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TRUCK WEST

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Advocacy win

At par wide-base single tires approved in Saskatchewan on pilot permit system

REGINA, SASKATCHEWAN

The Saskatchewan Trucking Association (STA) announced that wide-base single tires will run at par with duals on provincial highways starting July 1 on a pilot permit system, ending a hard advocacy battle for the STA.

"At the end of 2016, the STA was told that this would happen...eventually – and that was great news," the STA said in a June 1 release.

"Now that the minister has provided a date and a public confirmation we are celebrating. STA members have been advocating for this for over a decade, it's a big relief to many companies that they will be able to use the chosen tires at par weights."

During a pilot program in the province, wide-base single tires showed an 11% decrease in fuel consumption compared to duals.

Terry Shaw, executive director for the Manitoba Trucking Association, tweeted congratulations to the STA on the advocacy win, saying it was "good news for all trucking companies that operate in the Prairies."

During a May 18 panel discussion

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Bison's on-site truck simulator helps train professional drivers and expose magazine editors.

Not what you'd expect

Tour of Bison head office opens eyes to what future of trucking could be

By **Derek Clouthier**

WINNIPEG, MANITOBA

Walking into Bison Transport's head office in Winnipeg, you wouldn't guess you were looking at the inner-workings of one of the largest trucking companies in North America.

Boasting a dynamic and diverse employment base, staff members young, old, male, female, and of various ethnic backgrounds work, relax and play, showcasing the changing landscape of the industry from its simpler beginnings to the more complex and technology-driven force of today.

I was part of a tour of the Bison office while attending the Canadian Transport Research Forum's 2017 conference May 29, and for the first time was able to climb into the company's onsite driving simulator, when I proceeded to kill two deer and likely myself and passenger in the span of three to four minutes. But that's not important, so I'll digress and get back to this later.

Aside from an unexpected youthful vibrance, Bison exudes – and underscores with vocal and visual pride – a culture of safety in its head office and presumably beyond.

Garth Pitzel, Bison's director of safety and driver development, facilitated the tour, and said looking back to the 1980s, safety was more of an afterthought than anything else. But around the year 2000, Bison began meshing compliance with safety, and as Pitzel put it, became a "culture of caring."

From then, Bison did not just train its drivers to be compliant, but also invested in skills development, and in 2005, the company won its first Truckload Carriers Association National Fleet Safety Award.

And as Pitzel pointed out, 11 years later, Bison has added the award to its mantel every year since.

This 180-degree shift in attitude is what launched Bison's corporate motto: You're safe with me.

Bison's driver turnover rate is 20%, but prior to its focus on safety, that number was between 40-45%, and as Pitzel said, the most likely time for a driver to get into a collision is during their first six months on the job, so in turn, if a company experiences high driver turnover, they are statistically more likely to see their drivers get into an accident.

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Maintenance matters

Keeping up with the costs of keeping trucks on the road is a top concern for Western Canada's owner/operators



Follow Lou on Twitter @LouSmyrlis.

Close to one third of Western Canada's owner/operators cite managing maintenance expenses as a top concern, according to our Newcom Trucking Group research. To help with maintenance monitoring some owner/operators are starting to employ different electronic devices on their trucks.

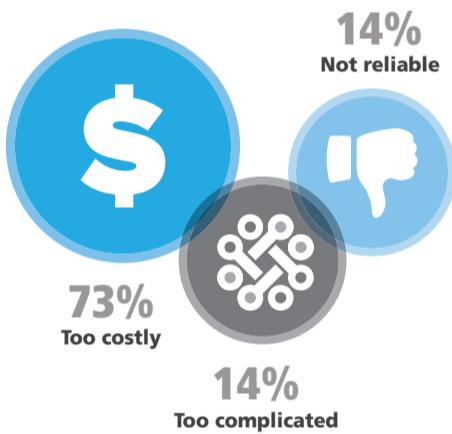
Biggest challenge in managing business

Managing fuel expenses	21% of respondents
Managing maintenance expenses	31%
Recruitment of drivers	15%
Regulatory compliance	12%
Training and retaining staff	8%
New technology in trucks	4%
Customer satisfaction	8%

Types of electronic devices on fleet trucks

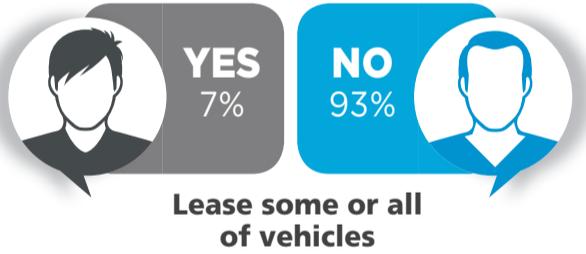
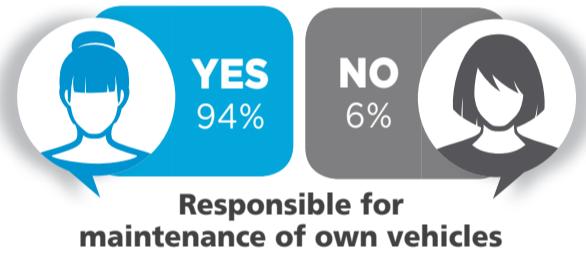
Onboard connectivity from truck OEM	22%
Onboard connectivity from aftermarket provider	15%
GPS/vehicle location unit	63%
Tire pressure monitoring system	26%
Automatic tire inflation	4%
Electronic onboard recorder	15%
Fleet management system	4%
Safety devices (in-cab video cameras, etc)	37%
Cargo/load monitoring equipment	11%

Main reasons for not using electronic monitoring equipment



Primary vocations

Dry van TL	4%
Dry van LTL	11%
Reefer	11%
Construction	16%
Flatbed	13%
Tanker	19%
Logging	9%
Energy & Mining	9%
Refuse	4%



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Derek's deliberation

Are we taking the advice of health professionals to heart?



AFTER 150 YEARS, IT TAKES A LOT OF DIFFERENT KINDS OF TRUCKS TO KEEP CANADA MOVING!

Do we just smile and nod when our health professionals tell us that we need to cut some cholesterol out of our diet, or perhaps sodium, or sugar? Maybe we need to lower our stress levels to manage our blood pressure, or be more active to help with a weight issue or simply to be healthier overall.

There has been no shortage of conferences I have attended over the past couple of years, and one of the messages that has been echoed by pretty much every health professional I have heard is that we as a society are not getting enough sleep.

Truck drivers know this reality all too well.

For years, drivers have been hammering the pavement for hours on end moving freight, and for good or bad, doing so with far too little rest.

They say – and for the sake the word 'they' in this column, I am referring to the various health professionals who have addressed this matter over the years – that most, most being about 97% of the population, need between 7.5 and 8.5 hours of sleep every night to function properly.

Every time this statement is uttered it is followed by the presenter asking those in attendance how many get that amount of sleep on a regular basis. Which is then quickly followed by about one or two people putting their hands up.

It's safe to say that the vast majority of us, those in the trucking industry particularly, do not get enough sleep...some, not even close.

I always overhear people I'm sitting next to commenting on this subject as it's discussed. Some agree, saying how much better it would be if they were able to get that amount of sleep, while others agree it would be nice, but believe it is unrealistic in today's world to expect to get eight hours of sleep every night.

For some, I agree, it's hard. You have young children at home, run a business, want to exercise, have dinner with your spouse or friends from time to time, plan a vacation, watch a movie at night to relax... it's hard.

But in general, I feel that one of the main reasons we don't get

enough sleep does have to do with our jobs. For some – dare I say most – work takes up more of your time than anything else, sometimes, all other things combined.

Think about that for a second. Even if you only work 40 hours a week, being at work from 9 a.m. to 5 p.m., Monday to Friday is a lot of time away from your family. And that's just when you're at work and not including getting ready for work, driving to work, and any other work-related activities you may do here and there.

So for those who like to maximize their time with family and friends, they often end up trading sleep and other healthy choices, like going to the gym.

Getting enough sleep makes us smarter, healthier, more alert, feel better, enhances our mood, lowers risk of disease...in a nutshell, it saves lives, not just for the person getting the sleep, but also for those around them – think of a truck

driver going down the road at 60 mph...now imagine him or her feeling groggy, tired, not alert, or even dozing off.

It seems to me that those who drive for a living would be at the top of the list of those who need to be well rested, but often the opposite is the case.

So when we go to these conferences and hear someone tell us the importance of sleep and health overall, maybe we shouldn't just say, "Ya, ya...like that's going to happen," and instead take it to heart. **TW**



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Vision Truck Group Celebrates Grand Opening of New Facility in Heart of Toronto



Photo of Vision Truck Group's brand new Etobicoke facility

From left: Steve Brenton, CFO; John Slotegraaf, President; Larry DeHoop, Director of Parts Operations

On June 2nd, Vision Truck Group celebrated the grand opening of its new Etobicoke location in the heart of Toronto. No one enjoyed the event more than John Slotegraaf, president of Vision Truck Group. Under Slotegraaf's leadership, the company has become one of Canada's most successful Mack Trucks and Volvo dealership groups. Vision Truck's commitment to its customers earned it the prestigious 2016 Mack Trucks North American Dealer of the Year Award.

John Slotegraaf conducted an interview discussing the move to Etobicoke, how it will affect Vision's customers and why the company recently started featuring Mobil Delvac™ commercial lubricants in all of its locations.

Q1 So, the new Etobicoke facility – what was the reason for the expansion and I'm sure your happy to finally have it open?

Slotegraaf: The development of this facility was many years in the making. So, to have the grand opening behind us, was a great feeling. We wanted the extra shop capacity to expand our sales and service offerings. We envision that this new facility, which is our sixth Vision Truck Group location, will help us continue delivering on our promise of delivering the best service possible for our customers.

Q2 Why was Etobicoke the right location for this facility?

Slotegraaf: This core area in Toronto has been underserved for years and we are proud to be the only dealer group making a return to the heart of the city. The new dealership is easily accessible from the Gardiner Expressway, making access to and from the facility easy for our customers.

This is our vision for the future – to be located in more cities in the most accessible locations to make it easier for our customers. From the moment we announced our plans for this expansion, we've heard great feedback from our current and perspective customers.

Q3 Speaking of other changes, the company recently made a switch to feature Mobil Delvac commercial lubricants at all locations. Why is this an important change?

Slotegraaf: Our customers will now have access to a wide range of Mobil Delvac engine oils, transmission oils, coolants, greases and driveline fluids. We know that many successful owner/operators and leading fleets across Canada rely on Mobil Delvac to enhance vehicle performance, improve fuel economy and extend oil drain intervals. And, since our customers vary both in size and specialty, they need products that are as high-performing and reliable as Mobil Delvac lubricants.

Omnitracs to buy Shaw Tracking

MISSISSAUGA, ONTARIO

Omnitracs has announced its intentions to acquire the assets of Canadian fleet management solutions provider Shaw Tracking.

"We're very pleased to bring the operations of Shaw Tracking into the Omnitracs family as we further our mission to transform transportation by providing innovative solutions to our customers," John Graham, chief executive officer of Omnitracs, announced June 1. "This acquisition is another key step in expanding our global footprint in the technology transportation industry, thereby providing these critical solutions to the ever-expanding transportation industry."

Through the combination of the two companies, Canadian fleet customers will have access to Omnitracs products and services, and will benefit from a more seamless user experience with direct access to technology solutions and customer service support, the companies announced.

"This acquisition is another key step in expanding our global footprint in the technology transportation industry..."

— John Graham

Shaw Tracking has been the exclusive Canadian distributor of Omnitracs fleet management solutions for more than 25 years, offering GPS vehicle tracking products, fleet management software, and professional services for additional support. The Canadian company will now be integrated into the Omnitracs portfolio in an effort for Omnitracs to expand its customer base north of the border.

"We deeply appreciate the service and contributions made by the people at Shaw Tracking and thank our customers for their loyalty and ongoing business. By going to a leader in the transportation and logistics industry, the operations of Shaw Tracking are well positioned for future growth and investment," said Jay Mehr, president of Shaw Communications, which owns Shaw Tracking. "This transaction further reflects our commitment to our strategic initiative of becoming Canada's leading connectivity provider and our ongoing work to focus our operations around our core offerings."

Mike Ham, general manager of Omnitracs Canada, said the Canadian market is important to his company.

"Shaw Tracking is a well-respected brand among fleets throughout this country, with a rich 27-year history," he said. "As the Canadian market changes and government regulations unfold, the transportation industry will face some unique challenges requiring fleets across the country to evolve with new technologies. This acquisition puts Omnitracs at the forefront of responding to these changes within the Canadian market." **TW**

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Good news for B.C.'s trucking sector

Economist predicts province's trucking industry will continue to flourish as it has for last decade

By Derek Clouthier

KELOWNA, B.C.

