



TRUCK WEST

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It's super being single

Wide-base single tires approved in Alberta; work remains for use within municipalities

By **Derek Clouthier**

CALGARY, ALBERTA

As of July 1, the Government of Alberta has given the green light for the use of wide-base single tires on provincial roadways.

Following in the recent footsteps of Saskatchewan, trucks in Alberta will now be permitted to use the new generation single tire at at-par weights – single axle (9,100 kg); tandem axle (17,000 kg); tandem axle with spread 2.4 meters or more but less than three meters (21,000 kg); and tandem axle with spread three meters or more but not more than 3.7 meters (24,000 kg).

With Manitoba also allowing the use of wide-base single tires, B.C. is the lone western Canadian province that has not yet given the thumbs up to the new tire.

Alberta Motor Transport Association (AMTA) president Lorraine Card received the news from the Minister of Transportation and Infrastructure

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Wildfires have been consuming B.C., forcing residents out of their homes and destroying thousands of hectares of forest.

B.C. ablaze

Industry steps up for B.C. wildfire victims with transportation and storage

By **Derek Clouthier**

KAMLOOPS, BRITISH COLUMBIA

With more than 8,450 square kilometers burned by B.C. wildfires and tens of thousands displaced as a result, the Trucks for Change Network is doing what it can to get supplies to those in need.

Pete Dalmazzi, president of Trucks for Change, told *Truck West* that his organization is working with the Canadian Red Cross to get products transported to victims of the fires.

"We're assisting them in finding donated trucking capacity to move a whole bunch of stuff to community centers that are being set up out (west)," Dalmazzi said of the partnership with Red Cross. "We are connecting them with carriers offering to donate transportation or offer reduced-cost transportation from the Red Cross' warehouse in Calgary."

Oliver Trinh, logistics manager with the Canadian Red Cross, said this year's wildfire in B.C. have displaced more than 55,000 residents and spread across over 840,000 hectares.

"As the fire season continues through August, we're still seeing communities forced to evacuate," Trinh said. "The Canadian Red Cross needs to be ready with response supplies like cots and hygiene kits nearby. Trucks for Change's generous and complimentary shipments have enabled the Red Cross

to strategically move supplies ahead of the fires, and store them to be ready."

Through the Red Cross, B.C.'s Ministry of Forests announced a \$1,500 emergency credit for small business owners.

Trucks for Change put the British Columbia Trucking Association (BCTA) in touch with the Canadian Red Cross, as well as three association members – Bandstra Transportation Systems, Hawkeye Holdings, and Landtran Logistics – that have volunteered warehouse space in Kelowna, Kamloops, and Prince George to store donated items.

Supplies are being sent to these evacuation areas, where many displaced residents of fire-stricken regions have been moved.

"They are actually allowing Red Cross to use their facilities as hubs," said Dalmazzi. "And then Red Cross is hiring or using us to add to the trucking work that they have to do to get that product into some of the other centers."

"Working together with the BCTA and the Canadian Trucking Alliance, we have been able to assist the Canadian Red Cross response in B.C. with offers of donated and reduced-cost services from many highway carriers. Once again, our industry has stepped up to make a difference to Canadians in need when it matters most."

Continued on page 14

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than words.

Ramping up for renewal

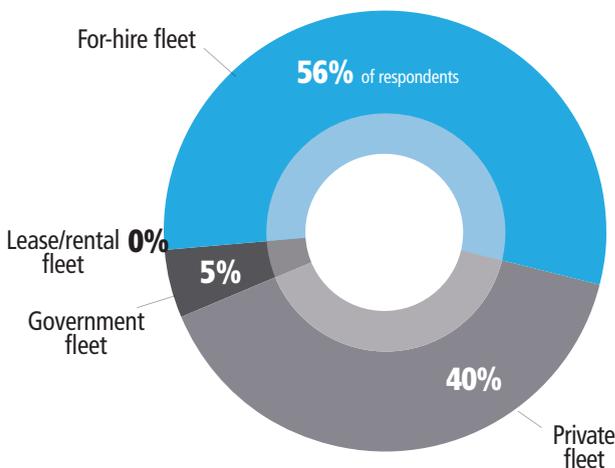
Western Canada's carriers ready to renew their fleets

Western Canada's motor carriers have been reticent to make new truck purchases the last few years due to the slow growing Canadian economy outside of British Columbia. Fleets in Alberta suffering through the impact of low oil pricing and the subsequent downturn in the oil business have been particularly stingy on new truck purchases. However, optimism is building for greater economic growth in 2018 and the results from our just completed annual Equipment Buying Trends Survey indicate that fleet owners from Manitoba to British Columbia are once again ramping up their fleet renewal plans. More than 7 in 10 respondents reported plans to replace at least 10% of their heavy duty fleet by the end of the year. And 4 in 10 are planning to renew their medium duty fleet. Next issue we report on their fleet renewal plans for 2018.

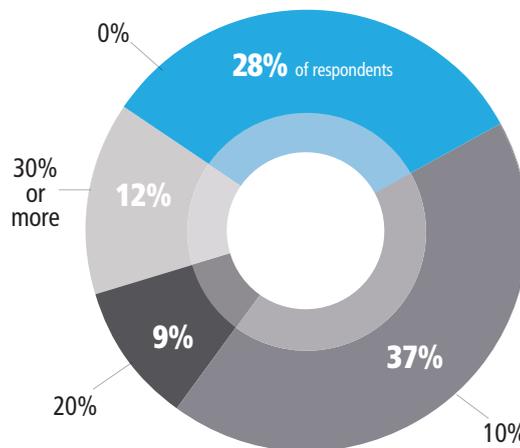


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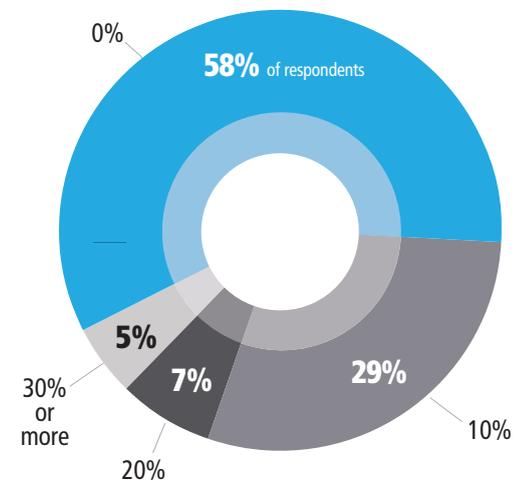
Trucking industry sector



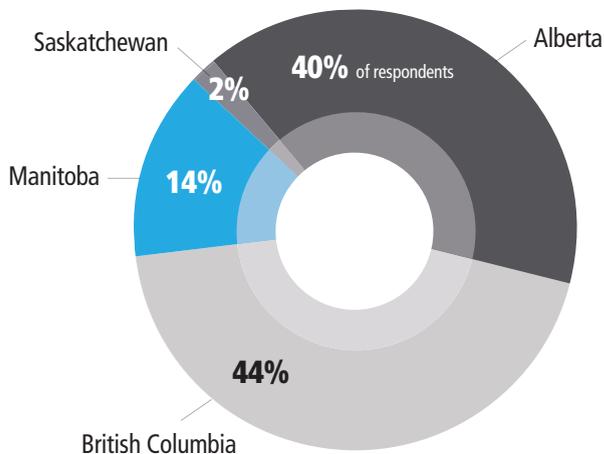
Percentage of heavy duty fleet anticipate replacing by end of 2017



Percentage of medium duty fleet anticipate replacing by end of 2017



Geographic distribution



Size of heavy duty fleet

| | |
|----------------------|-------------------|
| 0 vehicles | 2% of respondents |
| 1-9 vehicles | 33% |
| 10-24 vehicles | 21% |
| 25-99 vehicles | 31% |
| 100-499 vehicles | 5% |
| 500 or more vehicles | 7% |

Size of medium duty fleet

| | |
|----------------------|--------------------|
| 0 vehicles | 23% of respondents |
| 1-9 vehicles | 44% |
| 10-24 vehicles | 12% |
| 25-99 vehicles | 14% |
| 100-499 vehicles | 0% |
| 500 or more vehicles | 7% |

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Derek's deliberation

Lessons from the road

Recently, I went on a couple trips with the family; the first was a two-week jaunt, mainly through California, but also Nevada, Idaho, and Montana; the second was a quick trip to New Denver, B.C. to visit an old friend from the Ottawa Valley.

Starting with the latter, traveling through B.C. is nothing short of frightening at the moment. Fires were raging seemingly around every corner, with helicopters frantically water-bombing the smoke-filled forest right, left, and center.

Seeing it on TV doesn't give it justice. The stretch between Golden and Revelstoke – Rogers Pass through the Selkirk Mountains – is charred beyond belief. On our way home heading east, there was a new fire that wasn't there on our way west the day prior. It was so close the Trans-Canada Highway – basically the distance of a Par 5 golf hole – that I told my wife I was surprised the highway was open. A day or two later, we saw that it had been closed.

We took the Upper Arrow Lake Ferry from Shelter Bay across to Hwy 23 on our way to New Denver

and on the ride over there was a fire burning on the mountain we were headed right toward.

Flames and smoke was everywhere. And there are many people in B.C. who need help dealing with the effects of these fires. Many in the trucking industry – including B.C. carriers Bandstra Transportation Systems, Landtran Logistics, and Hawkeye Holdings – are helping by providing warehouse space for donations and/or transportation of those items to evacuees.

If you'd like to donate to B.C. wildfire victims, visit www.redcross.ca/how-we-help/current-emergency-responses/british-columbia-fires. Trucking companies that would like to help can contact Pete Dalmazzi at the Trucks for Change Network at 905-844-8658 or by e-mail at pete@trucksforchange.org.

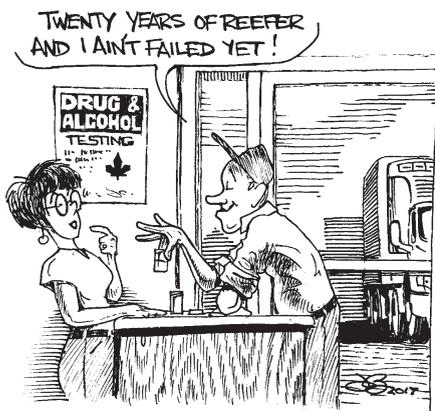
Speed limits

Truckers know very well that in the U.S. there are different speed limits posted for trucks and for passenger vehicles.

Traveling through some of the western states, the speed limit for

passenger vehicles is anywhere from 65mph to 80mph – I have to say, being able to drive 130km/h legally excites me – and the limit for trucks (or any vehicle towing a trailer) is 55mph.

I'm not sure how truck drivers feel about this, but as a non-truck



driver, I love it. I find it helps the flow of traffic, avoids backups with trucks trying to pass one another, and I imagine it's safer having a transport truck moving at 55mph as opposed to a possible 80mph.

Why do we not do this in Canada?

Coming back from our trip to New Denver, we were just past Golden on the section of Hwy 1 that has been updated for a few years now to a four lane. The speed

limit in this area is 100km/h, and on passing sections on Hwy 1 in B.C. I take full advantage to pass slower drivers when I can.

There was a tractor-trailer on this stretch with a driver who must have had the same mindset. He was clipping along at around 125km/h passing as many cars as he could. The driver was following closely behind other vehicles, including my own at one point, and the first thing that popped into my mind was that it didn't feel right that a transport truck was the fastest vehicle on that section of road.

Driving through B.C.'s mountainous terrain can be challenging, but lower speed limits for trucks would be beneficial in more ways than one. **TW**



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Calling nonsense on the driver shortage claim

Becoming a driver and gaining experience has become an overly arduous task

Dear editor:

I just picked up the August edition of *Truck West*, and the story on the front page about training women drivers – a good idea by the way – second paragraph states, “The driver shortage is very real with staggering numbers.”

I’m going to call nonsense on that. There is no shortage of people who would or could drive if trucking companies would get their heads out of the sand and realize what century we are in.

What other industry expects that there should be a pool of trained, experienced employees waiting for them to pick from? There are lots of men and women who would be excellent drivers who could do the job and be good at it, but think about what it takes to be a truck driver nowadays and compare that to most other industries.

I work at a job with much less risk for problems than driving trucks, but before I started, I had three days of paid training and in the past three years, I’ve had about eight more days of paid training.

“There is no shortage of people who would or could drive if trucking companies would get their heads out of the sand and realize what century we are in.”

For the first few months, I worked closely with a senior employee who I could call for advice or suggestions on the proper procedure. They made sure I was competent at my job before they threw me in the deep end. They wanted me to be successful and took the time and expense to make me a competent employee.

Now compare that to trucking. Let’s say I’m a young person with a family to support and I want to give trucking a shot, so I go to truck driving school. Even some basic training to pass the test is easily two or three thousand dollars out of my pocket.

Now that I have a licence, try to find a job with no experience.

Come back in five years and we’ll talk then.

Finally, maybe I find a job for some fly-by-night company with poorly maintained equipment, poor pay, and no training. And because I’m the new guy, I get the loads no one else will take. Why would anyone do that?

There are a lot of people who could and would do the job, safely and reliably. But why would anyone want to? Sure I’ll spend thousands of dollars to get a licence so I can go be treated like crap for poor pay. You’d have to be nuts.

