

# TRUCK WEST

Western Canada's Trucking Newspaper Since 1989

August 2015 Volume 26, Issue 8

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Kiegan Nelson of Richfield, Wis. won the Shell SuperRigs competition with this 1985 Pete 359.



Reach us at our Western Canada news bureau

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

## Everything's shinier in Texas

Jade Transport among the contenders at SuperRigs

**SELMA, Texas** - This year's Shell SuperRigs competition attracted some of the most beautiful trucks from across the US and Canada, but at the end of the day, judges and visitors alike agreed on the winning entry. Kiegan Nelson of Richfield, Wis. captured Best of Show and the People's Choice award for his 1985 Peterbilt 359 and 2014 Mac trailer. He won \$10,000 from Shell Rotella and \$5,000 from Mac trailers.

"It was an amazing experience to compete against all these trucks and to come out on top is a great feeling," said Nelson. "There were a lot of cool trucks here and to take home the top title is incredibly surreal."

Best of Show runner-up went to Phil Miller of Amargosa Valley, Nev. He also took top prize in the Best Engine category with his 2010 Pete 389. Best of Show second runner-up went to Marciano Esparza Sandoval of Salinas, Calif. and his 1991 Peterbilt 379. In total, about \$25,000 in cash and prizes were awarded. This was the 33rd year for the Shell SuperRigs competition, which travels throughout the US and awards owners of the nicest working trucks in the industry. There's a separate category for show trucks, but they don't qualify for perhaps the most prestigious honour of all, being included in the Shell SuperRigs calendar. Twelve trucks were chosen for the calendar at the San Antonio-area event.

Other first place winners also included: Bobby Delon of Von Ormy, Texas in the Tractor/Trailer Division for his 2004 Peterbilt 379; Billy Griffin of Irving, Texas in the Tractor Division with a 2011 Peterbilt 389; Daniel and Phyllis Snow of Harrison, Ark. won in the Classic Division with their 1996 Freightliner Classic XL. The Most Hardworking Trucker award went to Paul Rissler, of California, Mo. who drives a 1996 Peterbilt 379.

*Truck West* attended the first day of SuperRigs and found a lone Canadian entry, though word was more were on the way. Drivers can arrive at the competition and submit their truck for judging at any time over the course of the event. Jade Transport, a regular at this show, had one truck entered, even though it meant travelling all the way from Winnipeg, Man. Judging such high-calibre trucks is no easy matter. Longtime judge Jami Jones explained some of the things they're looking for.

"You talk about SuperRigs, these are your top-shelf trucks, so it's almost impossible to find the flaws," she said. "If they painted the frame, is it all the way through? Is it consistent? Do they have the stripes matching? The lights, are they symmetrical? Whatever their theme is, did they follow it through from start to finish? That's probably the biggest key to it, in addition to just keeping it up."

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## Truck parking coming to Lower Mainland

**DELTA, B.C.** - The province of B.C. is building a truck parking lot in Delta, which will accommodate up to 40 tractor-trailers and provide washroom facilities. The parking lot was announced by Transportation and Infrastructure Minister Todd Stone.

"Operating a commercial vehicle is demanding work, and truck drivers need safe, convenient places to park overnight," said Stone. "The addition of new truck parking facilities in the Lower Mainland is just one of a number of commitments our government has made in B.C. on the Move to address efficiency and safety improvements for the trucking industry."

The parking facility will be located on provincial land on Nordel Way at Hwy. 91. Work will begin this fall with construction set to begin next spring.

"When heavy trucks have no safe, convenient place to park, they end up on our residential streets or on agricultural land," said Surrey-Fleetwood MLA and Minister of Education Peter Fassbender. "The addition of this facility will remove some trucks from Surrey streets and improve conditions for commercial drivers."

The province said this is the first of two new truck parking facilities that will be built in the Lower Mainland.

The B.C. Trucking Association (BCTA) welcomed the announcement.

"B.C.'s road system is the workplace of commercial vehicle operators," said Louise Yako, BCTA president and CEO. "It's extremely important to provide them with access to parking facilities that accommodate their vehicles and their needs. BCTA welcomes the Ministry's investment in this new facility and its foresight in including truck parking generally as a priority in its new Provincial Trucking Strategy."

She hopes the addition of better parking facilities will help the industry attract more drivers.

"The trucking industry is facing a projected shortage of 2,200 to 4,500 drivers in B.C. by 2020," she said. "To attract new recruits to truck driving, we need to be thinking beyond compensation and scheduling. What is their day going to be like? Taking the guesswork out of something as simple as where to park will help." TW

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**Tribute to the truck driving champs**

**Editorial Comment**

James Menzies



I'm writing this column with a mild sunburn on the back of my neck, a reminder of how I spent my weekend. I was out covering the Ontario Truck Driving Championships at the Flying J in London, Ont. Most of this issue was already at the printer when the championships were held, so you'll have to visit Trucknews.com for my full report if you'd like to find out in detail how it went.

But for now - *Spoiler Alert! Spoiler Alert!* - I can reveal that Home Hardware shone at the competition and will be sending three of the five Team Ontario contenders to the Nationals in Regina this fall.

These guys took the competition seriously and spent hours practicing in the company's yard. Just a few nights before the provincials, Home Hardware drivers spent six hours practicing in the yard, navigating a make-shift obstacle course.

Joe Kuntz, grand champion and winner of the single-single division, said it took him about 50 attempts at the tricky alley dock during practice before he felt comfortable.

And he's a championship veteran - the only driver ever to have competed in the Central Ontario Regional Truck Driving Championships every year it's been held, a period spanning more than two decades.

There were many great performances out on the course over championship weekend. The skills on display

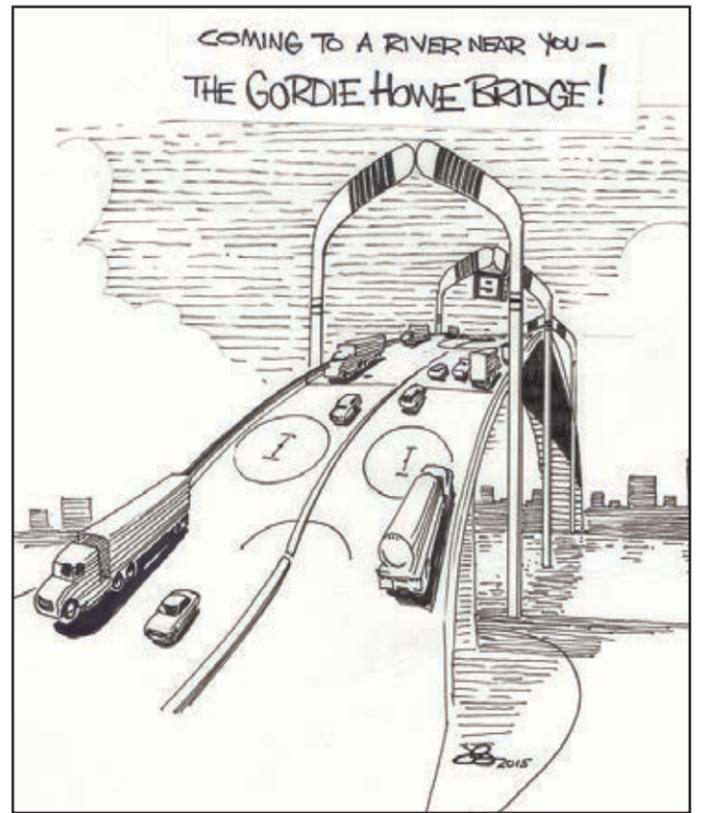
were incredible. How about this: for the first time ever, three drivers aced the pre-trip inspection component of the event, achieving perfect scores. It doesn't get any better than perfect, and perfection is something you rarely see, even at this event.

Ontario isn't the only province, of course, to host driving championships. These events are held from coast to coast, with the top performers going on to represent their province at the Nationals.

It was nice to see drivers receive the recognition they deserve and to see them given a platform through which to demonstrate their skills.

Here's an interesting observation: the company that had the strongest showing at the Ontario championships was also recently named the safest large private fleet in Canada by the Private Motor Truck Council. Home Hardware won the award for the fifth time this year.

I don't think this is any coincidence. Fleets that support the driving championships and encourage and enable their drivers to participate, create and foster a safety culture within their organization.



And drivers who take the competition seriously and invest the time in practicing and preparing, increase their chances of hoisting the large winner's trophy at the end of the day.

I look forward to seeing how Team Ontario - and all the other provincial teams - fare at the Nationals in Regina Sept. 10-12.

One thing is for certain: There'll be winners, sure, but there won't be any losers. **TW**

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**Don't forget to brand yourself**

**The view with Lou**

Lou Smyrlis



You've likely been hearing a lot about branding of late. Columnist and former partner of MSM Transportation Mike McCarron has written about it as has [www.trucknews.com](http://www.trucknews.com) blogger Carolina Billings, a partner with NLI Label.

Branding was also a big piece of the conversation at the recent 17th annual Transcore Link Conference in Brampton.

Your brand, in the words of Billings, is "the essence of your enterprise. It is your best face to the world. It is your name equity and your reputation."

It is not just your latest marketing campaign, but rather "the result of each and every contact people have with you, every promise kept and every expectation that has been met or surpassed."

Or to put it more simply, as did Sue Douglas, president of SDC Manager Solutions, at the Transcore conference: It's just who you are, it's what you do and how you act.

And by the way, Douglas, whose company provides HR consulting and internal branding, sees no difference between personal and professional brand. They should be the same and they should be consistent all the time, she believes.

So why should you care about your

as an industry is behind the times when it comes to understanding the importance of branding and I agree with him.

For-hire trucking in Canada is an industry of about 10,000 mainly small and mid-sized enterprises routinely complaining they can't get the rates from customers they need, can't attract the personnel they want, and can't get the government attention they deserve.

Why does an industry as large and as crucial to the functioning of the Canadian economy get treated the way it does?

Could it have something to do with the way it is perceived?

Could it be many of us, in the rush to just get the day's business done, have been neglecting to take the time to properly manage how people perceive we get the job done and explain the value we create?

I think so. And I encourage you to read more about "branding" in our publications and on Trucknews.com. **TW**

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company's and your own personal brand?

Why not dismiss branding as simply the latest business buzzword. We certainly have gone through a heck of a lot of them over the past 25 years - when we weren't striving for excellence or best of breed, we were re-engineering (spent almost an entire year I would like to forget on that one) or engaging in co-opetition (never did figure that one out).

What's different about this latest buzzword?

What's different is that it speaks to the core of how your enterprise and you, yourself, are perceived by the people you deal with on a daily basis.

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## 6 IN BRIEF



Jade Transport of Winnipeg, Man. was the lone Canadian entrant at SuperRigs the day we visited.

## SuperRigs features 'top-shelf' working trucks

Continued from page 1

These are working trucks, so you can tell the guys who bring it off the road and clean it on a daily basis."

The competition now uses an electronic database as well to ensure the trucks entered are working trucks. Judges can use an app to check on the mileage from year to year if the truck has been entered in the past and they can also run DOT numbers to ensure the truck is still licensed to haul freight.

Putting on the SuperRigs is an enormous undertaking, and is Shell's way of giving back to the professional drivers who make the industry tick. It is held in a different location each year and organizers have taken steps in recent years to make it a public spectacle that draws interest from the local communities. Activities such as free concerts, a light show, truck parade, etc. are held to bring a festival atmosphere to the show. TW

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## Maxim Truck & Trailer laces up its sneakers for charity

WINNIPEG, Man. - Maxim Truck & Trailer raised close to \$70,000 last month when it participated in the Challenge for Life event in Winnipeg.

The event consisted of a 20-kilometre walk that promotes healthy living while raising funds and awareness for CancerCare Manitoba.

The Maxim team consisting of eight individuals including president Doug Harvey raised approximately \$67,523 for the charity.

The company also donated the use of 10 delivery trucks and had almost 30 employees volunteer to help put on the event.

CancerCare Manitoba contributes to the prevention of cancer and improve the outcomes and quality of life for Manitobans with cancer and blood disorders. TW

## Q-Line acquires Hi-Tech Agro

SASKATOON, Sask. – Q-Line Trucking announced recently that it has acquired Hi-Tech Agro, a specialized equipment transport company based in Manitoba.

As of June 1, Q-Line acquired the operations of the company, increasing its services across Western Canada.

“Q-Line Trucking welcomes all employees and customers from Hi-Tech Agro to our corporate family, as we combine resources to provide enhanced business performance and cultivate a culture of growth for the future,” said Reg Quiring, president and CEO of Q-Line.

Going forward, Hi-Tech Agro will operate as a Q-Line company. **TW**

## Manitoba Driver of the Year announced

WINNIPEG, Man. – The Manitoba Trucking Association together with Volvo Trucks Canada revealed Murray Slack of the TransX Group of Companies as the 2015 Manitoba Driver of the Year. The award is presented every year and the winner is chosen from the 10 Industry Excellence Award recipients from the previous year. The winner is picked based on commitment to the industry, safety, outstanding acts and customer service.