B.C. economist Ken Peacock believes the provincial trucking industry has a bright future and will continue to grow in the coming years.

Speaking during the B.C. Trucking Association's (BCTA) 2017 annual general meeting and management conference June 3, Peacock, chief economist and



Ken Peacock

vice-president of the Business Council of B.C., said the trucking sector will benefit from expected growth in exports to the U.S. and Alberta, with the Wild Rose province digging itself out of the doldrums in 2017.

Peacock said he was surprised by how strong the trucking sector has been in B.C. over the past decade, growing 7.2% last year and 5.1% overall between 2011 and 2016.

Asked how he could be so optimistic given the uncertainty surrounding the North American Free Trade Agreement (NAFTA) and softwood lumber duties on exports heading south, Peacock said he believes the Trump administration's focus when it came to the trade dispute is more on Mexico and its creation of what he called a low-wage environment. As for lumber, he expects that stronger prices will offset the additional duties being imposed on Canadian exports to the U.S.

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Overall, the global economy is expected to grow in 2017, according to Peacock, who added, "But it by no means is very strong or robust."

Much of the global escalation will be aided by a strong U.S. economy, which has seen 82 consecutive months of growth and is anticipated to see 3.5% growth in 2017 and 3.6% in 2018. But, as Peacock pointed out, it comes with some political uncertainty with regards to the Trump agenda and whether it will speed economic activity or bring it to a halt.

Peacock sent a direct message to the Trump administration that Canadian exports are a vital cog in the U.S. economic wheel, and renegotiating NAFTA should be approached with caution.

He underscored that Canada is the largest supplier of oil to the U.S. at 3.169 million barrels a day, as well as natural gas, with 7.193 billion cubic feet (BCF) being sent south daily. There are also around 35 U.S. states with which Canada is the top export country.

"We need to keep those borders open, absolutely," Peacock said.

B.C. is expected to continue its economic growth in 2017, but will see a slight slowdown from the robust numbers of the past three years.

In 2016, B.C. and Washington state led North American economic growth, both at 3.7%.

Housing has been the main driver of B.C.'s economy, with Peacock saying approximately 40% of the province's growth can be linked back to the housing sector.

"Housing is such a strong economic driver in B.C., it's hard to overstate," Peacock said, adding that another strong year would certainly be good news for the trucking sector.

Interprovincial exports are also important to B.C.'s economy, with the province shipping goods primarily to Alberta and Ontario.

B.C.'s main exports include lumber, metallic mineral products, machinery and equipment, coal, pulp and paper, other wood products, agriculture, and natural gas.

Peacock said the Alberta economy is 6% smaller today than it was two years ago, but with slightly higher oil and gas prices expected in the coming year and consumer activity on the rise, the province is poised to get back on its feet in 2017 and 2018.

One concern for B.C.'s economic future is its aging population, one Peacock said is the oldest in Western Canada, which will pose challenges to the province's workforce.

He also noted that Canadians are currently carrying a heavy debt to personal income ratio, which sits at 168%, higher than what was seen in the U.S. prior to the Great Recession. **TW**

BCTA names new board during annual AGM

KELOWNA, B.C.

The British Columbia Trucking Association (BCTA) appointed its 2017-18 board members during its AGM and Management Conference in Kelowna, B.C.

This term's BCTA board members include:

Phil Bandstra, Bandstra Transportation Systems Ltd.
 Mike Bissell, Langley Freight Lines ('90) Ltd.
 Ben Boon, Chevron Canada Ltd.
 John Bourbonniere, Harbour Link Container Services Inc.
 Kevin Clark, Valley West Transport Ltd.
 Clinton Connell, Eagle West Crane and Rigging
 John Cormier, Clark Freightways
 Rex D'Souza, Prudential Transportation Ltd.
 Doug Elliot, Apex Specialized Rigging and Moving
 Stephanie Gagnon, XTL Transport Inc.
 Jerry Gallant, First Truck Centre Vancouver Inc.
 Ed Genberg, Ocean Trailer
 Daman Grewal, Centurion Trucking Inc.
 Ken Johnson, Ken Johnson Trucking Ltd.

Kevin Johnson, Coastal Pacific Xpress Inc.
 Jim Leidl, Pacific Coach Lines (1984) Ltd.
 Rick McArthur, Macal Bulk Transport Ltd.
 Gary McLeod, Northern B.C. Truckers Association
 Greg Munden, Munden Ventures Ltd.
 Derek Norman, DSN Transport Ltd.
 Darren Racine, Protrux Systems, Inc.
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Lawyer says bills of lading may not be enough to avoid liability issues

By Derek Clouthier

KELOWNA, B.C.

Carriers take huge risks transporting valuable goods from a shipper to a receiver, and according to Michael Silva, a lawyer with Whitelaw Twining Law, bills of lading may not be enough.

If a common carrier, whose liability amounts to the liability of an insurer, picks up an undamaged load and delivers a damaged product, the carrier, barring an act of God, riot, defect, or inherent vice in the goods, or acts of default by the shipper, will be liable for that damage.

Uniform conditions should be present in a bill of lading and must be intended to define the contract of carriage between a carrier and shipper. Within these conditions is a provision that limits a carrier's liability to \$2 per pound based on the weight of the cargo, but a shipper can place a higher value on the goods and is often charged a premium by the carrier due to the increased risk during transport.

The \$2 per pound rule, however, does not apply to business losses.

Because each province has been delegated by the federal government to regulate their own motor carrier legislation, there are some

differences from province to province, making it important when determining which province's laws will apply to a shipment.

A properly drafted and signed bill of lading is vital to carriers looking to limit their liability, but because this is determined differently depending on the province of origin, it is important to first nail down which provincial law will govern the contract.

Seven of 10 provinces have rules that state that contracts made in their respective province are a matter of law, while B.C., Saskatchewan, and Prince Edward Island require a bill of lading be

issued and the uniform conditions be contained in the bill.

Alberta and Ontario have no requirement to properly issue bills of lading, while in B.C. and Saskatchewan the opposite is true.

But Silva said it is important to ensure you have a primary contract that stands above all other contracts, including the bill of lading. In circumstances where there are multiple bills of lading for a single shipment, problems can arise if there is no primary contract to fall back on. The contract should include details pertaining to all aspects of the shipment.

There are also times when trucking companies cannot get every provision they desire in a bill of lading, Silva pointed out, citing an example that if a large company like Coca Cola had certain requirements one carrier had an issue with, it would simply hire another company.

“This is a massive industry, and there is a huge amount of cross-border work.”

— Michael Silva

With multi-modal transport operations, there is the through bill of lading, which leaves open the issue of who performs the carriage. The contract permits the original carrier to perform the carriage or subcontract it out to a third party.

The Himalaya clause is a key feature of through bills of lading which extends the bill's exemption and limitation of liability clauses to third parties before loading and after discharge, but the clause's effectiveness depends on the language used and the court's interpretation of that language.

Silva, speaking during the B.C. Trucking Association annual general meeting and management conference June 3, underscored that the Canadian trucking industry generates \$67 billion in revenue each year, with road-based trade from Canada to the U.S. totaling \$327 billion per year.

“This is a massive industry,” he said, “and there is a huge amount of cross-border work.”

Despite the Carmack Amendment, which was enacted by U.S. Congress in 1935 in an effort to achieve uniformity in rights, duties and liabilities governing interstate shipments, Canadian carriers could face large losses for damaged shipments south of the border if they don't properly establish the value of the shipment. **TW**



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Shifting narratives with tax compliance

My parents were experts at shifting the narrative. Just by changing a word or two, they could alter the perspective on whatever my brother and I were getting into at the time.

Some questions have no easy answer. They require a lot of thought, and sometimes the narrative shifts right when you think you have things nailed down.

I see this all the time in fleet tax compliance. And not unlike my mother, I often find myself telling people, "It depends." Here are three questions you might not know that you don't know:

1. Do I have to pay sales tax on my equipment?

Sales tax on equipment, repairs, and other services is charged at the provincial and state level. Though you may not have a choice, when you are choosing a base jurisdiction for apportionment (prorate) and IFTA, you have to consider sales tax.

Vehicles may be exempt from sales tax in their base jurisdiction, but you may owe tax to other jurisdictions they travel to. If you live in a PST province like British Columbia, Saskatchewan, or Manitoba, this is called a prorated vehicle tax. Many states call it ad valorem or third structure tax.

If you're traveling to a PST jurisdiction on a single trip permit, will you have to pay sales tax, and if so, how much will depend.

I get this question from Alberta-based carriers once they realize that their single trip permit doesn't include the PST that B.C., Saskatchewan, and Manitoba want to collect. They risk owing big bucks and spending a bunch of time with an auditor sorting out how much distance their vehicles covered in each jurisdiction, how many days their equipment spent there, and how much sales tax they paid on their equipment.

2. How much will my plates cost?

Any fleet with a registration year beginning on or after Jan. 1, 2015, is subject to FRP (Full Reciprocity Plan) provisions under the International Registration Plan. With FRP, your IRP cab cards list all 59 member jurisdictions along with the proper registered gross weights for each of those jurisdictions.

If you're a new fleet, you have no actual distance to report when you get your cab card. You'll use your base jurisdiction's APVD (average per vehicle distance) chart to determine your fees.

If you're an existing carrier renewing your fleet, you report actual distance accumulated during the distance-reporting

period (July 1-June 30). And this is where it gets tricky.

"Report all actual distance" means all distance. Even if you have just one day of travel in the distance-report period, that is what your percentages will be based on for your renewal fees.

Carriers that start new fleets in April, May, and in particular June, are most at risk of having results that are not representative of their normal travel patterns for a year. The actual distance you travel in those three months could cost you money, or it could save you money when you renew your plates. It depends.

3. I'm Canadian. Do I have to pay U.S. heavy vehicle use tax (HVUT)?

It depends on your registered combined gross vehicle weight and how far you travel between July 1 and June 30.

All carriers with a registered combined gross vehicle weight greater than 54,999 lbs. and/or if you travel more than 5,000 miles in the U.S. between July 1 and June 30: if both are true, then yes, you have to pay HVUT regardless of whether or not you are Canadian.

There's no shortage of complicated fleet tax questions. I'll cover a few more next month, no doubt about it. **TW**



Sandy Johnson has been managing IFTA, IRP, and other fleet taxes for more than 25 years. She is the author of the free book *7 Things You Need to Know About Fleet Taxes* and operates North Star Fleet Solutions, which provides vehicle tax and license compliance services for trucking operations. She can be reached at 1-877-860-8025 or www.northstarfleet.com.

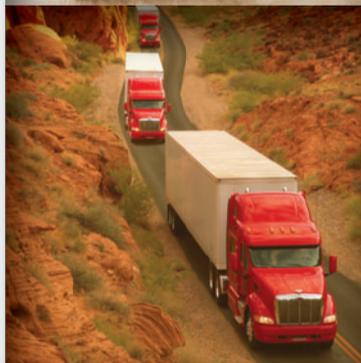
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In support of the glider

My purchase of a glider kit is getting closer. I have a buyer for the truck I want to replace with the glider, and hopefully by the time you read this I will be putting the first of many miles under the glider's bumper. It took a lot of soul searching to make the decision to go for it. The main reason was the price; to start with, glider kits are only available as old-style longnose trucks.

They already carry a premium over an aerodynamic model, possibly because of the extra man hours required to build one, and possibly because of their desirability among the people who want one. Now, add the cost of a donor chassis, the man

hours and parts required to rebuild the engine and transmission, and then put it all together and the numbers keep getting bigger and bigger. Factor in the 30% hit from the exchange rate to Canadian dollars and the final number at first looked to be out of reach.

So, I started crunching numbers. Yes, I could afford it, but it was still more expensive than a new truck and a lot more expensive than the truck I already run, which has been trouble-free and has a good few years of life left in it. I checked out the cost of a new truck and was shocked to find out the difference in price was not as great as

I first thought. New model years, coupled with the exchange rate on both the truck and warranty, have increased prices significantly, making the glider start to make sense financially.

But why a glider in the first place? There are a few negatives. It can't go to California, a lot of companies will not sign one on, the old long-nose style has terrible aerodynamics, the cab is small, and they're not the most maneuverable truck at the best of times. And then there's the rebuilt engine and transmission. Why suffer all that when I could go to a dealer and pay less for a truck that has none of those drawbacks?



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.

To me, the answer is simple: reliability. As I said, my current truck has performed faultlessly, but how long is that going to last? The truck itself is very well made and the mechanical parts are strong – it's the electronics that worry me. There are so many sensors and gizmos controlling the emissions system that can, and often do, go wrong, and when they do go wrong it's not obvious what the problem is and diagnosis can be difficult.

