

**Healthy choices**

Being a healthy driver is all about choices.

**Generational déjà vu**

Millennials not the only group that has been chastised.

**Funding axed**

Aspiring Manitoba drivers lose funding source for driver training.

Reach us at our Western Canada news bureau  
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Though medical marijuana has been legal in Canada for some time, full legalization would pose challenges to carriers, much like it did south of the border.

## Smoke signals

With legalization of marijuana looming, we look into the U.S. experience

By Derek Clouthier

**DENVER, COLORADO**

Whether you agree with the legalization of marijuana or are against it, most would agree that for those in the transportation industry, safety managers will have to be on high alert when the substance becomes legal.

Many companies south of the border know all too well the challenges that come with the legalization of marijuana, but for Peninsula Truck Lines from Federal Way, Wash., the process has been made easier due to the staff it has on-board.

"We employ good people who understand the implication of drug use as a CDL driver and for other safety sensitive positions," said Curt Burhenn, safety director for Peninsula Truck Lines. "We have been a very fortunate company in our ability to hire great professionals who understand the dangers of drug use, not just because it is off limits as federally regulated employees. We have historically had a very low occurrence of positive drug tests and that trend has not changed with the legalization of marijuana."

Despite Peninsula's success in circumventing issues surrounding marijuana use, Burhenn admitted he was against the substance's legalization.

"I think legalization of a federally controlled substance in just certain states opens the door to a lot of confusion, and being in a federally controlled indus-

try makes drawing the line even more challenging," said Burhenn. "This also opens the door to possible attempts for federal legalization, which would have far greater negative implications on the trucking industry."

In Colorado, where marijuana is also legal, Patti Gillette, vice-president of the Colorado Motor Carriers Association, said education of drivers was an initial concern.

"We were concerned that drivers would think they could use marijuana products since it was not going to be illegal, and put their jobs and future livelihood at risk," Gillette said.

And at first, this concern did become a reality, with a huge uptick in positive drug screenings from commercial drivers.

"Unfortunately, that resulted in many drivers losing their jobs and having to complete a substance abuse program as mandated by the Federal Department of Transportation," said Gillette. "That has since fallen off with outreach and education."

Gillette said concerns remain over impaired driving, an issue she feels is one without a current solution.

"The difficulty with that is there does not exist a good roadside tool to measure marijuana impairment," she said. "Accident statistics have trended up, but it is unclear how much is due to marijuana impairment versus distractions, or other factors, but in speaking

Continued on page 7

## Driving women

WBF's Class 1 driver program gives women the tools to be successful in the industry

By Derek Clouthier

**EDMONTON, ALBERTA**

In an effort to leverage one of the most significantly untapped sources to help alleviate the impending driver shortage, Women Building Futures (WBF) is offering women a chance to take its professional Class 1 driver program.

"The driver shortage is very real, with staggering numbers," said Megan Bates, manager of employer services for WBF. "This is a gap that WBF can help fill by attracting, assessing, and training the right women for this work."

Bates pointed to a study – Understanding the Truck Driver Supply and Demand Gap – that predicts a driver shortage of 33,000 by 2020.

And with only 3% of professional truck drivers being women, WBF provides a pathway for more female drivers to get behind the wheel.

"Without programs like WBF, women may not consider this career option, and through thorough assessment, WBF ensures that women make an informed choice in the career they are pur-

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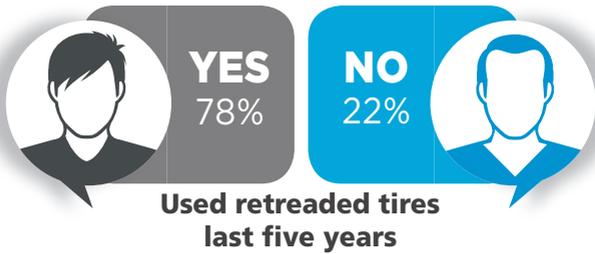
# Rethinking retreading?

Cheap offshores proving a disruptive force in retreading practices

Retreading has long been a staple of sound tire maintenance practices. However, the availability of cheap “offshore” tires coming into the North American market from places such as China and India are proving a disruptive force. About 8 in 10 managers from Western Canada responding to our annual Equipment Buying Trends research indicate they have used retreaded tires in their fleets over the past five years and half expect their retread tire use to remain steady over the next five years. However, more than a third indicate they would consider using new offshore brand tires instead of retreading their brand name casings.



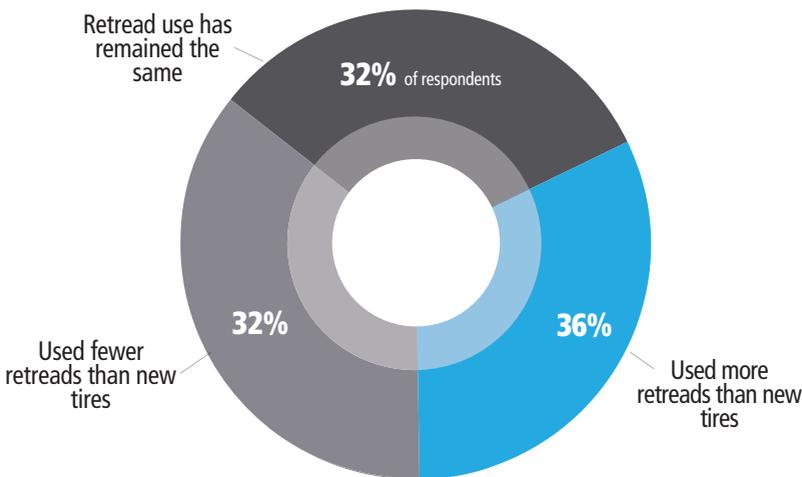
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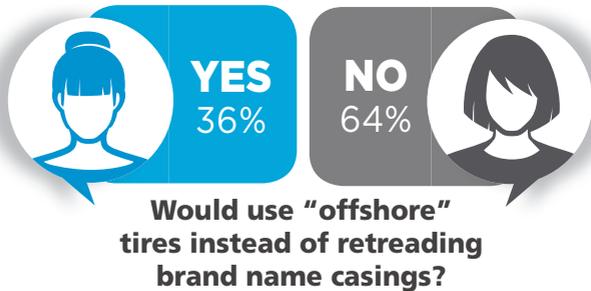
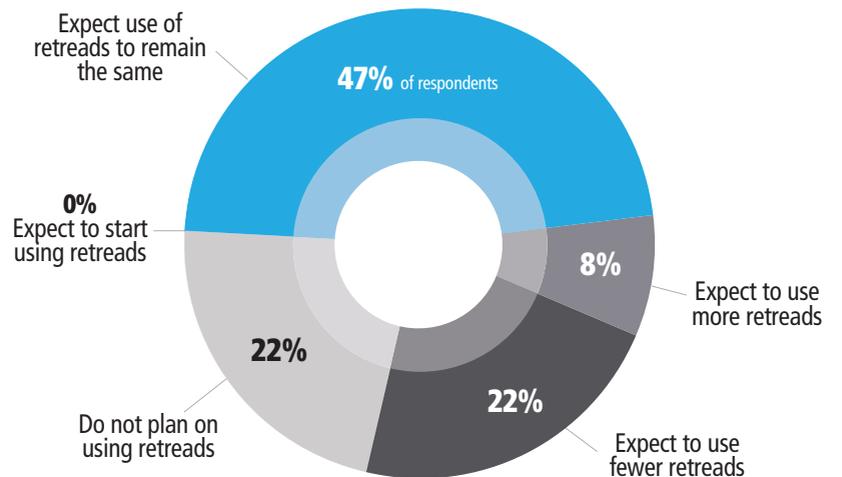
If retread and an “offshore” tire were the same price which would choose?

	OFFSHORE	RETREAD
Drive axle position	39%	61%
Trailer axle position	37%	62%

Trend in retread vs new tire use last five years



Trend in retread vs new tire use expected next five years



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# Using technology to help right an ongoing wrong

Did you happen to read the *USA Today* article from June 16 that reveals the story of a trucker who apparently worked more than 16 hours straight each day, slept in his truck in the parking lot of the company he worked for, rarely went home to his family, and for all that, made as little as 67 cents a week?

As unbelievable as this may sound, I would certainly not be ignorant enough to assume that it could not happen and does not happen. I imagine it is not the norm, and only an infinitesimal percentage of those in the industry could say they have experienced or know someone who has experienced this kind of treatment, but even if this one driver was the only example, that would be too many. Although the article alleges there are likely thousands of drivers on the road that receive the same treatment.

The story goes on to claim that the truck the driver leased from his employer broke down, and when he did not have the money for repairs, he was fired, and the truck, which he had made payments on to the

tune of \$78,000 toward ownership, was seized.

How a company can get away with paying someone 67 cents a week for an 80-hour work week is far beyond my comprehension. But the story does say the victims are mostly "poor immigrants who speak little English," and are forced "to finance their own trucks by taking on debt they could not afford." And when the drivers became too exhausted to go on, they were fired and someone else was brought on board.

Now this solution may not be the be-all and end-all, but at least part of the recipe to help alleviate this issue is the use of electronic logging devices (ELDs) – isn't it?

They certainly won't weed out those lowlifes who find sneaky ways to treat people as if they were in a labor camp, but what ELDs will do is stop that minority of trucking companies that take advantage of its drivers' hours of service, which according to the *USA Today* story, was a major factor in the abuse of these victims.



The article said it found that some companies forced the drivers to work against their will, working for up to 20 hours a day, and if they refused, they would be terminated and have their trucks taken, along with the debt they incurred.

ELDs may not be the great savior to every issue in the trucking industry, and there will certainly be some glitches to work out over the first few years, but there will be more positives than negatives, especially when you look at driver abuse.

Now I realize that stories like the *USA Today* article are putting a magnifying glass on a very small minority of those in the trucking industry, and many feel it is not right for government to step in every time a handful of people have been done

wrong by, but this is just another example of how ELDs can help level a playing field and at the very least, be an instrument for the fair and equal treatment of all drivers.

It would be hard to argue that, but as always, I invite you to try. **TW**



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# Legalization of marijuana

offline with law enforcement, the officers believe there is a strong correlation.”

Sheri Call, executive vice-president of the Washington Trucking Association, said the legalization of marijuana has made it more difficult to find “clean drivers.”

“It is already tough as is to attract new people to the industry and our driving labor force is suffering because of it, then you add an element such as legal marijuana and it just makes it tougher, nearly impossible to attract drivers,” Call said. “In the U.S., it is illegal federally; our drivers are subject to federal rules, so it’s not just a matter of company policy.”

Burhenn said though he is not familiar with Canadian regulations regarding the use of marijuana, companies in the U.S. have a right to be drug-free, which includes placing a prohibition on the use of cannabis.

**“I would say, check the laws to see if you can do so, and then implement an in-house drug-free policy.”**

— Curt Burhenn, Peninsula Truck Lines

“I would say, check the laws to see if you can do so,” he said, “and then implement an in-house drug-free policy.”

Gillette recommends the Canadian trucking industry get in front of the issue as quickly as possible.

“Be involved in the specific language of the regulations to ensure trucking companies and commercial drivers are not inadvertently harmed by the law or that the law is written so lenient that it creates confusion for the industry,” said Gillette.

Peninsula has always enforced a company policy on federally controlled substances, including alcohol and marijuana, which states no use within four hours of reporting for duty, and with regards to alcohol, be within federal limits. These rules fall within U.S. regulations and are not simply a company policy.

Peninsula reinforced its policy following the legalization of marijuana in the State of Washington to remind its employees that the substance was still federally controlled and off-limits.

“Our policy in short is that a confirmed positive drug test result of any federally controlled substance will result in termination of employment,” Burhenn said. “Marijuana is no exception.”

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

Dr. Melissa Snider-Adler, chief medical review officer for DriverCheck, advised during a Private Motor Truck Council of Canada (PMTC) session in Calgary, Alta., that companies should look

at the issue the same as it would with alcohol, and take a zero-tolerance approach.

The PMTC has noted that in Colorado, where marijuana is also legal, marijuana-related traffic deaths have increased 32% in one year, 92% from 2010 to 2014, and marijuana toxicology results for DUIs (driving under the influence) have risen 45% in the past year – all compared to an 8% increase across all traffic deaths.

For Peninsula, drivers are all on a federally-mandated drug and alcohol testing program, and there is no choice in the matter. The company also does

random testing on anyone doing safety-sensitive work, such as forklift drivers, anyone loading trucks, and mechanics. As for office workers, only those subject to safety-sensitive work are on a random testing program.

