

TRUCK WEST

Western Canada's Trucking Newspaper Since 1989

July 2016 Volume 27, Issue 7

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The cost of moving freight in the Calgary region varies depending on a variety of factors, including distance, what is being shipped and mode, but the use of trucks to transport goods remains one of the most desirable options.

Connecting Canada's north

Could public-private funding help build year-round roads in the north?

By Derek Clouthier

WINNIPEG, Man. – Developing reliable road infrastructure into Northern Canada's First Nations communities continues to present significant challenges.

The Canadian Council for Public-Private Partnerships (CCPPP) recently commissioned a report, *P3s: Bridging the First Nations Infrastructure Gap* with the goal of moving the process of providing all-season roads, as well as clean drinking water and safe, quality and affordable housing, to the most remote Native communities in Canada's 'great white north.'

In the wake of what the CCPPP said was an infrastructure deficit of as much as \$30 billion for First Nations, the report suggests utilizing public-private partnerships (P3s) to address this infrastructure deficit.

"Infrastructure should support our economies and grow our revenues so we can pay for infrastructure operation, maintenance and replacement," said Manny Jules, chief commissioner of the First Nations Tax Commission. "This report provides important recommendations about how First Nations can utilize a tool that is available to other levels of government to build high quality public infrastructure on-time and on budget."

Steve Hobbs, director of strategic planning and partnerships for the CCPPP, said one of the challenges in building reliable roads and highways in and out of remote northern communities is that they can often be driven by resource development, with companies paying for the roads in the past, but may no longer be able to foot 100% of the bill, which in turn, means federal and provincial governments need to play a larger role and think more long-term.

"The high capital cost of these assets can appear prohibitive," said Hobbs. "However, the long-term benefit of giving communities access to employment, health care, fuel,

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The cost of moving freight

New report looks at the pros and cons of moving product by truck

By Derek Clouthier

CALGARY, Alta. – There is more than one option for businesses when it comes to transporting goods from the manufacturer to the their doorstep, and diverse costs are associated with the various modes.

Whether it be by air, sea, rail or truck, each transportation mode offers its own benefits and setbacks when it comes to getting a product from point A to B.

Reg Johnston, owner of RJ T&L Consulting, was hired by the Calgary Regional Partnership (CRP) to assist its economic development department in determining some of the more cost effective methods of moving freight in the Calgary region in an effort to entice business development, such as a warehouse distribution hub, in the area.

The CRP is a collaborative network of 14 municipalities in the Calgary region that have agreed to work together to try to ensure growth occurs in a sustainable manner. With more

than 1.2 million people in the area, the CRP was established to prepare Calgary and the various surrounding communities for what is expected to be a population of over 1.8 million in the next 60 years.

The partnership not only works to encourage business growth, but also community planning and regional transit.

Johnston, who acts as a logistics consultant for the CRP, said economic development planners set their vision years into the future to determine, for example, where a developer might want to put a distribution warehouse, and whether Calgary would be feasible location.

Part of Johnston's job is to determine the cost of moving freight in the Calgary region, taking the four modes into consideration.

Though many factors come into play, Johnston said transporting goods directly by truck is the second most expensive method, behind only air. But depending on the distance a prod-

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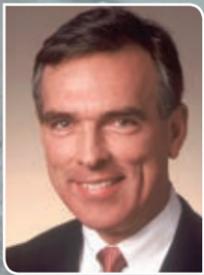
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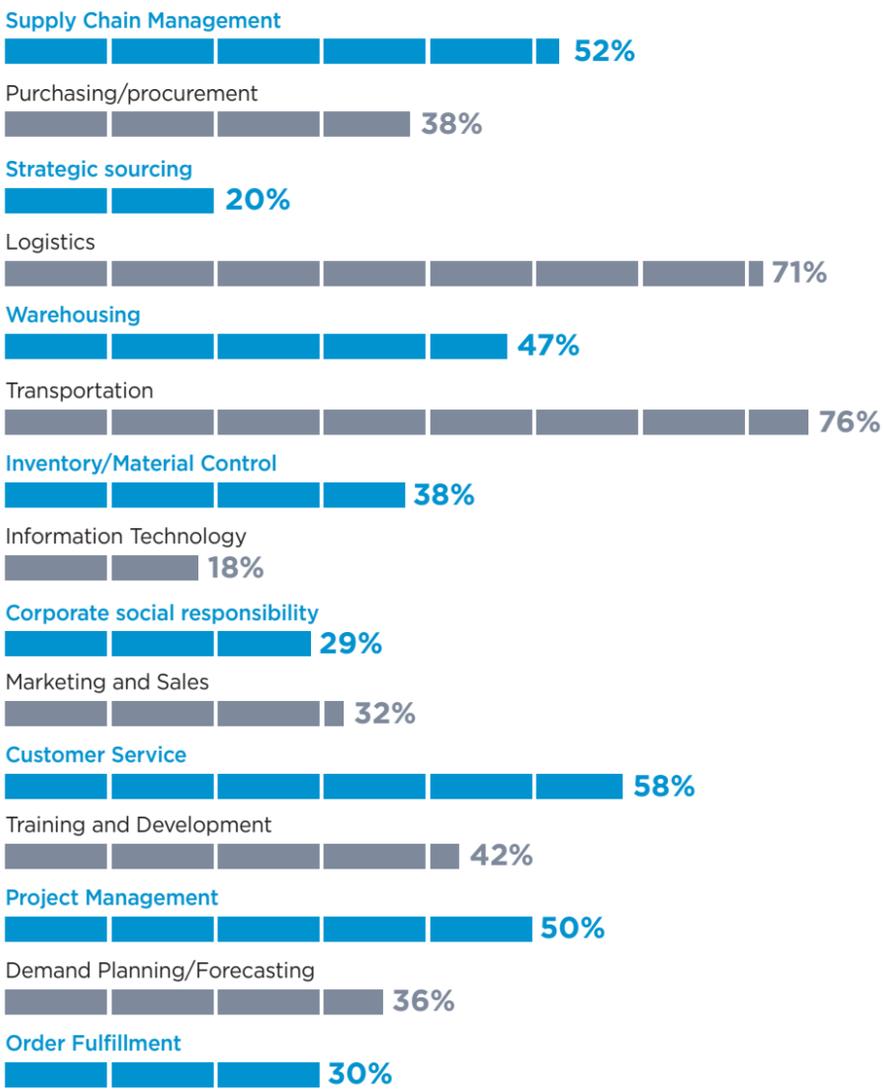


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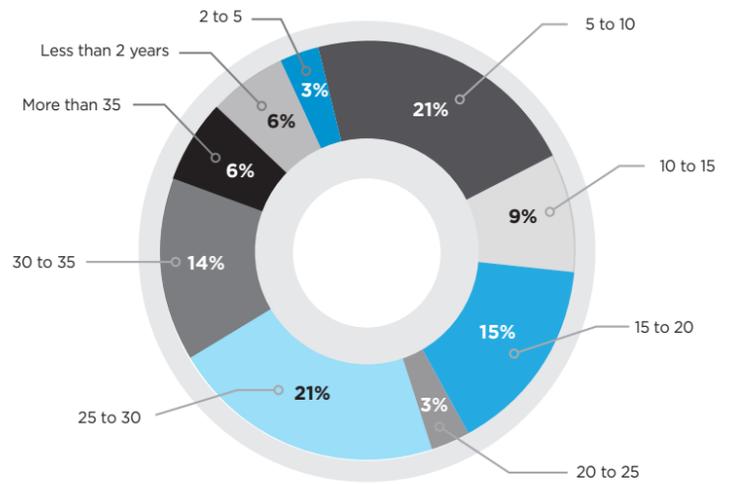
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Our annual Survey of the Canadian Logistics Professional shows that the supply chain managers your sales team is calling upon wear many different hats. While three-quarters are involved with the transportation function within their organization, many also have responsibilities for warehousing and inventory/material control and customer service. The majority are in the 46 to 55 age range and have around 18 years of job experience. They lead small teams with almost a third supervising fewer than 10 people and 36% having no one reporting to them.

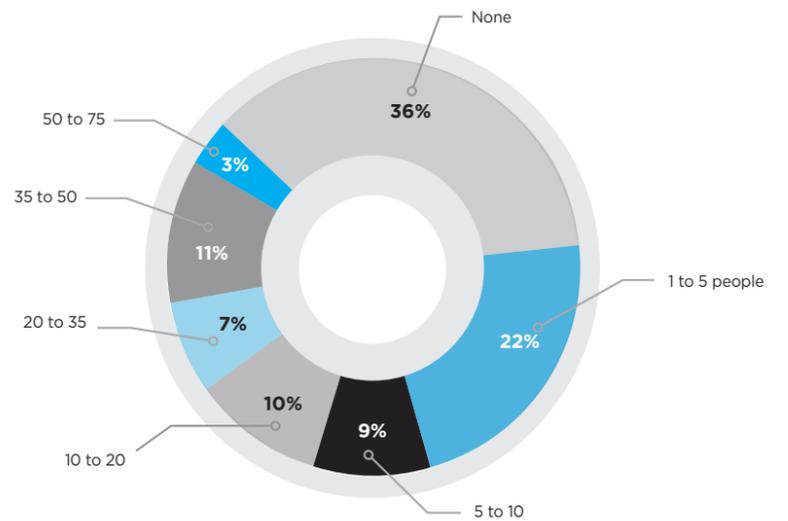
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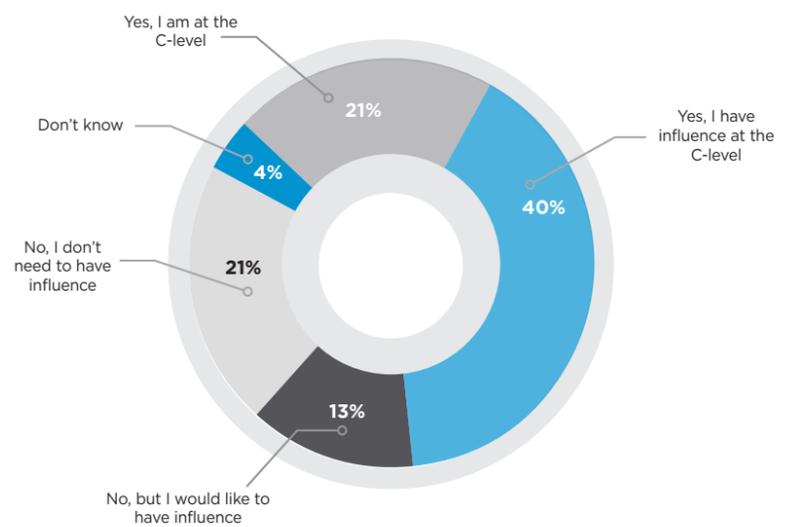
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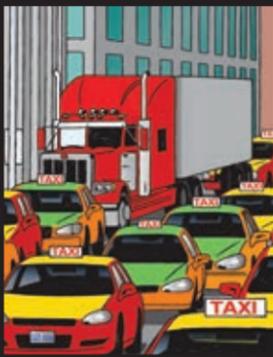
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Get past the frustrations and embrace new technologies

Despite the fact that my near-three year old has been honing her mastery of my smartphone for close to two years, and, on the other side of the spectrum, my grandfather, who turns 90 this June, showed off his new flip-phone when I last saw him in October, the sheer volume of tech options on the market for truck drivers could make those of any age flee in fear.

My publisher asked me a while back to write a story on how trucking companies and drivers can survive the current 'electronic onslaught', and what some sure-fire ways were to ensure that the seemingly endless amount of data coming off a truck is used to enhance operations rather than hinder it.

Electronic logging devices (ELDs) is perhaps the most pertinent piece of technology in the trucking world today, simply for the fact that they will soon be mandatory in the US, and it's pretty safe to assume that Canada will follow suit.

Since I have started as editor of *Truck West*, I've also learned that there are few subjects that stir as much emotion than the mandated use of ELDs, as I have received more calls from drivers who are leery, or flat out oppose the new technology.

I have also learned during my years in journalism that the loudest and most of-

Derek's deliberation

Derek Clouthier



ten heard voices are from those in opposition of something, regardless of whether their numbers are large or miniscule.

Like anything new, be it a product or piece of legislation, one should expect that some fine tuning will have to be done, and that happens when glitches or errors are discovered in real time, which can be frustrating for those directly affected, like in this case, truck drivers.

What have drivers told me?

I have heard that ELDs can cause truckers to drive unsafely because they are trying to put as much road behind them in the timeframe they are allotted; I have been told that truckers can get stuck and hour or two away from their destination or from home because the ELD will not legally allow them to continue the extra 100 km; I have been told that ELDs have nothing to do with safety or efficiency, but is rather a device to appease government and insurance companies; I even heard one story where a driver's truck was taken over remotely after their ELD indicated that they

had gone over their time, and the truck was slowed to 2 km/hr, would not go any faster and they were forced to pull over.

No product or user is perfect, but technology has countless benefits from both a business and safety perspective.

With today's technology, companies can accurately monitor hours of service; get diagnostic readings off trucks while on the road; foresee future mechanical problems and have them addressed before a breakdown; pinpoint and driver's location and issue when something does go wrong; monitor driving habits so training can be individually tailored; maximize vehicle efficiencies to get the best fuel usage and reduce greenhouse gas emissions; get the best route to minimize distance and time travelled; the list is endless.

I turned 40 this June, and I realize that in the grand scheme of things, I'm not that old...right?

But when I was born, we used rotary phones; computers were for NASA and the CIA; music came from a vinyl 45 or 72 or an 8-track; and Twitter was what we called that annoying kid we



didn't like.

My point is that new technology can be scary and frustrating, but as long as it's used properly, it is an amazing tool, one that should make our lives easier so we can spend more time doing the things that really matter. **TW**

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Include our Summit in your future plans

In a couple of months, the sweet distraction of warm and lazy summer days spent relaxing at the cottage will all too quickly fade to the sobering fall ritual of planning for the year ahead. Yet how do you plan for a future held captive to a stubbornly slow growing yet dangerously volatile economy made all the more treacherous by disruptive technologies?

Attending our annual Surface Transportation Summit would be a good start. For several years now, we, along with our sister publication *Canadian Shipper* and Dan Goodwill and Associates, have been bringing shippers and carriers together under one roof to face and understand the challenges and opportunities that lie ahead. Carlos Gomes, one of Canada's leading economists, along with transportation industry analysts Walter Spracklin and John Larkin will be on-

The view with Lou

Lou Smyrlis



hand to share their insights on how low prices, a devalued Loonie, a new federal government keen on spurring economic growth and a strengthening US economy will combine to impact existing business paradigms and freight operations. And carrier executives will be on-hand to outline their thoughts on the coming year and how they will be shaping their business strategy accordingly.

Another favourite session back this year is The View from the Top, with rail, trucking, 3PL and OEM executives sharing where they plan to take their organizations in 2017.