I’m a 55-year-old male who drove for two years 25 years ago. I’m in perfect health with a perfect driving record. I’d be a great truck driver but who would hire me?

My neighbor is a young man and truck driver from the Philippines who thinks it would be a great thing to do here. Where does he find the money and time for training even to get his foot in the door? He works two minimum wage jobs now to support his family. Someone should grab him, pay for some decent training and they would have a great employee for

years. But no, that makes too much sense for trucking companies; let’s just keep pretending it’s still 1950 and everything will be fine.

My wife works at a fast food chain and they don’t just expect her to walk in the door and make a burger, they train and teach her how at their expense.

Almost every issue of your paper has a story about the dire shortage of professional drivers. I just maintain it’s the result of companies refusing to see the world has changed and refusing to keep up.

Steve Andres



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ELDs won't help everyone

Dear editor:

I am an owner-operator living in Okotoks, Alta. I have about 30 years of experience in trucking, half of that as a company driver and the other half as an owner-operator.

I can understand your views on the benefits of the use of ELDs, but I don't think they will do anything for the people who never should have been in trucking in the first place.

It seems that truck drivers failed to protect their trade after deregulation. The demand for drivers really overtook in what the labor market was able to supply for skilled drivers.

In my opinion there has never been a driver shortage either. If there really was, real pay and rates would have come up substantially from where it was back in the '80s. Trucking companies decided to flood the market with relatively cheap equipment and put unqualified people behind the wheel. Some of this also explains the high turnover rates of drivers.

They don't have enough loads, drivers get paid by the mile and make no money. This practice has led to a negative image of trucking under potential new hires. But instead of changing the business model and paying more for well-trained drivers, technology came

to the rescue with the automatic transmission and EOBRs. Now you don't even have to worry if the driver can shift, write or do math.

I always thought that driving, especially long-haul, is an acquired skill that should be rewarded for what it is. Unfortunately, that view is not shared by most of trucking ownership and management it seems. You know it's funny that if you want to increase the value of our services you should not want more people to enter this business. The law of supply and demand teaches us exactly that. ELDs may cause oversupply to the market with even more equipment, because of loss of productivity. And

perhaps put rates even under more pressure.

I have a very good safety record. And I don't believe for a second that being more compliant will enhance that. To me the real culprit is the refusal of management in shipping and transportation to recognize that truck driving is a real skill, and being safe and compliant is a natural part of that. Due to the oversupply in the market, trucking has been reduced to a commodity, but we should be more than just a cost to the overall business.

"I always thought that driving, especially long-haul, is an acquired skill that should be rewarded for what it is."

If safety and compliance is the problem, they should look at a better way of paying drivers than just by the mile.

The driver shortage cry is getting old. Trying to get women to drive or import TFW truck drivers from overseas is not going to fix the problem. The top of the trucking business is going to have to look at the way they run their companies. Do a better job to convince the market to pay more for trucking and logistics. That will show they will have real interest in the industry and have more money for better qualified drivers to come back to trucking.

Egbert Hartman

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ALBERTA

Drivewyze's bypass service available in North Dakota

EDMONTON, ALBERTA

Canadian trucking software company Drivewyze will be expanding its weigh station bypass service to North Dakota, marking the first time the program will be offered in the state.

The Drivewyze PreClear program provides weigh station bypass opportunities to qualified carriers in several states and Canadian provinces, including Alberta, where it recently added 23 new vehicle inspection sites throughout the province.

The service became active in Alberta in April, which was the company's first in Canada.

PreClear will be available at 13 various approaches to seven fixed weigh stations, as well as eight mobile sites, for a total of 21 locations in North Dakota.

"Drivewyze PreClear now debuts offering five times as many bypass opportunities as that of an anticipated transponder-based system when it goes live," said Brian Heath, president and CEO of Drivewyze. "Truck fleets and drivers who operate safely and within legal weight limits and meet the state's criteria can obtain bypasses through Drivewyze."

Heath said the company's PreClear program is the largest bypass service in North America, and that the addition of the sites in North Dakota closes a near 400-mile service gap between Moorhead, Minn. and Wibaux, Mon.

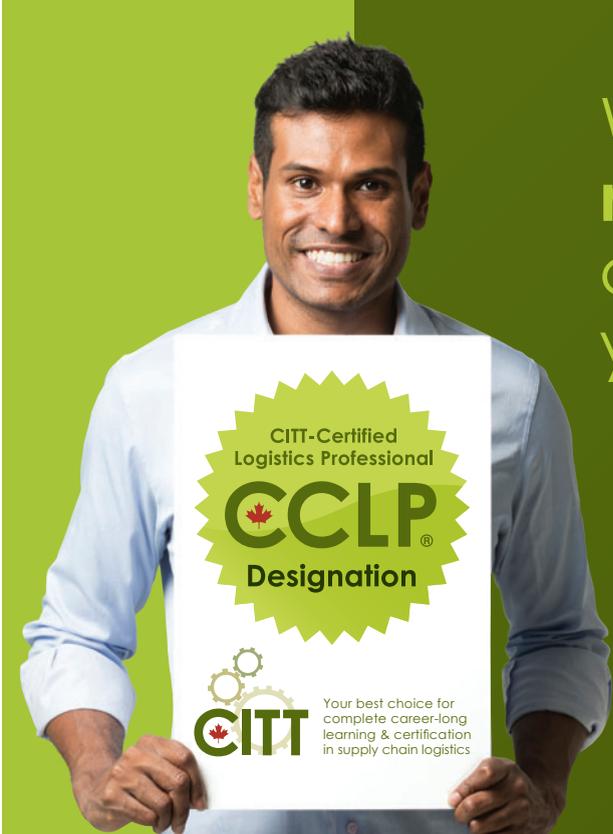
"Drivers traveling from Chicago to Idaho now have bypass opportunities in all six states over a 2,000-mile stretch," said Heath.

Drivers for Manitoba-based trucking company Wildwood Transport are excited about the addition of PreClear in the Peace Garden State.

Matt Holland, manager of information technology for Wildwood, said with 35 of his company's trucks activated on PreClear, and now the addition of the service in North Dakota, it will greatly impact Wildwood's business.

Drivers for Wildwood, obtain weigh station bypasses through the Drivewyze app that is preloaded on the company's electronic logging devices (ELDs), which Holland said helps to reduce delays.

"Each time our drivers encounter a weigh station increases the chances that they will undergo an inspection that can last up to an hour," Holland said. "With driving time being limited, once that happens, staying on schedule can be nearly impossible for our drivers." TW



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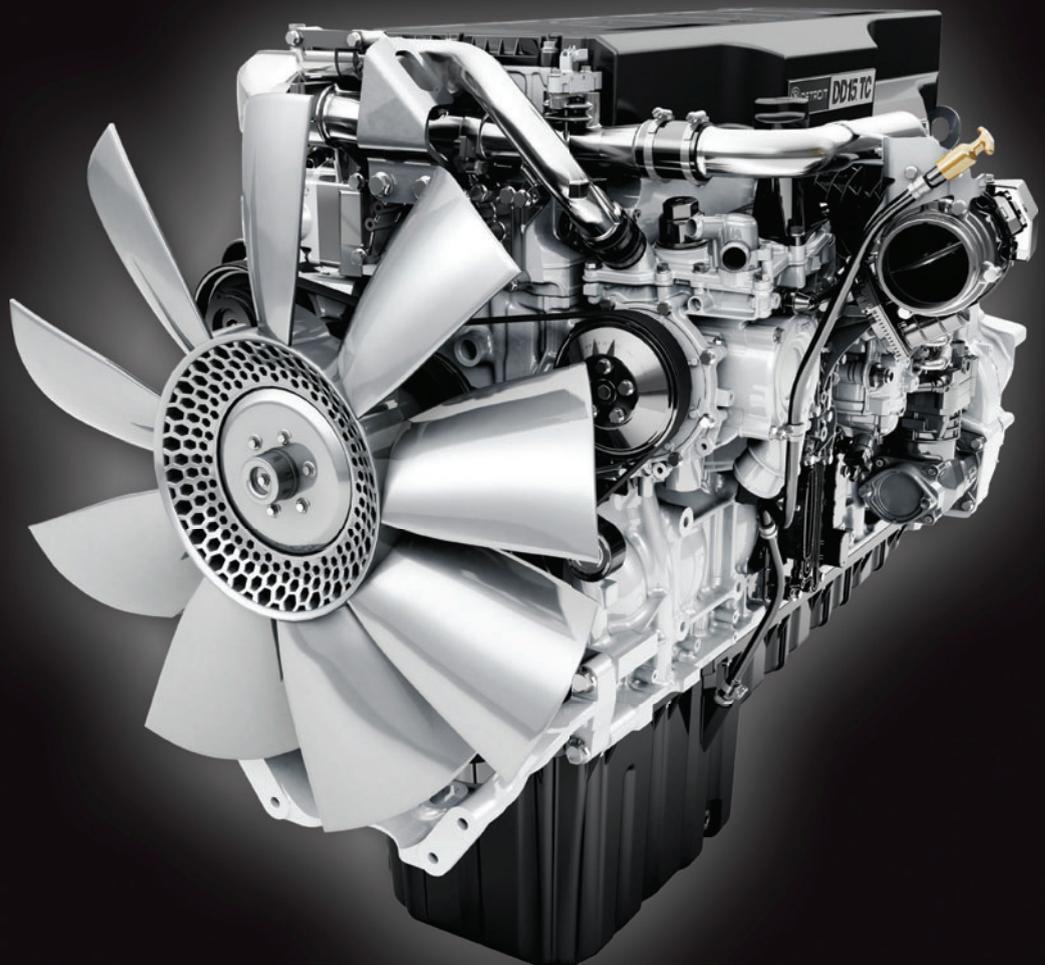
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BRITISH COLUMBIA

Yako stepping down as BCTA president and CEO

LANGLEY, BRITISH COLUMBIA

British Columbia Trucking Association (BCTA) president and CEO Louise Yako has announced she will be leaving the association at the end of the year.

"I am so fortunate to have been able to work at this great organization that represents such a necessary industry," said Yako. "Over the years, I've had the privilege to work with and for knowledgeable, dedicated and supportive members. BCTA has survived and thrived for more than 100 years. I know that its future will be at least as successful as its past."

Though she is not calling her departure a retirement, Yako is transitioning from a full-time position to a less regimented environment.

"I consider it to be a change in lifestyle that will lend itself to a more flexible schedule," she said.

The BCTA has appointed a recruiting committee, headed by chairman Trevor Sawkins, to find Yako's replacement, bringing forward a recommendation later this fall and expected to commence duties Jan. 1, 2018.

Yako leaves with more than 20 years of experience with the BCTA and six leading the association. **TW**

B.C. Supreme Court rules in favor of container truckers

VANCOUVER, BRITISH COLUMBIA

The Supreme Court of B.C. has upheld the wage floor in the Container Trucking Act after 10 companies sued the provincial government in an attempt to avoid back pay, according to the union representing affected drivers.

"Container truck drivers work hard and deserve fair compensation," said Jerry Dias, Unifor national president. "Unifor fought hard to get higher pay rates and retroactivity included in the Act. We're pleased that the court recognized the greed exhibited by these trucking companies for what it was."

The June 30 court decision ruled against the trucking companies that were challenging the Act, and attempting to avoid more than \$1 million in back pay owed to drivers, Unifor said.

"The Container Trucking Act provides a level playing field for wages, but these companies prefer a race to the bottom," said Gavin McGarrigle, Unifor's B.C. area director. "This ruling upholds a legislated wage floor that ensures companies can't get away with ruthlessly undercutting wages and causing chaos at the port."

More than \$2.3 million in back pay has been ordered since the legislation was passed in 2014. Unifor said the Act's protection of truck driver wages has contributed to labor peace at Port Metro Vancouver. The full ruling can be read here: www.courts.gov.bc.ca/jdb-txt/sc/17/11/2017BCSC-1111cor1.htm **TW**

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Volvo takes wraps off new VNL

‘The most innovative, exciting new trucks from Volvo in 20 years’

By James Menzies

DUBLIN, VIRGINIA

Volvo has continued to revamp its North American product line, with the unveiling of a new VNL model at its new customer center here in mid-July. The first VN was launched in 1996, but was due for an update, Goran Nyberg, president of Volvo Trucks North America acknowledged during remarks before the unveiling.

“Twenty years ago, we turned the industry upside down,” said Nyberg, moments before the truck was revealed for the first time. “We created a new commercial truck standard for aerodynamics, driver comfort, and safety. Since then, our competitors have been happy to benchmark everything we have been doing and they have slowly chipped away at our leadership position. In a few cases, I have to admit, we have lost the edge in areas where we stood head and shoulders above the competition. Well, that ends tonight. You’re about to see the most innovative, exciting new trucks from Volvo in 20 years.”

The completely redesigned VNL is an upgrade in every imaginable way, particularly as it relates to driver comfort and amenities. As with the design of the VNR regional haul tractor Volvo introduced earlier this year, designers relied heavily on feedback from drivers.

Rikard Orell, director, product design, said the new VNL was designed to be: bold, edgy, innovative, modern, and human. Its design was inspired by everything from sleek speedboats, race cars, and even the human body. For example, the front and grille are wider at the top, and taper in towards the bottom, like the human body does from the shoulders down to the waist. Orell said Volvo aimed to capture a timeless design.

