



TRUCK WEST

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Making some new friends

MTA working with new provincial government on issues important to the industry

By Derek Clouthier

WINNIPEG, MANITOBA

The Manitoba Trucking Association (MTA) says it has the ear of its new government, however, challenges remain while the provincial Progressive Conservative party settles into its leadership role.

In office since April of 2016 after ending the NDP's 17-year reign, the government has been in talks with MTA executive director Terry Shaw about a number of issues facing Manitoba's trucking industry, including the "made in Manitoba carbon tax policy," which aims to avoid a federal plan being imposed in the province.

"We've been involved from day one in helping this government craft that plan, helping them understand what trucking means to the economy and what trucking means in terms of environmental impacts," Shaw said. "We're using the most efficient vehicles cur-

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A vintage 1968 Western Star enjoys retirement after more than 45 years on the road.

A real head-turner

Vintage Western Star traces its roots back to Kelowna, B.C.

KELOWNA, BRITISH COLUMBIA

Possibly the oldest of its kind in existence, Doug Small's 1968 Western Star WD4964 began counting its miles in Western Canada.

Now calling The Truck Shop dealership in Auburn, Wash. home, the truck was manufactured in Kelowna, B.C. during the second year of the Western Star brand's existence.

The vintage 1968 truck spent time on display at the Daimler Trucks North America corporate headquarters in Portland, Ore., and earlier this year rode cross-continent on a flatbed from Auburn to Quebec City, where it was on display at the 2017 Western Star dealer meeting.

Despite its age, Small said the 49-year-old truck doesn't need any help adding to its odometer.

"It runs like a top," said Small. "I would drive this truck anywhere. We just want to protect it."

Small and his brothers, Steve and Dan, purchased the truck for their dealership in December 2015.

"We bought it because we love old trucks," said Doug. "It's got sentimental value because we're a sentimental dealer."

Though it now lives a life of leisure, the 1968 Western Star worked for more than 45 years, hauling logs and poles for a decade after being built at the company's former plant in Kelowna.

It was then converted into a crane tractor for the subsequent owners' building truss company, delivering trusses in and around Washington's Skagit Valley from 1978 until the company closed its doors in 2015.

The truck maintains most of its original parts. The initial Cummins 335 engine was replaced with a Cummins Big Cam II with 400 hp in 1980, and in 1994, the 5-speed main box and 4-speed auxiliary transmissions were changed for an Eaton Fuller 18-speed.

But its working days are over, and other than some coats of polish, the classic Western Star has only become more striking with age.

"It's a beautiful truck," Doug said. "Customers come in, particularly the older ones, and they can't stop oohing and aahing over it." TW



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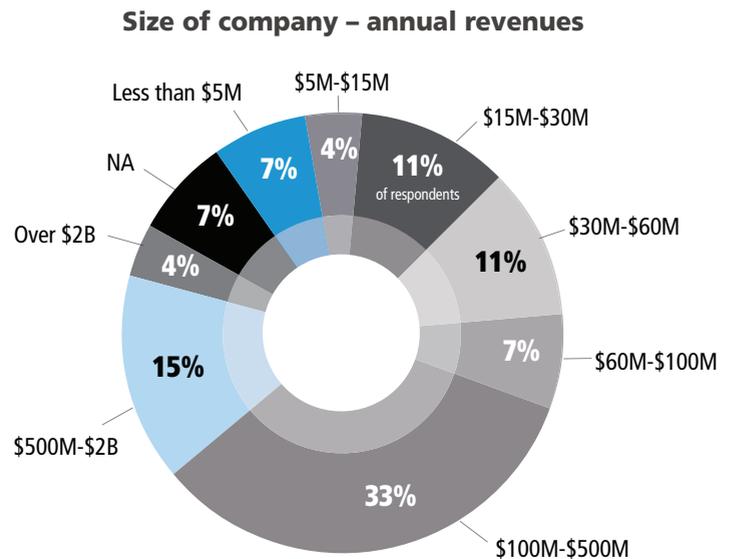
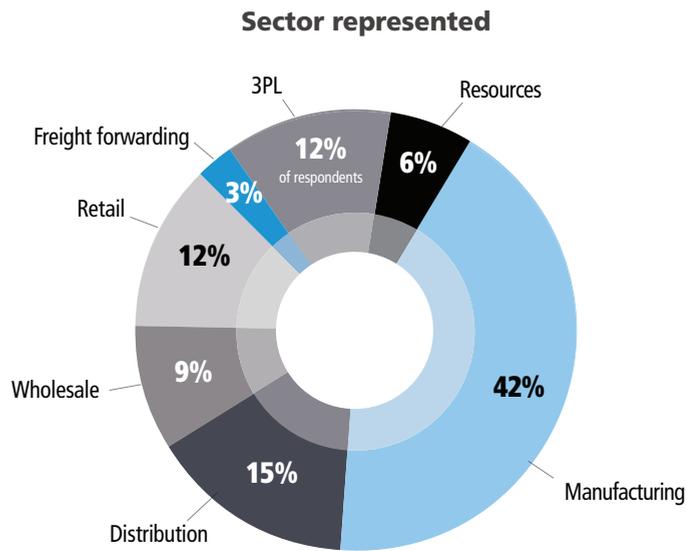
Freight forward

Western Canada's shippers look to increase their freight volumes in 2018

Western Canada's shippers, with the worst economic news at least a year behind them, are growing optimistic about the direction of their freight volumes next year, our recently completed annual Transportation Buying Trends Survey indicates. The survey, conducted in partnership with CITT and FMA, shows that half the shippers based in Western Canada are expecting to increase their freight volumes in 2018, spelling a welcomed uptick in business for carriers. The survey also found that 31% of shippers expect to do more business with TL carriers while 29% expect to grow their business with LTL carriers.



Follow Lou on Twitter @LouSmyrlis.



Freight volume trends in 2017

Down more than 20%	0% of respondents
Down 10-20%	7%
Down 5-10%	3%
About the same	41%
Up 5-10%	21%
Up 10-20%	14%
Up more than 20%	10%
Not sure	3%

Freight volume expectations in 2018

Down more than 20%	0% of respondents
Down 10-20%	3%
Down 5-10%	3%
About the same	41%
Up 5-10%	38%
Up 10-20%	10%
Up more than 20%	3%
Not sure	0%

Expect to increase use of mode

Rail	17% of respondents
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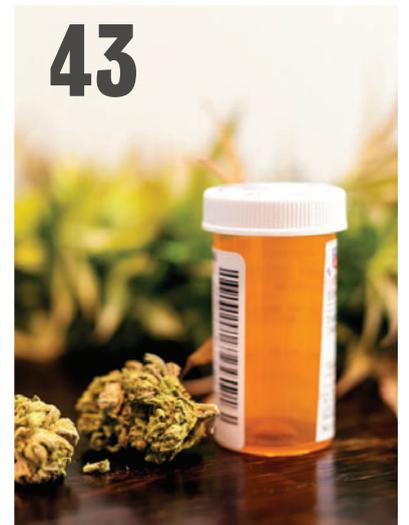
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Derek's deliberation

Reel them in when they're young

I took part in a live Facebook panel to celebrate the 10th anniversary release of Wowtrucks' annual calendar a few weeks back. Truck drag racer Gord Cooper, who drives the Smokin' Gun, was also part of the panel, and in addition to calling the drivers featured in this year's calendar, we had some lighthearted discussions about various issues in the industry.

One common theme I heard from the drivers when we asked why they wanted to become a truck driver was the impact seeing "those big, cool trucks" on road had on them when they were kids. This is something I hear from drivers all the time, which solidifies my belief – and several others in the industry – that a school outreach program would be beneficial to the efforts to get more people interested in driving as a profession.

Last month, I spoke about the difficulty some face finding financial assistance for a Class 1 driver training program, and this certainly is an issue that needs addressing. This is not unique

to the driving profession. Paying for college, university, or trades school tuition is tough, and one way to combat this is knowing what career path you want to take earlier rather than later.



Some industry members, like the Road Knights, visit students and have received positive feedback as a result.

An appreciation of a certain profession is also fostered at a younger age, and will be reflected in a person's overall

body of work if they grow up building that admiration.

During the Facebook chat with Wowtrucks, David Benjatschek iterated that the calendar is not just about the trucks, but the drivers themselves. A well-looked after truck goes hand-in-hand with a driver who appreciates and respects his employer and profession, so it is no surprise that the drivers featured are not only great drivers, but good people, as well – good people who have had an appreciation of the driver profession fostered within them for some time. It is not just something they woke up one morning thinking they had to do to make ends meet.

This is not to say you can't learn to be a great driver later on in life. I've met plenty of drivers who had all the tools for success and were doing their profession proud after taking up the job at a more mature age. If we want to put a dent in the driver shortage, however, getting people excited about the job at an early age would help get more candidates into the fold, candidates who would more often than not have an ingrained respect for the driver profession.

This outreach effort, coupled with a financially-realistic path to the driver's seat, needs to be addressed if we are to get more quality candidates excited about this industry.

I'd like you to share with me your story on what first got you interested in driving as a career. There are many who get into the industry because they followed in a family member's footsteps, something that again is not unique to the trucking industry. But there are also those who needed to see what being a truck driver was all about after seeing that cool truck roaring down the highway.

What's your story? **TW**



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NAIT partners with industry to offer low-carbon fuel to long-haul segment

EDMONTON, ALBERTA

The Northern Alberta Institute of Technology (NAIT) has partnered with industry stakeholders to bring low-carbon fuel that can withstand all weather conditions to the long-haul truck segment.

Working with Mack Trucks, Westcan Bulk Transport, and Oberon Fuels, the effort is supported by the Government of Alberta's Ministry of Economic Development and Trade with funding of \$368,000.

"As a leading polytechnic, NAIT supports applied research and technology-based education in areas critical to Alberta – a primary focus being the energy sector," said Dr. Glenn Feltham, NAIT president and CEO. "Alberta, and the world, are moving toward a low-carbon future. Support from the Government of Alberta allows NAIT to work in partnership with industry to create this future."

NAIT researchers from the School of Applied Sciences and Technology will work to develop fuel moisture management technology for dimethyl ether (DME), which is a cleaner-burning diesel

fuel alternative made from natural gas or methanol produced from biomass feedstock.

The technology aims to remove any residual water from the DME before injection into the engine, eliminated the risk of corrosion and reduced performance.

"NAIT's researchers are making our province proud – attracting international attention and investment," said Deron Bilous, Minister of Economic Development and Trade. "That's why we're helping them create new products based on Alberta discoveries that mean a healthier environment for people across the continent – and



NAIT president and CEO Dr. Glenn Feltham, left, and Dr. Paolo Mussone, NAIT's applied bio/nanotechnology research chairman.

new jobs and a more diversified economy here at home."

NAIT plans to test the technology using Mack trucks from Westcan's fleet on the Hwy 2 corridor between Calgary and Edmonton.

Rebecca Boudreaux, president of Oberon Fuels, said her company's effort to develop a new global

transportation fuel has been accelerated by the support of NAIT and forward-looking companies like Mack and Westcan.

"Alberta is leading the way by investing in DME, one of the few truly carbon-negative fuels available," she said, "and the only one that can deliver the power needed for heavy-duty applications." **TW**

Mullen reports record trucking revenue

OKOTOKS, ALBERTA

Mullen Group grew third quarter net income by 48% to \$26 million on record trucking/logistics segment revenue of \$190.7 million.

Mullen Group revenue was up 9.8% to \$283.9 million. The increase in trucking/logistics revenue was largely due to about \$12.5 million in incremental revenue related to recent acquisitions of Caneda Transport, Kel-West Carriers, RDK Transportation, Golden Transport, E.C.R. Enterprises, and Motrux, the company reported. It is also seeing greater demand for freight services in Western Canada.

Improved drilling activity also provided a boost to the oilfield services segment.

"Overall, I was pleased with our performance last quarter and the progress we have made in transitioning our organization for the future," said chairman and CEO Murray Mullen.

"Our business units did a great job managing through what I can only describe as very competitive markets. We completed three acquisitions, all of which are smaller in size but are excellent fits in our organization, a meaningful contributor to the 10% year-over-year revenue growth in the quarter." **TW**



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BRITISH COLUMBIA

BCTA names Dave Earle new president and CEO

LANGLEY, BRITISH COLUMBIA

The British Columbia Trucking Association (BCTA) has named Dave Earle as its new president and CEO, replacing the outgoing Louise Yako.

Earle brings experience in policy advocacy and government relations, having served as vice-president of government relations and HR services for the Construction Labour Relations Association of B.C. Prior to that, Earle worked as an adviser, manager, and executive director with the provincial Ministry of Labour's employers' adviser's office.

In addition to holding a B.A. in communications and political science, Earle is the past president of the Employers' Forum, employer caucus chair for WorkSafeBC's policy and practice consultation committee, and secretary of the Canadian Hoisting and Rigging Safety Council.