“However, any apparent use of drugs or alcohol during work hours is not acceptable even for office staff,” said Burhenn.

Canada’s federal government has said despite concerns from some provinces and those in the industry, it plans to move ahead with the legalization of marijuana by July 2018. **TW**

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## Electric avenue

Cummins to put fully electrified powertrain system on road in 2019

### INDIANAPOLIS, INDIANA

Cummins has announced it will have a fully electrified powertrain system available for its customers and on the road by the end of 2019.

Making the announcement via teleconference June 14, Julie Furber, executive director of electrification business development for Cummins, said in addition to the 2019 release, the company will also unveil a range extended electric vehicle by 2020.

“We believe that we know some things about electrification that maybe others don’t,” Furber said. “The first commercial markets that we see moving are transit bus, pick-up and delivery, and material handling. And then longer term, we believe that electrified power will come to all of our markets in one way shape or form, but not tomorrow, and not next year, despite all the chatter you may be hearing.”

Furber said there will be several factors pushing toward the electrification of vehicles, including regulations on emission levels and internal combustion engines, noise reduction in urban environments, and increased social pressure and expectations for environmental sustainability.

Tom Linebarger, Cummins’ chairman and CEO, said the company was increasing its investment into electrification, as well as telematics and digital technology, but is also maintaining its investment into diesel, as the company believes the fuel will endure in several markets for years to come.

Linebarger did, however, emphasize that Cummins was not simply a diesel engine company, as many have come to recognize them, but rather go far beyond that.

“We are a technology company,” Linebarger said. “Technology, innovation and empower is what we do. The trucking industry was built on the back of Cummins.”

Linebarger said electrification was coming, particularly in the urban market, and that Cummins would not only look internally to bring advanced technologies to customers, but also externally, which is why the company is able to be a leader in electrification, telematics and digital technology.

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“There’s no question that electrification is here,” he said, “and we have real experience in this market.”

“Innovation for long-term growth is our focus today. We will actively look for ways to disrupt ourselves, rather than allow others to disrupt us.”

Furber, who leads the company’s electrification unit which was launched earlier this year, said one of the biggest hurdles for electric vehicles in the past was cost, something that has come down in recent years making them a more viable option for many customers.

On the engine side, Jennifer Rumsey, chief technical officer for Cummins, said the company’s next generation heavy-duty engine, which is currently under development, will provide improved efficiency and power from a package that is smaller and lighter than its current X-15.

She added that Cummins sees an opportunity to provide engines to countries around the world that are looking to improve emissions standards in the coming years.

**“We believe that we know some things about electrification that maybe others don’t.”**

— Julie Furber, Cummins

“We believe this continued focus on the engine system is critical,” Rumsey said, “but a broader focus on the power system is necessary to provide a market-leading solution to our customers.”

Rumsey highlighted the Eaton-Cummins automated transmissions technology as a key area of focus for the company, which will design, develop, and sell current and future automated transmission for medium- and heavy-duty applications globally.

Rumsey also touted the company’s efforts when it comes to alternative fuels, saying, “While we believe it’s important not to lose our focus on the diesel power system, we also recognize the importance of developing alternative energy options.”

Cummins has invested in new natural gas technologies for on- and off-highway, as well as being ready for any potential moves toward bio-fuels, synthetic fuels, and hydrogen.

“Cummins is doing all the right things in the right way,” said Furber. “And we are prepared to disrupt, to grow, and keep becoming better and better.” **TW**

## Daimler expands parts distribution network

### PORTLAND, OREGON

Daimler Trucks North America will be adding two new parts distribution centers to its network – one in Grimes, Iowa and one in Whitestown, Ind.

The new facilities will hold more than \$15 million of inventory and over 20,000 parts, Daimler said. In the event that a part isn’t there, DTNA’s Dedicated Delivery and Variable Cut-Off processes will enable a part to be delivered to the service location as soon as the same day.

The facility in Grimes will be completed January 2018 and the Whitestown location will be fully operational at the same time. **TW**

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## MANITOBA

# MTA and Volvo Trucks Canada name provincial Driver of the Year

### WINNIPEG, MANITOBA

Ronald J. Rodych of Gordon Food Service has been named the 2017 Manitoba Trucking Association (MTA)/Volvo Trucks Canada's Driver of the Year.

Rodych has been a driver with Gordon Food Service for more than 28 years, and is now eligible for the Canadian Trucking Alliance/Volvo Trucks Canada National Driver of the Year award.

The Manitoba Driver of the Year is selected annually from 10 yearly Industry Excellence recipients, and is based on commitment to the industry, safety, outstanding acts, and customer service.

Industry Excellence awards were presented to Tim Reimer (Steve's Livestock); Terry Wright (Arnold Bros. Transport); Marcito Kehler (Steve's Livestock); Ron Rodych (Gordon Food Service); Darren Bray (Arnold Bros. Transport); Myron Penner (Steve's Livestock); Cass Nicbride (Bison Transport); Robert Goulet (Arnold Bros. Transport); Sheryl McLean (Kindersley Transportation); and Robert McLean (Kindersley Transportation).

The announcement of Driver of the Year was made by John Mauseth of Beaver Truck Center on behalf of Volvo Trucks Canada at the Victoria Inn Hotel in Winnipeg June 17.

Commercial truck drivers from throughout the province also recently got together for the 2017 Professional Truck Driving Championships at Peterbilt Manitoba, where winners included:

- Bruce McKechnie (Bison Transport): straight truck
- Brian Hrabarchuk (Canadian Freightways): single-single

- Frank Klassen (Penner International): single-tandem
- Rodney Birdsbill (Bison Transport): tandem-tandem
- David Henry (REK Express): super-B train TW

## Winnipeg trailer manufacturer lands government contract

### WINNIPEG, MANITOBA

Arne's Welding, an affiliate of Maxim Truck and Trailer, hit the jackpot when the manufacturer won a contract worth up to \$20 million to produce 300 load handling system trailers to be used by Canada's Department of Nation Defense.

The contract also includes the provision of spare parts for up to 30 years and the option for an additional 270 trailer units, which could nearly double the value of the contract.

"We are excited to begin production of these trailers," said Butch Bouchard, president of Arne's Welding. "Winning this contract is a testament to the quality and durability of all the trailer products we manufacture at Arne's."

Arne's bid for the contract began more than four years ago. The trailer units will be deployed to six Canadian Forces bases across the country. **TW**



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**BORN READY.**

## SASKATCHEWAN

### Michelin applauds Saskatchewan law allowing wide-base singles

#### LAVAL, QUEBEC

Michelin Canada welcomed the news of Saskatchewan now allowing wide-base single tires on its roads.

The Government of Saskatchewan, Ministry of Highways and Infrastructure, and the Saskatchewan Trucking Association worked collaboratively for the province to become Canada's fourth to enact regulations that permit the trucking industry to increase hauling and payload capacity, while reducing its carbon footprint. The total payload increase from 7,700 kg per axle to 8,500 kg allows the industry to adopt fuel-efficient wide-base single heavy-truck tires and to operate at competitive weight limits, while decreasing fuel consumption and green-house gas emissions for the environment.

According to Michelin, new generation technology uses a single, wide tire (445 mm and 455 mm) to replace conventional dual tires on trucks. Substituting this technology for conventional dual tires yields an estimated green-house gas (GHG) impact equivalent to removing 1.8 cars off the road for every heavy truck. New generation wide-base single tires (NGWBST) also consume less petroleum in their production and less fuel on the road. Heavy trucks expend an estimated one in every three tanks of fuel to overcome the rolling resistance of the tires alone, which is improved with wide-base single tires.

"Michelin just recently hosted Movin'On, the Global Summit on Sustainable Mobility, for the first time here in Canada. So we are particularly encouraged to see that Saskatchewan is implementing an environmentally friendly approach to commercial mobility, which also helps the trucking sector improve its competitiveness," said Jeff MacLean, president, Michelin North America (Canada). "Accelerating the adoption of new generation wide-base single tires is one important way that government and industry can use innovative technologies to help drive Canada's clean-growth agenda."

Wide-base single tires have been available in North America since 2000. Load parity was implemented in 2009 in Quebec and in 2008 in Ontario. In 2015, Manitoba revised regulations pertaining to trucks traveling provincial highways that meet national load ratings. **TW**

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## IN-BRIEF

### Bison raises \$162,000 for CancerCare Manitoba

#### WINNIPEG, MANITOBA

Bison Transport raised more than \$162,000 through corporate fundraising, a charity barbecue, and personal initiatives in support of the CancerCare Manitoba Foundation.

The company took part in the 10<sup>th</sup> annual Challenge for Life, with 114 employees and family members registering to either walk 20km, or work for 200 minutes.

It was the eighth year the Blazing Bison team participated in the fundraising event, and has raised over \$860,500 over that time.

"I'm extremely proud of our team at Bison for once again stepping up in support of such an important cause," said Rob Penner, president and CEO of Bison.

"Thank you to all of the participants, sponsors, and donors who came together to help us fund-raise. At Bison, part of our core values are to foster a spirit of family, fun, and giving back, and it's events such as the Challenge for Life that really exemplify these values."

The Challenge for Life started in 2008 and has garnered nearly \$9 million to help battle cancer and support patients at CancerCare Manitoba. **TW**

### Maxim donates \$200k to help fight cancer

#### WINNIPEG, MANITOBA

Maxim Truck and Trailer raised more than \$200,000 during the Challenge for Life 20-km walk for charity June 10.

Led by company CEO Doug Harvey, 90 employees took part in the event as walkers and volunteers, raising money for CancerCare Manitoba.

"I'm proud of the staff, customers, suppliers, and friends who continually support and participate in activities that give back to our community," said Harvey. "Giving back is part of our culture at Maxim."

Maxim has been a long-time supporter of the event, as well as other charities including funding community organizations, supporting the arts, amateur sports, and health.

Overall, the Challenge for Life raised nearly \$1.1 million in this year's campaign to help fight the battle against cancer. **TW**

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Continued from page 1

# Helping diversify the industry



**“Every woman who succeeds paves the way for more.”**

— Megan Bates, WBF

Through WBF’s new Class 1 program, women will get the training necessary to drive in various industries.

“suing prior to committing to the training,” Bates explained. “The transportation industry is a predominantly male industry and this can be intimidating to a woman. WBF provides the tools to prepare women to enter industries like this, and to succeed.”

Bates said since the industry had a hand in its creation, it has responded well to the program, as it is valued and considered relevant.

“Many transportation companies are looking to diversify their workforce, and the WBF program identifies the right women for entry-level professional driver jobs, and gives them the skills they need to work safely and productively,” Bates said. “Every woman who succeeds paves the way for more.”

The number of women in trucking and other trades industries has been on the rise over the past few years, and many look to organizations like WBF for pre-assessed, quality workers, including its Class 1 driver program.

WBF’s Class 1 driver program is 10 weeks in length, and includes a myriad of training components, such as safety, academics, fitness, ride-alongs, best practices for success in construction training, and 56 hours of in-truck training provided by a third party training partner, as well as simulator training.

There is also a scale visit and introduction to a Commercial Vehicle Enforcement officer; an assessment process for applicants that includes getting into a truck, chaining up, and shadowing pre- and post-trip inspections; guest speakers from the industry during the classroom portions of the course; and job shadow days throughout the program with partnering companies.

“We developed the WBF professional Class 1 driver program to meet or exceed the needs the industry,” said Bates.

The program is in its pilot stage, with the first block starting July 31. It will be offered again in 2018 due to what Bates said was an overwhelming response from the industry and women who are

interested in professional driving as a career path.

Bates said many in the industry must buy in to the idea of bringing more women on board and understand that the process takes time.

“And it takes ensuring that the women who do enter the industry are successful,” she said, touting

the WBF’s method of recruitment, assessment, training, and support to alumni and industry partners.

Since 1998, WBF, a Social Purpose Organization and registered charity, has been preparing women careers in industries where they have been historically under-represented, and has enjoyed a consistent employment rate of 90%.

The Class 1 program, which is in partnership with RTL-Westcan Group of Companies and Caron Transportation Systems, is funded by the industry, with 2/3 of the training costs returned when there is a successful hire from the program by utilizing the Canada-Alberta Job Grant.

“This is an amazing opportunity for women to get into an industry that will afford them a rewarding career and the ability to afford a better lifestyle for themselves and their families,” said Bates, adding that WBF graduates see an average increase in income of 132% on their day of hire. “When women find success in occupations like this the positive impact ripples through families, communities and Alberta’s economy.”