But the biggest problem is that these issues often cause the engine to derate. I cannot afford to chance that. I had such a fault on my other truck, and phoned the closest dealer. It was a Thursday and I was informed the earliest they could get me in was the following Tuesday. I told the service guy the fault code and he said it was a quick fix, but it still couldn't be done any earlier than the Tuesday. I was told my best option was to keep going and get towed in if it shut me down. Seriously?

How can I run a business when the equipment I rely on to provide my income can be shut down by something as insignificant as a faulty sensor, and then have to wait for at least four days to get it replaced? Or I can take a chance and risk breaking down on the side of the highway requiring a tow for the tractor unit. On top of this, I'm going to need accommodation, which is not cheap. Then I've got to try and make up for lost time, so my time at home with the family suffers.

With a glider, this is less likely to happen. There are no sensors on the emissions system because it doesn't have one. All that is reason enough to buy one, in my mind, but the main reason is even simpler. The idea of business is to earn as much and spend as little as possible, and the glider, in my opinion, is the best way to do that.

I've already acknowledged they're more expensive to buy than a new truck, but that's only when you compare it to one new truck. Over a projected 15-year lifespan a glider will need one in-frame, whereas a new truck will need replacing when the warranty runs out. If I manage to get five years out of a new truck before that happens, I will need three new trucks within that 15-year period. If I work them hard, I could need five. Now the glider is cheap by comparison. **TW**



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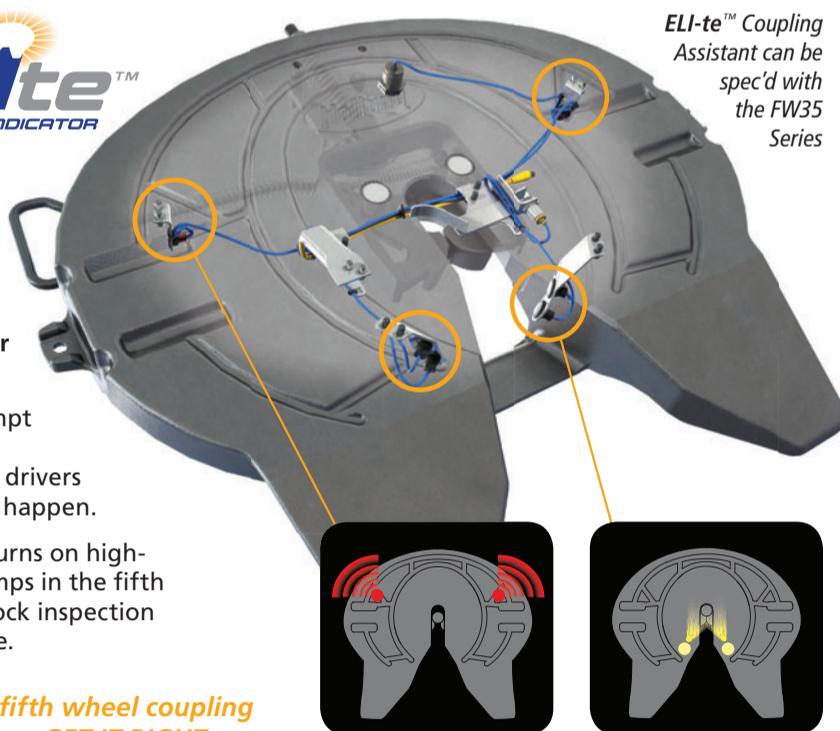


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WATCH THE ELI-te™ VIDEO



Continued from page 1

Rewarding its drivers

Also, because of Bison's size, the company keeps its drivers busy.

"We have freight to keep our drivers moving," Pitzel said. "They don't sit on the road."

Last year, Bison had its first driver hit three million miles, accident-free. There are currently around 1,900 drivers who work for the company. To show its appreciation for safety, Bison has paid out \$28 million to its drivers as part of its Safe Driving Award Program, something Pitzel said brings a return on investment, but the company does it because "it's the right thing to do."

"We have freight to keep our drivers moving."

Garth Pitzel, Bison Transport

Don Streuber, executive chairman of Bison, said the company, which started out as a paper hauler - a product that now makes up 10% of what it transports - preaches transparency and honesty, and the fact the boardroom we occupied at the time was confined by glass walls with little privacy to speak of, shows efforts to do just that.

Streuber said aside from wanting to see better harmonization across the provinces, Bison looks to take advantage of every opportunity it can to get its driver across the Canada-U.S. border quickly.

Bison drivers cross the border around 70,000 times each year, and it has about 12 employees in its customs department dedicated to getting drivers into the U.S. and back to Canada as smoothly as possible.

Departments I saw on my tour were chalk full of young employees, men and women from a variety of backgrounds. I mention this again because concern over who will take over for the current flock of soon-to-be-retired workers has been talked about a lot of late, and for good reason.

If Bison is any indication of where trucking can go, all signs point to a bright future for the industry - one where technology is a focus for the youthful computer-savvy job seeker and in turn opens up opportunities for those who perhaps don't want to be a driver and away from home so often.

Pitzel said Bison had 15 liquefied natural gas (LNG) trucks three years ago, but they are no longer in their fleet, as they were off the road two to three times every week,

making them unreliable, and there is little infrastructure for refueling.

He added the best thing Bison has done to help curb greenhouse gas emissions was to invest in long combination vehicles (LCVs) in 2002, which has significantly reduced the company's miles per year.

"We cut 32 million miles out of our records when we haul turnpikes," Pitzel said.

As for the hot-button issue of 2017 - electronic logging devices (ELDs) - Pitzel said Bison has been using e-logs for three years, and is not concerned about the impending U.S. or Canadian mandate whatsoever.

One thing Bison would be worried about, however, is if I was behind the wheel of one of its trucks driving through a snowstorm in the mountains.

During my three- to four-minute stint as a Bison driver, I was slipping and sliding all over the road, nearly had a head-on collision with a police car, killed two deer that jumped out in front of me, and ended up going into the opposite lane and off the road into the ditch. I may not have died from the incident, but I'm sure Bison wouldn't have been happy with my performance. **TW**



There is no shortage of safety awards in the Bison head office.

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Sustainable transportation

Research forum examines transport trends and potential solutions

By Derek Clouthier

WINNIPEG, MANITOBA

Thanks to the Comprehensive Economic and Trade Agreement (CETA), a study predicts a reduction in provincial exports for both truck and rail shipments across the country.

The study, which was presented during the Canadian Transport Research Forum (CTRF) conference in Winnipeg May 28-31, indicated there has been a decline in Canada-US transborder freight and in trade flows by road and rail when accessing west coast ports.

The same study did reveal, however, that the volume of freight movements along the Quebec City-Windsor corridor is expected to increase, with the greatest rise in demand on imports at ports of clearance in the Atlantic region, in Quebec, and at airports.

The study, which was presented by Matt Roorda, a professor of civil engineering at the University of Toronto, looked at the impact of the CETA on Canada's infrastructure. Data was collected from multiple surveys, including the Highway Network (ESRI) and US Commodity Flow Survey Microdata, which analyzes more than 4.5 million freight

shipments by truck, rail, water, air, parcel and pipeline.

The study narrowed down to 69 economic regions in Canada, and did not simply examine data from a provincial perspective, looking at ports of clearance, which mostly fall along the Canada-US border.

At airport ports of clearance, the domestic mode of transport is by truck, as it is at road border crossings. At rail and marine ports of clearance, the domestic mode of transport is by a combination of truck and rail.

By province, the study showed that the effect of the CETA has resulted in exports dropping in all provinces, with the exception of Quebec, with Alberta seeing a 0.5% decline, B.C. 0.9%, Saskatchewan 0.7% and Manitoba a 0.6% decrease.

Imports were more of mixed bag, but the western provinces still saw a decline: Alberta 0.3%, B.C. 0.1%, Saskatchewan 0.6% and Manitoba 1.3%.

Another study presented during the conference concluded that those shipping what it called "primary" freight – oil and gas products, agriculture, and forestry – used for-hire trucking carriers 77% of the time.

The same study – factors associated with own-account trucking in Canada – indicated that those in the Atlantic provinces were most likely to use a for-hire carrier as opposed to their own trucks at 49%. Companies in the Prairie provinces sourced their transportation needs out 42% of the time, B.C. and the Territories 40%, and Quebec was the least likely to employ for-hire carriers at 28%, which could be attributed to more prevalent unionization in the province.

“At the end of the day, everyone is pushing for more environmental sustainability.”

– Amai Ghamrawi,
University of Windsor

Using a sample size of 1,406, the study looked at several factors on why companies decide to either use a for-hire carrier or in-house transportation, including the number of

shipments, type of freight, length of trip, and location.

For-hire trucking was more common when there were higher volumes of shipments, in primary industries, like oil and gas, and in certain provinces.

According to the US Commodity Flow Survey, for-hire trucking accounts for less than one third of goods shipped, both by value and weight.

Aya Hagag presented her study analyzing commodity flow between Canada and the U.S., and revealed that 74% of the total value of freight moving between the two countries was transported by truck.

Trucks also moved 55% of the total weight, with parcel, postal and courier accounting for 61% of the number of shipments – trucking was 32%.

The study found that the most prominent gateways between the two countries were from New York and Montana coming north.

The Buffalo-Cheektowaga N.Y. gateway sees 21% of the number of shipments come through its location, while Montana comprises 14% coming into Canada.

Hagag added that the next step in the study is to have private trucking carriers added to the statistics for the Trucking Commodity Origin and Destination survey, which would provide more thorough information.

Amai Ghamrawi of the University of Windsor's Cross-Border Institute made the case for the use of compressed natural gas (CNG) in heavy-duty trucks operating in urban areas.

The study, which focuses on the Greater Toronto Area (Toronto, Hamilton and Windsor), analyzed 211,781 trips and focused on how to combat a lack of infrastructure for the alternative fuel source.

Ghamrawi narrowed down two locations in the GTA where refueling hubs would best be located – one north of downtown Toronto, the other west – and be able to service 64% of existing truck firms in the area.

The study noted that adding a third CNG hub would only boost that service percentage to 68%, and a fourth up to 70%.

The potential sites were chosen because there was land available, there was access to a natural gas pipeline, there was a low population, and they were in close proximity to major roadways.

The idea is to employ the use of nighttime refueling, where fueling trucks are dispatched to the various trucking firms in the area to refuel the vehicles, and avoid causing greater congestion on GTA roads during daytime and peak hours.

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Ghamrawi said the use of natural gas could reduce fuel costs for companies, use domestic fuel sources, and reduce the environmental impact of diesel.

And despite the potential cost – at present, CNG is 20%-30% cheaper than crude oil-based fuels – Ghamrawi feels companies would buy in.

“Urban goods movement is a real tough nut to crack,” he said. “At the

end of the day, everyone is pushing for more environmental sustainability, so if it costs more, I think people would be willing to make that investment.”

The CTRF has held its annual conference for 52 years in various locations across the country, and examines transportation trends and potential for all modes, municipally, provincially, nationally and internationally. **TW**

National Professional Truck Driving Championships canceled for 2017

WINNIPEG, MANITOBA

This year’s National Professional Truck Driving Championships that were slated to occur Sept. 15-16 in Winnipeg have been canceled.

On March 7, Nationals committee members received a letter stating the competition would not be held for 2017, as it would no longer be a national event as only a handful of provinces were continuing with the provincial championships.

The three remaining provincial trucking associations involved in the event are the Manitoba Trucking Association, Alberta Motor Transport Association and Atlantic Provinces Trucking Association.

Provincial trucking associations putting a halt to the event for 2017 include the Saskatchewan Trucking Association (STA).

The STA said that after months of promotion in Regina and Saskatoon, support for both registration and sponsorship “did not reflect an industry with a desire to see the event continue.”

“The provincial driving championships were a fantastic event that many people were very passionate about over the years,” said STA executive director Susan Ewart. “It was a great promotion for the trucking industry and a place for people to come together and celebrate the importance of trucking. The demographics have changed and the reality is that there is no longer sufficient demand for this event, so it will be officially retired.”

The British Columbia Trucking Association has also decided to cancel its event for 2017, making the announcement earlier this year, adding that it would gauge the level of support for the event for 2018. **TW**

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Drivewyze adds 23 Alberta weigh station sites to bypass program

EDMONTON, ALBERTA

Drivewyze has added 23 PreClear vehicle inspection sites (VIS) throughout Alberta, which will bring the total to 48 locations along several key provincial and Trans-Canada routes in the province.

Alberta Motor Transport Association (AMTA) Partners in Compliance (PIC) members can now take advantage of the additional locations, as the program has chosen Drivewyze as its exclusive technology provider for bypass services.

