

# TRUCK NEWS

Eastern Canada's Trucking Newspaper Since 1981

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A campaign is underway to have a concrete barrier installed along Ontario's "Carnage Alley."

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Our annual Calendar of Events allows you to begin planning what will be a busy 2018.

## High expectations

Signs are pointing to a strong 2018 for trucking

By James Menzies

**TORONTO, ONTARIO**

Expectations are building for a strong and profitable trucking environment in 2018. Freight volumes are strengthening, rates are improving, and the U.S. and Canadian economies continue to grow.

Business inventories are better balanced than last year, and the U.S. electronic logging device (ELD) mandate is expected to remove capacity from the marketplace. All these indicators point towards a strong year for the trucking industry.

**Freight demand strengthening**

U.S. for-hire truck tonnage increased 3.3% in October, and was up 9.9% year-over-year, according to the For-Hire Truck Tonnage Index from the American Trucking Associations (ATA).

That marked the largest year-over-year increase since December 2013, ATA reports. Year-to-date through 10 months, the index is up 3.1% compared to the same period last year.

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Elon Musk introduces the Tesla Semi, which he claims can go from zero to 60 mph in five seconds.

# An electrifying debut

Tesla unveils electric Semi amid much fanfare

By Steve Sturgess

**HAWTHORNE, CALIFORNIA**

Tesla hit the streets running with its much anticipated "Semi" Nov. 16 at a reveal party attended by the world's press, Tesla officials, and employees from both the assembly plant in Fremont, Calif., and the Giga Li-Ion battery plant in Nevada. No static launch for CEO and product architect of Tesla, Elon Musk, as he stepped down from the cab of the much-heralded truck to highlight its features before a sea of fans.

And it was not just one static prototype on stage, but two models of the Semi that roared into a hangar at the Jet Center, a private-plane airport adjacent to Los Angeles International Airport in Hawthorne, Calif.

To rousing cheers from an audience of around 1,200 people, Musk extolled the performance features of the Semi: a range of 500 miles, zero to 60 mph in just five seconds, zero to 60 of a fully freighted, 80,000-lb tractor-trailer in just 30 seconds. But most significantly for the truckers in the audience, a cost per mile of US\$1.25, comparing favorably to today's diesel truck operating costs of \$1.51. He did not specify the trade cycle or the structure of the financing, but did say

that Tesla was aiming for zero breakdowns in a million miles of operation.

According to Internet reports, truckload carrier J.B. Hunt is among the first carriers to publicly reveal it has reserved the truck, saying it has reserved "multiple Tesla Semis."

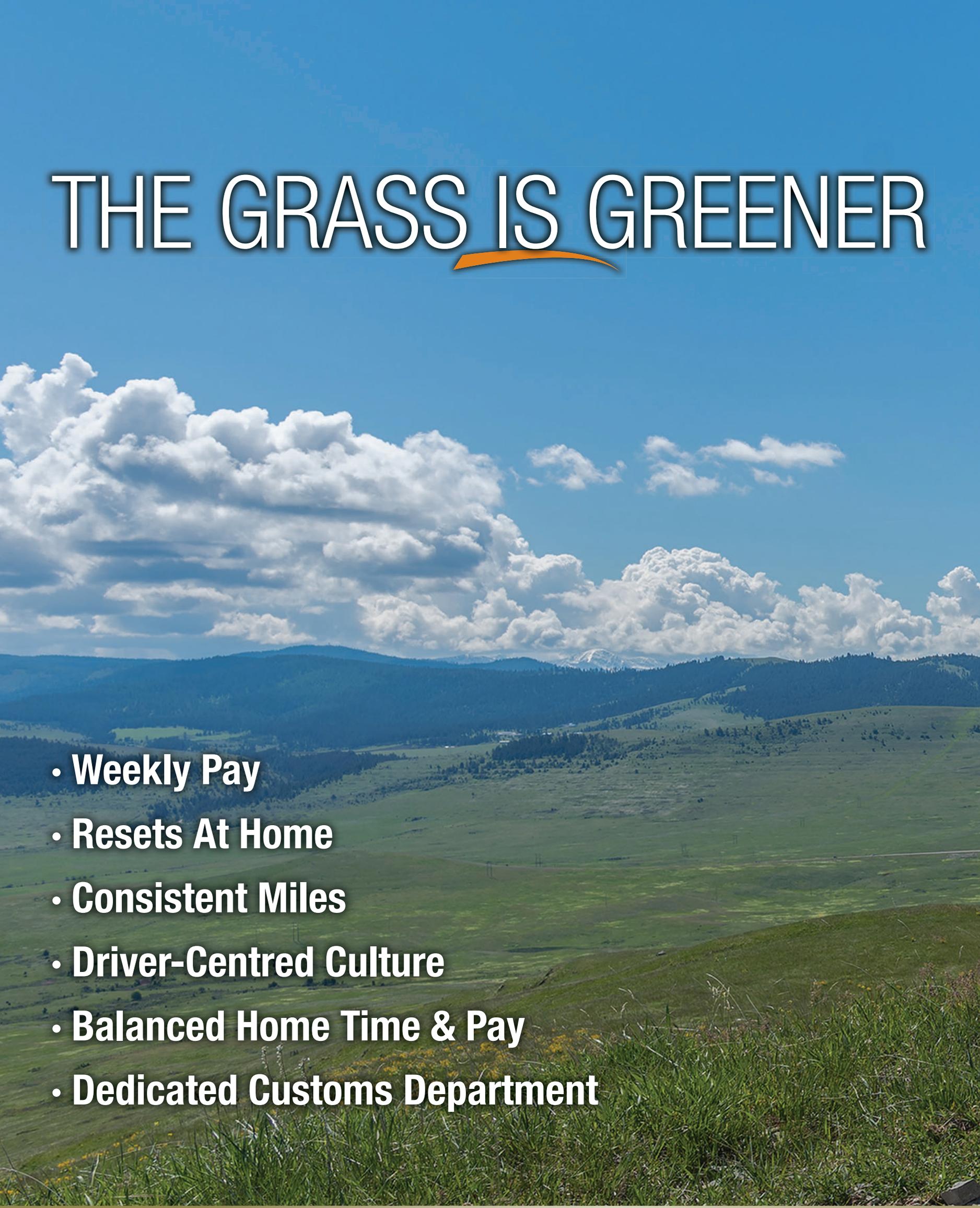
"Reserving Tesla trucks marks an important step in our efforts to implement industry-changing technology," said John Roberts, president and chief executive officer at J.B. Hunt. "We believe electric trucks will be most beneficial on local and dray routes, and we look forward to utilizing this new, sustainable technology."