Slack has more than 35 years of driving experience, where he has accumulated more than four million accident-free miles. He has received many safety awards over the years.

“Murray is a deck driver who is the epitome of dedication and loyalty,” his employer said. “Even while battling cancer this past year he has come in and done runs when needed.”

Randy Fleming of Volvo Trucks Canada presented the award on June 20 at the at the Truck Driving Championships Awards banquet at the Victoria Inn Hotel in Winnipeg. **TW**

## Triton buys Davey Cartage

CHILLIWACK, B.C. – Triton Transport announced it has acquired the majority of Davey Cartage, a specialized equipment company.

Davey Cartage is ceasing operations due to the owner's retirement. According to Triton, the new equipment expands its ability to provide service to the infrastructure, construction and manufacturing markets. Triton claims the acquisition will allow it to solidify its position in the transportation industry in Western Canada.

“We are very excited to have the opportunity to diversify our business service model, grow our client base and provide the utmost professional and efficient service in the industries that we serve,” said Murray Scadeng, Triton president. **TW**

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Murray Slack, Kirk Cassidy and Craig Stinson for winning the Industry Excellence Award from the Manitoba Trucking Association and Volvo Trucks Canada.

In addition, Murray Slack was selected for the Driver of the Year award! The Driver of the Year is presented annually, and is selected from the recipients of the Industry Excellence Award. The recipient is chosen based on commitment to the industry, safety, outstanding acts & customer service. A driver with over 35 years of experience, Murray has received numerous company safety awards and has over 4 million miles accident free.



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## Trucking's getting a breather with weakening freight demand: FTR

By James Menzies

INDIANAPOLIS, Ind. – Whether it wants one or not, the US trucking industry is getting a bit of a breather.

Capacity utilization has dropped to a more normalized 95% and the impact of regulatory drag on truck capacity has decreased, according to Noel Perry, truck and transportation expert for industry analyst FTR. He was speaking during FTR's State of Freight Webinar on Key Transportation Issues. However, he also said the reduced pressure on trucking capacity could be short-lived, with as many as 23 regulations still on FMCSA's to-do list, many of which

could reduce the trucking industry's productivity.

"Right now in mid-2015, because freight growth has slowed and because the FMCSA is in the business of studying and writing regulations and not publishing new ones, there is a reduction in regulatory risk and the marketplace is relatively quiet," Perry explained.

However, he noted regulations that should come into effect in 2017 – including the mandatory use of speed limiters and electronic logging devices – will require a "substantial amount of additional hires."

"When that happens we get (capacity) tightness," Perry said. "The regulatory risks are real; just not in 2015 but in late 2016 and certainly in 2017."

Perry said the US is currently short about 100,000 drivers, which is "normal for a recovery" and "something the industry handles pretty well." However, he said with the onslaught of new productivity-choking regulations expected in the next couple years, the US could be short as many as 300,000-400,000 drivers by 2017, which would be unprecedented. Speaking to the economy and US manufacturing, Jonathan Starks, director, transportation analysis with FTR, said there's been a definite slowdown.

The ISM manufacturing index has weakened considerably over the past six months, as has industrial production. Business investment has slowed as well.

"It may take another three months to get business investment going again and another three months to get it to show up in the freight market, so for the next three to six months the freight market's probably going to be a big weaker," Starks said.

He noted truck loadings have been sliding, as have spot market rates, which tend to change more quickly in response to actual market conditions than do contract rates.

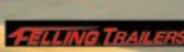
Carriers, however, continue to do well financially. Starks said the publicly traded US carriers FTR watches closely are doing well, thanks in large part to reduced fuel costs. In fact, they're even enjoying profit margins better than in 2004, the industry's last heyday.

Driver wages, including benefits, have climbed about 15%, Starks noted, partially offsetting declining diesel prices. Asked if we should be bracing for a US recession, given the weakening of some economic indicators and the fact there hasn't been one in close to seven years – the traditional economic cycle – Perry said he's not yet too worried.

"In the last three recoveries we've gone beyond that seven-year average (between recessions), so there's reason to hope we'll be out sometime in 2017 or 2018 before the economy weakens," he said. "The bad news is, the global economy is not healthy. We're all aware of the Greece problems. You're probably aware the Chinese stock market is plummeting down 30% and headed for more. So there's a possibility of a globally induced recession in the US beginning sometime next year. It's not something I'd bet on yet, but it's something I'd have in my contingency plans." TW

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# GHG Phase 2 regs will add \$10-12K to cost of new trucks

By James Menzies

WASHINGTON, D.C. – The long-awaited proposal for Phase 2 of the joint NHTSA/EPA greenhouse gas/fuel economy standards for heavy trucks was unveiled in late June, and will pursue an ambitious target of improving fuel economy by 24% by 2027 compared to 2018 model year trucks.

The new standards will reduce CO2 emissions by about a billion metric tons and slash fuel costs by US\$170 billion over the lifetime of the vehicles sold under the program. The fuel saved will be equal to a year's worth of OPEC imports to the US, according to Janet McCabe, EPA's acting associate administrator, who spoke on a conference call.

The bad news is, Class 8 trucks are expected to climb in cost by US\$10-12,000 under the Phase 2 rules, which will affect model years 2021 to 2027 vehicles. However, officials insisted that by 2027, the cost increase will be recouped within two years of operation, thanks to reduced fuel consumption.

"Once upon a time, to be pro-environment you had to be anti-big-vehicles. This rule will change that," said US Transportation Secretary Anthony Foxx.

"In fact, these efficiency standards are good for the environment – and the economy. When trucks use less fuel, shipping costs go down. It's good news all around, especially for anyone with an online shopping habit."

The good news is that the Phase 2 rules won't take effect until 2021 model year trucks are introduced, giving OEMs more time than expected to develop viable methods of reaching the new standard. Phase 1 rules cover model years 2014 to 2018 trucks and were mostly met using off-the-shelf technologies already widely in use. As expected, trailers will be covered by the regulations for the first time. EPA's trailer rules will begin to take effect as early as the model year 2018 while the NHTSA regs focusing on fuel economy will take effect in 2021, with credits awarded for voluntary participation before then.

Separate standards have been proposed for engines and trucks, to the dismay of some OEMs such as Volvo and Daimler, which had been pushing for a single vehicle standard they say would better reward integration.

"In principle, the Volvo Group maintains that a separate engine standard is inconsistent with the Group's interest in minimizing the complete, real world environmental impacts of its products," Volvo said in a release. "A separate engine standard is at odds with the reduction of NOx, due to the natural trade-off between NOx and CO2 emissions from the engine. It also limits manufacturers' flexibility to meet the regulated targets for each individual customer in a way that suits their specific needs, and it incentivizes optimization for engine test cell requirements versus real world efficiencies."

The Phase 2 proposal does not endorse specific technologies, but instead sets performance objectives which truck, engine and trailer manufacturers can meet however they choose.

Vehicles affected will include: semi-trucks; trailers pulled by semi-trucks; heavy-duty pick-up trucks and vans; and vocational vehicles.

EPA's McCabe said regulators are expecting a US\$230-billion net benefit to the US economy, with the trucking industry shelling out about \$25 billion in additional acquisition costs over the lifetime of the vehicles sold under the program. This is assuming all fuel savings are passed on to consumers, who in that case would stand to save about \$150 a year per household due to lower shipping costs, according to NHTSA's Mark Rosekind. The projected fuel savings would translate to a 50-90% improvement in freight efficiency by 2027 compared to a 2018 model year baseline.

Once the Phase 2 proposal is published in the *Federal Register*, there will be a 60-day comment period. NHTSA and the EPA say they'll also be hosting public hearings to solicit input.

Some organizations weren't wait-

ing to voice their opinions. The American Trucking Associations said it supports the new standard and noted 14 of 15 'guiding principles' tabled by the association appear to have been adopted.

"Fuel is an enormous expense for our industry – and carbon emissions carry an enormous cost for our planet," said ATA president and CEO Bill Graves. "That's why our industry supported the Obama Administration's historic first round of greenhouse gas and fuel efficiency standards for medium and large trucks and why we support the aims of this second round of standards."

Cummins, which advocated separate standards for trucks and engines – and got its wish – lauded the proposal.

"Cummins welcomes the proposal with its goals to improve fuel efficiency and reduce GHG emissions, creating a

win-win for both customers and the environment," said Dave Crompton, vice-president and president, Engine Business, Cummins. "We are pleased that the new proposal builds upon the Phase 1 framework that aligns technological advances and industry success."

However, the National Automobile Dealers Association (NADA) and American Truck Dealers (ATD) objected to the proposal; specifically to the cost increases they will entail.

"Affordable transportation is the bedrock of the American economy, and adding – by the Administration's own estimate – an average of just under \$12,000 to the cost of a new truck through mandates based on potentially untested technologies is a great risk to a still-fragile economy," the organizations said in a statement. **TW**



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# Canada's HoS rules are just plain better

**M**ost of us who drive long-haul have to deal with two competing hours-of-service rules. For the past several years I have split my time fairly evenly between the Canadian and American jurisdictions.

My opinion on the two different sets of rules, based on my experience, is that Canadian rules are pretty good but American rules are pretty awful.

For those of us who spend 60-70 hours in the driver's seat every week, dealing with fatigue is not rocket science.

The ability to be able to plan your time forward over a period of three to five days, the flexibility to deal with unplanned delays, the ability to start and finish your day at about the same time each day, and the ability to rest each day in a safe haven are the key ingredients to successfully coping with fatigue.

The focus of dealing with fatigue is on the driver most of the time but the driver is completely dependent on the actions of shippers, receivers, dispatch and enforcement in order to get the rest he or she needs to remain productive and healthy.

## Over the Road

Al Goodhall



The general consensus among sleep researchers is that most adults require seven to eight hours of sleep per day.

But it is not uncommon to find people that require only five to six hours of sleep and others that require eight to nine.

Sleep research has shown that one of the key elements to preventing fatigue is to have a structured 24-hour cycle that allows you the ability to sleep at the same time each day to obtain that sleep.

The Canadian rules accomplish this by allowing the driver to stick to a 24-hour clock with fewer obstacles and greater flexibility. By providing a 16-hour window each day in which you can take two hours of off-duty time in periods of 30 minutes or more, you are provided with a good deal of flexibility.

Allowing up to 13 hours of driving time gives a driver some flexibility over the course of a three- to five-day planning period to meet tight deadlines that are often imposed upon the driver by

forces beyond his control.

All in all I have found this to be a good system of time management for myself.

If I stay in Canada I don't incur sleep debt on a daily basis and I'm able to eat regularly and get some daily exercise.

When you add electronic logging to this mix, many drivers who drive exclusively in Canada are finding they are provided with a system that is protecting their right to regular rest while protecting their ability to earn a decent living.

In comparison, the US system is horrendous.

It gives you a 14-hour working window with a forced 10-hour rest period.

For me, a driver who has consistently slept for about six hours per day for most of my adult life, that 10-hour rest period is incredibly burdensome. It forces me to cram all my personal off-duty time into one period and all my work time into another.

By allowing two hours less per day of driving time, it encourages clock-watching and racing in order to meet my delivery obligations each day. This is both a stress- and fatigue-inducer.

If you do want to take advantage of the eight and two split to make maximum use of your time, you will find yourself driving for extended periods so as not to waste your driving time. If you use this split method for more than two days it disturbs your 24-hour shift cycle and upsets your circadian rhythm, thereby inciting more fatigue.

US legislators should be looking to the rules north of the border for solutions.

Unfortunately, the driver's needs

are lost in all the noise created by lobby groups for every special interest that can't see past their own needs.

For the past few months I have been sharing my thoughts on how technology is affecting drivers' performance.

Our passion and experience, which has served this industry so well over the years, now often plays second fiddle to software solutions that reduce performance to a set of numbers that do not reflect the potential negative impacts on a driver's quality of life in the seat.

