

TRUCK WEST

Western Canada's Trucking Newspaper Since 1989 • August 2014 Volume 25, Issue 8

Page 12 **Road test:** Driving the Kenworth T680 Advantage and the T880 vocational truck.

Page 18 **A bumpy road:** Mark Lee complains that Canadian roads are awful and they're wrecking his truck.

Page 19 **Changing the game:** Al Goodhall examines how drivers and fleet owners really can change the game.

Page 23 **GPS good, not perfect:** Sandy Johnson shares some tips on how to use GPS data.

trucknews.com



Trucks that drive themselves much of the time, at speeds of up to 85 km/h? Others that can be parked or maneuvered at low speeds from outside the vehicle using a tablet? Check out our full report, pgs. 14-15.

Night gates promise better port access

By Jim Bray

VANCOUVER, B.C. - Congestion problems on the west coast may have gotten a little shot of vehicular decongestant as of July 2, when Port Metro Vancouver opened regular night gates for weekday evenings.

The move, announced by operators TSI Terminal Systems Inc. and DP World (Canada) Inc., claims it will also create nearly 400 new jobs, mainly in the longshore community. But it's the trucking industry that could stand to benefit the most from the night gates, because they'll be able to work twice as many hours a day as before.

"For the truck driver, I would think this should be a very positive step," said Eric Waltz, TSI Terminal Systems Inc.'s

Continued on page 9

House of Chrome Truck Show coming to Headingley

HEADINGLEY, Man. - If you're going to be in the Winnipeg area on the third weekend in August then you may want to check out the House of Chrome Truck Show. It's the annual get-together from the boys of the House of Chrome in Headingley, Man. and you're all invited.

The venue has moved this year and it will now be held at the House of Chrome shop which is on the south side of the Trans-Canada Highway just east of the Headingley Scale, there's ample parking and food and refreshments are plentiful.

The theme of the show is working chrome and that's it. There are trucks there that go to work, some have a lot of chrome, some not so much, but they all have grease on their fifth wheels. In recent years some really nice cabovers have attended, so it isn't just a line up of shiny large cars, this show is different and all the better for it. **TW**

Protecting the harvest

Government Web service matches grain producers with storage in event of flood

By Jim Bray

WINNIPEG, Man. - Moistening one's morning munchies with milk can be great when you're making breakfast, but getting the grain soggy before its time can be a nightmare for producers, let alone end users. But since water on the ground is an unfortunate fact of farming life in Manitoba, the provincial government decided to set up a Web-based database service that can help producers find safe places to store their grain when the water makes life miserable.

And even though the province escaped relatively intact this year, Manitoba's Minister of Agriculture, Food and Rural Development said the idea still makes sense. "The government and the department felt we needed to provide this kind of service to producers in potentially flood prone areas," Ron Kostyshyn told *Truck West*,

noting that "crop production was very healthy last fall for producers, so a lot of grain was out in the fields, whether in tubular bags or a kind of a pyramid covered-up bags, and we felt that in event of overland flooding we would provide a co-ordinated online service that producers could tap into and make a connection." The idea was to create a simplified process to match producers who have grain to move with available storage space around the province - and maybe even farther afield eventually.

Think of it as kind of like those online dating sites you see advertised on TV all the time, except for its focus on matters agricultural.

Kostyshyn said the concept is really just an expansion of what farmers do in their communities all the time anyway. "Farmers, neighbours talk to one another and if they need some help

Continued on page 17



Reach us at our Western Canada news bureau

Contact Jim Bray at: jim@transportationmedia.ca or call 403-453-5558

PM40069240

Careers: 14, 15, 16, 17, 18, 19, 20, 21, 22

To view list of advertisers see pg. 27





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



FREIGHTLINER[®]

*Run Smart*SM



SEE THIS TRUCK
IN ACTION

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

CLASS 8 TRUCK SALES TRENDS

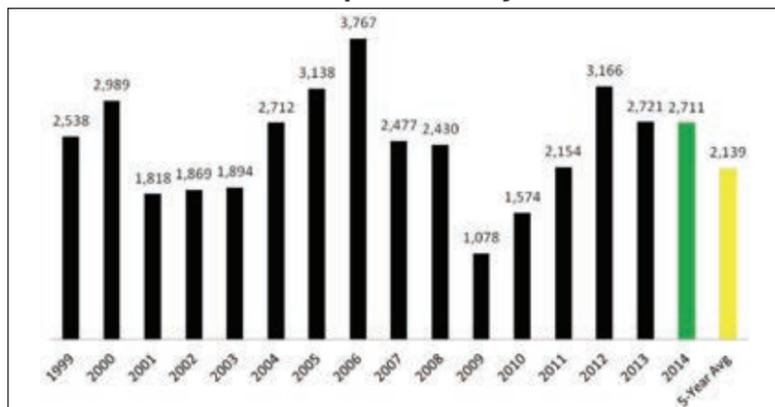
SPONSORED BY CHEVRON

Monthly Class 8 Sales – May 14

OEM	This Month	Last Year
Freightliner	543	660
International	301	361
Kenworth	286	452
Mack	457	225
Peterbilt	360	394
Volvo	534	378
Western Star	230	251
TOTALS	2711	2721

Class 8 truck sales have now dipped below the previous year's pace for four straight months. The month's sales totals, although surpassing the 2,000 mark again, fell 10 short of last year's total. Mack and Volvo showed significant improvement to their numbers over the past year but all other OEMs suffered setbacks compared to last year's results for May. Kenworth, in particular, suffered a considerable setback compared to its monthly results from the previous year.

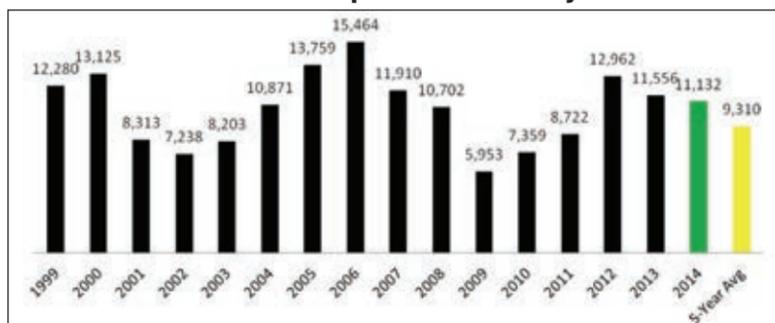
Historical Comparison – May 14 Sales



Class 8 Sales (YTD May 14) by Province and OEM

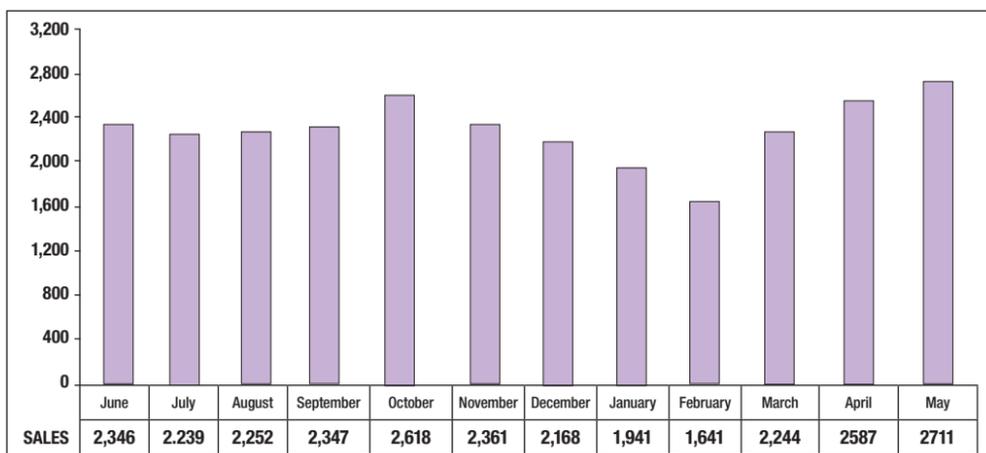
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	230	363	97	135	1,126	454	113	56	1	11	2,586
Kenworth	240	758	193	1	306	327	25	0	0	0	1,850
Mack	61	148	73	44	501	121	8	15	0	13	984
International	59	248	31	60	687	284	70	28	5	19	1,491
Peterbilt	217	591	138	69	305	198	62	7	0	0	1,587
Volvo	225	256	39	140	708	259	76	26	0	1	1,730
Western Star	139	353	34	54	140	131	21	25	3	4	904
TOTALS	1,171	2,717	605	503	3,773	1,774	375	157	9	48	11,132

Historical Comparison – YTD May 14



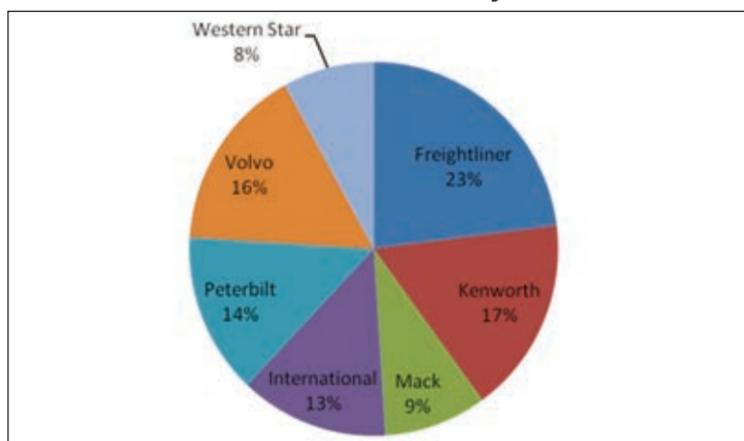
The optimism for an improvement in Class 8 truck sales in 2014 after 2013 proved a disappointing year is quickly fading, despite improving fortunes for trucking companies. YTD numbers are nowhere close to those of 2012, the best year since the recession for Class 8 sales, and they are also trailing last year's results. One positive trend for the rest of the year and into 2015 however is that small carriers are more willing to purchase new trucks than they have been in years, our latest research indicates.

12-Month Sales Trends



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

Market Share Class 8 – May 14 YTD



This month marks an important change in market share. Although Freightliner, last year's Canadian market leader, still controls the largest share of Class 8 truck sales after the first five months, Kenworth's share in the number two spot has been dropping. The clear winner so far this year is Volvo which has surged to capture 16% of the Canadian market, leapfrogging past Peterbilt, which is now down to 14% market share. International has a 13% market share to round out the top five.

Source: Canadian Motor Vehicle Manufacturers Association

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



Delo

Let's go further.™

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

August 2014, Volume 25, Issue 8
 Canada Post Canadian Publications
 ISSN 0700-5016 – Truck West (Print)
 ISSN 1923-3531 – Truck West (Online)
 Mail Sales Product Agreement No. 40069240
 "Return Postage Guaranteed"

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

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

SENIOR PUBLISHER – Rob Wilkins
 ASSOCIATE PUBLISHER – Kathy Penner
 EXECUTIVE EDITOR – James Menzies
 MANAGING EDITOR – Adam Ledlow
 CIRCULATION MANAGER – Mary Garufi
 CIRCULATION ASSISTANT – Anita Singh
 CREATIVE – Carolyn Brimer, Beverley Richards
 V.P. PUBLISHING – Alex Papanou
 PRESIDENT – Bruce Creighton

Circulation inquiries: 416-442-5600 ext. 3553
 Change of address: Please include subscription number from mailing label.
 Subscription rates: Canada (Includes GST) – One year \$40.60; U.S. – one year \$66.95; foreign – one year \$66.95

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

We acknowledge the financial support of the Government of Canada through the Canada Periodical Fund (CPF) for our publishing activities.

Canada

Advertising inquiries

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



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



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



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



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



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



Sonia Straface
 Assistant Editor
 (416) 510-6890
 sstraface@trucknews.com

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



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

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

Phone: 1-800-668-2374
 Fax: 416-442-2200
 E-mail: jhunter@bizinfogroup.ca
 Mail: Privacy Officer, Business Information Group, 80 Valleybrook Drive, Toronto, Ont., M3B 2S9

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

Technology: Making trucking cool again

Editorial Comment

James Menzies



I just returned from a couple of weeks spent in Germany, where I had the opportunity to see some incredible new technologies that have the potential to drastically and permanently change the industry and the profession of 'truck driver.'

First, Daimler showcased its first autonomously-driven trucks, which can relieve the driver from his duties as much as 50% of the time at speeds of up to 85 km/h and drive the truck without human intervention.

The driver can rotate his seat 45 degrees, put his feet up, work on his computer, Skype his family, book his next load – you name it.

Daimler says its Highway Pilot system – which could be commercially available by 2025 if the government provides the legislative framework to allow it – will convert drivers from truckers to traffic managers, relieving them of the more mundane aspects of driving the truck and allowing them to multitask and manage their business while travelling down the highway.

However, they also hastened to add that a driver will always be necessary, to monitor the system and to take control when performing certain maneuvers such as overtaking. Not unlike an airline pilot, who is always present even

though a commercial airliner spends much of its journey on autopilot.

Next up, ZF demonstrated a number of new technologies, including an Innovation Truck that can be driven at low speeds from outside the vehicle using a tablet and specially-designed app. Acknowledging that it will be some time before autonomously-driven trucks are allowed on public highways, ZF created a system that could be used today in truck yards and other private settings. It made backing a 25.25-metre double-trailer combination through a set of cones seem easy. So easy, in fact, I'm certain my four-year-old daughter could've guided that truck into position using her fingertip and the tablet.

And that brings me to my point. While these new technologies will initially be greeted with some cynicism, not to mention a healthy dose of fear over job security, I see it differently. I think these systems have the potential to make the profession much more attractive to future generations.

Kids today are born with iPads in their hands and how cool will it be to them to be able to back their rig up to the loading dock using a tablet? How great will it be for them to get a job where they can put



the truck on autopilot (or Highway Pilot, if you will) and Skype with their buddies or make restaurant reservations?

Let's be honest, the trucking industry has had decades to sort out its people problems and it has done a horrible job making this industry attractive to the next generation of drivers. Now, technology may be coming that can save it from itself and make trucking cool once more. **TW**

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

Like surgeons behind the wheel

Transportation Media editor Carolyn Gruske and I spent all of Saturday July 12 at the Molson Centre in Barrie, Ont. attending the Ontario Truck Driving Championships (OTDC) and awards banquet. It was a long day. And worth every second of it.

Whether you are a professional driver, a fleet manager, or a fleet executive I think you will want to know why I'm so high on the OTDC and what it has to offer. About nine months ago, OTDC president Ewen Steele approached me at an industry event about his plans to breathe new life into the OTDC. I had heard about the OTDC of course but did not know a great deal about it or personally attended an OTDC event (although other members of my staff had on occasion). Ewen told me that like many organizations that had been around a long time, the OTDC was looking to revitalize itself; to ensure it remained meaningful to the new generation of drivers and fleet executives. He asked for my help in doing so. I instantly warmed to his open and straightforward approach and started looking into the group and learning about its mandate.

I was instantly hooked. The OTDC was a story that needed to be shared. Loud and clear. Here was a group that has been an integral part of our industry since 1947. For almost seven decades the OTDC has been providing a forum for professional drivers to display their driving skills and encourage drivers



and their employers to take an active interest in the safety, skill and courtesy needed to conduct a responsible business on our streets and highways. It was a group brimming with the professional image we so want our industry to convey.

I told Ewen I wanted *Truck News* to be an integral part of the OTDC and we signed on as official media sponsor. We attended the regional events, wrote about the outcomes, profiled some of the best driver participants, and shot a great deal of video for our Web TV show, TMTV.

Then came the Ontario finals, where I personally got to see first hand what this group – the drivers, the volunteers and the sponsors that support it – is all about.

The drivers are top notch professionals with driving skills that truly impress. Their ability to maneuver large vehicles through intricate obstacle courses is amazing. Even more so when you consider they are doing it in vehicles they're not used to and in front of an audience, our cameras and the close scrutiny of judges.