Production is due in 2019.

In reality, the reveal confirmed what the spy and tease photos had already disclosed: a cab forward Class 8 truck with exceptional smooth lines and promised great aerodynamic performance, a fact highlighted in Musk's remarks. He said that the 500-mile range was enabled by exceptional aerodynamics, with the Semi scoring a drag coefficient of 0.36, better even than the Bugatti Chiron's 0.38. He also noted the cab side extenders that actively fill the gap between tractor and trailer also contribute to the overall low drag. Worth noting: the tractor at launch looked like

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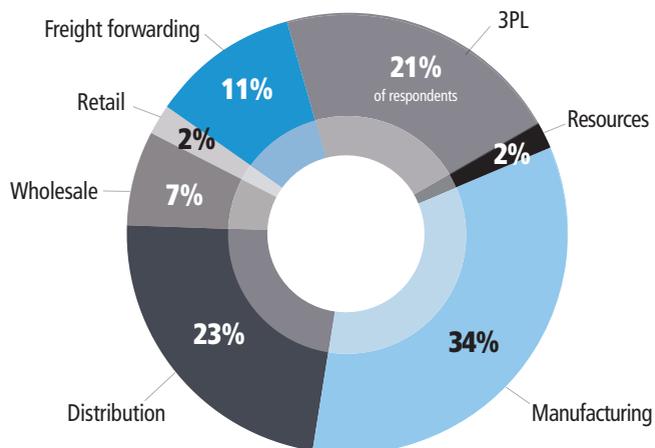
Eastern Canada shippers anticipating transportation price hikes in 2018

A strengthening economy, growing freight volumes and a general movement towards balanced capacity for most modes has Eastern Canadian shippers forecasting transportation price increases for the coming year, according to our annual Transportation Buying Trends Survey. Trucking in particular stands to gain with 6 in 10 shippers surveyed in the national research indicating they expect their base rates (excluding fuel surcharges) for TL and LTL transportation services to increase in 2018.

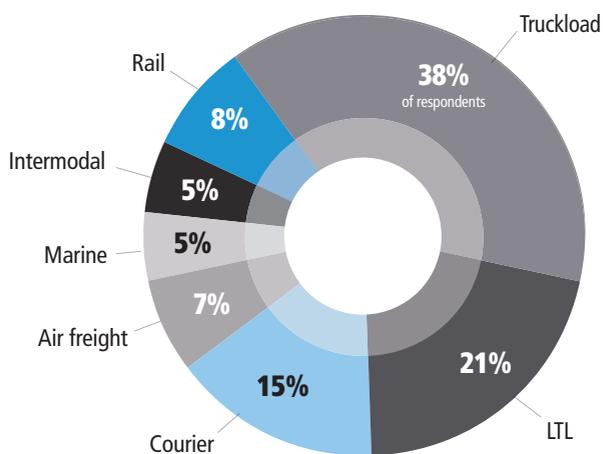


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Sector represented



Modes Canadian shippers expect to have greatest pricing power in 2018



Canadian shipper projections for core transportation pricing in 2018

	TL	LTL
About the same	26% of respondents	26% of respondents
Up 0-2%	31%	35%
Up 2-5%	25%	20%
Up 5%+	6%	7%

Canadian shipper views on current level of competitive activity between modes

View	Percentage
Well above normal levels	3% of respondents
Above normal levels	17%
Around normal levels	54%
Below normal levels	7%
Well below normal levels	4%
No opinion	16%

Canadian shipper perceptions on current capacity levels by mode

(scale of 1 to 10 1 = very loose capacity, 5 = balanced capacity and 10 = very tight capacity)

Rail	4.94
Truckload	5.41
LTL	4.70
Courier	3.70
Marine	4.50
Air cargo	4.36
Intermodal	4.94

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## Here's your chance to improve Ontario truck parking

Truck parking in Ontario is woefully inadequate. We all know that. But encouragingly, there's an effort underway to improve the situation. The province has commissioned a survey to provide insight into the problem, and to highlight specific areas where improvements are required.

The Ontario Truck Drivers' Survey is being conducted by SPR Associates. It asks, in quite some detail, about parking availability in Southern Ontario, and even about experiences drivers have encountered in specific truck stops.

It can be found and completed at [www.SurveyCentral.ca](http://www.SurveyCentral.ca). Let's be honest, refusing to take the time to complete this survey gives government an easy out – an excuse to do nothing. If the survey fails to receive sufficient response, government can then keep the millions of dollars that are badly needed to improve and add truck parking, and instead do nothing, because they have asked truck drivers for their input and concluded based on the poor response that there's no issue here.

It would be a mistake to allow that to happen. The survey's

open to all professional drivers who drive in Ontario – you don't have to live there. Truck parking in Ontario is as big an issue to the longhaul driver based in New Brunswick as it is to the Ontar-

LOOKS LIKE I'M FINALLY OUT OF HOURS!



io-based driver, when they share the same routes.

Canada seems to be moving forward – albeit slowly – towards implementing an electronic logging device (ELD) mandate, which will closely mirror that being

rolled out in the U.S. this month. One of the most frequent complaints I hear from drivers about the ELD mandate is that Ontario doesn't have sufficient truck parking available to strictly adhere to the hours-of-service rules, as will be required when all drivers are monitored electronically.

That's a poor argument, because it admits to knowingly violating hours-of-service regulations. As has been said and written many times, ELDs don't change the hours-of-service rules, only how they're monitored and enforced. That said, the impending arrival of an ELD mandate could give government some extra motivation to address the shortage of truck parking. Whatever their motivation, we should welcome the much-needed investment.

The survey also aims to find out how much money truck drivers lose each year looking for a place to park. This question was seemingly inspired by a survey in the U.S., conducted by the American Transportation Research Institute, which found truck drivers suffered US\$4,600 in lost wages each year searching for truck parking when

they could've been logging revenue-generating miles.

That amounts to 56 minutes a day per driver spent looking for parking spots – equal to about 9,300 miles a year that could've been spent putting asphalt under the bumper.