It’s a sleeker looking truck, with a curvier front end and strong stance. Its lines give it a sense of motion, even when parked. But beauty runs only skin deep and this truck boasts more substance than just a prettier face.

Jason Spence, product marketing manager, longhaul, said, “From the inside out, the driver was the informant, the person we asked. We went through surveys, we did clinics, we sat in the truck as drivers drove them, to get feedback, and we did this over and over and we refined these products so the driver is the focal point of this vehicle.”

Volvo is predicting the VNL 760 with a new, larger, 70-inch sleeper will be the high-volume seller, replacing the VNL 670 with 61-inch sleeper that previously held that distinction.

“We have confidence in this because our customers and their drivers have told us this is the truck they want,” said Spence. The new sleeper is nine inches longer and six inches wider than that found on the previous VNL 670.

Improved aerodynamics deliver about a 1% improvement in fuel economy over the previous model, while engine enhancements this year add another 5.5% when taking advantage of the D13 engine with turbocompounding. The front bumper was moved 1.5 inches forward for improved aero, the bumper to back of cab (BBC) extended from 122.5 to 124 inches.

Airflow across the front and sides of the truck have been improved,

The lamps can produce heat when needed to keep the lights free of ice and snow. They’ve also been designed for better nighttime visibility.

In a nod to its European heritage, Volvo has brought the Globetrotter moniker to the North American market. The Globetrotter distinction means the truck has been equipped with all the most luxurious options.

The seat selection has been expanded, and customers can now choose any seat they wish with any level of interior.

Drivers will also appreciate the additional storage. A hoarder would be happy in this truck. Redesigned door panels feature



for greater fuel economy. Even the hood-mounted mirrors are now more aerodynamic. They’re also heated. Customers can spec’ an optional skylight, which wasn’t possible with the previous design. New cab side windows open to provide additional light and ventilation.

The air intakes have been moved forward and redesigned; gone is the distinctive inverted hockey stick design. But Spence said the new design provides better airflow along the side of the vehicle and gets cleaner air into the engine. The redesigned grille features a satin finish, with a larger Volvo logo planted in the center.

The LED headlights are the most “innovative in the trucking industry,” Spence claimed. “These are not just LED headlamps, they’re intelligent.”

deeper pockets, the dash has been cleaned up, blank switches removed, and more storage put in their place. A clever rail design allows for the installation of removable cupholders or storage bins, creating an aftermarket parts opportunity for Volvo and seemingly endless customization possibilities for drivers.

“Everywhere we can put storage, we did,” Spence explained.

Volvo also provides more power outlets – both USB and 12-volt – in traditional places and also atop the dash, where it found many drivers store their devices.

The new steering wheel is home to 21 buttons for frequently used controls. It’s also more adjustable, adding 20 degrees of neck tilt to the 30-degree column adjustment and 4.5 inches of telescoping available.

The five-inch driver display uses vibrant colors to communicate important information to the driver, with as little distraction as possible. It can be customized to display whatever info is most important to the driver. In 2018, a new infotainment system will also be available.

Maintenance managers will appreciate easier access to components located under the cab floor. The engine cover can now be removed without taking out the seats, thanks to removable floor inserts that fit around the bases of the seats. These floor mats also provide additional insulation and soundproofing.

The living area of the VNL has been completely revamped for improved comfort. The control panel has been moved to the rear wall, where it’s more accessible to drivers while laying down – they no longer have to reach behind their head to adjust the temperature.

The fridge is larger, thanks to the extra space available in the new sleeper. And drivers can spec’ a passenger seat with an integrated fridge, placing drinks and cold snacks within reach of the driver’s seat.

Visibility out the windshield and in front of the truck is better, thanks to the curvier hood design. And to further improve safety, Volvo announced it’s making the Volvo Active Driver Assist collision mitigation system standard on the new model.

To help simplify the spec’ing process, Volvo has identified several fuel efficiency packages, consisting of bundles of aerodynamic and powertrain options that contribute to greater fuel economy. How much fuel will owners of the new VNL save? It depends, of course, on how the truck is spec’d, but Spence said improved aerodynamics improve fuel economy by 1%, the new engines with turbo-compounding add another 5.5%, and I-See – a feature of the I-Shift transmission that memorizes hills along a route and adjusts the truck’s speed accordingly – can add another 1%.

“The D13 with turbocompounding gives massive amounts of torque with low rpm. In combination with a low rear axle ratio, you’re going to see drastic improvements in fuel efficiency in these trucks,” Spence said. A 7.5% improvement equates to about 0.6 mpg.

Initial drives of the new VNL were limited to 40 mph laps of a new one-mile track at the customer center. More extensive evaluations have been promised for later this summer. But first, Volvo will be cycling some 3,000 customers and dealers through the new 36,000 sq.-ft. customer center to introduce them to the new truck.

The new VNL will enter production in mid-September (day cabs) and mid-November (sleepers). **TW**

SASKATCHEWAN

Keep it local

STA hopeful province can develop carbon tax policy before feds step in

REGINA, SASKATCHEWAN

The Saskatchewan Trucking Association (STA) is urging its provincial government to implement a carbon tax policy ahead of any expected federal intervention.

The STA has produced a paper titled "Carbon Pricing in Saskatchewan – Trucking Industry Made Solutions" that calls for a responsible and industry-friendly approach to the controversial tax.

"We have supported the provincial government's stance on a carbon tax since the beginning and that has not changed," said STA executive director Susan Ewart. "The purpose of this document was to highlight the need to be prepared, should a carbon tax be forced on the province. The actions the federal government is planning on taking for backstop jurisdictions are not trucking friendly and place an unfair burden on industry; proper policy planning will prevent those actions."

In the paper, the STA says actions need to be taken at the provincial level to make business investments into emission-reducing technology and equipment more of a reality, and that policy changes must be made to remove much of the red tape that stands in way of quick uptake, early adoption, and the purchasing ability of small- and medium-sized companies.

The association also says that the federal technical paper clarifying steps to be taken to aggressively introduce carbon pricing is what is referred to as "back-stop jurisdictions" that have no carbon tax in place, and the effect of these actions would have immediate and lasting detrimental effects to the trucking industry in Saskatchewan.

Such harmful outcomes the STA believes would be the result of a federally-implemented carbon tax include massive administrative burdens, increased price of carbon at an alarming rate creating further competitive advantages for U.S. carriers operating in Canada, budgeting issues for trucking companies, and create mass inequities between modes of freight transport by offering exemptions to marine and aviation industries.

Both B.C. and Alberta have applied a carbon tax policy, while Saskatchewan and Manitoba have pushed back on the idea. **TW**

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Continued from page 1

Trucking companies helping where they can

One of the trucking companies helping to transport supplies to evacuation areas is Willy's Trucking, which has depots in Alberta and B.C.

"Willy's team members are encouraged to volunteer their time to assist with collecting donations from our clients and the general public to fill our trailers," said Melody Mills of Willy's Trucking, adding that the company has also been using its presence on social media to get the word out.

Anyone wanting to donate can visit Willy's Facebook page for links to events happening in various areas to help wildfire victims.

Mills said the culture of social consciousness starts with having leaders within a company who foster the right type of attitude, which she attributes to Willy's owners, Willy Schmidt and Bernard Dyck.

"It is always important for companies like ours to be socially conscious and assist in times like these" she said, "as it demonstrates to both our clients and the public that we are interested in social issues and not purely profit margins."

Louise Yako, president of the BCTA, said she knows there are several trucking companies in B.C.

that are helping to transport goods to various locations.

Trailer Wizards also indicated via Twitter that the company had donated a trailer for safe food storage for Cache Creek residents, who were briefly evacuated and allowed back to their homes July 19.

Through its newsletter, the BCTA advised its members how to contribute to the effort, and how they could provide transportation services if the Red Cross proclaimed a need for the service.

"We're getting calls now from members of the public who have

things they want to donate and want to get some help with trucking services," Yako said, adding that the BCTA would speak with the Red Cross to see if in-kind donations were being accepted. "We're just trying to figure out now how best to coordinate that with the Red Cross."

The BCTA worked with Trucks for Change to set up a web portal for donations to the Red Cross from the trucking industry (www.redcross.ca/BCFires/trucksforchange) where people can donate as an individual or on behalf of a company.

Trucks for Change works with various trucking associations, including the Canadian Trucking Alliance, to communicate need during incidents like the current one in B.C.

Dalmazzi said situations like the B.C. wildfires changes daily, and what is needed can be different from one moment to another.

"Once again, our industry has stepped up to make a difference to Canadians in need when it matters most."

— Pete Dalmazzi,
Trucks for Change

"Areas that they thought they would be sending product to, they've have to make some switches and move them to other areas," Dalmazzi said of the Red Cross' efforts. "We are not the only option to them, but we're the go-to people for the Red Cross to augment the trucking resources and distribution that they have."

News reports indicate that the 2017 wildfire season in B.C., which started April 1, has cost approximately \$309 million, with 154 fires burning as of Aug. 15 – the largest being in Hanceville, which has consumed 2,120 square kilometers.

Those wishing to help B.C. residents displaced by the wildfires can also donate directly to the Red Cross at www.bit.do/bcwildfires. **TW**



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Continued from page 1

Super singles need approval of municipalities

Brian Mason, and is relieved the ongoing effort has finally come to fruition.

“This file has been open for over 10 years, so we are very pleased that we’ve been able to come to a successful conclusion,” said Card.

Trucking companies in Ontario and Quebec have long been able to use the new generation tire, but in Western Canada the process has been much slower.

“There has been no noticeable pavement damage with the use of these tires.”

— Lorraine Card, AMTA president

Alberta Transportation, along with the AMTA, conducted a pilot project to determine if wide-base single tires would be a viable alternative to the traditional dual tire in an effort to save fuel and help the Government of Alberta make future decisions on the new generation tire. And during the yearlong pilot, super singles showed an average of 8% fuel savings compared to duals.

Initially, Westcan Bulk Transport was the lone company participating in the pilot, making runs between Edmonton and Calgary from July 1 to Aug. 31, 2016, carrying the maximum allowable axle loads as permitted on a two-tire configuration. Westcan made 98 trips per week (14 per day) on this run, which the government said would limit the number of variables to measure, making the data easy to interpret.

Rosenau Transport eventually came into the fold, testing the wide-base single tire and ending Phase 2 of the project at the end of January.

Rosenau Transport did the same run as Westcan between Edmonton and Calgary with full weights on the singles, but also included trips on Hwy. 63 to Fort McMurray and Hwy. 43 to Grande Prairie.

Card said the AMTA had attempted to get approval for higher weights for the pilot project, but ultimately did concede to lower weight limits to what was tested during the pilot and has now been approved by the provincial government.

Initial concerns over the use of wide-base single tires were focused around potential road damage, but Card said studies on the 455 super singles were telling.

“Speaking to our counterparts in Ontario and Quebec,” she said,

“they have not seen any noticeable pavement damage. For example, if a road was scheduled to be done in 20 years, it might now have to be done in 19.98 years. There has been no noticeable pavement damage with the use of these tires.”

Drivers who have used the new generation tire have also relayed to the AMTA that they offer a nice ride and superior handling during all seasons.

The pilot program is now complete, running from July 2016 to this past June.

However, because the Government of Alberta’s authority is limited to provincial highways, the use of super singles is limited, and is still not permitted within municipalities.

“We still need to continue working with the various municipalities to get approval for those roads,” Card said, adding there are 340 municipalities in Alberta. “The province only has authority over provincial highways, and anything in municipalities goes back to the individual municipalities.”

This poses some challenges to companies looking to pick up and drop off freight in a city or town,



Wide-base single tires have been approved in Alberta.

but Card is confident municipalities will hop on board.

“We’re hopeful that all of the municipalities will buy into the process and will allow the tires,” said Card. “The provincial government is working on getting information and communication out there to (municipalities) to let them know of the minister’s announcement.”

B.C., along with the B.C. Trucking Association (BCTA), is currently ironing out the

details of its own super single pilot effort.

BCTA president and CEO Louise Yako said it notified its members in April when the pilot was first announced, but the process was taking longer than hoped, in part due to the change in provincial governments.

Card admitted there is a cost to companies looking to change over to wide-base single tires, and now that they have been approved, she expects the new technology to take a bit of time to become commonplace.

“I think it will be a slow process,” Card said. “Any discussions we have had with our membership was wait-and-see what’s going to happen. We’re not expecting every truck to start running new generation tires in the province. We hope to see that there will be more of an uptake with these tires going forward.”

Card did point out that trucks coming from the east will now be allowed to run super singles right through to the Alberta-B.C. border.

“It’s just another way to break down some of the barriers,” she said. **TW**

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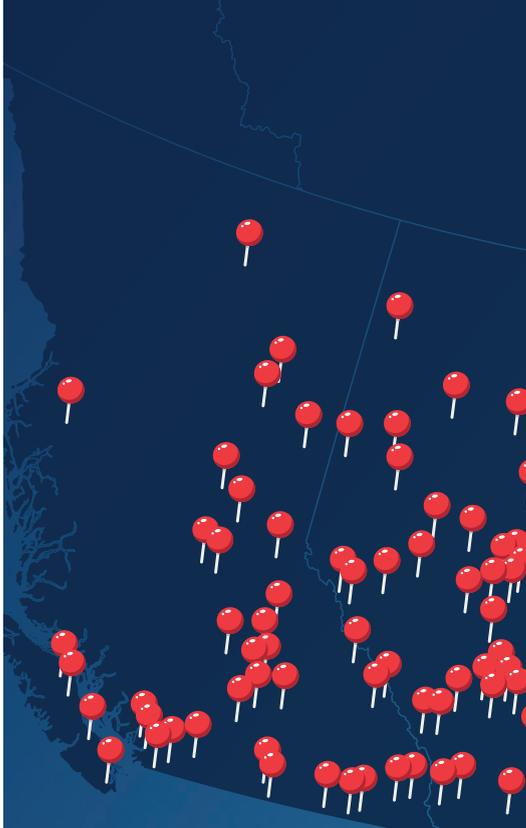
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CROSS-BORDER

Is it really this easy?