Just as amazing I thought is all the

work that goes on behind the scenes. The OTDC is run by volunteers and sponsors who are committed to ensuring they produce a top notch competition year after year. Driver registrations and new registrants were both up this year, both very positive developments. We are committed to helping the OTDC continue to grow.

So if you are a professional driver and would like to place your skills to the test in an atmosphere of camaraderie, I want to tell you, this event is definitely worth your consideration.

If you are a fleet manager or executive I want to tell you this event is worth your support. It promotes exactly the kind of driver you want behind the wheel of your trucks. As president Ewen says, "People who are striving to drive with that kind of precision don't turn that on and off, that's how they drive every day. They are like surgeons with their vehicles."

And to everyone in the industry I want to say this: We believe in the OTDC. And we will be working hard in the years to come to ensure *everyone* comes to know about the OTDC and the great image it creates for our industry. **TW**

Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@TransportationMedia.ca. You can also follow him on Twitter at [@LouSmyrlis](https://twitter.com/LouSmyrlis).

TRUXPO 2014

TRADEX
Abbotsford, BC

SEPTEMBER 19 - 20

Presented by: Your way ahead



Endorsed & Sponsored by:



ATTENTION VISITORS: SAVE \$20.00!!

Pre-Register Online For Free
using Promo Code TRUX222 at:

www.truxpo.com

Don't Miss These Exciting Features:

- Show & Shine
- Ride & Drive
- Conference Sessions & Luncheon
- Various Entertainment
- Free Industry Seminars

PRO-TRUCKER
Magazine

While
You're there

Don't Miss

**PACIFIC
HEAVY
EQUIPMENT
SHOW**

FEATURING: DEMOZONE!

Produced by: Master Promotions Ltd.

Co-located on the Tradex Lots

WESTERN CANADA'S LARGEST TRUCKING EVENT

IN BRIEF

AMTA looking for new batch of Road Knights

CALGARY, Alta. – The Alberta Motor Transport Association (AMTA) is looking for a new team of Road Knights.

The association has put out the call for trucking industry ambassadors to serve a two-year term from 2015-2016. Knights step out of the cab once or twice a month to raise awareness of how to share the road with trucks and to promote career opportunities within the industry. The deadline to nominate drivers is Dec. 1, 2014.

“The drivers who make up the AMTA Road Knights team put a human face on the trucking industry and help encourage young people and adult career seekers to consider a career in the industry,” says Richard Warnock, president and CEO, AMTA. “They also play a vital role in delivering life-saving information about how to share the road with commercial vehicles.”

The AMTA says about one or two days a month is required of Road Knights. The program is open to both company drivers and owner/operators.

“Road Knights give voice to their peers – safety minded transport drivers who are committed to making our roads safer and showcasing the professionalism of the trucking industry,” the AMTA announced. Nomination forms and more info can be found at www.amta.ca. **TW**

TDG regulations harmonized

TORONTO, Ont. – Lisa Raitt, Minister of Transport, announced last month that there would be some new regulations for indentifying dangerous goods transported on Canadian roads.

The new regulations are being harmonized across Canada with the United States and United Nations rules.

“We’re going to amend the Canadian regulations to clarify the existing requirements for the display of placards and vehicles relating to dangerous goods,” said Raitt. “This actually harmonizes us with how it’s labeled in the US. And makes sure that both US and Canada are applying the same standards.”

The new standards will bring consistency through both countries and improve trade relations, the Minister said.

“In other words, all trucks operating in Canada and the US will now have to use the same safety marks under the same conditions and that’s going to help us with cross-border trade and transportation,” said Raitt.

In regards to collisions and emergency situations, the new amendments will bring more safety when a vehicle transporting dangerous goods is in an accident. The amendments also make it clear on how the “danger” placard is to be used to spot different classes of dangerous goods, like pool chemicals or propane. The amendments also introduce new safety marks to distinguish things like organic peroxides and marine pollutants. **TW**



Quality occupational health & safety support for the trucking industry.

Occupational Health and Safety Services

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

The Certificate of Recognition

We provide COR to the BC trucking industry.



TOLL FREE: 1-877-414-8001

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

The advertisement for Ocean TRAILER features a large, white reefer trailer parked on a gravel lot. The trailer has '3000R' written vertically on its side. The background shows a clear blue sky and some other trailers in the distance.

Ocean TRAILER

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

Reefer in stock now, come in for available spec's and pricing

The advertisement for Ocean TRAILER features a long, white walking floor trailer with a platform at the front. The trailer is parked on a gravel lot. The background shows a clear sky and some other trailers in the distance.

2015 Titan walking floors available now for purchase or lease to purchase

www.oceantrailer.com

HEAD OFFICE 800.891.8858

CALGARY 877.720.7171 EDMONTON 800.610.1019 WINNIPEG 866.397.5524 DELTA 604.940.0210

Logos for Trout River, 100 Years, Wilson, Fontaine, CIMC, TITAN, and Felling Trailers are displayed at the bottom.

YouTube logo and QR code are also present.



24/7

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

STEVE GRAHAM – SCHNEIDER NATIONAL

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

To learn more, call 1-866-Fleet-HQ or go to goodyeartrucktires.com.

GOODYEAR
MORE DRIVEN.

Nighttime access implemented to reduce port delays: PMV

Continued from page 1

president. "You're going to see less queuing, less congestion and it allows them to work during the non-commuter hours." That latter point could be a real boon, since not only will trucks have better access to the terminal, they'll be able to go there during times when there's less traffic on the streets. And that isn't all. "In addition," Waltz said, "it allows them to use their assets better, so whether you're a company truck driver or an owner/operator, you can now have two drivers for one asset."

Opening the night gates may seem like a no brainer – after all, the terminals operate 24 hours a day anyway – and it isn't as if there haven't been any such gates in the past. But the way they had operated before led to them not being particularly successful – mostly because of the ad hoc basis on which they were announced. "Typically, when we put our night gates for the terminal operators, they were barely used," Waltz said, noting that "we've talked to the drayage community before about it and told them we offer night gates but nobody's coming. And they've been saying it's because there's no consistency to it and they're not set up to do an ad hoc night; they need to have consistency. So (now) they can put on night crews or make plans."

Waltz said the port has been trying to create such consistency to utilize better the capacity that's been built. "You have the south Fraser perimeter road that's now (finished), you have all of this infrastructure that's there and for the drayage community (the port's) only used eight hours a day," he said. "So the capacity is there; it's not a capital investment or infrastructure issue – it's just making sure that we can provide the consistency that the drayage community said it needs."

The new night gates will operate Monday to Friday and even though Waltz said there's no major costs involved, the Port is instituting a \$50 fee anyway – but only for those partaking of the day-side gates. If that seems opposite to what logic might dictate, Waltz said there's a good reason for it, including the fact that he doesn't think the night gates will be used to their capacity.

"The day fee accomplishes two things," he said. "One is that (it) covers a good percentage of the night gate costs, about 60%, but because the drayage community needs that consistency, (that fee) will also help pay for the unused capacity because (the night gate) isn't really needed five nights a week." The fee will also be a carrot to get people to embrace the dark side of the day. "It's an incentive to say 'this is what we're putting out there' so that the night side is used," Waltz said, noting it's a model that has been used in Australia, Los Angeles and other areas to "incentivize the use of the off shifts."

The fee would be paid monthly, so truckers won't have to worry about pulling a \$50 bill from their jeans when they arrive at the port. And while there are no plans yet to remove the fee if the night gates' traffic proves sufficient, Waltz said they'll keep an eye on the situation going forward. "For us, the fee is there to compensate for the unused capacity,"

he said. "We would certainly make sure that we're continuing to revisit this and if the capacity reaches the point where five night gates a week would be needed anyway, then we wouldn't see the need for the fee, provided that there's still incentive for them to (use the night gates)."

Access to the port – especially the congestion and wait times – has created some sticky issues up until now, and the area has seen its share of labour problems. Waltz said the opening of regular night gates is meant to help address some of those concerns. "What we've been doing as terminal operators is putting more and more volume through the dayside because of the drayage community's inability to use the night," he said.

Continued on page 11

FLAT FEE FACTORING



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

also available:

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

Get PAID ...
Keep ROLL'N

Powered by
ACCUTRAC CAPITAL

RECOURSE
2.99%
FOR 90 DAYS

NON-RECOURSE
3.99%

ALL IN
Ask about our low rate guarantee

Call:

866-531-2615

403-476-6938 • 604-629-9216

FlatFeeFactoring.com

Tougher lamps from the world leader in lighting innovation.

The ultimate replacement for conventional sealed beam technology.

- **Durable:** Impact resistant lens protects against damage
- **Long-lasting:** Long life reduces maintenance time
- **Rugged:** LED design unaffected by shock and vibration
- **Exceptional:** Bright, white light that's close to daylight (5600K)

Talk to your local GE sales representative for more information on GE NIGHTHAWK™ LED lamps.



NIGHTHAWK™
LED

GE NIGHTHAWK™ is a trademark of GE. ©2014 GE

YOU DON'T WORK 9 TO 5, THAT'S WHY THERE'S AN OIL THAT WORKS 24/7.

Long hours. Overnight hauls. To you, that's standard procedure. And that's why we created an oil that works overtime. Shell Rotella® T6 Full Synthetic engine oil is our hardest working oil yet. It delivers the engine cleanliness and wear protection you expect from Shell Rotella®, improved protection in extreme temperatures and up to 1.5% in fuel economy savings.* In fact, Shell Rotella® T6 never stops giving you its best every day. Kinda like you. Learn more at www.shell.ca/rotella



**THE SYNTHETIC ENGINE OIL
THAT WORKS AS HARD AS YOU.**



*As demonstrated in 2009 on-the-road field testing in medium duty trucks, highway cycles, compared to Shell Rotella® T Triple Protection® 15W-40.
©/TM Trade-mark of Shell Brands International AG. Used under license.

Progress being made towards a smoother port operation



PMV continues to make changes aimed at expediting the flow of trucks.

Continued from page 9

“What you’re looking at now is a system that’s going to have far less moves per hour going through the terminals, which is great for trucker velocity.” The result, he said, is far more access to the terminal, 16 hours a day instead of eight, which he said should speed up the system considerably.

As for how the trucking community will react to the night gates, Louise Yako, president and CEO of the B.C. Trucking Association, said she thinks the move is a good one. “Having more hours to operate is definitely a positive thing,” she said, though she also cautioned that “the companies and owner/operators are going to have to figure out a way to double shift their trucks in order to be able to operate.” She noted there’s a moratorium in place right now, too, which makes it unclear whether or not additional drivers are going to be allowed into the system. “Until those kind of details get ironed out, it’s really hard to say what the impact is going to be,” she said.

Waltz claimed the terminals don’t have any influence on the number of trucks allowed in the Truck Licensing System. “That’s between the port authority in the truckers,” he said. “There will be faster turn times however, so trucks should be able to get in and out faster. What that means as far as the number of trucks (is concerned), that’s not for the terminals to decide.”

Having night gates they can depend on and plan for could make a big difference for truckers, who Louise Yako said basically had to kind of twist in the wind before, not knowing what was going on. “The terminals would make an announcement about night gates being available based on their projected volumes for both imports and exports,” she said, “and the trucking companies would then make reservations.” She also noted, however, that the night gates would be canceled if there weren’t enough reservations, so “because there was lack of predictability in terms of when night gates would be offered and whether they would go forward or not, trucking companies would need to scramble to see if they could find equipment, drivers, whether customers would be open and available during night gates – and then make reservations.” It could make for a frustrating process.

Yako said notice of the pending night gates would typically, but not necessarily, be given the day before the potential opening, usually via email.

There’s also the issue of shelling out \$50 for daytime access. “There is a preference on the part of our members that there be a charge throughout the (whole) day,” Yako said. “The fact that there’s a reservation system and that the terminals control the number of reservations

they offer in any given time would allow them to push traffic to the night if that’s what they wanted to do.”

Yako said it’s too early to know if the night opening will address truckers’ issues, but that it can’t hurt. “Certainly, having night gates on a consistent basis will help with volume issues, there’s no question about that,” she said, “but there are still a lot of questions in terms of how many reservations will be available.” She also raised the question of whether double ended moves (where a truck enters the terminal with a container to unload, then picks up another one while it’s there) will be accommodated, saying that she isn’t sure but, based on what she’d been hearing as of this mid-June writing, it doesn’t look like it.

Regardless of how many issues remain to be solved, it appears the potential is

there to move more goods into and out of the port, more quickly and efficiently than before, which could be a boon for all parties involved. As TSI’s Waltz put it, “these terminals and all this in-

rastructure was not put into place, the billions of dollars the Canadian government put into these terminals and all the infrastructure that serves them, was not built to be used eight hours a day.” **TW**

Port launches new whistleblower phone line for angry drivers

VANCOUVER, B.C. – In a bid to ensure all trucking companies are complying with the rules at Port Metro Vancouver, a new whistleblower phone line has been launched.

Taking calls in English and Punjabi, the Drayage ConfidenceLine, will operate 24 hours a day, seven days a week. For those who don’t wish to use the phone, complaints about remuneration rates, truck licensing or driver harassment will also be accepted online, by fax and by mail. Those reporting problems can remain anonymous if they choose.

The service, which is described as a collaborative effort between Port Metro Vancouver and the B.C. Ministry of Transportation and Infrastructure under the rules and regulations established under the Joint Action Plan, is administered by an independent, third-party organization. Any information collected will be passed along by the administrators to the appropriate government agencies or port department for follow up action. Complaints about driver pay, for example, will be investigated by the Container Dispute Resolution Program, which has the authority to impose disciplinary measures.

“The province is committed to working with all parties to implement the Joint Action Plan,” said Todd Stone, B.C. Minister of Transportation and Infrastructure. “This reporting program provides a mechanism for driver complaints to be dealt with effectively and I’m confident that penalties will be issued accordingly. It is vital that Port Metro Vancouver operations continue in a smooth and efficient manner to keep our economy running and goods moving across the country.”

Peter Kotta, vice-president, planning and operations for Port Metro Vancouver, said: “This initiative is one of the many steps being taken as a part of the Joint Action Plan to solve long-standing problems in the container trucking sector. Truckers should feel confident that their concerns are being heard and acted upon.”

The toll-free phone number is 1-877-713-5109.

The Web site is <http://www.drayage.confidenceline.net>. **TW**

DIESEL SPEC INC

Canadian leader in performance and fuel economy for Big Rigs

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

509 Rear wheel horsepower
1756 rear wheel foot pound torque

BEFORE TUNING

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

AFTER TUNING

30 DAYS
SATISFACTION
WARRANTY

WHAT DOES ECM TUNING MEAN?

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

RATED BY PUBLIC: ★★★★★

AVAILABLE
FOR ALL BRANDS

FOR MORE INFO:

→ Visit our website to find your nearest dealer

www.DieselSpec.ca

Toll FREE: 1-855-932-0060

Over 75 resellers
in Canada to
better serve you

Driving Kenworth's new T680 Advantage

By James Menzies

CHILlicothe, Ohio – Kenworth has assembled a set of fuel-saving specifications that when ordered on the T680 highway tractor can improve its fuel efficiency by up to 5-6%.

The T680 Advantage comes in a 6x2 axle configuration, but since that spec' is illegal in Canada, we'll knock off a percentage or two. Still, the savings are significant.

"Through aerodynamics, powertrain efficiencies and other factors, we came up with the spec' that will produce the most fuel-efficient truck Kenworth has ever built," said Brett VanVoorhis, on-highway marketing manager with Kenworth. The T680 Advantage builds upon the popular T680, which has sold 15,000 units since its 2012 launch.

Kenworth's Chillicothe, Ohio truck plant is currently churning out 147 trucks a day, about half of which are 680s. The Advantage consists of improved aerodynamics (factory-installed components that streamline airflow and narrow the trailer gap); an optimized powertrain based upon the Paccar MX engine; the Eaton Fuller Advantage automated transmission; efficient drive axles that have eliminated the wet sump for a 1% efficiency gain; and low rolling resistance tires from the customer's preferred brand.

