b> 38
<b>Cummins Inc.</b> 6	<b>Mack Canada</b> 19	<b>Truck West-Truck Ops</b> 34
<b>David Benjatschek – Wowtrucks</b> 40	<b>Michelin</b> 17	<b>Trucking Safety Council B.C.</b> 12
<b>Day &amp; Ross</b> 18	<b>National Truck League</b> 28	<b>Utility Trailers</b> 16
	<b>Navistar Canada</b> 8	
	<b>Northbridge</b> 20,21	
	<b>Ocean Trailers</b> 12	

North America’s best resource for trucking jobs

— SIGN UP FOR FREE TODAY —

www.driverlink.com

support@driverlink.com

### TRUCK NEWS

### TO REGISTER

**COMPLETE AND FAX TO 905-795-0539**

We will enter your information on Driverlink where companies and recruiters search for drivers.

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

Prov/State \_\_\_\_\_ Postal/Zip \_\_\_\_\_ Email \_\_\_\_\_

(THIS WILL BE YOUR USERNAME ACCOUNT)

Home Tel \_\_\_\_\_ Cell \_\_\_\_\_

**BEST WAY TO CONTACT ME:**  Home Tel  Cell  Email  Other \_\_\_\_\_

#### WORK PREFERENCES:

- Owner Operator  Local  Hwy Team  Hwy Single/Company Driver  
 Lease Purchase  Moving  Driver Trainer  Other \_\_\_\_\_

**TOTAL TRUCK DRIVING EXPERIENCE** \_\_\_\_\_/yrs

**OWNER OPERATOR?** Manufacturer \_\_\_\_\_ Year/Model \_\_\_\_\_ Engine/Size \_\_\_\_\_

**PREFERRED DRIVING REGION:**  North America  Canada only

#### WORK EXPERIENCE:

Last Employer \_\_\_\_\_

Start/End Date \_\_\_\_\_ City \_\_\_\_\_ Prov/State \_\_\_\_\_

Contact Person \_\_\_\_\_ Tel \_\_\_\_\_

#### CERTIFICATION / TRAINING:

Can you lift 50lbs?  Yes  No

Name of School \_\_\_\_\_  Doubles/Triples

Name of Course Completed \_\_\_\_\_  Air Brake Adjustment

City \_\_\_\_\_ Prov/State \_\_\_\_\_ Start/End Date \_\_\_\_\_  Over-Size Loads

Hazmat

Air Brake (Drive)

Tankers

I am able and willing to cross the Canada/U.S. border to haul loads.  Yes  No

I am FAST approved (for expedited border crossing).  Yes  No

Would you like to be contacted by driver agencies?  Yes  No

Has your license ever been suspended?  Yes  No

By filling out and signing this application, I agree to abide by Driverlink’s terms and conditions and consent to the use of personal information according to the Driverlink privacy policy.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Driverlink is proud to protect the privacy of your personal information as required under federal privacy laws. If you would like to see a copy of our privacy policy, please go to [www.driverlink.com/privacy.asp](http://www.driverlink.com/privacy.asp). If you would like a printed copy of our privacy policy, please call us at 1-800-263-6149 and we will be happy to mail one to you.



# JIM'S BRAYINGS



Welcome to Jim's Brayings, a quick look at some interesting community news items from across the west that we think will interest you. If you have some news you think will be a good match for this column, pop me off an e-mail at [jim@transportationmedia.ca](mailto:jim@transportationmedia.ca). We can't run everything, of course, but we'll try to get in as much as space permits...



AMTA board members participate in a mortgage burning ceremony for their Edmonton operations. From left: Don Achtemichuk, Bob Hill, Carl Rosenau, Shirley Norton, Gene Orlick.

I don't know about you, but I'm tired of just whining about the weather and the nearly endless winter. After all, as the great Mark Twain once said, everyone complains about the weather but no one does anything about it. And heck, here it is the beginning of May as I write this and it's supposed to snow again this weekend in Calgary - and that doesn't even include our normal late May snowfall! I've had enough. So I'm going to do something about it, and to fight this massive cooling we've had, I'm going to expand my carbon footprint appropriately. I'm going to cut down trees, idle my vehicle with abandon and emit a lot of gaseous discharges. Take that, Al Suzuki and David Gore!

On the other hand, I guess the only difference from SOP would be the cutting down of trees...

## Back from Banff

At least the roads between Banff and Calgary were good this year during the last weekend of April. That's when the Alberta Motor Transport Association held its annual conference, and

thanks to the AMTA for inviting me once again. This year, they relocated to the Rimrock Hotel (the past couple of years they held it at the Banff Springs). The Rimrock is actually a better venue; while it may lack the famous Banff Springs' history, it's a heckuva lot easier to get around and less pretentious, so that was great. Cheaper, too, that being relative in Banff. And the view's great. Well, when you could see it between the snowflakes.

It was a great bash, too, with interesting business sessions and a great motivational speech after Saturday's lunch from the inimitable Mike "Pinball" Clemons, CFL hall of famer who told the assembled multitude he'd walked away from the Argos' coach's office because he wanted to be a hall of fame dad. And that was the basic tenor of his speech - to suck it up and do the right thing because that's what life is about - and it ain't about us as individuals.