To learn more about the program or to enroll, contact WBF at 780-452-1200, or visit their website at [www.womenbuildingfutures.com](http://www.womenbuildingfutures.com). **TW**

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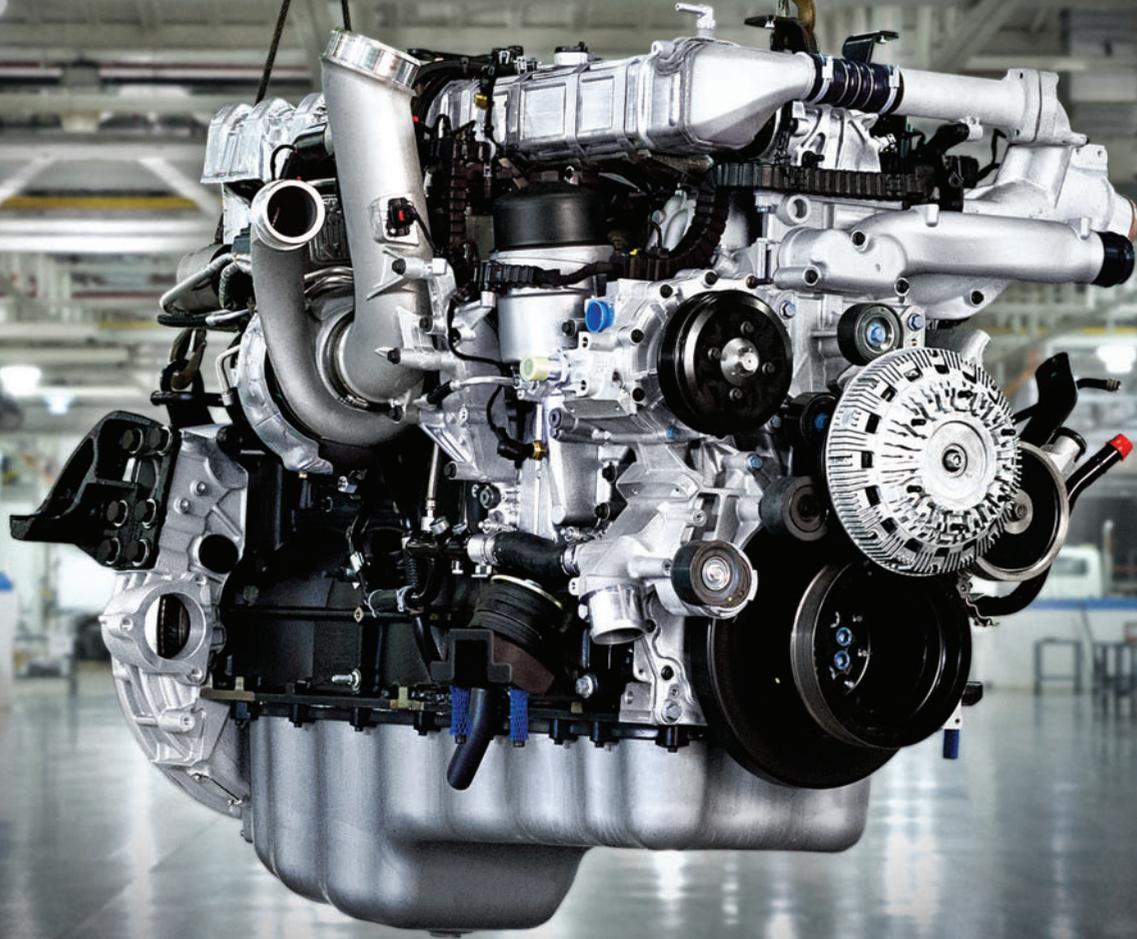
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# Making the healthy choice

How to maintain a healthy diet and stay active while on the road

Stories by Derek Clouthier

## ABBOTSFORD, B.C.

It doesn't take a study to prove that the job of a truck driver can be an unhealthy one if efforts are not made both physically and gastronomically.

Speaking during a health and safety series put on by SafetyDriven, the Trucking Safety Council of B.C., dietitian Diana Steele said implementing a healthy diet is not about cutting out everything you enjoy eating, but rather employing the 80/20 rule, where you make healthy choices 80% of the time and indulge for the remaining 20%.

Steele said truck drivers face unique challenges when it comes to eating healthy and getting enough exercise due to the nature of their occupation, which often involves overnight stays in a sleeper, eating on the road, isolation, prolonged sitting, a lack of sleep, long work hours, irregular physical activity, and having to put up with excessive noise and vibration.

These work conditions can lead to bad habits, such as choosing fast food, eating comfort foods,

consuming large meals, excessive caffeine, and lower quality foods, and eating to prevent sleeping or boredom.

Making poor food choices and ignoring exercise results in several adverse health issues, like digestive problems, irritable bowel syndrome, weight gain, high blood pressure and cholesterol, diabetes, and various forms of cancer.

"The good thing about this list is the every single item on there has modifiable risk factors," said Steele.

Steele said studies show that 70% of truck drivers are not getting even half the amount of fruits and vegetables required to maintain a healthy diet. She added that fiber is also lacking in truckers' diets, and that men need 38 grams of fiber a day, women 25 grams.

Steele also said recent studies in the U.S. reveal that the main culprit in obesity is sugar-sweetened beverages, and drivers should instead drink water to stay hydrated, which is vital for maintaining quality health and alertness.

Eating in regular intervals – every three to four hours – is one way to help sustain your metabo-



Diana Steele addresses how drivers can make healthy food choices and stay active during a SafetyDriven presentation at the APNA Truck Show in Abbotsford June 10.

lism, and Steele said "stocking your rig with snacks" is a good way to achieve this goal.

"If you can pack food from home, it's obviously going to make things easier," she said.

Snacks like Clif bars, trail mix, canned tuna, peanut butter, water bottles, apple sauce, and canned fruit are good items to start with. For more hearty meals, sandwiches, wraps, chili, stews, curry, bean soup, and spaghetti are quality choices to avoid having to resort to restaurant food.

"I'm a big believer in bringing something from home to add to your meal," she said.

When eating at truck stops, Steele advised drivers to fill half

their plate with vegetables, one quarter with protein and the other quarter with a starch.

As for physical activity, anything is better than nothing.

Even 15 minutes of exercise, stretching or moderate activity can make a difference, as it reduces fatigue, brings oxygen to the brain, improves strength, and relieves back pain – something many drivers experience.

Steele said everyone should choose a health goal, one that is specific, measurable, achievable, realistic, and timely.

But in the end, it's up to each individual to make healthy choices.

"There's no nutrition police," Steele said, "so you need to make these decisions on your own." **TW**

# Getting to safety's COR

A panel of four discussed the importance and benefits of the Certificate of Recognition (COR) program and how companies can create a more safety-focused culture.

Earl Galavan, COR manager for SafetyDriven, said the certification has been in place in B.C. for about 14 years, with SafetyDriven actively developing its program since 2010.

"We will deal with a company any way they need to be dealt with," Galavan said. "We will help them."

Galavan said the program is not about finding what's wrong with a company, but rather discovering ways to help make it as successful as possible.

Colette Mondin of Inland Kenworth said her company was not nearly as safety focused prior to starting the COR program than it is now.

"We did the compliance stuff, we did the inspections," Mondin said, adding that in order for any company to be successful it must first have its managers buy into the process.

"There is an excitement when you pass it," she said of the program, "but it gets better and better."

The COR program encourages employers to create an occupational health and safety management system that reaches beyond compliance.

Galavan said it depends on the company and how much it wants to put into the program as to how long it takes to achieve COR status.

In addition to being a safer workplace, COR certified companies enjoy a competitive advantage and financial savings. **TW**

# From bottom to top

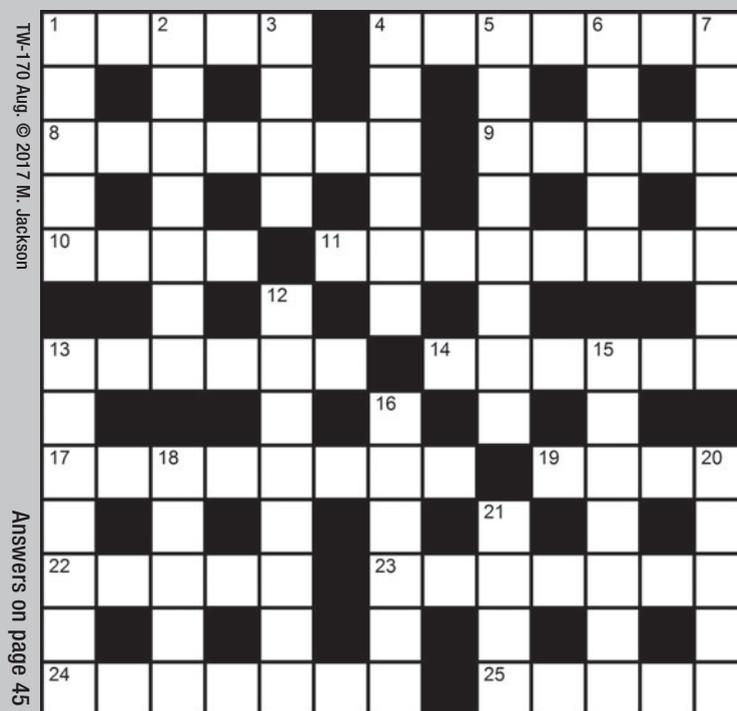
Opening the health and safety series was ex-CFL football player Shea Emry, who chronicled his life from his days on the field to when he suffered a concussion in 2011 and was two steps away from ending his life.

Emry said it was then that he realized he had to become a better man, and he knew he wanted to be a father.

Emry said everyone, including truck drivers, must take their passion with them, whether it be on the road or elsewhere, and discover who they really are, shedding any stereotypes that may be attached to them.

Emry has launched Wellmen to help and encourage like-minded men congregate around ideas, environments, and experiences that he believes many have lost touch with. **TW**

## THIS MONTH'S CROSSWORD PUZZLE



TM-170 Aug. © 2017 M. Jackson

Answers on page 45

### Across

- 1 Parts that mesh around
- 4 Winter ice road event
- 8 Semitrailer and pup rigs (1,6)
- 9 Truck tech's investment
- 10 Driver pair
- 11 Sleeper power source, perhaps
- 13 Windshield sun shields
- 14 Bean Town
- 17 Heavy \_\_\_\_\_, rotator wrecker job
- 19 Certain engines
- 22 Nova Scotia tags word
- 23 Fifth wheel or pintle
- 24 Double-axle setups
- 25 Truck's ultimate fate, usually

### Down

- 1 New Hamburg, ON-based carrier
- 2 Pneumatic springs (3,4)
- 3 Long-distance CB signal reflection
- 4 Tire's basic structure
- 5 Training type (2,3,3)
- 6 Axle and leaf spring connector (1,4)
- 7 Pleasant, no-problems trip (4,3)
- 12 One of 10 in Canada
- 13 "Green Mountain State" plates' home
- 15 Manac or Lode King product
- 16 If you've got it, they brought it
- 18 Hiring condition, \_\_\_\_\_ abstract
- 20 Cargo restraint type
- 21 Short second trailers



# Know what you don't know

I like questions with one-word answers. Is it sunny outside? Yes. Would I rather be outside than writing this column? Yes.

Am I going to meet my deadline for this column? I guess it depends on whether I go outside instead of writing.

"It depends" is a pretty standard response in the fleet tax world. Rules for fuel taxes, permits, registration fees, and other obligations vary depending on where you operate, the gross vehicle weight rating of your equipment, and the type of freight you haul.

Last month, I covered three fleet tax compliance questions where "it depends" needs to be followed by more details about "here's how this rule affects me." This month I'll tackle two more:

1. *Will the Safety Fitness Certificate issued by my home jurisdiction be accepted by other provinces and states?*

**"...the rules that pertain to IFTA and fuel tax reporting are very different from the rules covering driver hours-of-service (HOS)."**

Canada's Motor Vehicle Transport Act requires all persons registering an extra-provincial "regulated vehicle" to obtain a Safety Fitness Certificate from their home provincial authority. This certificate is proof that you have a "satisfactory," "satisfactory unaudited," or "conditional" safety rating under the National Safety Code, and that you have at least minimum liability insurance coverage.

Your Safety Fitness Certificate will be recognized by other Canadian jurisdictions. But if you operate in the U.S., you'll need the right authority.