Kenworth's vocational truck lineup offer smooth, stress-free ride



By Derek Clouthier

KIRKLAND, WASHINGTON

It may not be like driving a Ford Tempo or Toyota Prius, but getting behind the wheel of today's vocational trucks is far less intimidating than it used to be. Kenworth put its flagship T880 and T880S models up to the test on a rally car track just outside Seattle July 21, and this editor – one who does not come from a driving background nor possesses a Class 1 licence – found the experience pretty laid back and stress-free, forcing myself to ask the question: Can anybody drive one of these trucks?

I test drove five 2017 vocational vehicles: the T880S dump with an Eaton 18-speed automated manual transmission and an impressive 510 hp; T880 dump with an Eaton UltraShift Plus transmission and 430 hp; another T880 dump with an Eaton UltraShift and 485 hp; the T880S bridge mixer with an Allison 4700, seven-speed transmission and 430 hp; and finally, the T880S natural gas mixer with Allison 4500, six-speed transmission and a near-zero emissions engine with 320 hp.

I started with the mixers because I wanted to compare the standard diesel offering with the natural gas version. Both offered a comfortable ride, despite being filled with gravel and water to simulate what it would be like with the mixer operating, but likely resulted in a jerkier experience than it would had they been filled fully with cement.

The bridge mixer in day cab configuration – all the vehicles were day cabs – was equipped with an MX-11 engine and a few more interior bells and whistles than its natural gas counterpart.

For all intents and purposes, the bridge mixer and natural gas mixer were similar in most aspects: both had a 248-inch wheelbase, Allison transmissions, Meritor front and rear axles, Bendix air disc brakes in the front and rear, Taperleaf 20k front suspension, and Hendrickson HMX460 rear suspension.

As you might have guessed, the diesel engine had a bit more umph than the compressed natural gas version, but it was mostly only noticeable on an incline. The test track was a combination of gravel and paved roads, and at the end of our route, we drove up a hill with about a 20% grade. It was on this hill that I



noticed the difference between the diesel and natural gas vehicles, with the bridge mixer easily powering to the top and the natural gas mixer having to dig much deeper. A human comparison would be the difference between a smoker and a non-smoker hiking up Rundle Mountain in Banff – one seems to have to work a little bit harder to make it to the top.

On flat surfaces, however, the natural gas mixer held its own, and would be a viable option for fleets operating on level ground or within a city (other than cities like San Francisco) and looking to do their part to reduce greenhouse gas emissions.

Getting behind the wheel of the three dump trucks was like a different world compared to the mixers. Mixer drivers have to know the ins and outs of their vehicle and literally what their tipping points are. Rounding a sharp corner, especially right hand turns, can be tricky with mixers, and we were warned by the Kenworth crew to be careful with this maneuver.

But in the dump trucks I was able to rip around that track with little concern; I was even able to put the pedal to the metal, so they say, on some of the straight stretches. Besides the T880S with 510 hp and 1,850 lb.-ft. of torque having an obvious advantage in the overall power side of things, all offered a similarly comfortable ride with a surprisingly light feeling in the front ends, particularly with ease of steering.

The two T880 dump trucks presented the subtlest of differences, with one operating with an MX-11 engine and the other an MX-13, which boosted its power by 55 hp. Every other aspect of the two T880 dump models was virtually identical.

Kenworth is excited about the vocational offerings it has injected into the market, one the company believes will continue its upward trend in the coming years.

The company's T880 was released four years ago to replace the T800 as its flagship vocational offering, and this past March, marked the beginning of production on the T880S. Kenworth, like most OEMs these days, provides a vehicle that is comfortable and, like I said earlier, easy to drive.

Prior to the test drive on the rally car track, which is private land and enables someone like myself with no Class 1 licence a chance to drive these trucks, there was a 20-minute test drive on public roads in the Snoqualmie Falls region – yes, the area where some filming was done for the show *Twin Peaks*.

I was a passenger during this drive, and I later mentioned to one of the Kenworth guys while driving on the rally track that I felt like these trucks are becoming so easy to operate that even without my commercial driver's licence, I felt like it would be no big deal if I had to drive one of the

dumps or mixers back to our hotel just outside Seattle. He agreed, saying much of that comfort level stems from the fact that vocational vehicles, like long-haul, for the most part come with automated manual transmissions, making them much easier and less intimidating to operate.

This is a large part of why I make the audacious contention that I could drive one of these trucks, though I know there is much more to it than ripping around a rally car track. So much has been added to these vehicles to make them more driver-friendly, everything from fewer gauges and enhanced viewpoints to more comfortable seats and better maneuverability.

Heck, another editor and I even made a pit stop for some cherries while on our ride and drive, starting a trend which I'm sure had those working at the fruit stand scratching their heads in bewilderment at all the dump and mixer drivers pulling over for fresh fruit. **TW**

Kenworth forges ahead in vocational market with the T880 and T880s

By Derek Clouthier

KIRKLAND, WASHINGTON

Kenworth Trucks is hyping its vocational T880 series, believing the U.S. and Canadian economies are poised to continue an upward trajectory.

"Whether you're talking vocational or just the market in general in North America," said Mike Dozier, general manager of Kenworth Trucks and vice-president of Paccar, "the underlying fundamentals all remain very positive and I think we're certainly seeing that in vocational segments."

Inviting members of the media to its head office just outside Seattle, Kenworth offered up three dump models and two mixers for a test drive on the track at DirtFish rally school.

Two dump models were the T880 day cab with Eaton Ultrashift transmissions; one fitted with the 2017 MX-11 engine with 430 hp, the other the MX-13 with 485 hp.

The third dump truck was the beefier T880s model, flaunting the MX-13 engine, 510 hp, 1,850 ft./lbs of torque and an 18-speed Eaton AMT transmission.

The two mixers were quite diverse, one a traditional diesel engine (the T880s bridge mixer), while the other ran on compressed natural gas (T880s nat gas mixer). Each ran on an Allison transmission; the bridge mixer on the 4700RDS-7-speed and the nat gas variety on the 45006-speed automatic.

Kevin Baney, Kenworth assistant general manager for sales and marketing, highlighted the Cummins-Westport ISL G-near Zero engine in the nat gas mixer, which emits 90% lower NOx than current U.S. requirements. The engine will target certain markets that have green energy requirements from customers in locations such as California.

Since 2010, Class 8 truck sales peeked for Kenworth in 2015, with sales reaching approximately 275,000 units. In 2016 they were just over 200,000, and 2017 is projected to be somewhere around 200,000.

"There's pretty good alignment with what we're seeing with sentiment within the industry and certainly in the vocational segment," said Dozier, "so we expect our expectations to continue."

Kenworth unveiled its new flagship T880 model four years ago, with the T880s being the latest addition to the lineup.

The T880s is available with a set-forward front axle, which Baney said helps increase the trucks maneuverability.

"The T880s is well suited for truck operators in ready-mix, dump and mobile crane applications where every incremental pound of payload delivered contributes directly to the bottom line," Baney said. "The T880s enters into the market in the midst of an excellent vocational market, and we're receiving strong T880s orders from customers."

The T880s set-forward front axle ranges from 14,600 lbs to 22,800 lbs and comes standard with the Paccar MX-13 engine. The MX-11 engine provides a more light-weight offering at 400 lbs less compared to the MX-13.

Stepping into the spotlight for its former flagship truck – the T800 – the T880 model now makes up approximately 75% of sales compared to the former model. But as Baney pointed out, there is no plan to phase out the T800, but the company will rather let the market decide on the level of its continued production.

Baney also touted Kenworth's upcoming bright-trimmed air intake, which he said customers had been requesting for some time. The chrome spec will be available this month and in aftermarket.

Already available on the T680, variable speed fan drives will soon be offered on the MX-13 engine and will provide a bump in horsepower, better fuel economy, decreased noise and vibration, and a reduction in dust.

In addition, Baney underscored the fact that over 50,000 Kenworth trucks are now connected through the company's mobile diagnostics technology TruckTech+.

"These numbers just continue to amaze us since the launch of this program with the Paccar engines in 2015 and now last year with Cummins," Baney said. "This is really the basis for our connected truck platform that we continue to expand. This provides not only ourselves, but our dealers as well as our customers a lot of information we use to make the products better."

The company is also offering a new cargo van lease program in the U.S. for the Kenworth T270 with 26' Morgan van body for \$875 a month and \$0 down at signing.

Kenworth has 382 dealer locations in North America, 4,700 service bays and has invested \$600 million into its facilities over the past five years. **TW**



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Southern Alberta expo aims to shed light on industry

By Derek Clouthier

LETHBRIDGE, ALBERTA

The third annual Southern Alberta Truck Expo and Job Fair went off without a hitch July 15, with Lethbridge mayor Chris Spearman opening the event highlighting how important trucking is to the economy.

“You’re essential, and I don’t know if anybody ever says ‘thank you,’ but today I’m going to say thank you very much to everyone working in the trucking industry,” said Spearman.

Spearman said the Expo and Job Fair was an opportunity for those in and wishing to get in to the industry to see some great products in an environment where they can come together and share their knowledge and interest in trucking.

The event took place at the Lethbridge Exhibition Park and showcased several trucks outdoors in the parking area, while local companies and recruiters set up booths inside the complex.

One of those companies was Bison Transport, which was on site looking for drivers for Canada-U.S. long-haul.

Jana Wilder, driver services recruiter for Bison, said her company has been monitoring the Southern Alberta Truck Expo, which has been growing each year, and felt it would be a good opportunity to find potential drivers.

Matt Geib, who works in driver development for Bison, said with its proximity to the border, Lethbridge, and the event itself, was a good fit for finding the right drivers for the company’s cross-border routes.

“We are really strong and looking to grow our southbound lanes, Canada to the U.S.,” said Geib.

Tracy Chow, transportation manager for Whissell Contracting, a five-division construction company out of Calgary, said he took part in the show to help promote his company, educate attendees about what they do, and hopefully find a couple seasonal gravel and water haul drivers.



Dave Cota



Jordan Hauck



Andrew Oudshoorn



Danny Hofer



Gord Cooper

“I came down here to see if I can get those seats filled,” said Chow.

Leevi Wirth, parts manager for GreatWest Kenworth in Lethbridge, said being part of the Southern Alberta Truck Expo was about putting his support behind an industry he loves.

“The trucking industry is an industry that is underappreciated and it has such a bad stigma on it,” said Wirth, “but without it there would be nothing around us. Everything from agricultural, construction to your household furniture is brought in with trucks.”

Wirth said that although they were not actively recruiting at the Expo, showing support was important, and part of that support was being a corporate sponsor of the event.

Kani Jacobson, secretary/treasurer and coordinator of the event, said the purpose of this year’s Southern Alberta Truck Expo was to educate the public on the importance of safety in and around commercial and non-commercial vehicles, and to help local and international recruiters fill empty positions.

Jacobson said the job fair portion of the Expo was a success, and is currently waiting to hear back on the number of hires.

“We are planning to continue promoting the job fair aspect of the event for 2018,” she said, “and with the help of the Alberta Ministry of Labour, we should have another successful year.”

Jacobson said she also wants to get more education out to the public on the issues surrounding commercial vehicle safety and what the transportation industry means to everyone as whole.

Overall, the Expo saw over 50 companies take part, as well as several drivers showing off their wheels in the parking lot show and shine, the Alberta Motor Transport Association driver simulator, and Gord Cooper with Smokin Gun, who holds the world record for fastest diesel truck. **TW**

THIS MONTH'S CROSSWORD PUZZLE

TW-171 Sept. © 2017 M. Jackson

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Answers on page 43

Across

- 1 Wage payment process (6,7)
- 8 Recyclable lube bay liquid (4,3)
- 9 Front wheel alignment spec. (3,2)
- 10 Bumper, deck or fuel tank type
- 11 Peace Bridge border town (4,4)
- 13 Truck tech’s creeper wheel
- 14 Terminal yard security elements
- 17 Inspection timing, perhaps (4,4)
- 19 Truck filter brand
- 22 Anti-litter ____-a-Highway program
- 23 Pre-GPS navigation tool (4,3)
- 24 Really cool long haul convenience (7,6)

Down

- 1 Brake system components, often
- 2 Frozen food trailers
- 3 ON’s Commercial Vehicle Operators Registration, briefly (1,1,1,1)
- 4 Truck News fictional driver Mark
- 5 Mainland bound PEI truck cargo
- 6 Axle or tire type
- 7 Liquid haulers
- 12 Brief trip pause (4,4)
- 13 Black and white rides, sometimes (3,4)
- 15 Air horn description, usually
- 16 West Coast component
- 18 Windshield crack cause
- 20 Syrup sap tree
- 21 Gross axle weight rating, briefly (1,1,1,1)

Winners of the 2017 Southern Alberta Truck Expo show and shine include:

Peoples’ Choice Awards (bobtails):

- 1st place: VRP Farms: Andrew Oudshoorn
- 2nd place: MTY Trucking: Murray Yates
- 3rd place: Liquids in Motion: Jason Koch

Tractor-trailers:

- 1st place Degenstein Trucking: Danny Hofer
- 2nd place: O.C.E.A.N Heavy Haul & Hot Shot Ltd.: Gord Cooper
- 3rd place: Lopez: Charles Nicol

Mayor’s Choice Awards (bobtails):

- 1st place: Dave Cota
- 2nd place: Ross Turlock
- 3rd place: Paul Adams

Tractor-trailers:

- 1st place: O.C.E.A.N Heavy Haul & Hot Shot Ltd.: Gord Cooper
- 2nd place: Watt & Stewart: John Stewart
- 3rd place: Watt & Stewart: John Stewart

SATE Choice Award:

- Ken Hauck Towing: Jordan Hauck

New Calgary interchange to aid traffic flow in southeast

By Derek Clouthier

CALGARY, ALBERTA

The City of Calgary marked the opening of the Glenmore Trail-Ogden Road interchange July 18 with a truck from Orlicks Inc. breaking the ceremonial ribbon.