"We were pleased to partner with Drivewyze in providing our carriers with Drivewyze PreClear," said AMTA president Lorraine Card. "PIC is a program with

Alberta's highest roadway safety ranking, and this service – available only to our PIC members – adds to that."

The Drivewyze PreClear bypass service became operational in April, which was the Edmonton-based company's first in Canada – the program is operational in 40 U.S. states.

"The expansion of our bypass service into Alberta—our home province in Canada—represents an important next step in the continued expansion of North America's largest bypass service network," said Brian Heath, president and CEO of Drivewyze.

"Alberta PIC members no longer have to maintain dated transpon-

der technology, which can get damaged or lost."

Heath added that the program means participating PIC members don't always need to pull into open weigh stations, but instead, only a small sampling of carriers, which saves money and time.

In April, over 2,000 participating PIC member trucks received nearly 15,000 weigh station bypasses in Alberta, saving an estimated \$200,000 in fuel and operation costs.

"The addition of Drivewyze will help our commercial vehicle inspection officers automate processing of PIC members, better focus their resources on manual inspections, and lower the volume of

trucks entering weigh stations," said Steve Callahan, chief of the Alberta Commercial Vehicle Enforcement branch. "As a result, they'll be better able to deal with ever-increasing truck traffic in the province."

The PIC program is a partnership between the AMTA and Alberta's Ministry of Transportation and CVE. To achieve membership, carriers must pass a National Safety Code audit, achieve a Certificate of Recognition, and complete quarterly safety reports. **TW**

CVSA approves definitions for Level 8 inspection

TORONTO, ONTARIO

The Commercial Vehicle Safety Alliance (CVSA) has voted to approve definitions for a Level 8 inspection, and Alberta will launch a pilot project, paving the way for additional Canadian programs.

Alberta Motor Transport Association (AMTA) president Lorraine Card said they fully supported the initiative, and were excited to be the first out of the gate.

"This innovative approach from enforcement and industry provides a made-in-Canada solution to the longstanding issue of accurately reflecting the level of safety in the trucking industry," said Card.

The Canadian Trucking Alliance (CTA) said it believes whenever a commercial truck is required to enter an inspection station, is stopped by mobile enforcement, or is given an electronic inspection, it should be recognized as having undergone an inspection.

"The outcome for reporting the status of truck safety (e.g. out-of-service rate), as well as accurately reflecting the scope of enforcement activities (for both government and industry) is important," said Geoff Wood, vice-president of operations and safety for the CTA. "We believe the Level 8 initiative is the key to resolving this longstanding issue."

The CTA said accounting for such inspections provides a better indication of truck safety and the level of enforcement government allocates to commercial vehicles.

"From day one, we have been encouraged by the receptiveness of CVSA Region V (on road enforcement from Canadian jurisdictions) and the Canadian Council for Motor Transport Administrators (CCMTA)," said Wood. "Now that we have a placeholder within the CVSA inspection framework, we expect many positives to come from it."

The CTA will provide feedback to CVSA for the development of Level 8 criteria. **TW**

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Canadian governments contrast U.S.'s every move



Roger McKnight is the chief petroleum analyst with En-Pro International Inc. Roger has more than 25 years of experience in the oil industry. He is a regular guest on radio and television programs, and is quoted regularly in newspapers and magazines across Canada.

Rumors were abound that *Fifty Shades of Grey* made many readers and viewers blush with uncomfortable curiosity, but that's nothing compared to what 35 million or so Canadians have had to endure — I'm calling it 150 Shades of Red.

Suitable since we will all be celebrating, as only Canadians can, with subdued amazement that we survived the slings and arrows of the outrageous, under the table, political 'footsy' for 150 years. All under the sometimes-glowering shadow of the greatest economic and military force the world has ever known, our cozy NAFTA southern friends in the U.S. of A.

This is a shadow that is growing lately, and will be difficult to escape from unless we wake up and we do this as a unit, not a fragmented puzzle of fiefdoms, which is what we are now.

While the U.S. withdraws from the Paris Accord on climate change, speeds up the approval process for new pipelines while exporting its shale oil crude to anyone who wants it, reduces corporate taxes, and threatens to impose a border tax to protect domestic manufacturers, what do we do? The complete opposite.

Yes, we have remained in the Paris Accord even though we contribute all of 1.59% of global GHG emissions. Then we impose a carbon tax that makes us uncompetitive with our largest trading partner and any other country that has no intention of following our quixotic lead. The Keystone XL (or is it Gravestone?) pipeline has been in the approval holding pen for a period as long as the duration of both world wars.

The Energy East is in danger of suffering the same fate; the expansion of the existing Trans Mountain is about to be drowned in a sea of socialist political soup due to a B.C. government that may have the staying power of two weeks — or is that hours?

It looks to me that the U.S., under the leadership of a difficult to understand and impossible to predict president, has developed policies to encourage the consumer and business community. The current economic results appear to reflect that attitude.

We can only hope that President Trump's withdrawal from the Paris Accord will be diluted when he faces the wrath of the green globalists.

In the meantime, what has this move done to the OPEC position

and what effect has this had on pump and rack prices?

The traders have interpreted the Paris Accord evacuation as a signal that President Trump has opened the spigots for U.S. shale oil production. Any further increase in U.S. crude production of any kind smothers the OPEC attempt

“We have remained in the Paris Accord even though we contribute all of 1.59% of global GHG emissions.”

to increase crude prices with its now disintegrating cartel — soon to be renamed NOPEC. This will force NOPEC to revert to a market share war, which will only lower energy costs for U.S. consumers and industry.

Not so for Canadians, who are stuck with a carbon tax poison pill and governments at the federal and provincial levels that have become ego-hyperventilated.

One cure is for them to breathe into a metaphorical paper bag. The challenge here is that our politicians must agree on where to find one, and soon. **TW**

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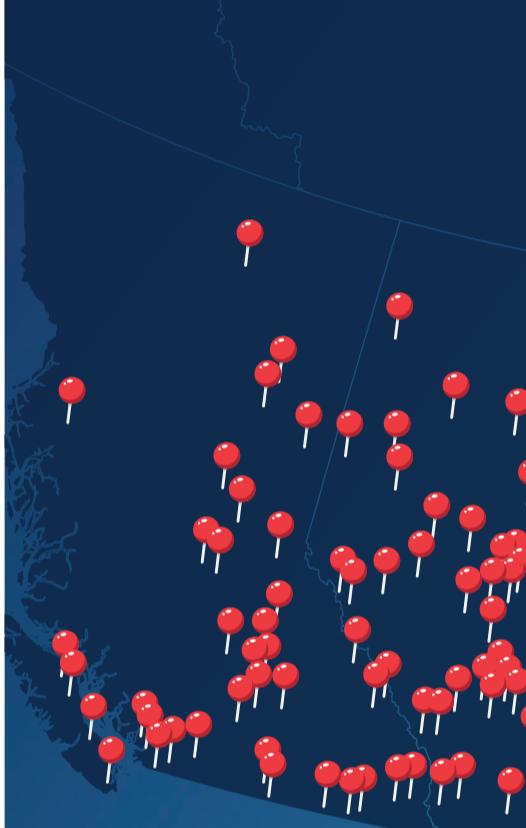


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BRITISH COLUMBIA

A demand for nine-axle configurations

Panel discusses benefits and challenges of nine-axle configurations

By Derek Clouthier

PRINCE GEORGE, B.C.

Many in the log hauling industry in B.C. would like to see the province fall in line with other jurisdictions and permit the use of nine-axle configurations. A B.C. Forest Safety Council (BCFSC) panel discussed the benefits and challenges of going from eight to nine axles, which are currently only granted on a case-by-case scenario in the province.

George Funk, owner of Blue Valley Enterprises, said his company went through testing of the nine-axle configuration and the only difference he noted was that it felt like there was a slight loss of power due to the higher payload.

"I'm a person who likes change as long as it's a positive change," Funk said, adding that with ongoing technology advancements, the loss of power could be put in the rearview mirror in the near future.

Funk said the stability of the nine-axle was good, and tracking was a bit less, with drivers relaying some additional movement, or floating, on icy roads.

But experience is invaluable.

"It's all the same, just a little bit more weight," he said. "When you know the road, it makes all the difference."

Val Hunsaker, a manager with Commercial Vehicle Safety and Enforcement (CVSE), said there are several factors taken into account when they receive an application for the use of a nine-axle configuration, which currently in B.C. is not legal without two special permits – overdimensional and overweight.

With the weight of the nine-axle at 63,500 kgs, CVSE looks at safety, the specific route the applicant plans to take, and whether the larger configuration meets the standard of 5% less damage to roadways compared to the eight-axle.

Hunsaker said they are also looking at what he called "shoving," where the traction of the tires against the pavement causes damage when hauling heavy payloads, especially at higher grades, which is most often seen during hard braking.

Along with CVSE, the University of Michigan reviews all aspects of an application before a letter of authorization is granted.

"We're not for or against anything, we're neutral on this," said Hunsaker, adding that given the current provincial election, the B.C. government was in limbo, and what the future holds as far as regulation of nine-axle configurations is unknown.

Seamus Parker, principal researcher for transport and energy for FP Innovations, said one of the major hurdles to getting the nine-axle configuration approved is bridge capacities throughout the province.

Tom Hoffman, manager of external and stakeholder relations for Tolko Industries, agreed, adding that there are currently 29 routes that have been submitted for approval for the nine-axle in B.C., eight of which have been approved and five that are pending approval.

Hoffman emphasized that the use of the nine-axle configuration is necessary for B.C., and Canada as whole, to remain competitive in the global market.

"The Russians are eating our lunch right now in China because they are out-competing us," said Hoffman, who just returned from China. "Our fiber is further from the mills, so we have to look at getting more wood on the truck. It's been excruciatingly slow."

Hoffman said nine-axle configurations, which are nine feet longer than the eight-axle configuration, provide the opportunity to increase payloads by 12-14%, all while using less fuel per unit, reducing damage to roads, and minimizing the number of trucks on the road, all a win-win for the industry and public when it comes to safety.

"We need to do something to increase the bar of our competitiveness and our safety," he said.

Funk said his investment into the nine-axle configuration has been decent, and the extra revenue he garners more than pays for the added cost.

"The Russians are eating our lunch right now in China because they are out-competing us."

– Tom Hoffman, Tolko Industries

"Bottom line is everybody needs trucks and trucks will always be there," Funk said, advising those who are leery about investing in the new configuration that the industry did not step back to the five- or seven-axle configuration when it went to eight, so there was no reason for it not to step up to nine.

BCFSC initiatives

Following the panel discussion, Dustin Meierhofer, BCFSC director of transportation and northern safety, highlighted three of the top initiatives the council was working toward: anti-lock braking systems (ABS); load securement; and log truck driver training.

Properly securing a load is vital for log truck haulers, not just for public safety, but also for the driver.

Meierhofer said one of the areas they are looking at is the size of wrappers used to secure loads, which can also cause injuries to drivers when securing due to the size and number of wrappers required.

An FP Innovations' report from 2013 indicated that log trucks that carry multiple bundles of cut-to-length loads require more load wrappers to secure the load, and that a National Safety Code Standard 10 requirement from 2004 states that the "aggregate working limit of tie-downs used to secure each stack shall be at least one-sixth of the weight of the stack," meaning drivers must

use fewer, heavier wrappers, or additional lighter wrappers.

Meierhofer said there must be a move from using 5/16 wrappers to 3/8, which are 60% heavier than the current size, but could cause additional shoulder injuries to drivers when securing.

He added that the use of loader assist is an option in some cases, but not all, particularly during adverse weather conditions in remote locations with uncommon terrain. Meierhofer said there must be better harmonization of provincial regulations, and that there is inconsistency in the enforcement and supply of securement devices.

ABS brakes are another issue for log truck drivers, as they are not always beneficial depending on terrain.

“Some work very well, and some don’t, depending on the circumstances,” Meierhofer said.

Commercial vehicle with a gross vehicle weight rating greater than 10,000 lbs must be equipped with ABS brakes if manufactured after April 1, 2000, including log trucks, which face challenges in off-road conditions.

Some of those challenges include continued failure of the braking system, the amber light illuminating for no reason, speed sensors malfunctioning, loss of brakes on steep hills, and the cost to repair damages.

CVSE did grant exemptions to log trucks that operate primarily on forest and industrial roads.

Properly training drivers rounds out the list of Top 3 initiatives the BCFSC is working on, but is as important as any on the list. However, Meierhofer said funding of a training program is unpredictable, that the industry has relied heavily on contractors to provide training and that the model needs improvement.