To be considered an Advantage

model, the truck must also be equipped with at least one of the following four options: wide-base tires; the Smart Wheel steering wheel; Kenworth's idle management system; or a tire pressure monitoring system. If one of those spec's is unlike the others, it would be the Smart Wheel. How exactly can a steering wheel contribute to greater fuel economy?

"Smart Wheel puts cruise control at the driver's fingertips and encourages them to use cruise control while going down the highway more often than they would otherwise, if they had to reach to the dash," VanVoorhis explained.

That could be true, though I hope we haven't become so lazy that we won't use a beneficial feature such as cruise control unless it's within an inch of our fingertips at all times. Regardless, the Smart Wheel is just a really nice option to have. In addition to cruise control, it also places the radio controls at your fingertips so you can change the volume or toggle through stations without taking your hands off the wheel. I consider it more of a safety spec' than a fuel-saver, but either way, it's a great option that's available for not a lot of money.

I drove a Kenworth T680 Advantage while in Ohio and my first impression upon approaching the vehicle was, Kenworth was right, this is a really green truck. Shamrock green, to be exact.

Colour aside, the T680 Advantage



The Kenworth T680 Advantage is a truck you can feel good about pulling into a customer's yard. It says fuel economy is important to you.

really does scream fuel savings. The one I drove was equipped with every fuel-saving device imaginable, from aerodynamic wheel covers to a trailer tail (my first time pulling a tailed trailer, though it felt no different than any other 53').

This is the type of truck you can feel good about pulling into a customer's yard; even non-truck people can tell at a glance that you've done everything possible to maximize your fuel efficiency.

But most of the fuel-saving technologies are invisible. The Eaton Fuller Advantage transmission performed exactly like the latest-generation UltraShift Plus, but it is 75 lbs lighter thanks to a precision lubrication system that eliminated the need for an oil cooler.

The truck was powered by the Paccar MX engine, which put out 455 hp and up to 1,750 lb.-ft. of torque.

When switching from the original T680 to the Advantage version, no compromise is required from the driver. This is still the driver-friendly T680 that has proven so popular since its launch.

The fuel-saving aspects of the T680 Advantage will not diminish a driver's

need for me to be idling all that time in the first place.

For drivers who'll be taking multi-day trips, the Kenworth idle management system can provide eight hours of cooling without idling. Every hour of idling that's avoided is a gallon of diesel saved. Kenworth has proven in its T680 Advantage that you can have all the benefits of fuel-efficiency without depriving drivers of any of the amenities or comforts they've come to expect.

T880 closer to overtaking T800

Meanwhile on the vocational side, the T880 is coming closer to overtaking the long-running T800 as Kenworth's most popular workhorse. The new model now accounts for a little more than 40% of T880/T800 builds, which is impressive since it's only been selling since January.

Eventually, the T880 will completely displace the T8, which has had a 27-year run and has developed a fiercely loyal fan base. But first Kenworth must ensure the T880 can be had in every configuration and with every option the

T800 offers – and that will take some time, considering the versatility of the T8. Today, about 85% of the options available on the T800 can be had on the T880, according to Alan Fennimore, vocational marketing manager with Kenworth.

The T880 shares the same cab as the on-highway T680, but with some notable differences. It boasts a five-piece hood design so that in-

dividual sections can be inexpensively removed and repaired or replaced. Fenders, the most commonly damaged part on a vocational truck, are bolted on and can be swapped out in less than two hours, including the headlights, Fennimore said.

Having already driven and shared my thoughts on the T880 dump truck, I snatched the keys to a heavy-haul spec'. It had a Paccar MX13 engine under the hood, which produced 500 hp/1,850 lb.-ft. of torque and was mated to the Eaton MXP UltraShift Plus transmission. The T880 is an ultra-quiet vocational truck. Maybe it's the MX13 or maybe it's the sleeker design that cuts through

The T680 Advantage drives like any other T680, and that's not a bad thing.

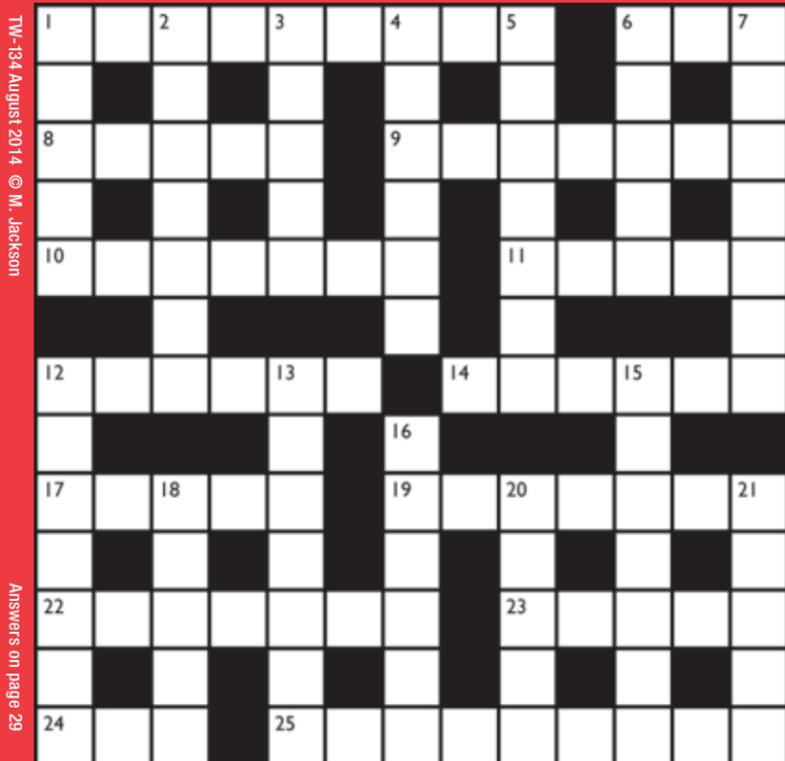
satisfaction with their ride; they'll be noticed only by the astute owner who carefully tracks his or her numbers.

The T680 Advantage drives like any other T680, and that's not a bad thing. This was already one of the most driver-friendly trucks on the road today.

Visibility out of the T680 with its sloped hood and large one-piece windshield is excellent, and the aerodynamic design of the mirrors has done nothing to compromise rearward visibility.

Okay, so I was caught off-guard by the auto-shutdown feature, which killed the engine after five minutes of idling while I was preparing to head out on the road. But that's on me, there was no

THIS MONTH'S CROSSWORD PUZZLE



TW-134 August 2014 © M. Jackson

Answers on page 29

Across

- 1 Rush-hour traffic, often (4,3,2)
- 6 Trucker's ride, briefly
- 8 '68-'87 GMC cabover
- 9 Local-delivery truck, often (4,3)
- 10 Maine-plates' crustacean, once
- 11 Mobile-home hauler
- 12 Ontario truck-show town
- 14 Country-road surface, sometimes
- 17 NASCAR events
- 19 Cat and Detroit products
- 22 Massachusetts "Spirit of ____" plates
- 23 Circular seal (1,4)
- 24 Tractor type, ____ cab
- 25 Unionized truckers

Down

- 1 Unexpected engine stoppage
- 2 AAA's Car Care Month
- 3 Sign words "____ a Highway"
- 4 16-Down roadside terrain
- 5 Sleazy motel rating (3,4)
- 6 "Pop" fastener
- 7 '80s GMC conventional
- 12 "Ten ____ gears and a Georgia overdrive"
- 13 Move from 2nd to 3rd
- 15 Allied, for example (3,4)
- 16 "The Silver State" plates' home
- 18 Levee-bound "American Pie" car
- 20 GST component
- 21 Roadside guides

the air more cleanly. Or, it could be the well-sealed doors or maybe it's all of the above. Whatever the reason, the T880 is one quiet ride, even as a day cab.

Later, I hopped behind the wheel of a T880 flatbed with an Allison transmission and MX engine that put out 455 hp/1,650 lb.-ft. and it didn't disappoint either, though it's the heavy-hauler that best demonstrates the T880's worthiness to displace the rugged T8.

Importantly in vocational segments, visibility was excellent, both out the panoramic windshield and also alongside the truck.

Kenworth gave some extra attention to the pedal placement and did a great job making the pedals more comfortable to operate. I also drove a T440 dump truck immediately after driving the heavy-hauler and the pedals weren't nearly as comfortable to operate as in the T880.

All these little things – the quieter cab, the pedal placement, etc. – are supposed to produce a fresher driver at the end of a driving shift, and I expect that they will.

"People don't realize how important the truck is to the driver," Fennimore said. "If it's easier to drive, it's easier to get the job done and people are going to be happier, safer and more profitable for the company."

Available on the T880 is a 52-inch sleeper cab, which Fennimore said is especially popular in Canada. It provides enough storage room and living space for the drivers who'll be out on the road for several days, but also space to

install ancillary components and various funky body types.

The T800 will likely be retired in another five to six years, and it will be missed. But put the two trucks side by side and it's hard to argue the T880 isn't

an upgrade. The T880 offers a quieter, more comfortable cab and will soon be available in every configuration and with every option that's currently available on the T800.

"Some guys just like the T800," Fennimore said. "It's going to be tough for

customers to let (the T800) go. It has made a lot of our customers a lot of money for a number of years."

However, he added customers who get behind the wheel of the T880 and then welcome one or more into their fleets are becoming converted. **TW**

Kenworth still bullish on natural gas

By James Menzies

CHILLICOTHE, Ohio – Natural gas-powered trucks could make up 15-20% of the Class 8 market by 2020, according to Andy Douglas, national sales manager, specialty markets with Kenworth.

Douglas was speaking at a Kenworth press event at the company's Chillicothe, Ohio plant. He reminded journalists that diesel was once an alternative fuel in the early '30s, and it took about 25 years for it to dominate the market.

"Please understand, we're well past the science project stage of this," Douglas said. "The jury is not out, the jury has decided this is happening. The only question is to what degree and how fast this market will grow."

Kenworth is getting rave reviews from customers using the ISX12 G natural gas engine released last year. That engine is on pace to sell about 11,000 units industry-wide this year, while the smaller-displacement ISL G will account for about 3,000 sales.

"The real growth will be with the 12-litre going into heavy-duty applications," Douglas said. He also said customers continue to face pressure from shippers to adopt natural gas so they can green-up their supply chains.

"While carriers have been a little reluctant to engage, they are now getting pulled in by their shippers who are asking for natural gas to be used," Douglas said. "That story is growing like wildfire and that's going to be a big driver of

the market this year and next."

One customer Douglas spoke of is saving \$37,331 a year in fuel for each truck running compressed natural gas. That's over 160,000 miles, paying US\$2.20 per diesel gallon equivalent for CNG compared to US\$3.90 per gallon for diesel.

Some high-mileage fleets are achieving a payback in one to two years, Douglas claimed.

"This market is taking off on economics alone," he said, noting government grants are welcome, but not necessary.

Customers can expect to pay a \$35,000-\$42,000 premium for natural gas-powered trucks, could see maintenance costs increase by a couple cents per mile and will see fuel economy suffer by 8-12%.

And there's still a spotty fuelling network in place. There are 90,000 places to fill a truck up with diesel but just 698 truck-friendly CNG fuelling stations and only 56 selling LNG.

But these barriers to adoption are being overcome, Douglas said, noting the costly fuel tanks are coming down in price as competition and production volumes increase.

Asked about the absence of a 15-litre natural gas engine in the marketplace, Douglas admitted it's an issue for certain markets, including Canada. He noted Cummins appears to have changed the status of its ISX15G from being "on pause" to "under consideration."

"I would love to have the 15-litre for mountains-west, 100,000-lb gross (vehicle weight) and for Canada," Douglas said. "I'm telling anyone who will listen to me at Cummins, if you build it, I'll sell it." **TW**

ALL SYNTHETICS ARE NOT CREATED EQUAL

Don't settle for oil when you can use liquid engineering.
Time to switch. www.castroldiesel.com



FIELD TESTED. FLEET TRUSTED.™

Castrol
HEAVY DUTY
LUBRICANTS

Daimler demonstrates autonomously-driven trucks

By James Menzies

MAGDEBURG, Germany – Driving a truck will be a completely different experience by 2025, one that more resembles the piloting of a commercial airliner.

That's the estimation of Daimler Trucks, which in early July demonstrated its first autonomous truck, which drives itself much of the time, allowing the driver to pivot his seat 45 degrees, creating a comfortable office environment from which to work. From this position, the driver can work on his computer, Skype with his family, socialize with other drivers and even reserve parking spaces at truck stops. The demonstration took place in front of nearly 300 truck journalists from around the world, on a recently constructed stretch of Autobahn near Magdeburg.

"The truck of the future is a Mercedes-Benz that drives itself," declared Dr. Wolfgang Bernhard, the Daimler board member responsible for trucks and buses.

The truck used in the demonstration was dubbed the Mercedes-Benz Future Truck 2025 and the autonomous driving system was referred to as the Highway Pilot. While the system could be production-ready quite quickly, Daimler officials acknowledged a legislative framework must first be put into place



Daimler's recently-demonstrated Highway Pilot allows a driver to rotate his seat and perform other functions while the truck effectively drives itself down the road at speeds of up to 85 km/h.

to allow for the use of autonomously-driven commercial vehicles. The Vienna Convention on Road Transport, a treaty that oversees international road

transport in Europe, has been amended to allow for the use of autonomous vehicles. However, each nation must follow suit to allow for their use.

The self-driving trucks can be operated on existing road infrastructure, provided lane markings are clearly visible. Daimler put the Future Truck 2025 through its paces, mimicking a number of real-world driving scenarios on a stretch of highway that has not yet been open to the public.

The truck was able to respond to disabled vehicles parked on the shoulder of the road, to navigate stop-and-go traffic without driver intervention and to cruise at highway speeds of up to 85 km/h. Certain maneuvers require the driver to take over, including overtaking other vehicles. It's expected at least 50% of the time an autonomous truck would operate without any driver involvement at all.

By taking over the more monotonous aspects of driving a truck, Daimler says the profession will attract more drivers, improve productivity and also enhance road safety.

"The Future Truck 2025 is our response to the major challenges and opportunities associated with road freight transport in the future," said Bernhard.

Daimler becomes the first truck maker to announce the development of what will be a commercially available autonomous truck.

While the concept of self-driving trucks may seem futuristic, fleet owners may not have to wait too long to acquire them, provided governments move quickly to allow their use.

"If the legislative framework for autonomous driving can be created quickly, the launch of the Highway Pilot is conceivable by the middle of the next decade," Bernhard said. "That's why Daimler Trucks is committed to maintain a dialogue with government officials and authorities, and with all other parties affected by this development. We believe the chances of suc-

cess are good, because autonomous driving combines the ability to achieve business and technology objectives with the creation of benefits for society and the environment."

It's expected that autonomous trucks could improve fuel efficiency another 5% above today's levels, as the trucks utilize technology to communicate with the infrastructure and other vehicles and adjust driving speeds and styles accordingly.

Many of the technologies that make up the Highway Pilot are already commercially available safety systems. These include automatic braking, stability control and lane-keeping assistance systems. Added to this suite is the new Predictive Powertrain Control (PPC), which uses GPS to analyze road topography ahead and adjusts the operation of the drivetrain to maximize fuel economy.

Daimler hopes the arrival of autonomous trucks will make the driving profession more attractive.

"Autonomous driving will inevitably also change the job profile of truck drivers," said Dr. Ing. Klaus Ruff. "They will gain time for other activities than just driving the truck: office work, social interaction, relaxation periods. Autonomous driving will make the driver's working time more varied and less stressful, and help to make long-distance driving more attractive as a profession."

But drivers won't be allowed to slip into the sleeper berth and nap while driving – a seat occupancy detector and other technologies will assure that. They can, however, use their seat time to perform other work duties that have traditionally been handled by office staff, such as invoicing, planning deliveries and arranging future loads. The technology has the potential to radically change the profession. The trucks are ready to roll. It's now up to governments around the world to determine when the green flags will be waved. **TW**

FAVEL TRANSPORTATION

OPERATORS/DRIVERS Required

Favel Transport needs Owner Operators to Haul Livestock

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

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



Favel Transport is recruiting drivers for our livestock fleet

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

FOR MORE INFORMATION PLEASE CONTACT US AT:

1-877-803-2835 x3

Or email: employment@favel.ca

Check us out on Facebook and Twitter

ZF showcases truck that can be driven or parked via a tablet app

By James Menzies

AACHEN, Germany – ZF recently demonstrated some of its most impressive current and future technologies, including a truck that can be maneuvered from outside the vehicle using a tablet.