That's an attention-grabbing number, that even government will find difficult to ignore. Whether anything comes from this survey remains to be seen. To borrow a line from Ronald Reagan, I'm always a little suspicious when I hear 'I'm from the government and I'm here to help.' But not taking this survey could put this issue on the back burner for good, so it is time well spent. A warning: It's nearly 60 questions in length, so dive in when you have a bit of time to devote. Maybe on one of those rare occasions when you arrive at a truck stop and find a vacant spot sitting there waiting for you. **TN**



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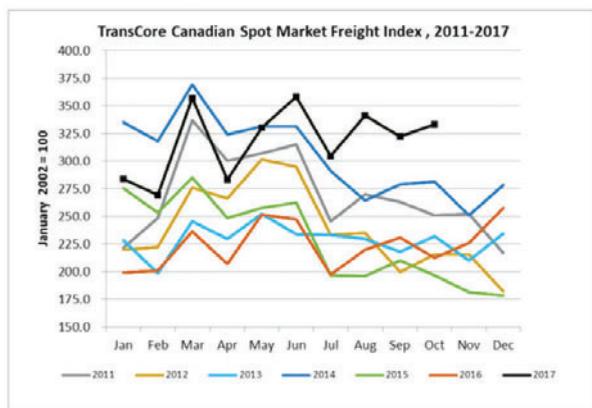
# 2018 Outlook

Continued from page 1

Truck tonnage in September declined a revised 1.9% from the previous month.

“Continued improvement in truck tonnage reflects a much stronger freight market,” said ATA chief economist Bob Costello. “This strength is the result of several factors, including consumption, factory output, construction and improved inventory levels throughout the supply chain. Additionally, the 6.7% rise in tonnage over the last four months suggests to me that retailers are expecting a good holiday spending season.”

TransCore Link Logistics reported 57% year-over-year growth in spot market load volumes posted in



TransCore Link Logistics reported improved spot market load volumes in October.

the month of October. When compared to the previous nine months, October was well above the average annual growth rate of 43%.

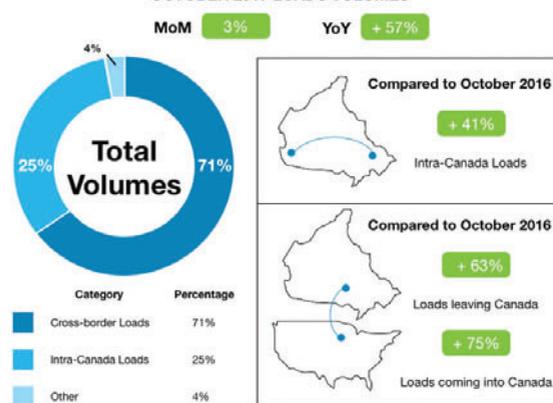
Compared to the previous month, load volumes went up 3%. October also marked the fifth consecutive

month of record-setting load volumes, TransCore reported.

### How about rates?

Tightening capacity is putting upward pressure on rates, and carriers are beginning to successfully

### OCTOBER 2017 LOADS VOLUMES



ramp up pricing. Publicly traded Titanium Transportation Group told analysts on a conference call to discuss Q3 earnings, that shippers are beginning to accept increases.

“(Shippers) are very aware the industry is looking for increases today,” said chief operating officer Marilyn Daniel, noting the cost of obtaining quality drivers is increasing. She noted a 5-10% increase in rates could be seen next year. This could also benefit drivers. Titanium announced a pay increase for its company drivers and owner-operators.

The coming electronic logging device (ELD) mandate in the U.S., set to take effect Dec. 18, could remove capacity and put more upward pressure on rates, CEO Ted Daniel added, as some fleets will have trouble adapting.

“It’s not the cost of the ELD per se,” he explained. “It’s more in terms of your ability to plan alongside shippers, to be a real partner with shippers. We have been going through that learning curve over the last one or two years.”

### ELDs and weed

The trucking industry in 2018 will have to adjust to two major regulations – the U.S. electronic logging device mandate, and the legalization of marijuana in Canada, slated to hit next July.

The Ontario Trucking Association (OTA) has raised concerns about how pot legalization will affect the trucking industry. It is calling for a zero-tolerance approach to enforcement for truck drivers.

“Ontario truck drivers have an exemplary safety record and are statistically far less likely to be driving while impaired than all other vehicle drivers – and we’d like to keep it that way,” said OTA president Stephen Laskowski. “Legalization will carry greater risks for motor carriers and we are asking for the necessary tools to mitigate that risk.”

OTA endorses a strict approach that ensures all six classes of commercial driver’s licences and G class drivers operating commercial vehicles are included in a zero-tolerance policy. OTA also asked the government to follow the U.S. approach of not differentiating between recreational and medical use of marijuana among drivers.

“If the true goal is public safety for all road users then it shouldn’t mat-

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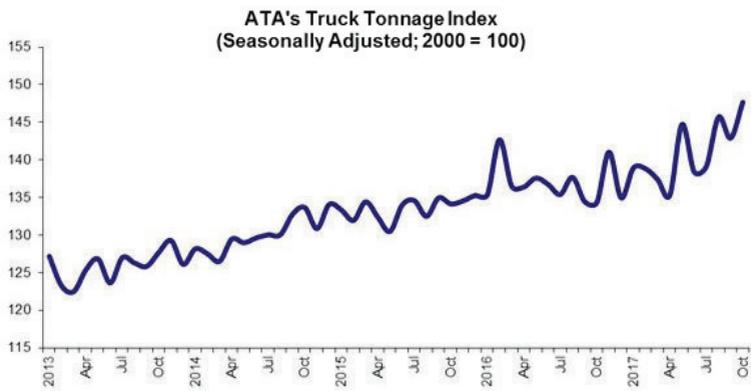
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**US Tonnage: U.S. for-hire truck tonnage is trending in a positive direction for carriers.**

ter whether it's being used for recreational or medicinal purposes," said Laskowski. "Commercial drivers are already held to the highest standards of safety and this shouldn't be any different. It is imperative employers be allowed to apply workplace measures that will mitigate additional safety risks to employees and the public that legalized marijuana could bring. It is essential Ontario and Canada provide employers legislative and regulatory backing for being proactive and doing the right thing."

The Canadian Trucking Alliance (CTA), meanwhile, is calling for greater accountability of doctors prescribing medical marijuana licences.

In a letter to Health Canada, CTA argued the government should not make exceptions for commercial truck drivers using medicinal marijuana while on the job and suggested

there should be more oversight on the medical community for prescribing the drug to workers in safety sensitive positions.

"As we understand it, many prescribing physicians are unaware of what their patients do for a living," said Laskowski. "In turn, some people who are medically authorized to use marijuana might believe this somehow exempts them from impaired driving laws. Obviously in the case of safety sensitive work, such as trucking which shares its workplace with the motoring public, this can be of serious concern."

As for ELDs, as of press time it was still unclear when Canada will adopt a mandate requiring their use. David Carruth, CEO at One For Freight, said during a webinar hosted by Omnitracs, that Canada shouldn't drag its feet.

"All of the data is there for us to make the right decision," he said. "All the case studies have been done...My question is, why would we not want to do this and do this sooner rather than later?"