The BCTA's search committee recommended Earle to the board of directors after a search that began mid-August until mid-October.

In a release from the BCTA board, chairman Trevor Sawkins said, "The search committee and the board are confident Dave has the skills, experience, knowledge, personal network and, most importantly, interest and enthusiasm to learn about our industry and our association to help guide us to the next level."

Sawkins also thanked Yako for her time with the association. Earle will assume his duties Jan. 8. **TW**

New spill response regulations in B.C. to impact carriers

VICTORIA, BRITISH COLUMBIA

Carriers in B.C. will have one year to prepare and comply with the province's new land-based spill response regulations.

The B.C. government announced Oct. 13 that commencing Oct. 30, transporters of liquid petroleum products of 10,000 liters or more within the province will require plans in place to manage a spill.

Though the land-based spill mandate takes effect Oct. 30, trucking companies have a compliance deadline of Oct. 30, 2018.

The new regulation places responsibility for the cost of cleaning up the spill on the carrier, and will apply to pipeline, rail, and truck company owners. **TW**

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SASKATCHEWAN

Carriers in Regina met with safety blitz

STA supports safety effort, creates new membership category for vocational members

REGINA, SASKATCHEWAN

A recent inspection blitz within the city of Regina resulted in 22 of 42 commercial vehicles being placed out-of-service, with even more failing the examination.

The Saskatchewan Trucking Association (STA) said it supports these types of inspections and wishes they would occur more in the province, citing a lack of enforcement as a major issue in Saskatchewan and a concern raised by its membership on multiple occasions.

To help educate carriers that haul within a 160-km radius and weigh less than 11,794 kgs, the STA has created a membership category for vocational vehicles, such as gravel haulers, refuse companies, and courier trucks, which until this year were unable to gain membership status with the association.

"We have now opened up the membership to those companies with the goal of increasing compliance, training, and education," said STA executive director Susan Ewart, pointing out that it is up to each individual company to be in compliance. "The reality is that the while the STA is the voice of truck transport in Saskatchewan, we work for the members. Companies that chose to operate outside of the membership do so without the guidance and benefit of membership and we have no control over that."

The STA said a provincial committee called the Selective Traffic Enforcement Program (STEP) is a five-year program that was created to help reduce traffic deaths and injuries. The program identified targeted enforcement within Regina was needed, which resulted in the commercial vehicle blitz.

Because the majority of trucks targeted were below the 11,794-kg mark and remained within a 160-km radius of their home base, the STA said they did not require a Safety Fitness Certificate, which includes a National Safety Code (NSC) number, and were not subject to the NSC Standard 11 - Maintenance and Periodic Inspection Standards.

"The STA membership is well educated on their safety responsibilities as trucking companies," Ewart said. "Commercial, non-NSC number holding companies with trucks weighing less than 11,794 kgs may not be as aware of those requirements."

To support its efforts to increase commercial vehicle enforcement in the province, the STA recently submitted a letter to the Ministry of Justice addressing the proposed use of Commercial Vehicle Enforcement

(CVE) officers as first responders in rural areas.

"Companies invest hundreds of thousands of dollars each year to recruit, train, and educate safe, professional drivers and maintain fleets of safe vehicles that meet regulatory standards," Ewart said. "Less enforcement on Saskatchewan highways takes the benefit of doing so away from law-abiding transport companies and gives unsafe, non-compliant companies the upper hand and contributes to the more rapid disintegration of Saskatchewan's roadways." TW

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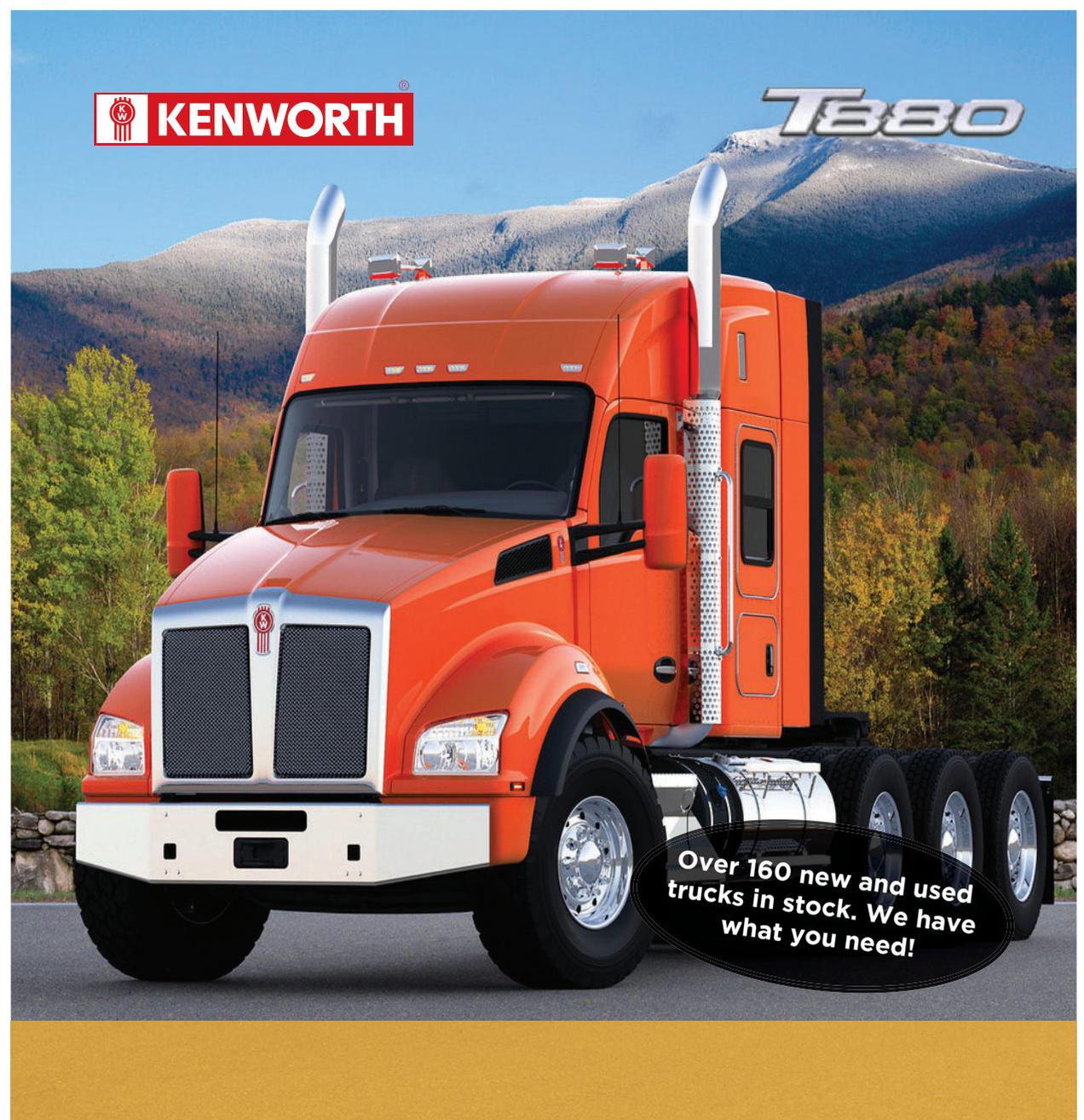


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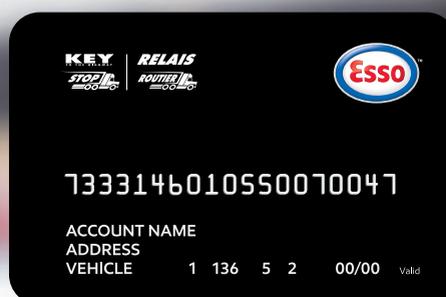
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CTA president says industry needs zero-tolerance approach to marijuana

By **Derek Clouthier**

REGINA, SASKATCHEWAN

Canadian Trucking Alliance (CTA) president Stephen Laskowski's position on marijuana in the workplace is clear – zero tolerance, no exceptions.

Speaking during the Saskatchewan Trucking Association (STA) 80th anniversary annual general meeting Oct. 21, Laskowski voiced concern over the Canadian government's plans to legalize the drug, saying without a means to test impairment, the move would pose "way too many issues" for trucking companies.

"It will be an administrative nightmare for you to manage that," Laskowski said to STA AGM attendees, adding that marijuana testing can only provide evidence of use, lacking a measure of impairment.

Laskowski's stance extended to those who are legally using medical marijuana, which is used for a variety of ailments and can be recommended by a doctor.

"If you need medical marijuana, you don't drive a truck," he said, applauding attendees for bringing

"I am proud to fill the position of board chair and am excited to work collaboratively with the membership to accomplish much in the coming year," said Quiring. "I would like to thank Graham Newton, the outgoing board chair. Graham stepped up for the STA when the board needed new leadership mid-term, and throughout his time as chair has helped usher in many changes to the association, all for the better. The importance of membership engagement cannot be stressed enough – we are only effective together."

Quiring, Newton, Brett Marcoux, first board chairman, and Glen Ertell make up the STA executive committee, with two new additions added to the board, Nithi Govindasamy and James Gordon, who will serve on the government relations and membership committees respectively.

For a full list of board members, visit www.sasktrucking.com/about-us/board-of-directors.

Awards

The STA handed out a trifecta of awards during its AGM in Regina, with Volvo Driver of the Year going



Kristin Finch of Kindersley Transport was named the Volvo Driver of the Year during the STA AGM and Awards Gala in Regina Oct. 21.

to Kristin Finch of Kindersley Transport.

Brenda Cuthbert of Siemens Transportation Group took home the Omnitracs Service to the Industry award, and the Cervus Equipment Peterbilt Dispatcher of the Year was Ian Brown of Transall Group of companies.

Three scholarships were also

handed out by the STA Group of Companies, valued at \$5,000 total for post-secondary education.

Dylan McLeod received \$3,000 to attend Saskatchewan Polytechnic, Austin Wong, a student at NAIT, and Swade Orchard, who attends the University of Saskatchewan, both pocketed \$1,000 to go toward their studies. **TW**

"If you need medical marijuana, you don't drive a truck."

– **Stephen Laskowski, CTA**

the issue more to light.

Laskowski said he would bring the industry's legalization of marijuana concerns to Ottawa, saying whether its use is for medical or recreational purposes, "we don't care."

"Do the right thing," Laskowski urged the Liberal Government on the marijuana issue.

The CTA president said once there is a way to test for levels of impairment from marijuana, the industry should adopt the same policy as it does with alcohol, which allows for a .02 blood level, which accounts for the use of some cough medicines and mouthwash, which contain low levels of alcohol.

Susan Ewart, executive director of the STA, stood behind the CTA position on mandatory drug and alcohol testing within the industry.

New board

Reg Quiring was named new board chairman for the STA, replacing Graham Newton, who moves to the past board chairman position.

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DO RETREADS IMPACT TIRE SAFETY?

By Bonnie Learn

Retreaded tires are nothing new, yet the topic can still divide fleet managers. While some have fully supported the innovation, others are hesitant to try retreads: can they really stand up to cross-country trips, over rough terrain or on icy highways?

Of course, performance isn't the only element to consider. When a damaged tire blows out, sending shreds of rubber whipping across the lanes, it puts the truck and every vehicle around it in danger. You'll want to make sure retreads can hold up in every situation, and that any savings you enjoy aren't compromised by a greater safety risk.

Retreads have earned their good reputation for a number of reasons, but simply using retreads won't make or break your fleet's safety record or performance standards. In order to stay safe and profitable, you'll have to consider how your retreads can fit into your wider risk management practices.

Why use retreads?

Retreads have come a long way since their invention in the early 20th century, and today fleets of all sizes routinely retread the tires on their trucks. Here are a few reasons to consider choosing retreads over brand new tires.

EFFICIENCY – Modern retreads are durable, and they're not a one-time solution – tires can be retreaded multiple times. That can translate to an extra 800,000 km of use before the tire is spent! ¹ Proper inflation can both increase performance and extend the life of the tire, allowing it to be retreaded up to three times.

ENVIRONMENTAL IMPACT – Clearly, retreads beat new tires when it comes to carbon footprint, since there's less waste going to a landfill. In fact, over 65 per cent of scrap tire material in Canada is managed and recycled, and retreaded tires are an important feature of the nation's growing tire recycling program. ²

SAVINGS – Tires are a huge expense for any trucking company – they're right up there with fuel and payroll. If you can avoid replacing the entire tire, you should be able to save yourself a good amount of money.

VERSATILITY – It may seem like retreads are only appropriate for specific circumstances; in reality, they're generally fit for any terrain or season. The crucial point is that you match the tire to the application in order to increase fuel efficiency and prolong function.

Aren't retreaded tires risky?