In general, companies that haul for-hire freight in the U.S. need an interstate operating authority. The type of authority you apply for will affect the type and level of insurance required by FMCSA. First-time applicants who have never registered with FMCSA before and have not been issued a USDOT number also need to register via the FMCSA's unified registration system.

If you're a U.S.-based carrier traveling to Canada, your USDOT number will be recognized in all Canadian provinces with the exception of Ontario and Quebec. If you travel to those two provinces, then you have to apply for their respective safety fitness programs.

You see, it depends.

2. *Can I use the GPS data collected*

*by my ELD to report IFTA?*

This is tricky. Read carefully.

Yes, you can use GPS data collected by your ELD to calculate distances for IFTA reporting.

But the rules that pertain to IFTA and fuel tax reporting are very different from the rules covering driver hours-of-service (HOS). Remember, an ELD is required to provide a record of the driver's activity. IFTA requires a record of the truck's distance traveled and fuel consumption.

Here are three important things to remember about ELDs and reporting distance for IFTA:

1. GPS devices are generally accurate but not perfect. You have to check your GPS data for gaps in time and location reporting. IFTA auditors will expect that you have done this.

2. A driver can be in multiple trucks in a single day and his duty records have to stay with him. Are you sure the distance reports from the ELD's GPS is associated with the right vehicle?

3. Under IFTA, you are required to keep original data to support your returns for four years; for IRP the requirement is as many as 6.5 years. For HOS compliance, you have to keep records for only six

months. Don't let someone purge the data you need for IFTA and IRP because it's no longer necessary for HOS. Know where your data is kept and for how long.

The bottom line is that you can use GPS data from your ELD for IFTA and IRP distance reporting. Whether you should just depends on how diligent you—and your ELD provider—are about your records. **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](http://www.northstarfleet.com).

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# Driving the new Volvo VNR

The design of the all-new Volvo VNR was heavily inspired by driver feedback



By James Menzies

## WINSTON-SALEM, NORTH CAROLINA

If it takes a village to raise a child, as the African proverb goes, perhaps it takes an industry to design a truck. That was Volvo's approach to developing its new VNR regional haul truck, which was unveiled at ExpoCam in Montreal in April, and made available to the truck press for initial rides and drives here June 1.

When designing the new VNR, Volvo consulted with about 2,000 customers and drivers, and results of their input can be found everywhere throughout the cab. There were so many 'why hasn't anyone else thought of that?' moments noticed during my time in the VNR, that it was clear Volvo was listening carefully to driver feedback, and not just going through the motions.

Mostly, it's the little things. For example, drivers can adjust the interior volume of the turn signals and hazard lights, from obnoxiously loud to barely audible. A good idea for those times a team driver is trying to get in some sleep in the bunk. Also, cupholders can be removed and relocated to the exact position the driver wants them at along a rail on the center console. The driver can even install additional cupholders there. And the cupholders themselves are versatile enough to accommodate everything from large Big Gulp-type mugs, to small Styrofoam cups or narrow water bottles.

Volvo powertrain marketing rep Allison Athey told me she inadvertently put the cupholders to the test, when she placed in it a full coffee without a lid and forgot about it. On the road, she looked down in a panic, thinking she'd made a mess of one of the very first prototype VNRs to roll off the line, and to her relief saw that the cup hadn't spilled over. Chalk it up to an effective cupholder design and the

smooth-shifting I-Shift transmission. But enough about cupholders.

There's lots to like about the new design of the VNR, especially if you're a driver. Volvo defines a regional haul truck as a work truck that tends to make deliveries within a 200- to 300-mile radius. Common applications involve bulk haul, flat-deck, tanker, and city P&D. These drivers typically don't live out of the truck, but they spend enough time in it that they deserve to be every bit as comfortable as their linehaul brethren, and that's what Volvo brings to them in the VNR.

The interior is stylish and comfortable, with exceptional visibility offered over the short, tapered hood. For the first time, Volvo is offering a full range of seats, regardless of interior trim level selected. If you want to splurge on a comfortable seat you spend all day in, but save on the interior trim level, now you can do so. And why not? Tying the available seat selections to the interior package limits customer choice, and the new VNR is all about choice.

Seven levels of seating are available, including high-end RollTek and Bose Ride System seats. You can also choose heated and cooled seats, or a passenger seat with an integrated refrigerator to eliminate the need to clutter up the cab with a cooler. Even the most basic seats are extremely comfortable. I drove a VNR 400 on the highway and assumed my seat was an upgraded option, only to discover it was the most basic one on offer – the X1 vinyl seat from National.

The new Position Perfect steering wheel is more comfortable than past designs, and can house up to 19 controls. It's also pretty much infinitely adjustable. The VNR is a modern truck that doesn't discriminate; drivers of all shapes, sizes, and statures will be comfortable in this truck.

The new steering wheel even offers a neck tilt option so you can

position it just right to see the new, colorful driver information display. This five-inch display uses strategic colors – red and green – to convey key messages to the driver with minimal distraction. The display is also customizable, and where drivers can adjust things like the signal light volume, but it's only possible when the truck's parked.

The door panels have been redesigned as well, the speakers relocated to offer better acoustics and deeper pockets that provide more storage. A cool blue interior light on the door offers interior visibility for the driver and passenger, and a new puddle lamp on the bottom of the door shines down on the step and any hazards below when the door is opened. That's another idea that had to have come from a driver. No more soaked work boots!

Even the door-mounted fingertip controls for the windows, locks, and mirrors were revamped for a better feel.

## The VNR is a modern truck that doesn't discriminate; drivers of all shapes, sizes, and statures will be comfortable in this truck.

I drove two VNRs – the 400 with 48-ft. flatdeck trailer loaded to about 75,000 lbs on highway, and the VNR 300 with 28-ft. trailer on a city route – and both were incredibly quiet. This is in part due to improvements to engine design, but also thanks to a new rubber floor covering insert that keeps road noise to a minimum.

Both trucks were powered by the D11 engine rated at 425 hp and 1,550 lb.-ft. of torque and Volvo I-Shift 12-speed automated manual transmissions. The D11 is the standard engine for the VNR and it's plenty powerful enough for loads grossing up to 80,000 lbs on reasonably flat terrain. The 13-liter will probably be preferred in many Canadian applications.

The highway tractor I drove was set up with the XE package for optimum fuel economy through downspeeding, while the city truck had a direct drive transmission and straight torque engine configuration. Both had fleet-level interior trim packages, but these were very well-appointed cabs and perfectly comfortable to drive. The highway tractor had a 42-inch mid-roof sleeper, home to a more comfortable higher-end mattress, while the city truck was a day cab.

Both had ample, well placed power options inside the cab, another product of the consultation designers did with drivers. These include USB and 12-volt power outlets at the top of the dash, close to the slots and pockets drivers can use to store their electronic devices.

Volvo cleaned up the dash, making it more intuitive while eliminating unnecessary empty switch blanks. An optional touchscreen infotainment system is available, but both trucks I drove were without.

The exterior of the truck is indisputably more handsome than the 20-year-old VNM it will replace. The truck has a more modern, streamlined appearance. But chances to the exterior were as much about function as they were aesthetics. Bearing in mind regional trucks are often required to work in tight spaces where damage can easily occur, Volvo designers took steps to protect against damage and to simplify repairs when required. For example, the headlights are inset from the edge of the fenders, where they're less likely to get cracked.

Two removable bumper end plates can be removed if the truck is going off-highway, or replaced if they get dented. Volvo went with all-LED lighting, which is rated at 10,000 hours, making even bulb replacements less frequent. The bumper hugs the chassis so it doesn't stick out where it's vulnerable to damage. The hood offers incredible visibility from the driver's seat, and Volvo's stylish hood-mounted mirrors provide excellent visibility around the truck without detracting from the truck's appearance.

The hood is attached to the cab, offering easier access to underhood components. The air intakes on the side of the hood – while not as distinctive as the inverted hockey stick shape I personally am fond of – offer excellent ventilation, Volvo officials said. The truck has a 113-inch BBC, one of the best in the industry, and 50-degree wheel cut, for excellent maneuverability. I was really pleased with how the VNR 300 handled on a tight city route in Winston-Salem.

You can tell by looking at the VNR that it's a more aerodynamic design than the VNM it replaces, which Volvo says will net a fuel economy improvement of about 1%. The new GHG17 engines Volvo rolled out earlier this year contribute another 2.5-3% improvement in fuel economy. So fleet owners will really like the new VNR and its ability to boost their profit margins.

But to me, this truck is really about the driver, and bringing unsurpassed comfort, versatility and customization to a segment that hasn't always been afforded such luxuries. **TW**

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# Acting on your instincts

Supervisors can face stiff implications if they ignore substance abuse in the workplace

By Derek Clouthier

## PRINCE GEORGE, B.C.

Tom Yearwood, CEO of the Denning Health Group, said on the shoulders of company supervisors rests the responsibility to ensure the proper management of workplace substance abuse policies – or they will face the consequences.

Referring to Bill C-45, Yearwood pointed out the regulation states that if a supervisor is aware or has knowledge that a worker is impaired in any way while in the workplace, and an incident occurs as a result, the supervisor is liable and could face serious implications.

“Bill C-45 is very real,” Yearwood said, adding he was not trying to frighten those in attendance of the B.C. Forest Safety Council’s Interior Safety Conference May 27 in Prince George.

With criminal liability imposed on knowing supervisors in the event of a workplace injury, death or incident, some could face 10 years in prison, life when a fatality occurs, or stiff fines. Companies can also face unlimited fines, as the intent of the bill is to deter others from making the same mistakes, and puts no weight on the impact of the fine on the offending company.

For this reason and others, Yearwood believes it’s important companies implement a workplace substance abuse policy, one that performs two types of investigations: post-incident, and reasonable cause.

The post incident investigation will determine whether a drug and alcohol test should be carried out, as not all workplace incidents require a substance test, said Yearwood.

Three areas are examined: whether a triggering incident occurred; if there were acts of omission on part of the worker involved that contributed to the incident;

and whether outside factors can be ruled out as a cause.

Triggering incidents can be death, injury, damage to property, environmental, or a close call.

Outside factors that cause an accident can be mechanical, environmental, or poor road conditions.

Yearwood encouraged people not to jump to conclusions during the post-incident investigation when determining whether a drug and alcohol test should be administered.

Reasonable cause declares a legal duty for supervisors to immediately investigate any reports or observations of impairment, or on-the-job drug use, including prescription medication, as not all are safe to use in the workplace.

Yearwood said a person’s eyes can tell the story.

“The eyes are such a fantastic assessment tool,” he said, pointing to the fact that if a person is on depressants, their pupils constrict, while on stimulants, they dilate.

**“We’re not looking at drug and alcohol use, we’re trying to improve safety, bottom line.”**

– Tom Yearwood, Denning Health Group

Yearwood said what people do in their own personal time is their business, but in the workplace it has to be on the supervisor’s radar.

“We’re not looking at drug and alcohol use,” he said, “we’re trying to improve safety, bottom line.”

Yearwood showed some general statistics that revealed if a person



Sasja Chomos of New Quest Coaching says that by the year 2020 there will be five generations in the workforce.

has a blood-alcohol level of .180 at 2 a.m., by 6 a.m. the level remains at .120, and by 7 a.m., when many in the industry begin work, their blood-alcohol level is still an unacceptable .105. Only by 11 a.m. has the level dropped to .045 – the law states that any level above .039 constitutes impairment in the workplace.

As for dealing with the possible legalization of marijuana, Yearwood said it’s pretty simple – it won’t change workplace safety, and if you can’t come to work with an alcoholic drink or impaired, the same applies for marijuana.

### Negative labels

Throughout time, each generation has had its fair share of bad press.

Starting with those flighty Baby Boomers, then the slacker Generation Xers, and now the lazy Millennials – the generation before has always had issues with the younger lot.

Sasja Chomos of New Quest Coaching said Baby Boomers and other generations must find ways not only to find similarities but also not dismiss the differences between younger and older workers in order to excel in the workplace.

Chomos also pointed out that for the first time in Canadian history, there are more people approaching end of life than there are those at the beginning.

“Consider what that means for our workforce,” Chomos said.

Chomos said every generation is a product of their upbringing and what was happening in the world during that time.

Traditionalists, who will soon be completely out of the workforce, dealt with world wars and the Great Depression; Baby Boomers, Chomos said, literally shaped society, having a tremendous influence on innovation, invention, and how the world today functions; Gen Xers were the first latch-key kids, as divorce tripled during their upbringing and they were forced to be extremely independent; and Gen Y/Millennials grew up in an age of globalization, are the most educated generation, and have seen everything that has happened in the world because technology has been at their fingertips.