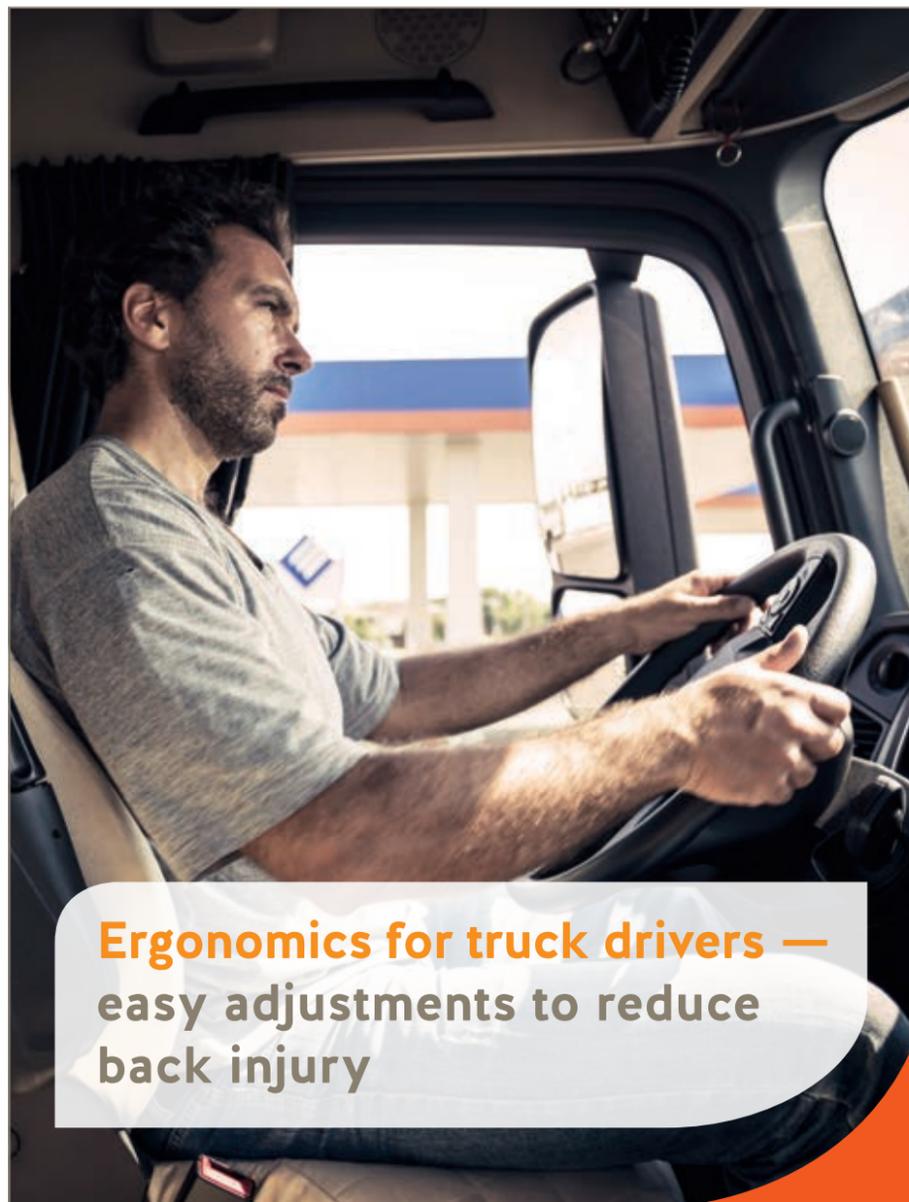
I think the Canadian hours-of-service rules combined with e-logs are an example of how technology can provide a measure of improved safety while protecting a driver's quality of life.

It's a combination that provides a level of accountability to all parties, based on sleep science research.

Drivers can continue to earn a decent living employing the current pay per mile model and carriers continue to benefit from the productivity this model provides them.

We don't have a perfect system – there is room for improvement – but it's working well because the drivers' needs are front and centre. That's what we need from technology. **TW**

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

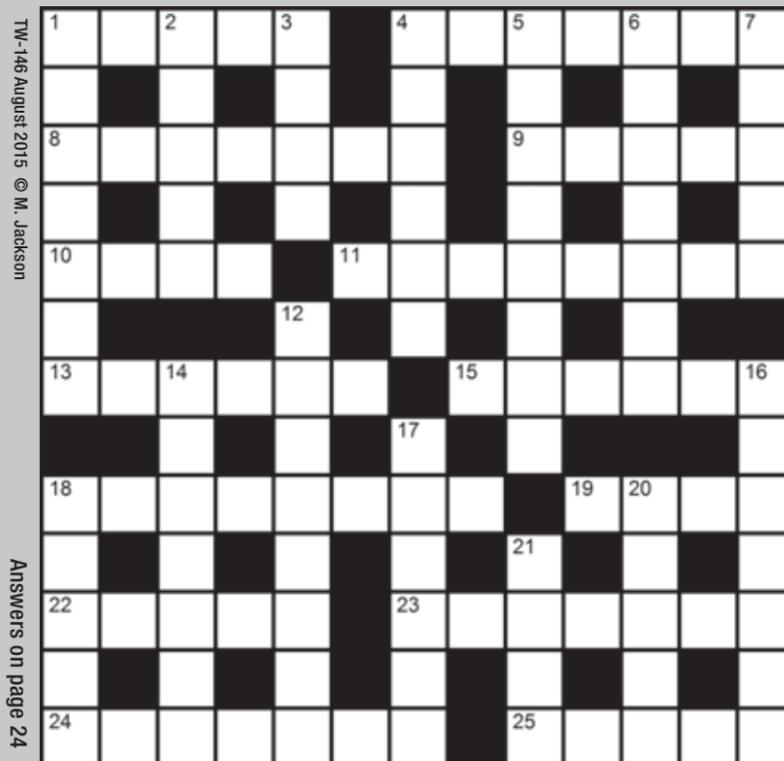


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## THIS MONTH'S CROSSWORD PUZZLE



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Answers on page 24

### Across

- 1 Winnipeg-based carrier
- 4 Newfie Steak, properly
- 8 Speed \_\_\_\_, engine-control device
- 9 Truck-insurance contact
- 10 Instrument panel, briefly
- 11 Carriers' online entities
- 13 10-Across info sources
- 15 Tractor without sleeper (3,3)
- 18 Diesel container, perhaps (4,4)
- 19 Clean \_\_\_\_, cop-free road
- 22 Hawaii plates' word
- 23 Goin' down the road, Quebec style (2,5)
- 24 Forklift-friendly cargo platforms
- 25 Dirt-road description, often

### Down

- 1 Mack mascot
- 2 Heavy highway haulers, briefly
- 3 Wheel fasteners, frequently
- 4 OPEC unit of measure
- 5 '70s International Harvester conventional
- 6 Bridgestone wide-base radial
- 7 Certain transmissions, briefly
- 12 Interstate passing zone (4,4)
- 14 Recyclable lube-bay liquid (4,3)
- 16 Vital electrical-system component
- 17 Road-map city sections
- 18 The \_\_\_\_, Montreal's moniker
- 20 Carries cargo
- 21 Dog in "Smokey and the Bandit" rig

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## LNG projects and shipbuilding contracts will transform transportation in B.C.

By Lou Smyrlis

**WHISTLER, B.C.** – If just one or two of the more than 40 LNG projects proposed for British Columbia get the green light there will be a profound impact on transportation in the province – both good and bad – according to Jonathan Whitworth, CEO of Seaspan and the keynote speaker at the BCTA's annual conference.

If they come to fruition, the hopes for investments in energy resource extraction would be the biggest boost for Canada's energy industry since the early days of the Alberta oilsands boom. Whitworth, whose company operates commercial ferries, tugs, barges, shipyard and marine bunkering operations stands to reap considerable benefit from the province's investment in energy resource extraction, pointed to the LNG Canada project in Kitimat to illustrate the impact on transportation resources.

LNG Canada has indicated plans to build a 7,000-person camp in Kitimat, requiring 1,800 buildings to be pre-manufactured and then moved to the location.

"That's like 500 barge voyages or 1,800 truckloads. That's huge. That's a life-changer," Whitworth told the strongly attended conference of fleet executives and industry suppliers. "And this is just one of 42 projects that's on the books."

But there will be a downside too. These projects will suck both material and human resources right out of other industries.

"If one or two of these projects go, good luck trying to get tires or finding a mechanic to service your engines. There are going to be some tough issues that are going to come up when someone is going to suck up 1,800 truckloads," Whitworth warned.

Banking on at least some of these LNG projects passing all the customary legal and financial hurdles to become reality, Seaspan is already investing heavily to ensure it can meet the expected increased demand for transportation solutions. (Last week B.C. locked up its first project to export LNG with Pacific NorthWest LNG looking to invest an initial \$12 billion to produce and ship Canadian natural gas to Asia).

Seaspan is purchasing three large barges in Asia to haul large construction projects and has a 16,000-ton barge under construction in China. The ship will be used to transport aggregates.

On Monday the company will be announcing plans to cut steel on the first of two new Seaspan ferries. With a length of 150 metres and a breadth of 28 metres, these ferries will each be able to carry 60 trailers, a substantial increase from the 20-48 trailers carried on current Seaspan ferries. The ferries will also be the first hybrid vessels in western Canada, propelled by LNG, diesel and battery power.

"We will be able to literally turn a switch to go to a different energy source," Whitworth said.

Both ferries are being built in Turkey with the first expected to be ready in the third quarter of 2016 and the second one by Q1 2017.

The company plans to build another



LNG Canada plans to build a 7,000-person camp in Kitimat, which could require 1,800 truckloads or 500 barge voyages of material.

three ferries once it has a chance to test which energy source, or combination of energy sources, is best.

Seaspan ferries move about 700 trailers a day and about 60% of all products consumed in Vancouver. The company is spending about a quarter billion to provide the trucking industry with better service, but Whitworth assured fleet executives this will not mean significant fee increases in coming years.

"Our bread and butter is your business...You're not going to see 15% increases just because we've got new vessels. This is not a decision to force higher pricing down our users' throats," he said.

Seaspan traces its roots back to 1886 and its shipyard operations have been a mainstay in B.C. since 1902. Yet the company's shipyard operation was reeling after the Great Recession and by 2011 had laid off about 50% of its staff. But on Oct. 19, 2011, Whitworth

received the call that proved a game changer for the shipyard's future outlook. It was awarded a National Shipbuilding Procurement Strategy (NSPS) contract to build a large number of non-combat ships, including three offshore fisheries science vessels, two joint support ships, five offshore patrol vessels, five medium endurance multi-tasked vessels as well as an offshore oceanographic science vessel and a polar ice breaker.

This fleet renewal strategy is no make-work project, Whitworth said. It was a much needed decision to re-invest in Canada's marine fleet at a time when other nations such as China are looking to challenge Canada's sovereignty over Arctic waters that are becoming navigable due to global warming.

"The ships we have now in the Coast Guard and Navy are dying. There is desperate need for these new vessels. The last time there was a major ship-

building contract in Canada was 1982," Whitworth said.

Thanks to the NSPS contract the Seaspan shipyard operation was quickly transformed from a business with no future to a business with shining future. The ships will be built over the next 30 years. More than \$150 million in infrastructure improvements have been completed to prepare the facility for the shipbuilding work. Seaspan has also built a 70,000 sq.-ft. warehouse in the Lougheed area of Burnaby to house parts and equipment required for the future construction of NSPS vessels.

Materials will be shipped to and stored in the warehouse, placed into one of over 2,100 barcoded inventory locations, then kitted and shipped to the shipyard as needed. The warehouse has two ground-level loading bays, seven dock-level loading bays as well as high-density racking, floor storage and lay-down areas.

"We are not the biggest shipyard in the world but we are the best and most state-of-the art shipyard in the world. Why? Because everything is about six months old," Whitworth said, adding that if the NSPS contract had not come along, Seaspan would likely have had to shut down most of its shipyard operations.

NSPS, designed to support a sustainable West Coast maritime industry, is expected to create over 5,000 direct and indirect jobs and generate up to \$435 million per year of GDP growth over the next decade.

Whitworth figures one the biggest challenges to meeting the shipbuilding obligations of the NSPS contract will be human resources since there hasn't been a future in shipbuilding for an entire generation.

"We need people that can hit the ground running. We have to go all over the world to find shipbuilding professionals right now. But eventually we need the talent to be homegrown," he said. The NSPS is expected to provide steady work for a period of up to 30 years. **TW**

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# Five big myths about fleet taxes

**M**y mom made the best roast beef on the planet. She would always cut it in half before putting it in the pan, and it was yummy and juicy and had a lot of flavour. When I started cooking on my own, I followed her lead and cut my roast in half, too.

I made a roast for my mom once, thinking she'd be delighted that I was using her secret cooking method. Instead, she looked puzzled when I sliced the roast in half and plunked both chunks of meat into my roasting pan. "I learned that trick from you," I said. "The magic is in cutting the roast in half."

"Sandy," she replied, "I only cut the roast in half to make it fit my roasting pan."

The moral of the story is that sometimes we do things a certain way because we believe them to be true without really understanding why we're doing them or whether they're the best approach for us today.

I come across this all the time in my line of work. People manage fleet tax compliance in ways that are outdated or plain wrong, and they're doomed to repeat mistakes because they're following a time-worn "system."

Times change. No fleet runs the same routes and trucks year after year.

If you want to get up to speed with IFTA, IRP, and other fleet tax compliance matters, here are five myths you need to skim away and toss out now.

## Myth 1: It's bad to owe money on your IFTA return

The IFTA return is simply a method to net tax owing on fuel consumed less tax paid at the pump.

In order to know the true cost of fuel when you purchase it, you have to take out the provincial/state taxes and, in Canada, the GST.