While early retread technology left something to be desired, times have changed. In fact, experts point out that the gators and tire scraps you'll see on the highway are just as often from new tires as they are from retreads. In most cases, the problem comes down to improper maintenance, misalignment, overheating, and road hazards – not retreaded rubber.

Replacing old tires is simply not enough: you need to add frequent monitoring, professional maintenance, and good driving habits to the mix if you want your tires to perform safely and efficiently for as long as possible.

Driver training plays a big role in tire safety

Routine tire checks and better response to road hazards are keys to improving tire performance and safety, but your staff must commit to these steps for your business to benefit. As an owner or manager, you need to effectively communicate the company's best practices in order to reduce the risk of tire damage or disintegration.

As you compile your training and maintenance strategy, you can incorporate these tips to help prevent tire damage and failure:

- Check tires at least once a day.
- If you drive through road debris or over rough surfaces, be sure to inspect all tires at your next stop.
- Check tire tread and sidewalls for signs of damage. Look for punctures, excessive scuffing, or misalignment.
- If you find defects, don't take the risk of driving with a damaged tire – replace the tire as soon as possible.
- Tire pressure can fluctuate more in cold weather. When the temperature dips, check tire pressures more frequently.
- Rotate, balance, and align tires periodically to ensure even wear.
- Choose an appropriate tire and tread design for the current weather conditions.

Invest in expertise

Knowing what to look for and how to fix tire problems can be more difficult than it seems. It makes good sense to work with tire professionals as needed, and raise the bar in the workplace with focused training and education.

- Experience is a virtue: use a professional tire installer to install, replace, and repair tires.
- Opt for a reputable tire supplier, whether you're purchasing new tires or retreads.
- Educate maintenance staff on how to safely inspect all tires for defects and damage.
- Train drivers on how to identify the signs of tire failure and how to report defects according to company policy.
- Provide a defensive driving course that focuses on active road scanning and safely avoiding hazards.

Tire safety applies to the workplace, too. Use safety equipment like tire cages to protect staff from undetected hazards (such as zipper defects) during tire inflation, and make sure your equipment is always in good working order. If you're not sure where to make changes, a consultation from a risk management professional can get you on the right track and help keep your fleet rolling along.

Interested in improving and maintaining your tire safety program? Connect with our Risk Services professionals at www.nbins.com/retreads.

Bonnie Learn has worked in a variety of roles in the transportation industry over the past 25 years, and joined Northbridge Insurance as a Risk Services Specialist in 2016.



¹ How retreads help fleets lower their cost and environmental footprint, Bandag, 2017.

² Re-tired and put back to work, the Globe and Mail, May, 2014.

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IN-BRIEF

Western Star extends military veteran discount program into 2018

PORTLAND, OREGON

If you're a Canadian or U.S. military veteran, Western Star and Daimler Truck Financial (DTF) has an early Christmas gift for you.

The company will be extending its Western Star VetStar Military Appreciation Program, which offers discounts of up to \$3,000 for Canadian and \$2,000 for U.S. customers on new trucks to military veterans.

The program launched this year and will continue through 2018, and matches down payments on new Western Star trucks that are financed through DTF.

"We owe a tremendous debt to our armed forces members and veterans in the United States and Canada, and we can think of no better way to show our appreciation than to make it easier for them to start or upgrade their trucking businesses with the VetStar discount," said Samantha Parlier, vice-president of marketing and product strategy, Western Star.

The program is offered with no limit per customer and can be used in conjunction with other programs.

Visit www.westernstartrucks.com or call 1-866-850-7827 for more information. **TW**

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"I added Diesel Treat to my fuel tank and have not had any issues on these frigid Maryland mornings."
Richard H.

"Last week the temperature in Bakken dropped to 31 below. My truck survived and I know it won't leave me stranded because of fuel problems."
Robert P.

"I've been in the transportation industry for over three decades and since the beginning I have used Howes products – never failed me."
Richard S.

"Thanks for a great product that solved my problem. I tried other products but nothing works like Howes Diesel Treat."
Alice T.

"I believe in Diesel Treat. Being from Michigan winters are about as bad as it gets. Not only do I use Diesel Treat, but I'll keep it in my truck for the winter." **Bill C.**

"The last two days have been extremely cold with temps around -10°. We've not had one fuel issue throughout this winter season."
Jim C.

"I used a competitor's product for years. But when it gelled up twice I switched to Howes. It was -38° and no problems. Never going back."
Kathleen K.

"I've used Howes Diesel Treat for over 14 years. My C-15 has over 1,368,000 miles on the original injectors. I start with ease at sub-zero temps. What else can you ask for?"
Lyle K.

"I just wanted you to know that this product is spectacular. It does everything you say on the bottle."
Chris R.

"I've been caught in my fair share of ridiculous winter storms and never once did my fuel lines gel thanks to Howes. The stuff just works."
Marc H.

"I've done a comparison in mileage and on the part of my truck and found the Howes makes all the difference."
Mike P.

"My mileage went from 17.6 to 19.7. My truck hasn't run this good in years."
Dave R.

"I've been using your product for the last 5 years and I won't use anything else in my truck. I stand by Howes because you keep me running."
Paul H.

"Whatever is in that stuff, I would highly recommend it to any diesel user! It works like magic."
Doug H.

"In our diesel fleet we find the product outstanding!"
Les P.

"Last year, a truly brutal winter, I gave rides to two drivers with frozen fuel lines. They didn't use Howes but I did. It was satisfying to know that I chose a winner in Howes Diesel Treat."
William B.

"I finally found a product I can trust. It's nice to find something that really works!"
Wayne H.

"This product is amazing! The money saved on fuel mileage pays for itself."
Eddy J.

"When my fellow truckers ask why my truck runs so well, I recommend they go get some Howes. Thanks for making a great product."
Kevin B.

AMTA president stepping down

Card's time with association saw several industry initiatives move forward

By Derek Clouthier

EDMONTON, ALBERTA

Lorraine Card has decided to retire after three years as president of the Alberta Motor Transport Association (AMTA).

Card devoted her time with the AMTA lobbying for safer highways for both commercial drivers and the general public, as well as working to create a more streamlined process for various industry issues.

During her time with the AMTA, Card was involved in such initiatives as the approval of single

wide-base tires on provincial highways, pushing for improved rest stops for drivers, working toward mandatory entry level training in Alberta, and continued input into an electronic logging device mandate.

Prior to joining the AMTA, Card spent 22 years with Greyhound Canada, where she departed the company as director of safety. She also spent time with the Alberta Government working on driver programs and licensing and carrier services.



Lorraine Card.

Card will remain in her position with the AMTA until the end of April. The association aims to find her replacement by January.

The outgoing AMTA president chatted with *Truck West* about her choice to retire, her time with the AMTA, and where she'd like to see the industry go in the future.

TW: You spent three years as president of the AMTA and have now chosen to retire. What accomplishments are you most proud of during your time with the association and why?

Card: I'm most proud of the world-class building and training track we're currently constructing in Edmonton. This facility will allow drivers to train in a safe, controlled environment, and the Edmonton International Airport location makes it easily accessible to users across North America.

I'm also proud of the strengthened relationship the AMTA has made with government, and of course the approval of new generation wide-base single tires on provincial highways.

Also worth noting, is the success of our safety conferences and trade shows over the last three years. And, lastly, the successful rebrand of both the AMTA and Partners in Compliance (PIC) program. The new AMTA and PIC logos and identities provide further momentum to the AMTA's continued promotion of member engagement and safety.

TW: Is there something you wish you would have seen come to fruition during your time with the AMTA?

Card: I'd like to see single wide-base tires approved on municipal roadways so carriers have access to all Alberta roadways, reducing barriers to transportation. I'd also like to see mandatory entry level training (MELT) move forward to reflect positively on driver professionalism in Alberta.

TW: Tell us the difference between Lorraine Card on Day 1 leading the AMTA and Lorraine Card today. How did you evolve as the association's president?

Card: We've built a much stronger team here at the AMTA that has worked hard to develop a comprehensive strategic plan for the future of the association. I've also taken advantage of the opportu-

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nity to meet with industry representatives and government to have a better understanding of issues affecting the industry, including regularly scheduled communication with the Canadian Trucking Alliance and other provincial associations.

TW: Is there a particular issue facing the industry that you feel most passionate about?

Card: Commercial rest stops.

TW: Why are rest stops so important to you?

Card: When we see rest stops removed from Alberta highways, we need to start seeing new rest stops in their place. It's important that drivers, particularly women drivers, have somewhere to safely stop and park instead of isolated roadsides. The safety and security of our drivers is paramount.

It is also important to note that with the introduction of electronic logging devices (ELDs), drivers will be forced to stop to obtain rest, which will increase the number of trucks parked on ramps or roadsides.

“Trucking as a whole needs more support when it comes to women in the industry...”

— Lorraine Card, AMTA

TW: Being a woman in the industry, what are your thoughts on diversity in the workplace and what strides, or lack thereof, have been taken to attract more women into trucking?

Card: With only 3% of women represented in the transportation and warehousing industries, we partnered with Trucking HR Canada for the Western Women With Drive Leadership Conference earlier this year, and have another planned for May 2018 – to identify career opportunities within the industry. We've also partnered with Women Building Futures for its Class 1 driving course – sponsored by Westcan Bulk and Caron Transportation – and I was pleased to attend the graduation of the program's first 12 women drivers.

Trucking as a whole needs more support when it comes to women in the industry and we continue to work with Trucking HR Canada on an 18-month project on 'Bridging the Gap in Alberta's Trucking and Logistics Labor Market.' The purpose of the project is to address workforce gaps by supporting employers in reaching out to underrepresented groups, while

at the same time educating individuals and organizations that work with these groups on the vast array of career options in the transportation industry.

TW: What surprised you most about the industry?

Card: I've been fortunate to work in the transportation industry for almost 30 years. While my career has mainly been in busing, I was familiar with trucking issues from my time with government, so no surprises, just determining a path to prioritize and engage stakeholders. It's encouraging to work with so many passionate and committed members in our industry.

TW: What are the Top 3 issues the next AMTA president will

have to address during their tenure?

Card: Enhancing the AMTA's role as a provincially-licensed driver training school through development of programs to reduce workplace injuries and on-road incidents is one.

The completion of the Edmonton facility and driver training track, as well as the partnership and opportunities created to promote safe driving practices collectively.

And continuing to meet the expectations of our stakeholders through our efforts to work on priority issues, such as single wide-base tires, MELT and the introduction of ELDs.

TW: If we were to ask your coworkers what they are going

to miss most about having you around the office, what do you think their answer would be?

Card: Well, after consulting with the staff, they say I am someone who is dedicated to seeing the organization thrive. That I'm very hands-on, engaged with association projects to ensure their successful completion, and that I'm a strong female role model in an industry where women leaders aren't prominent.

TW: Now that retirement is just around the corner, what does the average day in the life of Lorraine Card look like in 2018?

Card: This is an industry I truly love and will miss, so I hope to remain engaged. Stay tuned. **TW**

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OPINION

Petrol Points

Wheels coming off the logic wagon with Clean Energy Canada

I often wonder if in the days before the webnet, and even before Prime Minister Trudeau's, "Say, hey! What you say, don't you love my sunny ways?" decriminalization of marijuana, what the difference was between real and surreal.

Shortly after my moment of wonderment, I dropped out of Philosophy 101, guessing that a double major in political science and economics would bedazzle any potential employer. Well, the employers were more bored than bedazzled, but I forged, perhaps some may say foraged, on to where I am today – still awe-struck and confused.

I am confused at how and why we accept the arrogance and incompetence of our elected leaders whose goal, in their pensioned life, seems to be to tax the life out of the taxpayers and the economic breath out of the Canadian economy.

The U.S., our largest and only meaningful trading customer (I hesitate to use the term "partner"), has become the most prolific and aggressive energy producer in the world, surpassing both the acerbic (or is it acidic?) Putin-led Russians and the one-trick oil pony Saudis. In this country, we are, brick by brick, building walls around the most abundant pool of commodities on the planet with tax structures that our politicians say are needed to save the planet.

Being an altruist, I will not make you suffer through the list of taxes or their pseudonyms provincial, federal, and even municipalities use to disguise what that is.

The latest in the 12 days of taxes is a gem under the title, "Clean Energy Canada," as presented (or is it offered up for carving?) by Environment Minister Catherine McKenna. This was announced a year ago as a plan to reduce harmful emissions and will require fuel producers to lower their carbon "intensity" of their refined products. This means more use of higher blends of ethanol, biodiesel, and renewable diesel into existing fuels.

Color me stupid, but while "intensity" is a nice adjective it is not measurable. Growing corn to burn ethanol is counterintuitive and an economic error.

Clean Energy Canada will add 5 cents a liter to gasoline prices on top of the 11 cents a liter that



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.