“That is not a sustainable model,” he said. “It puts a lot of strain on the contractors to find the solutions and it doesn’t work well.”

With several fatalities coming from those who enter the log hauling sector from other areas, Meierhofer said more must be done to properly train drivers.

“Hauling logs is a profession like anything else,” he said, “and it requires a special skillset.”

Coroner’s report

Chico Newell, resource industry coroner for the B.C. Coroner’s Service, said so far in 2017 there have been nine forestry-related deaths, five of which involved hauling.

Between 2006 and 2016 there were 15 deaths as a result of a motor vehicle collision in the forestry sector, and 10 that were non-motor vehicle collisions.

Newell said 73% of those who died as a result of a collision were not wearing a seatbelt, but added that he could not definitively answer the question: If the driver was wearing a seatbelt, would they have survived the incident?

Newell believes that wearing a seatbelt saves lives, but each circumstance is different, and he can only base his opinion on the fact that he sees only fatalities, not collisions where the driver survives.

And sometimes, the road is at fault, as Newell pointed out with a fatal collision on Hwy. 5A near Merritt, B.C., where he said the road just does not feel right and has no edge lines – concerns he has brought to the attention of government engineers.

Adverse weather, road conditions and load shifting were the top causes of fatal collisions in the log truck hauling industry, all of which Newell feels could be improved with the use of technology, such as radar, icy road alarms, and wrapper stress change sensors. **TW**

Kenworth moves to larger facility in Prince George

PRINCE GEORGE, B.C.

Inland Kenworth celebrated the opening of its 100,000-sq.-ft. dealership in Prince George.

“Our new facility reflects record-setting growth in the economy of Prince George, considered as the ‘northern capital’ of British Columbia,” said Bill Currie, president and chief operating officer of Inland Kenworth. “The new Prince George location will provide customers with an excellent facility to view Kenworth new and used trucks, receive outstanding service support with fast diagnostic response, while also keeping fleets, contractors, and government agencies well-stocked with truck parts.”

The new facility features 36 truck, equipment and body shop bays, a large parts inventory, a wheel alignment bay, body shop and DPF cleaning machine, among others.

Inland Kenworth Kenworth – Prince George is located at 7337 Boundary Ave. in the Prince George Global Logistics Park. **TW**

LETTERS

Dear editor:

Your article – Softwood skirmish – in June’s *Truck West* is disingenuous by starting out suggesting Trump is to blame. I know he is an easy target, but that does not help our cause.

The problem could more easily be blamed on Justin Trudeau for his style of governance, and because his father was prime minister when the softwood lumber dispute began.

Pierre Trudeau described Canada-U.S. relations as “sleeping with an elephant,” and our being “affected by every twitch and grunt.”

In fact, the agreement ran out because of its term and nothing to do with either current government.

The government and industry in Canada are the ones that have bent each time the duty has come up, even after winning at the world court.

As a Canadian, I would prefer our government and the industry hold out for a better long term deal and more aggressively pursue other markets to leverage our position with the U.S.

The same backroom boys are on both sides, so it should not be an issue for an extended period.

Greg Martin

Have an opinion?

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Staying alert

Doctor says fatigue and marijuana challenging for drivers and fleet managers

By Derek Clouthier

CALGARY, ALBERTA

It's been said before and it will be said many times again: driver fatigue is dangerous and causes accidents.

Dr. Melissa Snider-Adler, chief medical review officer for DriverCheck, hammered this point home during a Private Motor Truck Council of Canada (PMTCC) session in Calgary May 17, underscoring the fact that 20% of vehicle collisions are due to fatigue, and that being awake for 17 hours is the equivalent of having a blood-alcohol level of .05, jumping to 0.1 after 24 hours.

Addressing the common issue of sleep apnea in truck drivers, Snider-Adler said the vast majority of people require between 7.5 and 8.5 hours of sleep every night to function normally, which should be combined with regular exercise, a healthy diet, and consistent bedtime routine.

Signs of sleep apnea include snoring, daytime sleepiness, a small or recessed jaw, being overweight, and a large neck size.

When drivers are properly treated for sleep apnea, studies show a 30% reduction in collisions, 48% cost reduction, and a 60% better driver retention rate.

"Almost every aspect of your body can be affected by (sleep apnea)," Snider-Adler said, ringing off a multitude of health issues associated with sleep deprivation.

The doctor said napping was important for those who may feel fatigued, saying, "Naps actually do make a big difference, but it depends on time."

The ideal amount of time a person should nap is between 20 and 30 minutes.

Where there's smoke, there's fire

Snider-Adler also addressed the possible legalization of marijuana, and the challenges it will present in the workplace, particularly for those in the trucking industry. Snider-Adler is not a proponent of the drug, saying many in Canada have developed laid-back attitudes when it comes to marijuana use, believing it is mostly not harmful.

The doctor said just because a medical professional says a person can use medical marijuana does not mean it is safe to use at work, and that many prescribe the drug for anxiety and insomnia, but little evidence exists showing it helps these issues.

Snider-Adler said marijuana use is more common than many think, and managing this reality is important from a workplace perspective.

She highlighted a study showing that in jurisdictions that have legalized the drug, like the state of Colorado, there has been a 230% increase in positive THC tests when looking at fatalities from motor vehicle collisions from 2006 to 2012.

A random roadside test in B.C. also revealed that 5.5% of drivers tested positive for cannabis.



Dr. Melissa Snider-Adler, DriverCheck.



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Last year, a survey showed that 19.2% of men used marijuana, as well as 10.2% of women. There are currently more than 140,000 Canadians authorized to use medical marijuana.

DriverCheck provides assistance to companies on how to best manage this issue, going through the process of establishing if employees have proper authorizations to use the drug and have acquired it from the proper vendor.

However, as Snider-Adler pointed out: "We don't look to see if they are using it for the right reasons."

One of the major hurdles in dealing with the possible legalization of marijuana is the absence of an impairment testing method, which has not yet been developed.

Because of this, Snider-Adler advises companies look at the issue the same as it would with alcohol, and take a zero-tolerance approach.

When developing a management strategy, the doctor said performing random testing is a good deterrent, as is oral fluid testing, which has a shorter window of use and would reveal if a person had used the drug during a narrower timeframe.

Electronic logging devices

"I'm not going to lie to you, there will be pain. But once your drivers get used to it and accustomed to it, there will be time savings."

Mike Millian, president of the PMTC, told attendees that electronic logging devices (ELDs) may be a frightening reality for some,

but even the most resistant of drivers would come around once they had the chance to use one.

Millian said that so far, the proposed Canadian ELD mandate is

"Almost every aspect of your body can be affected by (sleep apnea)."

— Dr. Melissa Snider-Adler, DriverCheck

95% the same as the U.S. version, which is set to become law this December. He added that companies that are not using any type

of electronic device will have to become compliant by Dec. 18, but if they are using a device, the company will have until Dec. 16, 2019 to make the change to an approved ELD.

This, Millian said, is prompting some companies to rush out and purchase cheap devices to afford them extra time before having to purchase approved ELDs. However, Millian said this is a bad approach, as it means companies and drivers will be forced to purchase two different sets of devices, and learn how to use them between now and December 2019.

South of the border, the U.S. Federal Motor Carrier Safety Association (FMCSA) has put up a list of compliant ELDs, however, it does not certify the devices but rather leaves them to be self-certified, a process Millian feels is "the dumbest thing I've ever heard."

"You need to do your homework, you need to check up on them and verify that they are certified," he said, adding that if a device is removed from the list for whatever reason, companies using that device are not notified, and could become uncompliant unknowingly.

Millian said most of the big players in the ELD market have yet put compliant devices on the market, as they are waiting until all the final rules for compliancy have been established.

In Canada, the PIT Group of FPI Innovations will be certifying Canadian devices. If an ELD breaks down, companies will have eight days to replace or repair the device. Likewise, if a device is taken off the FMCSA compliancy list.

ELDs must offer separate accounts for drivers and administrative staff, must have accuracy of within a one mile radius during on-duty periods and 10 miles when the truck is used for personal matters. Drivers can edit their logs, but must retain the original log to show the edits with a written explanation for the change. If a truck moves, there must be a driver logged into an ELD; no ghost drivers will be permitted.

When working for an agricultural hauler in Ontario, Millian converted the fleet from paper logs to ELDs, and said even the 10 most resistant drivers came around following training.

Prior to training, Millian said sentiment from drivers was 50/50 when it came to their support of ELDs, and after, it rose to 90/10 in favor.

"You need to train a segment at a time, and that's why you need to get on this now," he said. "If you're not researching this now and you're heading into the states, you're already behind." TW



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Five terminal tractor buying trends

Shunt trucks are being decked out with more options for operators

By **Sonia Straface**

With all the different options available, buying a shunt truck isn't a simple task anymore. You can spec' your terminal tractor with endless options to suit your fleet's needs and even make it a comfortable and functional work space for operators.

We spoke with several shunt truck dealers who gave us the scoop on the latest options buyers are steering towards, and found many shoppers are opting to make the shunt truck a more luxurious space in an effort to attract and retain operators.

Heating and air conditioning

One of the most noticeable trends in the last five years has been that air conditioning in terminal tractors is now standard, the dealers told us.

"A couple years ago, this wasn't the case," George Cobham Jr. vice-president of sales and marketing, Autocar dealer Glasvan Great Dane said. "Because there was a reason not to spec' it. Some people said drivers going from a 65-degree cab to 90 degrees outside is not good for you. But for drivers today, air conditioning is a pretty important thing. Some people might refuse to work if it's too hot. So, buyers keep that in mind."

James Blake, vice-president and general manager of Tico Eastern Canada agreed.

"Two or three years ago, air conditioning was an option, but now it comes standard," he said. "Just like on-highway drivers, retention is important for shunt truck drivers too. So many of our customers are finding that having air conditioning will keep drivers happy."

In the winter, Cobham Jr. said that many more customers are spec'ing auxiliary heaters.

"Shunt trucks don't produce a lot of heat," he said. "They have small motors – two-fifths the size of a highway truck – so they don't produce as much heat. So, we're seeing a lot of people

Shunt truck dealers say more customers are opting for LED lighting, comfortable seats, and secondary heating systems for operator comfort.



"Drivers – even shunt truck drivers – are getting older. So making the cab a more comfortable place for the driver is becoming more popular."

– **Shawn Rogers, Train Trailer**

putting in auxiliary heaters as another heat source."

Not only do the heaters keep the drivers warm during the winter months, but they can also keep the windshield defogged and are a fuel saving option that many are fond of, Cobham Jr. added.

"Because of how many times the doors are opened in the winter, we are finding that many customers like to have a secondary heating system," agreed Michelle Sedlezky at Tico dealer Checker Flag Leasing. "Especially our customers in the Ottawa area."

Lighting

There has also been a major move towards spec'ing LED lighting, according to Sedlezky.

"The LED lighting provides better visibility for the driver and makes it safer for the drivers in the yard," she said, adding that many owners are opting to upgrade to LED lighting for the safety factor alone.

John Uppington of Kalmar Ottawa confirmed this trend.

"We've seen for many years now that almost all our trucks are being spec'd with LED exterior lighting. It provides better quality light for the driver and they can see what's going on around them much better than with traditional incandescent lamps or halogen lamps."

Comfortable seats

"What we're really seeing a lot of recently is more buyers opting for comfortable seats," said Uppington.

He said that buyers are more aware of the effects of full-body vibration caused by being in the truck all day.

"Many are choosing to go with the Bose Ride seat on their new trucks," he said, adding that the company recently sold 45 units with the Bose Ride seats to a major Canadian client. "They work like noise canceling headphones and isolate the driver from being tossed around. The seat works to help keep the driver healthy. Even though this issue isn't exclusive to terminal tractors, we are seeing it go in the terminal tractors more and more."

The car experience

According to Shawn Rogers, national sales manager for Train Trailer, more and more shunt trucks are getting spec'd to resemble a car.

"Drivers – even shunt truck drivers – are getting older," he said. "So making the cab a more comfortable place for the driver is becoming

more popular. So with that, we're seeing OEMs trying to give truck drivers the car experience where there's Bluetooth hookups in the cab and things like that to make life easier for the drivers."

Sedlezky confirmed she is seeing this with her customers as well, adding many are asking for entertainment systems in the cab.

"We're seeing customers asking for the trucks to come with radio, MP3 player capability, and chargers for their phone and tablet," she said.

And just like GPS systems for drivers, shunt truck operators want their yard management systems mounted to their dashboard for easy access, Uppington added.

"These drivers really just want the same comforts as highway drivers," acknowledged Blake. "So, with a simple fix like adding AM/FM radio to the shunt truck – five years ago, no shunt trucks had that, and now it's a popular option today."