“If there are already challenges for you in attracting and retaining a new workforce, it’s only going to get worse,” Chomos said, pointing to the fact that Millennials now make up the largest portion of the Canadian workforce and the next generation – Gen Z – is soon going to be handing out resumes.

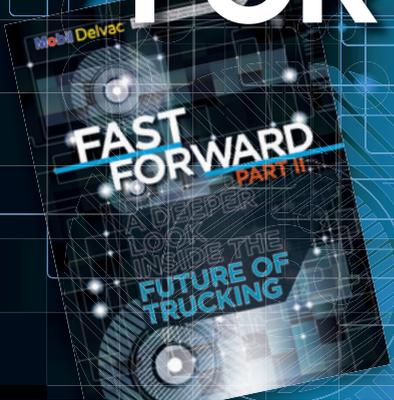
“The way to really learn is to spend time with people who are different than you,” she said. “Remember that how you were raised and how you did things has a huge influence on what you expect from others.” **TW**

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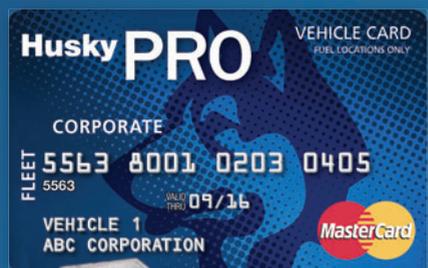
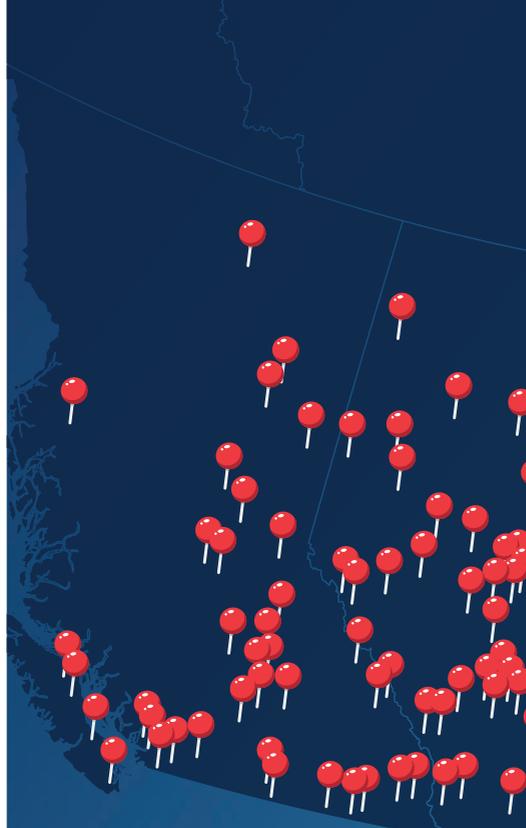
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## MANITOBA

# Hype or realism?

Annual mock debate claims autonomous vehicles are more hype than reality



From left: Bill Anderson, Mario Iacobacci, John Robinson, Barry Prentice, Darren Prokop, and Jake Kosior vie for the trophy in the Bison Transport Debate in Winnipeg.

By Derek Clouthier

### WINNIPEG, MANITOBA

Will driverless vehicles save us from the perils of driving like the electric toothbrush saved us from the dangers of dental hygiene?

It would be no laughing matter if you peered to your side only to see a tractor-trailer rolling down the highway with no one behind the wheel. Nor is it any fun going to the dentist to have a cavity filled because your Oral B toothbrush just can't get the job done.

Like something out of Stephen King's horrific film *Maximum Overdrive*, autonomous trucks have become an imminent reality of late, and adding some flavor to the ongoing debate over whether driverless vehicles are more realism or hype was the 22<sup>nd</sup> annual Bison Transport Debate, held in Winnipeg in conjunction with the Canadian Transportation Research Forum (CTRF) conference.

Bill Anderson and Mario Iacobacci argued against the notion of autonomous trucks during the mock debate, while Darren Prokop and Jake Kosior were in the position of arguing for the concept.

Following the debate, those in attendance voted for which side they felt posed the best argument – the vote was close, but we'll get to that a bit later.

Anderson's dental hygiene analogy ridiculed the idea that we would see autonomous vehicles commonplace on our roadways any time soon, as he said driverless vehicles are "a solution in search of a problem."

Anderson said there is a social value to driving and being in an autonomous vehicle would be like being trapped in an elevator.

"So for the sake of your marriages, stop the madness!" Anderson said.

He also compared driverless vehicles to instruments of dark forces pushed upon the public by secular humans looking to extract our moral compass, where you'll run over a person and say,

"Wow, what an irresponsible autonomous car, but what could I do?"

Iacobacci said he believed autonomous vehicles may not be simply hype, but they were intended for particular niche markets, such as at airports and Disneyland.

Iacobacci believes much of the hype is because Millennials don't want to drive anymore, and that many who think driverless vehicles will solve today's traffic issues are mistaken.

"There are lots of problems, but it's not really clear if it will solve all of them," he said, adding that cybersecurity would be an added issue for driverless vehicles.

Iacobacci also said autonomous vehicles would de-responsibilize governments, if that is in fact even a word.

On the opposite side of the debate, Prokop said there is a real market for driverless vehicles, including no more worries about teenagers, the timid, or even the impaired on our roadways.

"Driverless cars aren't hype, they're happening and they are here," Prokop said, pointing to cities like Pittsburg which has permitted an autonomous pilot program.

Prokop also said autonomous trucks would solve the driver shortage, and finally allow drivers to be what Bison Transport wants them to be – managers – as driving has become the real distraction of today.

Kosior underscored that 15 companies are already testing autonomous vehicles, and claimed they would be for sale across the country in the next five years.

Kosior said Henry Ford faced similar skepticism when he invented the automobile, and that California will introduce autonomous vehicles in 2018.

"The march toward autonomous vehicles is way beyond hype," he said.

So, how do you think the vote went?

As mentioned, it was close – 34 to 30 believed autonomous vehicles are more hype than reality. **TW**

## History behind Bison debate

The Bison Transport Debate began in 1996, also in Winnipeg, and was moderated by John Robinson before University of Manitoba professor Barry Prentice took over for 18 of the next 21 years, including 2017, and is the founder of the debate.

The format of the debate stems from British Parliamentary procedures and the House of Commons. The CTRF board of directors picks the topic, which started in 1996 with a debate over whether investments in transportation infrastructure should be guided by the principle of user-pay, and has included several hot-button transportation issues of the time; topic suggestions are accepted.

As the debate runs in conjunction with the CTRF annual conference, the event has been held all over Canada, including Calgary, Victoria, Edmonton, Toronto, and Montreal. Next year's conference and debate will take place in the Ottawa Capital Region.

The winning debate team holds the CTRF Bison Transport trophy for one year, and is invited to return to defend their title. **TW**

# Stop, thief!

Payne Transportation's Jason McNicholl plays local hero chasing down robber

By Derek Clouthier

## WINNIPEG, MANITOBA

It can be tiring running down a thief, especially after completing a 50-kilometer bike ride and 10-km run the night before. Perhaps next time Jason McNicholl decides to play superhero, he'll take that into consideration.

McNicholl, vice-president of operations and logistics for Payne Transportation, found himself in situation while shopping at the Sunglass Hut May 12, and it wasn't about whether he wanted a pair of Ray-Ban or Oakley sunglasses; it was whether or not he should chase down the thief who just lifted more than \$1,000 worth of merchandise.

McNicholl was shopping with his wife and daughter when the incident occurred, and there was no doubt in anyone's mind what he was going to do.

"She knew I could catch him," McNicholl said of his wife. "Both her and one of my daughters were there and were happy and proud when I came back with the sunglasses, almost in a little disbelief even though they knew I could run pretty well."

McNicholl's running prowess stems from the fact he has been training for a triathlon. But despite the training, it almost worked against him having put in so much the night before, and was looking to take it easy on that Friday knowing he had an 80-km bike ride to complete the next day.

## "I decided to do what I felt was right."

— Jason McNicholl, Payne Transportation

"I was hesitant to run at first, knowing my legs were a bit tired and sore from Thursday night," McNicholl said. "But after seeing the look on the store clerk's face and knowing right and wrong, I went after him knowing I was in pretty good shape and would likely catch him."

And catch him, he did.

It was around 7 p.m., and with it being his birthday the next day, McNicholl was looking for a good pair of shades.

He noticed the eventual thief as soon as he walked into the store, as his body language seemed aloof. Having picked a pair of sunglasses within about 10 minutes, McNicholl proceeded to the register to pay when his wife told him that the guy had just run off with bunch of sunglasses.

She stepped out of the store – which is located in a mall – and yelled, "Thief, thief!" and the store clerk asked McNicholl if he thought he could catch him, as nearly two minutes had already passed since the man ran off.

After getting the thumbs up from his wife, McNicholl took off, saying "Team Windburn," his triathlon team name, as he left the store.

He ran in the direction of the thief and took the only obvious exit from the mall in the area and spotted the culprit about 200 yards away weaving through cars.



Jason McNicholl and a Sunglass Hut employee show off the three pairs of sunglasses he apprehended from a thief.

"I continued after him dodging the cars," he said, "and as soon as I got into the open roadway, I picked up my speed and reeled him in really quick."

McNicholl caught up to the thief in the parking lot of a nearby restaurant, and about four feet away, he yelled to the man, "Hey, it's over."

McNicholl said the man panicked, dropped the sunglasses, and hopped a fence, taking off into oncoming traffic.

McNicholl then held up the sunglasses to those on the restaurant patio looking on and received a standing ovation.

All in a day's work for your average local hero.

In all, three pairs of sunglasses were recovered, total value over \$1,000. But five were taken from the store, something McNicholl said if he was aware of at the time, he may have continued after the thief.

McNicholl's coworkers at Payne Transportation were in awe over what he did, and not all were sure if they would have done the same thing.

"They all thought it was great, and those who didn't hear firsthand and caught it on CTV on the news were shocked to see the story," McNicholl said. "I received more e-mails and text messages the following day than I could count."

Despite the positive reaction, McNicholl doesn't think everyone should choose to chase down a thief.

"I don't think I would suggest anyone doing anything that could result in themselves getting hurt or possibly injuring someone else," he said. "But in my situation, dealing with one man, smaller than me, I decided to do what I felt was right, knowing that as I pursued him, I would evaluate the situation as I chased him down."

And now, McNicholl has his Oakley Quarter Jacket sunglasses with polar prism lenses at a 30% discount – a thanks for his heroics. **TW**



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# Fifty ways to leave your lover - or NAFTA

*Fifty Ways to Leave Your Lover* is the title of a song I found tedious, so I gave up at number seven. If there were another 43 options, then the relationship was never fully related.

But with Canada's anniversary, I will use the tune as my theme, but will change the title to *150 Years to Confuse a Writer*, because our government's actions confuse me from the extremes of amusement to utter annoyance - or maybe it's a melding of both.

Prime Minister Justin Trudeau is amusing to me; he appears to be on a quixotic treadmill in search of the perfect selfie, or being the lead "parader" in a parade, or on a political river that needs to be kayaked. Unless someone wakes up soon about NAFTA, we will all be kayaking with him up the proverbial creek looking for that illusive paddle.

President Donald Trump, or the tempest that is Trump, is initiating

a "massaging" of the NAFTA document, which was negotiated on our part by Brian Mulroney, a Conservative who has now been called in to assist our Liberal government representatives in the therapy. Although our media's view seems to be that our subsidized softwood and price-fixing dairy industries are the kernel of the NAFTA problem, the U.S. does the same thing - they just spell it differently. The real problems occur on the energy side of the



**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.

deal, which I have commented on many times in the past, so bear with me if you can bear it.

Recently, the Toronto Star - a publication that to me only sees the left side of the accounting ledger - ran a commentary that stopped short of offering a fix to the problem.

What is the problem you ask?

The problem is clause 600, which states that the U.S. has unfettered access to the Canadian energy sector and shall supply the U.S. at any time of supply interruption.

In fairness (sort of), Canada is to have unfettered access to the U.S. energy market also.

Sure! How many ways can you spell XL?

Time, presidents, and prime ministers change. Yet at the time of the blessing of NAFTA, our largest trading partner was dependent on imports of crude from not only Canada, but anyone who had some spare crude oil change in their pockets that they wanted to get rid of.