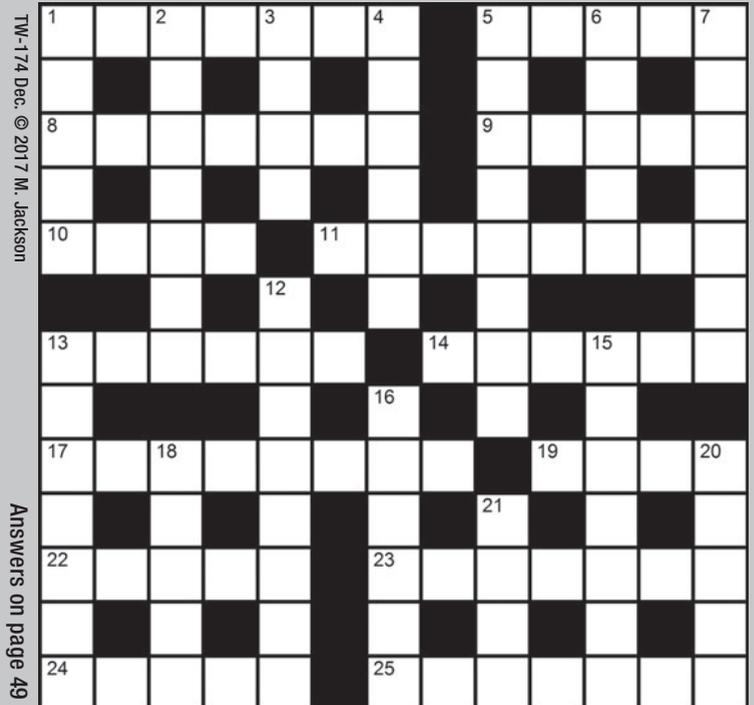
will be added as a carbon tax when the levies reach \$50/ton. Add to all that the GST and/or HST, which will increase over time and be an add-on percentage at the end of the calculation – not a fixed rate – the wheels are coming off the logic wagon.

My euphoria balloon really gets deflated when the U.S. (our trading customer) has no carbon tax, no GST, no HST and certainly no, "Sure! Kick me in the head," Clean Energy USA plan.

Canada and its leaders may look on themselves as the Lone Ranger climate protector supreme, shooting down evil carbonators with magical silver tax bullets. We, the taxpaying electorate, are merely the trusty sidekick Tonto.

By the way, "Tonto" in Spanish means stupid. Careful who you call stupid. **TW**

THIS MONTH'S CROSSWORD PUZZLE



TW-174 Dec. © 2017 M. Jackson

Answers on page 49

Across

- 1 Truck line with Etobicoke HQ
- 5 Smokey's radar gun reading
- 8 Oversize-rig companion vehicles
- 9 Doctor-deterring snack, they say
- 10 Super slab division
- 11 Kenworth in "BJ and the Bear" TV series
- 13 BC's Hwy 5, informally (3,3)
- 14 Cargo carriers
- 17 Filled to the max (5,3)
- 19 Word following van, dump or hopper
- 22 International ProStar trim level
- 23 Reefer cargo, commonly
- 24 Tractor tire type
- 25 Recycled tire

Down

- 1 Alcoa or Budd product
- 2 Smokey's roadside request, often
- 3 Truck ad "or best reasonable offer" code (1,1,1,1)
- 4 Kingsco Transport's NB home
- 5 Transport group with Dartmouth, NS HQ
- 6 Fuel gauge mark
- 7 Mack motors
- 12 Tire company with airborne icon
- 13 Smokey-signed souvenirs
- 15 Winter ice road event
- 16 Hired unloading help
- 18 Trailer axles subassembly
- 20 Triangular sign command
- 21 Unwanted engine oil deposits

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Continued from page 1

Carbon tax

rently available, they just happen to consume diesel, and that's not going to change any time soon, so wanting that to change, or planning on the fact that that will change, is an invalid plan."

Shaw said the federal government's proposal to implement a carbon tax that starts at \$10/ton, and increasing to \$20/ton, \$30/ton, and up to \$50/ton over a five year period is unmanageable from an industry perspective.

"There's no cost certainty with that, and how do you budget for it?" questioned Shaw. "You go from \$10 a ton to \$50 a ton, it's like a 400% increase over five years for trucking on one of our largest individual cost components. That's just unmanageable."

Manitoba's plan proposes to employ a \$25/ton carbon tax policy, and remain at \$25/ton.

Shaw said though a \$25/ton carbon tax is not great, as it is still "a massive tax," it is at least implemented in a fashion where the industry will have some cost certainty. He added that the government has also committed to working on revenue recycling, with heavy-duty truck retrofits being a line item in the plan.

"That's based on the greener trucking fuel efficiency initiative conversations we've been having with this government since they became the new government," Shaw said.

Both the MTA and provincial government have voiced concern over a federally-mandated carbon tax, with the MTA saying the plan is flawed.

"It is all about a tax, it is not about greenhouse gas reduction," Shaw said. "There is no programming associated."

Improving entry-level driver training is another issue at the top of the MTA's to-do list.

Shaw said unlike any other province, Manitoba faces a unique challenge in that its apprenticeship program that supports trade professions are publically funded.

"I can walk up to a careers college in Manitoba, give them \$200 and become a carpenter or a welder," explained Shaw. "The problem is that they don't recognize truck drivers as an apprentice trade. And that's not because they don't recognize the value or capacity of truck drivers, it's because the apprenticeship regulation itself is incredibly prescriptive."

Under the apprenticeship regulation, it states a candidate must first get a job in their chosen trade, then go to school for training, and only then are you certified as a level one, two, three, or journey person.

"You can't do that if you're a truck driver," Shaw said. "You can't



Terry Shaw, executive director of the MTA, says a carbon pricing plan must be manageable from a business perspective.

get a job as a truck driver, work as a truck driver, then train as a truck driver, and then get licensed as a truck driver. It's not legal let alone sensible."

The challenge the trucking industry faces in Manitoba is unique in that a person is faced with a financial choice to either fork over around \$8,000 for a Class 1 driver training program, or \$200 for a provincially-funded apprenticeship program.

Shaw said the MTA is gearing up for another push for the mandatory entry level training (MELT) program in Manitoba, and have not backed off that effort.

"We're using the most efficient vehicles currently available, they just happen to consume diesel, and that's not going to change any time soon..."

— Terry Shaw, MTA

Prospective drivers were previously eligible for funding from Manitoba Public Insurance (MPI), but the program, which was originally intended to last three years and went on for nearly a decade, has come to an end.

Shaw underscored that the 'I' in MPI is for 'insurance,' and that MPI is not a driver training school.

The MTA has reached out to educational institutes to collaborate on a driver training program, something Shaw said is now getting some traction after MPI funding was cut.

"So in the absence of that, we are seeing renewed interest in partnering with us on a program," he said, "but there is certainly a gap there right now." TW

Planning for the future

With a vision for the coming five years, the MTA held a planning strategy for how it wants to address key issues facing it and the industry.

Advocacy is one area Shaw highlighted, saying the association must "get out there and make things better" for the members it represents.

Education was another focal point, with the MTA already working to help the industry on a number of areas, such as compliance training, cargo securement, hours-of-service, long-combination vehicle training, and Class 1 instructor training.

Shaw said additional topics like leadership training and marijuana compliance were two areas that needed to be addressed moving forward.

Public relations is also important to the trucking industry.

"Trucking is huge, trucking is not going away despite all the lovely article people write on autonomous vehicles," Shaw said, "so, people need to understand the economics of trucking in terms of what we mean to the economy, as well as what we mean as a career."

Getting the word out about how much effort the industry puts in to

safety is another message Shaw said the general public needs to hear. He also said environmental efforts need to be magnified.

"People just assume that trucks are bad actors, and they're not. Nobody monitors fuel consumption more closely than a trucking company. We are very efficient," Shaw said. "People look at the fact that we consume diesel and say we should be electric or something else. We need to help them understand that we don't like paying \$1.15 a liter for diesel any more than anybody else does, and if there was a better alternative out there, we'd be first in line."

Educational efforts and services to its members have become much improved since the opening of the MTA's newly-refurbished head office in Winnipeg. Now twice the size, the building features classroom space, a large boardroom, and space to grow into.

The MTA's RPM Trucking Industry Safety program has also reaped the benefits of the building's added space, with Shaw saying its success in 2017 has accounted for more than \$400,000 in WCB premium savings for its certified members. TW

MTA honors drivers

The MTA handed out some hardware during its Fall Awards Gala in Winnipeg Nov. 3.

Twenty-eight year driving veteran Ron Rodych of Gordon Food Service received the Volvo Driver of the Year award, while Jim Campbell of First Class Training Centre was named the Payne Transportation Associate of the Year.

Paul Arnaud and Monique Laramee of Big Freight Systems, Robert Wensel from Arnold Bros., and Darrin Fiske of the Kleysen Group, were Pioneer Award winners for their commitment to the industry. The Kleysen Group also received the Omnitrac Distinguished Member award.

The highest honor went to Louie Tolaini of the TransX Group of Companies, taking home the newly-titled Red Coleman Service to the Industry award.

Tolaini started TransX in 1963, a company that now boasts 1,500 trucks, 12 North American terminals, and 3,000 employees. TW

ELD Day

As the clock counts down to the Dec. 18 electronic logging device mandate in the U.S., many fleets have yet to implement a solution

By James Menzies

ORLANDO, FLORIDA

Roadside enforcement officers will be prepared to enforce the U.S. electronic logging device (ELD) mandate that comes into effect Dec. 18, and don't expect a "soft enforcement" period.

That was the message from Collin Mooney, executive director of the Commercial Vehicle Safety Alliance (CVSA), who was addressing the ELD mandate at the American Trucking Associations' annual Management Conference & Exhibition Oct. 21.

"On Dec. 18, enforcement begins," he warned. "We will be writing violations, citations, and warnings. There is no delayed enforcement – we are not using the term soft enforcement at all."

The CVSA has indicated it won't place drivers out-of-service for violating the ELD rule until April 1, 2018, but Mooney cautioned this is being done to allow CVSA to better understand the industry's readiness for the new rule, it's not a postponement of enforcement.

"This will give us a handle on what this will look like, how big a problem this is," Mooney said. "There is a way for us to track this within our current inspection selection process, so hopefully when April 1 rolls around, a lot of fears will subside that we are not placing the whole industry out-of-service for ELD non-compliance."

Virtually all Canadian fleets operating in the U.S. will have to use electronic logs beginning Dec. 18. Anyone requiring a paper record of duty status today will need to use either a current generation automatic on-board recording device (AOBRD), or an ELD that meets the new technical standard. Only AOBRDs currently in use will be allowed beyond Dec. 18, for a two-year grandfather period. Fleets can continue using these systems on existing capacity, but can't install them in added capacity.

The only exemptions will go to: drivers operating within a 100 air mile radius; drivers who are required to prepare record of duty logs for no more than eight days during any 30-day period; drivers conducting drive-away/tow-away operations; or those driving trucks with engines manufactured before the model year 2000.

Joseph Delorenzo, director, Office of Enforcement and Compliance with the U.S. Federal Motor Carrier Safety Administration (FMCSA), reminded fleets that come Dec. 18,



The U.S. electronic logging device mandate takes effect Dec. 18. Will the industry be ready?

they'll have but two options: to continue operating AOBRDs that were installed prior to that date, or to run ELDs. It's up to ELD providers to self-certify their devices with the FMCSA, which then includes them on an online registration site.

"It's important that if you are a new user and purchasing (an ELD) that you have a conversation with the vendor about what they have

done and how it fits with your operation," Delorenzo warned, adding there were 135 devices listed on the FMCSA website as of the week of Oct. 16. "I'd ask questions about self-certification so if you're making a purchasing decision, you're making a good choice."

While it may seem late to be shopping for an ELD, Jim Ward, president and CEO of U.S. fleet D.M.

Bowman, said he believes many fleets are not yet ready for the impending rule.

"I was in a meeting this week with several fleets and when I asked how many of them were using some sort of ELD, about a third of the people in the room raised their hands. There's a very short time period right now to effect change going forward," Ward said.

At D.M. Bowman, Ward admitted there was some initial pushback from drivers, but that subsided when they saw the productivity gained by using e-logs.

"If there is a way to be able to do something more productively and more efficiently and save some time, they're going to use it," he said. "The hours-of-service hasn't changed – just the way we're monitoring it has changed. They started to realize we were using data to be better planners of their day, so long-term they benefited from the use of the data and they saw that as a very nice benefit."

A side benefit, according to Ward, is that the company was

Continued on page 25



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Words from the wise

With age comes wisdom. At least that's what I'd like to think.

When I was younger, I'd leave things to the last minute knowing I had the energy to cram like crazy to meet a deadline.

But as time went on, I learned to work smarter. I found the discipline to plan ahead and spread out my effort. By the time something was due, I was well prepared to submit my final product and far less stressed about how it would be received. I started to crave feeling good about my accomplishments.