But this year's Summit will also look much further ahead with a keynote presentation on the future of trucking technology from Ian Wright, CEO of Wrightspeed and co-founder of famous electric vehicle manufacturer Tesla Motors.

A fixture of the Summit, my Shipper-Carrier Roundtable, will include influential industry executives representing carrier, shipper and 3PL perspectives.

We are not stopping there. The afternoon will include a session on emerging freight transportation services with the potential to significantly disrupt how transportation is carried out; a panel discussion on the supply chain of tomorrow; and down-to-earth strategies to drive revenues and cost reductions in challenging economic times.

Preparing for the great changes will require paving the way for the next generation of leaders. Our leadership and

mentoring session will examine proven approaches to attract more high-quality management into the trucking industry and mentoring strategies that drive results. We close with an inspiring keynote on reaching new heights in your career from Ian Evans.

The Summit has also always been designed as a great networking opportunity, and this year, we take it a step further. The Freight Management Association of Canada, a supporting partner of the Summit, will be celebrating its 100th anniversary with a reception sure to attract some of the nation's most powerful shippers. I hope to see you there Thursday Oct. 13 at our new venue, The International Centre. To find out more, go to SurfaceTransportationSummit.com. **TW**

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Truck technology continues to increase industry competitiveness

Continued from page 1

uct is being moved, as well as the cost of fuel, truck is often the most attractive option.

"Now that you're seeing fuel prices come down, truck is actually getting more competitive on certain routes than rail," Johnston said. "Truck is going to be getting some business from rail when fuel goes down, but it will be losing some business to air freight."

The amount of freight each mode can carry is also a key factor.

"The reason why rail is cheaper than trucks is first, the most you can put on a truck is two, 53-ft trailers, and you can put 100 cars on a train," Johnston said. "And rail is heavy, so once you get it moving, you can keep it moving easily, you don't have to stop it at every intersection...there's only a couple engines associated with the whole 100 cars as opposed to one with every two."

Johnston said moving a product by sea is the cheapest method because a boat has no friction over the water compared to rail or truck, and ships can carry a large amount of freight on a single unit.

In addition to distance, speed also plays a factor in determining which mode of transportation is best for any particular situation.

"If I can get raspberries to the shelf two days quicker, that really increases the chance of selling them," Johnston said. "Whereas if they get any kind of spots on them, then they are worthless, so you might want to fly raspberries to certain locations because that extra couple of days of shelf life may mean the difference in making a sale or not."

Comparing the two modes of ground transportation, Johnston said rail is much better for longer distances and not so much for shorter deliveries, as a lot is involved when shipping by rail – the train has to go into the yard, get sorted, be assigned to a 100-car train, get out of the yard, travel to its destination, get pulled and finally have the product transported (usually by truck) to the customer.

"There's a day or two on each side of a rail move," said Johnston, "So when you're talking about a 3.5-hour drive between Calgary and Edmonton, that time difference is so high that people are going to be willing to pay the (extra) cost."

Johnston said the Calgary-Edmonton corridor would always be subjugated by truck, given the fact that the distance is just not viable for rail.

"It's the perfect distance for truck to dominate," he said. "So there is a geographical aspect to it, there's a speed aspect to it and sometimes there's even an environmental aspect to it."

Dependability was another element businesses should consider when moving freight.

As Johnston explained, when a customer knows the exact time it takes to transport goods from one point to another, time becomes a non-factor, as it is considered to be dependable.

On the other hand, if the same distance or route takes 45 minutes one day and 90 minutes the next, time becomes an issue, and may be lost because whoever is delivering the goods must assume it will take them 90 min-

utes to make the delivery.

"The same thing happens in supply chain logistics," Johnston said, adding that truck has a significant advantage over rail because the customer knows it's going to be there within hours as opposed to within days, meaning there is less variability.

"Some grocery retailers have hour timeslots for truckers. They say, 'Be there between nine and 10 or don't show up.'"

Other constraints associated with rail and not with truck include a lack of flexibility and the inability to rush a shipment to a particular customer.

Advancements in truck technology have also helped the mode of transportation continue to grow.

"The invention of long combination vehicles did a ton for trucks," said Johnston, adding that it resulted in

anywhere from a 30-40% savings for the industry. "That gives it range that it didn't have."

Johnston said anything the trucking industry can do to reduce its fuel consumption would ultimately help, both from a financial perspective and public image, and make it more competitive with rail.

"If I was an industry that was known for burning a lot of CO2 and wanted to be around for a number of years, I'd be looking at ways to make myself more sustainable," Johnston said.

He added that the industry has made huge strides at curbing its greenhouse gas emissions, but there continue to be a lot of pressure points on the system, and with the demands on truck transportation, it can be difficult to run a trucking fleet profitably.

"I don't think I've run into many

trucking companies that want to do an unsafe job," Johnston said. "They have a public safety thought in mind."

Ultimately, Johnston said companies must do back calculations and figure out the best option for them when it comes to moving freight.

"Trucking has this great niche between air and rail where it's pretty fast, has middle-ground cost effectiveness, it's quite flexible and it's going to dominate lanes that are three, four, five even six hours apart," Johnston said.

"It's a safe mode of ground transportation and a lot of our freight in Canada moves around on that mode, so it's a very important piece of our infrastructure.

"It pushes the goods around that are the veins of our economy." **TW**



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All-season roads are needed to serve northern communities

Continued from page 1

groceries and other economic and social benefits would reduce the long-term costs of having isolated communities."

Weather and terrain is a more obvious hurdle to overcome when constructing roads in Northern Canada.

"This is where P3s can play a role by taking on risk and delivering on-time and on-budget infrastructure and bring in more private sector expertise," said Hobbs.

Hobbs said he believes the trucking industry could play a role in the effort to bring reliable roads and highways to northern First Nations communities by advocating the benefits to those affected, one of which being reducing the risk associated with driving on winter roads.

CCPPP communications director Dave Trafford said there are dozens of remote, fly-in communities in Canada, as well as those with only limited winter access, which he said is getting shorter due to climate change and unpredictable winter weather, forcing services to be flown in and increasing the cost.

"The need for all-season roads is increasing and can provide significant benefits to communities through connectivity, lower costs for shipping and access to employment opportunities," said Trafford.

Trafford said when it comes to funding road infrastructure projects, governments cannot afford cost overruns and time delays, and that P3s constantly deliver on time, on budget and offer innovative solutions to projects across Canada, offering the Sierra Yojo Desan Resource Road upgrade in Northern B.C. as an example.

Trafford echoed Hobbs' sentiment, saying that with the P3 model, the private sector takes on the risks associated with the design, build, finance, maintenance and, in some cases, operations of the asset.

He also said that given the closeness of many northern First Nations communities to natural resources, there could be an opportunity for the government to share some of the costs with private sector resource companies by implementing a toll or fee for usage of the road network.

Trafford concurred with Hobbs that the long-term benefits of having a reliable connection to northern Canadian communities would far outweigh the upfront costs of the project.

"That is not to say it would not be a considerable undertaking with significant costs," he said, "but there should be a long-term vision to get these projects moving."

Like Hobbs, Trafford feels trucking companies should encourage the government to get needed road infrastructure in place, and added that they should also work to prioritize ship-

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ments to locations that rely on winter roads and work with communities to hire local employees, who often have limited options, but would bring expertise on the terrain and municipalities in the area.

Trafford said that in the short to medium term, trucking would be the most affordable option when also considering rail, air and sea.

He said rail would not only be expensive, but also more difficult to “traverse the geography of the north,” and that sea is available to only a limited number of communities.

Many First Nations members welcomed the findings in the CCPPP report, including Grand Chief Warren White, who said the people of Treaty 3 are in need of finding new ways to move major infrastructure projects forward in their communities.

“Our communities are in dire need of new infrastructure in housing, education and water and wastewater and we know that we need to have all of the infrastructure development tools available to us,” White said, “like P3 and ASD, if we want to lessen the infrastructure deficit in Treaty 3 communities.”

Mark Romoff, president and CEO of the CCPPP said the Canadian P3 model is a proven method of providing high performance infrastructure to communities throughout Canada.

“CCPPP wants to help identify and

eliminate the barriers that are preventing First Nations from taking advantage of modern and innovative approaches to infrastructure procurement,” said Romoff.

“Connecting communities via all-season road access can be a game changer for First Nation communities,” Trafford added. “It would allow them access to more amenities enjoyed by other Canadians, provide better options for emergency management, lower the cost of everything from food to housing supplies through cheaper transportation, and open up employment opportunities.”

The CCPPP was established in 1993 as what it describes as a national, non-partisan, member-based organization with representation from the public and private sector, with the mission of promoting innovative approaches to infrastructure development and service delivery through public-private partnerships. **TW**

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Manitoulin Transport opens new terminal in Manitoba

BRANDON, Man. – Manitoulin Transport announced recently it has opened its newly built terminal in Brandon, Man. It is the second new terminal Manitoulin has launched in the province within the last seven months.

“Our customers are our top priority and we continue to anticipate their future needs and make strategic investments accordingly,” said Jeff King, president, Manitoulin Transport. “Brandon is situated in the very heart of North America. Building out our capacity here with a larger terminal not only delivers end-to-end coverage for us in Manitoba, it positions Manitoulin firmly as one of the largest and most capable providers of transportation and logistics services in Canada.”

The new terminal is located at 1865 1st Street North in Brandon, and has 50% more dock space than Manitoulin’s former Brandon terminal and includes an office and a 5.5 acre yard. This larger facility increases Manitoulin’s ability to provide reliable freight services and handle higher shipment volumes in a safe and organized manner, with even greater speed and accuracy, the company said.

The terminal is also fully equipped with advanced security measures including perimeter fencing, controlled entry and exit and 24-hour surveillance cameras on the dock and yard. The new terminal will also be equipped with all-electric forklifts to keep in line with the company’s dedication to reducing its carbon footprint. **TW**

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A roadmap for URS

Calgary has been my home for the past 30-some years. When I moved here, it was easy to predict how long it would take to get from place to place, barring road construction or a traffic collision.

Travel didn't take much thought or planning. It was simple.

As the population increased and the city grew, it became more difficult to get the timing right. There were neighbourhoods on the outskirts of Calgary that I had never even heard of, all teeming with busy commuters.

I had to start taking into account traffic patterns and the time of day. Familiar landmarks began to disappear. I'd get to a place and think, "When did this pop up here?"

If you've applied for a USDOT number recently, you've probably experienced a similar feeling: Uh-oh, what's this and why didn't I leave earlier?

This year, the US Department of Transportation is implementing the Unified Registration System (URS), a set of procedures for registering and updating information with the Federal Motor Carrier Safety Administration (FMCSA).

Permits & Licensing

Sandy Johnson



The new rules are a little disorienting if you're used to the old way of doing things, and you'll want to get your bearings before Sept. 30 when most of the changes take place.

What is the URS?

The URS applies to all private and for-hire interstate motor carriers, freight forwarders, brokers, intermodal equipment providers, hazmat permit applicants/holders and cargo tank manufacturing and repair facilities under FMCSA's jurisdiction.

Starting Sept. 30, everyone subject to the URS rule will use a single online application to provide information to FMCSA. Instead of filling out separate forms for systems like the Licensing and Insurance System (L&I) and Motor Carrier Management Information System (MC-MIS), you'll log in to a Web site and enter all of your information once.

URS is supposed to eliminate paperwork and reduce errors. But it's never easy when someone makes a change to a tried and true system.

Here are some directions to help you navigate your way:

1. Set up your online portal

If you have a USDOT number, you must set up an FMCSA portal account where you'll keep your information current. Visit <http://www.fmcsa.dot.gov/urs> for instructions and support for obtaining an account.

2. No more MC numbers

MC, FF, MX, and other FMCSA-assigned numbers will no longer be issued, and FMCSA will no longer accept them as references for filings or other matters. Your USDOT number is your sole identifier.

3. File financial responsibility docs

New and existing hazmat carriers must provide financial responsibility (insurance) filings beginning Sept. 30. There is a grace period for existing hazmat carriers and exempt-for-hire carriers, with enforcement deferred until Dec. 31.

4. Designate a process agent

All new applicants must select a process agent to file the Form BOC-3 on their behalf before their registration will be granted. A process agent ensures that FMCSA and any injured parties can serve legal papers to motor carriers, brokers, or freight forwarders in any state where the registered entities operate.

The BOC-3 form must include all states for which process agent designations are required. If you fail to designate a process agent, FMCSA will deactivate your USDOT number. For existing carriers and exempt-for-

hire carriers, enforcement is deferred until Dec. 31.

5. Pay your fees

It should come as no surprise that a new system brings a new fee schedule.

Effective Sept. 30, FMCSA will charge \$300 US per registration type (including safety registration) for new applicants (including private motor carriers) and businesses whose USDOT registrations (including safety and/or operating authority) have been revoked. FMCSA charges an additional \$10 reinstatement fee per request for suspended registrations.

A \$300 fee will also be charged to businesses with existing registrations when they request an additional registration type. There is no fee for biennial updates or name/address/form of business changes.