The global technology and component supplier brought together about 150 trucking journalists from around the world to showcase its technological capabilities at a test track just outside Aachen, Germany.

The highlight was its Innovation Truck, which can be operated from outside the vehicle via a tablet in low-speed situations, such as backing up to a dock or maneuvering through a terminal. Acknowledging that it will be some time before autonomously-driven trucks are allowed on public roads, ZF chose to develop a system that can legally be used today in private settings.

The truck pulled two trailers collectively spanning 25.25 metres. During the demonstration, a ZF official standing outside the vehicle guided the truck backwards through a set of cones using only his finger and a tablet app.

“With our Innovation Truck, we illustrate the additional potential already present in our current technologies,” said Dr. Stefan Sommer, CEO of ZF. “We have realized completely new assistant functions that are incredibly efficient and, at the same time, relatively simple to implement. They can also provide answers to many of the complex challenges that forwarding and logistics companies face on a daily basis.”

The Innovation Truck can be maneuvered cleanly and noiselessly, thanks to an electric motor integrated into the bell housing of the new TraXon Hybrid transmission that produces 120 kW of power. In practical terms, the maneuvering assistant system could be used to relieve drivers of boring duties while waiting to be loaded or unloaded. And the ‘coolness’ of it could help attract young, tech-savvy people to the industry.

“The maneuvering assistant in the Innovation Truck completely relieves the driver of this steering work and much more,” said Olrik Weinmann, project manager in advanced engineering and testing with ZF. “They can get out and move the tractor-trailer to the exact position required with only small finger movements and using a special tablet app.”

Also demonstrated for the first time was ZF’s new TraXon automatic transmission, featuring GPS technology so that it can read the road profile ahead and shift accordingly. The integration of GPS gives the transmission a set of eyes, so to speak, and allows it to better predict the topography of the road ahead and efficiently shift gears so that it operates as efficiently as possible while eliminating unneeded gear changes.

The transmission will be commercially available in Europe and other markets next year, and will eventually replace the popular AS Tronic transmission. A 12-volt version is also in the works, hinting of possible future availability in North America, though

no such plans were officially revealed.

A dual clutch version of the new transmission offers seamless ‘power-shifting’ between the top gears, with no noticeable interruption in power supply. The TraXon also features more torque and a higher gear spread than its predecessor, generates less noise and can be driven by dry clutch, torque converter clutch, hybrid module or dual clutch module.

The TraXon will be offered with 12 or 16 speeds, in direct drive or overdrive configurations, as well as multiple reverse gears. The modular design allows ZF to offer the basic transmission with five starting or shift modules.

Its PreVision GPS allows truck manufacturers to link up the transmission with GPS data and digital maps in or-

der to prevent unnecessary shifting. For instance, upshifts conducted on an uphill gradient or narrow bend can be eliminated when a downshift will soon be necessary.

The TraXon also disengages on sloping roadways so that no fuel is consumed and drag losses are eliminated when descending subtle grades. It also automatically engages the engine and transmission brakes when steeper hills are identified, to relieve the service brakes, preventing wear.

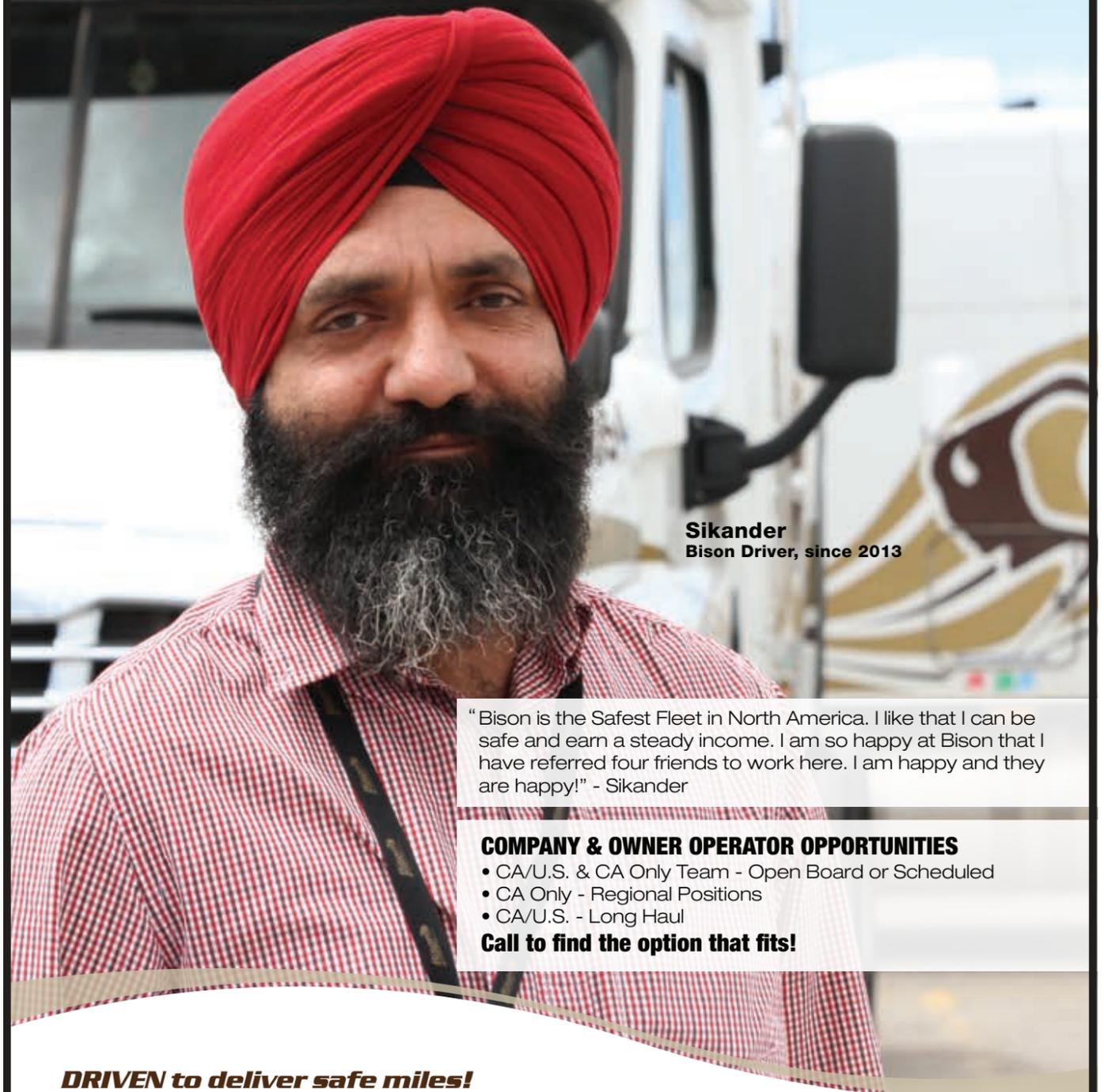
“ZF’s new TraXon transmission is the answer to all currently known mega-trends in long-distance traffic,” said Rolf Lutz, member of the board of management responsible for commercial vehicle technology with ZF. “The greatest possible flexibility with many variants in a very broad applica-

tion range leads to low operating costs because the transmission increases the reliability and reduces fuel consumption.”

I had the opportunity to drive the TraXon Dual on a course near Aachen and the power-shifting between the upper and lower gears was completely unperceivable to the driver, providing a more comfortable driving experience and improved efficiency.

The TraXon Hybrid incorporates hybrid technology, with an electric motor located in the clutch bell housing that recuperates braking energy. This allows the truck to be maneuvered in electric mode and for the diesel engine to be shut down while at a standstill, or for electric power generated by the system to be used to power secondary units such as a reefer motor. **TW**

Drive Safe. Drive Bison.



Sikander
Bison Driver, since 2013

“Bison is the Safest Fleet in North America. I like that I can be safe and earn a steady income. I am so happy at Bison that I have referred four friends to work here. I am happy and they are happy!” - Sikander

COMPANY & OWNER OPERATOR OPPORTUNITIES

- CA/U.S. & CA Only Team - Open Board or Scheduled
- CA Only - Regional Positions
- CA/U.S. - Long Haul

Call to find the option that fits!

DRIVEN to deliver safe miles!

1.800.462.4766
drive@bisontransport.com
bisondriving.com



Bison Transport is committed to Employment Equity and Diversity

Bison
TRANSPORT

DRIVE HARD. DRIVE HOME. DRIVE CELADON.

JOIN OUR SUCCESS!

Take advantage of all the benefits a leading international carrier can offer you. Choose from many fleet options to fit your lifestyle. Call (800) 499-4997 and join our success today!

- » Comprehensive pay packages, benefits, & bonuses
- » Fleets - International, Lifestyle, Intra-Canada, Team Expedited, plus more!
- » Lease Opportunities
- » Teams enjoy 2015 Kenworth T680s & a \$2,000 sign-on bonus



(800) 499-4997

www.DriveCelCan.com

Program aims to keep grain moving even when weather intervenes

Continued from page 1

they'll help (each other). But we wanted to expand the area beyond the neighbourhood – that rather than see grain spoiled because of overland flooding there could potentially be bin space available in another jurisdiction. We just want to help out in the event of overland flooding, by co-ordinating bin space availability for the producers that are affected." The Ministry is also doing a review of flood-prone areas and said it will contact farmers as a precaution to ensure grain from those areas can be moved if required.

Producers seem to be on board with the concept. "This service is welcome news and we'll continue working with the provincial government to address this grain transportation backlog," Doug Chorney, president of Keystone Agricultural Producers, said in a press release accompanying the announcement of the initiative.

To partake of the program, participants fill out a registration form available on the government's Web site (at <http://www.gov.mb.ca/agriculture/online-resources/grain-storage-listing.html>) and outline either how much extra storage space they have available or, in the producer's case, how much space is needed. The information is displayed on the Web site and interested or affected parties can check out what's available or required on either part of the supply chain equation and take it from there.

According to Kostyshyn, 2013's bumper crop was not only seen in Manitoba but basically across the Western provinces that grow the stuff, and that led to challenges in getting the abundant harvest to market in the first place. "We in Manitoba traditionally export most of our grain through Thunder Bay terminals," the Minister said, noting that there are discussions ongoing with the federal government and other jurisdictions that are aimed at ensuring efficient movement, regardless of which direction it's moving. "We're monitoring how the grain movement has accelerated and how we can help be involved in this coordinated effort, the new visionary movement of grain," he said.

That said, puny humans only have so much to say about the weather and what can be done about it. "At the end of the day it's still mother nature that dictates a good crop or not," Kostyshyn said, "but the new reality is that we need to stay focused on having a backup plan should we run into a higher volume of grain, whether it's a matter of moving (it) through Churchill, down south or moving it east or west. I think we need to have a whole new partnership...for the producers as well as for the grain companies."

The Minister said he'd like to see a round table discussion "regardless of where you are geographically in Canada" that would come up with a blueprint that's "fair to all grain-moving provinces and ensures a fair distribution of dollars to the producers sooner rather than later." He's hoping that when Manitoba hosts the federal/provincial/territorial agriculture ministers in July, they can come up with such plan, in co-operation with the grain companies, "because they're the ones that are going to be the purchasers of the product." He said he'd like to see the talks include

discussion on ways to distribute products in partnerships with the rail com-

panies or what he referred to as "alternative mechanisms. I think there's a need to move more grain down south to the US side – there's lots of markets down there – but there's also an opportunity to move grain through Churchill. I think we will solidify it when we get together."

Kostyshyn said he'd like to see such a blueprint designed to handle maximum production, because it's a comparatively simple matter to scale back if not as much grain needs to be moved a par-

ticular year, rather than scrambling to find extra capacity in a big year. But the idea is to get the grain moving efficient-

ly regardless of how much there is or where it's going. "We are here for the producers because the sooner we can get grain moving out of their bins the sooner they get dollars in their hands" he said.

Despite the "virtual matchmaking service" not getting used a lot this year, Kostyshyn said the Web site will stay online. "Nobody can predict whether there's going to be a flood or not," he said. "Obviously we think this is a low-cost – basically no cost – kind of service on the Web site. And you can build on that. We all – municipal governments, federal governments, provincial governments – have to be proactive to plan for flood events and I think this is a great tool to help producers." There's no harm leaving it up, he said, because "people will only use it when the time comes." **TW**

"The sooner we can get the grain moving...the sooner they get dollars in their hands."

Ron Kostyshyn



NOW HIRING

OWNER OPERATORS
Long Haul Class 1 Drivers

Canada and the US

Hiring out of the

Alberta & Vancouver, BC areas

1-800-973-9161

www.hey1.net



NEW PAY PACKAGE!

WE OFFER:

- \$1.10 per mile (all miles)
- Performance Bonus
- Fuel Surcharge (all miles)
- Weekly Pay

- Layover & Detention Pay
- Unlimited Satellite Usage
- Cargo & Public Liability Insurance
- Discounted Fuel Network & Fuel Optimization

Imagine
a
New Horizon
as an
Owner Operator

INTERESTED IN RUNNING YOUR OWN BUSINESS?
WE CAN HELP WITH OUR LEASE TO OWN PROGRAM

- Variety of gently used units to choose from
- Financing arranged through Arnold Bros.
- No obligation 90 day test drive period
- Maintenance credit available

OPPORTUNITIES FOR OWNER OPERATORS

- Canada Only singles operating container AB-BC
- Canada Only teams based in AB,BC,MB,SK
- Canada/U.S. teams



Our most important cargo rides up front!

1-855-JOIN ABT

403-235-5333

WINNIPEG MANITOBA HEAD OFFICE

CALGARY ALBERTA TERMINAL

recruiting@arnoldbros.com

www.arnoldbros.com



September 19-20 Booth 650

Our horrible roads

One of the things that led me towards purchasing the truck I did was the fuel economy results achieved by drivers I know who run the same truck. I struck lucky with my gearing set-up, as the one I bought from stock had my preferred choice of direct top gear. This is worth a few percent in fuel mileage and every penny counts. Because of this, my driving style has changed somewhat. As a company driver I always tried to achieve the best from my equipment, however my ultimate goal was the same as it is now – making money. I got paid in the same way, by the mile, but it was a set figure

**You say tomato
I say tomahto**

Mark Lee



per mile, whereas now that I pay the bills my ultimate goal is not to put on as many miles as possible each day, but to make the miles I do run as profitable as possible.

I cruise around at 95 km/h, although my company has a 100 km/h policy, should I feel the need to speed up. Sometimes I do – usually because I don't want to be in the way on a two-lane – but in reality it doesn't matter what speed I go,

there will always be a truck pushing me down the road. Not only do these idiots sit right on my bumper, they also sit out on the centre line and fill my mirrors with their headlights at night.

This really frustrates me and I cannot understand why drivers position themselves this way, when there are oncoming trucks doing the same. It's a wonder that they don't lose their mirrors.

I get the odd one shout me up on the CB, asking if I could go slower. Yes, I know it can be frustrating when you get stuck behind a slower truck, but 105 km/h in a 90 limit is just ridiculous; you can't log that speed, so what's the point?

Anyway, enough of that. It will never go away, it's been happening since the second wheel was constructed and it's an instinctive behaviour to be in front, but I haven't had a moan in a while and if there's one thing us British are good at it's moaning. Combine that with truck driving and it's a double whammy; add

being an owner/operator into the mix and you get a hat trick.

But what is really sending me over the cam right now is the condition of the roads. Some of the potholes are big enough to launch a loaded semi in the air and the general condition of the highways is very similar to those I used to travel in the former communist countries of Eastern Europe. Whole sections of highway are falling apart. Every time I crash into a pothole I run the risk of damaging my equipment and there are certain routes that I avoid because they are so bad, but the alternatives are not much better.