Now the U.S. has gone in the reverse direction to become the largest crude oil/petroleum product producer in the world. Trump is now proclaiming not only energy independence, but he now wants energy dominance.

But this can't happen unless he has Canada on his side.

Now is the time for us to shatter the image of the polite peace-maker and look at NAFTA as not written in black and white, but a more self-serving and preserving patriotic red and white.

In my opinion, I think we were sucker-punched when we signed the original NAFTA document.

It is now time to stand up and negotiate a better deal for all Canadians. We can't ignore our most important trading partner, but the deal should recognize our importance to the U.S. as well, and I don't believe we are getting that respect.

There may be 50 ways to leave your lover, but there's only one way to leave your NAFTA if it's one-sided in favor of the U.S. - just leave. **TW**

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# MPI puts brakes on its driver training program

By Derek Clouthier

## WINNIPEG, MANITOBA

Manitobans looking to have Manitoba Public Insurance (MPI) cover their tuition for the Entry Level Professional Truck Driver Training Program will find only a dead end, as the program has come to a halt.

Manitoba Trucking Association (MTA) executive director Terry Shaw said that although it is not MPI's mandate to work with the industry on driver training, the program did endure for 10 years after starting as three-year pilot program.

"The fact that we turned a three-year pilot program into a decade and hundreds of industry trained entry level commercial truck drivers is something that we're both pretty proud of," Shaw said.

**"...at the end of the day, it's a driver training program and it should be part of the industry training and education system in Manitoba."**

— Terry Shaw, MTA

The program was developed and funded by MPI and created with input from the MTA and members of the local trucking industry.

Shaw said the termination of the program is bittersweet, and at the end of the day, the MTA understands MPI's position on the matter.

The MTA has been looking at alternative options for a similar program moving forward, including with the Mandatory Entry Level Training (MELT) program, which could get additional traction given the demise of the MPI program.

"There are still training providers in Manitoba, and there are still funding options in Manitoba for newcomers and employment assistance," Shaw said. "But nothing that was as open and effective as the MPI program was."

No other commercial driver training programs, either provincially or federally, is a one-size-fits-all like MPI's program had been, but

would rather depend on each applicant's individual circumstance.

MPI's program included four stages, starting with driving school instruction and moving to on-the-job training, on-the-job mentoring, and finally employment. Tuition for the program is approximately \$8,400, and training was provided by one of six driver training schools in the province.

Several Manitoba trucking companies also participated in the program, including Arnold Bros. Transport, Big Freight Systems, The TransX Group of Companies, and Bison Transport.

Knowing that the MPI program was originally intended to be a three year pilot, the MTA also looked at working with the education system in the province to pursue a training program.

"We loved our partnership with MPI," said Shaw, "but at the end of the day, it's a driver training program and it should be part of the industry training and education system in Manitoba, so we had been championing that for years."

The MTA met recently with the province's deputy minister of education and training, Bram Strain,

to highlight what the association had been doing to get the ball rolling on a commercial driver training program, and how the issue was now compounded by the fact that the MPI program was coming to an end.

Shaw said the meeting and several follow-ups went well, and there is currently funding available for commercial driver training for qualified Manitobans, and

those interested should contact their local Manitoba Jobs and Skills Development center.

"Anybody interested in trucking in Manitoba but unsure where they should turn, we encourage them to give us a call and we'll do what we can to point them in the right direction," said Shaw.

To contact the MTA, call 204-632-6600, e-mail [info@trucking.mb.ca](mailto:info@trucking.mb.ca), or visit [www.trucking.mb.ca](http://www.trucking.mb.ca). **TW**

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# Seven tips for financing your rig

When shopping for a new truck, how you pay for it is as important as what you buy



If you're in the market for a new truck – whether it's your first time or you're an experienced owner-operator – the financing options can seem endless. Do you go to your bank? Or do you arrange financing through the dealer or OEM that's selling you the truck? Maybe a lease makes more sense? Or perhaps you should take advantage of that lease-purchase plan being offered by the carrier down the street? There's a lot to consider, so we caught up with an accountant, a sales rep, and an owner-operator for some tips on how to finance your next truck.

## Buy only what you need...

Peter Horn, general manager of Hamilton, Ont.-based Eastgate Truck Centre, becomes frustrated when owner-operators buy more truck than they need or can afford.

"This 600-hp stuff drives me crazy, it's just insane," he says of customers who want the biggest engines for applications that are easily handled by smaller, less expensive, but more efficient power options. It's not just the cost of the engine that's higher, he notes, but higher horsepower engines also drive more wear on components and burn more fuel. All for the sake of getting up the hill faster?

"Buy what you need," Horn advises.

## ...And can afford

"A lot of people don't know their costs to run a truck," Horn adds. Every owner-operator wants to spec out a high-horsepower, condo-style sleeper cab, but sometimes the payments will be cost-prohibitive. Horn says owner-operators need to calculate their income before they finance a new truck. One good way to do this is to spend a few years as a company driver with the fleet you plan to sign on with.

There's no magic formula to what an owner-operator can afford in truck payments, Horn acknowledges.

"One old rule that usually works is, one week (of revenue per month)

goes to the truck payment, one week goes to fuel, one to maintenance, and the fourth week is money in your pocket," he says.

Mark Lee, a Winnipeg, Man.-based two-truck owner-operator, also stresses the importance of keeping payments manageable.

"You may be approved for a certain amount, but that doesn't necessarily mean you can afford it," he says. "When things are going good, no, you won't have trouble making the payment. But when things are tight, then what are you going to do?"

Lee also suggests forking over as much as possible as a down payment. "Go with the maximum," he suggests. "That is what's going to give you the biggest bang for your buck."

## Time your purchase

The best time of year to buy a new truck, according to specialized trucking accountant Scott Taylor, vice-president of Transport Financial Services Group, is late in the year. That allows you to write off its expenses for the latter half of the year, even if you've owned it for just weeks.

"Buying at the beginning of your business year, you're giving up the opportunity to write off too soon," Taylor explains. "You won't get the maximum effect of a write-off for what you're actually putting into it. Revenue Canada assumes everyone buys new equipment in the middle of the year, which is what they call the half-year rule. So, if you buy before the middle, you're giving up an opportunity to expense more than you really paid. This is the bonus of buying in the last half of the year."

## Don't fixate on the interest rate

Another mistake buyers commonly make is focusing too much on the interest rate, and not the total payments, says Horn.

"It's amazing how many times you have a financial institute that claims its rate is, let's say 5%, and

Institute B says its rate is 6% and when you get your payments, the payments to Institute B are actually lower," he explains.

Sometimes low interest rates can come at a cost, in the form of hidden charges and fees. Horn recalls seeing a contract in which a big bank was charging a \$4,000 filing fee that was buried in the terms and conditions. The interest rate may have been more attractive, but in the end, the owner-operator's borrowing costs were considerably higher.

"Instead of worrying about the rate so much, what are the payments? And what financial institute can actually work with you to tailor something that can work for you?" Horn asks.

## Consider a lender that knows the business

Arranging financing through the dealership, a specialty financial company, or the OEM's financial services arm may be advantageous, because these companies have an interest in seeing their customers succeed – so they can sell them more trucks – and because they understand the business. If your application is seasonal, it may be possible to work with these companies to develop a customized payment plan.

"There are a lot of different options that the truck OEMs can offer that a bank or private lender can't," Horn says. For example, a logger may be able to arrange to make payments on the interest only during spring thaw when mud keeps the truck parked, and higher payments during the busy season.

OEM financial companies are also usually more flexible when an owner-operator experiences financial hardships, Horn adds.

"They understand truck stuff. If a fellow has fallen on financial hardships, suffered an injury, had excessive breakdowns and things are tight, call (the finance company), tell them what happened, don't BS them, and quite often they'll restructure the deal and tack a payment on the end as though nothing happened. They're willing to talk," Horn says.

For Lee, working with a financial services company connected to the trucking industry had another benefit.

"If you use a bank for financing, they could use your house as security," he says. "Personally, I would never do that. I like to keep my home and business separate. It's me borrowing money against the truck, so if anything goes wrong and I can't make my payments, they take the truck back."

"Most OEM financial companies don't want any of your assets, such as your house, tied in," agrees Horn. "With a lot of the other lenders, you have to have to cross-collateral your house."

Horn also notes OEM financial companies often won't have buyout penalties if you pay your loan early.

## Own the asset

While leasing provides owner-operators with predictability and some additional peace of mind regarding maintenance costs, it also means they don't actually own the truck they're driving.

"Ultimately, when you own something and you have a loan, if there's equity in that, you can use that for something else," Taylor says. "When you have a lease, you don't own it so you don't have any equity to show anybody."

Taylor recalls an owner-operator customer who went to the bank looking for a \$10,000 loan to cover licence renewals.

"They wouldn't give him anything, and he was stunned," says Taylor. "He had leases, so he didn't own anything. If he had owned those trucks and they were worth more than he owed on them, he could have used that equity to support getting the loan for his licence renewals."

## Lease-purchase plans

Lease-purchase plans offered by carriers have gotten a bad rap, because some unscrupulous carriers have exploited the dreams of prospective owner-operators by putting them into a truck they would never be able to pay off. These schemes have been dubbed "never-never" plans and have left many aspiring owner-operators broke and frustrated. However, Horn says they can offer a company driver who wants to run their own business a toehold into the business. Just be cautious and aware of the limitations, he advises.

"Realize you're tied to that carrier for a period of time and investigate them very closely," he says. "It's not always the best way to get into a new truck."

One of the risks of such arrangements, Horn points out, is that the owner-operator is usually contractually obligated to run for the carrier over a period of time. A sketchy carrier could use this as leverage to force onto the owner-op poor-paying loads, or to pressure them to run illegally. If the owner-operator misses a payment, the carrier could take the truck back and start the process over.

In some cases, Horn acknowledges, lease-purchase plans are beneficial to both parties. He suggests driving for the carrier for several years as a company driver to get a good understanding of how they run their business and treat their drivers and owner-operators. **TW**

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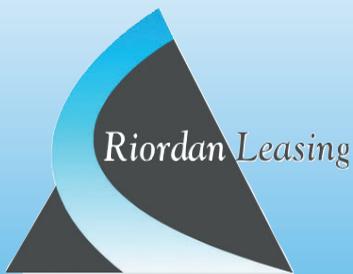
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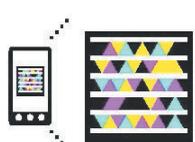


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AL461 SUSP; 193" WHEELBASE,  
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-797452

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46000 lb R/A, 237" W/B, Stk: 023170  
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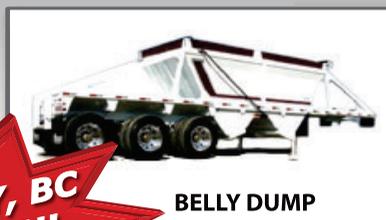
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60" MID RISE SLEEPER, MACK ENG; MP8, 485 HP, 18 SPD TRANS; 4.11 RATIO, 209" WHEELBASE, RED IN COLOR, IDEAL FARM TRUCK 1,028,533 KMS, STK#8N002572. -1090524 **\$37,500**



**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  
**2006 Day Cab**.....\$49,900  
 6J988014 1,082,565 KM

**KENWORTH T800**  
**2010 62" ACFT.** .....\$75,000  
 AJ943863A 649,282 KM, 18 Spd  
**2013 62" ACFT.** .....\$72,500  
 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  
**2008 Day Cab**.....Call  
 8R930028A 9 Spd

**KENWORTH T680**  
**2015 Daycab** .....\$92,500  
 FJ972919 699,607 KM, 18Spd  
**2015 Daycab** .....\$92,500  
 FJ972921 753,362 KM, 18Spd  
**2014 76" ACAD** .....\$79,000  
 EJ968369 13 Spd  
**2014 76" ACAD** .....\$79,000  
 EJ968370 13 Spd  
**2014 76" ACAD** .....\$79,000  
 EJ968371 800,422 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 T370**  
**2015 Dump Box.**.....\$115,000  
 FM974210 132,395 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** .....Call  
 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**..... Call  
 9D788491 1,382,215 KM 13 Spd  
**2009 63" ULTRA 386 GRAIN BOX**.....Call  
 9D788493 1,479,920 KM 13 Spd  
**2004 300 DUMP BOX.** .....\$33,500  
 4M821133 186,018 KM

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**2009 M2 DAYCAB.** .....\$44,500  
 9HAL4060 73,488 KM  
**2012 CASCADIA** .....\$49,900  
 CSBK5705 856,563 KM 13.Spd

**MACK**  
**2005 Day Cab**.....\$62,500  
 5N003010 715,549 KM  
**2008 60" Mid Rise** .....\$37,500  
 8N002565 926,571 KM, 18 Spd  
**2008 60" Mid Rise** .....\$37,500  
 8N002567 971,699 KM, 18 Spd  
**2008 60" Mid Rise** .....\$37,500  
 8N002571 1,106,652 KM, 18 Spd  
**2008 60" Mid Rise** .....\$37,500  
 8N002572 1,028,533 KM, 18 Spd  
**2009 60" Mid Rise** .....\$37,500  
 9N00916 1,015,578 KM, 18 Spd

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# Your business needs its own bank account

Recently, we had two new clients come to us with similar problems. First, they got bad advice from their previous accountants, and second, they were using a single bank account to handle all of their business and personal finances.