He also said the only resistance will come from "companies that do not have a commitment to safety, and do not have a commitment to overall compliance."

But Laskowski said Canada will not likely have fully implemented an ELD mandate of its own until

the end of 2019. The proposed rule first has to be published in *Canada Gazette 1*, which Laskowski said will hopefully be before the end of the year. Then, a 60-day comment period will likely take place, followed by another three to five months of reviewing those comments. The final rule is likely to be published in *Canada Gazette 2*, sometime in mid-2018 "optimistically," noted Laskowski, with hard enforcement unlikely to begin before late 2019. **TN**

## Equipment demand rising

Preliminary North American Class 8 truck orders surpassed 30,000 units for the second consecutive month in November, reaching levels 71% better than a year ago.

FTR reported preliminary orders of 32,400 units, just 8% shy of a very strong October. Canadian orders fell back somewhat, after three impressive months, according to FTR. The Class 8 truck market continues to show strength and stability heading into 2018, and orders over the past 12 months have totaled 274,000 units.

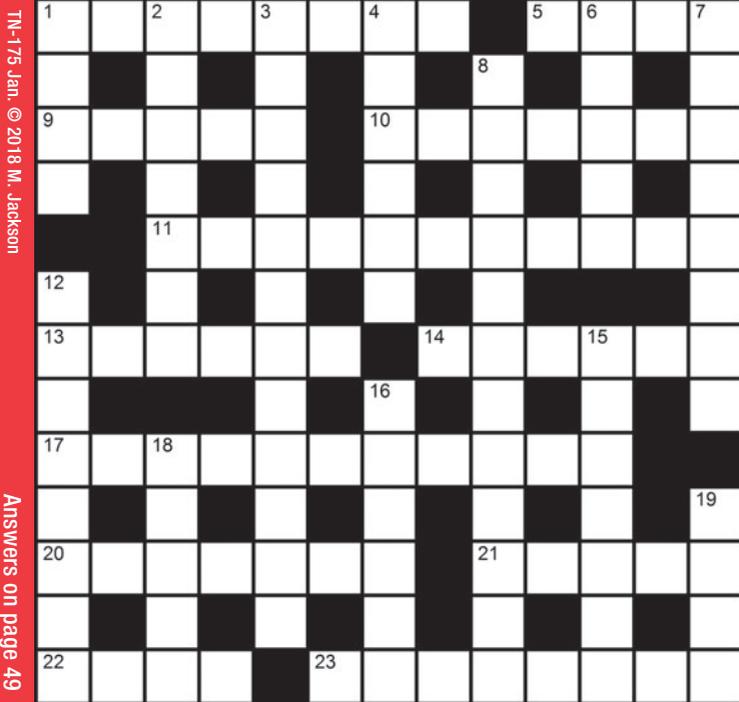
"Orders for Class 8 trucks have been sturdy and consistent," said Don Ake, vice-president, commercial vehicles for FTR. "The orders are right in line with our forecast of stronger production and sales in 2018. The year-over-year comparison is over-stated, however, because the election tempered order amounts last November."

Ake added: "Freight growth is robust right now and fleets will need to expand capacity to keep pace. Also, ELDs are expected to reduce productivity to some degree. Still, for now, fleets are being more careful managing their orders and not being overly aggressive placing them this fall. OEMs should be able to increase production modestly next year when needed."

Trailer orders were also strong through October, with FTR reporting net trailer orders rose 40% in October versus August, tallying 33,600 units. That marks a 65% year-over-year improvement.

Trailer orders have now totaled 290,000 units over the past 12 months. **TN**

### THIS MONTH'S CROSSWORD PUZZLE



TN-175 Jan. © 2018 M. Jackson

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- 1 Severe duty International model
- 5 Winter road coating
- 9 CB power output units
- 10 '08 Owner/Operator of the Year Marty
- 11 Sea to sea highway (5,6)
- 13 Pay deposit type
- 14 An axle brand
- 17 '17 50th anniversary truck maker (7,4)
- 20 Cargo volume measure
- 21 Message from home, perhaps (1,4)
- 22 '70s White \_\_\_\_ Boss model
- 23 Gear \_\_\_\_, unskilled shifters

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- 1 ON town with giant roadside goose
- 2 Heavy duty wrecker type
- 3 "Land of Living Skies" plates home
- 4 Former flat front Freightliner
- 6 Breathtaking medical issue
- 7 Mack refuse industry cabover
- 8 Tire design element (5,7)
- 12 Dilute coolant, in a way (3,5)
- 15 Local pickup and delivery
- 16 Not in N, shifter-wise (2,4)
- 18 December 24th hauler, briefly
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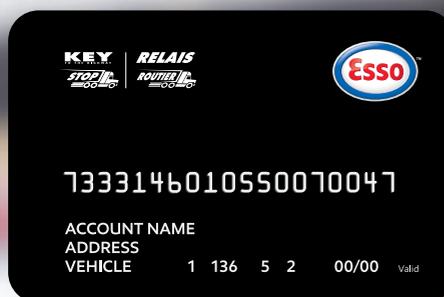


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# Want to keep your drivers? Listen to them, panel advises

By **Sonia Straface**

## MISSISSAUGA, ONTARIO

If you want to recruit and retain the best commercial drivers in North America, you better start listening to them. That was the message given by human resources experts in the trucking industry during a panel discussion at this year's Surface Transportation Summit.

"Drivers are leaving carriers for other driving jobs," stressed Tracy Clayson, managing partner of In Transit Personnel. "So, the opportunity to retain drivers is there, it's just understanding what's happening that's disconnecting them."

Often, Clayson said, what makes drivers feel disconnected to the company they are working for is the fact they're not being heard and what she calls "broken promises."

"If he was promised to be home every night, or a certain number of miles, and then he doesn't get that, he has a lot of time to think about the broken promises," she said.

The best thing to do to retain drivers, according to Clayson, is to make sure expectations are set from the get-go.

"Orientation is key," she stressed. "How we hire, give them orientation, how we explain how the processes go is key. We need to really communicate what the job of a truck driver really is because sometimes there are other things involved other than putting your hands on the steering wheel."

Tim Hinds, CEO of Stay Metrics agreed, saying to ensure the job and expectations are understood by both the employee and employer, it's crucial your fleet does regular driver surveys.

"It's important to get driver feedback," he said. "After seven and 45 days – those are critical times for you to get feedback. The seven-day survey that we do, what we want to know is what are those driver's expectations? It's important when recruiting to ask what the driver is looking for, because if you tell them your expectations first, guess what? He's going to paraphrase it right

back. You want to ask him, what was it about the last carrier you didn't like? Plant a seed that you're different. The seven-day survey should focus on expectations."