Sticker shock

The biggest trend Cobham Jr. is recognizing more than any spec' is the face of a customer who hasn't been shunt truck shopping in a while.

"Anyone who used to buy off-road yard tractors is so surprised by the cost of new technology and the complexity of it all," he said. "That surprise is one of the biggest trends I've noticed. If you haven't bought a yard truck in six years, chances are it had a Tier 3 diesel motor that was very simple, but times have changed. That's thanks to the EPA (Environmental Protection Agency). It wasn't my idea or my competitor's idea. But we get that surprise constantly. We always get asked, 'Why is this so much money?'" **TW**

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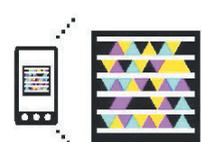


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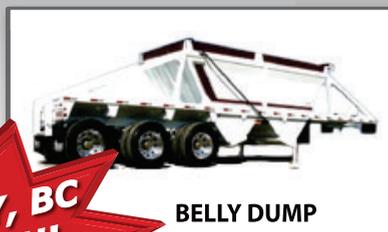


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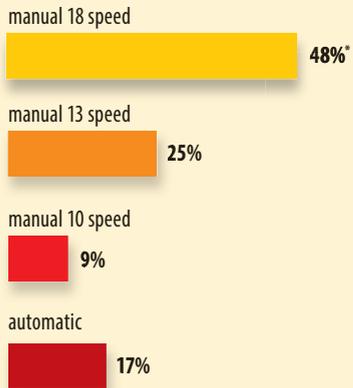
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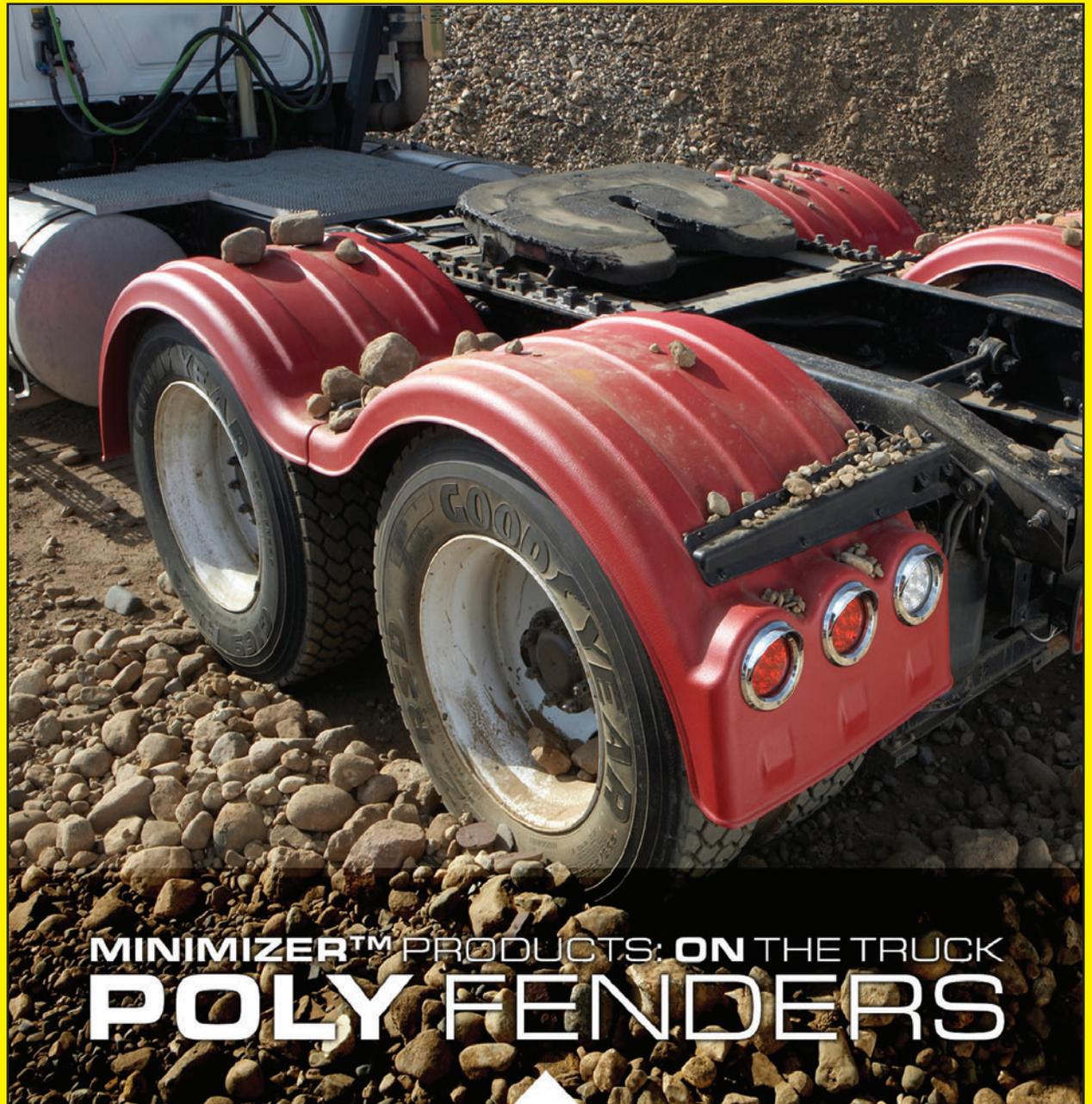
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2017 MACK GU813 STRAIGHT TRUCK (CAB AND CHASSIS)
MACK ENG; 425M HP, AUTOMATIC TRANS;
18,000 FA 40,000 RA AXLE(S), 3.70 RATIO, AL461 SUSP; 193" WHEELBASE,
BLACK IN COLOR, STK#38012. -458960



2017 MACK CHU613 DAYCAB TRACTOR
MACK ENGINE; MP8, 505 HORSEPOWER, 18 SPD TRANSMISSION; 14,600 FA
46,000 RA AXLE(S), 3.73 RATIO, AL461 SUSPENSION; 213" WHEELBASE,
BLACK RED PEARL IN COLOR, RAWHIDE PACKAGE, GRAND TOURING INTERIOR,
STK#25909. -164834



2017 MACK PINNACLE CXU613 HIGHWAY TRACTOR
MID ROOF SLEEPER, MACK ENG; 505 HP, 18 SPD TRANS;
12/40 AXLE(S), 3.73 RATIO, AIR RIDE SUSP;
STK#81156. -482203



2013 MACK CHU613 HIGHWAY TRACTOR
70" MR SLEEPER, 505 HP, 18 SPD TRANS; 12/40 AXLE(S),
RATIO, AIR RIDE SUSP; 237" WHEELBASE, 731,000 KMS,
STK#17003. -797452

2017 MACK GU813 MIXER TRUCK
MACK ENG; MP7, 395 HP, 6 SPD TRANS; 20/46 AXLE(S), 4.19 RATIO,
HM460 SUSP; 301" WHEELBASE, WHITE IN COLOR, STK#37058. -278348
\$199,000



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2008 MACK CXU613 HIGHWAY TRACTOR
70" MR SLEEPER, 485 HP, 10 SPD AUTO TRANS; 12/40 AXLE(S),
3.55 RATIO, AIR RIDE SUSP; 233" WHEELBASE, LOADED, NEW SAFETY,
THERMOKING UNIT, DUAL EXHAUST STK#17001. -797451



2018 MACK CXU613
MACK MP8-505C, MDRIVE, FRONT AXLE:
14.6, REAR AXLE: 46, 221" WB.
STK# 35696. -693651



2018 MACK CHU613
MACK MP8-505C, T318LR, FRONT AXLE:
14.6, REAR AXLE: S440, 241" WB, BLACK
CHERRY PEARL, **STK# 35732. -826370**



2017 MACK GU813
MACK MP8-445C, MDRIVE-12 HD, FRONT
AXLE: 18.0, REAR AXLE: S402R, 253" WB,
STK# 35641 -693642



2018 MACK GU813
MACK MP8-505M, MDRIVE-13, FRONT
AXLE: 18, REAR AXLE: S440, 210" WB,
STK# 35737 -893642

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2017 MACK CXU613 DAY CAB TRACTOR
MACK MP8-445E, MDRIVE, FRONT AXLE:
12.0, REAR AXLE: 40, 180" WB.
STK# 35727. -716486



2018 MACK CXU613
MACK MP8-445C, MDRIVE-12, FRONT AXLE:
13.2, REAR AXLE: S40, 185" WB,
STK# 35714 -998674

2015 MACK GU812 - STEAMER UNIT
MACK MP7-325M, ALLISON,
FRONT AXLE: 12.0, REAR
AXLE: 23, 230" WB, **STK# 35247. -526096**



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2018 CXU613 Dump Truck

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2018 CHU613 70" MR

MP8-505C Eng., mDRIVE, 13200 lb F/A, 46000 lb R/A, Rawhide exterior
Stk: 023876 -998673



2017 CHU613 48" FT

MP8-505C+ Eng., mDRIVE, 12000 lb F/A, 46000 lb R/A, 237" W/B,
Stk: 020098 -526107



2015 GU714 36" FT Vac Spec

MP8-505M Eng., 18 Sp., 20000 lb F/A, 50000 lb R/A, 312" W/B,
Stk: 013363 -532397



2015 GU714 Vac Truck

MP8-505M Eng., 18 Sp., CanAm/Arctic series DOT 4800 gallon aluminum vac tank,
Stk: 013014 -354181



2016 GU714 Tandem Mixer

MP7-405M Eng., 6 Sp., 20000 lb F/A, 50000 lb R/A, 8.5m³ London Machinery mixer,
Stk: 015641 -526110



2018 CHU613 48" FT HD

MP8-505C Eng., 18 Sp., 12000 lb F/A, 46000 lb R/A, 237" W/B, Stk: 023170 -893647



2015 GU714 Combo Vac Truck

MP8-505M Eng., 18 Sp., CanAm/Arctic series DOT 4200, gallon stainless steel combo vac unit,
Stk: 013016 -354184



2018 CHU613 60" MR HD

MP8-505C Eng., 18 Sp., 12000 lb F/A, 46000 lb R/A, 243" W/B,
Stk: 022820 -604583



2017 CHU613 Grain Truck

MP8-415C Eng., mDRIVE, 14600 lb F/A, 46000 lb R/A, 20' NeuStar grain box,
Stk: 022057 -604581

\$225,000



2015 MACK GU714 TANK TRUCK

MACK ENG; MP8, 425 HP, 18 SPD TRANS; 20/50 AXLE(S), AIR RIDE SUSP; TRUCK HAS AN ADVANCE ENGERING PRODUCTS 22,500 LITRE/ONE COMPARTMENT DIVIDED INTO TWO SECTIONS ALUMINUM TC407 CHASSIS MOUNTED TANK. STOCK #50039 -101662



2016 MACK GU713 SNOW PLOW

MP8-455M ENGINE; 6 SPEED AUTOMATIC ALLISON TRANSMISSION; FXL20 20,000 LB, R S440 44000LB; Tenco SLIDE-IN SANDER WITH REAR DISCHARGE, Tenco PLOW, 15 FOOT MIDLAND GRAVEL BOX. STK#50257 -112681



2014 MACK CXU613 HIGHWAY TRACTOR

70" HI-RISE W/BUNK SLEEPER, MACK ENG; MP8-445CE, MDRIVE AUTOMATED TRANS; 3.36 RATIO, WHITE IN COLOR, 688,677 KMS, STK#90107 -1010988



2015 VOLVO VNL64T 670 HIGHWAY TRACTOR

D13 ENG, AUTOMATIC TRANS; 12/40 AXLE(S), WHITE IN COLOR, STK#90097 -840796



2018 MACK CXU613 HIGHWAY TRACTOR

48" FLAT TOP SLEEPER, MACK ENG; MP8-445C, 445 HP, 12 SPD TRANS; 3.40 RATIO, WHITE IN COLOR, FRONT AXLE 13,200 LB, REAR AXLE 40,000 LB, STK#50414. -751691

\$100,000



2017 MACK CXU613 HIGHWAY TRACTOR

70" MIDRISE SLEEPER, MACK ENG; MP8-505C, 505 HP, 3.36 RATIO, BLACK IN COLOR, STK#50403 -501994



2018 MACK CXU613 DAYCAB TRACTOR

MACK ENG; MP8-445C, 445 HP, 12 SPD TRANS; 3.40 RATIO, 185" WHEELBASE, WHITE IN COLOR, STK#50419. -739410

2 TO CHOOSE FROM



2015 VOLVO VNL64T 670 HIGHWAY TRACTOR

70" HI-RISE SLEEPER, D13, 445 HP, AUTO TRANS, COME DOWN TO SEE THIS UNIT TODAY! STK#90098 -840797

\$101,000



2018 MACK GU813 DAYCAB TRACTOR

MACK ENG; MP8-505M, 505 HP, OTHER TRANS; WHITE IN COLOR, GRANITE INTERIOR, POWER WINDOWS/LOCKS STK#50416. -713277

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manual 13 speed	21%
manual 10 speed	11%
automatic	25%