Now I'm aware of the harsh winters and all that other nonsense that gets blamed for the state of our roads, but I don't accept that. As far as I'm aware Canada has always been a little bit on the chilly side in winter. So why hasn't anybody developed a road surface and foundation to cope with it? It isn't like there's no money available as annually \$15 billion is raised in fuel taxes alone.

This isn't a one-off either. In the six years that I've been in this country the fuel taxes have contributed \$90 billion to the Canadian economy and from what I can see, very little of that has been poured back into the highway infrastructure.

Now I don't want to turn this in to a political thing, but this money is being frittered away on stuff that isn't of any importance to our industry and as we are contributing the vast majority of that money, I think it's only reasonable to expect to get some value for our money, it's pretty clear that this is not happening.

There are quite a lot of construction projects going on, but they're just papering over the cracks and this lack of proper investment in our roads is why they have gotten in such a dreadful state.

This has highlighted one thing though, my truck was not built on a Monday morning as it still hasn't developed any rattles despite the worst the Canadian roads can throw at it.

It does however have one fault. It's not huge, but it is something that needs fixing and it is the only thing on the list that I will be presenting to the dealer when it goes in for its first (56,000-km) service.

It has an alignment issue, the steering wheel is a little off centre, which messes with my OCD, but the main thing is that it pulls to the right a little, so it requires constant pressure to run straight. This makes my wrist ache after a few hours and it will also be chewing up my steer tires, so it's very important that I get it fixed as soon as possible.

I'm being a bit vague about which truck I bought for one simple reason, it was my personal choice. I believe it to be the best truck out there, but my criteria may be different from yours.

Even though I have been vague about both the truck and the company I'm signed on to, some of you have worked it out and I've had a few of you come over to say hello.

Anyway, I would like to say thanks to you all for reading this and if you do spot me out on the road, come over and say hi. I'll even let you buy me a coffee if you insist. **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.

Join Our Winning Team!

The Day & Ross Winners of the 2014 APTA Driving Championship



The Atlantic Provinces Trucking Association (APTA) Winners, from left to right: Jason, Stephen, Allison, Herb, Troy, Bob, Joe Roy, Driver Safety Supervisor - Chair Regional Championships Committee

Winning Isn't Difficult.

Surround Yourself With People Who Challenge You to Be at Your Best!

www.dayross.ca

1-855-872-7602 • broker.recruiting@dayandrossinc.ca



Changing the game

Jason Jannetta, aka @speedywellness on Twitter, uses the #changethegame hashtag in his posts to promote the adoption of a healthy trucking lifestyle.

Hashtags are search terms used on the micro blogging site. When you search a hashtag on Twitter it will bring up all the Tweets that have been made with that term in the text of the post.

"Change the game" is a great way to express in a few words that we don't have to continue to live the status quo, a lifestyle of fast food, lethargy, and bad habits that have a negative effect on our health. We can choose to live differently.

Is there any reason to limit an attitude of changing the game to our own personal health?

It seems to me that the trucking industry in general is ripe for a host of driver-driven game-changing initiatives that will benefit the whole industry.

The ways in which we interact with one another and with our employers and business partners is changing across our society.

We are starting to see ideas, information, and intellectual property shared freely across the Internet. Social media programs such as Twitter, Facebook, YouTube, and a host of others are

Over the road

Al Goodhall



available to us at no cost to share that information.

The game has definitely changed and continues to change in the information world.

The terms "open source" and "crowd sourcing" are becoming commonplace.

How would you rate the trucking industry in terms of attitudes towards crowd sourcing and open source sharing of information? Would you give them a passing or failing grade? Are these ideas even on the radar for you as a driver or front line employee within the trucking industry?

In my home town of London, Ont. more than 15,000 citizens have come together to develop a plan, The London Plan, that looks forward over the next 20 years.

Tired of the stale ideas and lack of movement by city councils of the past and present they have put together a platform that is changing the game of how local politics are practiced, how ideas are shared and developed, and moving the focus of local politics back

on to the private citizen over the corporate citizen. This movement is fuelled by making ideas and information openly available to all and by adopting a system that encourages participation by the individual. All are welcome.

Where would we be today if this approach had been taken towards the adoption of the HoS regulations we all must abide by?

My belief is that the universal goal of the hours-of-service regulations is one of public safety.

Would we be in the situation we are in now that sees all the different parties butting heads to reach the same goal if we had applied the concepts of crowd sourcing and the open sourcing of information? I don't think we would be.

The first comprehensive studies that were made regarding driver fatigue and on which much of the initial rules were based have been lost in all the noise.

It seems to me that we have devolved to the point that each special interest only makes available information that supports their own narrow cause, belief, or ideology.

The benefit of a comprehensive set of guidelines to manage the root issue of driver fatigue, an enhanced quality of life for the front line worker, and raising the bar of public safety is completely lost.

HoS is but one issue. What if OEMs had come together to share information openly and freely in regard to meeting the EPA07 and EPA10 standards for emissions? Would we have suffered the same amount of downtime, fuel mileage losses, and the many

other related costs?

We'll never know the answer to that. But what of the future in regard to meeting fuel mileage standards and carbon emissions? That is still an open question.

As individuals the ability to influence change is at our fingertips. All that is required is an attitude that is open to new ideas and a willingness to share your thoughts and opinions honestly, openly, and with integrity.

Believe it or not the majority of people that run for public office actually want to serve the public good.

Your city councillors, members of provincial and federal parliaments should be in your address book along with your boss, leaders of industry, business associations and media.

You can easily share your thoughts, ideas, and aspirations with them. Put aside your partisanship and share what you believe for all to see, comment on, and build on.

Allow your personal and family values to shine through and you'll be pleasantly surprised at the results over time. To me this is where crowd sourcing starts. You need to make that leap of faith. You may possess the next big idea and not even know it.

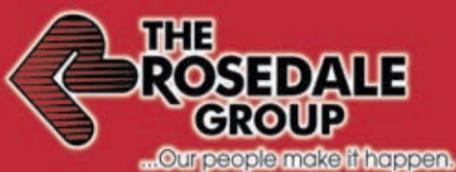
Can we change the game? You bet we can. **TW**

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

HIRING OWNER OPERATORS FOR OUR WINNIPEG TERMINAL



Attractive Compensation Package
Paid Weekly through Direct Deposit
Excellent Fuel Subsidy Program
Year Round Steady Work



1-877-588-0057

recruiting@rosedale.ca • www.rosedalegroup.ca

Head Office: 6845 Invader Cres., Mississauga, ON L5T 2B7



Wildwood Transport Inc. is a family owned, second generation OPEN DECK and SPECIALIZED freight carrier based in Oak Bluff, Manitoba.

We are currently seeking mileage based OWNER OPERATORS and COMPANY DRIVERS to join our team.

Minimum two years open deck experience, Canada/US experience, clean drivers abstract.

We haul Agricultural products, Construction equipment and machinery, and most other commodities you find on open deck trailers. We have a fleet of flat decks, step decks, double drops, and heavy haul trailers.

Experience with oversized loads, permit requirements, and tarping is required with some loads. We would be willing to train candidates with highway flat deck experience looking for more challenge and experience in an oversize open deck operation.

We believe in doing business the "right way".

Contact: Doug Bowes
Manager of Safety and Human Capital
doug.bowes@wildwoodtransport.com

1-800-668-4565 ext 870

going the extra mile

Siemens Transportation Group Inc.



For more than half a century we've grown our family of companies. Now, we're moving forward together with a cohesive look and approach to our business. For transportation, storage and logistics that go the extra mile, **count on us.**

connecting the continent siemenstransport.com

siemens
Transportation Group Inc.

QUILL
TRANSPORT LTD.

KINDERSLEY
transport ltd.

HWT

HI-TECH
EXPRESS INC.

tiger
COURIER INC.

TRIANGLE

P M K
LOGISTICS INC.

EDGE
TRANSPORTATION

Phishy e-mail? Don't take the bait

A few months ago Canada Revenue Agency issued a notice about a scam in the US where taxpayers were receiving an unsolicited e-mail that appeared to be from the Internal Revenue Service saying they had been selected for an "electronic audit."

The intended victims were told to click on a link to an IRS Web site where they were instructed to download a form and fill in their bank account numbers and other financial and personal information.

They had to return the form within 48 hours to avoid penalties and interest.

It all appeared very authentic. Except the site wasn't run by the IRS and there is no such thing as an "e-audit."

Instead of communicating with the IRS, unwitting e-mail recipients were tricked into installing malicious software onto their computer and sending information that should be kept private to some very bad people.

This is an identity-theft scheme known as "phishing" (so-called because victims are lured by the promise of money or some other payoff). Some scams ask for your personal informa-

tion directly while others refer you to a trustworthy-looking site where you're asked to verify your identity by entering personal information like your social insurance number.

Examples of e-mail scams circulating here recently include notifications that you're entitled to a tax refund and need to provide bank account numbers so the CRA can send you the money (the amount is always very specific, like \$521.51 or \$671.08). CRA never transfers money via e-mail; it will only send payments by direct deposit or by cheque.

Security tips

These CRA warnings about phishing are a great reminder to keep your personal information secure, especially with more and more tax correspondence - and financial transactions - taking place online.

Here are a few points to ponder:

- The CRA never uses e-mail, text

messages, or voice mail to ask for personal information of any kind, including passport, health card, or driver's licence numbers. Nor will it divulge information about you to another person unless you provide formal authorization.

- If you receive an e-mail claiming to be from CRA asking for personal information, don't reply.

Don't click on any links, and do not open any attachments.

Forward the e-mail as-is to info@anti-fraudcentre.ca and then delete the original message.

- Phishing scams want you to act immediately. Watch out for e-mails with phrases like "urgent action required" or "you only have 72 hours to reply."

- Be wary of e-mails with a generic greeting like "Dear Taxpayer." Phishing is a high-volume scam.

Even though they may have your e-mail address, scammers seldom have your name.

- Make sure the Web sites you're using are secure.

Look for the prefix "https" and a locked padlock or unbroken key symbol.

Check the site's authenticity by double-clicking on the symbol. If in doubt, close your browser, reopen it, and type the web address for the site you want directly into the address bar rather than searching for it. This helps avoid being misdirected to a bogus site.

- Change your passwords regularly. Some CRA electronic services, such as NETFILE, require that you call CRA in order to change or replace a lost, misplaced, or compromised password.

Other services like My Account or My Business Account allow you change your login information online.

The CRA posts examples of fraudulent letters, e-mails, and online refund forms on its Web site: www.cra-arc.gc.ca/ntcs/bwr-eng.html.

You might think that few people would be fooled by spammy-sounding e-mails that are riddled with spelling mistakes and bad grammar, but a few is all a scammer really needs.

Perfect foil

The CRA is the perfect foil for a phishing scam because innocent people will give up their deepest, darkest secrets to avoid the threat of trouble with tax authorities.

If you get a suspicious e-mail, letter, or call and want to make sure it's from CRA, call the agency yourself at 800-959-8281 for personal services or 800-959-5525 for business services.

When in doubt, ask yourself whether the request is for information that you wouldn't otherwise include with your tax return, or that you know CRA already has on file.

If the caller or e-mail needs to "verify" your social insurance, credit card, bank account, or passport numbers, don't take the bait. They're not with CRA. **TW**

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



Tax Talk

Scott Taylor

**thank you to those who
make the miles count**

Siemens Transportation Group Inc.

In honour of National Trucking Week we're celebrating our employees and contractors that make the STG family a company our customers can count on.

Join us for a BBQ and prizes and come see our brand new look
Friday September 12. Husky Truck Stop @ 315 Marquis Dr. Saskatoon, SK, 11 a.m. - 4 p.m.

connecting the continent siemenstransport.com

siemens
Transportation Group Inc.

QUILL
TRANSPORT LTD.

KINDERSLEY
transport ltd.

HWT

HI-TECH
EXPRESS INC.

tiger
COURIER INC.

TRIANGLE

P M K
LOGISTICS INC.

EDGE
TRANSPORTATION

Start training with careful evaluations

In the words of rock icon Alice Cooper, school's out for summer. With the exception of a few students attending summer classes, many kids will give little thought about their studies until fall.

There are no such breaks in the trucking industry.

Experienced fleet managers know that safe operations demand a never-ending focus on the training which helps to enhance skills and reduce risk.

Besides that, the mere thought of training opportunities should be wel-

Ask the Expert

Bill Cowan



comed by those who work behind the wheel. Drivers want to be safe and avoid penalties such as fines.

And each class and lesson is an investment in their future, helping to meet corporate and personal goals alike.

The biggest challenge, then, is to decide exactly where to focus training re-

sources so they maximize the return on every investment.

The most effective programs always begin with a clear understanding of a driver's strengths and weaknesses. In many organizations this is first defined during the recruiting process.

A well-structured road test, for example, offers one of the best ways to observe how a candidate controls a vehicle in typical situations. The secret to an accurate analysis is to ensure a test lasts long enough for drivers to slip into their traditional habits, and to give nervous candidates a chance to relax. It is why, when evaluating drivers, I tended to make discreet notes in a small notepad rather than carrying an intimidating clipboard – quietly recording whether drivers took turns too tight or too wide, or if they failed to describe approaching hazards when asked to discuss what they see.

The pre-trip inspection completed be-

fore the wheels are turning can tell another story. Asking a driver to conduct the pre-trip exactly as it was performed for a previous employer will certainly identify unwanted shortcuts.

A formal written quiz offers another valuable level of detail. Questions that focus on hours-of-service, for example, can ask candidates to complete a logbook page which mimics a typical trip.

This can be particularly important when working with someone who will face cross-border trips, and a new set of rules, for the first time.

As valuable as the right answers may be, every error plays its own role in the learning process.

A review of the completed test offers the chance to discuss correct policies and procedures alike; the fleet's commitment to due diligence is supported when the driver signs the completed test after being informed about the proper answers.

But effective assessments extend beyond the tests alone. The actual logbook pages which show how many hours a new driver worked in the previous seven days can identify potential threats such as form and manner errors.

In fact, any report tracking collisions, failed roadside inspections, highway infractions, or logbook violations can help to address bad habits as they begin to emerge. Checking Commercial Vehicle Operator's Registration (CVOR) and CSA safety ratings every two months is a good place to start.

Training based on any of these results will be most relevant when drivers are offered some context about why the scores are important. After all, a safety rating can seem like an abstract concept until people know how an unwanted score can trigger audits, affect insurance premiums, or even scare away customers.

The training schedule itself will then need to ensure the information reaches everyone who needs it.

When working for a cross-border fleet, I always found it best to plan bi-annual safety meetings during US holidays – such as Memorial Day or the US Thanksgiving – to ensure that drivers were not needed in the US.

Every assessment and training document that emerges throughout the process will help to enhance a driver's file, where test results can be matched to information about the nature of training programs, along the signatures which prove that the training was delivered.

The focus extends to the most-experienced drivers, too. The same person who has a clean abstract today might slip into bad habits tomorrow. Fleets have also been known to raise their standards to a level that is higher than when someone was first hired. In either case, there is an opportunity to prepare drivers for success.

That is an important lesson for any fleet to learn. **TW**

This month's expert is Bill Cowan, senior risk services trainer. Bill has served the trucking industry for more than 35 years as a driver, safety manager, driver trainer and in loss control and risk management. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a longstanding history in the marketplace and has been serving the trucking industry for more than 60 years. You can visit them at www.nbins.com.

OWNER OPERATORS



Start up Costs

Insurance = 0

Plates = 0

Tolls = 0



YOU CHOOSE!
Dedicated USA Runs
USA Short Runs
Single / Team

WEEKENDS OFF!

APPLY NOW AND START YOUR SUCCESS

TRANSX

GROUP OF COMPANIES

www.transx.com

1.877.787.2679

Understanding your GPS data

On-board vehicle tracking systems that use GPS sure have made it easier to capture data and make the summary reports that jurisdictions require for IFTA and other distance-

based tax programs.