Gene Orlick, owner of Orlicks Inc., was on hand to celebrate the occasion, saying the six-lane thoroughfare was a safe, welcome addition to the city's industrial region.

"We work on this infrastructure to help get goods to market more quickly," Orlick said of industry's collaboration with the Alberta and municipal governments. "This has been working very well."

Orlick, who is the former chairman of the Alberta Motor Transport Association (AMTA), hearkened back to last year's opening of the 61st Ave. extension, which he said was a godsend to the surrounding community.

"We work on this infrastructure to help get goods to market more quickly."

— Gene Orlick

Orlick also pointed to the area off 84th Street S.E., where he said the majority of the local trucking industry calls home, and will all benefit from the Glenmore Trail project.

"You can tell with three lanes here that we're going to have a really safe environment for cars and trucks to cohabitate out here on the road," he said. "We're very honored today to be the very first truck over the road."

The grand opening of the Glenmore-Ogden interchange is the first of four interchanges expected to open this summer in Calgary.

With over 70,000 Calgarians employed in transportation logistics in the city, the new road, which includes a bridge over Ogden Road that will help alleviate bottleneck issues in the area, is a welcome one for businesses in Calgary's southeast.

The roadway stretches between Ogden Road and Barlow Trail. In addition to the bridge over Ogden Road, the project includes future Greenline LRT tracks and improvements to the intersection at Glenmore and Barlow Trail.

The city pointed to better connectivity for Calgarians, removal of ground-level railway crossings, free-flow traffic on Glenmore with no traffic lights, and benefits to the

trucking industry as advantages of the new interchange.

The project came with a \$90 million price tag, with \$66 million being provided by the provincial government.

MLA Robyn Luff was also present during the ceremony, saying her NDP government plans to spend \$7 billion on infrastructure projects in Alberta.

The Glenmore-Ogden interchange is one of those initiatives, and Luff said she knows how important the new road is for those who live and work in the region.



An Orlicks Inc. truck breaks the ribbon to the new Glenmore Trail-Ogden Road interchange in Calgary July 18.

"I know that this will make a huge difference in the lives of people in this area," Luff said, highlighting that in mid-July, her government reached an agreement

with stakeholders on the continued development of Calgary's ring road in the southern region, which will be named Tsuut'ina Trail in the southwest. **TW**



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A second opinion on ELDs and IFTA/IRP

Have you ever watched a TV ad for a new drug? You see about 30 seconds of smiling, active, healthy-seeming people while the announcer rattles off a long list of horrible side effects.

Marketers are paid to convince you that all of your troubles will disappear if you buy their product. Your skin will clear up, your joints will no longer ache, and your IFTA and IRP reporting will be done with the click of a button.

It's never that simple. In fact, a pill meant to treat one symptom can make you feel sick in ways you never expected.

Many ELD vendors would have you believe that their systems can

easily document vehicle distance by jurisdiction for IFTA and IRP in addition to recording the driver's activities for compliance with hours of service requirements.

Two for the price of one.

The fact is, the ELD vendor is trying to show an increased return on investment when you buy his device. Just because an ELD can record data for hours-of-service (HOS) doesn't make it a cure-all for fleet tax compliance.

Not so fast

ELD suppliers have varying degrees of expertise when it comes to IFTA, IRP, and other

distance-based taxes. Some are still getting the hang of the trucking business.

Before you commit to using ELD data for IFTA and IRP compliance, consider this: Is electronic (GPS) data the best way to go?

If you've been reading my column, you know that I'm a proponent of using GPS data for reporting distance. But some of my customers have really good manual processes. They don't want to change.

They don't have to. Neither do you.

The U.S. FMCSA's ELD mandate in December is only for recording the driver's duty status. If you have a system of driver-generated trip



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

reports that you're happy with, stick with it.

Like anything new, it's going to take a while to get used to unfamiliar requirements. You can use the ELD to report HOS only and continue to record distances for IFTA and IRP using a pen and paper.

Once you're confident with the hardware, software, data, and the support your ELD vendor is providing, then you can branch out.

Timely questions

While the ELD deadline is fast approaching, you have time to decide whether to use electronic data for reporting vehicle distance. Here are some questions to ask yourself:

1. How familiar are you with your jurisdiction's requirements for using electronic data (GPS) for reporting your quarterly IFTA return and IRP distances for renewal?
2. Do you understand the differences in requirements for data collection for HOS and IFTA/IRP? Remember, HOS is about tracking the driver and IFTA/IRP is about where the truck went.
3. Do you have the knowledge, interest, and resources to store the huge amount of GPS data necessary to support your claims during an IFTA/IRP audit?
4. Do you have a method to verify that the GPS distance you are generating is accurate and that the distance has been assigned to the correct jurisdiction?
5. Does your IFTA/IRP jurisdiction accept GPS-based distance data?
6. Do you have the time to create the quarterly IFTA returns and get them filed by the deadline date?

The IFTA/IRP industry advisory committees put together a really great one-page summary of the differences between electronic data for HOS and IFTA/IRP. You can download your copy here: www.irponline.org/?page=ELD. It's worth reviewing.

Just like you can't always believe what you see on TV, beware of ELD vendors giving you the hard sell about how their device can do it all—especially when the side effects may include “increased risk of audit.” **TW**

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Five takeaways from Mullen Group's Q2 earnings

OKOTOKS, ALBERTA

A slowly recovering oil and gas industry, and a growing economy, helped Mullen Group achieve improved earnings in the second quarter.

The company grew revenue by 10.8%, to \$273.6 million. This included a \$13.9 million increase in trucking logistics revenue and an \$11.3 million improvement in the oilfield services segment. Net income increased 43.1%, to \$19.6 million.

"This was the first quarter in several years that we began to witness a broad-based recovery across most of our business lines, with the only exception being the development of major capital projects in Alberta related to the oilsands and some of the large diameter pipeline undertakings," said Murray Mullen, chairman and CEO of Mullen Group. "Revenue expanded in both segments with our trucking/logistics segment achieving a record for any quarter."

In an earnings call with analysts, Mullen gave more insight into how the company is faring, and its future vision.

On acquisition targets

Mullen Group has \$250 million in cash earmarked for acquisitions, but Mullen said if an appropriate match doesn't come along, it will use the money to instead pay down debt. It won't make an acquisition just for the sake of growth, Mullen insisted.

"Our primary objective still right now is to look and get really great acquisitions," Mullen said. "But great acquisitions, they come along once in a while. And if we force it too much, we're paying too much. So, we're pretty cautious. But boy, the deal flow we see on acquisitions – there's a lot of them. But most of them, we don't like... it's easy to get an acquisition, but it's tough to get out of an acquisition, so I'm pretty cautious on that front."

Mullen said if the right fit isn't found, the company can use its cash to pay down debt or increase its dividends.

On the 'Amazon-ation' of trucking

Mullen Group is focused on capitalizing on the trend towards e-commerce, through the management of its LTL trucking operations and also the development of an online marketplace called Moveitonline. The online freight-matching service is still in the works and will be rolled out across the industry when it's ready, Mullen noted, making the company a more significant third-party logistics player.

"We're not going to invest in trucks," he said. "Look, we want to

own the customers. We don't necessarily want to own the trucks. We'll own the truck if we make enough money and get an appropriate return. But if the marketplace is extremely competitive, Moveitonline becomes an enabler for our logistics business to grow. And only a few companies are going to be able to get their own marketplace. We think we'll be one of them."

On capacity and rates

While economic growth in Canada has been slow, trucking margins have remained depressed, so not much capacity has been added. Mullen said slowly increasing freight demand without the addition of trucking capacity has now created a scenario where supply and demand are better aligned and predatory pricing has subsided.

"In the spot market, the pricing pressures are not anywhere near as intense (as they've been)," Mullen said. "We'll see how that plays out and if it continues when you get into the contract basis. But we're seeing some positive signs."

On demand in the oilfield

Mullen's oilfield services segment has improved, but Mullen pointed out it's coming off the devastating lows of 2015-2016, and not building on previous highs. While drilling

activity has improved, he said the large-scale capital projects have not been revived.

"Today, the industry is in a recovery mode, not a growth mode," he said. "We do not see a recovery in the big capital projects, like oil-sands development, new upgraders or pipelines to tidewater. These projects were big economic drivers, creating a multitude of high-paying jobs and requiring a tremendous amount of transportation and logistics coordination...the era of the big capital oilsands projects, while perhaps not extinct yet, is certainly on the endangered list."

On the overall Canadian economy

Mullen's outlook on the Canadian economy as a whole was more upbeat, thanks in part to the fact Alberta is now contributing to economic growth and isn't weighing it down.

"Job growth is healthy. Consumer spending is robust. Trade is doing a little bit better," Mullen said. However, he noted Eastern Canada is now the motor that's driving the economy.

"We see the economic growth engine for Canada is now in the east, where the vast majority of consumers are not in the west, where the oil and gas is," Mullen said. **TW**

Huayi Tire Canada opens commercial tire distribution center in Vancouver

VANCOUVER, BRITISH COLUMBIA

Huayi Tire Canada has opened its first Canadian commercial tire distribution center in Vancouver, B.C.

"Vancouver is the first point of entry for Asian products into North America, and it is the perfect location to open our first OTR and commercial truck tire distribution center," said John Hagg, vice-president of sales and operations for Huayi Tire Canada. "This new distribution center is the backbone of our expansion beyond our Factory Container Direct Program. Our mission is to support the immediate needs of our commercial tire dealers as well. A container of tires can take as long as 90 days and sometimes longer to get to a customer. Our new Vancouver facility will get commercial and OTR tires to them much sooner – within seven to 10 days, even to our customers in the Eastern Provinces."

With a capacity to inventory 15,000 tires, the new facility will receive shipments of several thousands of OTR and TBR tires each month. **TW**

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You say tomato, I say tomahto

ELDs will bring prosperity to well organized truckers

A recent post on social media from my local service shop caught my attention, as they were announcing they are now offering to collect people's trucks from local carriers, work on them, and deliver them back to the yard. A nice idea, but what caught my attention was the reason behind it: electronic logging devices (ELDs).

My carrier recently sent a satellite message informing drivers that to operate within the law, they must log journeys to the shop as on-duty time, which has always been the case under current hours-of-service.

All of a sudden, drivers felt it was impossible to take their truck in for service or repair, leading to this shop offering to pick up and drop off trucks. I use this shop myself, and when my truck needs service or repair, the process is simple. I complete my trip, drop my trailer, hand in my paperwork, drive the five minutes to the shop, do my post-trip, log off and get the wife to pick me up to take me back to the yard to collect my vehicle. And then I go home. The process is reversed when I collect the truck. All in all, it adds 15 minutes to my logged hours at most, which is spread over two shifts.

So, what's the big deal? Why are people finding it so difficult to perform such a simple task? The truth is that these arguments are just fueled by their hatred towards the e-log. I know for a fact that none of the drivers having such a difficult time finding an extra 15 minutes are hitting their 70 hours as they drive through the yard gates. We are not dispatched like that. There is always plenty of time to do the job without coming close to the limits of hours-of-service, so there is no genuine reason why anybody cannot take their own truck to the shop.

There is no good argument against e-logs. There is no flexibility in the hours-of-service rules. Once you start your pre-trip, you have 14 hours to get 11 hours or less of driving done, that's it.

Now, we all know you can tear up a log sheet and start a new one in order to make up for a delay, but why should we? If our journey takes us through a busy city and we lose an hour or two in traffic, the rate should reflect that. But if that delay never happened on paper, that will never be the case. The same applies to delays at the loading dock. They can make it impossible to make the delivery appointment without rewriting a log sheet. Yet, that isn't anything we can control, so why are we compensating for the inefficiency or incompetence of others? We should be charging for the lost time and corresponding revenue.

Then there are the drivers who have to fudge their logs because of poor time management. They want to sit at the lunch counter telling stories, or spend a couple of hours in the sleeper in the afternoon. Well, quite frankly that is ridiculous. First of all, they probably wouldn't need a nap in the afternoon had they not worked an 18-hour day the day before and secondly, try behaving like that in any other job. If you're working construction, or in an office or factory and you want to take a break when you feel like it, or you want to take a two-hour nap in the afternoon, you would be lucky if you were not fired on the first day. Why should truck-

ing be any different?