To keep things simple, let's say that fuel costs \$1.30 a litre in British Columbia and \$1.20 in Alberta. Fuel looks cheaper in Alberta, but when you take out the tax - 22.67 cents in B.C. and 13 cents in Alberta - the price is the same: \$1.07.

If you bought all of your fuel in Alberta but consumed it in B.C., you'll probably owe tax at the end of the quarter.

That doesn't mean you paid too much fuel tax or mismanaged your return.

How much tax you owe is based on where the fuel is consumed less the taxes paid on purchases.

## Myth 2: Alberta-based carriers with trip permits don't pay sales tax to other provinces

Wrong. B.C., Saskatchewan, and Manitoba collect sales tax on equipment based on temporary use.

The rules vary by province and they periodically change. Learn how tem-

## Permits & Licensing

Sandy Johnson



porary-use rules apply to your fleet (if for no other reason than to recover these taxes from your customers).

## Myth 3: It's okay to not have every fuel receipt

Not true. If you take credit for tax paid on a fuel purchase and don't have a re-

ceipt to back it up, you'll not only lose the credit but you'll have to pay the tax again plus a penalty and interest.

Worse, if that vehicle is part of the IFTA sample, your error can relate to all the other vehicles in your fleet going back four years.

You need a valid receipt to support every fuel purchase on your IFTA return. Period.

## Myth 4: Prorate is more expensive than single trip permits

See No. 2 above. Prorate fees are calculated by the weight fee multiplied by the prorate percentage for each jurisdiction. With prorate, you only pay for what you use.

## Myth 5: I have to keep track of my distance and fuel only on trips where I leave my base jurisdiction

Once a vehicle has a prorate plate and/or an IFTA sticker, 100% of the distance

and fuel is reportable. You must track all distance and fuel on all reportable vehicles all the time. "All distance" means all distance, even personal travel.

Fleet tax compliance is a complex recipe and while there's a lot you can learn from your boss and coworkers, there's a difference between knowing how to follow procedures and truly understanding the rules and how they apply to your company.

Open your mind, get some help, and don't leave yourself open to an audit. The rest is gravy. **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.*

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# Service vehicles: Log it or lose it

I want to build on last month's column because I get so many questions about how to deduct expenses for the business use of your personal car, pick-up, or van.

This is one of the most misunderstood types of claims I see, and it's an immediate red flag for an auditor. The issue isn't abuse (although it happens). It's documentation: The No. 1 reason "service vehicle" claims are denied is for failure to properly log business-related travel.

Whether you buy or lease, whether the car or truck belongs to your company or to you personally, CRA needs an accurate record of the total number of kilometres you drive in a year as well as the date, destination, purpose, and the distance in kilometres for each business-related trip.

Without it, every improperly documented kilometre will be calculated as personal travel and your service vehicle expense claims will be denied.

Since CRA can audit three years at a time, you may lose three years of claims.

## High stakes

You also risk losing GST/HST input tax credits on those expenses.

This includes the GST/HST in your lease payments, purchase price, gas, repairs, etc., which can be refunded to you at the percentage of business use.

You may have to pay back part of your GST/HST refunds.

If you're a sole proprietor buying a new service vehicle, you can claim 100% of the GST/HST immediately on your next return if you can show that the vehicle is used for business 90% of the time.

If the business use is less than 90%, you have to calculate the GST/HST included in the depreciation of the vehicle each year and claim it back over time.

Don't count on that GST/HST being refunded on your service vehicle purchase unless you are prepared to prove 90% or more business use.

If you're an incorporated owner/operator whose company buys or leases the service vehicle, then a travel log is even more crucial.

Like a sole proprietor, you too can lose the business expense claim and have to pay more tax (in your case, corporate tax).

You also can lose the right to claim GST/HST and have to pay it back.

## Taxable benefit

If your company leases or owns the vehicle, there's the added risk of having a taxable benefit applied to your personal income.

CRA uses two factors to calculate the taxable value of the company car: a "stand by" charge plus an "operating expense benefit."

The standby charge represents the benefit the employee (that's you)



Tax  
Talk

Scott Taylor

enjoys when the automobile is available for his personal use.

If your company leases the vehicle, the standby charge is two-thirds of the cost of the lease.

If it owns the vehicle, the standby charge is 2% of the vehicle's cost to the company. If the cost of the ve-

hicle is \$40,000, including taxes, the stand-by benefit is \$800 per month.

When an employer pays operating expenses incurred for personal use (including gas and oil; maintenance and repairs; insurance; and licences), this also constitutes a taxable benefit to the employee.

Corporation owners can be hit with double taxation.

Without a log to validate the business use of the vehicle, your corporation won't be able to deduct expenses, and you personally will pay more tax because the taxable benefit of using the company car will be added as income on your T4.

## Ask for help

The best evidence to support the business use of a personal vehicle is an accurate logbook.

Ask your accountant for a travel log template you can use to record the

information CRA needs.

This includes the date, the destination, the reason for the trip, and the distance covered for each trip.

After a full year of keeping a logbook, a three-month sample logbook can be used to extrapolate business use for the following years, provided the usage is within the same range (up to 10%) of the results of the base year.

Ask your accountant to help make sure you've hit that target.

It takes discipline, but the simple act of writing down your business trips is vital to making valid expense claims. **TW**

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



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# Tackling a rather weighty issue

**T**here's still no generator in my life, which hasn't been a problem as the nights have been cool enough to sleep without the need for any extra cooling than that provided by cranking the windows down a few inches and opening the bunk vents.

The lack of an APU has, however, highlighted another factor in the ongoing, will I say, saga – that of weight.

A friend recently had a world of drama at a pick-up when they loaded him too heavy. They were jumping up and

**You say tomato  
I say tomahto**

Mark Lee



down insisting that he take the full consignment. My friend point blank refused, as he should have. Now my friend has an almost dedicated LTL run down to Florida and his back-haul is usually under 20,000 lbs, so weight is not usually a problem for him. But this trip was different and he was sent to load 45,000 lbs.

He has a big bunk condo and he also has an APU and a moose bumper, which I consider to be essential for his run between Western Canada and Florida.

He can scale empty at 35,000 lbs if he manages his fuel levels before loading and that is a reasonable TARE weight for a highway tractor and a 53-ft. van trailer, especially when you take into account the extra TARE weight of a modern day Canadian truck and trailer that can run to all 48 states.

A new tractor unit will have the added weight of the emission control system, a tank of DEF, larger radiator and inter-cooler to counteract the higher temperatures caused by EGR. They will also, for the most part, have aerodynamic side skirts and cab fairings. Add to this the aerodynamic devices needed to make the trailer compliant in all 48 states and you're talking about quite a bit of extra weight compared to a new truck and trailer just 10 years ago.

Yet shippers are not taking any of this into account. It should have been dealt with a long time ago by the carriers. Legislative and economical requirements have increased the TARE weight of trucks and shippers have to accept this; if they want to move the maximum amount of freight than they need to pay a premium for tractor-trailers made of lighter and more expensive materials.

Expecting the carriers to lighten their equipment by not installing aerodynamic devices or not running modern high-efficiency tractor units with the associated emissions paraphernalia attached is not possible any more.

Of course this opens up another debate regarding the choice between a new truck or an older pre-emissions truck, but that is not an option for anyone but owner/operators and smaller fleets. They should be the exception to the rule, not the standard by which we are all judged.

This situation did factor into my own choice of tractor unit. I went for the slightly shorter, slightly narrower version of my friend's truck. It would've been nice to have the larger cab, but I want to be as versatile as possible, so I decided to make do with a smaller refrigerator and slightly less storage space. It hasn't been a problem, even on this trip which has kept me out for eight days so far.

I still have five freshly washed and ironed shirts hanging in my wardrobe (thanks to my wife, bless her) although when you consider that I had a flat-top Pete before this truck, anything larger than a sardine can has more room!

So, back to the APU saga. Yes, I would love to have one. But the disparity between the dollars is giving me a bad case of sticker shock. No matter how much I think it makes sense, paying a four grand premium because of the exchange rate is something I just cannot bring myself to do. I may have to get technical and improvise my own version of an APU. Many of you have contacted me through the magazine with tips and hints to stay warm or cool and for that I'm extremely grateful.

A couple of APU sales representatives were also in touch. It was reassuring to discover that they read my pearls of wisdom and to see that they are proactive in finding new customers and keeping up to date on what's happening in our industry.

I'm not as concerned about the potential for upsetting the often all too fragile emissions control systems on my truck as the manufacturer has recently extended both the service intervals and the DPF cleaning schedule for my engine model. This gives me faith that the engine is burning cleanly as the DPF system has proven to be able to cope with the soot from the exhaust and that little or no soot is escaping past the rings into my crankcase and the oil contained within.

It also saves me a few bucks in maintaining my vehicle and allows me to spend more time on the road, much to the dismay of my wife who now has less opportunities to hand me my honey-do list. That's what I call a win-win situation. **TW**

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

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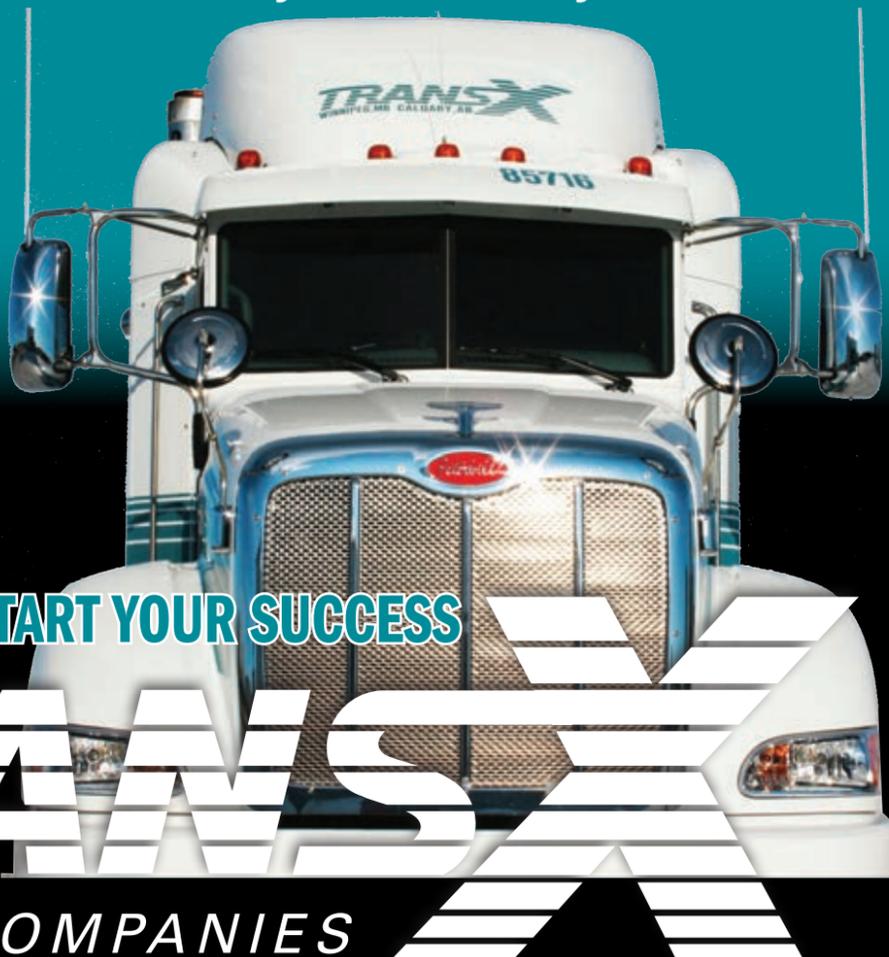
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# Shell provides optimistic PC-11 update

By James Menzies

**SAN ANTONIO, Texas** – The new PC-11 heavy-duty engine oil category being developed will offer fleets substantial fuel savings, but will it be backwards compatible?

That's the million dollar question that remains, about 18 months before the category is rolled out. And to Mike Hasinic, vice-president of maintenance support at Penske Truck Leasing, it's potentially the multi-million dollar question.

"I'm praying the OEMs come up with backwards compatibility, at least to 2007," he said during a presentation at Shell Lubricants' Global Media Event here in June. "We do a million PMs on our fleet per year and today we buy oil in bulk so we have 1,000-gallon lube cubes. We're planning on taking 1,000-gallon lube cubes now and coming up with two 500-gallon lube cubes; it will cost us millions of dollars."

The PC-11 engine oil category, scheduled for implementation in December 2016 or early 2017, features two sub-categories. PC-11A will be a straight replacement for today's CJ-4 heavy-duty engine oils.

However, the PC-11B low-viscosity engine oil category will offer substantial fuel savings that fleets will want to take advantage of, and it's that category that may not be backwards compatible.

If that's the case, fleets will have to decide whether to stock two oils or to forego the fuel economy benefits of the PC-11B oils.

While many oil companies have already declared that PC-11B will not be backwards compatible, Dan Arcy, global OEM technical manager with Shell, has taken a more optimistic view.