Get help

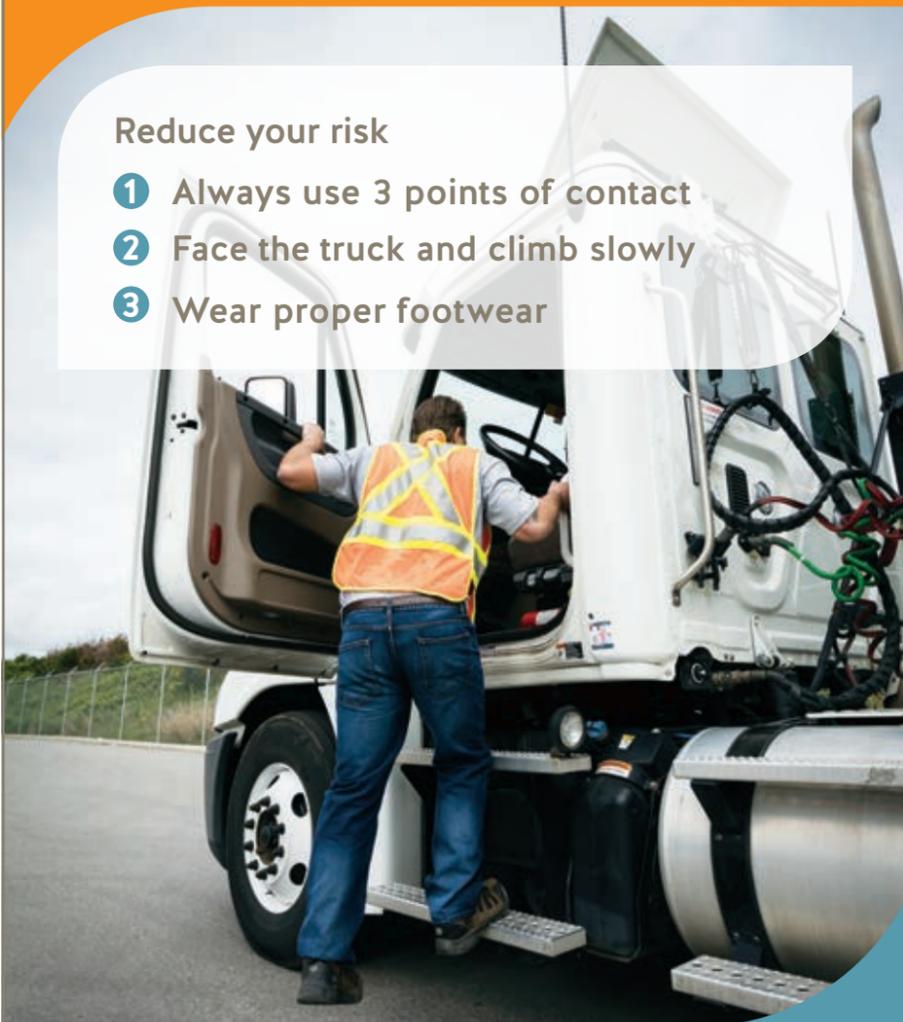
For years, I never needed a roadmap to get around Calgary. Now I won't leave my driveway without GPS. If you feel the same way about the URS, get some help. You don't want to be not stuck in traffic, so to speak, when Sept. 30 rolls around. **TW**

Sandy Johnson has been managing IFTA, IRP, and other fleet taxes for more than 25 years. She operates FleetTaxPro.com, which provides vehicle tax and license compliance services for trucking operations ranging from single vehicles to large fleets. She can be reached at 1-877-860-8025 or FleetTaxPro.com.

Falls are a leading cause of injury for truck drivers.

Reduce your risk

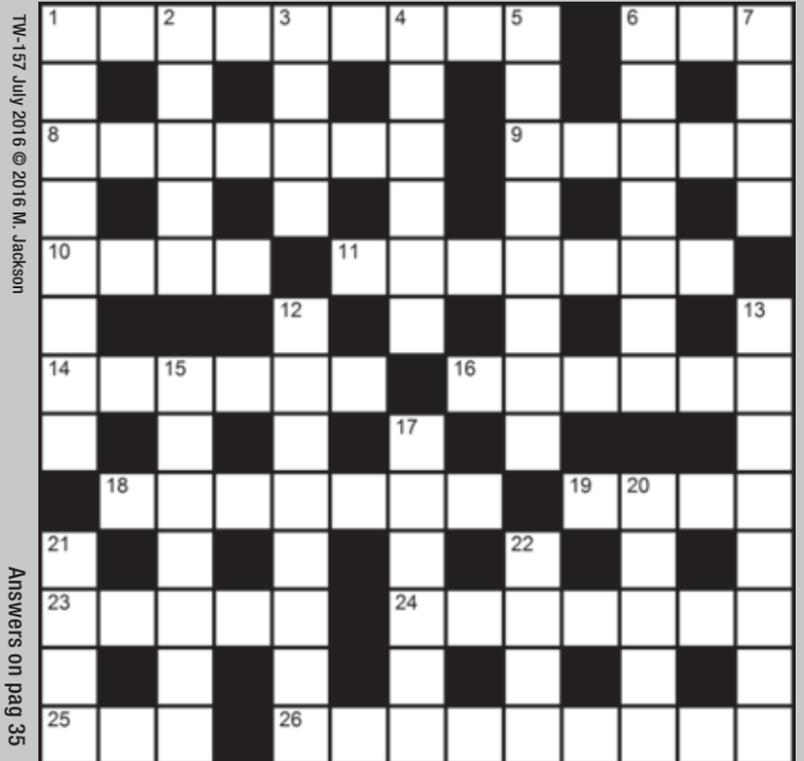
- 1 Always use 3 points of contact
- 2 Face the truck and climb slowly
- 3 Wear proper footwear



For more safety resources visit worksafebc.com.

WORK SAFE BC

THIS MONTH'S CROSSWORD PUZZLE



TW-157 July 2016 © 2016 M. Jackson

Answers on pag 35

Across

- 1 Surrey, BC-based carrier
- 6 Tractor and trailer
- 8 International emblem shape
- 9 Aluminum wheel brand
- 10 LTL word
- 11 Coiled tractor-to-trailer cable
- 14 Kenworth and Peterbilt parent
- 16 Truck News fictional driver Mark
- 18 Truck transmission brand
- 19 Break truck-stop rule, perhaps
- 23 Roll in neutral
- 24 Castrol diesel engine oil
- 25 Driver's compensation
- 26 Decorative wheel trim (3,6)

Down

- 1 Stone stoppers behind wheels
- 2 Driver pairs
- 3 Air horn location
- 4 Dipstick mark meaning (3,3)
- 5 NRCAN transport partnership name
- 6 Income tax file item
- 7 Component that meshes around
- 12 Canada's Steel Capital
- 13 CB needs
- 15 Cow Town
- 17 Boucherville-based carrier
- 20 Tire type
- 21 Canadian police force, briefly (1,1,1,1)
- 22 Woodstock, ON medium-duty maker

'I'll sleep when I'm dead'

Truxpo session addresses effects of fatigue on professional truck drivers

By Derek Clouthier

ABBOTSFORD, B.C. – Fatigue is not sleepiness. Sleepiness is not being tired. Being tired is not drowsiness. And drowsiness is not fatigue.

Mike Harnett, vice-president of human factors for Six Safety Systems, spoke to a group of Truxpo attendees May 13 about how drowsiness is affecting the safety of not only truck drivers, but everyone on the road.

Harnett said that fatigue is something that accumulates, and is defined as a decreased capacity to perform mental or physical work as a result of inadequate restorative sleep.

"It builds and it builds," Harnett said. "We cannot just will it away."

With over 22 million people performing shift work in Canada and the US, including truck drivers, Harnett said that chronic sleep problems affect between 60% and 80% of that particular segment.

Harnett said one of the main contributing factors to fatigue is a disruption in our circadian rhythm during shift work, which helps our bodies identify when we should be asleep, when we're hungry, and even our blood pressure and heart rate.

"The key to having a healthy life is to keep these all in harmony with each other," Harnett said of the various factors that make up our daily circadian rhythms.

Harnett highlighted a pair of 'danger zones' when it comes to our daily alertness, or lack thereof, one being the 'past-lunch dip,' which comes somewhere between 1 p.m. and 4 p.m., while the other arises between 3 a.m. and 6 a.m. and is far more precarious, as our body temperature is at its lowest, as is our productivity and awareness.

"We need to get sleep," she said. "We are meant to do our best work during the day...we are not nocturnal and never will be."

Sleep apnea, Harnett said, is a big issue for truck drivers, and can be prevalent in those who are overweight or have large tonsils or tongues, which restrict breathing during sleep.

Harnett said that during the past century, the amount of sleep people are getting has dropped from nine hours a night to less than seven, with several social factors contributing to the decline, including technology, work schedules and even the invention of the light bulb.

Another negative attribute of less sleep is a drop in production of melatonin, which is a natural sleep hormone synthesized and secreted at night.

Melatonin is a powerful anti-oxidant that reduces in production as we age and can be restricted when exposed to light at inappropriate times, such as at night when our bodies should be sleeping.

Sleep is also the time our bodies repair themselves, Harnett said, and a lack of sleep can have a myriad of health costs on shift workers, such as

a rise in cardiovascular and digestive disorders, rectal and colon cancer, diabetes, kidney disease and rheumatoid arthritis.

Harnett said our typical sleep pattern includes four REM patterns that last between 1.5 and two hours, and must include quality deep sleep, Stage 3 and 4, or delta sleep.

She added that not getting a full eight-hour sleep – losing even one hour – lowers productivity and alertness, and that chronic sleep loss leads to accelerated aging and Alzheimer's disease.

"Only sleep can cure fatigue," Harnett said. "Everything else is a temporary mask. Sleep is the most important thing in your world."

Adding to the health discussion was Dr. Art Histor, an award-winning physician, educator and media personality, who said, "Everybody thinks they have heard it all before" when it comes to healthy living.

During his fiery and humour-filled presentation, Histor said that although life expectancy has been on the rise in Canada – 80 years for men and 84 for women – the next generation could be the first to see that trend reverse due to the onset of obesity and more rampant chronic

illnesses.

"It doesn't have to be this way," Histor said, adding that whether a person is young or old, sick or well, it's never too late to lead a healthier lifestyle.

Histor's seven keys to living a healthier lifestyle were: don't smoke, exercise regularly, eat sensibly, minimize stress, maintain a healthy weight, get good sleep and consume

alcohol in moderation.

"It's not magic," he said. "There are not beans I can sell you. Becoming more active is the single most important thing you can do."

SafetyDriven, the Trucking Safety Council of B.C., presented the Speaker Series on Health and Safety during the British Columbia Trucking Association's Truxpo event at Abbotsford, B.C.'s Tradex centre. **TW**

Truxpo promoters pleased with turnout

ABBOTSFORD, B.C. – Master Promotions, the event planning company that managed the British Columbia Trucking Association's (BCTA) Truxpo event, said approximately 9,000 industry professionals visited the two-day show between May 13-14.

"Ensuring we are attracting the 'right' visitors to the show has been a focus for us, and we were very pleased with the results this year," said Mark Cusack, Truxpo show manager for Master Promotions. "The spotlight was definitely on new technologies, from both manufacturers and suppliers alike."

Truxpo was held at Abbotsford, B.C.'s Tradex centre and featured booths from several industry professionals, including Newcom Business Media, owner of *Truck West* magazine.

The event offered a speaker series on health and safety, which was organized by the Trucking Safety Council of B.C. - SafetyDriven, a trucking family day, show and shine and women in the industry reception and panel put on by Trucking HR Canada and moderated by *Truck West* publisher Lou Smyrlis.

"Our speaker series was a great success based on the feedback we received," said Annette DeCaire with SafetyDriven. "We had roughly 100 people attend the three sessions, and the evaluation forms we handed out came back with excellent ratings for each speaker."

"The new addition of the family zone was well received at Truxpo," added Moira Pellerine, marketing and operations manager. "In combination with the show and shine and entertainment on the stage it was a huge success."

The next Truxpo show will be held in 2018. **TW**

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B.C. trucking industry on steady climb

B.C. economist paints economic picture for BCTA conference attendees

By Derek Clouthier

KELOWNA, B.C. – It may not have achieved the lofty numbers of the real estate sector, which grew by 23% in British Columbia this past year, but the trucking industry still saw some steady growth, up over 5% in 2015.

During a speech at the B.C. Trucking Association's (BCTA) annual general meeting and management conference in Kelowna, B.C. June 10-12, Ken Peacock, chief economist and vice-president for the Business Council of B.C., told conference attendees that the trucking industry in Canada's most westerly province was doing quite well.

"In this post-recession environment – 2010, 2011 onwards – the growth of the trucking industry has outpaced other industries," Peacock said. "From these numbers that economists looked at, it would appear to be a good-news story for your sector."

Peacock underscored this point by calculating industry averages in growth from 1997 to 2014, and found that the trucking sector in B.C. had grown by 3.3% over that period, ranking it 21st on the list of all industries in the province.

"Often in this province you hear people say that the future is all high-tech and all knowledge-based industry and we can't continue to develop resources, and that's not at all the story," Peacock said. "The resource industry is part of the mix and part of B.C.'s success, as well as high-tech and knowledge-based industries. I absolutely despise that narrative that it's an either-or; to me it's a both."

One of the impending challenges facing every industry in Canada, Peacock said, is an aging population.

Peacock said that in 1995, there was 23 retirees aged 65 and over in Canada for every 100 working age person (aged 25-64), and that that number had climbed to 31 in 2015, is expected to reach 40 by 2025 and 48 in 2035.

"It really does raise a lot of issues and a lot of questions," he said. "How

is government going to pay for a lot of health care services that we will need with the aging population, as they are the most expensive? Where are we going to get workers? Immigration is going to feature prominently. Companies are going to need to retain and keep workers. It really is going to create challenges."

Peacock said he believes companies would see the issue of an aging workforce really start to have a negative impact on finding employees by 2023.

In the face of an overall downturn in the Canadian economy, Peacock said the takeaway message of his presentation was that B.C. was doing comparatively well to other provinces.

"We are leading the country and there are a number of reasons for that," he said, "including the crazy housing market in the Lower Mainland, which is difficult to understand or make any sense of."

On a global scale, Peacock said that since the 'financial meltdown' last year, when the price of oil collapsed, international organizations have repeatedly downgraded their forecasts for the world economy.

He pointed to several global events that have had a negative impact on the economy, including the downturn in China's markets and the country's increasing debt loads, the possibility of the United Kingdom leaving the European Union and even the prospect of US Republican nominee Donald Trump becoming the next president.

Peacock said the US economy is presently 'chugging along,' and that the growth was attributed to more people going back to work, housing markets recovering and consumer spending increasing.

He did, however, point out that it took about six years for the American economy to get back to the level it was pre-Great Recession, and that in today's economic times, slower, steadier growth would likely become the norm, as opposed to the rapid inclines some countries, like the US and China, have seen in the past.

Peacock said there continues to be low demand for housing in the US, and cited a report indicated that many 30-somethings are continuing to live with their parents, but eventually they would be looking for their own housing, which would eventually boost demand.

Highlighting specific American economies, Peacock said focusing on the US was important, not only for Canadians, but also countries worldwide, as the sheer size warranted the attention.

Examples included the New York City economy, which is same size as Australia's; Long Beach/Los Angeles equals the Netherlands; Chicago is the same as Nigeria; and Houston is equal to Taiwan and twice the size of B.C.'s economy.

"We're a small, open trade economy," Peacock said, "and the fact that we're less than half the size of Greater Houston kind of underscores that we are rather small on the global and North American context."

Despite Canada's size, Peacock said coming out of the Great Recession the country did the best of any developed nation in the world in average GDP growth, but then, following the collapse of oil prices last year, fell off.

"That really is why Canada is struggling to find a stronger economic footing."

In the short-term for econom-

ic growth, particularly in B.C., one concern Peacock accentuated was housing costs, and more specifically, household debt, which is high amongst Canadians, even higher than it was with Americans when the US suffered its downturn in 2008.

Peacock said when looking at Canadian's debt relative to personal disposable income, the current debt ratio is 167%. When the Great Recession hit the US in 2008, American's debt ratio was around 144%.

"Mercifully, interest rates are low, so it's manageable," Peacock said, "but you'll hear the governor of the Bank of Canada talk about one day, interest rates, are going to start to edge up."

Peacock added that he believes interest rates would remain low for a few years to come.