Kudos to the always entertaining Gene Orlick for having the audacity to get Clemons to autograph his team cap - his Calgary Stampeders team hat!

The AMTA's Conference is usually like this: interesting business sessions, great food and a lot of laughs, and this

year's was no exception. Catch more coverage in the next issue.

But in the meantime, perhaps the highlight of the AMTA's AGM happened just after the meeting had actually adjourned, when board members plodded out of the Rimrock, through the fresh snow, to partake in a mortgage burning ceremony for their Edmonton operations. As you can see from the accompanying picture, it was about as nice a way as there is to keep warm on an otherwise sunny Saturday in Banff!

There was also a series of awards handed out as usual; I'll have a better look at them next month, too.

## In Memoriam

Condolences to the loved ones and friends of William "Bill" Sokil, a pioneer in Alberta's trucking industry. Bill passed away on April 25 at the age of 83. He was president and CEO of Edmonton-based Sokil Transportation Group, which the AMTA says grew into one of Alberta's most influential fleets, with operations across the country. Bill served two terms as president of the AMTA (which back then was called The Alberta Trucking Association) in the 1970's and served as chairman of the Canadian Trucking Alliance as well.

Bill is survived by his two sons, Greg (Angie) and Robert (Valerie) four grandchildren, and brother, Russell. You can read more about Bill on pg. 43.

## In Memoriam 2

Condolences, too, to the family and friends of Martin Marsolais, a long-time logging contractor in B.C.'s central interior, who died at the age of 86 on March 26. According to the Central Interior Logging Association, Martin got his start in forestry at a tie mill in Edson, AB, and later moved to the Prince George area, where he worked for several years for the Lloyd Brothers Sawmill.

Martin eventually moved into log-

ging, establishing his own company and working all over the province. Later, he got a logging contact with Lakeland Mills, and worked in the Prince George area for more than 40 years.

## On the Rodeo again

Calling the best in the west! It's time to start planning for the annual driving championships, so hone those skills and get ready to rumble. Starting from west to, well, not as west (I'd hate to call Manitoba "eastern!"), the BCTA's version is set for June 21 at the Abbotsford Tradex Centre, where later in the year they'll be rolling out the red carpet for Truxpo. To register, go to [www.bctrucking.com](http://www.bctrucking.com).

In Alberta, the AMTA-sponsored event will also be held on Saturday, June 21 at the Griesbach Parade Square in Edmonton. For more details, contact the AMTA at [www.amta.ca](http://www.amta.ca).

Saskatchewan marches to its own tune, holding its event on June 7 in Regina, according to the STA. Besides the event, there'll be breakfast, lunch, and an awards banquet. To register, or get more info, call 306-569-9696 or email Nicole Sinclair at [nsinclair@sasktrucking.com](mailto:nsinclair@sasktrucking.com).

Manitoba's event, under the auspices of the MTA, is also on June 21. It's being held at Peterbilt MB, 1895 Brookside Blvd., Winnipeg with an awards banquet to follow at the Viscount Gort Hotel on Portage Avenue. You can download the registration form from [Trucking.mb.ca](http://Trucking.mb.ca).

As always, drivers compete for prizes and honorary titles and finalists in each category move on to compete at the National Truck Driving Championship later this year in Quebec, so make sure your passport is current. **TW**

*That's it for this month! As I always say, if you have an item you think deserves to be twisted out of shape and opined about here, please send me an email at [jim@transportationmedia.ca](mailto:jim@transportationmedia.ca). We can't print everything, but we promise to try. See you next time!*



# CONGRATULATIONS!

To the Transportation Media editorial team

Proud winners of 9 Truck Writers of North America (TWNA) Awards

Finalists in 5 categories at the upcoming Kenneth R Wilson (KRW) Awards

# TRANSPORTATION MEDIA

Truck News . Truck West . Fleet Executive . Canadian Shipper . TMTV . Surface Transportation Summit

# Most insurance policies fill this with fine print.

## **ANY COMMODITY. ANY VEHICLE.**

Cargo Secure is advanced, flexible and comprehensive coverage.  
Fewer exclusions, less fine print and better protection.

After all insurance needs to protect your business as much as your cargo.

**Ask your insurance broker.**

*ACTUAL CASH VALUE • ANY COMMODITY & ANY VEHICLE  
FROM LOADING TO UNLOADING*



**CARGOSECURE**

**cargosecure.ca**

# YOU'RE IN IT FOR THE LONG HAUL. CAN THE SAME BE SAID ABOUT YOUR OIL?

Whether you're hauling across town or across the country, you need an engine oil as dependable as you. For over 40 years, Shell Rotella® heavy duty diesel engine oils have delivered unrivaled protection and performance. From the wear, deposits and emissions protection of Shell Rotella® T Triple Protection®, or the improved fuel economy of Shell Rotella® T5 Synthetic Blend Technology, to the excellent high/low temperature protection of Shell Rotella® T6 Full Synthetic, there's a Shell Rotella® engineered to handle your needs. [www.shell.ca/rotella](http://www.shell.ca/rotella)



**THE ENGINE OIL THAT  
WORKS AS HARD AS YOU**