There is a major upside to all of this. At first, only a minority will be able to take advantage of it. In December, when anybody hauling to the U.S. and at most Canada-only carriers are running on e-logs, it is going to be a gong show of epic proportions. There will be trucks marooned all over the place and anybody who can manage their time properly will be able to make a killing. If you're running on a mileage rate, there will be as many miles as you can handle. If you're running for a percentage of revenue or have your own authority, you will be able to earn enough in 2018 to take the whole of 2019



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.

off work. Trucking is a supply and demand business. As soon as there are more loads than available trucks, rates go up. It's as simple as that, and if you're in a position to take advantage of that, you will reap the rewards. **TW**

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Performance Driven

Over the Road

Corporate cultures have evolved

The fall fanfare of annual general meetings, roundtables, panel discussions, and training seminars is about to kick off for all the movers and shakers. Most of the topics will focus on profitability as the goal.

There was a time when profit was the result of good management and not the reason for it. It wasn't that long ago, but if you're under the age of 45 you may not have a clear memory of it.

A 37.5-hour workweek, health and dental coverage, 20% of pre-tax profits shared with employees, mentorship, regular training, job postings promoting growth from within. This was the culture of retailing I was introduced to in the '70s. Yes, I said retailing.

Those perks of the job were not the result of a negotiated contract between workers and management. It was the founders' values that determined the quality of the workplace. Those values extended beyond the workplace and into the social network of employees' lives.

There was an annual children's Christmas party, wide-ranging support for community events and fundraisers, company hockey and baseball teams, and generous financial support for an employee association headed by long-term employees that organized these events. Best of all, the company was profitable and grew steadily from year to year, adding jobs as it went. There was no lack of financial reward for the founders.

It's definitely not rocket science. Any truck driver on the road today who brings a passion for driving to the job will tell you that their enjoyment is enhanced when they are treated well and compensated fairly. The sweet sauce is how you are treated by the people you depend on – supervisors and co-workers – from day to day.

The workplace has changed across all industries in the past 30 years. The sense of social responsibility employers held towards their employees was not limited to smaller family-owned businesses as it seems to be today. Large public companies invested heavily in their workforce.

There was a social contract between employers and employees that didn't exist on paper. It filled employees with a sense of security for themselves and their families. That doesn't exist anymore. That's not a trucking issue, it's a societal one.

I think when we talk about old-school values within the trucking industry, this is what we are talking about. When I left the retail sector it was five to six years after the founding family sold the

business. It ended up in the hands of a large multinational company and the "unprofitable" parts that did not fit into the master plan were dismantled or sold off.

Employees were "downsized." Any sense of responsibility to the individual employee was not part of the corporate agenda. We see this scenario playing out regularly across the trucking industry these days.

Some of you may feel I'm simply filled with sour grapes, pining for a time that no longer exists and unable to adapt to a changing world. On the contrary, I'm simply questioning the path we have chosen to take, or

perhaps, the path we are being led down. I encourage anyone reading this to do the same.

In my youth, I saw capitalism as a catalyst that enabled growth and financial security up and down the social ladder. Today, capitalism is an ideology. A contentious statement on my part? Sure. But what's the good of holding an opinion if you don't voice it. The values of the corporations we are dependent upon should be questioned.

The job of a truck driver is all about independence and initiative. I don't want or need anyone to hold my hand or reward me for something that is not my due. I



Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his blog at www.truckingacrosscanada.blogspot.com. You can follow him on Twitter at @Al_Goodhall.

believe we all need to be accountable for our individual performance. At the same time, we are all better off when we are valued for that performance. That's why I've been 14 years with my employer. Respect. **TW**



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EQUIPMENT

Tire wear remains concern with 6x2 axle configurations



WASHINGTON, D.C.

Despite a 2.5% fuel efficiency improvement, an update to a Trucking Efficiency Confidence Report shows that challenges remain for the 6x2 axle configuration.

Highlighting the report's findings during a conference call July 11, Mike Roeth, executive director of the North American Council for Freight Efficiency (NACFE) and operational lead for trucking efficiency, said there were aspects of 6x2s that they did not fully grasp when they first tackled the issue in 2013.

"The solutions to the challenges of traction, tire wear, and driver engagement were more complex than we understood at the time," Roeth said.

Tire wear in particular is a major consideration for fleets looking to employ the use of 6x2s, but some carriers are finding ways, such as selecting a retread trailer tire for the free-rolling axle, to lessen wear.

"For some fleets that are dedicated to 6x2s, they are making them work and improving their tire wear and traction pretty significantly," Roeth said, adding that there still is a tire wear penalty with the use of 6x2 axles.

At a 50% wear penalty, the estimated increased tire cost per year for a 6x2 configuration versus the 6x4 is \$1,552, assuming 100,000 annual miles.

Despite a 2.5% improvement in fuel efficiency, the report indicates that to overcome the increased tire wear with 6x2s compared to 6x4s, fleets would need to see 4% or higher improvement in fuel efficiency.

"While we found that the fuel savings benefits as well as the challenges from the original report are largely still true, new product refinements are coming to the market that are aimed at addressing some of the concerns fleets had about 6x2 axles," added Yunsu Park, NACFE study team manager. "For instance, fleets dedicated to 6x2s are improv-

ing tire wear by changing the tire models they use and limiting the torque when launching the truck. Also, driver training is a significant part of a successful 6x2 implementation."

The report categorizes the various 6x2 axle configuration offerings as generation 1-3, with the first putting in place the first 6x2 tag axle, transferring loads with the manual dump out; the second including torque at launch and better selection of tires; and the third providing further refinement, liftable axles and more efforts around load shifting, traction control, and engine parameters. **TW**

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The evolution of the powertrain

Choosing the correct powertrain for the right application is vital

By Derek Clouthier

Powertrains have come a long way over the past few decades, with ever-improving technology fueling the internal combustion engine as well as driving several more carbon-friendly alternatives into the marketplace. For now, and the foreseeable future, the diesel engine reigns king, but that does not mean there have not been significant improvements made to the traditional powertrain over the years, many of which have helped reduce fuel consumption and made the jobs of technicians and fleet maintenance managers easier.

We spoke to a few industry professionals about what the current world of powertrains looks like, popular trends they are seeing today, common mistakes people make when it comes to spec'ing a powertrain, and how the engine and transmission have evolved over time.

One key difference Ron Duda, corporate sales manager of the truck and trailer division for Redhead Equipment in Saskatchewan, underscored is the change from the traditional 15-liter engine down to a 13-liter.

"Certainly, there's a continuing exodus from the belief that 15-liter power is needed for every application to an understanding that technology has developed to a point where 13-liter technology will not just suffice, but perform really well," said Duda.

Primarily focusing on Mack Trucks powertrains, Duda said today's 13-liter engine can produce 505 hp and 1,850 lb.-ft. of torque, something that was traditionally only seen with a 15-liter offering.

Duda said trucking companies hauling over the road across Canada would not normally even consider looking at 13-liter power, only 15, such as the ISX, DD15, and Volvo D16, a 16-liter engine.

But thanks to new technology, that attitude has changed.

"Many of them are right-sizing down to 13-liter power," said Duda.

Jason Wheeler, vice-president of operations for Inland Kenworth in B.C., noted one trend he is seeing with today's powertrains is downspeeding – getting the engine to rev as low as it possibly can – again in an effort to reduce fuel consumption.

"The idea is that every time a cylinder fires, it uses fuel," Wheeler said, "so the fewer times the engine turns over in a given distance, less fuel will be used."

Wheeler advises his customers to ask a lot of questions when enquiring into a new powertrain so they attain a full understanding

of what they are getting, including how it will be spec'd to suit their intended application.

"Just because you have always spec'd a ratio, transmission, and engine horsepower doesn't mean you will get the same results," he said. "Engines are always changing as improvements are made and it is important to adapt everything else to the engine's sweet spot."

One of those questions should be an honest assessment of what you want to do with your truck.

"When asked what speed you travel at, 65 or 70 mph is not real," said Wheeler. "You might have dreams of cruising the I-5 to California at the speed limit, but this is rarely the case due to congestion and terrain. The speed you spend the most number of hours cruising at might be 55 mph, and if this is the case, spec' to that mark."

Wheeler said when powertrains are spec'd for higher speeds when a lower speed would be more suitable, the revs will be incorrect, and the driver will constantly be going down a gear and not staying within the engine's sweet spot.

Bert Downton, regional used truck and trailer sales manager for Custom Truck Sales in Saskatchewan, said he is seeing a trend toward heavy spec'd trucks in Western Canada, typically 550 hp, 18-speed manual or automated manuals, and super 40/46,000-lb rear axles.

"For fleet customers, we work very closely with the manufacturer, mostly for fuel mileage, so typically a fleet would run 455 hp, 10/13-speed auto, lightweight 40,000-lb axles and high ratio gearing," Downton said. "The electronics of the engine/transmission take over for the most fuel efficient management of the powertrain."

Due to the smaller size of the marketplace in Saskatchewan, Duda said at Redhead Equipment they do not focus on any one particular application when it comes to powertrains, but rather attempt to offer service to a wide range.

Duda said one of the main differences in North American powertrains over the past decade is a move toward integration, something he said has been heavily influenced by the global market.

"We do look very heavily on the integrated powertrain and then we have an option for numerous different rear axles and suspensions depending on application," Duda explained, saying the option he works with today for powertrains is mostly being handled with the Mack mDrive (automated manual transmission), which is available in 13 and 14 speeds with creeper gears.



Mack Trucks Hagerstown, Pa. engine assembly plant, 1970s.



Mack Trucks Hagerstown, Pa. engine assembly plant, today.

Duda said the North American market used to be unique in that it would have multiple engine manufacturers available to various truck builders – such as Mack, Cummins, Detroit, and Cat engines.

"Everybody is now going toward an integrated design, which really follows the rest of the world," he said, pointing out that Cummins is the sole independent engine manufacturer left. (Cummins, too, is now taking an integrated approach to powertrain design, by recently forming a joint venture with transmission maker Eaton).

Another reason Duda believes this move toward integration is occurring is cost, as it was difficult and expensive for engine manufacturers to meet emissions standards with their engines and at the same time be able to integrate them with various truck manufacturers.

Downton said when it comes to choosing a new powertrain, some customers make the mistake of focusing primarily on the dollar factor and not on any change of application or potential resale value.

He also said there are more electronic assistance programs available today than there were 10 years ago, and there has been a demand for lighter, more efficient trucks.

In Canada, especially in the west where volatile oil prices often have an effect on the industry, Duda said many of his customers have become more diversified.

"They need a truck that is going to haul a flatdeck one day, pull an oil tanker the next day, pull a cattle pot the next, and so on," Duda said of his western clients. "It's just the way business and industry is out here, so sometimes the truck is not necessarily 100% efficient and spec'd for the exact application that it's in at that point in time, but it can perform a bunch of different types of tasks."

Duda said several owner-operators in Western Canada who worked the oil patch have spec'd their trucks with a small sleeper to enable them to haul other types of freight, like grain or fertilizer, when the energy industry takes a hit.

"They're willing to give up that 800 lbs and \$10,000 that they paid for the sleeper and the new truck to have that diversity," he said. "It's necessary for their survival and keeps as much diversity as possible."

Wheeler cannot stress enough the importance of being as honest and accurate as possible when it comes to selecting the right powertrain and spec's.

"Powertrains are now very complicated puzzle pieces, but as long as you provide all the correct data for your application then all manufacturers have computer models that will advise you on what you should have," said Wheeler. "The key is giving the computer model the true facts."

And don't be afraid to ask questions if you're not sure what you need. **TW**

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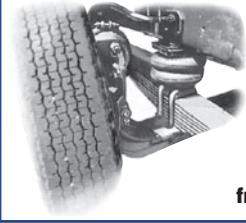
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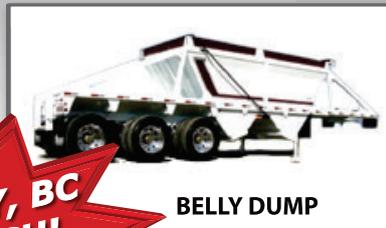
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B.C. Vintage Truck Museum going through a growth spurt



Newly acquired
1928 Graham
1 1/2 ton.

By Harry Rudolfs

SURREY, BRITISH COLUMBIA

A recent visit to the B.C. Vintage Truck Museum confirms that it is thriving since its opening in 2013. Located at the Cloverdale Fairgrounds in Surrey, B.C. (about an hour from downtown Vancouver), the museum has added a number of new vintage trucks and exhibits, and is in the midst of expanding the facility.

The Surrey Heritage Society, the parent non-profit of the museum, was able to get \$50,000 from the Canada 150 fund for the expansion, and the trucks are generating their own income. Treasurer Fred Monckton said that its vehicles made \$28,000 last year by being rented out to movie shoots.

Its oldest vehicle, a FWD stake truck served in England during the First World War and later hauled coal tar to a generating plant in Vancouver. The FWD was recently hired for a remake of Vimy Ridge for the Legends Series and is proudly painted up in WWI khaki colors.