If you manage IFTA at your company, it's hard to develop routines on your own. There are no college courses and it's rare to have a boss with the qualifications and experience to help you. So here are some words of wisdom to help you develop good habits:

Make more deadlines

Break down IFTA's quarterly filing deadlines into manageable chunks, with a list of things to do every week (collect distance and fuel data) and every month (produce summary reports). When the quarterly filing deadline arrives, you'll be ready. (You can download an

IFTA filing checklist at www.northstarfleet.com).

Simplify trip reports

What if drivers delivered freight like they turn in their IFTA documents? What if they saved up all their loads until the last week of the month or quarter and tried to deliver them all at once?

Drivers have enough to do, so make it easy for them to report distance and fuel information. If you're using paper forms, are your trip reports readable and the fields large enough for the driver to be able to write in odometer readings and other data?

Do you make it convenient for your drivers to submit receipts for every single fuel purchase they make? Sometimes all a driver needs is a bunch of self-addressed stamped envelopes they can stuff with receipts and mail weekly from the road.

Demand more

If you use a service bureau and only talk to them four times a year, demand more. Anyone can file a quarterly return for you, but the best service bureaus can improve

the way you manage fuel and vehicle taxes for your fleet. They can show you how to put strong internal controls in place so you can collect, report, and store data. It's worth the cost and effort.

Explain your job

If you manage IFTA at your company, it can be hard to get people to invest in the systems and training you need to do your job better. Most companies don't give IFTA and other mileage tax or licensing programs the respect they deserve.

Be ready to explain the benefits of better processes. For example, if a receipt is missing or disallowed, you'll pay tax twice: once at the pump and again on the IFTA return because you'll have to declare it as non-tax paid fuel. If the risk of paying too much tax doesn't motivate anyone to get you the help you need, how about the number of hours of overtime you have to work in order to track down distance and fuel data? Do you have that kind of time?

Managing IFTA is a critical job. If you can't take a load because you forgot to renew an IFTA license, it



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.

affects your business. Worse, tax problems tell authorities, customers, and competitors that you don't pay attention to detail.

As you wrap up this quarter, are you digging for fuel receipts or pestering drivers for the distances they ran three months ago? Are you scrambling to meet the filing deadline? Now visualize the sense of control and relief that comes from filing on-time and accurate returns.

There are business and personal costs to living life on the edge of a deadline. A routine can make your job easier. You'll be wiser for it—and better rested. **TW**



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Turning your talent pool into an ocean

Speaker says hiring a diverse workforce will help trucking companies and the industry thrive

By Derek Clouthier

CALGARY, ALBERTA

Isabelle Hetu of Trucking HR Canada says hiring more women, minorities, and millennials will help alleviate some of the shortages the trucking industry is and will be facing in the coming years.

Speaking during the Alberta Motor Transport Association (AMTA) Employment in Trucking Expo Oct. 24 in Calgary, Hetu also said a company's willingness to look at a variety of applicants makes finding the right person easier.

"A more diverse workforce can lead to access to more labor pools," Hetu said, adding that a company with a diverse employment base helps the industry overall and creates a snowball effect throughout the trucking sector.

The ability to bring new ideas, various backgrounds, problem solving abilities, language skills, and technical savvy people to your company were other benefits Hetu underscored in her presentation *A Business Case for Diversity in the Workplace*.

Within the trucking sector, women represent 27% of the total employment base, with 3% of drivers, mechanics, technicians, and cargo workers being female. Eleven per cent of managerial staff are women, and 18% of dispatchers.

Visible minorities make up 19% of the driver population, and with more than six million Canadians identifying as a minority, or 22% of the workforce, Hetu said there is a wealth of opportunity for trucking companies to tap into.

Those looking for a younger talent pool, Hetu, in addition to millennials, said Indigenous Peoples are often forgotten in the hiring process.

"They are eager to find employment and are a great pool for employers to look at," she said, pointing out that Indigenous Peoples are the fastest growing demographic in Canada, with 46% being under the age of 24.

Women were also a segment Hetu said was looking to have greater success breaking into the industry.

"Overall, women are really under-represented in the industry," she said, "which is ironic, because I think there's a about half-and-half in the room today."

Hetu said the most important thing women look for from their employer is the opportunity to be mentored by an experienced employee, and then be a mentor themselves later on in their career.

As for millennials, flexibility is key. "Flexible work opportunities are not

just about working from home," Hetu said, highlighting part-time agreements and load sharing as examples. "Those who have access to those flexible work opportunities are more likely to stay with your company."

Shortages in the industry are not just about filling the driver gap, but various mechanical, technology, and administrative positions, as well.

"I know drivers are the backbone of the industry, but several other positions are facing shortages," Hetu said, adding that 50% of trucking companies have no plan in place to hire today's younger generation of worker.

Hetu said companies must develop a plan to attract, recruit, and retain new workers, using Trucking HR Canada's "Three Cs" as an example – clear policies, consistent application of those policies, and that they are communicated to employees.

Sixty-seven per cent of Trucking HR Canada's Top Fleet Employers have committed to diversity programs that go above and beyond what Canadian law requires.

Of which, 77% have an employment base made up of more than 20% millennials, 92% offer flexible work opportunities, and 85% have a formal commitment to mental health and wellness.

Hiring right the first time

Adding the topic of hiring new employees, Lisa Thompson, national account manager for Drake International, said finding the right person for the job goes far beyond the actual hiring process.

"Poor hiring practices do impact your bottom line," said Thompson, highlighting the planning process, sourcing, evaluating, interviewing, and validating as examples.

Thompson said a company is three times more likely to make a quality hire if the business is properly branded, and that where to find candidates has also changed, with social media being a viable location to find those you wouldn't normally be able to access.

On Facebook, for instance, companies can post a job advertisement and target that posting for anywhere from \$10-\$40.

"If you're getting candidates and people are sharing it, then how exciting is that?" Thompson said. "Use the people who want to do (social media) and manage it."

During the interview process, Thompson said companies must validate the claims of a candidate, and should also have an understanding of objectives, create a safe atmosphere, avoid jumping to con-



The AMTA held its Employment in Trucking Expo in Calgary Oct. 24, where companies recruited for several positions from drivers, administrative staff, and managers.

clusions, uncover real weaknesses, listen, watch for non-verbal clues, take notes, ask why, and develop the relationship throughout.

Thompson also stressed the importance of retaining quality employees.

"Hold on to those employees you already have and have a succession plan," she said. "Hiring right is about keeping your people as well. Don't let the talent walk out the door, because sometimes they can be difficult to replace." **TW**

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You say tomato, I say tomahto

Thinking of buying a new truck?

The ELD debate continues and the general consensus is that the sky is about to fall.

Oil prices are rising, making fuel more expensive and winter has arrived. On paper it appears to be a bad time for trucking, but I don't think so. Sure there will be a few casualties, but overall I'm looking forward to the next few months. Well, maybe not the winter weather now that I have a black truck – this thing could get dirty in an operating room.

Anyhow, what's to get excited about?

How about ELDs? Like many of you, I'm running one and it's had zero impact on my earnings, but I feel that's about to change. I can foresee a lot of extra freight once the law comes into effect, but making the HOS fit the job is no longer going to be possible. This will reduce the amount of trucks and the laws of supply/demand, meaning rates will rise. That's a good thing.

Secondly, the higher fuel costs will see rates climb too, either the whole rate, or the fuel surcharge. Either way, prices go up, and yes, fuel will be more expensive, but as long as your mpg is above the fuel surcharge threshold or the rate increase reflects the higher fuel prices, you'll see a few more dollars after expenses. Worst case scenario is that the increase will keep you on an even keel with the lower mpg you achieve during winter.

Having said that, there's an added bonus for anybody looking to buy their first truck, the time is now. More freight, thanks to the ELD, and a good chance there will be more trucks on the market as people get out of the industry, by choice or not. Better rates due to supply and demand and higher oil prices, there really couldn't be a better time to pull the trigger.

If you're thinking of going down this route, there's one thing to look into very carefully and that is financing. I recently spoke to the finance guy at the dealer that sold me my first and second trucks and he told me some horror stories. The market has been depressed recently due to the disparity between the dollars. This has prompted some shady deals in an effort to keep monthly repayments at a manageable level. Low deposits, extended payment schedules, and large balloon payments upon completion of the term. All of these can keep your finances upside down for far too long. Ideally with a new truck purchase you should have equity in the truck at the halfway point of the term at the

very latest. If it's a used truck, it should be sooner.

He also said there have been many cases of people trading up and carrying over outstanding debt on the trade-in to the new truck. In some cases this could be a good decision. If you have a lemon, it could be more cost effective to get rid of it and get a different truck, but that's a special case. If you're doing it just to get into a new truck, it's not such a good idea.

There are also some obscene interest rates being offered. One example he gave was a guy who traded an older truck in nega-

tive equity for a newer one. The amount financed was a six figure sum and it was at 14%. To keep monthly repayments at a manageable amount, the term was over 84 months and there was a \$25,000 buyout at the end of the term. The truck was a year old already, which means it will be nine years old at the end of the term and still require a \$25,000 lump sum payment to own. That truck will almost certainly be in negative equity throughout the finance term.

The best advice I can give anybody thinking of buying a truck



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.

is to go over everything with an accountant before you sign on the dotted line. The saying "act in haste, repent at leisure" perfectly describes the purchase of a truck. **TW**

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The real tax deadline

A little last-minute tax planning now can help you end 2017 on the right foot

While everyone traditionally circles April 30 on their calendar, a more pressing tax deadline is really just days away. If you are a sole proprietor, then Dec. 31 is an important deadline for business decisions. If you are incorporated then whatever your business year-end date is also a critical deadline.

Here are a few tax and accounting items to consider as we approach the end of 2017:

2017 income and expenses

Make sure 2017 income and expenses are reported on your 2017 return.

Businesses use the accrual method of accounting. That means you report income in the fiscal period you earn it, not when you receive it, and you deduct expenses in the fiscal period you incur them, whether you actually paid them in that period or not.

For example, your first broker settlement in 2018 probably will be for a pay period ending Dec. 31, 2017. That income counts toward 2017. Likewise, the cellphone bill dated Dec. 28, 2017, is a 2017 expense even though you'll pay it just before it's due in the third week of January.

Make a big purchase

If you're planning a major purchase, consider doing so before Dec. 31.

There's an advantage to loading up on deductible expenses in a high-income year. Spending \$3,000 on tires in December could save you \$900 owed to CRA when you file your 2017 tax return this April. Buying those tires in February 2018 will delay your savings until April 2019.

Make a really big purchase

There's a rule of thumb in accounting that says the best time to acquire new equipment is at the end of your



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

tax year. It's generally true as long as you're financing the vehicle with a loan and not a lease.

That's because CRA lets you expense a half-year's depreciation on the asset purchase even though you may have only owned it for a month or two. Since CRA allows a 20% depreciation expense during a truck's first year, that's a good chunk of change on a new vehicle. You could be writing off far more than you actually paid out during the short time you've had it.

Leasing a new asset close to year-end doesn't offer the same tax-related benefit. That big initial lease payment is considered to be a pre-paid deposit which you cannot expense all at once. You have to divide it by the number of months in your lease contract and expense that amount each month in addition to your regular lease payment.

People in trucking tend to use the words "buying" and "leasing" interchangeably. If your accountant advises you to buy a new truck, don't go out and lease one. Purchasing and leasing have totally different effects on your tax planning.

Interest expenses

Any time you pay to borrow money, and that money is used to help you earn business income or provide working capital, the expense is tax-deductible. This includes interest paid on the loan, the cost for the loan to be set up and managed, and any fees for related legal, accounting, and bookkeeping services.

Loan-related expenses aren't like most business expenses. Interest and other fees may be amortized over the life of the loan and wrapped into monthly payments. Up-front administrative or documentation fees may be buried in the fine print.

Your accountant can clarify precisely which borrowing expenses are business and which are personal. For instance, you might think your tax accounts (including personal tax, corporate tax, payroll source deductions, and GST account) are business-related. But CRA says you cannot deduct the interest charged to these accounts or any loans you may get from financial institutions to pay these amounts. Also, any loans to buy RRSPs or fees charged within your RRSPs are not deductible.

We're all looking forward to a happy, prosperous 2018. A little last-minute tax planning now can help you end 2017 on the right foot and enter next year a step ahead. **TW**

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ELD's mandate coming soon

Continued from page 19

better able to demonstrate to shippers and receivers that held up drivers and equipment that this was choking productivity.

"We average 6.8 to 7.2 hours of drive time in our fleet," he said. "This is a huge opportunity to get working with the shipper community (to reduce delays). When you can get good data, people will listen to you and improve the system. The supply chain will get better as a result of what we're doing."

"On Dec. 18, enforcement begins. We will be writing violations, citations, and warnings. There is no delayed enforcement – we are not using the term soft enforcement at all."