The B.C. economist did say that he anticipates a housing slowdown, especially in Vancouver, where he said the current pace can't be sustained.

Some positive factors for the Canadian economy Peacock pointed out included federal stimulus spending on infrastructure, US growth, gains in non-energy exports, low interest rates and the low Canadian dollar, which helps with exports.

"We cannot overstate the effect of the impact the low Canadian dollar has had on the B.C. economy and Canada in general," he said. **TW**

Improvements coming to B.C.'s Coquihalla Highway

MERRITT, B.C. – B.C.'s Coquihalla Highway will soon see some major upgrades aimed at making the road safer for the commercial trucking industry on the busy corridor that links the Lower Mainland of the province with the rest of Canada.

The Box Canyon chain-up area, located 30 km north of Hope, B.C. on Highway 5, will see an expansion to accommodate up to 70 commercial trucks and will also get a new deceleration and acceleration lanes, new washroom facilities and more parking.

Work will also commence on a new chain-off area at the existing Coquihalla Summit Recreational parking lot, as well as the extension of the third southbound lane near the Great Bear Snow Shed.

Jati Sidhu, member of parliament for Mission-Matsqui-Fraser Canyon made the announcement, along with B.C. Minister of Transportation and Infrastructure Todd Stone, May 25. **TW**



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Dealing with a disaster

BCTA conference participants get lesson on managing catastrophic events

By Derek Clouthier

KELOWNA, B.C. – Dealing with a lawsuit can be one of the most difficult and devastating events a person or business will ever have to overcome.

Catastrophic motor vehicle collisions happen every day, and despite their level of driving expertise, those in the trucking industry are not immune to being involved in a fatal accident.

Bradford G. Hughes, a partner with Selman Breitman, LLP, a litigation law firm with offices in California, Nevada, Oregon and Washington, addressed this very issue during the British Columbia Trucking Association's (BCTA) annual general meeting and management conference in Kelowna, B.C. June 11, saying it was essential for trucking companies to be ready in the event one of their drivers is involved in a catastrophic accident.

"You need to have a protocol, a plan in place, if there's an accident," Hughes said, adding that companies must plan for the worst. "I have yet to see a company big or small that does it perfectly, so don't feel you have to."

Hughes emphasized the fact that "lawsuits are not driven by fault," but rather by the potential for recovery of monetary damages, and said whether or not a business is to blame for a particular incident, whether it be a collision or environmental disaster, such as a fuel or oil spill, the response must be the same, as in many California jurisdictions, even if a company is determined to be 1% at fault, they could be liable for 100% of the damages.

Hughes said many in the trucking industry have the minimum when it comes to liability insurance, which could be devastating from a business standpoint if a company is found to be accountable for damages after a collision.

Hughes said trucking companies must ensure several steps are completed in the event of an accident, starting with a first report, which means getting to the scene of the collision as soon as possible and contacting your insurance carrier so they can also get to the location.

Assigning a reliable supervisor to the accident scene is also key, as your insurance company may choose to retain local counsel, a field investigator or accident reconstruction expert.

Hughes said the accident reconstruction expert is "The scientist behind the accident," and that "Speed matters, and distance and time matters."

Trucking companies must also manage their drivers when they are involved in a collision.

Drivers must be encouraged to provide information about the accident without any fear of the 'blame game,' Hughes said. He added that in a perfect world, drivers would not be permitted to make a formal statement on the collision, including to investigators, without local counsel being present.

Hughes said when a driver is involved in an accident, they must remain calm, stop their vehicle and keep it in one place, secure the scene, call 911, get information from any witnesses, notify their company of the incident and take photos of the scene.

Hughes also said a drug and alcohol test should be administered, and that

in the US, this is standard protocol, but in Canada, the government has not yet implemented legislation requiring a test for transportation workers.

"Drug and alcohol test your drivers as soon as you possibly can," Hughes said. "I don't care if it's the next day."

Hughes added that drivers should work with law enforcement as best as they can throughout the event.

"Don't become a nuisance to the police," he said. "Don't harm an already bad situation."

Media management was also important, Hughes said, including monitoring a driver's social media actions.

He said companies must have a social media policy for drivers, and advised that they not talk to the media, as more often than not, it only makes them look terrible.

Actions a company takes following a catastrophic collision can also have a lasting effect on the business, adding costs to the original claim.

Hughes said a conflict could arise shortly after an accident, in that a trucking company looks to get the vehicle involved in the incident back on the road, leading to what is called evident spoliation, which is when a company or individual is accused of spoiling evidence by repairing the truck to hide evidence of guilt.

Hughes said a truck involved in a collision is normally preserved in its post-accident state until the other party has

been given a fair opportunity to inspect and photograph the equipment.

"You have to make sure that the people who are supposed to be doing this stuff get it done," he said.

In the event that an owner/operator is involved in such an incident, preserving evidence could become more difficult. Hughes said cooperation between with owner/operator and leasing company is important, and contacting the insurance carrier immediately is vital.

Maintaining a Canadian driver file and a personal file is important, said Hughes, but it is equally important to keep those files separate.

Finally, Hughes said trucking companies must show that they are concerned and sympathize with the catastrophic accident, but must do so properly based on the situation, and that simply saying 'we did nothing wrong' is not the way to go.

Hughes said he hoped his presentation would give attendees a wake-up call and provide them with a few ways to save some money and better deal with catastrophic incidents.

He said business owners should sit down with their safety directors and go over what steps the company would take in the event of a devastating collision or environmental incident.

"The theme of the day," Hughes said, "is that you don't know how bad it can get until it's too late." **TW**

Information is key in preventing cargo crime

KELOWNA, B.C. – With the implementation of the Insurance Bureau of Canada's (IBC) cargo theft reporting program in Western Canada in December 2015, a much needed database is now available throughout the country in the event of theft. But with cargo theft on the rise, IBC director of investigative services for the Western and Pacific regions, Dan Service, said the need still exists for trucking companies to ensure they report the crime immediately following the incident.

"Without the data coming in, we don't have a starting point," Service told attendees at the British Columbia Trucking Association (BCTA) annual general meeting and management conference June 11.

Some of the statistics are staggering. It is estimated that cargo theft costs

Canadians \$5 billion a year. Since 2014, there have been 1,000 reported incidents of cargo theft worth over \$509 million.

Products that are at the highest risk of being stolen are grocery, food and personal hygiene items, with 81 loads taken in 2015, 33 of which were recovered. Construction materials and tools came in a distance second, with 35 loads stolen last year.

In 2015, \$6.5 million of product was recovered overall, and so far in 2016, \$8.3 million has been returned to its rightful owner.

Understandably, the most prominent time cargo theft takes place is between the hours of 10 p.m. and 4 a.m., and the area where the most reported incidents come from is Ontario's Peel Region, which includes the cities of Mississauga

and Brampton, with 414 reports filed in 2015, but Service believes more should be coming from Western Canada, particularly B.C., where he said very few companies have filed any claims.

Service said the IBC develops regional mapping to determine where the 'hotspots' are for cargo crime, and with this information are able to concentrate their efforts on that area to help deter such activity and catch those involved.

Another concern Service underscored was possibility of the theft being an inside job.

"Collaboration inside the company is key to the theft's success," Service said.

He added that if a company falls victim to two or more cargo thefts, it is likely that an employee had a hand in the crime and it's time for the business to begin looking internally. **TW**

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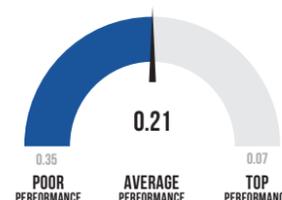


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When the media comes calling

The trucking industry shares its workplace with the public and tractor-trailers are de facto rolling billboards for the company that owns them. Such risk exposure and visibility puts fleets in a tough place should a high-profile incident take place at roadside.

Regardless of who is ultimately responsible, a carefully thought out crisis communication plan will help fleets stay on the right side of the media, customers, employees and other key stakeholders.

In the court of public opinion, reputation is a perishable commodity.

In today's age of outrage culture, the risk of harrowing headlines and social media, even the very best organizations

Communicating strategically

Rebecka Freels



can instantaneously be vilified. Public opinion is an elusive and fragile commodity. It is hard to move people toward a strong opinion on anything.

Moving them away from a viewpoint is even harder. In spite of this, PR disasters can sometimes (not always) provide an opportunity to build credibility with key audiences. Here are some things to keep in mind to tackle a PR crisis:

Plan ahead: If you don't prepare, the hit you take will be far worse than it needs to be. A shoot from the hip ap-

proach rarely works. Arm yourself with a crisis communications plan.

Stay connected: It's smart to establish positive relationships with the community and media as part of your approach to business. Be involved in supporting good causes, hold an open house and make your company leaders available to comment on the state of the industry. Establish a strong and positive profile and reputation for your organization before it is created for you.

Identify your crisis team: It is vital to identify who will form the organization's crisis communications team. Ideally, the organization's CEO will lead the team and be the spokesperson. A communications advisor, legal advisor and other key members should be an integral part of the crisis communication's

planning team.

Practice: Organizations hold fire drills to ensure emergency equipment is working properly and everyone knows what their role is in a crisis. Same goes for a communications plan – test it periodically to ensure the plan is still relevant and reflects organizational changes.

Key messages: A key message is a statement you would say if you only had 10 seconds in which to say it. It's what you want the audience to remember. The organization's crisis communications team should regularly review key messages to see if they need to be revised or updated.

They aren't your friends: Journalists should not be confused with helpful allies or friends. They have a job to do and that job is to create compelling news stories. They are looking for quotes and clips that encourage emotional investment from viewers and readers. If handled well, this can work to your advantage, if not, it can be disastrous.

Be the first to share the details: A vital part of crisis management is telling your story. Don't let anyone else tell your story except you.

No comment: During a crisis, it is human nature to clam up. While it may seem prudent not to say anything, this kind of reaction can land an organization in public relations hot water that is potentially damaging. If you don't like the question being asked, you don't have to answer it. But you must respond. Reply with a bridging statement such as, "I can't speculate on the reasons for this, but what I can tell you is..." Or, "So what is important to remember is..."

Driver as spokesperson: Drivers and other front-line employees who have just been through a traumatic incident should not provide comment to the press. Part of the planning process should include developing a policy on employee interaction with the media.

Be human: Your audiences will be looking for a human response, an acknowledgment that demonstrates your organization cares about what happened. When bad news breaks, organizations need to say something even if, initially, it is just to acknowledge the unfortunate event that happened and that the organization is deeply saddened by its occurrence.

Tell the truth: Don't try to minimize an unfortunate incident or sweep it under the rug. Never blame anyone for contributing to the situation, and don't reveal the names of anyone killed or injured. Taking responsibility is not the same as accepting blame.

Say what is going to happen next: Managing bad news, in part, means trying to minimize the length of time your company is in the headlines. If you are cooperating with authorities or launching an internal review, make sure you say so.

It's not always possible to completely avoid a crisis, but you can manage the overall impact by planning ahead, crafting well thought out key messages and by showing the organization's human face. **TW**

Rebecka Freels, former CTA and OTA communications director, operates a Calgary-based marketing, communications and events practice with clients in the transport industry. Reach her at Rebecka@beyondwordscommunications.com.

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First Leg of Healthy Fleet Challenge Breaks Record



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The first month of the Healthy Fleet step challenge of 2016 is over and participants really stepped up their game this time around.

The challenge was created by Healthy Trucker (and is in partnership with the American Trucking Associations and *Truck News*) with the goal of getting the industry more active. The challenge measures competitors' daily steps and uses an online leaderboard to help drive competitors to the top.

In total, all participants walked a total of 201,840,765 steps for the month of May. This marks the first time the challenge has made it past the 2 million step mark! All those steps add up to more than 100,900 miles walked (another first) and 9.2 million calories burned.

The competition takes a break in the month of June, but resumes promptly on July 1 until July 30.

Now for the May winners....



Top 5 with 10 team members or more:

1. Elgin – averaged 11,906 steps per day – 13 team members
2. Challenger – averaged 11,164 steps per day – 19 team members
3. SLH – averaged 10,083 steps per day – 15 team members
4. Carmen Transportation group – averaged 9,979 steps per day – 14 team members
5. Quik X – averaged 9,799 steps per day – 19 team members

Top 5 with 3 team members or more:

1. Stream Logistics – averaged 20,613 steps per day – 3 team members
2. Kingsway Transport – averaged 18,825 steps per day – 4 team members
3. Elgin – averaged 11,906 steps per day – 13 team members
4. Coastal Pacific Xpress – averaged 11,527 steps per day – 4 team members
5. Challenger – averaged 11,164 steps per day – 19 team members

Top 5 participants:

1. Paul Bomben – TST Overland Express – averaged 34,966 steps per day
2. Chris Illies – Stream Logistics – averaged 30,598 steps per day
3. Mary Wilson – Northbridge – averaged 28,776 steps per day
4. Andrew Stratton – Kingsway Transport – averaged 26,877 steps per day
5. Franco Casciato – Carmen Transportation – averaged 26,248 steps per day

Sponsors:



Healthy Trucker reminds those interested that they can join the challenge at any time by e-mailing info@healthyfleet.com.

Challenger: Making the competition look easy



Just like its name suggests, Challenger Motor Freight is a major competitor in the Healthy Fleet Challenge.

Challenger has been a supporter of Healthy Trucker, a division of NAL Insurance, from the beginning. The fleet was the first to sign on to the Healthy Trucker Corporate Wellness program in June 2014. Although it took a bit of time to get participation ramped up, Challenger now has over 400 O/Os, drivers and staff enrolled in the program. The program gives carriers the education and tools needed to help their owner/operators, company drivers and staff on the path to wellness. The program also provides users with an online health evaluation, a personalized fitness and nutrition plan, daily text tips, an online food and exercise log and a weekly newsletter.

Challenger joined the walking challenge shortly thereafter and only had a handful of competitors at first, but today it boasts 19 team members that are always near or at the top of the online leaderboard.

The Challenger team crushed the competition in the first month of the 2016 Healthy Fleet Challenge – making both the Top 5 with 3 or more participants and the Top 5 with 10 or more participants. All 19 team members walked an average of 11,164 steps per day.

Challenger was also the overall winner of the 5-month long challenge in 2015 that ran from January to May. At the time, it only had 9 team members, but they walked a whopping 15,209 steps per day – the most the challenge had ever seen before from a group of that size.

Mario Da Silva, Challenger's director of corporate services said that joining the Healthy Fleet walking challenge has changed the company entirely.

"Now we see our employees walking around all the time," Da Silva said. "People are going for a morning walk. They're walking on their lunches. We see people in the yard and parking lot getting in their steps and two years ago, before this challenge started, we didn't see that. Everyone here is so much more active than they ever were."

Some team members even managed to drop the extra weight they had been lugging around for years. Like Mark Andersen, Challenger's driver relations co-ordinator.