Only two of the 17 trucks currently on display aren't running and the volunteers are working on those. The others are plated and road-ready, and make regular appearances in parades and shows around the Lower Mainland. New to the collection is a 1955 GMC fire truck donated in 2015 from the District of Hope; a 1928 Graham 1.5-ton on permanent loan from Williams Moving of Vancouver; and a 1947 Diamond T 1.5-ton and a 1953 International three-ton van gifted from Allen Vandekerkhove in Victoria.

The Hope fire truck decorated with reindeer climbing its extended ladder is a huge favorite when it appears in the annual Surrey Santa Claus parade.

"We host the Christmas Lights parade in the first week of December and kids go crazy for that thing," said Monckton.

The museum is currently awaiting a building permit so it can put a new door into the south wall and expand the floor space.

"We should be able to house at least 12 more trucks," said Monckton. "We've got seven more in storage and we've been offered some really nice trucks."

The rarest artifact is probably the 1935 Dodge K55 Airflow with its unique streamlined shape. Only 249 were built between 1934 and 1940. This is the only Canadian survivor and operated in the mid-20th century delivering fuel around Vancouver for Standard Oil.

Andy Craig's 1936 Indiana straight truck is another eye-catcher. Craig was a trucker who ran general freight between Penticton and Vancouver during the nascent years of B.C. trucking. He later went to work for Hayes trucks and eventually wrote the book *100 Years of Trucking in British Columbia*, which still stands as a seminal text if you can find a copy.

The Indiana on the floor was actually Craig's second one. He totaled the first one in 1938 in Washington State after a heavy snowfall. The display model was restored after he retired from Hayes in 1976. He was a regular at truck shows and his original bunk is located in the nose of the van. Craig is celebrated as a trucking pioneer and was given the honor of being the first trucker to drive across the Coquihalla Highway when it opened in 1986, a year before he passed away.

There's no shortage of military trucks in this collection. The 1943 Chevrolet Maple Leaf was built in Oshawa during wartime to austere minimalist standards. It has canvas seats, a maple wood steering wheel and a driver's side windshield wiper. It also sprouts a small, round driver's side mirror.

The 1941 KS5 International cabover rib truck served as a troop carrier in Vancouver during WWII. Operators preferred it because it sat inches lower than

the Fords and GMCs, making it slightly easier for two men to lift barrels of fuel onto the deck. The unique suicide door on the passenger side was necessary so that the engine could be serviced.

The museum itself has a volunteer list of more than 80 members, most of them mechanically or physically connected to trucking in one way or another. On any given day, you'll find a handful puttering around the exhibits and restoring this or that.

"It's actually harder on the trucks if you don't drive them," said Monckton. "Lately we've been trying to get them out once in a while to take a turn around the parking lot."

Just replacing the rotted tires on the old vehicles is a considerable expense. Replacement rubbers are available from a custom shop in California at \$1,000 a pop.

"Another issue is the brake fluid in the old units. We've had to drain the systems and replace them with synthetic fluid to save the brake lines," said Monckton.

But more important, thinks Monckton, are the stories connected with the artifacts. "Every truck in the museum tells a story," he said. "It's not just a collection of old trucks, it's the stories of the people who drove them and the passion of the people who preserve them that connects us with history." **TW**



1937 International D40.



1933 Chev Maple Leaf.



Newly acquired 1955 GMC fire truck.



1914 FWD just returned from filming Vimy Ridge.



Fred Monckton in front of Andy Craig's 1936 Indiana.



Volunteer mechanics at BCVTM.



Vintage tool shop at BCVTM.

In the driver's seat

Truck Rodeo gives non-drivers a chance to experience life behind the wheel



BAMSS held its Truck Rodeo in downtown Calgary to provide non-drivers with insight into what it's like driving a tractor-trailer.

By Derek Clouthier

CALGARY, ALBERTA

Unless you're lucky enough to be the editor of a trucking magazine, it's not often one gets the chance to get behind the wheel of a transport truck.

But for 22 Calgary oil and gas workers, seeing what it would be like to operate a truck in a busy downtown core became a reality back in April when BAMSS Contracting hosted its 2017 Truck Rodeo, an appreciation day aimed at shedding some light on the demanding occupation of a driver.

"The purpose of the event was to provide a hands on experience to our customers and to help promote our business," said Arrakis Hancik, health and safety coordinator for BAMSS. "Participants were appreciative of size of our equipment and the challenges truck drivers deal with."

One of those participants was Duane Whitley, senior marketing representative of western propane sales for Petrogas Energy Corp. But he was leery about driving the trucks.

"The funny thing is I did not want to drive at all," admitted Whitley. "Prior to this, the largest vehicle I ever drove was a one ton truck on my grandparents' farm. I was imagining jamming gears or jackknifing...all bad scenarios."

But Sam Hancik, operations manager for BAMSS and long-time friend of Whitley, convinced him to get behind the wheel.

"Sam talked me off the ledge and convinced me that the experience couldn't be passed up," said Whitley. "Everything was explained and supervised so I would be comfortable."

Whitley drove a 2016 Freightliner Coronado DD16 and pulled a 2016 331 Superior Super B train. And as Whitley noted, for a non-commercial truck driver, there are some stark differences to driving your everyday passenger vehicle.

"The first thing you notice is you're up nice and high," said

Whitley. "And the tractor had so much towing power. I was able to drive, accelerate, and pull the trailer with relative ease."

The sheer size of the unit can also be intimidating for those who are not used to operating tractor-trailers.

"When I looked into my side mirror, the trailer seemed to go on forever behind me," said Whitley. "Thank goodness those B-trains bend in the middle because I did not want to hit any pylons on the course. It's much different than driving a personal vehicle. I felt like there was a lot going on and I was working at it."

Michelle Pickerl, a marketing representative with Encana Corp., said the experience of driving a truck is something every driver should take advantage of.

"You become immediately aware of the challenges of driving it around a parking lot, let alone imagining it on the highway and through city traffic," said Pickerl, adding that following the experience she made a promise to herself that she would be more aware and courteous to big rigs on the road.

Pickerl said the oil and gas industry is one that affects everyone in one way or another, either as a producer or consumer, and having the chance to be exposed to the driving side of the industry was an eye-opener.

"It was great to be exposed to one of the more physical aspects of the industry," she said. "To see the trucks first hand, to imagine the daily challenges, and gain an appreciation and respect for the drivers and machinery involved."

After being given a basic introductory orientation of the truck and super-B unit, participants of the BAMSS Truck Rodeo were accompanied by either Sam Hancik or Gerald Pearson of BAMSS while they drove the tractor-trailer around a cone-marked oval track.

Transcourt Tank Leasing is a tank trailer supplier to BAMSS, and its president Bruce Daccord said despite the many smiles and

laughs along the way, several pylons became victims of the rookie drivers.

"It isn't easy to manoeuvre these lengthy tank trailers around a makeshift track," said Daccord.

Echoing Whitney's sentiment, many of the comments voiced by the seven women and 15 men who participated in the event was the length of the unit and the challenges in controlling a 25-meter-long vehicle, and the stress that would come with that while driving on public roadways.

"It was an incredible experience to go from behind the desk to behind the wheel," said Chris Frederick from Inter Pipeline Ltd. "I gained a whole new appreciation for the BAMSS driver

especially from their families. They provide for all of us because literally everything we use was on a truck at some point. It is a vital service and must be performed in a safe manner at all times."

Located in Lacombe, Alta. and founded by Bob Hancik in 1984, BAMSS specializes in the bulk transportation of liquefied petroleum gases (LPG), butane propane, natural gas liquids, and condensate and crude oil across Western Canada.

Though there are no plans at this point to hold another Truck Rodeo in 2018, Bob is well aware of the value this year's event provided to participants.

"This event helps the Calgary

"Those individuals make tremendous sacrifices for their work, especially from their families."

— Duane Whitley, Petrogas Energy Group



skills required to operate this equipment."

Also on display during the Truck Rodeo was a BAMSS highway tractor, which provided participants with a more in-depth view of the life of a highway driver.

"Although the cab and sleeper unit were roomy, I had a hard time imagining 'living' in the truck as the long haul truck drivers do," said Whitley, who feels it's important to not take professional drivers and the sacrifices they make for granted.

"Those individuals make tremendous sacrifices for their work,

people visualize the LPG product movement we do for them 365 days of the year," Bob said. "Our people did an exceptional job of showcasing to our clients the equipment that is involved at one stage of their products' route to market."

And for Whitley, someone who had never had the chance to see his industry from a driver's perspective, he would not agree more.

"I work in the trucking industry," he said, "and this gave me some valuable perspective on what it might be like 'in the driver's seat.'" **TW**

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.

In the evening Mark is contacted by a Toronto Police officer wanting him to move. The convenience store owner comes to Mark's rescue, telling the officer Mark was making a delivery to his store. Later that night, a bunch of thugs try to steal what's in Mark's trailer, but go away when they realize they can't get rid of his cargo in the city...

It was almost an hour before Mark was calm enough to get a few hours sleep. It was obvious he was in a bad neighborhood and a loaded truck was a prime target, but as the night moved along it seemed the worst had passed. But as sunlight broke through his windshield, there was another knock at the door. Mark hoped it was the tow truck driver but instead it was the owner of the variety store... and he had a cup of coffee in his hand.

"Morning," Mark said, rolling down his window.

"Good morning. How was your night?"

"Interesting," was all Mark could say.

"Did you get robbed?"

"Almost. But they didn't want my cargo."

"I knew that. Too hard to get rid of. If you had groceries on board you would be guarding an empty truck right now." A pause. "Here!" He handed over the coffee. "Is someone coming to get you?"

"Sometime this morning. Yes."

"Good! Because you're blocking my store and I want you gone."

Mark took a sip of his coffee and nodded. "I want to be gone."

It wasn't until nine that morning that the tow truck arrived. The tow driver looked haggard, as if he'd been up for days.

"I'm glad you're here," Mark said. "I don't know how long it would be before the cops came back."

"Sorry man, but there was a huge pile-up on the 401. It took all of our trucks to clear it up."

"That bad?"

"Worst I've seen."

"Anyway," Mark said. "You're here now." He went on to explain what was wrong with his truck so the driver could come up with a plan. Basically, Mother Load and the trailer needed to be towed to a nearby truck yard with a shop so the trailer could sit for a day or two while Mother Load underwent repairs.

Once they agreed on a destination, and a fee,

Dalton has a breakdown - Part 3 -



Illustration by Glenn McEvoy

the driver hooked up Mother Load and freed her from the trailer. He'd first take Mother Load to a yard that was just a few kilometers away, then come back for the trailer. Mark hopped in and was driven to the truck yard.

Mark was happy to see the place had a well-established repair shop with a well-kept lot and a decent waiting area for customers. The driver towed Mother Load directly into a service bay and unhooked her, then pointed out to Mark the corner of the yard he would set down the trailer.

After that, Mark was talking to a mechanic who already seemed to have an idea what Mother Load's trouble was. "Give us a day," he said. "We've got a clutch on order. Once it's delivered it shouldn't be more than a few hours."

"Great," Mark said. "Is there a place nearby where I can get some breakfast?"

"No, but you can take our shop truck for a while. As long as you're back by noon and the tank's full of fuel when you get here."

"Deal."

Mark drove around for a while before finding an all-day breakfast place. "Two number twos to go," he said to the young girl behind the counter.

He took the breakfasts out to the shop truck, then drove to where his truck had been broken down overnight to share his morning meal with the variety store owner who had helped him out the night before.

"My friend," the man said, truly appreciating the gesture.

Later, feeling good about things, Mark arrived back at the truck yard. Things were just as they were when he'd left, but he still felt like there was

something wrong. The trailer wasn't there. He went to the garage and inquired. "Where's the trailer?"

"Wrecker dropped it off an hour ago," the mechanic said, not looking up from his work. "Then another driver showed up, said he was taking the load over."

"Did you get his name?"

"No."

"Company?"

"No."

"You let it get stolen from your yard in broad daylight?"

"How do I know it's stolen? The guy looked legit."

Mark turned away, angry that after all he'd been through the previous night the load was just driven off the lot as if it was somebody's load. But he really had no time to be angry, there was work to be done. He began by making a phone call to the police who took his information, then seemed to lose interest about everything else.

Undeterred, Mark then called the dealer who had sold the tractors, and then the farmer who had purchased the tractors, but neither of them seemed too concerned about the theft, as long as the police had been notified. All they really wanted was to be notified when the load was recovered. Not if, but when.

Mark thought that interesting and figured that there must be a diamond-studded insurance policy covering these tractors. Back at the truck yard, Mark spoke to the mechanic working on his truck, just to see if there was any information he'd missed.

"So, you didn't see anything?"

"I told you, I was working. The guy seemed like he knew what he was doing so we let him take the trailer."

"Just like that?"

"Look, when tractors break down, other trucks are supposed to come by and get the trailer. That's how our business works."

"Fair enough, but what about the driver? Was it a man?"

"Yeah."

"Long hair? Short hair? Tall? Short?"

The mechanic paused a moment and thought about it. "Man in his 40s, average height, maybe a little taller than you. Short dark hair."

"Anything else?"

"No, but instead of asking more questions why don't you just look at the video?"

"There's video?" Mark said.

"I don't know. Maybe."

Mark hurried into the security office and spoke to the security guard.

"You have videos here?"

"Finally, someone wants to see them. Give me some time and I'll key them all up for you."

"I'll be back in an hour," Mark said. **TW**

Mark Dalton returns next month in the conclusion of Dalton has a breakdown.



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The quest for Wally World inside the world of crude oil refining



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.