Ping! No hand-scrawled trip sheets. Ping! No chasing down drivers for paperwork. Ping! Thank heavens for GPS.

Well, let's come back to earth a bit and consider the role of GPS in distance reporting.

If you operate a heavy truck with IFTA credentials, you're required to report all distance that vehicle travels. This includes miles inside and outside your home province: loaded, empty, dead-head and bobtail miles; personal travel; and even non-taxable miles.

"Report all distance," means all distance, even if you didn't travel or owe tax in the quarter, or your vehicle travelled outside your base jurisdiction infrequently.

Let's be clear about what GPS does and doesn't do.

GPS in and of itself does not calculate distance. A GPS device only reads satellite signals and determines where the vehicle is (or more accurately, where the device is) at a given moment based on latitude, longitude, date, and time (some systems also gather an odometer reading).

There are a number of ways to calculate distance. The most common methods are straight line calculation between two points or using routing software. The GPS device only supplies raw data for the calculation.

Accurate, not perfect

This combination of GPS hardware and distance calculation software is generally accurate and reliable, but it's not absolutely perfect.

Hardware can fail or not be reactivated after it's been serviced. There are places where GPS signals naturally degrade, like in a canyon (urban or otherwise) or if the vehicle is parked too close to a building. Poor antenna placement on the vehicle can be a problem. Weather can interfere with GPS signals, too.

When it comes to software, there is no standard algorithm to calculate distance or translate GPS data into points on a map. Even the most sophisticated and popular routing programs differ in their interpretation of raw GPS data. Given the same information, one program can show your truck on a side road while another can put it on a main highway.

Of course, the more frequent the pings, the more precise the distance-calculation software can be.

On the other hand, you may be generating more raw data than you can manage or really need to ensure an accurate distance report.

Managing the data

With vehicle tracking technology being as common as it is, auditors are encountering more fleet administrators who believe that simply having GPS

four years from the tax return due date or filing date, whichever is later (IRP requires fleets to preserve records for three years after the close of the registration year). If you also use this data for IRP licensing, you are now keeping the data for five years.

2. In addition to the information required on your individual trip reports, an auditor may ask to see GPS data for the vehicle to which the records pertain; the date and time of each GPS ping; the location (lat-long) of each reading; and the calculated distance between GPS readings. Make sure you know where this data is kept, for how long, and what it's going to take to get access to it.

3. What happens when wonky or missing GPS data points create gaps in your distance records?

All of those paper-based records you'd love to do away with – driver logbooks, trip sheets, dispatch records, fuel receipts – will come in handy when you

need to close gaps in GPS data and recreate missing portions of trips.

Saying you have GPS isn't enough. Exception reports, ties to meter readings (such as an odometer), and access to original data all contribute to the level of controls that auditors are looking for.

In the end, auditors don't care whether you generate data electronically or by hand.

They just want to see that you're using reliable data and have a method in place to create accurate distance reports.

Ping! GPS data is a big factor, but it's only part of the equation. **TW**

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

Permits & Licensing

Sandy Johnson



is enough to satisfy the requirements for IFTA.

So let's review those requirements and what steps you can take to make sure you meet them in the event of an IFTA audit:

1. IFTA requires licensees to preserve all records used to create quarterly tax returns and/or annual tax returns for



TRUCKER RADIO

is Canada's only radio show designed for truckers and the trucking industry, and is heard on great Country radio stations across Canada.

Presented by fun and irreverent hosts **Stan Campbell & Tim Denis**

When you get tired of non-stop politics and talk talk talk... turn to a LOCAL radio station here at home for information and entertainment, all in one place on a two-hour show.

For a list of stations and on-air times go to

TRUCKERRADIO.COM

Brought to you by

TRUCKWEST

Produced by

Alexis Broadcasting Company
Radio & Television Production & Syndication

CA: 289.296.0442 · US: 615.562.2345



designed by tuchidesigns.com

The ultimate driving companion

Dash cams provide extra insurance to vulnerable professional drivers

By Harry Rudolfs

Dash cams won't prevent collisions or incidents, but one might save your bacon if problems arise. Just ask Al Ginter. The Winnipeg owner/operator was run into the guardrail in Northern Ontario on Jan. 4 by a truck attempting to pass a snowplow.

You might have seen the video on YouTube. It's long since gone megaviral and received around three million hits.

Any professional driver watching this video can't help but gasp. The opposing driver makes no attempt to pull back into his lane.

A collision seems inevitable. Somehow Ginter manages to steer his rig and cargo of eggs to the shoulder and bring it to rest after bumping alongside a series of post cables that kept him from going over a serious embankment (and no eggs were broken).

I managed to track down Ginter somewhere in Washington State, on his way to Vancouver, B.C., and asked him what would have happened if the event weren't recorded on dash cam.

"I would have been found at fault (by the insurance company) and I wouldn't have gotten my deductible back."

His Kenworth sustained \$25,000 damage and the towing bill was another \$2,500.

According to Ginter, the snowplow driver called in the incident right away assuming there had been a collision between the two trucks, but in actual fact there had been no contact.

The OPP were looking for a truck involved in a collision and stopped a man driving a blue Freightliner but didn't know he was the other principal. But this driver was on the police record and after some good sleuthing, most probably with the aid of the dash cam video, the cops laid three charges on a trucker from Milton, Ont. On Feb. 12, 31-year-old Akmal Hayat was charged with careless driving, failing to report an accident and failing to remain on the scene.

Dash cams should be a part of every professional driver's tool kit, but it's surprising that some fleets and carriers have as yet failed to embrace the technology.

You'd think that safety and compliance people would be clamoring for the devices.

Understandably some companies are nervous about having their facilities filmed, but on-board cameras are becoming more and more common among commercial truck drivers.

Up until now, I've never owned a dash cam, but I've been fascinated with the YouTube footage of vehicle crashes, mostly coming out of Russia where these devices are ubiquitous. So I was pleased as punch when Garmin sent me its Dash Cam 20 for review.

Garmin is known for its GPS and back-up cameras, but this is its first

foray into the dash cam market. At US\$249, the 20 model is in the lower to mid-range of similar units that can cost anywhere from \$30 to well over \$1,000.

The Garmin 20 comes with GPS coordination and I think the extra \$30 is well-spent over the Garmin 10 model which doesn't record GPS.

It's helpful to have the geographic coordinates as well as the time, date and speed if your video is ever used in court.

This unit also has a detachable still-camera function so you can remove it from the mount to take photos of damaged trailers, etc., back-up insurance for drivers picking up loads or empties in drop yards.

With the camera mounted low on the windshield of my Volvo I got a good view of both fender-mounted mirrors, along with the wide-angle lens, providing almost 360 degrees of coverage from one forward-mounted lens (no need for an expensive three-camera system).

This unit comes with a high-definition setting that recorded a nine-hour trip from Toronto to Kingston in HD with lots of room to spare. The tape (chip, I mean) loops over itself when full, and a "G-sensor" automatically saves several minutes before and after an incident, as happens anytime that the camera gets jostled strongly during a collision, severe braking or bumpy roads. Extended memory chips are available so you can save weeks of driving.

I was surprised how much I enjoyed the playback video, setting up the cam on the big screen TV. It's like that slow television some people like to watch – the Finns are particularly enthralled by television footage of a burning fireplace, or someone chopping wood, or a long train ride – much better than watching paint dry. That's my life up there on the screen, and it's an art film!

I had trouble getting over the fact that I don't see the road in the same way as the pan-optic cyclops on the windshield – and presumably neither do other truck drivers.

We're always shifting our focus, or rather we're concentrating on a number of different focal points and peripheries at the same time – who's beside you, who's behind, what's going on up ahead, etc.

Watching my night's work was kind of surreal and soothing at the same time: the traffic swells and ebbs, the sun goes down, moon rises, the cars disperse and the trucks take over the highway, landmarks pop up

and pass by – the Big Apple, Pickering Go Station, and proto-industrial Vaughan, Ont., with its sports bars and fast food joints – and always the 401 runs through the narrative, marquee highway that it is, busiest in North America and the connecting artery between Ontario, Quebec and Michigan.

I might play some road videos at my next party, maybe set to jazz – Miles Davis or John Coltrane. I've also saved a trip complete with white-outs and howling winds that will provide interesting ambiance during sweltering, sticky evenings.

Again I'm no expert on dash cams, but I liked this unit. It's small and unobtrusive, with a three-inch screen for immediate playback. The recorded images (in HD) were clear and crisp. Unfortunately, the on-board microphone that comes with the Garmin 20 was no good at all; I suspect some interference from the Volvo's electrics was causing all the cacophony.

Dash cams are necessary in Russia to guard against police corruption and insurance fraud, which is widespread in that country.

Not surprisingly, they're gaining popularity on this continent for similar reasons.

dash cams but over time they have finally come around. They know and understand these systems protect them, irrespective of whether their driver was at fault, or not. It helps recover costs when it is a non-preventable accident – and it helps save them money when a preventable accident because it prevents lawyers from making things look worse than it actually was. It (the dash cam) does so much to reduce and eliminate exaggerations and frivolous claims."

George Orwell, one of my personal heroes, wrote extensively about a coming police state in his book, *1984*. If anything his visions fell short of the mark: Big Brother is indeed watching, intently, and it's even creepier than Orwell prophesied.

The kind of surveillance conducted by the NSA and our own CSIS is indeed way over the top and unnecessary.

Along with western democracies, countries like China and other dictatorships attempt to control their people by manipulating social media.

But I don't see the dash cams and CCTV in the same light when used for public safety.

As a driver for a large courier network, just about all my actions are recorded somewhere or other and I don't have a problem with that.

Truck drivers are on camera just about everywhere – truck terminals, fuel pumps, donut shops. An argument has been made that surveillance cameras make people better citizens.

They are less likely to litter, steal, assault, murder, etc., if the know their actions are being recorded.

Truck News reader John explains that he got a dash cam after a fellow driver had a problem with a four-wheeler.

"He was driving through town and a vehicle ran a four-way stop, just missing him, he honked the horn to warm them. The women in the car saluted him then proceeded to slow him down and annoy him. Then when they saw a cop they stopped him and made a formal complaint. The driver was pulled over and the cop started in on him until the dash cam was replayed the women were charged with multiple offences and were given such a tongue-lashing by the cop my friend could hardly believe it. Truck drivers are assumed to be in the wrong – when in doubt charge the truck driver. Dash cams will reduce this attitude."

It seems a no-brainer to allow truck drivers to have dash cams, but none of the responding bloggers wanted to see them mandated across the industry.

Just ask Ginter, who is living proof that dash cams work. "I'm uneasy when I hear the word 'mandated' in our industry. There are already so many rules that we have to abide by and I wouldn't want another one added to the list. But I think they are a real good idea. For a hundred bucks you can get one and it could save you a lot more in the long run." **TW**

'It does so much to reduce and eliminate exaggerations and frivolous claims.'

Kenneth Armstrong

As far as I know, only one country, Austria, forbids their use, while they are legal almost everywhere else. Issues of privacy have to be respected, but, for the most part, filming activities on public roadways is completely acceptable. I asked readers of my blog at TruckNews.com for their thoughts on dash cams. The response was overall positive.

BC Trucker wrote: "I have used them for years, have provided video to police to substantiate claims of erratic driving after a truck rolled over in B.C. Will not drive a truck without one. If my company doesn't want me filming my day, they don't want my truck working on their fleet!"

And Kenneth B. Armstrong of Olive Branch, Miss., concurred: "Within two weeks of installation in 2012 it protected both my employer and client from a fraudulent union-worker injury claim in Newark, N.J. while pulling away from a dock. My employer was originally lukewarm to

SURFACE TRANSPORTATION 2014 Summit

On October 15th 2014, please plan on joining Canada's top Transportation Executives for a day of education & networking.

Introducing the 2014 team of presenters...



Michael Bourque
President and CEO
Railway Association
of Canada



Marc Wulfraat
President
MWPVL International



Patrick Cain
CEO
Cain Express



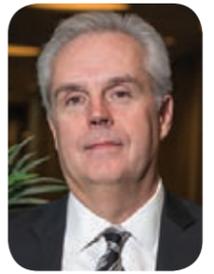
Elias Demangos
President and CEO
Fortigo Transportation Management
Group Ltd.



Doug Harrison
President and CEO
VersaCold Logistics
Services



Jacquie Meyers
President
Meyers Transportation
Services



Kevin Taylor
VP and General Manager
DTA Services



Alan Taliaferro
Director
Deloitte Canada



Paul Cooper
President
SLH Transport



Greg Laurin
President
Conestoga Cold Storage



Carlos M. Gomes
Senior Economist
Scotiabank



Kris McBride
VP of Transportation
Metro Supply Chain Group



Mark Seymour
CEO
Kriska Group



Mathieu Faure
VP of Marketing Sales,
Intermodal, CP Intermodal



Mark Sauve
Senior Manager
Distribution Operations,
Canada
The Hershey Company



Ken Manning
President
Transportation Costing
Group



Gary Fast
Associate VP
International Transportation
Canadian Tire



Sean Watson
VP of Transportation
SCI Logistics



Kelly Hawes
President
ColdStar Freight
Systems



David Newman
Equity Research Analyst
Transportation & Industrial
Products, Cormark Securities



Sanchia Duran
Account Manager
Sales
Shaw Tracking



Ed Ryan
CEO
Descartes



John Oldfield
Senior Account
Executive
Dalton Timmis Insurance



Jason Sonnichler
VP Business Development
Supply Chain Solutions
Ryder System, Inc.



Rob Penner
Executive VP and
Chief Operating Officer
Bison Transport



Ryan Fletcher
Canadian Account Manager
Private Fleets
PeopleNet Canada

We have created an agenda that truly addresses the many challenges facing both Shipper and Carrier executives.

AGENDA

LOOK AHEAD: The economy in 2015 – what trends will impact your business. Expert analysis from an economist, a transportation market specialist and two transportation company CEOs.

THE VIEW FROM THE TOP: The transportation executive's perspective on the major trends driving truck and rail transportation.

SHIPPER – CARRIER COLLABORATION 2.0: What does the new face of collaboration really entail?

SAME DAY DELIVERY SERVICE: Are you ready for this game changer?

INSURANCE TELEMATICS: How they will reshape your insurance policy.

REGULATORY ISSUES IN TRANSPORTATION: An insider's look ahead.

TECHNOLOGY IN TRANSPORTATION: Are you getting the most out of your TMS?

WAREHOUSING & LOGISTICS: What makes for a Best in Class distribution network?

FREIGHT RATE PRICING: Skipping the tough talk and working on real solutions.

Registration:
7:30 am

Presentations:
8:20 am sharp

**MISSISSAUGA
CONVENTION CENTRE
75 Derry Road West,
Mississauga, ON**

2014 SUMMIT
SPONSORS



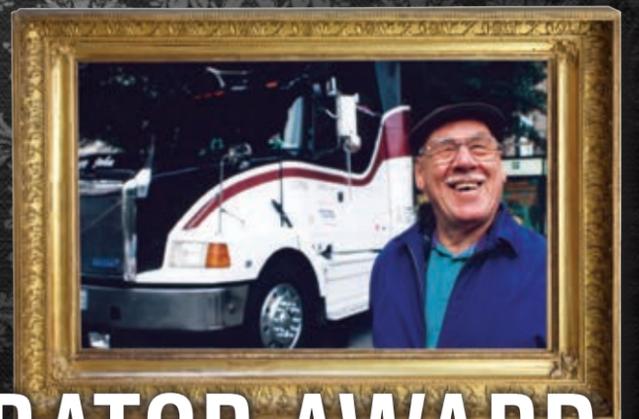
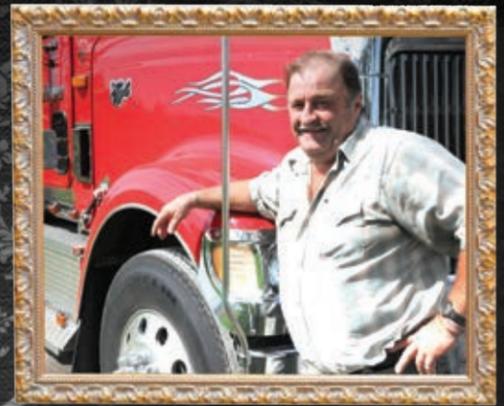
For more information and to register, please visit www.SurfaceTransportationSummit.com

PRODUCED BY MOTORTRUCK FLEET EXECUTIVE, CANADIAN SHIPPER, AND DAN GOODWILL & ASSOCIATES

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

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

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



21ST ANNUAL OWNER/OPERATOR AWARD

CO-FOUNDING SPONSORS OF THIS AWARD...