If you're a sole proprietor and want one bank account for everything, that's fine. I don't advise it but legally, you're okay.

But these clients are incorporated. A corporation is its own legal entity, and revenues, expenses, assets, and liabilities need to be properly separated from your personal finances, even if you're the only shareholder.

Imagine the Canada Revenue Agency (CRA) auditors' first impression when they see your corporate bank account statements full of mortgage payments and withdrawals for groceries, clothing, and liquor. Their hair is going to stand up on the back of their necks as they assume you are claiming some or all of these items as business expenses. They'll be on high alert as they review your returns.

Your bookkeeper will have a similar reaction.

Why are you paying me and using my time to wade through your personal charges and record them to a drawings account? What if I make a mistake and misallocate a business item as personal or a personal item as business? Pretty easy to do when it's all mixed together.

If you want to make me and CRA happy, maintain two bank accounts and transfer lump sums of money from the business into your personal account.

Keeping things separate does take discipline and a little more work but it's worth it.

A shareholder may, in the course of running the business, make purchases or pay expenses with their own money on behalf of the corporation. When this happens, write a check to reimburse yourself so now you have a clear trail showing the company paid for the items.

When the corporation is being formed or is low on cash, it's best that you loan the company money rather than paying for items yourself. You should deposit into the corporate bank account the \$1,000 or \$10,000 that the company needs. That way all receipts will be clearly paid by the company and just as importantly invoiced to the company.

The corporation will then owe the full amount back to the shareholder. When it's paid it is tax-free because it is a loan repayment and clear and easy for CRA auditors to follow. If you used your line of credit or credit cards to loan this money then you can charge any interest charges back to the corporation.

Essentially, if these expenses are forgotten, you will end up paying additional tax for both the corporation and personally. This is because these items will not be deducted from your taxable income in the corporation, and when you take money out of the business you will be taxed on it as a draw rather than receiving it as a loan repayment.

Too many times I have seen where clients think their company still owes them money from when they initially lent it funds. Unfortunately, their previous accountants have shown on the books that this money was repaid already by reducing their wages taken in a particular year.

Having separate bank accounts will help you keep two budgets, one for your business and one for your personal needs. Your personal budget is a good tool in determining the amount of money you require from your business, while the business budget will determine whether it is able to pay it. Without a home budget and set transfers from the business to your personal account you'll just end up spending everything. Then you and I will have a long phone call about why your personal taxes are so high because there's no way you spent that much money.



**Scott Taylor** is vice-president of TFS Group, providing accounting, bookkeeping, tax return preparation, and other business services for owner-operators. Learn more at [www.tfsgroup.com](http://www.tfsgroup.com) or call 1-800-461-5970.

Incorporating is the best way to bring order to your personal and business finances. Step one is to have two bank accounts. Step two is to get good advice from your accountant about how to set them up right. **TW**



You say tomato, I say tomahto

## Getting the glider on the road

The glider has finally hit the road. There were times when I didn't think it was going to happen. As I wrote before, it all depended on selling my truck. As the deal I was offered as a trade-in wasn't what I was looking for, it was a huge learning curve and there were some nerve-wracking moments.

Trading a truck is always going to come at a cost. You may be offered top dollar for the trade-in, but then you can't get such a good price for its replacement. Or, you get a great deal on the new truck, but take a hit on the old one. That's the nature of the beast; truck sales is all about one thing, making

money for the dealer. They're not going to do anything for free and you shouldn't expect them to.

This situation was unusual, in that I wasn't actually looking at replacing the truck. It was only the fact that the glider was available that the deal happened at all. As much as I wanted a glider, I was also very happy with the truck I had. It had been very reliable, it got decent miles per gallon, and my driver loved it, saying it was the best truck he had ever driven.

So, there was no real need for me to replace it. In fact, had I been able to find a good driver for it, I would've kept it, but expansion

needs to be planned out carefully and being out on the road myself, that was not going to be possible to do in a way I was comfortable with, so it had to go.

Fortunately, the market for gliders is very small and I was able to stretch the deal out until I sold my truck for the price I wanted, but that wasn't a simple process. Finding a buyer was easy enough; I advertised it on one of the truck sales websites and got a bite almost right away. It was the rest of it that kept me awake at night.

The buyer had to get his financing in place, I had to deal with my financing both for the sale of the



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.

old truck and the purchase of the new truck, and there were constant phone calls I had to make as I was the middle man. I also had to deal with my carrier to get the old truck signed off and the decals and satellite equipment removed from the old truck and installed on the new truck, all while I still had to put miles under the bumper and make sure my driver had a truck to drive when the old one came off the road.

It was a crazy couple of weeks and anyone thinking of trading in for a new truck would be wise to work out whether the extra work and time involved in doing things yourself is worth the hassle. It could be a better and cheaper option to drive into a dealer in your old truck and drive out in your new one.

So now that I've got the glider, what am I expecting to gain compared to a new truck? Quite a lot, actually. As I wrote last month, there are a multitude of benefits, the lack of a Check Engine light being number one in my mind. It's not that I'm expecting 100% reliability – there hasn't been a truck made that doesn't break at some time. However, the pre-emission engines were not so fragile and that's what I'm concerned about. If I break down now it will be because something has physically broken, not because a piece of electronic wizardry has shut down the whole operation.

I'm also expecting residual value to remain strong, not because I plan to sell it, but you never know what's around the corner. The market for gliders is small, yet the people who do want one are well aware of their value. Plus, it won't be long before the old-school long-nose trucks are no longer available. The day the announcement is made that you can no longer order a new one should increase their value overnight. All trucks are depreciating assets, but long-term I think the glider will hold its value better than anything else. Unless they're outlawed by legislation at some time in the future, but as far as I'm concerned, this glider is the best truck I could buy. **TW**



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Mark Dalton: Owner-Operator

By Edo van Belkom

THE STORY SO FAR

Mark is transporting a load of high-end farm tractors to P.E.I. and has a major breakdown at the junction of Hwys. 400 and 401. He gets off the highway and pulls onto a side street only to have Mother Load unable to move. A mobile mechanic can't get him going and a tow's not available until the next morning. He's forced to spend the night in a rough part of the city...

With plenty of time to kill, Mark stepped into the convenience store to buy a soda pop, a couple of ready-made pre-wrapped sandwiches and a magazine forecasting the upcoming NHL season.

"You know, you can't park there," said the man behind the counter. He was a middle-aged man and by the looks of the things he had close at hand, spent a lot of time in the store. Most likely he was the owner.

"I'm not parked," Mark said. "I'm broken down and a tow truck can't come by until morning."

"This isn't the kind of neighborhood where you should leave your truck overnight."

"Yeah, I kind of got that impression."

"What have you got on board?"

Mark thought about answering the man's question with a lie, like, "I'm empty," or, "scrap metal," but he didn't think he could be convincing enough. Besides, the truth was almost just as good. "Farm tractors," he said.

"That might save you."

"What do you mean?"

"What are people around here going to do with farm tractors?"

"They could sell them."

"To who? No one around here knows any farmers."

"So, I should be alright, then?"

"No. The cops will be by soon. There's no parking in front of my store. It's a loading zone."

Mark had an idea where the man was going with this and decided to get to the point first. "I could always say I'm making a delivery to your store."

"But you aren't."

"But you could say I am."

"And what's in it for me?"

"Fifty bucks," Mark said. No response.

"Seventy-five?" Nothing. "How about \$100?"

"That'll do it."

And so, Mark wouldn't be lying if he told a police officer he was making a delivery. He was making a delivery of a crisp new \$100 bill – the one he'd kept in his wallet for months for just such a circumstance. Mark handed over the money. "Have a good night," he said.

"I will be here until midnight," the store owner said. "After that you're on your own."

# Dalton has a breakdown - Part 2 -



Illustration by Glenn McEvoy

Mark was sorry to see the \$100 go, but he felt better knowing someone would be around for at least part of the night. Inside Mother Load, Mark got behind the wheel and tried to take a nap. It didn't seem to be working until...there was a knock at the door.

"Evening," said a Toronto police constable through the window.

Mark turned the key in the ignition and powered down the window. "Hey, how are you?"

"You can't park here."

"I'm not parked. I'm making a delivery."

"With your eyes closed, sitting behind the wheel?"

"I am," Mark insisted. "Check with the owner of the store."

The officer looked at Mark skeptically, but after a long pause, he stepped down and walked around the front of Mother Load to get to the convenience store. After a minute had passed, Mark got out of the truck and went inside the store where the officer was talking to the owner.

"Yes, I am waiting for him," the owner said.

"Ah, there you are! Hurry up! The police are here now. You can't take all night."

Mark realized what was going on and decided to play along. "Me? I was waiting for you!"

"For me?" the man said angrily. "Don't give me excuses. You are lazy!"

"Okay. Okay," said the officer. "I'm out of here. Just make sure I'm not called back here tonight for an assault."

"If he starts working there will be no problem," the store owner said.

The officer waved goodbye and left the store. When Mark was sure the man was in his cruiser and gone, he said, "Thank you."

"It worked once. Let's hope he doesn't come back."

It was 3 a.m. when there was another knock at the window. Mark looked but couldn't see anyone there. But then he heard voices. He scanned his rearview mirrors and saw several dark figures lingering around his truck. Mark usually kept a small baseball bat in his cab, primarily for doing thump checks on his tires, but also for situations just like this. He grabbed the bat, got into the driver's seat for a moment, then quickly jumped out of the truck. "Get lost!" he shouted, rushing around the back of the trailer, banging the side of it the entire way. Behind the truck, there were two men who looked surprised to see Mark, but that was it. There was absolutely no panic on their faces.

Mark raised the bat, ready to swing, when it was suddenly gone from his hands.

He turned around to see two more men, one holding his bat and the other holding a knife out to Mark's chest.

"What's in the truck?" the one with the knife said.

Mark looked up and down the street in search of someone – anyone – to notice what was going on and call the police. But the street was deserted as if everyone but Mark knew this was not a street you wanted to be on in the middle of the night. "Nothing you'd be interested in," he said at last.

The knife moved closer to Mark's neck. "I'll be the judge of that. Open it up."

Mark struggled with the seal on the trailer, but a moment later there was a knife there and the seal was sliced open.

"Open it."

Mark opened the first door, and even before he had the second door open, three flashlights were shining into the back of the trailer.

"Tractors?" said one of the men.

"They're no good," said another.

"But they're worth a lot of money," said a third.

"Trust me," the one holding the knife said.

"They're not worth it. Now let's get out of here before someone calls the cops."

In a moment, they were gone and Mark was left alone in the street under the dim light of the convenience store sign. The word must have gotten out on the street about Mark's load because he didn't see another soul the rest of the night. **TW**

Mark Dalton returns next month in Part 3 of Dalton has a breakdown.



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1/8	198	188	183	178
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# The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic congratulates his cousin on making such good money. He's been working hard to provide for his family for many years and never seemed able to get ahead. But while it's great that his cousin is doing so well, Vic wonders how a company – any trucking company – could afford to pay so well?

"They are always looking for more GOOD drivers," his cousin says. "That's why I thought of you. You're one of the best drivers I know."

Vic thinks about it. Like anyone else, he and his family could use extra money. He needs a new used family car... his son needs braces on his teeth and his wife is talking about a trip back home. An extra \$5,000 here and there would make a big difference in everyone's life.

"So, your cousin says you're a good driver," the man says.

"He's the best," says his cousin.

"We need guys like you in our company."