Andersen said since joining the challenge he's dropped 85 lbs in just 13 months. His weight loss turned heads in the office and even encouraged his co-workers to step up and join the competition.

"For me, I tried every diet and fad out there and this was it," Andersen said. "This is what worked for me. I did make a few adjustments to my eating habits, but I really increased my exercise and it made the weight come off. I still have 10 more lbs to go but I feel amazing."

Da Silva himself dropped 30 lbs since joining the program, and Robert Brake, another team member, lost 40 lbs.

But the best part about the challenge, according to Da Silva and Andersen is that it's not a tedious exercise regimen – it's actually fun.

"Everyone on the team really enjoys being on it. It's fun for us," Andersen said. "I think the leaderboard too...it motivates us to see how much your co-workers are walking. I knew myself and Robert (Brake, a fellow Challenger co-worker) we always challenge each other, and taunt each other and cheer each other on every day."

An integral part of the Challenger walking team was Donna Baird, a 30+ year Challenger employee who was instrumental in the team taking first place in the 2015 competition.

"She took it seriously," Da Silva recalled. "She walked all the time, instead of taking the elevator, she'd take the stairs. She'd wake up early to get her steps in. She was a great team member for us."

Unfortunately, in December 2015, Baird lost her battle with cancer at just 52 years old. "Near the end, she felt really bad that she couldn't be on the treadmill to help the team," Da Silva said. "She is definitely a missed team member."

However, Baird's legacy lives on and both Da Silva and Andersen claim that she is a big role model and inspiration to the team each and every day.

"She is still a huge inspiration to us every day," Da Silva said. "Because if she was able to do it, it takes away the excuses for everyone else."



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'Everyone has a season'

Port of Vancouver USA CEO holds true to his word and steps down after four years

By Derek Clouthier

VANCOUVER, Wash. – After a four-year stint as CEO of the Port of Vancouver USA, Todd Coleman stepped down May 19. Despite some media reports indicating that Coleman's resignation was 'unexpected,' Port of Vancouver USA commissioner Jerry Oliver told *Truck West* that the former CEO had no apprehensions about taking the position and he made it clear when he did that there would be a term limit on his tenure.

"He looked me in the eye and said, 'This is not my last job,'" Oliver said. Coleman had iterated during a breakfast four-and-a-half years ago after he had been 'tapped' for the position. "Four to six years is all you get."

"I believe everyone has a season," said Coleman. "I committed to leading this amazing organization for four years, and we've accomplished so much in that time. We're on a great trajectory, and we have talented people and the right assets in place to continue achieving great things for our port and community."

Oliver said Coleman was adamant about some of the goals he wished to accomplish during his time as CEO of Port of Vancouver USA.

"The first thing he mentioned was resolving the CRANE (Columbia River Alliance for Nurturing the Environment) issue," Oliver said, explaining that CRANE referred to an agreement that gave third party control over development of 450 acres of heavy industrial land on the Columbia River channel. Oliver said Coleman negotiated a settlement in March 2016 for around \$7 million that lifted the restrictions of the 'gateway project', and that the original cost for the port to buy its way out would have been more than \$40 million.

Under Coleman's leadership, the port more than doubled its acreage, growing to over 2,100 acres of industrial and ecological land along the Columbia River, as well as conserving over 500 acres on the river for migratory birds, opening up 450 acres of industrial land for future development.

Oliver said Coleman also managed to complete the port's rail expansion

project, expanding the 14 miles of internal track to nearly 45 miles, all the while coming in at approximately \$80 million under budget.

"This includes our Terminal 5 (loop track) project, which has positioned the port to be in an advantageous position to move bulk commodities via rail," Oliver said. "It will conclude on time in 2017."

Finally, Coleman was able to develop a portion of the port's waterfront, which Oliver said was outside of their 'usual box' and not their area of expertise.

"Mr. Coleman guided the port in the selection of world class consultants like (Seattle-based) NBBJ to assist us," Oliver said. "We have now selected a master developer and hotelier to carry out this vision."

Abbi Russell, communications manager for Port of Vancouver USA, said that when it comes to the trucking industry, the port's customers and tenants contract with trucking companies to move cargo to and from the docks and industrial areas, while the port ensures drivers can get in and out safely and securely.

"There can be congestion when there's a lot of cargo moving," Russell said, "but we work with our stevedores to strategically manage labour and move trucks in and out as quickly and safely as possible."

Russell added that the port would be launching a comprehensive process to search for a permanent CEO to take over sometime in late 2016.

"The process will include interviews with port staff and tenants and community leaders, and will help us determine the next steps to advertise internally and/or externally for the right candidate," Russell said. "Our board of commissioners directed staff to provide a short list of qualified candidates for their consideration, and they may interview and appoint someone from that list."

In the meantime, Julianna Marler, who has worked at Port of Vancouver USA since September 2008, will act as interim CEO until a permanent replacement is found.

"Julianna has exactly the skills we



Stepping aside May 19, former Port of Vancouver USA CEO Todd Coleman said he committed to lead the organization for no more than four to six years.

need right now," said Oliver. "She is a well-respected leader with the right perspective for the projects and issues at hand, and she has the support of the port's leadership team. I have every confidence in her ability to keep us moving forward."

Oliver said he expects the new CEO to continue the port's Terminal 1 waterfront development to its conclusion, as well as form a strategic plan to develop the new marine area at Gateway.

As for Oliver's personal opinion of Mr. Coleman, his admiration for the former CEO could not be overstated.

"I have been privileged in my career to meet many remarkable individuals," he said. "Men and women whom you know to be exceptional when in their presence. A few stand out: my mentors of 20 years who were refu-

ges from Hitler Europe and without so much as a diploma started a business and employed a hundred Americans; a friend who rose from the rank of private to Colonel. He had a command presence and I would have followed him across any battlefield. Todd Coleman is such a man."

With such high praise, Coleman's shoes will certainly be difficult ones to fill. Coleman worked at Port of Vancouver USA for 15 years. Some additional accomplishments of Coleman's include increasing the port's annual operating revenue from \$32 million to \$38 million; improving the depth and breadth of cargo the port handles, which is now nearly seven million metric tons per year; and deepening relations with domestic and international trade partners. **TW**

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SafetyDriven recognizes three fleets

LANGLEY, B.C. – SafetyDriven, the Trucking Safety Council of British Columbia, honoured three companies May 13 with the Certificate of Recognition (COR) award of excellence for achieving the highest standards of safety system excellence.

Cold Logic ULD received the best overall and best naturally aligned company; S.S. Uppal Trucking Ltd. was the best small employer; and Landtran Logistics Inc./Spruceland terminals Ltd. was recognized as the best contracted employer.

"A great deal of commitment is required for an organization to achieve a Certificate of Recognition," said Mark Donnelly, executive director of SafetyDriven. "Getting COR has a good influence on a company's safety culture, which in turn drives down injury rates and claims costs. It strengthens morale and relationships within the organization and that can translate into higher productivity and a healthier workplace for everyone. And although the injury rate in trucking is down 50% in the past 10 years, there is still room to improve."

COR awards are bestowed on companies that exceed regulatory requirements with their health and safety management systems. **TW**

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IN BRIEF

Maxim raises \$23K for CancerCare Manitoba

WINNIPEG, Man. – Maxim Truck and Trailer raised \$23,000 for CancerCare Manitoba Foundation's Challenge for Life campaign during a May 26 barbecue at the company's Winnipeg, Man. location, which saw roughly 600 people visit the charity event.

"I'm proud of the staff, customers, suppliers and friends who continually support and participate in our annual charity events like our barbecue," said Doug Harvey, president of Maxim and current chairman for the CancerCare Manitoba Foundation. "I can tell you first hand that the funds raised are being put to good use."

Harvey has battled cancer for the past year and shared his story during a keynote address at CancerCare Manitoba's Gold Plated Evening Fundraiser this past April.

Maxim has 17 locations in 11 cities and employs over 600 people, selling, renting, leasing and offering after-sales service of new and used heavy-duty trucks and trailers. **TW**

STA pleased with government's highway spending

REGINA, Sask. – The Saskatchewan Trucking Association (STA) touted the recently presented budget from the Saskatchewan Party's Ministry of Highway and Infrastructure, saying it made good on election promises and exceeded \$1 billion for the first time in history.

"Major investments aimed at promoting economic growth will aid the trucking industry in efficiently and safely moving goods throughout the province," said Susan Ewart, the STA's recently appointed executive director. "Saskatchewan has a very vast highway and infrastructure network to maintain and build on. Continued investments not only drive the economy but increase safety and competitiveness for Saskatchewan's commercial carriers."

Some of the improvements being addressed in the budget include continued twinning of Hwys. 7 and 16, work on the Regina bypass and construction set to begin on a new overpass at Warman and Martensville.

The Saskatchewan Party offered its 'Highways 2020' plan during the provincial election, which will see \$30 million put into the effort in the first year, with an additional \$70 million to fix existing highways. The STA said upgrades and repaving of Highway 11 north of Davidson, Highway 1 near Belle Plaine and Beverley and Highway 45 south of Outlook were of key importance to the trucking industry.

"Trucks are Northern Saskatchewan's lifeline, so it is appropriate that the ministry has promised 100% increase over last year in northern highways and infrastructure capital," Ewart said. **TW**

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If you're in the market for a new terminal tractor, you're in for quite the shopping trip. The task of selecting a shunt truck for your operation isn't a quick decision anymore, at least that's what dealers are telling us; gone are the days when shunt trucks were simple pieces of equipment. Today, they can be spec'd every which way and those spec's can make or break your business.

We spoke with shunt truck dealers and experts and asked them what those in the market should be paying attention to when they are thinking of purchasing a new terminal tractor.

1 Buy or lease?

When it comes to buying versus leasing your shunt truck, dealers are finding that more customers are seeing the benefits of leasing and opting to go that route.

"It really depends on the application of the vehicle," said Michael Kirby, VP of sales and operation for Capacity of Ontario. "But we find a lot of private motor fleets lease these trucks because it puts all the onus on the dealer."

George Cobham Jr., VP of sales and marketing for Glasvan Trailers, said the move to leasing (and it's not just private fleets) is because business owners don't want to own that asset and don't want to maintain terminal tractors as well as their highway fleet.

"They just want to put fuel and DEF fluid in and put a driver in it," he said. "They don't want to deal with the disposal of the truck...so leasing continues to be something that is of interest to people. There's more interest in it, we're seeing now. Especially with all the upcoming emissions compliance, people don't want to maintain them themselves. Those who used to purchase now leave it up to those who sell them to maintain them."

Aidan Bolger, president and CEO of Tico of Canada, said he believes leasing is the future because having full-service leases gives customers "more bang for their buck."

John Uppington, sales manager at Kalmar-Ottawa for the Tallman Group, said sometimes the decision to purchase or lease has more to do with simple accounting than anything else.

"I don't know that there is a trend one way or the other when it comes to buying or leasing," he said. "It's almost entirely an accounting decision. One year, a customer will buy and the next year they'll lease."

2 Think of the driver

More shunt trucks today are being spec'd to better accommodate the driver — and a happy driver means a successful business.

"We are bringing in all of our stock with air conditioning now. In the past, some people didn't like the idea of drivers going in and out of the air-conditioned cab into the heat," explained Cobham Jr. "There were health concerns about that. But now with the driver shortage, drivers are less likely to drive a truck that doesn't have A/C, so that is a trend we're seeing — keeping drivers comfortable. I wouldn't say it's something people need to have, but it's something they should look at. Adding A/C after the fact adds \$3,000 to the price tag."

In addition to air conditioning, more fleet owners are looking for ergonomic seats for their drivers.

"We are finding that certain companies are investing more money in the actual seat itself," said Bolger. "One that has lumbar support and is more ergonomic. Before, they would just buy the cheapest seat and put it in because that was the way a number of people operated...but soon they realized at the end of the day if you have a happy driver, you have an individual who is going to do a better job."

Uppington said he also noticed a trend towards more comfortable seat options at Kalmar-Ottawa and added that it recently introduced a Bose Ride seat option on new shunt trucks.

Kirby said that to add extra cushion for the driver, Capacity is noticing more customers are requesting to have the truck spec'd with an air ride rear suspension in addition to the cab air ride.

3 Get techy

Telematics isn't going away anytime soon. Predictive maintenance software is becoming a major asset for

SIX

things to consider when shopping for a shunt truck



Class 8 vehicle owners, and now that trend is trickling down to shunt trucks, according to the dealers we spoke to.

"In terms of trends, we as a group, we're doing a lot with telematics integration," said Kirby. "It's a hot industry topic and everyone is big on reporting predictive analytics, so we want our customers to have that in the shunt trucks."

Uppington added that computers and telematics are for the shunt truck of the future and will be a central point on the dash.

Just recently, Glasvan Great Dane announced that it is offering Geotab telematics on Autocar shunt tractors. The system will provide: engine and emissions system-related alerts; engine idle reports; event logs such as rough hook-ups, harsh braking and cornering at excessive speeds and truck-specific time-stamped performance and operational data.

Just like fleets that use telematics for their on-road fleets, plugging those telematics into their shunt truck will give them the same benefits, dealers explained. Telematics can help owners save on fuel consumption, reduce downtime and can extend the life of equipment.

4 Remember the maintenance

When it comes to maintenance, it's important to stick to a preventive maintenance schedule, said Kirby.

"On the maintenance side, we highly encourage customers to pay attention to their DPF cleaning," he said. "Typically what we're finding is that customers are extending that for too long. We're advising customers to have it inspected bi-annually as a best practice. They really need to stay on top of their PM schedules."

He added that when thinking about maintenance it's important to keep in mind the environment the truck will be operating in. Will it be dusty, for example? If it is, "you will turn air filters more frequently, so keep that in mind," Kirby warned.

Finally, he said, an important factor when maintaining your vehicle is to ensure your driver knows how to operate it.

"Make sure your driver knows how to use the shunt truck. Don't just assume because they are a driver they know how to use it," he said.

5 Don't forget the fifth wheel

The fifth wheel is another important aspect of the terminal truck that shouldn't be overlooked, Cobham Jr. stressed.

"The fifth wheel is an item that people glaze over," he said. "But you're asking that fifth wheel to couple up to 50-75 trailers a day, so it will wear out. You need to be spec'ing one that's stronger and one that's designed for shunting and will last longer. You don't put the same fifth wheel on a shunt truck that you put on a highway truck. You can, but it doesn't last

and it is what everybody does."

A smart buyer is up-spec'ing the fifth wheel, according to Cobham Jr.

6 Know your dealer

Finally, knowing your dealer is a major component of buying or leasing a new shunt truck.