The company has already conducted 25 million miles of testing with a PC-11B-type engine oil and has seen no issues on current-generation engines. Still, OEMs will need to be convinced.

"At this point, all the OEMs have not specifically said whether they're going to be backwards compatible or to what degree," Arcy explained. "That's something the OEMs are going to have to tell us, and at this time we don't have that information to share."

For its part, Volvo Group foresees being able to allow the PC-11B fuel-saving oils on Volvo and Mack engines dating back to 2007. It has conducted its own testing of the new oils and hasn't seen any impact on engine durability, while fuel economy has climbed from 6.62 mpg using a 15W-40 to 6.82 mpg using a PC-11B-type oil.

"Engine durability cannot be compromised," said Greg Shank, executive staff engineer with Volvo Group. "We're starting to get good data that says it won't be. We're hoping we can go back as far as EPA07...Our engine hardware hasn't changed a lot since 2007, so that's our goal, to get back to there. It's a big deal to our customers and it's a big deal for us and it could be a competitive advantage for us to go back as far as we can."

And while the PC-11 category is be-

ing developed in the US, Shank said the specifications Volvo is creating around it will be global.

"When we introduce our PC-11 specification, it will be a global spec, not a North American spec," he said.

Arcy said the potential emissions reductions that could result from the PC-11B category oil are enormous. He pointed out that if all on-highway trucks in the US and Canada could achieve a 1% fuel economy improvement, the CO2 reductions would be equal to removing 23,000 trucks from the road.

"Reducing that 1%, we can do that today," he said. "We have products that are available that can provide fuel economy benefits greater than 1%, but where we're going with PC-11 is even lower. We want higher numbers than that 1%."

In addition to fuel savings, there are other benefits to the new category as well.

Oxidation stability will improve significantly in anticipation of hotter-running engines. Aeration improvements and shear stability will also come from the new category. New tests are currently being developed to measure oxidation control, aeration and shear stability.

Fleets already running lower-viscosity engine oils, such as a 10W-30, will be able to get it as a PC-11A or PC-11B category oil. Those in the latter category, however, will offer even greater fuel savings.

By the time the new category is finalized, the oils will no longer be referred to as PC-11.

The PC stands for "proposed category" and they will no longer be pro-

posals. It's expected the A category oil will be referred to as CK-4 and the fuel economy oil will be called FA-4. Developing the category will have taken about five years when all is said and done.

The new category was scheduled to be launched in early 2017 but truck OEMs are pressuring oil companies to move it forward to December 2016 so they can use the fuel savings as a means of complying with anticipated GHG Phase 2 fuel economy targets.

Arcy predicted this will be possible, but the decision still must be voted on and approved by stakeholders.

While the new oils will likely cost more, Penske's Hasinic said he's hoping it will also be possible to extend drain intervals to help mitigate any cost increase. **TW**

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## Vocational Report: Focus on forestry

### B.C. forestry sector poised for steady growth

By Jim Bray

**SALMO, B.C.** – British Columbia has traditionally been one of Canada's leading regions for the forest industry and despite some major challenges – not all of which are related to the economy – it appears to be poised for continued growth over the next several years.

That's according to Chris Sutherland, president of the Salmo-based Sutco, who told *Truck West* he thinks the industry will rebound after a couple of challenging years.

"Lumber prices are little bit weak right now, but in the longer term they are forecasting stronger lumber prices," he said, noting that "many of the mills in this area have put money into their (operations) to get more production, so they're going to need more logs."

His forecast is aimed more at southern B.C. than other regions of the province, however, mostly because "in Central B.C. there are too many mills for the volume of logs available. But here in the west Kootenay, I think we're going to be very healthy for a long time – as long as the whole economy, and US housing, keeps increasing and the demand remains strong."

The reason Sutherland thinks the Kootenay area will fare better than more northerly regions is because, in part, of the mountain pine beetle that has been wreaking havoc in other parts of the province over the past decade.

"There's too many sawmills (up there) compared to the amount of volume of timber there is," he said, "whereas down here – we're still going to struggle, don't get me wrong – but I don't think there'll be any mill curtailments in this area. But there'll definitely be some mill curtailments (in other regions) because there just isn't enough fibre."

The beetle issue is nearly moot now, he said, but the task of getting a handle on the little critters meant "we overhar-

vested for the last seven, eight years."

He was quick to point out the overharvesting wasn't due to some greedy attempt on the part of the industry to make a few extra quick bucks, but, instead, was caused by the fight against the insect. "They've been overcutting because they've been attacking that beetle wood and now that wood's gone," he said, "so the province has been overcutting in a good way, but in the south we didn't really have that problem. The mills are running good and we have a sustainable fibre supply here."

Now that the overcutting has ended, Sutherland said, the situation in the province overall is back to being sustainable – though he noted that sustainability also creates its own challenges.

"We can only cut as much as we can grow," he said.

Still, conditions have improved to the point where Sutco is planning to expand its forestry operations this year, adding "two to three trucks," according to Sutherland. That means finding people to drive them, of course, an issue Sutherland thinks his company is positioned well to handle.

"We try to be the leading trucking company in the industry; we truly want to be the best," he said. "We run modern equipment, and we're all about sustainability and looking after our employees."

That said, Sutherland noted that finding competent drivers in the west Kootenay is still a challenge, mainly because of its low population compared to other regions, coupled with the different skills required to drive logging trucks.

"It's just a different breed of driver," he said. "It's tough to take a highway guy and turn him into a vocational log truck driver and I think that's our biggest hurdle right now, getting educated and experienced log truck drivers."

To combat that, Sutco offers what Sutherland described as a great training program.

"We have log truck coaches and we try to mentor experienced highway drivers into good logging truck drivers. It's not something where you can just put the guy in the seat for a couple of days and off he goes. It takes months."

Issues include driving off road, as well as load securement. "It's way more precarious," he pointed out. "A lot of these bush roads are steep with multiple switchbacks and it's definitely different than highway driving."

Sutco's customers are based in the west Kootenay area, including the big Celgar mill in Castlegar.

"They take a lot of round wood pulp logs and are probably our largest customer," Sutherland said, noting that they also work with companies such as Interfor, Atco Wood Products and the Thrums-based Kalesnikoff.

"We have seven trucks, full-time all the time," he said, noting that "we were up to a dozen back in the heyday, back in '08 and then of course with the recession we curtailed way back to just a couple and now we're ramped back up." **TW**



### B.C. log hauler turns 20

**SALMO, B.C.** – In early June, Sutco celebrated its 20th birthday in style.

The celebration took place at its head office in Salmo, B.C. where almost 300 people gathered to congratulate the company on its longevity and success over the years.

The day involved a BBQ and go-karts, sponsored by Kaltire, a bouncy castle for kids sponsored by Inland Kenworth, an excavator contest sponsored by Brandt Tractor and a rock'n'roll concert sponsored by Cookson Motors.

Sutco began back in 1995 when Chris Sutherland, his father Robert Sutherland, and now wife, Melanie Sutherland, decided to join forces and start their own trucking company dedicated to the log hauling industry. They set up shop in a spare room of a mobile home. Within the first five years the company built its fleet up and had 12 trucks running for them.

And since then, business just kept on growing.

Today, Sutco consists of a fleet of 75 trucks and 137 trailers. To thank its staff, Sutco recognized its long-standing employees with gifts. Five-year staff got jackets, while staff who have been around for a decade received watches. **TW**

# Alberta forestry companies becoming power players

By Jim Bray

**EDMONTON, Alta.** – With a green-focused new government in power, some members of Alberta's business sector may be gun-shy about making new investments, but that doesn't appear to be the case with the province's forest industry, which is supposedly not only poised for growth, but is providing alternative energy for Albertans as well.

"We've seen a lot of electricity generation from our industry," said Brock Mulligan, director of communications for the Alberta Forest Products Association, "and that's a big thing. We generate about 320 MW of green electricity, which allows us to make use of almost all of the (fibre) resource."

What they do, basically, is use parts of the wood – such as bark and sawdust – that would previously have gone to waste, burning it to create electricity to not only help power their own operations, but also for sale.

"In a lot of cases, they have additional electricity left over from powering their own operation and they're able to put that on the grid," Mulligan said. He figures there are about 10 facilities generating their own power that way, with "a few more that are sort of in the process."

Mulligan reported that Alberta's forest sector saw growth of around 8% in 2014, which has allowed play-

ers to "make some investments at the mill level, making them more efficient and also to diversify their product base a little bit."

Extra business puts pressure on the province's infrastructure, of course, and Mulligan noted that the forest industry is grateful to the trucking industry for not only helping get the logs to the mills, but to help move finished product that might normally travel by rail.

"It's very helpful for us to have trucking capacity in that we often have trouble with reliability from the rail companies," he said, citing the availability – or lack thereof – of rail cars coupled, sometimes, with costs.

"We've certainly agitated for having increased reliability from that (rail) industry because it's critical in accessing new markets and serving our existing customers," Mulligan said.

"The Asian market has been a considerable asset to us as it's developed over the past few years and we know that continuing to access (Asia) means we have to get stuff to the coast efficiently and predictably."

Since rail cars can be at a premium, he said, "it definitely creates a bit of a scramble, a backlog, so we need both trucks and rail to be kind of firing on all cylinders."

On the other hand, the shortage of truck drivers is being felt in Alberta's forests, too.

"In our industry, shipping finished

product is definitely a big issue on both the logging side and the mill side," Mulligan said. "We've spoken to government about that and are advocating for ways that we can train more truck drivers."

He pointed out that his group is part of the Alberta Coalition for Action on Labour Shortages, which he said also includes the Alberta Motor Transport Association.

"It's a group of employers from a wide variety of industries that ad-

represents a large portion of our industry. He's very interested in the (industry's) future and how we can work together to maintain its strength."

The bottom line for Brock Mulligan is that things are good in the Alberta forest sector and will probably stay that way, which is good news for the trucking companies that work there.

"We're working really hard as an industry to ensure that we're sustainable," he said, "and trucking's going to be a huge part of that. We're kind

of interconnected because folks in (trucking) depend on us for jobs and business and we depend on them to bring our fibre in and move our product out to market. And it's a really good relationship."

Mulligan also thinks the sector will continue to expand.

"We're doing everything we can to make sure our industry stays strong," he said, noting that between 2011 and 2015 the industry invested \$1.5 billion worth of capital into facilities as well as working toward diversifying its markets.

"That's paid off," he said, "and it looks like the US housing market is going to go on a bit of the run here in the next few months and we think that we're well-positioned to take advantage of that." **TW**

"We've seen a lot of electricity generation from our industry."

**Brock Mulligan, AFPA**

vocate for solutions that are going to allow us to train people quickly and do what we can to meet the labour shortage in Alberta."

Mulligan said he doesn't anticipate having problems working with Alberta's new NDP government. "We've reached out and had initial conversations with (the NDP)," he said, noting that new Agriculture and Forestry Minister Oneil Carlier hails from White Court, which Mulligan said

## Saskatchewan's hot economy extends to forestry

### Road conditions, lack of qualified drivers remain an issue for log haulers and producers in Saskatchewan

By Jim Bray

**PRINCE ALBERT, Sask.** – As Alberta moves into an era of uncertainly thanks to low oil prices and a new government intent on ensuring "social justice," the once have-not province immediately to its east faces an entirely different future – and according to one industry expert, the government in power has a lot to do with it.

That's the upshot from Ian MacIver, general manager for Sakâw Askiy Management of Prince Albert, a partnership formed between six forest companies and two First Nations. MacIver sees good things happening in Saskatchewan, though he noted it's been a while coming.

"It's an industry that suffered through the (2008) crisis like everyone else," he said, "but Saskatchewan is a real engine right now; there's been a real kick-off once the Saskatchewan Party stepped into office to really try and make things a lot more business friendly. I think (the province) is definitely on the right trajectory."

While Saskatchewan doesn't have the same forest industry scope as British Columbia, MacIver said

"we're like the little engine that could," noting that there have been some "real significant things" happening in the province recently.

For example, "one of our shareholders, Edgewood Forest Products announced probably two, three months ago that they'll be investing \$25 million in their sawmill in Carrot River this year."

MacIver said the company is planning to bring in some European technology that "really focuses on the small logs and the less desirable-shaped logs...to improve their lumber recovery."

He also noted that a buyer has been found for the currently-shuttered plywood mill at Hudson Bay, in eastern Saskatchewan.

"There's not a whole lot more detail on that," he noted, "but the hope is that they'll be able to recommission (the Hudson Bay) mill. I think the numbers are there – 75% of the production has come back," he said.

The Hudson Bay mill is one of three larger mills in Saskatchewan that are currently closed, the others being Prince Albert Pulp and Carrier Forest Products, both from the Prince Albert area.

With all that wood about to be cut,

there'll surely be issues getting it to market.