Without knowing how your new recruit is doing in those first fragile days of employment, you are setting yourself up for turnover, he said.

"The best way to improve driver turnover is getting driver feedback," he said. "In the U.S., 33% of new drivers will leave in the first 90 days. So, you have to ask them, how was ori-

entation? Did you feel engaged? Did you feel like a part of the team?"

Hinds also said fleets should be rolling out thorough annual driver satisfaction surveys.

"We suggest a deep survey," he said. "We have one that's 110 questions. And if the survey is built right, those drivers will complete it. In these surveys you want to focus on pay, respect, and home time."

He also stressed the importance of exit interviews and said fleets should be getting a third-party to do so.

"With exit interviews, don't do them on your own," he advised. "Use a third-party because (ex-drivers) will tell a third-party things they won't tell a carrier."

And a final tip given by Hinds to keep your drivers is a simple one: start a recognition program. Because, he said, as much as drivers like to be heard, they like to be rewarded, too.

"Recognition and rewards programs are a best practice," he said. "Drivers that engage in a loyalty program are 38% more likely to stay." TN

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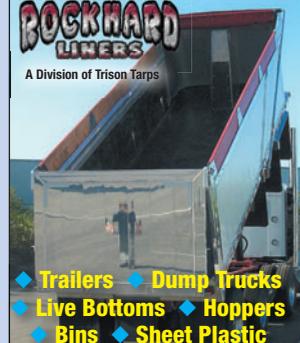




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# Government collaboration required on automated trucks

By James Menzies

## ORLANDO, FLORIDA

State and federal governments must work together to ensure consistency in developing a regulatory framework for automated vehicles.

That was the message from Kirk Steudle, director of the Michigan Department of Transportation, who was speaking on a panel about automated trucks at the American Trucking Associations' annual Management Conference & Exhibition.

"It's a big deal, what the federal government role is and what the state governments' role is," he said. "It's true, we do our own thing, but we also collaborate together."

Michigan is one of the states that is most advanced in allowing automated vehicles. It, along with Florida, are the only two states that allow completely autonomous operation of any car without a special licence or plate, anytime and anywhere.

The federal responsibilities, explained Steudle, are to set vehicle standards, safety standards, and to educate the public. State governments are responsible for the licensing of vehicles and drivers, and enacting and enforcing traffic laws. Insurance and liability are also state concerns.

Some states are working together through the Vehicle to Infrastructure Deployment Coalition, to set standards on how vehicles communicate with infrastructure. Through this effort, a standard electronic signal that will be emitted by traffic signals has been created.

Utah is also looking to position itself as a leader in autonomous vehicles. It has installed a fiber optic network underneath 2,200 miles of highway. It is also testing truck platooning and has developed 30 intersections with transit signal priority, meaning transit buses will always receive a green light.

Michigan itself has passed four laws since December 2016 to allow automated vehicles. The first allows for their operation – including driverless Uber-type car services. Michigan also developed a 330-acre facility for testing autonomous vehicles. The state also allows truck platooning.

However, Steudle noted the state is taking a cautious approach to allowing fully autonomous trucks.

"From our interaction with the general public, people get freaked out with an autonomous car," he said. "They're driving down the street and it gets people nervous. With an automated shuttle, many people in the public were saying 'I'm not getting in that thing.' So, from a legal perspective we said 'Let's take a measured approach here and let's move into this easily,'

knowing there's a lot of technology going on inside commercial trucks. Let's let that continue to develop but let's not freak the public out."

Steudle said truck platooning is a nice public introduction to the potential for autonomous trucking.

"Our law eliminated the following distance (rules) if the trucks are platooning," he said, adding a carrier will be platooning in Michigan soon. In one platooning test, military trucks crossed the Port Huron bridge into Canada in platoon formation before returning. Steudle said Michigan works very closely with Ontario on its automated vehicle strategy. **TN**

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# Full speed ahead for Gordie Howe International Bridge

By Ron Stang

## WINDSOR, ONTARIO

It's full speed ahead for the new Gordie Howe International Bridge.

The federal Crown agency handling the construction and management of the bridge took media on a widespread tour of both the Canadian and U.S. Customs inspection plazas – officially, Ports of Entry (POEs) – to show the amount of development that has already taken place and to allay doubts the project may be faltering.

“We’re on schedule, we’re exactly where we thought we would be,” said project manager Matt Oldewening. “We’re very comfortable with where we are and any suggestion that we are behind schedule on the U.S. side is not accurate.”

Speculation has been that while the Canadian POE is visibly taking shape, the U.S. side has been bogged down in litigation and there have been few signs of development. But the tour showed wide swaths of open land where commercial and residential structures once stood and officials said they are in “control” of 636 properties though some 13% of these are in litigation. Most of these, including truck yards, are owned by the Maroun family that also owns

the rival privately-owned Ambassador Bridge. The family has long fought construction of the Howe bridge, a government-initiated P3 to be located two kilometers away. They call it unfair competition.

Of the litigation, officials were confident they will win and any delays will not hold up construction staging.

“The litigation will play itself out, but we have every confidence that we will obtain the properties that we need when we need them consistent with the construction schedule,” said Andrew Doctoroff, point man for the project in Michigan Governor Rick Snyder’s office.

Officials were also adamant that construction of the bridge itself – including Customs buildings, piers and the span – would start late next year, after the financial close with one of three prospective international consortiums in September.

“We will have all the properties we need in order to commence construction and continue construction in accordance with the staged construction schedule,” Doctoroff said.

The state of Michigan has so far won all litigation against the project, most recently in a U.S. Court of Appeals ruling upholding a lower



The footprint, filled with one million tonnes of granular fill, that will eventually become an eight-lane approach to the Canadian Customs plaza, aka Port of Entry, for the new Gordie Howe International Bridge. (Photo by Ron Stang)

court’s dismissal of numerous claims against the project.

Furthermore, Doctoroff said, “We’re very confident that we will get all of the properties that are subject to a court order.”

No date has been announced for when the bridge will open, though a rule of thumb on such projects is four years. Original forecasts were for a 2020 opening.

Altogether, some \$2 billion has so far been invested in the bridge project, including access roads. One billion was spent on the 11-km Herb Gray Parkway (Hwy. 401 extension), which opened two-and-a-half years ago. Between that and new invest-

ments in the POEs, “We are already around \$2 billion in the ground,” by the federal and provincial governments, WDBA principal spokesman Mark Butler said. About \$200 million has been spent on early site preparation at the Canadian POE and \$150 million on the U.S. port of entry. This excludes property acquisitions.