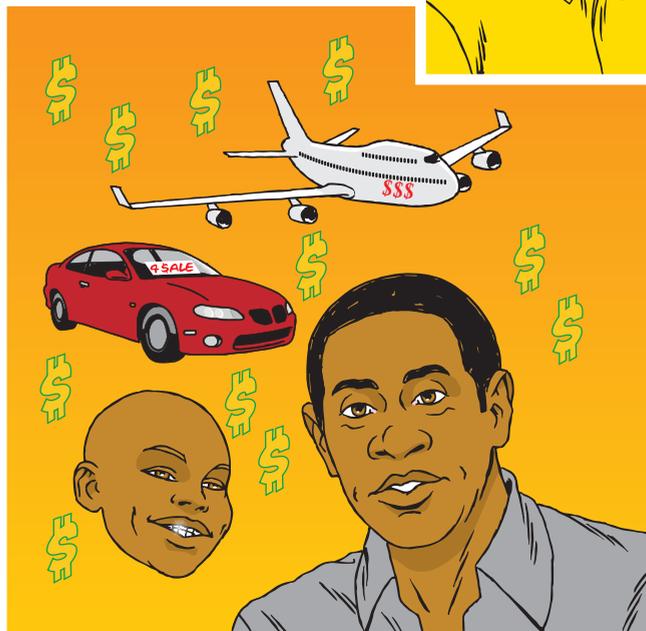
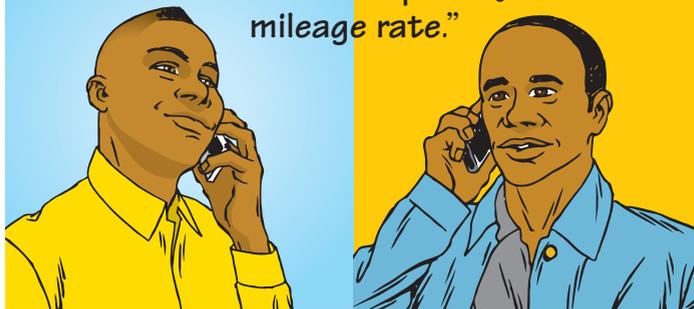
Vic isn't sure about it after meeting with this man, but the money is just too tempting to walk away from. He agrees to drive for them and they shake on it. In a while he convinces himself the money he'll be making will be a good thing for his family and he'll be able to start giving them a better life.

Two days later Vic gets a phone call. He thought it was going to be about a load for the new company, but instead it's his cousin calling him from jail.

Vic feels the blood drain from his face. He feels terrible for the situation his cousin is in and wonders what will happen now that he's agreed to take a load for the very same company.

Vic gets a call from a cousin of his who is also a truck driver. The man is excited about a new company he's started working for and is wondering if Vic might be interested in driving for them too.

"They paid me \$5,000 for the trip... and that was on top of my usual mileage rate."

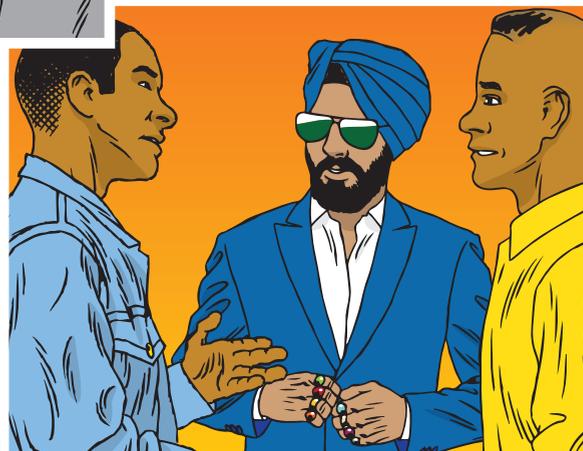


Vic decides it wouldn't hurt to talk to someone from this company and see what they have to say. "Sure," he says. "Why not?"

"Great, I'll set up a meeting."

Two days later Vic meets with his cousin and another man who represents the new company his cousin is working for.

"They found cocaine on my truck in a secret compartment in the trailer."



"What have we got ourselves into?"



Illustration by Glenn McEvoy



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# Michelin's new drive tire

By James Menzies

## GREENVILLE, SOUTH CAROLINA

Michelin has a new drive tire for the growing regional haul segment, which it says offers 65% better removal mileage compared to its predecessor.

The new X Multi D is a regional drive tire for LTL, pickup-and-delivery, and food and beverage applications, and can even perform light off-road duty in energy and construction applications that are off the highway 5-10% of the time. Adam Murphy,

vice-president of marketing, Michelin North America, said regional haul customers demanded a tire that would stand up to their rigorous environments, while providing excellent traction and a durable casing.

The tire uses advanced rubber compounding to provide more even wear and longer tread life. A co-extruded rubber compound is actually comprised of multiple



compounds: a top compound promotes scrub resistance, while a bottom layer compound keeps the casing cool.

The new tire features a 28/32-inch tread depth in all sizes. Murphy said the X Multi D will get 65% better wear mileage than the Michelin XDE M/S tire. He also said the improved traction gets

the truck up to speed in winter conditions 80% faster than the leading competitor.

The Michelin regional drive tire is being launched in the U.S., Canada, and Mexico in sizes: 11R22.5 (load ranges G and H), and 11R24.5 (load range H). Additional sizes will be introduced in the coming months, Michelin says. **TW**

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**MARK YOUR CALENDAR**

# In the end, people are what really matters

By **Derek Clouthier**

## ST. ANDREWS, MANITOBA

Keeping things simple and eyeing future growth is what has kept Turk Enterprises ahead of the curve since its humble beginnings in 1988.

Birthered by Dave Tyrchniewicz from a single truck that hauled meat for J.M. Schneider out of Winnipeg, Turk had now grown to boast a fleet of more than 60 trucks and 80 employees, and remain dedicated to transporting perishable goods, mostly meat and produce throughout Canada and the U.S.

Though the company has always maintained its focus on customer service and a knowledgeable employee base – everyone from shop to office staff are refrigerated transportation industry experts – times have changed in the trucking industry.

“Everybody in our office and in our facilities is experienced and we try to pass that knowledge to the professional operators and educate them on everything we do at Turk Enterprises,” said Tyrchniewicz, adding that Turk does not identify its operators as simply drivers. “Improvements in safety have been a benefit for all. All of our equipment runs on disc brakes, which can stop our trucks in half the distance compared to drum brakes that are standard in the truck transportation industry.”

Eager for what the future holds for his company, Tyrchniewicz said he anticipates even more growth in the next few years to meet the demands of its customers. And having moved to a new location in St. Andrews, Man., Tyrchniewicz’s ambitious goal of drastically increasing his fleet has become more of a reality.

“We completed the construction of our new facility located in St. Andrews,” Tyrchniewicz said, “and this should allow us to double the size of our fleet in the next three years.”

Doubling a fleet in three years is a feat in and of itself, but for all the success Turk has seen and hopes to continue seeing in the coming years, hardships remain.

Falling freight rates and the decision of some customers to employ the services of cheaper carriers has had an effect on the bottom line.

But ever the optimist, Tyrchniewicz has continued to make improvements to his business and his fleet, to help both his customers and the company.

“We have continued to purchase top-notch equipment that we use to supply our customers’ needs,” he said. “It costs more, but ultimately this reaps rewards with fewer accidents and claims.”

Turk Enterprises is Hazard Analysis and Critical Control Points (HACCP) approved, with means the company follows a set of strict guidelines and policies when it comes to the transportation of goods, something that plays into and helped establish the company’s motto “food safety in motion.”

**“I hope we can exemplify that it is an industry to be a part of and looked upon as an exciting career choice for generations to come.”**

– **Dave Tyrchniewicz,**  
**Turk Enterprises**

“We load and deliver food in HACCP-approved facilities, so it only makes sense that the transportation of the food should follow HACCP guidelines,” said Tyrchniewicz. “There are not many carriers in Canada that are HACCP approved.”

Turk also does its part to ensure its environmental footprint is as minimal as it can be, and is a SmartWay Transport Partnership carrier.



**Turk Enterprises’ pink truck and trailer helps raise funds for the battle against cancer.**

The SmartWay Partnership’s goal is to reduce fuel costs, improve efficiency and encourage best practices in freight supply chains. The program was launched by the U.S. Environmental Protection Agency in 2004, and taken up by Natural Resources Canada in 2012.

Turk exclusively employs certified SmartWay tractors and trailer in its fleet, a fleet that has been reduced to traveling 62.5 mph by programming the electronic control modules (ECMs) on its tractors.

The company also uses a fuel reduction incentive program for its operators, which rewards them at the end of each month for excellence in driving techniques that save fuel. Auxiliary power units (APUs) are also present in all Turk’s equipment to help alleviate the need for an operator to have their trucks idling to stay comfortable.

But it’s not all about business all the time for Turk. Giving back to the community has long been a big part of Turk’s philosophy.

“We participate in various fundraising efforts and are especially proud of our pink truck and trailer that raises money in spreading hope for a cure to beat cancer,” said Tyrchniewicz.

Tyrchniewicz said he could not see himself doing anything for a living other than working in the trucking industry, and being part of it for such a long time, he appre-

ciates all the work others like the Manitoba Trucking Association do to promote the sector he loves.

With all the changing technologies, regulations, and landscape of the industry in the past years, Tyrchniewicz understands that it’s people who ultimately make a business successful, both from a customer standpoint and employee.

“Although equipment and the industry itself are always changing, our main focus will always be to provide excellent customer service to our customers,” said Tyrchniewicz, “as well as to provide a good workplace for our employees and professional transport operators.

“I hope we can exemplify that it is an industry to be a part of and looked upon as an exciting career choice for generations to come.” **TW**



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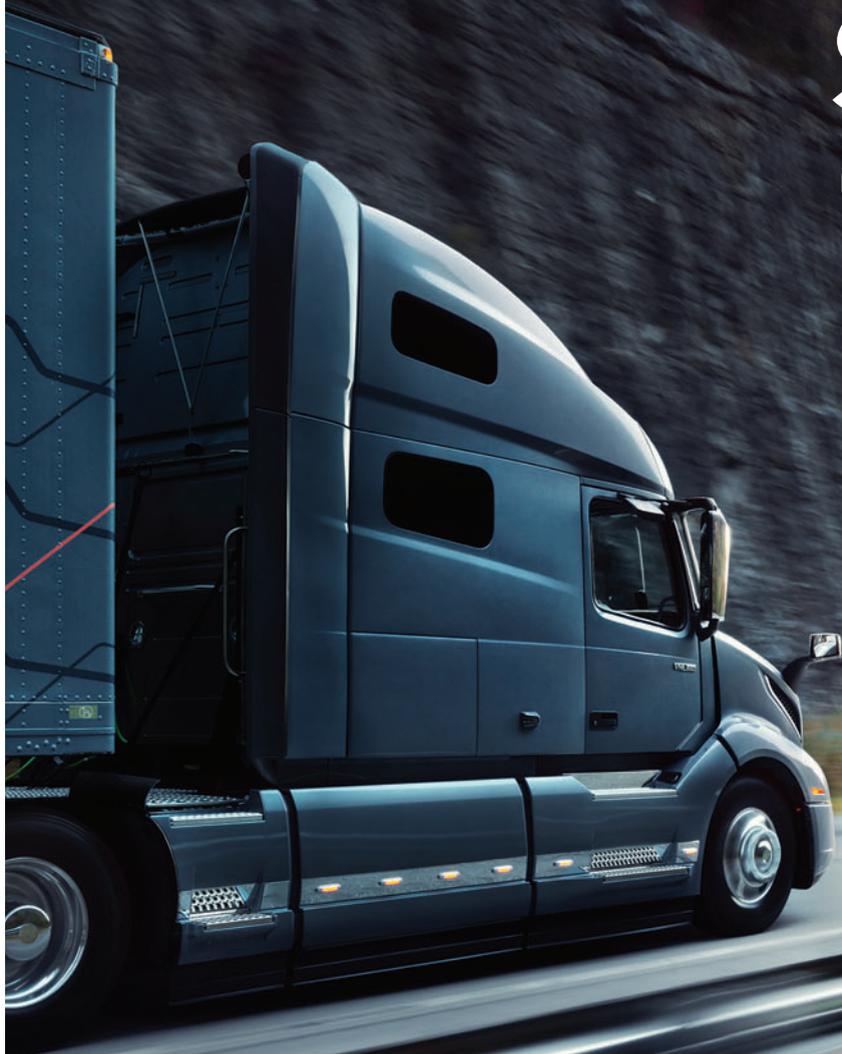
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