"The Ministry of Economy will tell you that there is probably room for two to three more medium to large size facilities available to be run – could be sawmills, could be some other technology that uses wood fibre – but...the condition of the roads is always a challenge," MacIver said. "If you look at the metrics within Saskatchewan, for a population of 1.2 million people you've got the highest density of roads in North America – you've got 1.2 million people trying to look after all these roads in the province. So road maintenance becomes the issue, and maintenance ain't very sexy. But give (Premier) Brad Wall and his crew credit: there's been an awful lot of real strong initiative to go in and update and improve a lot of the existing road infrastructure, which are critical to...having year around access to world markets."

The other side of the "getting the stuff to market coin" should surprise no one who's been paying attention to the trucking industry's issues: getting enough people to do the jobs.

"I think one of the big issues that everyone's quite concerned about is the age distribution of the drivers," MacIver said. "You pass these truck stops and there's an awful lot of white hairs."

The main thrust of the industry going forward, MacIver said, is getting

to a true, results-based environment, a "less prescriptive, sort of, behaviour of the government" in which the province sets the rules, then gets out of the way.

"All of the companies have embraced and developed Environmental Management Systems...and a lot of maturity has come to the workforce and that's a really good thing. It should be a hand in glove marriage and we really want to get there. We're doing the planning – so let our professionals do the work and then measure us on that outcome."

It isn't as if the forest companies actually own the resource, he noted.

"We hold licences on government land – the people of the province still own the land – and our desire is to have a...mature adult-to-adult relationship."

He admitted that it'll take some time for that to happen, however.

Still, things are looking good across Rider Nation.

"There's lots of great opportunity here in Saskatchewan," MacIver said. "We have lots of investment happening, and we've got a forest management process we're going through right now to develop a really strong, scientifically-based forest management plan for the next 20 years, and those are all really good things. We see a real bright future. The timber's there; we're just looking for good people to be involved with us." **TW**

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# Full steam ahead for B.C. forestry fleet

By Jim Bray

**KAMLOOPS, B.C.** – Third-generation trucker Greg Munden of Kamloops, B.C.-based Munden Ventures, thinks his business and the log market at large are poised for growth over the next few years and he plans to be there to help.

Munden Ventures can trace its roots back to post-war US.

“My grandparents actually started in business just after the war, in California,” he told *Truck West*. “The government had road construction projects to get people who had come out of the various military disciplines back to work, so they bought an old army surplus dump truck and started working.”

This took them from California, to Washington, to Missouri – and eventually to British Columbia and the Kamloops area. The rest, as they say, is history.

As for Munden himself, he worked his way right up through the ranks.

“I got my Class 1 licence and worked in the office during the day and drove at night,” he said, “at least enough to say I could do it and to relate a little bit to our drivers.”

Over the next several years he learned the business side from his parents, who were running things by then, and by about 1996 – when his parents started stepping back into semi-retirement – he took over the day-to-day operations. The Munden family actually had three different companies by then, all doing the same kind of work, and that turned out to be ideal for Greg and his two younger brothers.

“Each of us was targeted to one of the companies and gradually took over,” he said, adding that, while they were separate corporate entities, they often shared facilities.

Now, Munden and his wife, Kim, operate 15 trucks in their log harvesting division, but that’s only part of their expanding business.

“We also operate a commercial vehicle maintenance and certified government inspection facility where we do our own maintenance and a fairly large business with third-party trucking companies in the area,” he said.

The company offers a variety of pre-

ventive maintenance programs, repairs and inspections and recently started a manufacturing business where it builds, inspects and certifies petroleum tanker trucks. It’s this commercial vehicle maintenance side that’s showing the biggest growth currently.

“It’s been growing a lot, just naturally on its own,” Munden said. “We don’t do a lot of advertising or anything but we’ve got 14 guys in the shop doing maintenance for our stuff and a wide range of other customers. We’ve become kind of a one-stop-shop for not only general trucking companies but in particular, for petroleum haulers. There’s really not many shops that can offer all the tank services they need, from inspections or repairs and testing to all the general maintenance work, so we’re fairly unique in being able to offer both to that sector of the market.”

The company’s six-bay shop features a complement of certified mechanics running from 7 a.m. until midnight, seven days a week.

“We’ve tried to be innovative on how we do shifts,” he said. “Our guys are almost all on four-on/four-off shift rotations, which provides us the opportunity to offer seven-day-a-week service to our customers and gives (our mechanics) a really nice work-life balance where they’ve got four 10-hour shifts and four full days off after that. That seems to have worked well for us and I think it’s those kind of unique things that differentiate us from some of our competitors.”

That side of the business keeps Munden and his people busy enough that he isn’t pushing for expansion on the trucking side, mostly because of the state of the market today.

“Our roots are in trucking,” he said, “but the returns aren’t what they need to be to justify expanding the driver situation and the challenges in attracting and retaining people. We’re fortunate we’ve got a lot of long-term drivers and it’s not going to be easy to replace (them)...but for sure our workforce is aging. So we’re not running out to look for expansion opportunities for the trucking.”

When new drivers are needed, Munden plans to ensure a steady supply mostly via word of mouth and his



Greg Munden, head of Munden Ventures, sees a bright future for the sector.

company’s reputation.

“We’ve always tried to take care of the people we have, so not only do we retain them and keep them in the industry for as long as they want to be here, but also so the reputation is out there that we’re a good place to work.”

He said they not only offer good equipment that’s maintained well but “We’ve got a full benefits program, including a pension plan, and our guys don’t have to do maintenance on the trucks, so they can literally drive the truck, bring it back at the end of the day, leave their list of issues with the shop and go home and spend time with their family.”

Munden credited his company’s success to the people who work there.

“I really do want to give credit to the staff we have, the drivers, the mechanics and the admin people,” he said. “I think it’s 100% them and their effort, and the work they put in has allowed us to grow and succeed in a tough industry.”

As for the overall state of the forest industry that’s Munden Ventures roots, “the industry generally is fairly good,” Munden said. “A year ago it looked like it was going to be really strong and then there was a significant slide in the lumber market pricing, which came as a bit of a surprise to everybody.”

He said the slide put a lot of pressure on the mills he works with to focus on keeping costs down “and that obviously makes negotiating difficult at a time when you thought you were going into a

period of real opportunity, where mills would be very profitable and in turn you might have an opportunity to make some gains on the rate side.”

The weaker Canadian dollar hasn’t helped, either.

“There’s a \$25,000-30,000 premium on the trucks that we would order right now versus a year-and-a-half ago, and it impacts our parts pricing as well.”

And as tough as it might be, however, Munden predicts the future will be positive.

“I think the US economy is going to keep ticking along and as a result the lumber market is probably going to steadily improve,” he said. “The really tough winter in the east had a big impact on the on the lumber market too, so there’s certainly opportunities.”

Munden thinks the trucking industry at large should be doing more to attract new talent.

“It’s important that people learn there’s a lot of well-paying opportunities (in trucking) that can establish a work-life balance – including all the support services, whether it’s mechanics or dispatchers or office administration people.”

He said trucking also offers “a unique opportunity to have a certain amount of independence and to be out, whether it’s in the woods doing what we do or seeing different parts the province or the country. There’s going to be an awful lot of opportunity for people who want to look at this business.” **TW**

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## Cummins road show gets rolling

**MISSISSAUGA, Ont.** – Cummins' North America-wide Redefining Tour rolled into Canada for the first time June 24, setting up camp at Cummins Eastern Canada in Mississauga. It featured a rolling exhibit and trucks from various OEMs, each featuring Cummins power. The highlight was the 2017 ISX15 and Cummins' single module aftertreatment system.

Also on display were: the ISB6.7; the Cummins Westport ISX12 G natural gas engine; and technologies such as the SmartAdvantage powertrain, Con-

nected Diagnostics, ADEPT and more.

The Toronto appearance is one of four Power Stop events, and the only one in Canada. Power Stops feature additional Cummins diesel and natural gas equipment. Other Canadian dates on the tour include: Winnipeg, Man., July 21; Edmonton, Alta., July 24; and Vancouver, B.C., July 27.

While the 2017 prototype ISX15 engine was a draw during a sneak preview of the road show June 23, Christoph Horn, Ontario territory manager with Cummins, said customers won't

have to wait until 2017 to enjoy the latest technologies.

The new single unit aftertreatment system better contains heat, Horn explained, allowing Cummins to regenerate the diesel particulate filter less frequently and extend DPF cleaning intervals. New this year on the current

product will be Advanced Dynamic Efficient Powertrain (ADEPT), an optional spec' that will include SmartCoast. This new feature disengages the automated transmission to save fuel on downhill grades of less than 4%, Horn said. For more details on the tour, visit [www.CumminsTour.com](http://www.CumminsTour.com). **TW**

## B.C. technicians win Mack Masters competition

**PRINCE GEORGE, B.C.** – A Canadian team took home the gold in the final round of the inaugural Mack Masters Competition held recently in Allentown, Penn.

The winner of the intense, hands-on final challenge was team Babine PG from Babine Truck & Equipment of Prince George, British Columbia. Members of the team included: Matthew Giesbrecht, Tyler Kronebusch, Clarence Oosterhoff and Dan Orser.

The Mack Masters Competition, which started in September 2014, tests participants' knowledge of Mack service procedures and systems with questions and tasks that require the teams to work together to solve problems.

"Mack Masters is all about recognizing our outstanding technicians who demonstrate the skills, collaboration and problem solving needed to service today's sophisticated trucks and maxi-

mize uptime for our customers," said Stephen Roy, president of Mack Trucks North America. "Each team proved to be a strong competitor in a very close competition. But, at the end of the day, the team from Babine Truck & Equipment came out on top, and we couldn't be more proud to recognize their commitment to service excellence with the inaugural championship."

The final round saw teams rotate between five stations each with a unique set of service challenges – like installing a complete engine harness and troubleshooting a truck with multiple service codes.

A panel of Mack experts at each challenge evaluated and ranked the teams' performance to determine the champion.

The inaugural competition saw almost 1,000 participants making up 263 teams from 171 locations throughout the Mack dealer network. **TW**

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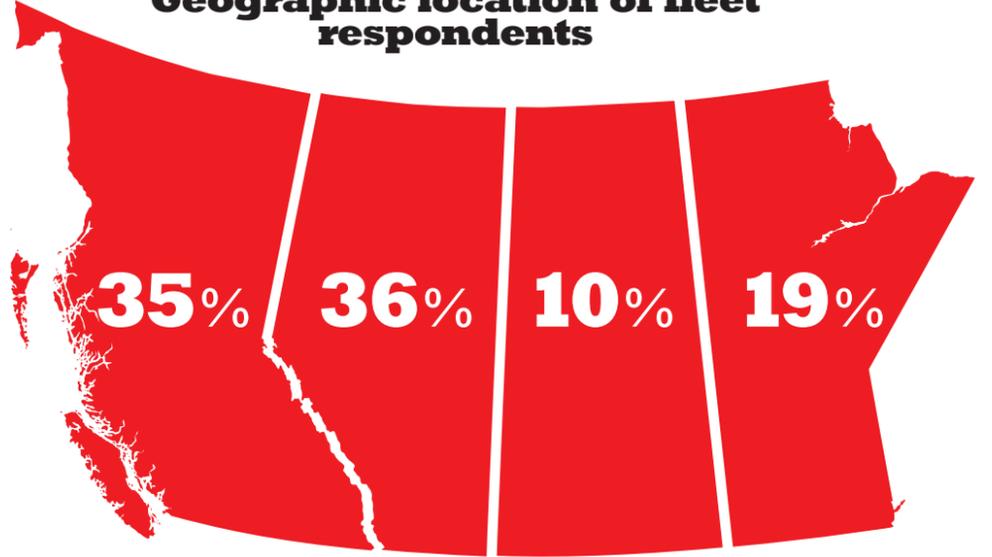
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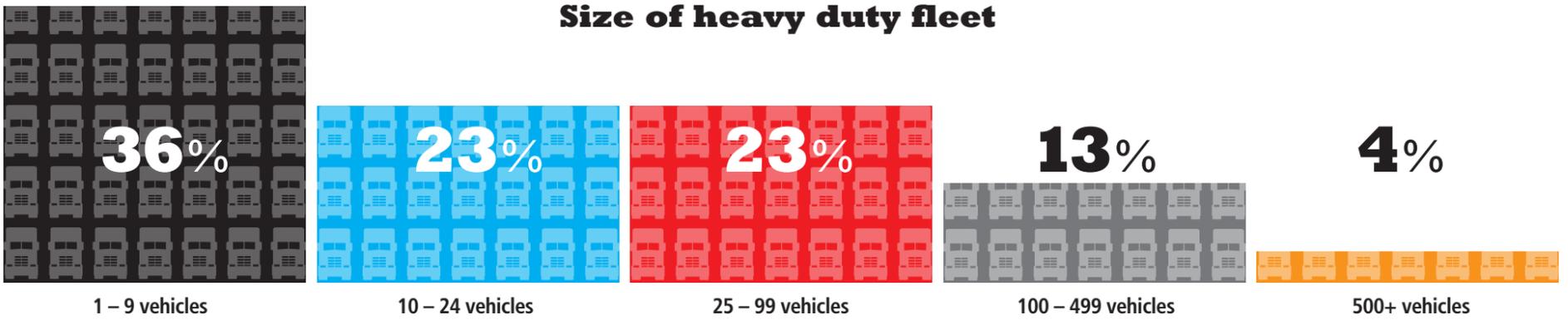
# FIGHTING BACK