What has the \$350 million paid for?

On the Canadian side, the POE footprint is well defined by site clearing and installation of one million tonnes of granular fill, building to nine metres at the Ojibway Parkway, where an overpass linking the POE to the Herb Gray Parkway will start construction next year. Moreover, there has been massive utility relocations, including removing 11 overhead transmission towers and burying 7.5 kms of electrical cable underground. A perimeter access road, storm water management ponds and a new pumping station have been, or are being, built.

The tour on the U.S. side showed active work removing a rail spur connecting to a cement plant.

While the Canadian access to the bridge is already completed or well underway, not so on the American side.

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But officials said preliminary work has already started on Interstate 75 and pointed to several pieces of infrastructure that will take shape. This includes the access ramps east and west from the POE to I-75, five reconstructed street overpasses over I-75, and four new pedestrian overpasses. Some utility relocation is also underway.

Reporters were also given more information about the configurations of the Customs plazas within the POEs.

The U.S. side will have 36 primary booths, likely divided evenly between commercial and passenger vehicles. In Canada, there will be 24 booths, also similarly divided. There will be secondary truck inspections on site, unlike at the Ambassador Bridge where the facility is three kilometers down the road.

Because of various factors – geography, and demands by U.S. border security – the U.S. POE will be slightly larger than the Canadian POE – 60 hectares (140 acres) compared to 53 hectares (130 acres). But all tolls, regardless of direction, will be collected on the Canadian side, since Canada is financing the project.

There will be various tolling options.

“We’re looking at all types of tolling mechanisms to see what works best,” said Heather Grondin, another WDBA spokesperson. These include automatic tolling, dedicated trucks lanes, and fleet accounts. “The concept is to move traffic through as quickly as possible,” she said.

Meanwhile, the rival Ambassador Bridge, in September, obtained conditional approval from the Canadian government to build a new six-lane span, a project independent of this project, WDBA officials said. No timeline has been announced. **TN**

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# 'Heroic' Kriska driver wins new truck



Ickroop Mangat was gifted a brand new tractor-trailer for his heroic acts earlier this year.

## MISSISSAUGA, ONTARIO

At just 23 years old, Ickroop Mangat is already a commercial driver who other drivers can look up to.

On a stormy day in March, Mangat, a Kriska trainee driver, was riding in the passenger seat with his trainer, when their truck smashed into a 50-car pile-up on a road slick with fuel and fire.

After their 18-wheeler impacted another, Mangat and his veteran trainer tried opening the doors to discover them jammed shut. Thick black smoke poured into the cab as the trainer moved to the bunk for pillows to use as breathing filters. Trapped in the truck, Ickroop decided that they could only survive by escaping through a window. Standing between the seats he kicked repeatedly at the driver side window until it shattered. He jumped down from the window and over fire on the ground.

"My parents always taught me that when you're part of a team, you do anything you can to help your teammates," said Mangat. "I couldn't leave him inside the truck."

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Once outside the truck, but surrounded by burning diesel fuel, Mangat saw his trainer couldn't

get through the window. Jumping over the fire and onto the step of the truck, he grabbed the driver's collar and pulled him through the window. The trainer fell awkwardly onto the ground catching his hair and clothes on fire. He jumped up and began to run away but didn't get far before Mangat brought him into the snow and extinguished the fire. As they sat on the ground they looked up and saw their truck engulfed in flames. They had escaped less than a minute earlier.

Mangat was awarded the BridgeStone/OTA Truck Hero Award at the annual Ontario Truck Association Awards Dinner Nov. 9.

After a few weeks of rest, Mangat returned to driving. In the following months he decided to follow his

father and hoped to eventually buy his own truck. Inspired by Mangat's dedication, Kriska CEO Mark Seymour chose to make that dream a reality at Kriska's Mississauga terminal with the gift of an International ProStar truck on Nov. 10.

"Ickroop embodies what our industry needs," said Seymour. "He has the values and work ethic that drive him to want to be in trucking."

The freshly painted truck with a new engine and large bow on the hood was presented to Mangat by Seymour with family and colleagues present.

"I'm excited to be an owner-operator like my Dad and brother but I don't consider myself a hero," Mangat said. "I did what anybody would do." **TN**

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# Tesla's Semi

Continued from page 1

a sleeper because of these long, active side extenders.

The trucks will most likely fill a distribution and drayage role, at least in the early stages. The Semi is purely battery-electric.

In his presentation, Musk said that 80% of truck distribution is less than 500 miles round-trip, so the Semi can get out and back on those tasks on a single charge. For longer trips, the batteries can pick up a 400-mile charge in the short half-hour break mandated by hours-of-service regulations.

And Tesla fast chargers are popping up all over the world, wherever Tesla sells a passenger car. So, Tesla Semi trucks can realisti-

cally be recharged at shipper and receiver docks. With the electrical distribution infrastructure in place and robust, there's no need to stop en-route at a truck stop to fuel any more, he implied.

And because many of the fast chargers are solar powered, Musk said "Anywhere a consumer can charge a Tesla, you can charge the truck. Solar-powered mega-chargers mean the truck is running on sunlight."

Those sneak preview pictures gave no hint about the driver environment, which is a highlight of the Tesla Semi. A centrally located driver's seat gives a commanding view behind the enormous curved windshield. The side glass flows smoothly around the A pillars that are surprisingly thin, so the driver's view forward is excellent. The steering position with a small,



car-like wheel on the model at the preview was flanked on either side by flat panel displays from the Model 3 that are customizable as in the Tesla cars. In fact, this not only represents a major advance in driver controls, it's actually cheaper for Tesla to integrate the same flat panel technology it uses in the cars.

These are completely customizable and Tesla plans to have truck-specific software to aid in business connectivity for the truck. It also has a full suite of prognostics, maintenance reminders and can even have an electronic data recorder integrated to accommodate the upcoming electronic driver hours recording mandate for the U.S.

The truck is also equipped with the full Tesla accident avoidance technology that prevents collisions and keeps the truck in lane. It also includes Tesla's autonomous driving technology, and enables three-truck platooning, said Musk. In such a case, the Semi is not just cost-effective against diesel trucks of today, it is also cost-effective against the railways.

The trucking and general press had an opportunity for an up-close walk-around of the Semi. On one, there was a small passenger seat against the back wall of the day cab for a riding helper or driving instructor. For anyone who attended the launch of the Nikola, there are obvious similarities to the Nikola launched last year. But there are significant differences, too. The 6x4 walk-around truck featured a drive tandem, each conventionally air sprung drive axles featuring a power pack from a Model 3 on the nose of the axle with a motor for each side, totaling four drive motors in all. Musk said that even if two motors failed, the Semi would still have performance equal to a diesel truck of today.