– Collin Mooney, CVSA

Concerns remain, however, about the enforcement community's readiness for the new rule. There are two options to transfer e-log data to an enforcement officer: using telematics, such as web-based services and e-mail; or local connections such as Bluetooth or an encrypted USB drive.

"I think in the overwhelming majority of cases, we're going to be looking at web-based services," said Delorenzo. "It's the fastest, cleanest, easiest one for us to work with."

He said the log inspection process will be faster, which will also benefit drivers as they'll spend less time at roadside having their paper logbooks scrutinized.

Mooney addressed the issue of enforcement community readiness, by assuring fleets that enforcement officers will be fully trained by Dec. 18. A number of three-day train the trainer sessions are currently being held across the U.S. Those trainers will return to their jurisdictions and then train all other inspection personnel, Mooney explained.

"By Dec. 18, most, if not all, will be trained," he insisted.

The enforcement representatives also took issue with any idea that the ELD mandate will take flexibility away from drivers.

"A lot of folks are tying the ELD to the hours-of-service rules themselves," said Mooney. "All violations we find at roadside will be documented on roadside inspection reports. A number of folks in the industry refer to that as their wiggle room. Technically, there never was wiggle room."

Mooney pointed out that as with paper logs today, annotations can be made to point out exceptional circumstances (ie. having to exceed drive time because of unforeseen bad weather). Asked what will happen if an ELD on the FMCSA's list of self-certified devices is found not to comply, Delorenzo said those instances will be managed on a case by case basis. But he's hopeful most shortcomings will be able to be rectified remotely with a software update.

"If it can't be done, if the vendor goes out of business, those things are going to have to be addressed on a case by case basis," he said. "Each one is going to have to be done differently, depending on what the situation is, how many there are out there – those we'll handle as they come up."

While there remains some unanswered questions and concerns about the impending ELD mandate, Ward said fleets should benefit from the transition to ELDs in the long run.

"It's been a good experience for us," he said. "And it has had a very positive effect on us, from a safety perspective." TW

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Performance Driven

Opinions mixed

Panel voices concern, optimism for impact technology and millennials will have on industry

By Derek Clouthier

REGINA, SASKATCHEWAN

A Future of Trucking panel said ever-changing technology and a candidate pool of younger workers poses challenges and benefits to an industry facing ongoing recruitment and retention concerns.

Heather Day, owner of C.S. Day Transport, said when it comes to attracting millennials to the trucking industry, new technologies are only a small part of why many choose to enter alternative sectors.

“I don’t think that autonomous trucks are going to help very much at all,” Day said of enticing the next generation into the industry. “If it’s truly driverless where they just sit and put on the autopilot, no one is going to want to do that.”

Day did say, however, that the move toward autonomous has a bright side.

“If autonomous vehicles grow more into the advanced driver assist systems, and if they are marketed as more glamorous like airline pilots where you’ve got all these fancy controls and step into this nice, comfortable cab, that could be more promising,” she said.

Cass Pidmen, a driver with C.S. Day Transport, said technology brings with it a sense of uncertainty as to whether a program will be able to operate a tractor-trailer the same way an experienced driver can, particularly in adverse weather conditions, and even though there are exciting new advancements that save drivers time, attracting new employees remains a challenge.

“There’s a lot of uncertainty of truck driving,” Pidmen said. “You may know when you’re going to start, but you don’t know when you’re going to end.”

“Generally speaking, you have to work but you don’t want it to be your whole life, so you have your life and you fit your work into that and make as much money as you can during that time and you definitely want to enjoy your work.”

Pidmen said when it comes to his peers, the notion of working in the trucking industry is mostly off their radar.

“When they think of driving, they typically think I’m crazy for doing it, especially in Saskatchewan with our winter conditions,” he said. “They just think cold, bad roads, no thanks.”

For Mackenzie Lapchuk, on the other hand, who is an apprentice technician with Cervus Equipment Peterbilt, trucking is a viable career choice for many he knows.

“Career opportunities in the trucking industry, myself and my peers see an endless choice of

opportunities,” said Lapchuk, who added many of the employees he works with are in their 20s.

But how Lapchuk’s peers approach the industry differs, chronicling how two of his friends are ready to purchase their own trucks, one planning to get a brand new 2018 with all the bells and whistles, while the other preferring to opt for a 2000 Kenworth model.

“He wants nothing to do with technologies, aftertreatment, or anything like that,” said Lapchuk. “He goes ‘No way. My dad drives an older truck, my brother drives an older truck, I’m going to drive an older truck and that’s all there is to it.’”

As for what he and his peers look for in an employer, Lapchuk said a decent wage, an enjoyable workplace, benefits, and a culture that puts as much effort into him as he does them is what would be looking for.

Flexibility – or a work-life balance – was also top of the list for many younger workers, according to Brenda Cuthbert, HR manager for Siemens Transportation.

Cuthbert said independence, a meaningful position with the company, and mentor and not a boss, respect, and appreciation were also important to millennial candidates.

“So honestly, don’t we all want that?” Cuthbert said. “I’m not sure there is much difference between baby boomers and millennials. I think one generation brought experience to the workforce and the other generation is bringing technology.”

Asked about whether an increase in pay would alleviate the perceived driver shortage in the coming years, Cuthbert did not buy into the claim.

“You have to be competitive, there’s no question there, but improving the driver’s lifestyle is what is key here,” she said. “Increasing salaries doesn’t give you job satisfaction. It may get the drivers or employees in your front door, but it will not keep those employees.”

Part of that improved lifestyle, said Cuthbert, is a company’s efforts to mimic a long-haul driver’s home life as much as possible.

“Drivers want the comfort to follow them on the road,” she said, “so as companies we need to find a way to give them the home experience when they are away.”

The Future of Trucking panel, which was the third installment of Newcom Business Media’s discussion on both the new generation of workers and the impact of new technologies, took place in conjunction with the Saskatchewan Trucking Association (STA) annual AGM and Awards Gala in Regina Oct. 21. **TW**



From left: moderator Lou Smyrlis, Randy Fleming, Brenda Cuthbert, Mackenzie Lapchuk, Cass Pidmen, Heather Day, Kyle Favel, and moderator Derek Clouthier address “The Future of Trucking” during a panel discussion Oct. 21 in Regina.

Drivers going nowhere

Addressing the impact of new technologies, such as autonomous vehicles, platooning, and electric powertrains, Randy Fleming, district sales manager for Volvo, said despite what many see in the media, autonomous trucks will not mean the end of the driver.

“I don’t see drivers going away,” Fleming said. “Everything that we’re rolling out today from a technology standpoint are to help our drivers do a better job, it’s not to replace the drivers.”

Fleming said the push today for driver assist technologies is driven primarily to increase safety.

“With 93% of commercial vehicle accidents involve human error, that is a huge opportunity for us to possibly automate some of the functions of the driver in order to take away some of those human errors,” he said.

Fuel efficiency was another key motivator for trucking companies and government bodies.

“We’re all in this make money, and if we can create product for our customers to use that drives a better bottom line for them, then we’re going to introduce leading edge technologies that will cause better fuel efficiency,” said Fleming, “given that fuel is one of your top two costs in operating a trucking company.”

Kyle Favel, owner of Favel Transportation, said he doesn’t see how a fully autonomous truck would help his business, but driver assist is something drivers would find rewarding.

“The driver is engaged so we’re not getting rid of the driver any time soon. But if we can make their day less fatiguing, right on,” Favel said. “A driver assist platform is probably going to be better for us as fleets.”

Employing owner-operators, Favel said many experienced drivers are opposed to the rapid pace and use of technology.

“They’re always skeptical of anything new,” he said. “We still have guys in our fleet that will not adopt a DPF or NESER system.”

As for platooning, Fleming said there has to be a return on investment for the technology to make sense – research shows the lead truck sees a 4.5% improvement in fuel efficiency and the second anywhere between 8-10% – and introducing technology for technology’s sake is not the way to approach things.

Day added she needs to see that a technology is proven to work and is safe before investing in its use.

“If we were to invest in everything,” she said, “we would probably not have the technology around long enough to see a return on our investment.” **TW**

Four elements of a successful tire management program



By James Menzies

Tires represent one of a fleet's largest operating costs, so having an effective tire management program is essential. But that doesn't mean it has to be overly complex. Even small fleets without a dedicated "tire guy" can put in place a simple, but effective, tire management program.

Mark it on the calendar

Mike Buck, president of MCB Consulting, is a fan of using a calendar, and his consulting firm has helped several fleets reduce tire costs by implementing one. Most tire manufacturers offer tire calendars that can be installed on tractors and trailers.

"It can be used to manage your tires if you can't afford air inflation systems and you can't thoroughly inspect every tire in every yard every day," Buck explained.

Every time a unit's tires are given a thorough visual inspection – inflation, tread depth, wear patterns – the day of the month is written into that month's square (ie. a 3 would be placed in the November box to indicate an inspection was done Nov. 3).

"It's located right by the grab handle and everybody walking the lane visually knows those tires were checked on the third," Buck explained. "Long story short, now you have calendars on your entire fleet."

Buck noted even good tires lose two to four psi per month, just due to temperature fluctuations. He said thorough tire inspections should be done every 60 days.

"It's not a perfect system, but it's better than having to try to inspect every tire every day," he said.

Tire calendars also make it easier to get drivers involved in tire maintenance, as they can tell at a glance when their tires were last inspected.

"It takes a little bit to get started, but I've implemented a tire calendar in numerous companies and it really turned their tire program around," he said.

Create a manual

Fleets of all sizes should also produce a tire manual, which can help keep tire vendors accountable. It can be as long as 25 pages and should include information such as tread depths, when tires should be pulled, recap spec's, wheel finishing information, etc.

"There's no gray area, it's right there in that tire manual in black and white," said Buck. He said vendors should sign off on the tire manual and agree to follow the policies contained within, rather than using their own discretion when it comes to replacing tires.

"We review the document with vendors and they're going to sign off on it – if not, we get a new tire vendor," Buck said. "If you don't have those things in black and white, they may recap a tire that's 10 years old and has had four repairs. That's what the tire manual is all about, holding them accountable to your exact spec's."

Buck also recommends having a simple two-page, laminated tire guide in the shop that mechanics can reference when making tire decisions in the shop. It should include details such as inflation pressures, and the tread depth at which tires should be pulled.

Pressure points

The most effective way to reduce tire-related roadside service calls is to

monitor inflation pressures – and not only with the thump of a hammer.

"It has to be part of normal business. If a unit comes into the shop for anything, check the tires," said Taki Darakos, vice-president of maintenance for Transervice. "We have master gauges in our shops and air gauges that can be calibrated. On occasion, we have found that our vendors' gauges can be out of calibration. You could end up with a fleet where air pressures are consistent, but maybe over- or underinflated."

Buck agreed. "You have to have a master gauge and mechanics have to check it a minimum of once

weekly. It should be calibrated once a quarter and it has to be dead on."

Both insisted thumping the tires with a hammer is not an adequate way to determine if their inflation pressure is on spec'.

"Lots of folks say they can (tell)," said Darakos. "If a unit is severely underinflated, maybe you will notice, but the experts will tell you that it's not good enough to just thump a tire and I trust them."

Buck put this theory to the test. He did a tire blitz with one fleet he worked with, and challenged tire experts to identify tires at 80, 90, 100, and 110 psi using only a hammer. He even offered \$25 to anyone who could identify each tire using the thump test.

"I never lost a dime," he said. "Not one of them could tell the difference between psi and these were tire guys who've been doing tires all their lives."

Inspect your scraps

Before discarding scrap tires, inspect them with your tire vendor to identify possible causes of premature failure, advised Darakos.

"Do a monthly scrap audit with your dealer," he suggested. "There are a lot of lessons learned from looking at tires pulled off, set aside for disposal or to be retreaded. In some cases, you can pick up warranty dollars or maybe identify an issue. This helps the relationship and also allows you to see what is really going on with the fleet. It should be done monthly so that the piles of tires do not get too high." **TW**

If tires could talk

When Craig Matta of Stand Alone Tire visits a fleet's yard, he is drawn immediately to the rubber. He's not just looking for tires with obvious signs of damage, such as puncture holes – he examines the tires closely to identify issues within the fleet that could be contributing to reduced tire life. So, what exactly is he looking for when he can be seen running his hands over a tire tread?

"Basically, I'm looking for any irregular wear," he explained. "A lot of trailers have alignment issues, and the inside shoulder is often wearing a little faster than the outside shoulder. If there's more wear on the inner shoulder, then I'll tell the customer the trailer has some alignment issues."

He also looks for flat spots, "especially with winter coming, because a lot of guys are leaving before their trailer brakes are disengaged – which is caused by the air lines freezing up – and they're dragging their trailers."

Matta will also measure tread depths to ensure a set of duals is not mismatched.