It's with the threat of a tsunami of frustration, impending doom, and boredom that I will attempt to lighten this discussion by using personification to capture your interest, thus preventing terminal glassy-eyed (or should I say gassy-eyed) syndrome, which accompanies any talk of the Keystone XL pipeline.

It's been 10 pre-iPad years now, and the process is as pathetically comical as the never-ending summer vacation trip in search of the mythical Wally World.

Proponents of the pipeline thought they were in the driver's seat, but the Ewoks in the backseat still don't

believe it when they are told, "We'll get there when we get there so stop asking!" The trip has been so long that the front to back seat conversations have been diluted to unprintable mutterings, and the latter no longer listens to the timetable excuses – no matter how logical they may be. By the end of this week, yet another but reportedly last fielding of arguments pro and con will be heard by a Nebraska commission of four Republicans and one Democrat, with not a president or secretary of state in sight.

The last gasp comments by those opposed opine that the pipeline has a "limited market need."

Oh really?

Does this mean that the U.S. doesn't import independent crude oil anymore? If so, why is it that the U.S. is still importing crude at the rate of eight million bpd?

Maybe they mean the demand for crude oil and its refined derivatives is dropping like a stone. They should check their own government's stats that show refinery runs are at 96% capacity nationally, with the Midwest at 99% and the Gulf hub running at 96%.

Although the media look at gasoline demand as exciting and glamorous to the emotional consumer, it's distillates that grab my attention and that of the importers of crude, especially refiners. Distillates are the true economic scribes because they include diesel, jet fuels, and heating oils – the industrial lifeblood of the economy.

While U.S. gasoline demand has been flat to negative since the beginning of the year, distillate demand has been in double figures, which is the reason crude inventories are falling as refiners must keep pace with distillate demand.

The more demand for refined products, the more need for crude, especially heavy crude from the likes of Alberta's Western Canadian

Select, and the heavy sours from Venezuela. With the Venezuelans now under sanctions by the Trump administration, the refiners on the Gulf and in the Midwest will have increased need for the heavy crude they have been designed to process, as opposed to the light sweet variety used by eastern U.S. refiners. And, the source of this heavy crude is their politically stable and largest trading partner to the north.

But getting crude to our U.S. customers, the refining world has become more difficult and certainly less amusing than the quest for Wally World.

The quest for KXL has become a comedy of sorts, but one of political errors that we will all pay dearly for. **TW**

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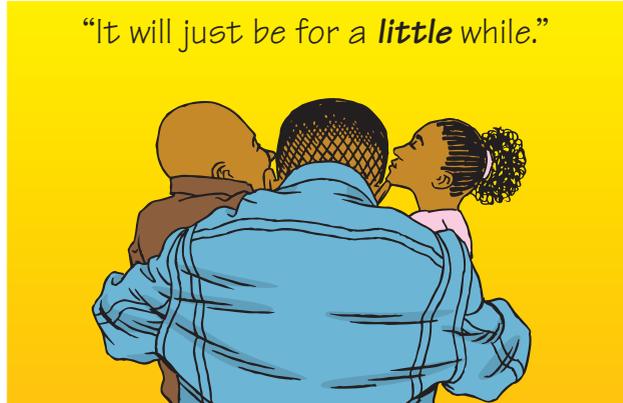
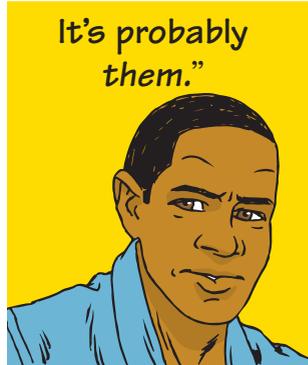
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MARK YOUR CALENDAR

The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

First, he needs to make sure everyone is safe, so he drops his children off at his sister's house and accepts a long-haul trip to Vancouver from his regular company, taking his wife along for the ride, just to be safe. Basically, he needs to disappear for a while until he comes up with a plan.



After a week, Vic realizes he needs help, so he calls someone he knows who will probably know what he should do.

He calls his friend, Mark Dalton



"I was in jail," Vic reads off the paper Mark Dalton gave him.

"What happened?"

"I got into some trouble with the wife," Vic lied. He and his wife were closer now than they'd ever been, but Mark Dalton said he needed to say these things to get them to leave him alone. "It's stupid, really. I barely touched her, but one of my bail conditions is that I have to stay in the Province of Ontario."

There's a pause on the line. Then "Okay, then. Call us when the charges are dropped."

And just like that, Vic is no longer expected to smuggle drugs over the border. Vic is relieved, but all he can think about is getting home to his wife and children.

weren't going to just let him forget about what he'd agreed to do. He couldn't just say, "No."

He needs time to think about what he's going to do.

Illustration by Glenn McEvoy

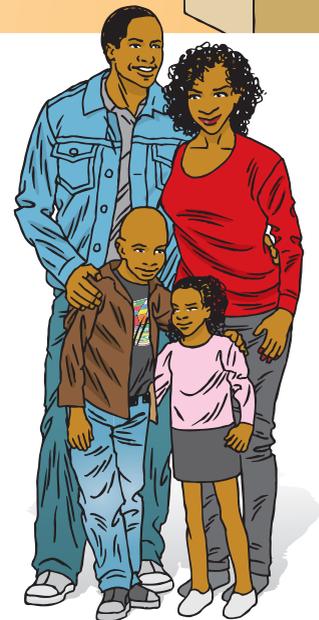
"You could go to the police," Mark suggests.

"But I haven't done anything for them yet," Vic says. "And let's face it... I'm not you. I have a wife and family. I don't want to put myself in any kind of danger. I need to get out of this deal before anything bad happens."

Mark thinks about it, then says, "I know."

"What?"

Mark tells Vic what he needs to tell them when they call, and he writes down everything he needs to say so he'll have a script to follow when the time comes.



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No sales pitch needed when the job gets done

By Derek Clouthier

DRUMHELLER, ALBERTA

They may not be perfect, but they're close.

Jim Broom, owner and president of Richardson's Bulk Sales, is comfortable rounding up his 99.5% safety audit score to reflect perfection, because his company, he was told in 2014, was the first to achieve such a feat as part of the Alberta Motor Transport Association's (AMTA) Partners in Compliance (PIC) program.

But though Broom is not a safety expert per se, one thing he does know is how to run a successful business.

"I think the biggest thing that we've done is run the company on service from day one," said Broom, who admits lady luck has found him a few times along the way.

Broom purchased Richardson's in 1990 from his father-in-law

"The business takes care of itself...you take care of the customer, it takes care of itself."

— Jim Broom,
Richardson's Bulk Sales

when the company was known as Esso Bulk Dealer in Drumheller, Alta. He continued hauling methanol for the oil and gas industry with a single truck, but given Alberta's periodical energy booms, quickly progressed to a 12-truck operation.

Today, Broom is exactly where he wants to be – down to nine trucks, including a B-train and super B-train, a pressure truck,

tandem pressure truck, flatdeck, and four tandem trucks.

Broom attributes his company's slight contraction to Alberta's recent downturn, but that's not necessarily a bad thing.

"If it would have kept going the way it was going I would have kept buying more trucks and doing more stuff," he said. "In one way I'm happy the downturn came because now I have the right amount of employees and every guy I have I don't need to babysit."

Recently, the Alberta economy has been showing signs of picking up, as Broom points out, with oil and gas companies reaching deeper into their pocketbooks.

Pipeline jobs, such as pressure testing new pipelines, is one aspect of what Richardson's does, and from 2015-16, those jobs fell off the radar altogether. But over the past four months, Broom has seen that segment of the industry spring back to life.

So, if Alberta starts getting busy again, will Broom embrace the next boom and grow the company out of his present comfort zone?

"It's almost impossible to say no," he said. "I can't say that I'd stay where I'm at, because I know if it gets crazy busy again then I'd probably have to hire another guy or two and get a couple of trucks. I'd just go with the flow."

In addition to Drumheller, Richardson's has an office in Brooks, Alta., and Ponoka, Alta., servicing an area mainly in the Wild Rose province that stretches from Camrose to the U.S. border, east to the Saskatchewan border and west just past Hwy. 2.

Prior to purchasing Richardson's, Broom worked for Coca-Cola (Red Deer Bottling) as a forklift operator, swamper, and eventually a driver. Broom credits his stint with Coca-Cola as a time when he learned to appreciate the importance of customer service, something he has tried to incorpo-



For Jim Broom and Doug Jacobson, getting the job done is better than any sales call they could make for Richardson's Bulk Sales.

rate at Richardson's.

While many in the trucking industry rest their loyalties on a certain brand, Broom's lie more with his customers than any particular piece of equipment.

"I'm not a big fan of any truck really...they're all the same to me," said Broom, adding that when a customer wants something done, anytime, anywhere, they just do it.

"I find that's better than doing any kind of sales calls," Broom said. "I haven't done a sales call in 20 years. If I do a sales call it's more to customers I already have just to see how things are going. I think I did one of those last year. The business takes care of itself... you take care of the customer, it takes care of itself."

Richardson's primarily uses vehicles from International Trucks, and given there is an International dealer housed in the same building, Broom said the convenience is a major plus.

Though summer can be a slower time for Richardson's, Broom said with the quality of his current roster of drivers, he makes every effort to keep them on the road, but over the past couple of years, it has been tough.

"Every time I hire a driver, it takes hours away from everybody," he said. "I'd rather see everybody put hours in."

Of his five drivers, three are currently laid off for a few weeks during the summer months, but come fall, that will likely change.

In the meantime, Broom is working on getting his company's online presence up-to-date – or perhaps it would be more accurate to say his daughter is leading that effort.

"Ya, she's trying to get me into the 2000s, I guess," Broom joked.

Richardson's new website should be online in the near future, and until then, people can check out the company's Facebook page.



Derek Clouthier can be reached by phone at (403) 969-1506 or by e-mail at derek@newcom.ca. You can also follow him on Twitter at @DerekClouthier.

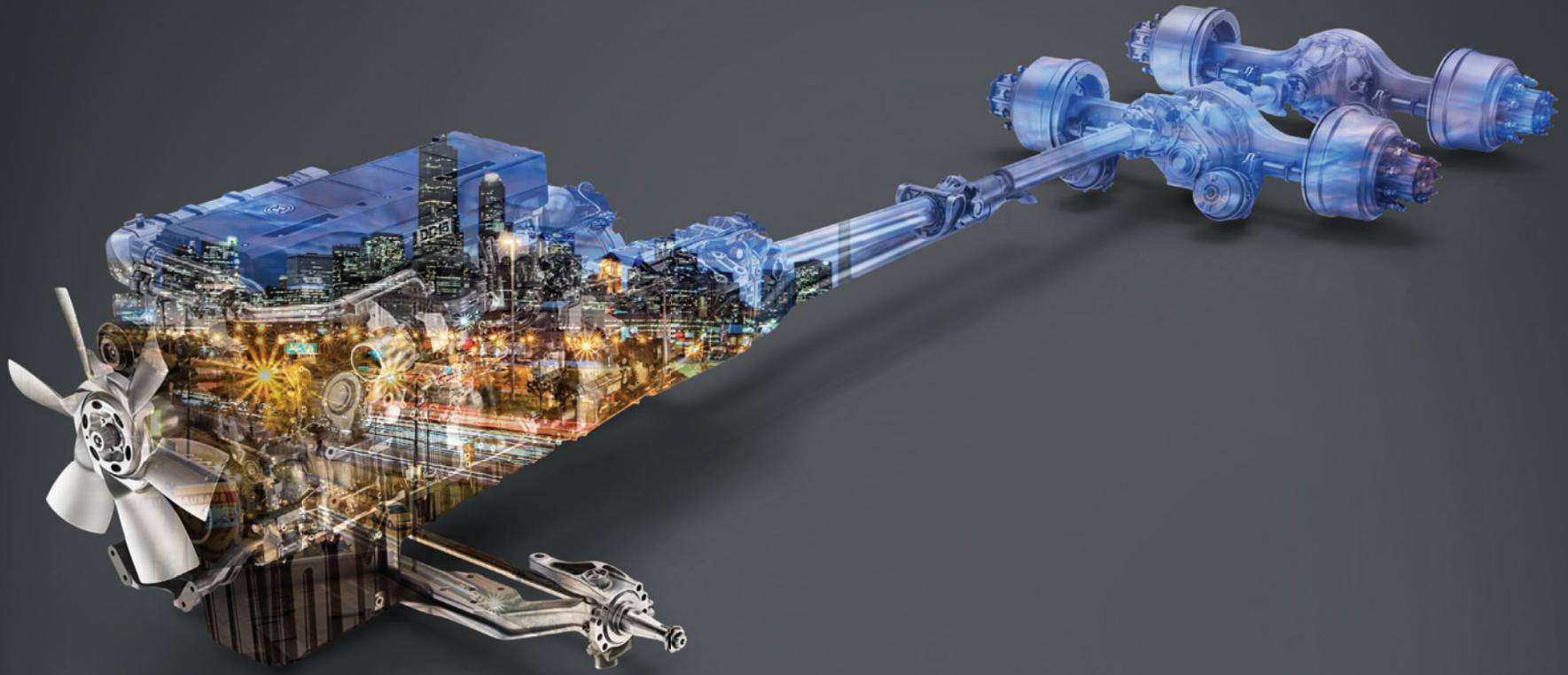


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