"The knowledge of the dealer is important," explained Cobham Jr. "Think about how important shunt trucks are to the dealer. Look to see if they offer rentals. Ask if they offer leasing. Equipment can go down and what is their ability to access other trucks when they go down? Fortunately, they are breaking down on your doorstep, not out in the middle of the road, but still, there isn't a shunt truck provider on every corner, so you want to be alongside a dealer that has a strong rental fleet so that even if you're purchasing your truck, if something puts that truck down, you know you can get another one without it affecting your business."

Kirby echoed this point saying, "Make sure you have a maintenance partner...make sure your service provider has the hours that are in line with your hours to make sure you can get that thing back on the road as soon as possible. Shunt trucks are critical pieces of equipment for the supply chain, so don't ignore them." **TW**





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CALGARY



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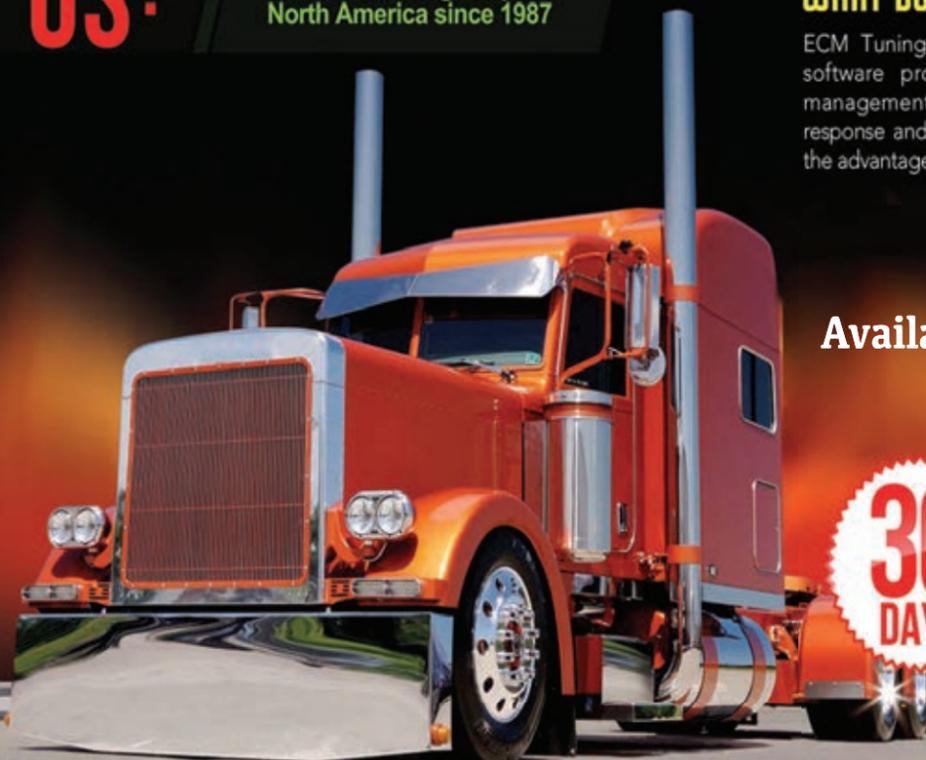
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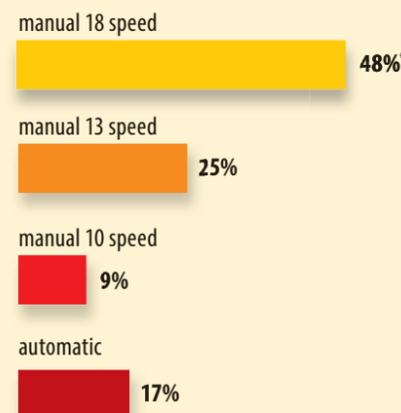
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2016 KENWORTH T880 MIXER TRUCK
PACCAR ENG; MX13, 455 HP, AUTOMATIC TRANS; 20K/69K AXLE(S), PRIMAAX SUSP; 244" WHEELBASE, NEW SCHWING 10.5 YARD MIXER. -96832 SER.#978256



2017 KENWORTH T880 HEAVY-HAUL DAYCAB
PACCAR ENGINE; MX-13, 500 HORSEPOWER, 18 SPD TRANSMISSION; 13.2K/40K AXLE(S), 3.70 RATIO, AG400L SUSPENSION; 196" WHEELBASE, RED IN COLOR. -116896 SER.#HJ985019



2015 KENWORTH C500 CRANE TRUCK
42" MOD SLEEPER, CUMMINS ENGINE; ISX, 550 HP, 18 SPD TRANSMISSION; 315" WHEELBASE, MANITEX CRANE, TWIN FRONT AXLE, TRI REAR AXLE. 973998. ACTUAL TRUCK MAY DIFFER SLIGHTLY FROM PHOTO. -91878 SER.#973998



2015 KENWORTH T880 LOGGING TRUCK
52" REGIONAL SLEEPER, CATERPILLAR ENGINE; ISX15, 550 HORSEPOWER, 18 SPD TRANSMISSION; 20K/46K AXLE(S), 4.30 RATIO, NEWAY SUSPENSION; 244" WHEELBASE, WHITE IN COLOR. -119323 SER.#FJ977251



2017 KENWORTH T880
40" INTEGRAL LOW-ROOF FLATTOP SLEEPER, CUMMINS ENG; ISX15, 550 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, FINANCING AVAILABLE O.A.C. -120359 SER.#HJ986926



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



2017 KENWORTH T680
76" ACAD SLEEPER, CUMMINS ENGINE; ISX15, 475 HORSEPOWER, 13 SPD TRANSMISSION; 12.5K/40K AXLE(S), 3.55 RATIO, AG400L SUSPENSION; 232" WHEELBASE, WHITE IN COLOR. -156186 SER.#HJ984987



2017 KENWORTH T800
38" AEROCAB FLATTOP SLEEPER, CUMMINS ENGINE; ISX15, 550 HORSEPOWER, 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSPENSION; 220" WHEELBASE, WHITE IN COLOR. -125531 SER.#HJ984912

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2013 FREIGHTLINER CASCADIA HIGHWAY TRACTOR
76" MIDROOF SLEEPER, DDEC-15, 505 HORSEPOWER, 13 SPD TRANSMISSION; 12K/40K AXLE(S), 3.70 RATIO, AIR-LINER SUSPENSION; 230" WHEELBASE, WHITE IN COLOR, 1,050,000 KMS. -134624 SER.#DSBU0037



2012 PETERBILT 389 HEAVY-HAUL TRACTOR
70" ULTRA SLEEPER, CUMMINS ENGINE; ISX15, 450 HORSEPOWER, 13 SPD TRANSMISSION; 12K/40K AXLE(S), PB LOW AIR LEAF SUSPENSION; 244" WHEELBASE, GREEN IN COLOR, 809,536 KMS. -133360 SER.#CD171540



2011 KENWORTH T700 HIGHWAY TRACTOR
75 ACAD SLEEPER, CUMMINS ENGINE; ISX15, 450 HORSEPOWER, 13 SPD TRANSMISSION; 13.2K/40K AXLE(S), 3.55 RATIO, AG400L SUSPENSION; 226" WHEELBASE, BLUE IN COLOR, FLEET MAINTAINED HIGHWAY TRUCK. VERY NICE CONDITION. BOOK A TEST DRIVE TODAY. 956,640 KMS. -115417 SER.#BJ947638



2006 FREIGHTLINER M2 CAB & CHASSIS
CATERPILLAR ENGINE; C7, 300 HORSEPOWER, 9 SPD TRANSMISSION; 14.6K/40K AXLE(S), 3.58 RATIO, AIR LINER SUSPENSION; 252" WHEELBASE, WHITE IN COLOR, 368,500 KMS. -116202 SER.#6HW99944



2014 KENWORTH T800 HEAVY-HAUL TRACTOR
38" ACFT SLEEPER, PACCAR ENGINE; MX13, 500 HORSEPOWER, 18 SPD TRANSMISSION; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSPENSION; 219" WHEELBASE, BEIGE IN COLOR, 866,300 KMS. -119321 SER.#EJ966336



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



2005 KENWORTH T800 DUMP TRUCK
CATERPILLAR ENGINE; C-13, 430 HORSEPOWER, 18 SPD TRANSMISSION; 14.6K/46K AXLE(S), 4.30 RATIO, AG460 SUSPENSION; 240" WHEELBASE, RED IN COLOR, 155,650 KMS. -117178 SER.#5J980251



2007 KENWORTH T800 DUMP TRUCK
DAYCAB SLEEPER, CATERPILLAR ENGINE; C15, 475 HORSEPOWER, 18 SPD TRANSMISSION; 12K/46K AXLE(S), 4.10 RATIO, NEWAY SUSPENSION; 252" WHEELBASE, WHITE IN COLOR, 664,000 KMS. -119317 SER.#7R933187

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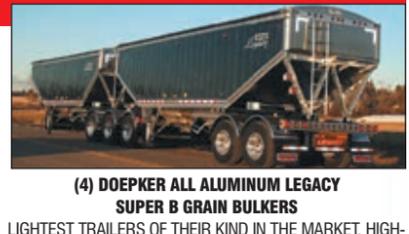
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2016 MACK CHU613 RAWHIDE WITH 70" MID-RISE SLEEPER

MP8-505HP, MACK 12 SPEED M-DRIVE, MERITOR 46,000 REARS, DOUBLE LOCKERS, ALCOA HP10 DURABRIGHT WHEELS, 243" WHEELBASE, ALL POWER GROUPS, BLUETOOTH, SIRIUS RADIO, CALL FOR DETAILS! OLD INVENTORY OLD EXCHANGE BEST YET..... OLD PRICING. -116396



2106 MACK GU814 TRI-DRIVE CAB / CHASSIS

MP8-505HP, FULLER RTLO18918B, 20,000 FRONT AXLE, MERITOR REARS, TRIPLE LOCKERS, 69,000 PRIMAX AIR-RIDE, SINGLE HD FRAME RAILS, DELUXE CAB INTERIOR, 260" WHEELBASE. -116397

2015 MACK CXU613 DAYCAB TRACTOR

MP8, 415 HORSEPOWER, 40,000 LBS REARS & 12,000 FRONT AXLE(S), DELUXE CAB, 180" WHEELBASE, ALL POWER GROUPS. -92557



IN STOCK INVENTORY

2017 MACK CHU613 DAYCAB TRACTOR

MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 14,600 FA 46,000 RA AXLE(S), 3.73 RATIO, AL461 SUSPENSION; 213" WHEELBASE, BLACK RED PEARL IN COLOR, RAWHIDE PACKAGE, GRAND TOURING INTERIOR, STK#25909. -164834



2017 MACK CHU613 HEAVY-HAUL DAYCAB

MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 12,000 FA 46,000 RA AXLE(S), 3.58 RATIO, AL461 SUSPENSION; 213" WHEELBASE, WHITE IN COLOR, RAWHIDE PACKAGE, GRAND TOURING INTERIOR, STK#25910. -164831



2017 MACK CXU613 DAYCAB TRACTOR

MACK ENGINE; MP8, 445 HORSEPOWER, 18 SPD TRANSMISSION; 12,000 FA 40,000 RA AXLE(S), 3.55 RATIO, AL461 SUSPENSION; 203" WHEELBASE, WHITE IN COLOR, STK#81169. -164832

(2) 2017 MACK CXU613 HIGHWAY TRACTORS

70" MR SLEEPER, MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 13,200 FA 46,000 RA AXLE(S), 3.73 RATIO, AL461 SUSPENSION; 203" WHEELBASE, WHITE IN COLOR, STK#80284. -164835



2017 MACK CXU613 HIGHWAY TRACTOR

60" MR SLEEPER, MACK ENGINE; MP8, 505 HORSEPOWER, 12 SPD TRANSMISSION; 12/40 AXLE(S), 3.58 RATIO, MAXLITE SUSPENSION; 227" WHEELBASE, RED IN COLOR, STK#76615. -116355

2016 MACK CHU613 HIGHWAY TRACTOR

70" MR SLEEPER, MACK ENG; MP8, 18 SPD TRANS; 505 HP, 12/40 AXLE(S), MAXLITE SUSP; 243" WHEELBASE, WHITE IN COLOR, INTERIOR: GRAND TOURING PACKAGE, 22.5 TIRES, STK#25063. -102521



(2) 2017 MACK CXU613 DAYCAB TRACTORS

MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 13,200 FA 46,000 RA AXLE(S), 3.73 RATIO, AL461 SUSPENSION; 203" WHEELBASE, WHITE IN COLOR, -164837

2016 MACK CXU613 DAYCAB TRACTOR

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



2016 MACK CXU613 STRAIGHT TRUCK (CAB AND CHASSIS)

MACK ENG; MP8, 6 SPD TRANS; 445 HP, 14.6/40 AXLE(S), 4.11 RATIO, AL461 SUSP; 203" WHEELBASE, WHITE IN COLOR, SPEC'D FOR 15-16' BOX OR DECK, STK#STK#53628. -111803



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2016 MACK CXU613 DAYCAB TRACTOR
MP7-1560FT-LB TORQUE, 12 SPD M-DRIVE TRANSMISSION; 395 HORSEPOWER, WHITE IN COLOR, 17 KMS, STOCK #50292. -101989



2015 MACK GU713 DUMP TRUCK
MP8, 18 SPD TRANSMISSION; 505 HORSEPOWER, 16.5/44 AXLE(S), AIR RIDE SUSPENSION; 15' RENN BOX, TARP AND SOUTHLAND HITCH 2300 NO SLACK PINTLE, 7 PIN COMMERCIAL PLUG, ONE OF TWO RIGGED AND READY. STOCK #50158 -101660



2016 MACK GU533 DUMP TRUCK
CUMMINS ENGINE; CUMMINS ISL-D, 345 HORSEPOWER, 16,500 LB - 40,000 LB AXLE(S), AIR SUSPENSION; ALCOA LEVEL ONE ALUMINUM* WHEELBASE, WHITE IN COLOR, STOCK #50265. -101987



2016 MACK TD713 DAYCAB TRACTOR
MACK MP10 ENG; 555 HP, 18 SPD TRANS; MACK AIR SUSP, STK# 50263 -156183



2016 MACK CHU613 HEAVY-HAUL TRACTOR
MACK ENG; MP8, 505 HP, 14.6/46 AXLE(S), AIR RIDE SUSP. -101659



2017 MACK CXU613 HIGHWAY TRACTOR
70" MACK HI-RISE SLEEPER SLEEPER, MACK ENGINE; 445 HORSEPOWER, F 12000LB - R 40000LB AXLE(S), 227" WHEELBASE, STOCK #50360. -116587



2016 MACK GU714 MIXER TRUCK
MACK ENG; MP7, 405 HP; 6 SPD TRANS; 20000LB AXLE(S) -115191



2016 MACK GU713 CABOVER CAB & CHASSIS,
N/A SLEEPER, MACK ENG; MP8, 505 HP, M-DRIVE 12 SP- MACK TRANS; 16,500 AIR SUSP SUSP. -115186