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

\$6,000 CASH!

Nominations must be received by June 13, 2014

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

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

My choice is based on:

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

Explain: _____

(Include additional information on separate paper if insufficient space)

Nominated by: _____ Phone: _____

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

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

Precision Drilling sells trucking division

CALGARY, Alta. – Precision Drilling announced today it is divesting its trucking operations, with certain assets sold to Aveda Transportation and Energy Services.

Kevin Neveau, president and CEO of Precision Drilling, said: “The divestiture of these non-core assets will free up capital to invest in the growth of Precision’s core businesses

in Canada, the US and international markets. Additionally, we believe the assets will be better suited in an organization committed to growing the service capabilities of the trucking platform these assets provide. We look forward to working with Aveda in the future in supporting our drilling rig moving operations in the US and Canada.” **TW**

Latigo Trucking purchased

BROOKS, Alta. – Latigo Trucking has a new owner. The Brooks, Alta.-based company that provides trucking and picker/crane services to the oil and gas industry has been purchased by Maverick Oilfield Services Ltd. Maverick is a mechanical construction and transportation services provider for the upstream oil and gas industry in Western Canada. Although Maverick now controls all Latigo shares, it will allow the trucking company to continue using its old name.

Murray Wozniak is co-owner of Latigo, along with Wayne Anderson, and he said continuing the Latigo’s original branding means a lot.

“Wayne and I are thrilled that Maverick will continue operations under the Latigo name. After owning and operating Latigo for 20 years, Maverick gave us the opportunity to hand over the reins to a company with a shared commit-

ment to growth. Maverick’s continuity in operations will significantly benefit our customers, management and staff. Their leadership team has the experience and business ethics to provide Latigo continued development in a vibrant oilfield market.” **TW**

MISSING PLEASE HELP

GLEN MOQUIN



Missing Since:	August 9, 1993
Date of Birth:	April 22, 1971
Missing From:	Rollet, Quebec
Height:	5'8"
Weight:	150 lbs.
Eye Colour:	Brown
Hair Colour:	Black

missingkids.ca
We're here to help.

IF YOU HAVE ANY INFORMATION ABOUT THIS MISSING PERSON,

PLEASE VISIT OUR WEBSITE
missingkids.ca

OR CALL US TOLL-FREE
1-866-KID-TIPS
(1-866-543-8477)

OR CONTACT YOUR LOCAL POLICE DEPARTMENT. ALL CALLS CONFIDENTIAL.

missingkids.ca is a program of and trade-mark of CANADIAN CENTRE FOR CHILD PROTECTION

Child Find (Ontario) Inc. is an affiliate of the Canadian Centre for Child Protection Inc. Together, they provide missing children services in the Province of Ontario.

TRUCK WEST

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

SUBSCRIBE NOW!

READING SOMEONE ELSE'S COPY?
Have your own!

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

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

CHANGE OF ADDRESS ONLY

1 1 4

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Serial # from code line on mailing label

Canada

USA

Foreign

Charge Card

Cheque Enclosed

1 Year

\$43.95
(+ applicable taxes)

\$109.95

\$109.95

Visa Mastercard Amex

2 Years

\$66.95
(+ applicable taxes)

No: _____

Single Copy

\$8.00

\$10.00

\$10.00

Expiry Date: _____

Quebec Residents Add 7.5% QST; AB, MB, PE, SK, QC & Territories Add 5% GST; BC, NF, NB & ON Add 13% HST; NS 15%.

Signature: _____ Date: _____

DO YOU WISH TO RECEIVE OR CONTINUE TO RECEIVE TRUCK WEST

YES NO

Signature _____

Date _____

PLEASE ANSWER THE FOLLOWING QUESTIONS

- How many vehicles are based at or controlled from this location? Please indicate quantities by type:
 ___ No. of Straight Trucks ___ No. of Trailers ___ No. of Buses ___ No. of Truck-Tractors ___ No. of Off-Road Vehicles
- Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:
 14,969 kg. & over (33,001 lbs. & over) YES NO 8,846-11,793 kg. (19,501-26,000 lbs.) YES NO Under 4,536 kg. (10,000 lbs.) YES NO
 11,794-14,968 kg. (26,001-33,000 lbs.) YES NO 4,536-8,845 kg. (10,000-19,500 lbs.) YES NO
- This location operates, controls or administers:
 Diesel powered vehicles YES NO Refrigerated vehicles YES NO Pickups or Utility Vans YES NO Propane powered vehicles YES NO
- Do you operate maintenance facilities at this location? YES NO IF YES, do you employ mechanics?..... YES NO
- Indicate your PRIMARY type of business by checking ONLY ONE of the following:
 a) For Hire/Contract Trucking (hauling for others) e) Government (Fed., Prov., Local) j) Manufacturing / Processing b) Bus Transportation
 b) Lease/Rental f) Public Utility (electric, gas, telephone) j) Retail m) Other (Please specify)
 c) Food Production / Distribution / Beverages g) Construction / Mining / Sand & Gravel j) Wholesale
 d) Farming h) Petroleum / Dry Bulk / Chemicals / Tank k) Logging / Lumber
- Are you involved in the purchase of equipment or replacement parts? YES NO
- Are you responsible either directly or indirectly for equipment maintenance? YES NO

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

TRUCK WEST

LIST OF ADVERTISERS

Accutrac Capital Solutions	9
Arnold Bros. Transport.....	17
Bison Transport	15
Careers	14,15,16,17,18,19,20,21,22
Castrol/Wakefield Canada.....	13
Celadon Canada	16
Chevron Global Lubricants	4,32
Child Find-Missing Kids.....	27
Crossword Puzzle & Solution ..	12,29
David Benjatschek – Wow Trucks...	29
Day & Ross	18
Diesel Spec	11
Favel.....	14
Freightliner.....	2,3
G.E. Lighting Auto	9
Goodyear Canada	8
Heyl Truck Line.....	17
Kindersley Transport.....	20,21
Michelin.....	28,30,31
Ocean Trailers	7
Shell Canada Products Ltd.....	10
The Rosedale Group	19
TransX Group Of Companies	22
Truck West-DriverLink	29
Truck West – Subscription	27
Trucking Safety Council	7
Truxpo.....	6
Wildwood Transport	19

By Edo Van Belkom

THE STORY SO FAR...

Bud is off for a couple of days so Mark gets a load from his replacement. It's a sweet load of cowhide into California. Mark is concerned that the trailer he's given to use is not compliant with the SmartWay program that is mandatory in California, but the shipper convinces Mark that the trailer is compliant and everything will be alright.

As Mark crosses the border he is questioned about the trailer and SmartWay compliance. Mark is sure the trailer is alright because 75% of the fleet it is a part of is already compliant. However, the closer he gets to California, the more he's worried that everything is not as easy as he's been told.

Mark reached his destination without incident. It was an older warehouse that had been upgraded on the outside with a lot of designer touches that made the place look like a cool place to work. It also made it look like whatever business this company was in, they were doing well at it. The shipper was a young man in his late twenties, early thirties with an eyebrow piercing, another in his lip and spacers in his ears that turned his earlobe into giant loops of skin.

"You came in from Calgary, right?" Loopy Ears said. Mark nodded.

"That's great because our lines are running low on cowhide."

"Happy to get it off my truck," Mark said, jumping down from the dock and getting ready to open the big barn doors of the trailer.

"Whoa! Hold on a second."

Mark looked back and he could see Loopy Ears hanging from a handle at the side of the loading dock and leaning out to take a better look at Mark's trailer.

"What is it?"

The shipper climbed down from the loading dock and walked up beside the trailer, sucking his breath in through his teeth and shaking his head slightly.

"I think I've seen this trailer before," he said.

Mark nodded. "You probably have," he said. "The shipper I got the load from says it's made a bunch of runs into California the past few years."

"Yeah, I have seen this trailer before." He put the palm of his right hand over his mouth like he was thinking hard about something. Finally, he took his hand from his mouth and said, "It's not SmartWay-compliant."

Mark smiled at that. He'd been expecting something like this so he had his explanation all ready to go. "Yeah, I know that, but see, the fleet that this trailer comes out of has more than 75% of its trailers compliant. So, this one is okay."

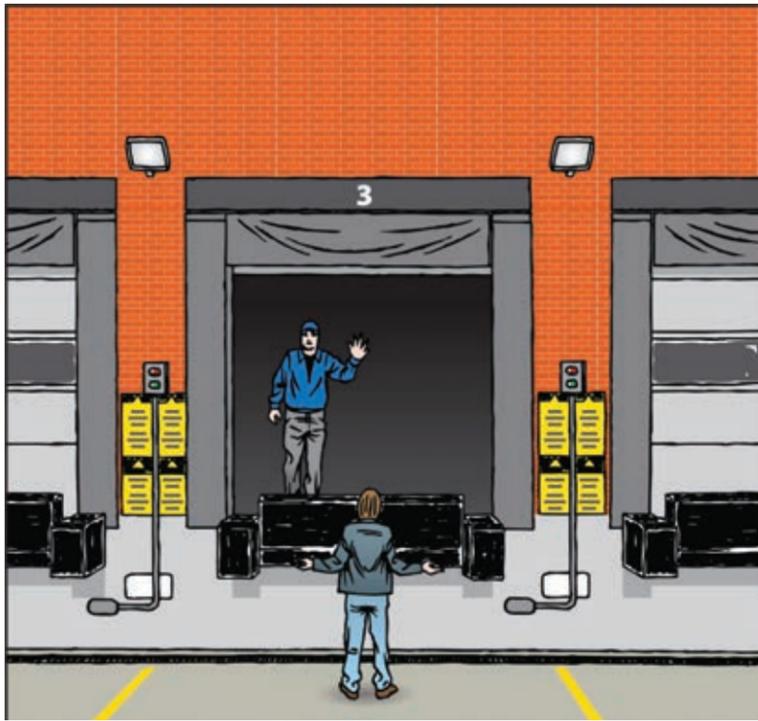
Loopy Ears shook his head. "Yeah, well...it's not that simple."

"What do you mean?"

"I need to see a copy of a Large Fleet Compliance Plan that confirms 75% of the trailers this company operates are SmartWay-compliant. Do you have one of those?"

Mark's stomach was beginning to turn. "Am I supposed to?"

"If your trailer isn't compliant you do." He paused a moment and pulled a cigarette from a package in his shirt pocket. The thing instantly glowed red at the



Mark learns the SmartWay

PART 3

tip when he put it in his mouth, but he'd never put a flame to it.

"Smokeless cigarette," he said, turning the cigarette over in his hand. Then he continued. "If your guy submitted a plan back in 2010, then yeah, he'd only have to have 75% of his fleet compliant by this year."

Mark's mouth was open, but he said nothing.

"Do you think he submitted a plan?"

Mark wanted to say yes, but even though he didn't know for sure one way or the other, he had a bad feeling the answer was likely a big fat NO. "Probably not."

"Well, if no plan was submitted, then he would have had to have his entire fleet in compliance by Jan. 1, 2013." A sigh. "Obviously that didn't happen."

"Okay," Mark said. "I understand the whole SmartWay compliance thing and I know California's really big on saving the environment and doing the right thing... but, while I don't have the right paperwork, I've come a long, long way, I'm here right now, the cowhide is on the truck, and you need it for your company to keep its lines going."

Loopy Ears was silent, listening.

"Just unload my trailer real quick. I'll be on my way as soon as it's empty and I promise I'll never take this trailer into California again."

The man didn't say anything for a few moments, but then shook his head. "I can't do that. The California Air Resources Board is already looking at operations like ours, and they hand out big, big fines." Suddenly, he cast a sharp eye at Mark. "For all I know you could be a CARB inspector."

Mark laughed. "Not me, I'm Canadian."

"Then they could have an inspector sitting in the coffee shop across the street, just waiting for us to accept a load from a non-compliant trailer."

"They would do that?"

"You bet. And this trailer of yours - without skirts -

is like driving a heat score through the state."

Obviously Mark wouldn't be making this delivery today. "So what am I supposed to do?"

"Not my problem, dude. Maybe you could take it back to where you got it from and hope you don't get pulled over on the way. Or maybe you could drop off your load in Oregon, Washington or Arizona and get some SmartWay-compliant company to make the delivery for you."

Mark felt the blood drain from his face. "You gotta be kidding me."

"I wish I was, but CARB doesn't fool around. Check out their Web site. They've fined hair spray companies hundreds of thousands of dollars for having too many toxins in their sprays. And there was this auto supply company that got dinged for selling bad windshield washer fluid, and they fine trucking companies all the time for not keeping up with their emission inspection schedules."

"So they're hardcore."

"Exactly. They've just started levying fines for SmartWay violations, and if they're looking for a poster child, I don't intend to be it...know what I mean?"

"So there's nothing you can do for me?"

"Well, I can open the gate for you so you can leave."

Mark didn't appreciate the humour. Without a word he got into Mother Load and exited the yard. He turned right onto the street without any idea about what he was going to do or where he was going to go. Fortunately, any decision was put off for the moment as Mark eyed a man on the side of the road in tattered clothes and a ragged ball cap trying to get his attention.

Mark slowed to a stop and rolled the passenger side window halfway down. "What do you want?" he said to the man.

"I have the solution to your problem, man."

"What problem?"

"You came all the way from Canada and he won't take your load."

Mark took a moment to think. It was a long way back to Calgary with no guarantee he could even recoup his fuel costs. "What's your solution?"

"You follow me," the man said. "I'll help you."

And then the man was gone from the window. He ran up the street a bit and hopped into a car. The car pulled into traffic and proceeded slowly enough for Mark to keep up.

Mark didn't know what else to do...so he followed the car. They drove for about five minutes to another warehouse. As they approached, the gate to the yard automatically opened and Mark followed the car inside. Then the car drove into a large building with a door on it large enough for Mark to drive right in. As soon as he was inside, the big door closed behind him. There was another trailer inside the large open space and four other men who looked as ragged and tough as the one who'd brought him here. Well, Mark thought. Being robbed of it is one way to get rid of a load.

- Mark Dalton returns next month in the conclusion of Mark Learns the SmartWay. TW

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



Brought to you by BFGoodrich® DR454™

PROVEN PERFORMANCE

you can trust in a Smartway®-verified fuel efficiency line haul drive tire!



Illustration by Glenn McEvoy



Owner/operator driving team, Jake and Mary Siemens have more than 41 years of driving experience and together have travelled more than four million miles.

Paul Brandt Trucking lauds O/Os for hitting four million miles

MORRIS, Man. – Paul Brandt Trucking is celebrating a team of owner/operators who have recently travelled four million miles with the company.

Jake and Mary Siemens have a combined total of 41 years experience with Paul Brandt Trucking and together have travelled more than four million miles. Jake began driving with the company in 1989, and Mary joined nine years later in 1998. They have driven all over the United States and Canada.

“The Siemens family has been with us through many changes over the years, and today we want to specifically thank Jake and Mary Siemens for their dedication and commitment to our organization,” the company said in a press release. “You are a large part of what makes us successful, and to simply say that we are all proud of you would be a huge understatement. So here’s to the next four million miles! Thank you Jake and Mary!” **TW**



This month's CROSSWORD SOLUTION

is brought to you by

TRUCKWEST



13 CANADIAN TRUCKS
PHOTOGRAPHY BY WOWTRUCKS®

13 MONTH PREMIUM GLOSS CALENDAR
11 BY 17 INCHES OPEN

100 CUSTOM 2015 CALENDARS
\$399.00 + TAX/SHIPPING

CUSTOMIZE WITH COMPANY LOGO
RUN PROMOTIONS THROUGH QR CODES
A 24/7/365 MARKETING TOOL CLIENTS WILL LOVE!