*percentage of respondents

Source: Equipment Buying Trends Survey 2015, Newcom Trucking Group

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2017 KENWORTH T880
40" INTEGRAL FLAT TOP SLEEPER, PACCAR ENG; 550 HP, TANDEM AXLE(S), 4.1 RATIO, AG 460 SUSP; WHITE IN COLOR, SLEEPER, GRAY VANTAGE INTERIOR, STK#HJ988862. -874026



2018 KENWORTH T680
72" ACDN SLEEPER, CUMMINS ENG; X15, 450 HP, AUTOSHIFT TRANS; 12.5K/ 41K AXLE(S), 3.42 RATIO, AG400L SUSP; 232" WHEELBASE, WHITE IN COLOR, 72" ACDN SLEEPER, GRAY VANTAGE INTERIOR STK#JJ991298. -896535



2018 KENWORTH W900L
72" ACDN SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.91 RATIO, AG460 SUSP; 244" WHEELBASE, BLUE IN COLOR, GRAY DIAMOND VIT INTERIOR STK#JJ991228. -900800

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11R22.5, TIRE MAXX PRO INFLATION SYSTEM, STAINLESS STEEL FENDERS, BLACK, STK#AL20211 -693677



2017 DOEPKER TRIDEM LEGACY 2 HOPPER
11R24.5, 45' LEGACY TRIDEM 2 HOPPER BULKER, POLY BLACK FENDERS, BLACK TARP, STK#AL20132 -693678



2018 DOEPKER SUPER B SIDE DUMP
ELECTRIC TARP SYSTEM, BLACK POLY FENDERS, 11R22.5 TIRES STK#SD20754 -913488



2016 DOEPKER IMPACT END
34' DUMP BODY, 11R22.5, LIFT AXLE MANAGEMENT SYSTEM, SEALED END GATE, STK#SG19314. -995436

Used Trucks



2012 KENWORTH T800 DAYCAB
PACCAR ENG; TANDEM AXLE(S), AG 380 SUSP; BLACK IN COLOR, W/ NEW LOADLINE 20' GRAIN BOX, 13 SPEED ULTRA SHIFT PLUS TRANS. 861,455 KMS, STK#CJ95446. -574024 **\$95,500**



2013 KENWORTH T660
72" ACAD RAISED ROOF SLEEPER, PACCAR ENG; MX, 455 HP, 18 SPD TRANS; TANDEM AXLE(S), 3.73 RATIO, AG 400 SUSP; 232" WHEELBASE, BLUE IN COLOR, 772,918 KMS, STK#DJ964132. -458999 **\$62,500**



2015 KENWORTH T800
FLAT TOP SLEEPER, CUMMINS ENG; 550 HP, 18 SPD TRANS; TRI AXLE(S), 4.3 RATIO, NEWAY SUSP; WHITE IN COLOR, TRI-DRIVE, 318,843 MILES, STK#FJ976972. -874027 **\$167,500**



2009 PETERBILT 386
63" ULTRA SLEEPER, CATERPILLAR ENG; 470 HP, 13 SPD TRANS; TANDEM AXLE(S), WHITE IN COLOR, PRESTIGE INTERIOR 1,501,703 KMS, STK#9D788490. -874046 **\$37,500**

KENWORTH W900
2007 72" ACAD. **\$79,900**
7J989850 1,341,227 KM, 18 Spd, Consignment
2013 72" ACAD. **\$79,500**
DJ961328A 907,583 KM, 13 Spd
2014 62" ACFT
EJ970077A 338,258 KM, 18 Spd

KENWORTH T800
2012 GRAIN BOX. **\$95,500**
CJ954463 861,455 KM, Manual 13 Spd
2010 62" ACFT. **\$75,000**
AJ943863A 649,282 KM, 18 Spd
2013 62" ACFT. **\$75,500**
AJ960652 902,957 KM, 18 Spd
2013 62" ACAD. **\$52,500**
DJ958976 858,751 KM, 10Spd Autoshift Consignment
2015 38" ACFT TRI-DRIVE. **\$167,500**
FJ976972A 318,845 KM, 18 Spd, Consignment
2015 38" ACFT TRI-DRIVE. **\$169,900**
FR977249A 268,486 KM, 18 Spd, Consignment

KENWORTH T680
2015 Daycab **\$92,500**
FJ972919 699,607 KM, 18Spd
2015 Daycab **\$92,500**
FJ972920 758,010 KM, 18Spd
2015 Daycab **\$92,500**
FJ972921 753,362 KM, 18Spd
2014 76" ACAD
EJ968369 13 Spd
2014 76" ACAD
EJ968370 13 Spd
2014 76" ACAD
EJ968371 800,422 KM, 13 Spd

2014 76" ACAD **\$79,000**
EJ968372 785,722 KM, 13 Spd
2014 76" ACAD **\$79,000**
EJ968374 723,641 KM, 13 Spd

KENWORTH T660
2013 72" ACAD. **\$57,500**
DJ957521 852,313 KM, 18 Spd
2013 72" ACAD. **\$67,000**
DJ964129A 707,773 KM, 18 Spd
2013 72" ACAD. **\$62,500**
DJ964132A 772,918 KM, 18 Spd
2013 72" ACAD. **\$62,500**
DJ964133A 792,226 KM, 18 Spd
2013 72" ACAD. **\$62,500**
DJ964134A 773,724 KM, 18 Spd
2012 62" ACFT. **\$59,900**
CJ956163 892,158 KM, 18 Spd

KENWORTH T440
2012 Dry Van. **\$67,500**
CM955425 481,000 KM, Manual 10 Spd

KENWORTH T370
2015 Dump Box. **\$115,000**
FM974210 132,395 KM, 3500RDS
2011 Reefer Van. **\$45,000**
BM948952 255,236 KM, 3500RDS
2012 Dry Van. **\$51,500**
CM952439 329,984 KM, 3500RDS
2012 Cab & Chassis. **\$55,000**
CM954607 228,880 KM, 3500RDS

PETERBILT
2016 DAYCAB **\$90,000**
GM320017 97,746 KM, 13 Spd. Consignment

2014 DAYCAB 388 **\$79,900**
ED228856 1,225,741 KM, 18 Spd, Engine Rebuilt
2009 63" ULTRA 386 GRAIN BOX
9D788489 1,447,901 KM, 13 Spd
2009 63" ULTRA 386 **\$37,500**
9D788490 1,501,703 KM, 13 Spd
2009 63" ULTRA 386 GRAIN BOX
9D788491 1,382,215 KM, 13 Spd
2009 63" ULTRA 386 GRAIN BOX
9D788493 1,479,920 KM, 13 Spd
2004 300 DUMP BOX. **\$35,000**
4M821133 176,018 KM

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2009 M2 DAYCAB. **\$52,500**
9HAL4060 73,488 KM
2012 CASCADIA. **\$15,000**
CLBH5056 798,747 KM Consignment
2012 CASCADIA **\$49,900**
CSBK5705 856,563 KM 13 Spd
2005 Freightliner Columbia **\$35,000**
5PN92477 694,698 KM, 18 Spd. Consignment

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Daimler opens new proving grounds

Daimler's new Oregon-based proving grounds features a 3.5-mile test track and a new state-of-the-art office building and workshop

By **Sonia Straface**

MADRAS, OREGON

Daimler Trucks North America (DTNA) has officially opened its Oregon-based High Desert Proving Grounds.

DTNA invited trucking journalists from across North America, as well as local dignitaries and local press, to attend the grand opening event on May 18. The grand opening featured speeches from DTNA executives, full facility tours, and ride-and-drives on the newly paved 3.5-mile test track.

The grounds, which required a US\$18.7 million investment by the company, encompass 87 acres in total. They come complete with a test track, a brand new 32,000 sq.-ft. office building that will soon be home to about 40 employees, and a sizable workshop with 14 service bays for technicians to work in. There's also a driver lounge and conference rooms with large windows so all employees can enjoy the mountainous view.

According to Roger Nielsen, DTNA's newly-appointed president

and CEO, the proving grounds were built to serve two functions. The first, to solidify and validate DTNA as North America's market leader and become a louder player in the realm of research and development. The second, to bring innovative technology to the market faster than before.

"We're excited to be a more pre-dominate player in the testing of durability, reliability of our brand and brands around the world," Nielsen said at the grand opening. "Putting our investment here is one more piece of the foundation we're putting together to solidify our place as the North American leader. For sure you're going to see trucks platooned and paired up here, you're going to see autonomous vehicles driving up here. It's truly a place for us to bring product to market faster and quicker and honestly, with higher quality."

Wilfried Achenbach, senior vice-president of engineering at DTNA, said that Madras was chosen as the location for the proving grounds because of its proximity to Portland, Ore., where



the company's year-old headquarters is situated. The drive between the headquarters and the proving grounds is about 120 miles, which allows the engineering team to travel by car to access the testing facility.

"It will save us time, and bring our engineers closer to the product," said Achenbach. "Together with our full-scale wind tunnel and other state-of-the-art engineering test facilities in Portland, the proving grounds will help us stay ahead of the competition."

In addition, the 120-mile drive is

helping the company out even more, as the route provides vehicles with real-world validation by including portions on the interstate, rural roads, and mountainous terrain through the Mount Hood pass. The route itself has been used to validate the potential gains of truck platooning, one technology that DTNA is exploring for the future.

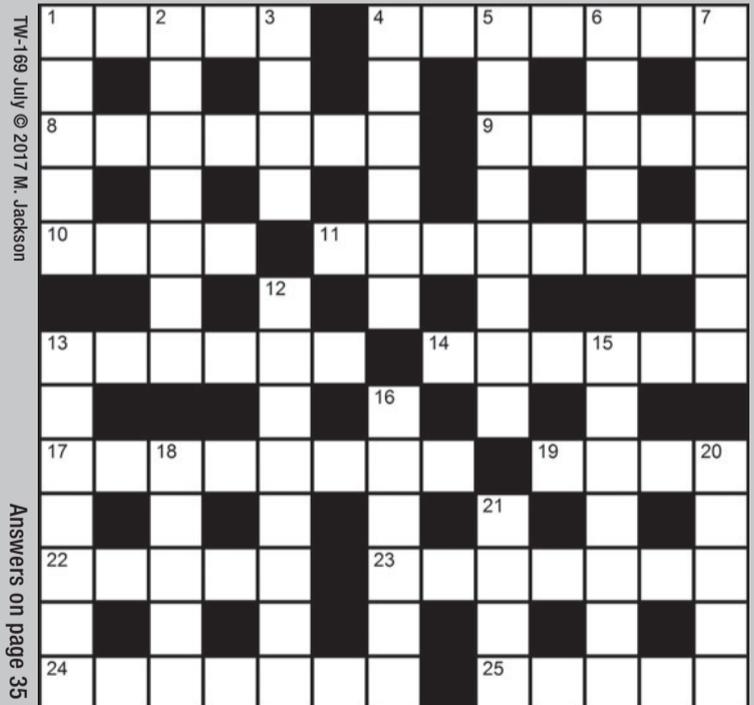
Achenbach added the new test track is similar to those Daimler has in Germany, and soon in Brazil. The track's surfaces, which are highly engineered, will help DTNA determine a truck's full service life in just six months. **TW**

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THIS MONTH'S CROSSWORD PUZZLE



TW-169 July © 2017 M. Jackson

Answers on page 35

Across

- 1 Late-'70s Chevy conventional
- 4 New truck down payment
- 8 NB home of Armour Transportation
- 9 Wooden shipping container
- 10 One of many in truck leaving PEI
- 11 APTA: ____ Provinces Trucking Assoc.
- 13 Semitrailer type (3,3)
- 14 Lumper, in other words
- 17 Logging trucks' destinations
- 19 '88-'95 Aeromax tractor brand
- 22 Discharge a truck loan
- 23 Brake system type (3,4)
- 24 Certain urban roads
- 25 CB output-power rating

Down

- 1 Road irregularities
- 2 Saint John, NB based transport co.
- 3 Wheel fasteners, frequently
- 4 Timmies offering
- 5 New truck option groups
- 6 Engine cold ____, winter challenge
- 7 QC-based stainless steel tanker co.
- 12 Former Mack motor with '73 debut
- 13 Bangor, ME truck stop
- 15 Upmarket Peterbilt vocational interior
- 16 Decorated parade vehicles
- 18 Windshield adjunct
- 20 Obligatory freight terminal features
- 21 Four-door pickup, a.k.a. ____ cab

Mark Dalton: Owner-Operator

By Edo van Belkom

Mark had just dropped off a load of plastic bags to a warehouse in Newmarket, Ont., and had begun to wonder about his next load...when it would come and where it would take him. Bud had been keeping him busy, but there hadn't been a lot of long hauls and nothing too interesting. Mark didn't mind boring once in a while, but it was beginning to get a bit routine.