2015 MACK GU714 TANK TRUCK
MACK ENG; MP8, 425 HP, 18 SPD TRANS; 20/50 AXLE(S), AIR RIDE SUSP; TRUCK HAS AN ADVANCE ENGINEERING PRODUCTS 22,500 LITRE/ONE COMPARTMENT DIVIDED INTO TWO SECTIONS ALUMINUM TC407 CHASSIS MOUNTED TANK, ONLY ONE UNIT AVAILABLE WITH SPECIAL OFFER PRICING, SUBJECT TO PRIOR SALE. STOCK #50039. -101662
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2016 MACK CXU613 HIGHWAY TRACTOR
48' SLEEPER, MACK MP8 ENGINE; 505C+ HORSEPOWER, FRONT AXLE: 14.6 REAR AXLE: S440 AXLE(S), 243" WHEELBASE, WHITE IN COLOR, STK #35370. -95695



2016 MACK CHU613 HIGHWAY TRACTOR
56' SLEEPER, MACK MP8 ENGINE; 505C+ HORSEPOWER, FRONT AXLE: 14.6 REAR AXLE: 46 AXLE(S), 225" WHEELBASE, BLACK IN COLOR, STK #35399. -95669



2016 MACK GU713 DAYCAB TRACTOR
DAY CAB SLEEPER, MACK MP8 ENGINE; 505C HORSEPOWER, FRONT AXLE: 18.0 REAR AXLE: S462 AXLE(S), 291" WHEELBASE, BLUE IN COLOR, STK #35410. -95683



2016 MACK GU813 DAYCAB TRACTOR
DAY CAB SLEEPER, MACK MP8 ENGINE; 505C HORSEPOWER, FRONT AXLE: 18.0 REAR AXLE: S440 AXLE(S), 205" WHEELBASE, WHITE IN COLOR, STK #35397. -97881



2016 MACK CXU613 DAYCAB TRACTOR
DAY CAB SLEEPER, MACK MP8 ENGINE; 445C HORSEPOWER, FRONT AXLE: 13.2 REAR AXLE: S40 AXLE(S), 185" WHEELBASE, RED IN COLOR, STK #35476. -97773



2016 MACK CHU613 HIGHWAY TRACTOR
56" SLEEPER, MACK MP8 ENGINE; 505C+ HORSEPOWER, FRONT AXLE: 14.6 REAR AXLE: S440 AXLE(S), 241" WHEELBASE, STK #35495. -100699



2016 MACK CHU613 DAYCAB TRACTOR
DAY CAB SLEEPER, MACK MP8 ENGINE; 505C+ HORSEPOWER, FRONT AXLE: 14.6 REAR AXLE: 46 AXLE(S), 220" WHEELBASE, ORANGE IN COLOR, STK #35421. -100683



2016 MACK GU813 DAYCAB TRACTOR
DAY CAB SLEEPER, MACK MP8 ENGINE; 505C HORSEPOWER, FRONT AXLE: 18.0 REAR AXLE: S440 AXLE(S), 215" WHEELBASE, WHITE IN COLOR, STK #35398. -97882



2016 MACK CXU613 HIGHWAY TRACTOR
60" MR SLEEPER, MACK MP8 ENGINE; 505C+ HORSEPOWER, FRONT AXLE: 14.6 REAR AXLE: S440 AXLE(S), 225" WHEELBASE, BLACK IN COLOR, STK #35393. -95690



2016 MACK CHU613 HIGHWAY TRACTOR
70" MR SLEEPER, MACK MP8 ENGINE; 505C+ HORSEPOWER, FRONT AXLE: 14.6 REAR AXLE: S440 AXLE(S), 241" WHEELBASE, BLACK IN COLOR, STK #35395. -95674

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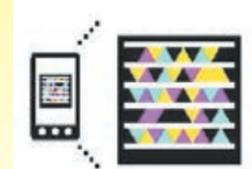


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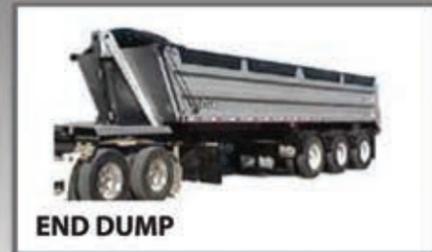
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DRIVING THE International HX620

The HX series could represent a severe-service revival for International

By James Menzies

Driver who are accustomed to being jostled around all day inside a noisy old dump truck will soon discover there's a much better option.

The new International HX-series vocational trucks, set to replace the long-running International PayStar, boast an interior that's in a completely different class than its predecessor when it comes to driver comfort and amenities. Three of the four HX models were introduced at World of Concrete in Las Vegas earlier this year and the HX520 made its debut here in Canada at Truck World. The HX620, expected to be the top-seller among the four models, starred at Truck World alongside an HX520 decked out in a Tackaberry Construction paint scheme.

But it was the set-back axle HX620 that I was able to talk my way into for a few hours following Truck World.

I was given a corporate-owned demonstration truck that's currently touring the dealer circuit. I picked the truck up at Tallman Truck Centre's Mississauga location the morning of April 18 and was joined by Chad Semler, product marketing manager with International Truck, for the drive. Upgrades from the PayStar can be found all around the vehicle.

What's immediately noticeable at first glance is a more rounded front end, featuring a bolder grille. It's a steel grille with a stylish chrome-plated surround and optional vertical bars to give it an even tougher look.

The chassis itself is carried over from the PayStar product, but new options have been added, including a new "super-single" 12.5-inch thick RBM frame rail. It saves about 43 lbs from the previous double-10 frame rail, but more importantly, it also reduces corrosion jacking that can occur between adjacent

metals. Also new is an optional centre tow pin rated to 150,000 lbs, so a truck and trailer can be pulled from sticky situations, in many cases without first needing to be decoupled. The headlamps are a reflector-style halogen design with a smart-looking LED brow, which also doubles as the daytime running light. Traditionally, the headlight bulbs are run at a lower energy setting to meet Canada's daytime running light requirements, but that reduces bulb life, Semler pointed out. Why not LED headlamps?

"In a word, cost," Semler explained. "The LED headlights are still very expensive. They perform very well and use less energy, but they're still very expensive and for a vocational truck that tends to get beat up a lot, it made more sense to stay with something that was more cost-effective to replace."

Aside from the headlamps, all other lighting on and inside the truck is LED. The headlamps can be replaced without tools, allowing for quick and easy on-site repairs. The HX maintains an aluminum cab with a three-piece Metton hood. The hood is spring-loaded for nearly effortless opening; no more standing on the bumper and heaving open the hood. The hood opens to reveal easy access to all the fluid containers. The splash guards raise with the hood to provide even greater access to underhood components.

International will offer external air cleaners on the HX520 and HX620, the two longer wheelbase offerings (120- and 119-inch BBC, respectively) within the family. Semler said external cleaners offer longer service intervals because they can provide greater filtration capacity, but he noted they're becoming more difficult to spec' as on-highway cabs are increasingly being repurposed for vocational applications. In addition to the two longer wheelbase models, there's

also an HX515 and HX615, with 114-inch and 115-inch BBCs, respectively. Those shorter trucks will offer International's N13 engine, while the longer models will come with the Cummins ISX15.

My HX620 had an ISX15 rated at 500 hp and 1,650 lb.-ft. of torque, but you can spec' this truck out with up to 600 hp and 2,050 lb.-ft. The HX620 is available in tractor or truck configuration for a variety of vocational applications, including heavy-haul, oilfield and of course, dump. The truck I drove was fitted with a dump body.

While the exterior of the HX620 is a noticeable upgrade over the PayStar in terms of styling, it's the interior that really sets it apart. And it's this interior that was heavily inspired by Navistar's now-defunct partnership with Caterpillar. As luck would have it, with Caterpillar announcing its withdrawal from the truck business earlier this year, the stylish interior now belongs solely to International. I'd say it was a fruitful venture for them.

"Basically, between the A-pillars, the front dash structure was a Cat-inspired carryover," Semler explained.

There are subtle differences. The gauges look slightly different and the rocker switches are different, too. But for the most part, this is the dash that was co-developed with Caterpillar and found inside the now-discontinued Cat trucks. Among the carryovers is a combined speedometer/tachometer. I like it because it makes better use of the limited real estate on the dash cluster, but it takes a bit of getting used to.

The steering wheel is designed to allow a full view of the gauges. A centre console is tilted towards the driver to allow better access to other controls than the PayStar's flat panel offered. The truck I drove had the Diamond interior, which included some styling upgrades such

as faux wood on the dash and an 'HX' stitched into the door panels.

International slimmed down the door panels to create more interior space, but this doesn't appear to have increased wind and road noise. The cab is nicely laid out with small touches that contribute to a nicer work environment. Examples of this include hooks on the rear wall for hanging high-vis vests, winter coats and hardhats and extra large cupholders and storage areas that can be found all over the place. One such storage area sits on the dash and is rubber-lined so keys, phones or a tablet can be placed there without sliding around and making noise. If the owner forgoes the in-dash infotainment option – and most vocational customers do – that area is also used for additional storage.

It wouldn't be fair to evaluate the ride of the HX, since we were completely empty and these trucks aren't designed to run empty, but it was quiet. Semler attributed this to improved insulation in the floor and cowl areas. The HX has longer front springs – 52 inches versus the previous 48-inch design – which also improves ride quality, as does a new DriverFirst cab air suspension.

All International trucks now come standard with Navistar's OnCommand Connection remote diagnostics platform and the benefits of this are starting to be appreciated among the vocational crowd. When a fault code appears, the operator is given insight into the most appropriate course of action and that's not just useful information when the truck is on-highway, far from home. Think of the mixer operator who receives a fault code and needs to know whether to continue on his route or get the cement poured, pronto, before the truck is disabled and the cement hardens inside the barrel. That's some pretty vital information customers now have access to.

Navistar is currently working with body builders to feed their fault codes through the same system, which would be even more beneficial to vocational customers. Telematics should no longer be considered the exclusive domain of the linehaul segment.

Visibility out of the HX620 is excellent, thanks to its sloped hood and large one-piece windshield. Mirrors are door-mounted so they don't impede entry and egress. It's a comfortable truck to drive and also a safe vehicle to operate. Weaving my way through typically heavy Hwy. 401 traffic was less stressful because of the excellent visibility. The 18-speed Eaton UltraShift Plus automated transmission also contributed to its drivability in traffic. Of course, Allison automatics and a full slate of manual transmissions are also available.

The HX-series has been well received by the market. Some 300 were sold at the Las Vegas launch and about the same number have been sold since then, Semler told me.

"Among the first orders, we saw a higher concentration of orders from Canadian dealers," Semler said.

For good reason. The HX is a major upgrade in terms of styling and ergonomics over the PayStar. New options such as the 150,000-lb tow pin and 12.5-inch single frame rail add to its robustness, and the availability of the Cummins ISX15 with ratings of up to 600 hp mean this is a truck that can be deployed into basically any severe-service application. And as an added bonus, it will look good doing even the dirtiest of jobs. The HX series is now in production. **TW**

By Edo van Belkom

Mark dropped off his load in Scarborough and was trying to hurry up to a truck yard in north-east Brampton before the GTA's rush hour traffic made the trip take three times as long as it should. But while the trip – in the middle of a weekday – shouldn't have taken more than 45 minutes, one hour tops, he was sitting in downtown Toronto traffic behind a line of cars that had not moved in more than half an hour.

At first, Mark thought it was just normal downtown traffic. Then he thought there might be construction going on that would account for the delay. After that, the possibility of a major accident crossed his mind, the kind where someone loses their life and the police close down everything for hours while they conduct their investigation.

But none of that seemed to be going on.

In fact, nothing had moved for a long, long time...so long, in fact, that most people had shut their vehicles down and were standing in the roadway trying to see what was going on up ahead.

Mark decided to shut down Mother Load as well, seeing as all he'd been doing up till now was wasting time and burning diesel. When he got out of his truck, he caught the eye of the man who'd been driving the car in front of him.

"Do you know what's going on?" Mark asked.

The man shrugged. "Just a long line of cars from what I can see."

Mark nodded. Then he saw a woman on the sidewalk coming up the street. Surely she must know what the problem was. "Excuse me," Mark said. "What's going on down there?"

"The taxi drivers," she said. "They're protesting Goober."

"Protesting what?"

"Goober. You know, the app-based ridesharing service."

"Oh, okay. I've heard of that," Mark said, having read about the company that claimed to connect people who wanted a ride somewhere with people who had the ability to give those people a ride.

"I wish I had heard of it," the woman sneered. "Otherwise I wouldn't have had to walk all this way."

Mark was tempted to offer the woman a ride, but if he ever got out of this jam, he was headed in the other direction. "Sorry, I'd like to help you, but I'm going the wrong way."

She smiled and looked at the long line of cars in front of Mother Load. "Buddy, you're not going anywhere."

Mark looked down the road and figured she was right. He climbed back up into his cab and switched on the radio hoping to relax.

Then, just as he closed his eyes, there was a knock on his door.

Mark looked out the window to see a South Asian

man offering him up a piece of paper. "Read it!" the man said.

Mark was curious. Obviously, this man was one of the protesting taxi drivers and he was handing out the document that outlined what their beef was. Mark rolled down his window and took the flyer.

In a nutshell, Goober claimed to be nothing more than a technological middle-man offering a much needed service. The cab drivers, however, considered Goober to be something much more sinister; an unlicensed and unregulated taxi service that connected riders with amateur drivers who were looking to make a fast buck.

the empty seat to his right. He wasn't moving right now, so there wasn't a lot of value to that seat. But, what was the value of that seat when he travelled from Toronto to Miami, or Montreal to Ottawa?

And so, with more than enough time on his hands, Mark took out his phone and went to a popular bus company's website and inquired to see what the cost of a bus ticket from Toronto to say, Vancouver. A few flicks of the thumb later and he had the answer.

The cost of the trip ranged somewhere between \$370 and \$550, which at first glance didn't seem like very much, but that was the cost of just a single, one-way trip. Mark was making trips like that every week and if he could earn an extra \$400 a week just by offering the otherwise empty seat to someone looking for a ride he could easily earn something in the neighbourhood of an extra \$20,000 a year. Mark let the amount swirl around inside his brain. Twenty grand.

It would buy a lot of fuel. Pay for a lot of insurance. Look really good in his bank account.

It seemed a little too good to be true...so what about the downside?

For one, Mark would not want to have anyone sleeping in his truck overnight. Sure, he could charge them more money if they did, but he really didn't want to get that cozy with his clientele. He was comfortable providing rides, but that was it. There was also the possibility of passengers wanting to stop somewhere to eat or use the bathroom and that could start to affect his schedule.

If he started showing up late for a pick-up or delivery, he'd quickly get a reputation that would hurt his chances of getting the best loads.