1-800-701-2498

WOWTRUCKS®

LIMITED TIME OFFER

100 CUSTOM 2015 CALENDARS
\$399.00 + TAX/SHIPPING

CUSTOMIZE WITH COMPANY LOGO
RUN PROMOTIONS THROUGH QR CODES
A 24/7/365 MARKETING TOOL CLIENTS WILL LOVE!

1-800-701-2498

WOWTRUCKS®

DRIVERS AND OWNER OPERATORS GET HIRED!

FIND THE BEST COMPANIES TO WORK FOR

driverlink.com

North America's best resource for trucking jobs

— SIGN UP FOR FREE TODAY —

www.driverlink.com

support@driverlink.com

TRUCK NEWS

TO REGISTER

COMPLETE AND FAX TO 905-795-0539

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

First Name _____ Last Name _____

Address _____ City _____

Prov/State _____ Postal/Zip _____ Email _____
(THIS WILL BE YOUR USERNAME ACCOUNT)

Home Tel _____ Cell _____

BEST WAY TO CONTACT ME: Home Tel Cell Email Other _____

WORK PREFERENCES:

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

TOTAL TRUCK DRIVING EXPERIENCE _____/yrs

OWNER OPERATOR? Manufacturer _____ Year/Model _____ Engine/Size _____

PREFERRED DRIVING REGION: North America Canada only

WORK EXPERIENCE:

Last Employer _____

Start/End Date _____ City _____ Prov/State _____

Contact Person _____ Tel _____

CERTIFICATION / TRAINING:

- Can you lift 50lbs? Yes No Doubles/Triples
 Air Brake Adjustment
 Over-Size Loads
 Hazmat
 Air Brake (Drive)
 Tankers

Name of School _____

Name of Course Completed _____

City _____ Prov/State _____ Start/End Date _____

- I am able and willing to cross the Canada/U.S. border to haul loads. Yes No
I am FAST approved (for expedited border crossing). Yes No
Would you like to be contacted by driver agencies? Yes No
Has your license ever been suspended? Yes No

By filling out and signing this application, I agree to abide by Driverlink's terms and conditions and consent to the use of personal information according to the Driverlink privacy policy.

Signature: _____ Date: _____

Driverlink is proud to protect the privacy of your personal information as required under federal privacy laws. If you would like to see a copy of our privacy policy, please go to www.driverlink.com/privacy.asp. If you would like a printed copy of our privacy policy, please call us at 1-800-263-6149 and we will be happy to mail one to you.

JIM'S BRAYINGS



Welcome to Jim's Brayings, a quick look at some interesting community news items from across the west that we think will interest you. If you have some news you think will be a good match for this column, pop me off an e-mail at jim@transportationmedia.ca. We can't run everything, of course, but we'll try to get in as much as space permits...

"Roll out those lazy, hazy, crazy days of summer, those days of soda and pretzels and beer!" Unless it snows, of course. Plenty of excellence to showcase in this edition of Brayings so I'll keep my natural verbosity under control. Hey, enough with that cheering!

On the Road-eeo again...

'Tis the season to be jolly well im-

pressed by the quality of the folk who showed up this past June to toss their trucking skills into the ring at the Professional Truck Driving Championships across the west. Great to see a super turnout and the terrific on-track action.

Saskatchewan went first, with its event in Regina on June 7. A total of 23 drivers went cab-to-cab for bragging rights and, as with the

other provinces' winners, a chance to brush up on their French (and passport renewals) before heading to the Nationals in Esterel, Que. in early September.

The B-Train event was won by **Keith Atherton** of SLH Transport. The Straight Truck category was taken by SLH Transport's **George Brown**. The best in the Single-Single event was **Brian Weslowski** of SLH Transport. The winner in the Single-Tandem category was Jay's' **Brent Krochack**, and Bison's **Murray Coleman** won Tandem-Tandem.

That's a whack of winners, but that wasn't the end of it.

Coleman of Bison Transport was named Grand Champion, and **Jacob Braumberger** scored Rookie of the Year honours.

In B.C., Alberta and Manitoba, the championships were held on Saturday, June 21. Starting on the West Coast, the results were:

B.C.'s Grand Champion was **Dean Grant** of Agrifoods International Co-op. The Duncan resident is now three-time winner of this award, having copped the prize previously in 2009 and 2010.

He was also a member of the provincial team that won the Nationals in 2008. Rookie of the Year was **Stephen Scott** of Simard Westlink, while **Rob Balan** received the 2014 Safety Award.

As for the other events, the Straight Truck competition was won by **Dean Grant**. Independent driver **Evan Hurst** placed first in the Single-Single event. Single-Tandem was won by independent **Dale Scott**. The Tandem-Tandem event saw **Brian Meredith** of McRae's Environmental Services on top and the top Super B-Train driver was Overland's **Lorne Roadhouse**.

B.C. also named veteran driver **David Pringle** of Smithers as the BCTA/Volvo Driver of the Year, his award coming at the BCTA's annual Management Conference in Kelowna.

Alberta's event, held in Edmonton, saw **Matthew MacDonald** of the Department of National Defense named as the event's Grand Champion - as well as Rookie of the Year! That must have been a heckuva performance!

The Straight Truck division was won by **Keith Franklin** of Canadian Freightways. The Single-Single division was taken by **Shaun Thompson** of Grimshaw Trucking LP. The Single-Tandem division saw Bison's **Matt Geib** walk away with first place honours. The Tandem-Tandem event was led by DND's **MacDonald**. In the B-Train division, **Ron Johnstone** of Canadian Freightways scored top marks.

Manitoba's event, in Winnipeg, saw Bison Transport drive away with the Team Award, while **Ken Wiebe**

of EBD Enterprises was awarded the Bjornson Memorial and **Denis Roberts** of TST Overland Express was named the Grand Champion.

Category winners included **Matthias Pieper** (Bison Transport) in the Straight Truck event, **Brian Hrabarchuk** (Canadian Freightways) in Single-Single, **Ronald Poirier** (TST Overland Express) winning the Single-Tandem event, **Denis Roberts** (TST) scoring tops in the Tandem-Tandem, and **Wiebe** (EBD Enterprises) taking the Super B-Train event. **Wiebe** also won the J.O Dutton Award, and Searcy Trucking's **Jerry Brodoway** was named Best First Time Entrant.

These drivers will now represent Team Manitoba and compete against the other provincial teams at Nationals to be held during the first week of September in Esterel, Que.

Also at the event, **James McKibbin**, of Trappers Transport, was named the Volvo Trucks Canada Manitoba Driver of the Year.

Congratulations to all of the winners - and to all of the drivers who put their skills and experience on the line every day, not just during these annual events.

Smokin' Gun still Smokin'...

From Gord Cooper comes word that the "first & fastest NOS-injected diesel Semi-truck," SMOKIN'GUN, will be on the track this summer but that isn't all he's proud to announce.

He's also introducing a new Blown-Alcohol Altered FunnyCar called "PeaceKeeper" (NHRA/IHRA 6.0 second certified), which represents Veterans Voices of Canada at drag races and displays across the west.

Cooper also would also like it known that O.C.E.A.N. Diesel Performance, a division of O.C.E.A.N. Hauling & Hotshot of Calgary will represent Veterans Voices of Canada this 2014 Drag Racing & Car/Truck Show Season (www.VetVoiceCan.org).

"We hope that your strong support of our increasingly ambitious racing and show program will also draw more public attention to our Canadian Military Veterans, who have made it possible for us to enjoy motorsports, and have guaranteed our Freedom as Canadians since Confederation," Cooper said in an e-mail. Couldn't have said it better myself.

Best of luck, Gord, SMOKIN'GUN - and PeaceKeeper! **TW**

That's it for this month. As always, fire me off an e-mail to jim@transportationmedia.ca if you have an item you think the industry should know about. We really do try to include them all.

Planning on using your dump truck year round?

You might only need a 350 horse power engine, but the front ends have to be heavy - 22,000 lbs - because of the extra weight of the plow harness and plow blade sitting ahead of the front axle. It's also important to have enough room behind the cab to mount a hydraulic reservoir and controls.



Read more tips from industry experts in the newly released:

STRAIGHT TALK, SMART STRATEGIES

A guide to growth and profitability for construction fleets and fleets serving the Oil Patch

GROWTH
RECRUITMENT
SPEC'ING
SAFETY
MAINTENANCE
STATISTICS

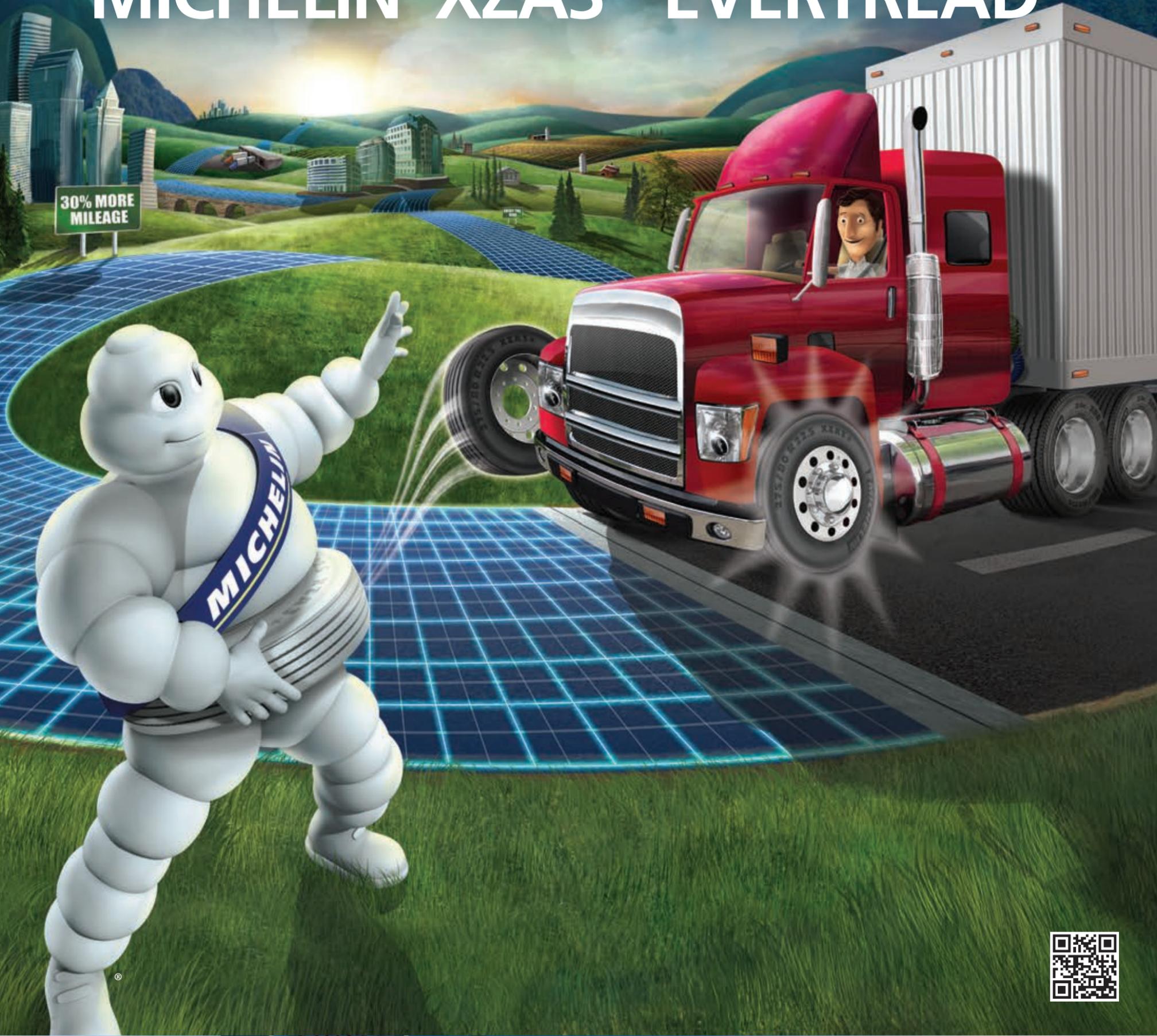


Download your FREE copies
in the Knowledge Centres section of
www.trucknews.com

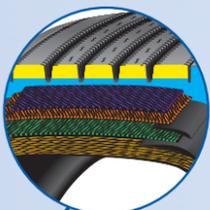
Brought to you by Transportation Media
in partnership with
Michelin North America (Canada) Inc.



GET 30% MORE ROAD WITH THE MICHELIN® XZA3®+ EVERTREAD™



**Dual
Compound
Tread**



Thanks to enhanced tread life from the **Dual Compound Tread**, the MICHELIN® **XZA3®+ EVERTREAD™** tire's mileage is 30% greater than the competition* in long haul applications. The MICHELIN® **XZA3®+ EVERTREAD™** tire pushes mileage to never-before-seen levels while offering the same legendary fuel efficiency, handling and retreadability you've come to expect from a MICHELIN® steer tire.

The MICHELIN® **XZA3®+ EVERTREAD™** tire is *SmartWay®* verified.

* Estimate based on comparative rolling resistance data. Actual on-road savings may vary.



PICK-UP YOUR TRUCK



SWEEPSTAKES

Enter between August 1 and September 30, 2014



IT'S ROUGH, IT'S TOUGH, AND ONE LUCKY PERSON IS GOING TO WIN IT!

DeloPromotions.com or
 /ChevronDelo

Delo[®] Let's go further.[™]

No purchase necessary to enter or win. See official rules for details. © 2014 Chevron Canada Limited. All rights reserved. All trademarks are the property of Chevron Intellectual Property LLC or their respective owners.

Fan us on Facebook

Chevron Products are available from the following locations:

CHEVRON CANADA LTD
1200-1050 West Pender St.
Vancouver BC V6E 3T4
Toll Free: 1 (800) 822-5823
canada.deloperformance.com

CATALYS LUBRICANTS
7483 Progress Way
Delta BC V4K 1E7
Toll Free: 1 (855) 946-4226
catalyslubricants.ca

NORTHERN METALIC
SALES (GP)
9708-108 St.
Grande Prairie AB T8V 4E2
Tel: (780) 539-9555
northernmetallic.com

HUSKY ENERGY
CORPORATION
707-8th Ave. S.W.
Calgary AB T2P 1H5
Tel: (403) 298-6709
huskyenergy.ca

UFA
4838 Richard Rd. S.W.
Suite 700
Calgary AB T3E 6L1
Tel: (403) 570-4306
ufa.com

CHRIS PAGE
& ASSOCIATES LTD
14435-124 Ave.
Edmonton AB T5L 3B2
Tel: (780) 451-4373
chrispage.ca

RED-L DISTRIBUTORS LTD
9727-47 Ave.
Edmonton AB T6E 5M7
Tel: (780) 437-2630
redl.com

OAKPOINT
OIL DISTRIBUTORS
33-A Oakpoint Hwy.
Winnipeg MB R2R 0T8
Tel: (204) 694-9100
oakpointoil.homestead.com

THE UNITED SUPPLY
GROUP OF COMPANIES
2031 Riverside Dr.
Timmins ON P4R 0A3
Tel: (705) 360-4355
unitedsupply.ca

TRANSIT LUBRICANTS LTD
5 Hill St.
Kitchener ON N2G 3X4
Tel: (519) 579-5330
transitpetroleum.com

R. P. OIL LTD
1111 Burns St. East
Unit 3
Whitby ON L1N 6A6
Tel: (905) 666-2313
rpoil.com

CREVIER LUBRIFIANTS
2320 Métropole
Longueuil QC J4G 1E6
Tel: (450) 679-8866
crevierlubrifiants.ca

NORTH ATLANTIC
REFINING LTD
29 Pippy Place
St. John's NL A1B 3X2
Tel: (709) 570-5624
northatlantic.ca