"A lot of times, tires will get replaced on the road and the guy will put a brand new tire on beside a tire that's half worn down. You have to match them up to be at the same tread depth," he explained. He has even seen instances where a tire vendor replaced a blowout with a wrong sized tire at roadside, because it's the closest match they had with them. This results in one tire carrying a disproportionate load.

In some applications, tires on one side of a truck or trailer will receive more abuse, so rotation is advised.

"With trailer tires, you'll get more scrubbing on the right-hand side, just because they scrub the curb," Matta noted. **TW**





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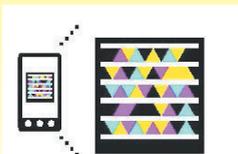


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TRUCK NEWS

Shippers' technology demands increasing

Leading carriers becoming more technology-driven

By James Menzies

MISSISSAUGA, ONTARIO

Shippers are demanding greater visibility of their freight movements, and more advanced technologies from their trucking providers.

That was a message from carrier executives who participated in a shipper-carrier roundtable at the Surface Transportation Summit Oct. 11.

Eric Warren, vice-president of business development with Hercules, said eight of the company's 500 staff members are in information technology (IT) and he feels the trucking company he runs is as much a technology company as it is a trucking provider. Mike Ludwick, chief administrative officer for Bison Transport agreed.

"We are seeing a much more educated buyer of freight services than we ever have," he said. "They have lots of information and they want a whole bunch more. The key factors they're looking for are reliable capacity and freight visibility."

Many shippers are now demanding deliveries be made within 10- to 15-minute windows, noted Warren, which is especially challenging in an LTL environment.

Hercules has been adapting by equipping its drivers with handheld devices, so they can handle more of the transaction than in the past.

"We've been trying to get more functions done by one person," Warren said. "The driver at the point of delivery is getting the receiver's name entered into the handheld. It's one less job that has to be done when the delivery receipt comes back to the terminal."

"The pull of technology in our business is really powerful," added Ludwick. "Our IT group is growing faster than any other part of our business...We are concentrating on self-service tools for our drivers to give them access to the information

they want, when they want it, where they want it."

Bison noticed some time ago that every new hire already owned a smartphone, and wanted to use it. So, the company is providing tools to allow drivers to access information on their own devices.

"Our hope is that it also has the side effect of maybe widening the (pool) of people interested in our business," he said. "We have technology in the truck, and in the handheld, and in the cab, that can make the job more interesting and better and maybe that gets us a new candidate into the truck."

Implementing technology is easy, Warren noted, properly utilizing it is the challenge. He cited trailer tracking as an example.

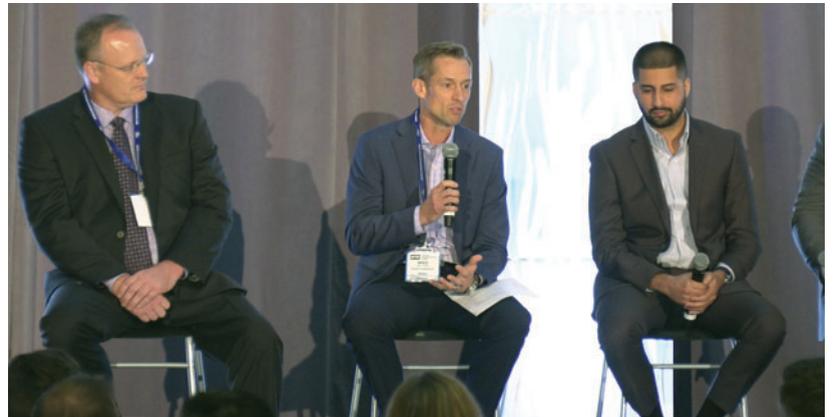
"Buying the stuff is a stroke of the pen, that's the easy part. Wringing out every possible dollar out of the investment is tough to do."

"It's been refreshing for us, the last little while, that shippers are much more interested in having a conversation on how we can work together to take waste out of the system."

— Mike Ludwick, Bison Transport

There was no adversarial tone to this year's shipper-carrier roundtable, with carrier representatives suggesting downward pressure on pricing seems to be easing. Carriers also reported strong demand for their services.

"It's been refreshing for us, the last little while, that shippers are much more interested in having a conversation on how we can work together to take waste out of the system," Ludwick said. "We are happy to have those conversations



Shipper and carrier representatives gathered at the Surface Transportation Summit to discuss issues that could improve the supply chain.

and hope they can make both our businesses more efficient."

He noted the cost of trucking has gone up substantially in recent years, and rates have not kept pace.

"The spot rate in the trucking market is less this year than it was in 2014," Ludwick said. "That is just not sustainable for fleets. It has started to change in the last quarter or two."

Anna Petrova, senior supply chain leader with Ferrero, said most discussions she has with carriers center around efficiency, not price.

"How can we create more efficiencies together?" she pondered. She welcomes the upcoming electronic logging device (ELD) mandate, as the devices could help to identify where in the supply chain waste exists.

"Hopefully carriers will understand waiting times, and it can become a fact-based conversation, which in the end can also save shippers some money," she said.

Hugh MacDonald, director, logistics and distribution with Wajax, agreed.

"When a carrier does come in and talk about a rate increase, we know wages are going up, we know there are costs associated with maintaining good people, we know there are equipment costs, technology costs. It goes back to efficiencies and how we can understand how to help each other out," he said.

MacDonald and Petrova both said they're not concerned about the impending ELD mandate affecting their ability to find trucks to move their loads.

"I do not anticipate that to disrupt us in a negative way," Petrova said. "We deal with large companies like Bison, and it's something they know how to deal with."

But carriers on the panel said not everyone is ready for the mandate, and it will put pressure on capacity.

"There's going to be a capacity crunch based on strong demand and the ELD, and we think it's time for it," said Ludwick.

In an LTL environment, Warren said ELDs will help identify shippers that are slow to load or unload.

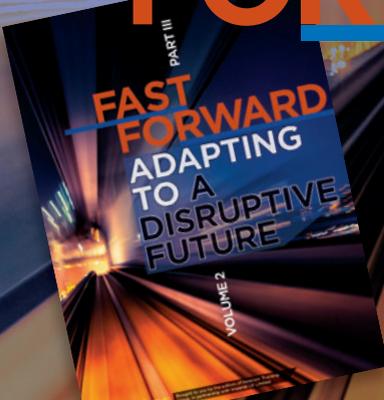
"We are able to track everything and bring this information to the customer. Previously, drivers may have written it down or passed it along to dispatch. Now, it's very exportable, in a format you can give customers and have a meaningful conversation about," he said.

"The ELD mandate raises the spotlight on driver time," Ludwick added. "If we are doing something in our network that wastes drivers' time, we're going to have to change that. I think that's a really good thing and it makes the profession less sensitive to all the things that are outside the driver's control." **TW**

FAST FORWARD



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PART III VOLUME 2

ADAPTING TO A DISRUPTIVE FUTURE

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Mark Dalton: Owner-Operator

By Edo Van Belkom

THE STORY SO FAR

Mark gets a call from Bud informing him that the OPP are looking for him. Mark immediately shuts down his phone and does his best to avoid any contact with the police...

Further south on Hwy. 400, Mark came upon the Ministry of Transportation's Inspection Station outside Seguin, Ont. It was a bleak sort of stop, so much so that Mark had forgotten it was coming up. When he saw the flashing lights signaling trucks to pull in for inspection, Mark's heart seemed to leap into his throat.

"I'm screwed now," he said aloud. Mark was pulling an empty trailer, so weight wasn't an issue. And he'd done several good circle checks on this trip, so the condition of Mother Load and the trailer wasn't in question. Even his logbook – something so many drivers fudged or altered to get a load delivered or otherwise bow to the demands of their employer – was in perfect order. No, all Mark was worried about was that he was wanted by the OPP and if he pulled off the highway or onto the shoulder or otherwise tried to avoid the inspection station, he'd be fined and no doubt discovered.

This was it, he thought. He had no choice but to pull into the inspection station and let whatever happened happen.

Mark geared down, slowly easing Mother Load into an idle and gliding onto the scales. His weight wasn't an issue and even from a purely visual standpoint his rig looked to be in top shape. Still, the MTO officer in the chicken coop signaled for him to pull over. And even though his heart was already racing, it skipped a beat when he saw an OPP cruiser sitting in the secondary inspection area.

"They didn't have to come looking for me," Mark said. "All they had to do was wait until I drove into their web."

Mark pulled to a stop and left Mother Load idling. An MTO officer exited the chicken coop and headed toward him. At the same time the OPP constable got out of his cruiser and met up with his MTO counterpart. Together they closed in on Mark. Mark got out of Mother Load to meet them head on.

"This shouldn't take long," the MTO officer said with a smile. "It looks like you take care of your truck."

Mark smiled back at the woman. Sure, he thought, play it cool, then close in for the kill. As she began her inspection of his rig, Mark decided to beat them to the punch. He turned to the OPP officer. "Okay, you got me!"

"What are you talking about?" the officer said.

"You guys are looking for me."

"We are? Why is that?"

"I don't know," Mark said. "But one of your officers has been trying to find me for a while now."

"And you don't know why?" The officer's eyebrows rose up slightly at the question, hinting a bit of sarcasm.

Canada's Most Wanted - Part 2 -

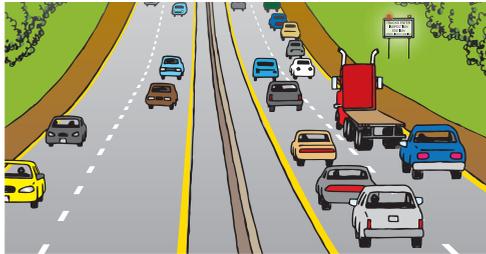


Illustration by Glenn McEvoy

"I really don't. But you've got me now so let's get this over with."

"Okay. Do you have any weapons on you or anything that might hurt me?" was the first thing the officer asked, his tone suddenly all business.

"No."

"Come over here to my cruiser. I just want to give you a quick pat-down search for my safety."

Mark followed the officer over to his car and put his hands on the hood.

"You have any mental health issues, sir?" he asked, emptying Mark's pockets of their belongings.

Mark was stunned by the question. "No, why?"

"Standard question." He gave everything back to Mark except his driver's licence then asked him to get into the back of his cruiser.

Inside, the officer ran Mark's driver's licence on his mobile computer, then accessed his identity on CPIC, the Canadian Police Information Computer.

"Well, well, well..." he said.

"What? What is it?"

"You show up a lot on the system."

"I do?"

"Yeah, but it's usually as a witness or someone assisting during an incident."

Mark didn't know what to think. "I do tend to help people a lot. I didn't know that kind of stuff would turn up on the police computer, though."

"All kinds of things show up on the system. Some good, some bad."

"Like warrants for my arrest?"

The officer nodded. "That would show up here, but there doesn't seem to be anything current on you. As far as I can tell, no police agency in Canada is looking

for you. If they were, we'd see a 'Hold' or something and I'd have to take you into custody."

"But there isn't one?"

"Nope, as far as I can tell you're good to go."

The officer got out of the cruiser and opened the back door so Mark could get out.

"He's clear," the OPP officer told his MTO counterpart.

"And your truck's good too."

"You mean I can go?"

"Yes, please."

Mark hurried back to Mother Load and wasted little time getting back on the highway. He was relieved, but also perplexed "What in the world are they calling me about?"

Back on the 400 heading south, Mark turned on his cell phone to see if he'd missed any calls. There were plenty, especially from Bud and someone calling from an unknown number. Just then the phone came alive with the familiar "This Buds for You" jingle. Mark answered, "Hey Bud's."

"Listen, that copper keeps calling me. Why don't you answer your phone?"

"Would you answer?"

"You haven't been answering my calls either."

"I shut off my phone."

"That's no way to run a business in this day and age." After a pause, Bud said, "You know, this isn't something this cop is going to forget about. It's not going to go away by ignoring it."

"No, I guess not."

"He left his number again. You want me to give it to you?"

"No, I've got it," Mark said. He took a deep breath and let out a long sigh. "I'll call him."

"Good, you'll feel better for it."

Mark hung up on Bud and dialed the officer's number. Mark was surprised that it was a direct number, not something that went through OPP dispatch.

"Frauds, Constable Camacho speaking," the officer answered.

"Uh, constable? My name is Mark Dalton. I understand you want to talk to me."

"Oh, hey, yeah, how are you doing? I've been calling you for what seems like days."

"Well, you got me now. What's the bad news?"

"No bad news. Actually, it's good news. The OPP wants to give you a civilian citation for your help breaking the Chennai trucking case. That put a big dent in insurance fraud in the trucking industry all across Ontario."

Mark was speechless, but managed to say, "You mean you're giving me an award?"

"Yes, sir. There's a dinner to attend and everything. It's actually a pretty big deal. Congratulations!" **TW**

Mark Dalton returns next month in another adventure.