The air-ride is conventional Class 8, with regular looking frame rails. The front axle features an independent suspension for good ride. The Tesla guide said the battery pack resides beneath the cab, and a conventional fifth wheel allows for



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trailer coupling. The cab looks like a sleeper from the outside but that's because the cab sides extend well back from the back of cab.

Access to the cab is to the rear of the seating position through a rear-hinged "suicide" door with three steps tapering in toward the center of the cab. The floor is stepped, presumably to allow for the batteries beneath with a step up to the driving position. The side glass is hinged down its leading edge and opens for

ventilation or to pass documents down to gate guards or enforcement officers. The door glass and opposite side fixed glass do not open, removing the need for any lift mechanism that could fail in use. The door and cab sides have generous storage for documents and driver necessities.

Interestingly, the door hinges are hidden and the door handle (from the Model 3) recessed so the sides are super clean. Of the two models on display, one featured conven-

tional mirrors, the other a visibility system with cameras mounted high toward the back of cab. There was a single pantograph-arm windshield wiper to sweep the vast windshield.

Musk joked that the glass "can withstand a nuclear explosion or the customer gets a free refund," while emphasizing the point that the truck is optimized for minimum downtime, citing the out-of-service implications of a broken windshield.

Features like these show that the

design team understands the needs of the commercial user of the Tesla product. If it delivers that operational savings promised, early customers like Hunt will be delighted. Technicians too, because the electric drivetrain is so much less complicated than the emissions-saddled diesel powertrain. But drivers? They'll hate it if they prefer "real" trucks. But millennials – and that's where the new drivers are to come from – will love them. **TN**

## Canadian fleets rush to be among the first to order Tesla Semis

New electric truck finding a following in various applications



Speedy Transport is one of the first Canadian fleets to place an order for Tesla Semi trucks.

By James Menzies

### TORONTO, ONTARIO

A growing number of Canadian fleets of all sizes are digging out their checkbooks and placing orders for Tesla's new Semi truck.

Speedy Transport believes it is the first LTL carrier in Canada to place an order for five Tesla Semis, with plans to increase the order to 10 units.

"We're hoping to take delivery in 2019, depending on Tesla's production," Speedy president Jared Martin told *Truck News*. "We're investing in a greener future for Canada and our industry."

He said the trucks will likely first be deployed on highway runs to Quebec and the U.S., "but will expand as we familiarize ourselves with the units."

Speedy bought the trucks without knowing the final price tag, "but we're anticipating in the \$180,000 range, running 500 miles per charge," Martin said. "We wanted to ensure an order was placed early to prioritize delivery to Speedy Transport."

Deposits of \$5,000 per truck were required. Martin said Speedy owner-operators have also expressed an interest in the electric trucks.

Fortigo Freight has claimed to be the first dedicated fleet to move ahead with an order of Tesla Semis.

"Securing our Semi truck orders off the back of Tesla's unveiling came with no hesitation," said Elias Demangos, president of Fortigo Freight. "The transportation

and trucking industry has a legacy of being quite conservative in its approach to innovation, and needs to look towards the technology that will shape the future of the industry. We will use this investment in the Teslas to help reduce our total emissions through the sustainable technology, which will benefit our customers as a result of more efficient operations we'll be running."

The company says its drivers and owner-operators will test the trucks to ensure they can work safely and efficiently. It's planning to launch a leaseback program to help its owner-operators acquire Tesla Semis.

And in Montreal, Fuel Transport announced it has placed an order for four units.

"We don't see it so much as an investment in Tesla as we do an investment in our industry and its people," said Fuel founder Rob Piccioni. "We're a company that promotes positive change from many different angles: strategy, networking and, of course, the relationships that help our venture thrive. Tesla promotes change from an equipment perspective, which is complementary to our values."

Fuel is hoping to realize operating costs 20% less than those required for diesel-fueled trucks, and to achieve a range of 500 miles between charges. The company also welcomes safety enhancements the Semi is expected to provide.

Bison Transport is also eager to try the new truck out.

Rob Penner, chief executive officer of Bison, was at the launch, and

he told *Truck News*, "I was down in Santa Clara earlier and was able to test drive the Tesla mule (Tesla technology in a Freightliner Cascadia) and the performance was really impressive. They have been running this truck for about a year moving their own parts in and out of Nevada with very good performance data. Add the styling

and safety features in their own ground-up truck design and one can't help but be optimistic about the future of this technology. We look forward to getting our hands on these trucks once they become available."

Loblaw also acknowledged in a Tweet that it has placed an order for the trucks. **TN**

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# Safety group urges MTO to install concrete barrier along 'Carnage Alley'

By **Sonia Straface**

## CHATHAM, ONTARIO

Kathleen Reed should be planning her wedding.

Instead, today, she is mourning the loss of her fiancé Gary Lent.

Lent, who drove trucks professionally for 30 years, is one of the handful of people who have been killed in a crossover accident this year on a 136-kilometer stretch of highway in southern Ontario, between Tilbury and London, known as Carnage Alley. It's the same stretch of Hwy. 401 where an infamous 87-car pile-up occurred in 1999, killing eight people and injuring more than 45.

Reed is one of the more than 4,000 people who've signed a petition that is urging the Ministry of Transportation (MTO) to put up a concrete barrier on this dangerous portion of highway to prevent more deadly crossover accidents.

The petition began earlier this year in September by Alysson Storey of Chatham, Ont., after her family friend, Sarah Payne, 42, and Sarah's daughter, Freya, five, were killed on a sunny afternoon in August when an impaired driver crossed the median and hit Payne's vehicle head-on in the heart of the Carnage Alley stretch.

"That was an absolutely life-altering day for many of us," Storey said. "And it made me wonder, as I started to look into it, that was the fifth fatality in our stretch of road in six months. There's no barriers, very narrow medians and we didn't even get paved shoulders until recently. So that's when it sort of dawned on me. I started putting it out on social media, raising awareness about this huge, glaring dangerous stretch of road. From there a few local papers started interviewing me, then radio stations and then TV stations."

Storey created the advocacy group called Build The Barrier to help propel her cause on social media and get more people to share their story in an effort to help get the attention of the province's Ministry of Transportation.

"That began to grow, and I had people come out of the woodwork from all over Ontario telling me their horrible Carnage Alley stories. And it was just traumatizing to be honest. It's ruined lives. People call me or e-mail me all the time telling me similar stories about how their loved one was killed in a crossover accident," she said.