And then, as if on cue, Mark's cell phone rang. "Hello?"

"Mark, it's Bud."

"Bud who?"

"Budgets, as in 'Bud gets' you the loads, pal!"

"Oh, yeah. What have you got for me?"

"How about a load of high-end farm tractors headed for a farm in Prince Edward Island?"

"That's great" Mark said. "But it's probably an enclosed and dedicated trailer. What do I do when I get there?"

"That's the best part. The farmer's got three older tractors that are coming back as trade-ins."

"Wow, that is good."

"Who's your Buddy?"

"Buddy who?"

The tractors were being shipped by a farm equipment dealership outside of Barrie, Ont. Mark hooked up the trailer and got instructions from the shipper. Basically, because of the weekend, he had seven full days to deliver the tractors, and bring the three used tractors back to Barrie. One of the best and easiest summer runs he'd had in a long time. With the load secure and plenty of hours of drive time ahead, Mark headed south down Hwy. 400 to get onto the 401 and begin the long drive east. Being a Saturday, traffic would be light and getting through the city would be a breeze. But as he neared the interchange between the 400 and 401, Mark noticed that Mother Load was working way too hard to pull the trailer. A shift into neutral to test the truck's glide suggested the trailer brakes were partially engaged and the truck was slowing down because of it. Mark needed to pull off and check his air lines – the sooner the better.

He pulled off at the next exit and looked for a place where he could quickly check his lines without blocking too much traffic. Once parked, Mark switched on his hazards and jumped out of the cab to check his air lines. As he'd suspected, one of the lines had come loose and was leaking air. He disconnected the line, made sure the end was clear and reconnected it. He waited

Dalton has a breakdown - Part 1 -



Illustration by Glenn McEvoy

a second to confirm there was no leak. He'd be on his way in no time.

He hopped back behind the wheel of Mother Load. When he depressed the clutch and shifted into first, something felt wrong. He wasn't sure if it was anything but a second later – as he let out the clutch – there was no doubt. CRACK-UNK!

Something big and heavy had broken beneath him and suddenly he had no more clutch and couldn't put his truck into gear. Mother Load wasn't going anywhere.

"Great!" Mark said. "Of course, this load had to be too good to be true."

After a deep sigh, and a couple of moments to regain his composure, Mark took out his phone and called for a tow. At first, he just got busy signals, but on his fifth try he got a machine telling him that all their trucks were busy at the moment, but if he left a message they would get back to him...soon.

Not knowing what else to do, Mark called a mobile mechanic named Suhkdeep he sometimes dealt with when he needed roadside assistance in the Toronto area. The man usually came right away. Mark didn't think whatever was wrong was a roadside fix, but maybe he could at least get Mother Load moving so he could get his rig off the street. As promised, the mechanic showed up just after seven in the evening. He wasted no time crawling under Mother Load to take a look at the clutch and

transmission, then quickly climbed up into the cab and took a seat behind the wheel. With the engine running, he tried several times to get Mother Load into gear, but succeeded only in making a string of noises that sounded like the doors of a metal backyard shed sliding open and closed. He shut off the truck and jumped down, shaking his head.

"How bad is it?"

"Not good," he said with another shake of his head. "There's a small hole in the clutch casing like something exploded in there. And even though you've been here sitting idle for hours, the whole assembly is hot to the touch. Like something was grinding in there for hours."

"So you can't get me moving so I can just park it somewhere overnight?"

Suhkdeep shook his head again. "There are three things I know for sure – God is great. I am not God. And you need a tow." After a pause. "I'll send you my bill."

"Thanks," Mark said stretching the word out way longer than it was.

It was getting dark and even though it had been hours, he hadn't gotten a reply from the towing company. He began calling them again and got through to an actual person on the third try.

"Hey, can I get a tow?"

"Sure."

Mark relayed his location.

"We'll be there at nine o'clock."

Mark checked his watch. "So soon? That's great."

"No. Nine o'clock tomorrow morning."

"What?"

"All our trucks are out on a call. There's a 12-car pile-up on the QEW in Oakville and we've got everything in our fleet trying to open up the highway. If your truck can wait, we'll be there in the morning. Are you blocking traffic?"

Mark looked up and down the street. Not a car in sight. "I'm on a quiet side street."

"Great, we'll be there in the morning."

"I guess..." Mark started to say before the woman on the other end hung up on him.

Mark sighed. Here he was parked on a city street that was no doubt designated "No Heavy Trucks" and his truck stood out like a \$20 bill on the sidewalk. There was no way he was going to abandon his truck overnight. The load would probably be fine, but Mother Load could be broken into or vandalized. Obviously, he was going to have to stay the night. It wasn't exactly the best part of town to be stuck in, but he was confident he'd be alright. After all, what was the worst that could happen? **TW**

Mark Dalton returns next month in Part 2 of Dalton has a breakdown.

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More issues addressed

Continued from page 1

sion hosted by the STA that tackled several issues facing the industry, Susan Ewart, executive director of the STA, said some minor changes to long combination vehicle (LCV) permits were addressed, including the addition of another route and the overall look and schedule of the permit being reformatted.

Ewart said where there is a new set of traffic lights on Hwy. 6, from Regina to Armor Road has been added to the turnpike doubles, triple trailer units, Queen

City triples, and Rocky Mountain doubles up to 41 meters in length.

The panel included members of Saskatchewan's Ministry of Highways, Commercial Vehicle Safety Alliance, and Saskatchewan Government Insurance (SGI), which will be launching a the consultation and review phase for an entry-level commercial driver training program, as well as reach-out to driver training schools.

"The STA will ensure that we have a voice in how this training is developed," Ewart said, adding that overall the panel discussion was a positive step on several industry matters and provided a forum for STA members

to ask questions on policy making and new technologies. "We are happy with the direction that each of the above issues has taken. It has been a long time coming for some of these concerns to be moved forward.

"It's a big relief to many companies that they will be able to use the chosen tires at par weights."

Saskatchewan Trucking Association

It is good for industry."

The STA noted that the Saskatchewan government also highlighted the Regina bypass

project as a key infrastructure effort for the province, and thanked the association for its support in opposing the federally-mandated carbon tax, a levy the STA said would put great strain on a low

profit margin industry.

Ewart said the STA will continue to offer additional events where members and stakeholders

can gather in an open dialogue to discuss the provincial and national challenges facing the trucking industry. **TW**

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The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

When Vic first arrives at his truck, he thinks all is well, but when he gets into the cab he notices that a passenger window has been smashed. Vic goes to complain to the owner of the plaza, but gets no satisfaction from the man. "You paid for a place to park your truck, not for security," the plaza owner says.

In the morning Vic walks back to where his truck is parked. It's still raining and it's gotten colder.



As a result of the broken window, Vic is unable to pick up his load that morning. Instead, his dispatcher tells him to file a police report for the broken window for insurance purposes. So Vic takes his truck to a police reporting center to get the paperwork filled out.

After reporting the accident to police Vic takes the truck to his truck yard and is given a new truck and load to pick up that afternoon. It was just a local load so Vic finishes by the end of the day and returns to the truck yard. He wants his original truck back but it's not ready because the window glass is on order. Vic is given a smaller cube van to take home. He's hopeful that he'll be able to park this smaller truck in his driveway without any problems.



Illustration by Glenn McEvoy

After Vic parks the truck, he goes inside his house and prepares his dinner as his wife is still away visiting family with the kids. While making dinner, and later while eating it, Vic expects the by-law officer to knock on his door at any moment. However, he gets through dinner without anyone showing up outside. But a few minutes later, there's a knock on his door. Instead of by-law, it is two of his neighbors. "Uh, hi Vic, We couldn't help notice that you've got this truck in your driveway." "I know, I'll move it." "No, no, no... We were wondering if you could use it to help us take home a refrigerator and stove we just bought. It would save us some money."



Vic thinks about it. He can't be sure who complained, but these neighbors need his help. He decides it's best to be a good neighbor. If he is, then others might be as well.



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We all need a hero from time to time



From left: Jaquie Fitzpatrick (business matriarch), Dock Fitzpatrick (founder and owner), Shaune Stewart (office Administrator, co-owner), Jordan Wilson (logistics manager), Sheilagh Fitzpatrick (office manager, co-owner), and, front, Hugh Fitzpatrick (founder and owner).

By Derek Clouthier

KELOWNA, B.C.

Heroes come in all shapes and sizes. Some wear a cape, others have a mask or possess super powers, but the special ones have the ability to inspire others to be the best possible version of themselves.

For Jordan Wilson, recognizing his hero was easy.

Wilson's grandfather, Hugh Fitzpatrick, was a man who loved to work. But even more so, he loved to give back, and that was one of the many traits that made him a hero.

"From a teenager, he was always involved with everything," Wilson recalled. "I didn't know how much he was involved with everything until my uncle was reading the eulogy at the funeral. All the things he's done, he helped build this city in so many ways."

Hugh may be gone, but the company he created with his wife, Jaquie Fitzpatrick, and Wilson's uncle, Dock Fitzpatrick, endures.

Hugh, Dock, and Jaquie started Hawkeye Holdings in 1988, but the McLean and Fitzpatrick packing house was launched in 1922 by Wilson's great-grandfather, and

today, Hawkeye resides in that same building.

The company is now made up of four divisions – warehousing, seedling storage, property management, and trucking.

"When they started Hawkeye, they didn't even take a paycheck," said Wilson. "They took a very small amount for the expenses and (my grandfather) worked just because he loved to work. He was 84, and up to 30 days before he passed away, he was in the office."

Wilson is the logistics manager of the trucking division, and said his grandfather would come into the office even if it was just for an hour to talk to him about the trucking division.

Hawkeye's fleet includes 13 trailers and nine semis, focusing on long haul routes from B.C. through Ontario, including Alberta, Saskatchewan, and Manitoba. It specializes in consumable goods, climate-controlled transportation, soil, gravel, seeding trees, and tridem trailers.

Following in his grandfather's footsteps in more ways than one, Wilson serves as a board member for the British Columbia Trucking Association (BCTA).

"With an industry that's given so much to me and my family," Wilson said, "I really think you should give time back and do what you can to better the industry and better the city."

This was a lesson Wilson learned from his grandfather, who used to serve on various committees and boards in Kelowna, a city he loved.

"I look up to the dedication he put into building his company, his family, and this city," Wilson said.

Wilson admits that many who make up the younger generations do not have the same approach to their professional life as those like his grandfather once did. Moving from company to company has become more prevalent and expected in today's society, but high turnover is one thing Hawkeye has been able to avoid.

"I look up to the dedication he put into building his company, his family, and this city."

– Jordan Wilson

Several Hawkeye employees went to high school with his uncle Dock, and have even returned to school to further their education in an effort to step up into various positions within the business to help it succeed.

The company atmosphere is a key reason for the low turnover rate, one Jordan said places an emphasis on kindness and is a family-friendly environment that treats its employees with respect.

"My uncle believes that you don't lay people off," Wilson said, "because when it's busy again, you won't find a good driver."

Hawkeye's busiest time for its trucking division is during the construction season, which lasts up until October in the Okanagan region. And when things start to calm down, most of their gravel trucks sit idle.

Wilson said if drivers get laid off during the slow season, they will simply go look for another job, and when the busy season starts up again, Hawkeye would be faced with having to find quality drivers year after year.

"It's hard to find drivers, and we have some really good drivers," Wilson said, "so we have drivers who are on all year long and we'll put them in the shop and they help fix equipment. We'll move them around and they're very happy with that and don't have to worry that they're going to get laid off."

Hawkeye, and particularly Wilson, wouldn't have the empathetic approach to business they do today if it wasn't for the example set by their founder and hero.

"The amount of time that he dedicated to work to make sure that his family was taken care of and all his employees were taken care of," Wilson said of his grandfather, adding that he was amazed by the number of people who showed up to his funeral.

Wilson's grandmother passed away six months prior to his grandfather after losing a battle against cancer. Hugh's permanent smile turned to a perpetual frown after his wife's death, passing away shortly after of what Wilson believes could only have been a broken heart.

"I've never heard him swear and I've never heard him say a bad thing about anybody," Wilson said. "I try and do that. It's very difficult, but I do try." TW



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