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Pot, ELDs, and NAFTA top issues facing Canadian transportation



The impending legalization of marijuana next summer will create issues for employers, who should be allowed to conduct drug testing, the CTA contends.

By James Menzies

MISSISSAUGA, ONTARIO

The legalization of marijuana, the electronic logging device (ELD) mandate, and the possible reworking of NAFTA are three of the biggest issues facing the Canadian transport industry, according to panelists at the Surface Transportation Summit Oct. 11.

Stephen Laskowski, president of the Canadian Trucking Alliance and Ontario Trucking Association, said Canada has dropped the ball when it comes to protecting employers when marijuana becomes legalized next July.

"The decision was made to legalize marijuana. That's fine, we're moving on. But the issue here is, the government must have the fortitude to stand up beside employers and say that in safety-sensitive positions we're going to allow drug and alcohol testing," contended Laskowski.

Employers will have difficulty determining whether or not their employees are high on the job, as there is currently no test available that determines impairment.

"This was rushed from the beginning," Laskowski said. "It's a complicated issue."

The rail industry is equally concerned, according to Gerald Gauthier, vice-president of public and corporate affairs with the Rail Carriers Association of Canada.

"Our concern is the impact of marijuana on safety-sensitive positions," he said. "It's a drug. It has an impact on your concentration."

Gauthier shared Laskowski's concern that employers won't be able to easily determine when employees are using the drug on the job.

"It's not always apparent the person is under the influence and we currently have no means to test it," he said. "There is no legal impairment level set by the government and no technology that is ready to use."

The Canadian version of the U.S. ELD mandate should soon be posted in the Canada Gazette, Laskowski said.

"It's not going to change the hours-of-service rules, but it's going to change how it's reported, and that's a big change," he explained. He said shippers will need to work with carriers to better manage the supply chain.

Bob Ballantyne, president of the Freight Management Association of Canada, said his members are eager to do so.

"There's going to have to be a lot of cooperation," he acknowledged.

Laskowski said it's estimated only 30-40% of carriers are currently using ELDs. Implementing them, he said, can require a 12- to 18-month transition period.

Asked if drivers and owner-operators will exit the business rather than adopt ELDs, Laskowski said most fleets report drivers come to like them.

"Time is money," he said. "Drivers no longer have to fill out paperwork. It's easier to audit. There are a lot of other time savings that equal money at the end of the day."

The renegotiation of NAFTA was another concern listed by the panel. Ballantyne said three quarters of Canadian exports go to the U.S., and half our imports originate from there.

"So, in terms of trade, it's the most important relationship we have," he said. "We had big trade with the U.S. before NAFTA existed and we will continue to have trade, regardless of what happens. But there could be disruptions and that would be bad."

But Laskowski said the ongoing NAFTA talks at least provide an opportunity to get trucking issues back on the table with government. He noted the CTA made submissions to government on more than 13 areas that could be improved with regards to border operations.

"Getting the attention of government on some of our micro issues in transportation is difficult," he said. "Here is an opportunity...we have a wonderful opportunity to modernize NAFTA. There are a number of issues we'd like to work on as the trucking industry, and hopefully we'll get an opportunity to discuss them." **TW**

Why not accommodate older workers?

Dear editor:

With the apparent driver shortage, why would the industry not try to entice all the older guys who have quit for whatever reason, back into the industry?

They have a wealth of knowledge and experience. This could be used not only to fill the immediate gap, but also to partner up with new people and possibly mentor them and therefore create some really good new people in the industry.

Paul Paton

ELDs stripping drivers of their freedom

Dear editor:

I have been a trucker since 1991, and enjoyed the freedom of the road and not having anyone looking over my shoulders. Now, with the electronic logging device (ELD) mandate, this obviously changes trucking.

I believe this has absolutely nothing to do with safety whatsoever. I feel more like an Android: I now have to drive even though I am tired, to use the windows this piece of crap gives me. I used to pull over when I needed a nap, but I also have to make a living, so safety is out the window and I need to push it.

ELDs are only pushed for by the big companies to force little ones out of business, to gain total control of the market, thus dictating the prices.

The fight for more information about individuals is raging, and a little bit more freedom is gone thanks to controlling and analyzing drivers, studying their behaviors, making mindless automations out of them. I will definitely think about doing something else, the drive to do my job is wearing thin.

The big guys know this and some day, the old guard will be gone and young replacements will know no better.

Roland Baranek



Driving Uptime

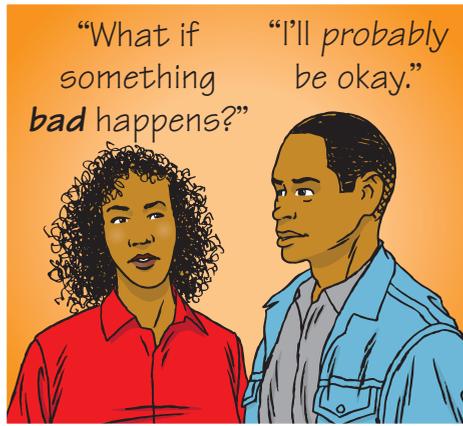
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The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom



Vic gets a load of auto parts headed for two distributors in east Texas. He's happy to have a nice long haul to drive, but he's not too thrilled with the destination. Each time he has gone deep into the southern United States, he has been hassled, arrested, or just treated poorly. However, it's a good load, good money and could turn into a really good regular run.

His wife has concerns and doesn't want him taking the load, but Vic assures her he'll be fine, even though he's not all that sure himself.

Later in the day, Vic picks up the load and heads south. Just over the border, he stops at a truck stop for fuel and some food. In the convenience store at the stop, Vic sees a bunch of red ball caps on sale with "POTUS," "FLOTUS," and "MAKE AMERICA GREAT AGAIN" embroidered on them.



Illustration by Glenn McEvoy

Vic can't be sure if the display is a joke or he was in some sort of Republican stronghold. He wasn't all that far south yet, but then maybe the store owner was a fan. Regardless of why the hats were on sale here, Vic knew he had to be careful... or bold. Vic buys a "MAKE AMERICA GREAT AGAIN" hat and looks forward to showing it to his wife when he gets back.



Later, Vic crosses the border into Texas. As he's driving he notices other drivers taking extended looks into his cab as they drive by. They must not see many Canadian drivers in these parts, he thinks. When Vic arrives at the first of his two stops, he puts the hat on the passenger seat so no one could see it while he was being unloaded. The receiver walks around with a scowl on his face and when Vic asks a question, the man snaps at him.



Vic wants to believe that this receiver was a kinder, gentler man than the first, but he knew he was being treated differently because of the hat and the message it was putting out.

Vic was never so glad to get away from somewhere since he left Africa. But the first visit gave him an idea. At the second stop, Vic puts on the red hat and wears it into the warehouse.

The hat seemed to work like a charm, as he'd never had a pleasant delivery this far south of the border.



After completing his delivery, Vic gets a return load back to Canada. At this stop, he wears the hat and he is in and out of the yard in no time at all. Some of the other drivers even waved at him as he was leaving.

Vic had taken the hat off somewhere between Indiana and Ohio and left it on the passenger seat the rest of the way home. He had time to think about it and he'd decided he was never going to wear that hat again. Vic had never tried to be something he wasn't before in his life and he wasn't going to start now. It pained him to pretend he was okay with everything the hat represented and he vowed he would never do it again.

When he reached his Canadian delivery destination, the first thing Vic did was toss the hat into the first trash bin he saw.



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Predicting weather and road conditions for safer travel

WINNIPEG, MANITOBA

Those traveling through North America are now able to employ the use of the new weather prediction service Road Weatherlogics.

Developed by Winnipeg, Man.-based Weatherlogics Inc., the web-based platform is designed to predict future highway conditions and is aimed at helping transportation companies reduce the risk of the affect unpredictable weather can have on roads.

“Our proprietary modeling system takes into account every weather variable so we know exactly how incoming weather

will affect a highway,” said Scott Kehler, chief scientist behind Road Weatherlogics. “Road Weatherlogics accounts for road, soil, and air temperatures, along with the expected rain and snow totals, humidity, wind, and incoming sunlight. By combining all this information, we can predict exact how the weather will affect a highway.”

With predictions up to 48 hours in advance, the new service will help dispatchers make optimal decisions when routing freight to destinations. **TW**

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MARK YOUR CALENDAR

Inspiring next generation no problem for Berry and Smith Trucking

By Derek Clouthier

PENTICTON, BRITISH COLUMBIA

Family businesses are special for a reason. There is a special connection one has to a company when it is part of their family, and a desire to carry on that family legacy becomes ingrained.

At Berry and Smith Trucking, the third generation is just now starting to step into their roles at the family business, something Matt Berry believes is an important step in the company's progression.

"The third generation allows continuity for customers and staff knowing that Berry and Smith Trucking will be carrying on looking after our customers," Berry said, admitting that over the next decade, the company will face the challenge of having to hire a lot of new staff with many current employees eyeing retirement.

"There is a lot of expertise and knowledge that we have to train new people on," said Berry, "so this will also be a focus for us to start this process early and commit the resources needed to ensure it takes place."

Navigating his role as company president, Berry joined Berry and Smith Trucking in 1985, 12 years after his older brother, Mark, both looking to carry on the legacy of their father, Stu, who launched the business in 1954 with Ted Smith.

Starting with small, single-axle trucks hauling fruit boxes, coal, and general freight around Naramata, B.C., the company grew as more work became available.

"It was hard, physical work with a lot of hand loading and unloading," said Matt. "The days were spent using the equipment and the evenings spent doing repairs, all while both men were raising young families. This work ethic afforded them a reputation of being hard working guys who gave good service and a big effort, so business continued to come in and the company was able to expand."



Matt Berry, president of Berry and Smith Trucking, says his company will continue to look to hire new staff as they forge ahead into the future.

After purchasing larger trucks and getting into tractor-trailers, Smith sold his share of the company to Stu in 1970 and became a fireman. Maintaining their friendship and admiration for each other, this theme of respect trickles down to how Berry and Smith Trucking deals with its customer base.

"The company has always maintained a customer-first focus," said Matt, "making sure the staff who were hired were customer focused, had the right attitude and work ethic, and if they were not already a good driver, could be trained to become one."

Today, Berry and Smith Trucking hauls general freight pretty much anywhere in Canada and the U.S. with a focus on the Pacific Northwest. They operate a combination of 53-foot vans and flat deck equipment, transporting a variety of products, such as tubs and showers, insulation, wood beams, wine-related products, equipment, and anything else they can move safely.

Being a company that moves freight cross-border, Matt said when it comes to regulations, one thing must be kept in mind – they are there to enhance safety and security.

"If we can get our heads around why these processes are in place then it helps how we will view and respond to what is being asked," he said.

Matt said taking steps prior to a load crossing the border can help

things move more smoothly, such as pre-notifying border agents and taking advantage of programs like Customs-Trade Partnership Against Terrorism (C-TPAT) and Partners in Protection (PIP).

But there are some areas he would like to see improvement.

"The escalating fines and penalties through the Administrative Monetary Penalty System (AMPS) is a system that needs refinement," Matt said. "There needs to be recognition for a carrier's frequency of loads crossing the border and compliance ratio targets that are acceptable."

Matt also says there are unfair cabotage rules in Canada, where Canadian operators are not permitted to transport freight on a point-to-point basis with the U.S., yet the rules are not the same for foreign carriers operating in Canada.

"It's important to have a system that is fair to all parties and not offer a competitive advantage to non-Canadian operators," Matt said.

As for the ever-contentious issue of mandatory electronic logging devices (ELDs), Matt is a true believer in their value to bring better safety and a leveler playing field to the industry.

"The hours-of-service that are in effect are there for good reason and it's up to all of us to work within the legal hours-of-service allowable for Canada and the U.S.," Matt said, adding that the responsibility lies

with all involved in the transportation process. "There is something wrong with the system we have created if we have expectations of drivers working beyond legal hours of service. Part of the carrier's job is to help shippers plan a viable shipping schedule and to help educate them on the rules that industry must comply with and be proactive in making suggestions on improvements that could be made that ultimately would benefit them."

With the government's carbon tax policy, Matt would like to see trucking companies that employ the use of green technologies eligible for tax rebates to help offset an ever-growing expense.

"New equipment is extremely expensive and has far outpaced inflation rates," he said, "so incentives in this regard would be a very real way of putting a portion of the carbon tax collected toward carriers and operators doing the right thing."

It's clear that Matt's knowledge and passion for the industry is rooted deeply within the family business his father created 63 years ago.

And with his nephew, Kaolin Mallette, a red seal commercial transport mechanic and lead hand in Berry and Smith Trucking's shop, and his son, Parker, a recent business degree graduate with a Class 1 license and now learning dispatch within the various operations in the company, it looks like that knowledge and passion will endure for generations to come. **TW**



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