INSIDE THE TRUCK PURCHASING PLANS OF WESTERN CANADA'S FLEETS

Geographic location of fleet respondents



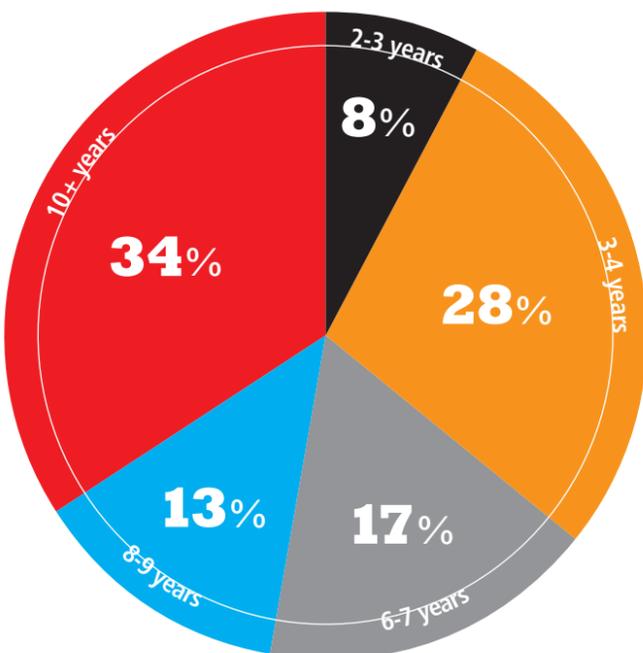
Size of heavy duty fleet



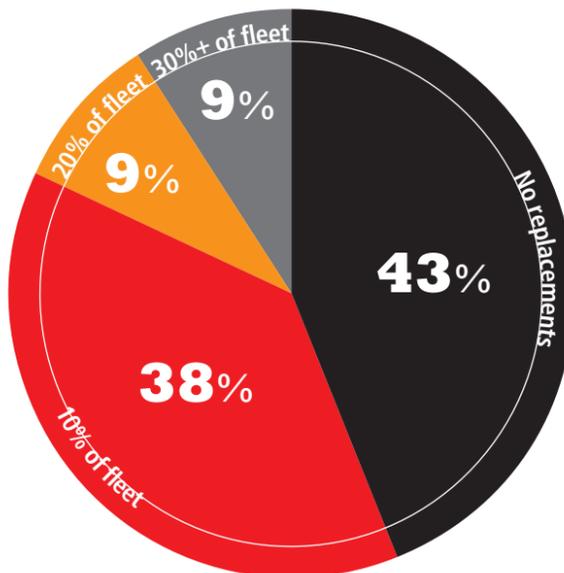
Fleet activities



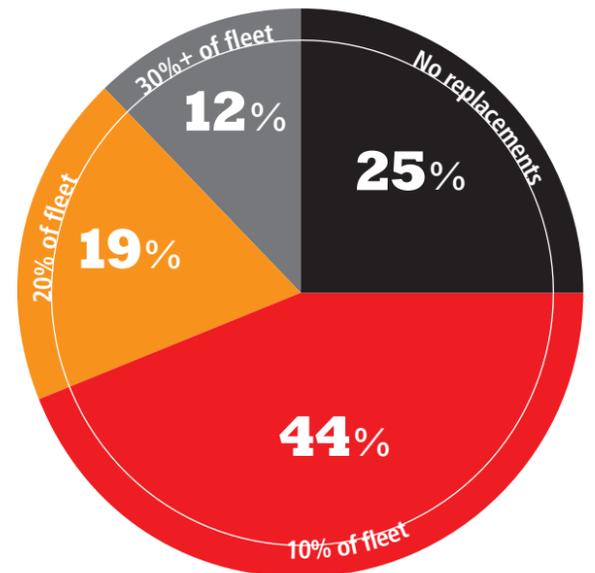
Current trade-in cycle for heavy duty trucks



Percentage of HD fleet anticipate replacing by end of 2015



Percentage of HD fleet anticipate replacing in 2016



**T**he Western Canada economy, particularly in Alberta and Saskatchewan, has been feeling the shock of low energy prices. With energy pricing expected to rise through the rest of 2015 and into 2016, however, the economy should rebound

and with that the plans of Western Canada motor carriers to purchase new equipment. Our just completed annual Equipment Buying Trends Survey shows that almost 60% of carriers have plans for new heavy duty truck purchases for the rest of

2015 and 75% expect to replace at 10% of their fleet next year. Equipment replacement cycles have lengthened since the Great Recession with almost two-thirds of carriers hanging on to their heavy duty trucks for longer than 5 years. **TW**

By Edo van Belkom

THE STORY SO FAR

Mark gets a regular route from Edmonton to Yellowknife transporting supplies for the winter ice roads. Halfway through his first trip he gets sleepy and nearly drives off the road. When he takes a break and gets out of his truck, he's swarmed by insects. After jumping back into his truck, he is fighting off the bugs all the way to High Level.

Mark reaches Yellowknife and immediately hits his bunk in the yard in an attempt to get some much-needed sleep. However, Johnny Jones, a driver Mark had helped in the past recognizes Mother Load and refuses to go away until Mark lets him take him into town. Mark has a great time, but gets little sleep, making driving even more of a challenge...

Back in Edmonton, Mark checked into a hotel and wasted little time getting settled in. He bought a take-out meal from a Chinese restaurant next door then ate it dressed in his underwear and watching the Eskimos hand it to the Argonauts at Commonwealth Stadium. Feeling full, and a little bit sleepy, he took a long hot shower and was more than ready for bed even though it was just only just past nine in the evening. The bed-sheets never felt as warm and comfortable and in moments he was out. But the respite was short-lived.

In his haste, Mark had neglected to shut off his cell phone, and now the device was ringing and ringing...as if someone on the other side of the world really wanted to sell him new windows, or someone on this side of it really needed to get in touch with him.

He reached over and took a look at who was calling. It was his mother.

"Hi mom," he said.

"How did you know it was me?"

"Technology, ma," he said. "It's come a long way since the phone was invented."

"You would think so, but I've been trying to call you for a while now and it kept telling me that your phone was unavailable. Have you been paying your bills?"

Mark recalled that there had been a number of missed calls, but he'd thought that had just been because he'd been out of the range of most providers. If it was important, he always said, they'd call back. "No, mom, I've been up north where there's no cell phone reception."

"Oh, okay."

"Is something wrong?"

"Not any more."

"What do you mean?"

"Well, your father was in the hospital with blood clots on his lungs."

"Geez, that sounds serious."

"It is, I mean it was. They say that one out of every five people die from it."

Mark could feel the blood drain from his face. "He's still alive though, right?"

"Yes, he was one of the luckier ones. He's been complaining of pain on his side for days but refused to go to the hospital. You know how he is..."

Mark knew. He was a lot like his father in that regard, never admitting there was a problem until it was almost too late. "How'd you get him to go?"

"I called the doctor and told him what was going on."



# Miles to go before I sleep

PART 3

Doctor Katz called him back right away and ordered him to go to the hospital.

"So he's going to be alright?"

"He'll be on some medication for six months, then they are going to re-test him. The doctor at the hospital said he'll probably be on blood thinners for the rest of his life."

Mark breathed a sigh, but there was still an awful knot in his chest. "Do you want me to come down and be with you?"

"There's really no point," his mother said. "The worst is over and he's home from the hospital now. Worst thing is he's inside the house all the time now. Every time I turn around he's there. Maybe in a few weeks you can pass by and take him with you on a day trip or maybe a single overnight to Montreal or Chicago."

Mark's dad had been a trucker his whole life and was one of the reasons Mark took up the gig. "I'd like that."

"He would too," she laughed. "Hell, I wouldn't mind so much if he were out of the house for a couple of days."

They talked a while longer, and his mother told Mark what was going on with all the rest of the family, but all Mark could think of was his father nearly dying while he was about as far away from the man as you could be and still be in the same country. Thank God he didn't die...that would have been one of the saddest and longest drives home in history. The conversation wound to a conclusion. "So come by in a few weeks. He'll be finished feeling sorry for himself and be ready to get out of the house by then."

I'll be like that guy in front of me, unable to decided which he likes driving over better - the shoulder or the centerline. And that's when it hit him. The driver in front of him, also hauling a step-deck loaded with bags of concrete, was falling asleep at the wheel. He was veering from side to side, then overcorrecting before settling down for a minute or two of straight driving. Mark got on the CB radio hoping to get the guy's attention. "Hey concrete-bagger heading north on the MacKenzie just north of Peace River, you got your ears on?"

No answer. Mark closed in tight and blasted his horn. Nothing. The truck just continued on following the straight line of the highway. Up ahead was a sweeping left-hand turn. Mark blasted the horn again, but the truck in front of him just kept on driving straight, slowly drifting to the right, then going right off the road and down into the ditch, coming up again - still upright - on the flat ground on the side of the highway. Mark immediately geared down and pulled over.

Mother Load seemed to take forever to stop. Mark jumped out and ran back down the highway and off the road. He climbed up the side of the cab and opened the door. The driver was slumped over the wheel, asleep but looking very much as if he were dead.

"Hey buddy, wake up!"

Mark slapped a gentle hand against the man's face - once, twice, three times. Finally, the driver's eyes fluttered open. "What happened?" TW

- Mark Dalton returns next month in the conclusion of Miles to go before I sleep.

Illustration by Glenn McEvoy



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Custom Truck Sales celebrates its 50th anniversary with customers.

## Custom Truck Sales celebrates 50th

REGINA, Sask. – Custom Truck Sales recently celebrated its 50th anniversary as a Kenworth dealer, inviting nearly 1,000 customers to five events at its Manitoba and Saskatchewan dealerships.

The five events were tied together by a tour lead by Kenworth T680 and T880 trucks, painted in the company's colours and decorated with 50th anniversary decals. Custom Truck Sales dealerships in Regina, Saskatoon and Estevan, Sask. and Brandon and Winnipeg, Man. hosted the events.

The company was founded by Arnold Leach and is now run by his grandson Brent Leach. Brent's brother Ken is vice-president and sister Wendy Williams is one of the company's operating directors. Another brother, Rob, is a non-operating partner.

"Back then, the Kenworth LW924 and the Kenworth W923 had a strong reputation among oilfield explorers and vocational customers for handling the 40-below temperatures and the area's diverse environment," Brent Leach said of the company's beginnings. "The W900 and K100 cabover also were the truck of choice for Canadian long-haul truckers. Grandpa Leach just knew Kenworth represented our family's future."

"If my grandfather were alive today and looking for a sign that he and my father had made the right choice to join Kenworth, the positive customer reaction to those four commemorative Kenworth trucks at our anniversary celebrations certainly would have said it all," Brent added. "We certainly appreciated having nearly 1,000 of our customers join us in celebrating our 50th an-

niversary."

Custom Truck Sales also made a "major donation" to STARS Air Ambulance, which provides emergency medical aid and life-saving transport via helicopter and plane to critically ill and injured patients in Alberta, Manitoba and Saskatchewan. **TW**

## TruckPro adds western dealers

LONGUEUIL, Que. – TruckPro has expanded its dealer network in Western Canada, with the addition of new members in Alberta, Saskatchewan and the Yukon.

New members include: Prairie Diesel, Humboldt, Sask.; Two Hills Auto and Industrial Supply, Two Hills, Alta.; and its first member in the Yukon territory, Kulan Mechanical in Whitehorse.