But being late in the trucking industry happened all the time for all kinds of reasons. Taxi driver protests, for example.

A quick check of his watch told Mark that he'd been waiting in this traffic jam for well over an hour. What was the cost of that to his business? While he sympathized with the cabbies, they were costing him money at the moment and that didn't seem like a good way to make your point.

And so, in a fit of irritated anger, Mark took out his phone again and visited the Goober website. There was no way he would take a passenger from Toronto to Vancouver on his upcoming trip, but maybe he could find people looking for shorter trips, like Toronto to Timmins, Timmins to Winnipeg, and so on and so on all the way across the country. It was worth a try.

A way to make a bit of extra money, maybe have some fun along the way. He clicked on the icon that said, "Sign Up Now!"

After all, what could go wrong? **TW**

Mark Dalton returns next month in *Goober for hire Part 2*.

Goober for hire

PART 1



Mark certainly felt for the cab drivers. After all, here was a service that was basically trying to undercut their businesses, offering the same service but without having to deal with all the regulations and licences that cost business owners money and assured some level of safety for the user. In addition to those concerns there were big questions about insurance and the ultimate fate of the taxi industry.

People's livelihoods were at stake.

But while Mark understood the cabbie's concerns, he also wondered if services like Goober weren't the wave of the future. The Internet and all of its related technologies had changed everything about the way we lived our lives.

So why not the taxi industry?

And, why not the trucking industry?

As the thought struck him, Mark glanced over to



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Illustration by Glenn McEvoy

The formula for success as an O/O

Over the past couple of years, I have helped a few friends transition from company driver to owner/operator. As strange as it may sound, it all started because of an ear infection. I was due to fly to Kenworth in Washington to play around in some new trucks for this magazine.

I had a friend giving me a ride to the airport and on the way up, I started to feel a bit weird, my balance was off and I had a terrible earache and fever.

The girl at the check-in desk advised me not to fly, so I called my friend and he turned around and picked me up.

After a quick visit to a walk-in clinic and a course of antibiotics, we stopped off at a truck dealership and my friend put a holding deposit on a brand new truck.

That was as spontaneous as it gets. Another friend asked about becoming an O/O, but decided against it at first. We had some rather heated conversations about the subject, as I thought he was an excellent candidate to become an owner/operator

You say tomato I say tomahto

Mark Lee



and that he would be able to make very good money. In fact, his wife and I almost forced him into it, but it was a very long process.

It's been a good decision for them both.

Another half a dozen or so drivers have also asked for and received my advice.

Now, I don't pretend to know it all, far from it. In fact, the first piece of advice I give somebody is to ask other people for their advice. As the saying goes, 'there are many ways to skin a cat.' The meaning behind the metaphor is spot on. There is no magic formula.

Or is there? I think there is, not just in trucking, but in business in general. My philosophy is to keep it simple. You want to build up your savings? Simple, spend less than you earn! Really, it's as easy as that.

You can come up with all kinds of strategies, but that philosophy will

work every time, guaranteed.

It's the same with everything about owning and operating your own truck. Keep it simple, don't over-think things.

One friend spent countless hours trying to spec' the perfect truck. He was even in a dilemma over which starter motor to have. It took every ounce of diplomacy I possessed to deal with those phone calls. In the end, he bought a truck from stock. I have no idea which starter motor it has, but whichever one it is has worked just fine for the past couple of years.

The same applies to your choice of carrier, or what area of trucking you decide to go into.

If you are happy at your current carrier and they have owner/operator positions available, then why look elsewhere? You know exactly what you can expect and you have the advantage of running your company truck as if it were your own and working out the important numbers (the ones that go into your bank) as you wait for all your ducks to line up in a row.

You may hear of other carriers that pay more, or are better in some other way, but what you hear at the truck stop lunch counter and what really happens are often two very different things.

You will also know that different types of freight pay different rates. For example, flatbed rates are usually higher than dry van, but consider all the extra costs involved in running

a flatbed - tarp repairs, replacement straps and bungees, a headache rack and tool boxes - and the difference in rates starts to balance out.

Not only that, but when you're trying to pull a tarp that has blown off your load and is now covering your cab in -40 C, you'll question whether that extra 10 cents per mile is worth it, and I'm pretty sure your answer will be a resounding NO!

Reefer is the same - you can earn more, but there can be a lot of waiting around for fresh produce. Frozen loads often deliver in the middle of the night and can play havoc with your hours-of-service and you have to add the cost of reefer fuel in some cases too.

So again, keep it simple. Do something you're comfortable with.

The object of being in business is of course to make as much money as you can, but if you're making yourself miserable and you hate what you're doing, those extra few bucks are really not worth it.

Keep it simple. Buy the truck you need, which is one that's reliable and economical. Do a job that you don't hate and do it at a carrier you feel comfortable with. Oh, and spend less than you earn and you'll be surprised how easy it is. **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.

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The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic is happy everyone is so happy to see him, but he has another load waiting and will have to cut his return short. "I'd love to spend more time at home but here is a load for Montreal that has to be there the day after tomorrow."

"But you're gone all the time," his wife says. "It was never like this in the old country."

Vic smiles. "Canada is a big, beautiful country. Everything is far away from each other and there is much work for truck drivers."



Vic returns home after a long and adventurous trip deep into the southern United States. He was detained by law enforcement authorities in the States and then held for questioning by the Canada Border Service Agency when he tried getting back into Canada. As it is every time he returns from a long trip, his wife, son and daughter are there to greet him at the truck yard and drive him home.



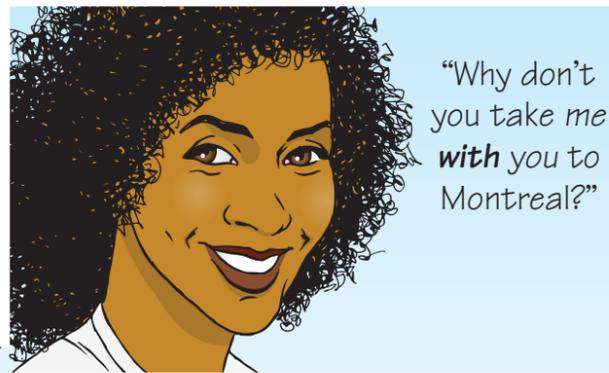
"You are so lucky to see so much of this country."

"Sometimes, I wish you could see it too. It's hard to enjoy something without having someone else to share it with."

Vic considers it. It would be nice to have someone riding with him on the drive, and it would be a lot of fun to watch his wife wonder at the countryside as it rolled by, but there were practical considerations to think about as well. "Who will look after the children while you are gone?"

"My sister can take them in for a couple of days. She's invited them over to stay many times before. It would be fun... like a holiday."

Vic finds he can't say no. "Sure. Why not?"



The next day, with the kids at Vic's sister-in-law's house, Vic and his wife prepare for the drive to Montreal.



"This is so exciting!" Vic's wife says as he starts up the truck and gets ready to move. For him it's just another run to Montreal, something he's done dozens, if not hundreds of times before. But for her it's an adventure, something truly new and exciting. If he'd known it would be so much fun for her he would have done it a long time ago.

But after a few hours on the highway, she begins to turn her attention from outside to inside. She watches him guide the truck, shift gears every so often, and check his mirrors for the traffic around him. At last she says, "Driving this truck doesn't look too difficult."

"Traffic is light," Vic says. "The weather is good, it's daylight out, the road is straight, the truck is running well and we have plenty of time."

"I'm sure driving can be a lot harder, but it doesn't seem to be that hard right now."



All Vic can think is, "What have I got myself into?"

Illustration by Glenn McEvoy



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Small fleets, big donations

KAMLOOPS, B.C. – It's not just large fleets that are doing their part to help those displaced by wildfires in Northern Alberta; small fleet owners are digging into their pockets as well.

And now a challenge has been issued for more to do so. Larry Hall, vice-president of the Western Professional Truckers Association and owner of truck fleet ExTrans, said he's making a \$5,000 donation through the Red Cross and he is calling on other drivers, owner/operators and small fleet owners to do the same.

"I believe that either directly or indirectly, all of us in the industry have benefitted from Fort McMurray," Hall told *Truck West*. "From company drivers to owner operators, companies large and small, industry suppliers: truck sales, trailer

sales, parts, tires, fuel and so on, the list of beneficiaries is endless – Fort Mac has given far more than she has taken from us and it is now our obligation to give back."

He suggested an organized fundraising campaign that would see company drivers chip in \$100, owner/operators \$500 and operating companies \$5,000.

He made a \$5,000 donation to get the ball rolling. The Alberta and federal governments have both offered to match contributions made through the Red Cross.

"I am asking all in the industry to really think about what you can do monetarily and dig deep; your cash donation will be times three with the Alberta and federal governments matching your pledge," Hall said. **TW**

Income trust buys MJ Vallee Trucking

LLOYDMINSTER, Alta. – Petrocapita Income Trust has announced the acquisition of oilfield transport company MJ Vallee Trucking.

MJ Vallee operates seven heavy oil well fluid transport trucks, six heavy oil fluid transport trailers and a fully equipped truck and trailer repair and maintenance facility in Lloydminster, as well as a storage yard for Petrocapita's trucks, trailers and service rigs.

A separate facility at the same site operates as a logistics office for fluid hauling and well servicing.

MJ Vallee will continue to operate under its current name but now as a wholly owned subsidiary of Infracore Processing, the companies announced. **TW**

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Handing over the reins

Portage Transport will continue to be in good hands, owners say

By Derek Clouthier

PORTAGE LA PRAIRIE, Man. – It's not easy to hand over a business that you build from the ground up over to anyone, but knowing that it's your own child who will take the helm at least makes that fretful step a bit more palatable.

Bernie and Liz Driedger's journey started in 1988 when the couple were expecting their second child. Bernie was doing short-haul runs for a farm he was working for at the time, and the opportunity arose for him to buy a truck and do long-hauls, an experience he had always hoped to attain, and did for the next decade hauling mostly flatdecks for various trucking companies.

"It was a really good experience for him," Liz said. "It gave him the experience that he needed later to run a company."

But being on the road took its toll, mostly on the couple's youngest daughter, who Liz said was having a hard time dealing with her father being away from home so often.

So, in 1998, Bernie, like any concerned father, decided it was time for a change.

"He promised her that he would start looking for something that would bring him home every night," Liz said.

Portage Transport Service would help Bernie achieve that goal.

Owned at the time by Robert Gallagher and Ron Johnson, Portage Transport, a small courier company that serviced the area around Winnipeg, Portage la Prairie, Dauphin and Brandon, was up for sale, the Driedgers decided to buy the business, putting Bernie in a management position, and more importantly, home with his family every night.

For a while, Bernie and Liz continued to run the company doing short hauls in the region, but soon needed to stretch their legs.

"That happened for a couple of years, but it really wasn't to Bernie's thing," Liz said of short-haul. "He wanted to get back into the long-haul, so we sold the short-haul division...at that point, Bernie bought three rigs and hired three drivers and that's where the long-haul started."

Now called Portage Transport, the company's long-haul started in 2001,

and now boasts 97 trucks, both directly employed with the company and around 27 owner/operators.

They pull dry vans and reefers, hauling anything that goes into those types of trailers all over the continental US, Ontario and Western Canada.

Up until recently, Bernie worked on the operational side of things, but they have now hired an operations manager to take over that responsibility. Liz has always been the financial wiz.

But growing has not always been easy.

"As you can imagine with the growth from three trucks to 97, there's always been the challenge of enough space," Liz said. "We started with a very small office and this last year we were able to complete two of our office buildings and that brought all of our administration under one roof."

Over the past year, two Portage Transport employees suffered personal tragedies that took them away from work for extended periods of time, something Liz said was both a challenge and an opportunity for the company to get behind its staff during their time of need.

"I can attribute the success of coming through that from a company perspective on the dedicated staff that we do have," Liz said. "Just seeing the staff develop an incredible empathy toward what was going on in the lives of their co-workers and just pick up the reigns and pitch in...I saw ownership from staff that I hadn't previously seen."

And now for Bernie and Liz, comes the biggest challenge of all – retirement.

Married for 36 years, Bernie and Liz have started to move toward the reality of handing over the family business to their youngest daughter, who Liz says possesses many of the same skillset as she does in financials.

"She's coming in with a background in commercial lending," Liz said of her 27-year-old daughter, "as well as several certificates under her belt and she's going to be taking over a lot of my job in the next year-and-a-half while I transition out of here."

Liz said knowing that her daughter and fiancé want to take over the business has been a huge weight off her shoulders this past year.



Liz and Bernie Driedger have led Portage Transport since 1998, but will soon see their youngest daughter take over the family business.

"We have two daughters," she said, "and to have our youngest and her fiancé take an interest in the business and actually move back to Portage and become involved, that's been huge."

Liz said her and Bernie were not always sure if either of their daughters would want to take over the family business. She also believes that her husband will never fully walk away from Portage Transport, even in retirement, as he has always been a hands-on business owner.

"Trucking is in his blood and anytime there's a challenge he takes the reigns and goes with it," Liz said. "A challenge is what keeps him going. If everything was going smooth all the time, it's very easy to become complacent and step back and allow the rest of the staff to just do it. You do want to know what happens in every aspect of your company, and I think that's been part of the success, is that while we own it, we will be here."

What's Liz's advice to her daughter who will be taking over the business? "Grow a thick skin, girl!"

She said both her girls grew up knowing the family business and each have a great work ethic because of that.

Incessantly discussing work has been one of the challenges Liz said her and Bernie have had when it comes to running a company as a couple.

"That I think is typical of a husband and wife operation," she said. "You learn to balance the home life with the work."

With women in trucking being such a hot topic right now, Liz said for her, it didn't matter what industry she was in; she would have worked in bookkeeping and financials regardless.

Liz also said Portage Transport employs several female drivers, but she never really thought about gender parity when hiring.

"I wouldn't say that we intentionally go out and insist that there be any certain kind of balance," she said. "I think it's always the best person for the job, but it certainly is nice to see some females take an interest in an industry that has been typically male dominated."

During the current economic downturn in Alberta, which has impacted many trucking companies, Liz said the key to Portage Transport's success has been diversification and engaging all of its employees.

She added that they are seeing some product movement in Alberta slow, but is confident things will again pick up.

Even with retirement within sight, Liz said her business goal for the coming year is to ensure Portage Transport is ready for the impending electronic logging device (ELD) mandate before it comes into law.

"As with anything else, there are those who are really on board and there are others, particularly veteran drivers, who have done paper logs for so long and are very good at it and understand the procedures," Liz said. "A lot of the younger drivers are really embracing it, and we're on board."

In the coming year, Portage Transport would also like to construct another building to be used for driver training.

But for now, Liz's mind is at ease.

"I know that the company, in whatever way it moves forward, is going to be in good hands." **TW**



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