TruckPro says it has grown its network from 73 member locations in 2014 to 103 today, making it the largest network of heavy vehicle repair centres in Canada. It is part of the UAP Heavy Vehicle Parts division, which includes Traction parts stores. **TW**

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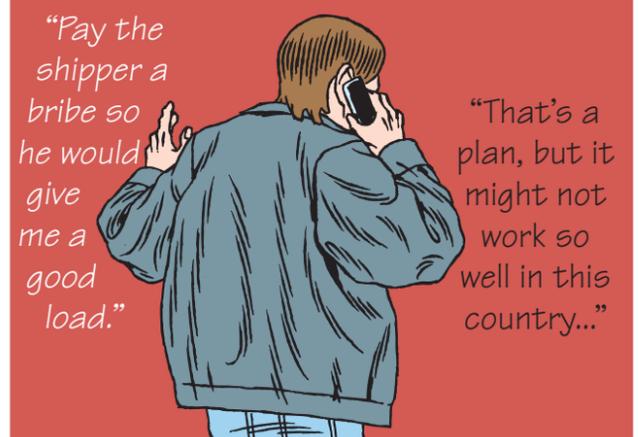
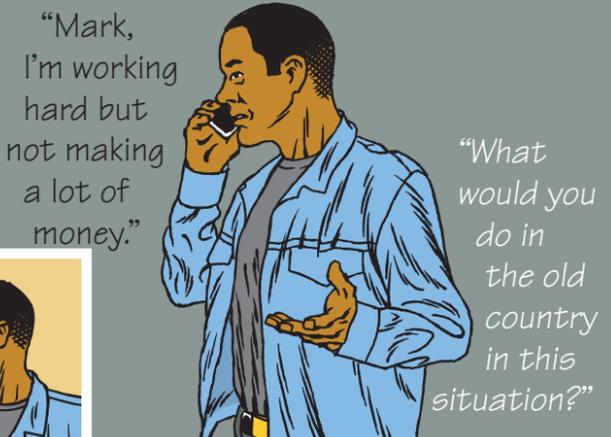
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- Are you responsible either directly or indirectly for equipment maintenance?  YES  NO

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# The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic is becoming discouraged. He's doing everything right, keeping his nose clean, delivering everything on time, but he's still not making much more money than he was before. He is wondering if coming to this new company -- Newland Transport -- was a good idea. He wasn't at the point of quitting and going back to his old job yet, but he could use a little advice and he knew just the man to call.



"...I think you should just show up for work every day, make your deliveries on time and treat everyone the way you'd like to be treated."

Vic takes Mark's advice to heart, but still feels his old country ways are worth a try. The next day he shows up with cups of Tim Horton's coffee and hands them out to the shipper, loader and anyone else he could find.

Over time, he gets slightly better loads and everyone knows his name. Things get better, but he still isn't making much more money.

Then one day weeks later, Vic is driving along a rural road north of Toronto and sees a fellow container driver pulled over onto the side of the road. There is a car parked on the shoulder in front of the truck and men are approaching the idling truck. Vic's first thought is to drive on by, but he remembers Mark said he should treat people well. If he were stuck, he'd want another driver to help, so...

"I bet he needs help?" Vic said aloud, pulling up alongside the truck and rolling down his window to offer assistance.

The men approaching the truck take a look at Vic, turn around, run to their car and drive away.



The next day Vic is a hero at the yard and everyone is bringing him coffee. The driver who'd nearly been hijacked the day before lets Vic take his load, a valuable shipment of computers to New Brunswick. Vic is grinning ear to ear. Maybe at last, he'll start making real money.



But halfway to his destination, while parked on the side of the highway, a car pulls up in front of him and several men in masks get out. They get Vic out of the cab and watch him while another truck pulls up behind Vic's truck and empties out his container.



They drive away and Vic is left stunned.



But after a few moments, he begins to laugh. This would have been the first load that paid some really good money.

Illustration by Glenn McEvoy



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## Stahl Peterbilt launches Mobile Parts Store

**GRANDE PRAIRIE, Alta.** – The Stahl Peterbilt Parts department in Grande Prairie, Alta. has launched a Mobile Parts Store, the company recently announced.

The new rolling store will provide a service to those in northwestern Alberta who would have to pay for shipping on common parts, and wait for delivery, the company said.

Driving the Mobile Parts Store all around Northwestern Alberta is Clay Falzerano, the company's outside parts salesman. Peterbilt, Paccar, TRP, CAT and Cummins are a few of the product lines offered on the mobile parts store.

"We are very excited to have this unit on the road. There was no doubt that our Parts customers in Northwestern Alberta needed a service like this; already we've experienced an incredible

response from the customers that have used the service. We want to change the way our customers buy parts; the Mobile Parts Store does that. We look forward to putting more units like this on the road in the future to better serve our customers all over Alberta," says Eddy Stahl, president of Stahl Peterbilt.

The store is set up in a 2015 Peterbilt 337 with a 24 ft truck body and is stocked with common parts. It also has Wi-Fi enabled in order to take debit or credit payments, or access charge accounts on the dealer billing system.

"This is the first unit of its kind from Stahl Peterbilt and it is designed to save customers money on shipping costs, get them parts when they need them, and give them the opportunity see parts in person before buying," the company said. **TW**

## Trailer Wizards expands Delta facility

**DELTA, B.C.** – Trailer Wizards has announced the expansion of its Delta, B.C. service facility. The 13,500 sq.-ft. facility now features 24 bays and provides trailer rentals, leasing, service and parts for B.C. customers, the company announced.

It is located at 10387 Nordel Court in Delta, just off the South Fraser Perimeter Highway.

The expansion added 10 bays, a newly updated office and dispatch areas. Trailer Wizards will use the space to service customers from the Langley area, having closed its shop there on June 30. **TW**

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# Triton Transport: One colossal company making major moves

By **Sonia Straface**

**CHILLIWACK, B.C.** – Triton Transport’s motto may as well be “go big or go home” because if its drivers don’t haul the big stuff, they can park their rig in the driveway.

Triton is a transportation company based in British Columbia that specializes in oversize, overweight equipment, and mainly services the oil, mining, and infrastructure industries. The company has been steadily growing over the last decade and has appropriately positioned itself as one of the largest and most well-known heavy-haul carriers in the province.

Behind the company’s success is its president, Murray Scadeng, who humbly says the growth and prosperity of the company is really thanks to the people he works with every day.

Triton began back in 1987 as a one-truck operation under the name Avonvale Transport. Scadeng was the only employee back then and worked out of his home hauling contractor’s equipment around Vancouver. In 1997, Avonvale, which over the first decade of its existence had grown thanks in part to Vancouver’s booming home construction industry, was looking to get into the mining and forestry sectors. In 1998 Joe Bragg who was well-versed in multi-jurisdictional heavy-haul trucking, became a partner of Avonvale and the company changed its name to Triton Transport.

“And we’ve just sort of grown from there,” said Scadeng.

In 1999, the company moved to Langley, B.C. on five acres of property and then in 2006, because of increased demand for heavy-haul services in Western Canada, it opened an Edmonton facility. The company’s headquarters is located in Chilliwack, B.C. – a move made in July 2014. It has approximately 65 trucks and 90 trailers today.

The challenges of the trucking industry are appropriately magnified when you look at them from a heavy-hauling perspective. Planning with a customer, for example, is much more complicated than your typical transport company. Scadeng says depending on the complexity of the project,

Triton’s project managers will work with customers to organize a plan to move equipment months – and sometimes years – in advance of a scheduled delivery.

“If a big load is running through several jurisdictions, just the permitting process can take up to two months,” he said. “If someone calls us and they need something moved that is very large and very heavy, it’s not possible to move it in a few days. We are often working with clients up to a year ahead. Our project managers will often plan a move months and months in advance. It’s a long way from answering the phone and providing a number of trucks for the number of loads that a customer has. Our interaction with our customers is complicated, but it’s a partnership.”

As well, the problem of the industry’s driver shortage is maximized when you look at the heavy-haul side. Transport companies across North America are scrambling to find drivers, simply because no one is interested in sitting in a truck all day. Try finding someone who wants to drive and knows how to be cautious and haul a giant piece of mining equipment (and you thought you had it rough).

“The driver knowledge that goes with this job is extensive,” said Scadeng. “Very often the driver is doing the loading and unloading themselves. All our drivers have very specialized knowledge about how to haul heavy equipment. It takes a long time to get drivers who are used to driving a certain truck to driving heavy-haul because it’s just so different.”

Scadeng says although finding drivers hasn’t been a problem for him yet (he says the company has a lot of long-standing drivers and a very low turnover rate) he claims the company’s biggest challenge is attracting younger people who want to work in the industry, both in driving and staff positions. But that’s not to say Triton isn’t trying. It has recently tried to focus on younger people joining the business and made some changes to the way it operates day-to-day.

“We work hard to attract and retain younger people through communication – we spend a lot of time with com-



**Triton Transport, once a one-man operation, is now one of B.C.’s largest heavy-haul carriers. It serves mostly the oil and mining industries in Western Canada.**

munications,” he said. “All of our employees have a company iPhone and an e-mail account and we communicate constantly...because sometimes our drivers are gone for weeks at a time and communication is important. We recognize the younger people demand a better work-life balance than the previous generation and we work hard to try and do that for them here.”

Scadeng says he believes his drivers have stuck around with him because of the community and stability Triton provides to its employees.

“I think we do look hard to look after our people, we have one of the best pay and benefit structures in our industry,” he said

Triton’s commitment to better the lives of their employees was recognized this year when it was named one of Canada’s Top Fleet Employers by Trucking HR Canada. The award recognizes carriers that offer the best workplaces in Canada’s trucking industry. Fleets were rated on things like compensation, lifestyle and employee engagement.

Despite the challenges in the heavy-haul biz, Triton is coming out on top, a distinguished fleet that is obviously doing something (or many things) right. Scadeng says the company is only doing so well because of the staff that back up the Triton name every day.

“Our biggest strength is our people,” he said. “We’ve got a very smart hard-working group of young managers and we’ve got hard-working and

smart drivers and we try to stay ahead of the curve in heavy-haul. Our trailing equipment in particular our trailers, stay on the leading edge of trailer development and innovation, which enables us to bring loads on lighter, smaller trailers...I think that we try and stay on ahead of where our markets are going.”

Scadeng also noted Triton’s diverse customer base that stretches across many industries and places in Western Canada and the Western United States.

“We don’t have all of our eggs in one basket which is particularly important for the economy at this moment,” he said.

Looking ahead, Scadeng said the long- and short-term goals for the company is to continue its steady growth.

Earlier this year, Triton acquired the majority of Davey Cartage, a specialized equipment company. Scadeng said the purchase has allowed the company to stand out as the dominant carrier in Western Canada steering dollies that can move overweight and long items like bridge girders and trusses. Scadeng says the company is still looking for purchases and always has its eye out for ways to grow and succeed.

“We’re always looking to grow steadily where it makes sense,” he said. “We’re always keeping our eye out for purchases that make sense for us. But we’re a private company so we grow carefully and cautiously based on what we can afford.” **TW**

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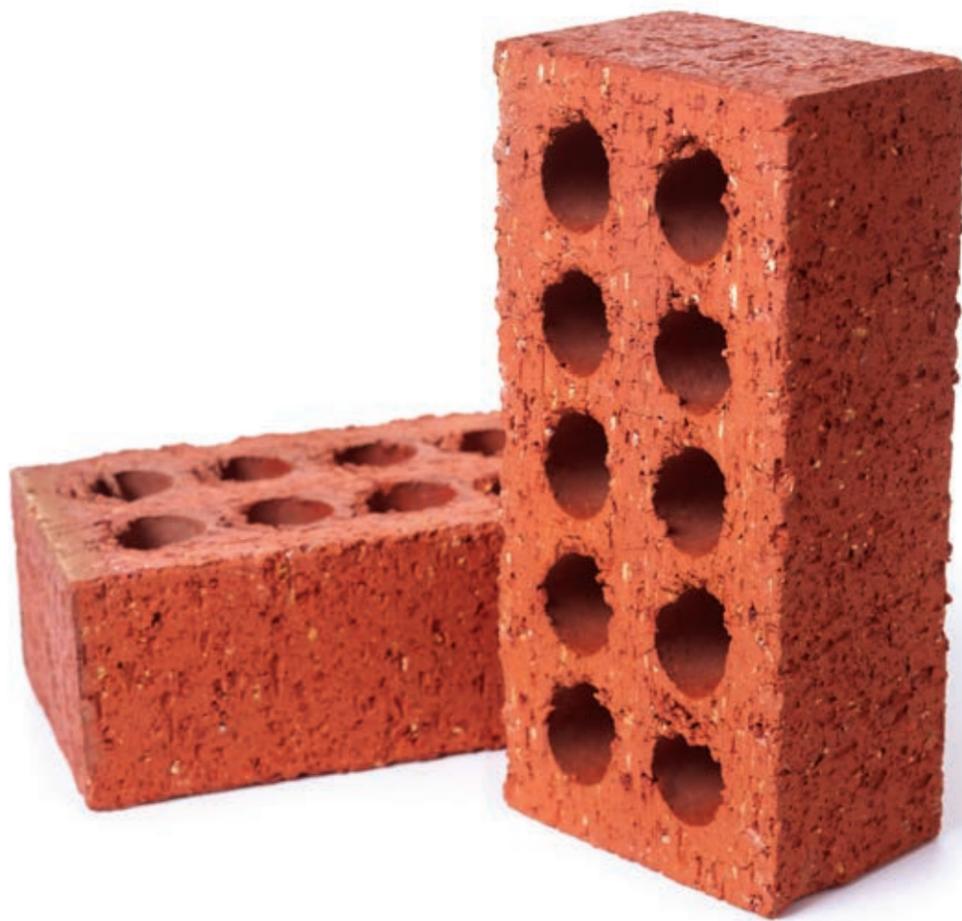


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