Storey enlisted the help of MPP for Chatham-Kent-Essex, Rick Nicholls for her cause, and eventually, after the petition gained trac-

tion, Nicholls presented the case to Premier Kathleen Wynne in October, who promised a barrier would be installed.

Today, the MTO said it is still reviewing the options for what kind of barrier it plans to install, despite an announcement earlier this year that said it planned to put up a high-tension cable median barrier "on a 50-km stretch in Chatham-Kent" according to MTO's senior media liaison officer, Bob Nichols.

*Continued on page 23*



Alysson Storey (above) founded the Build the Barrier advocacy group after her family friends, Sarah and Freya Payne, were killed in a crossover collision on Highway 401 earlier this year.

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## Carnage Alley

Continued from page 21

But a cable barrier wouldn't solve the problem, Storey said.

"Cable barriers are the cheaper option, but they don't do what concrete barriers would," she said. "A cable barrier would catch the vehicle and stretch over into oncoming traffic. So not only would these vehicles be trapped in a web, they'd be crossing over into oncoming traffic anyway. We are grieving people we never should have lost. The MTO knows the solution and it's too expensive. But what was the cost of Sarah's life? What was the cost of Freya's life?"

Storey added that concrete barriers are the best option for the area because of the high volume of commercial traffic coming from just an hour away at the U.S. border.

"While doing research I found that concrete barriers are the only barriers that protect truck drivers and the drivers around them," Storey said. "We need protection for truck drivers and with truck drivers. Cable barriers do nothing for transport trucks. Why would they ever put up a barrier that doesn't protect the majority of those on the roadway? This is their workplace. This is their office. Every other workplace has workplace safety standards to follow while they are at work, why are the truckers not protected? It's just mind-boggling to me."

Truck News recently reached out to the MTO on this issue and media liaison Nichols said:

"Recently, Minister (Steve) Del Duca has asked ministry staff to take a second look to make sure that we are choosing the best barrier option for this corridor. We need to make sure that our next course of action improves road safety and makes the most sense given the nature of this stretch of highway. The Minister has also asked staff to look at ways to accelerate the construction of safety improvements for this section of Hwy. 401. Staff are working to update the Minister on their review in the near future, and we are committed to keeping all interested parties informed."

Construction is planned to begin in 2018 and be completed in 2020, he added.

To help speed up the process and change the minister's mind to choose a concrete barrier over a cable barrier, Storey and MPP Nicholls hosted a Build the Barrier Town Hall meeting in Chatham on Nov. 30.

The house was packed to capacity, with roughly 120 people attending. Local fire chiefs, OPP officers, EMS, and the chief coroner all stated their preference for a concrete barrier on the record.

Four representatives from the MTO attended the event, including Neil Zohorsky, who confirmed to the crowd the concrete barriers were still a potential outcome as "all options are on the table." **TN**

## 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 to 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

Continued on page 25

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## Shippers' demands

Continued from page 23

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."

But 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 every possible dollar out of the investment is tough to do."

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 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



Mike Ludwick, chief administrative officer for Bison Transport, said shippers are becoming more sophisticated.

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." **TN**

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Tax Talk

# Are you audit-ready?

For weeks, the CRA has been reviewing one of my client's quarterly HST refunds. The process started with a standard letter asking for more information about the business, including a detailed list of gross sales and the amount of GST/HST collected.

It concluded with a threat to deny my client's \$3,000 refund claim if he didn't supply evidence to back his claim within 30 days.

I prepared a letter to CRA explaining that my client is a self-employed owner-operator and provided more information about the truck he owns and the carrier he's leased on with. I pointed out that he's zero-rated for GST/HST due to interlining provisions. I made copies of broker settlements, repair bills, and records from our bookkeeping software and uploaded everything through CRA's website using the 'Represent a Client' function.

About a week later the auditor called.

It was as though she never read what we had prepared. So off we go, recounting every detail over the phone, starting with a fresh explanation of what a highway tractor is, what zero-rated means, and why my client has receipts from three different provinces.

Another upload of documents leads to another conversation which leads to another upload, this time of his carrier contract.

Fingers crossed, we're done now.

Tax-wise, trucking is a complicated business and it should come as no surprise that your returns will attract attention. Mistakes – or worse, filing fraudulent returns or filing no returns – have serious consequences. Just ask these guys:

- Alexander Wiafe of Toronto received a five-year prison sentence and \$96,000 fine when a CRA investigation revealed that he claimed \$997,842 in GST/HST refunds to which he was not entitled and received two refund payments totaling \$106,057.

Wiafe's company, Wiafco, was purportedly in the business of importing and exporting clothing but an audit showed no legitimate commercial activity or source of funds. In fact, Wiafco's invoices and banking records were falsified, and Wiafe paid for leasing Wiafco's business premises and equipment with the refunds he received from filing his first two fraudulent GST/HST returns.

- Keith Maracle of the Tyendinaga Mohawk Territory in Ontario pleaded guilty to one count of tax evasion after investigators found that his propane supply business failed to collect and remit GST/HST to the Crown for off-reserve sales. All told Maracle received \$5,718,801 from sales to off-reserve customers

over a period of nearly six years, thereby evading \$440,907 in GST/HST. He's awaiting sentencing.

- Charl-Pol Saguenay Inc. and one of its administrators, Richard Tremblay, pleaded guilty to tax evasion when the CRA determined that the company failed to report \$283,973 from the sale of scrap metal to a local recycling company. Tremblay used the proceeds from the sales of the scrap metal for personal expenses. The company and Tremblay were fined \$47,729 and \$68,764 respectively, which represents 100% of the federal tax they tried to evade.

- Compagnie d'Arrimage de Québec Ltée. pleaded guilty to

one count of tax fraud and was fined \$648,516 when CRA found that it used false invoices to claim non-deductible expenses on its tax returns. The invoices billed to the company were in fact \$3,883,887 in expenses incurred for the construction of the company president's personal residence.

CRA takes tax evasion and fraud seriously. If you've ever made a mistake or omission, the agency's Voluntary Disclosures Program (VDP) will give you a chance to make things right. If you reach out to CRA before they reach you, you may only have to pay the taxes owing plus interest.



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# Don't call it an AMT

Eaton's Endurant is the North American trucking industry's first purpose-built automated transmission

By James Menzies

## MARSHALL, MICHIGAN

Eaton's new Endurant transmission – and its Paccar twin – are the North American trucking industry's first purpose-built purely automated transmissions.

There are no, and will never be, manual versions of these transmissions, which were built from a clean sheet design to operate as automated transmissions. The result is a lighter-weight design – 200 lbs lighter compared to the UltraShift Plus – which also delivers faster, more precise shifting as well as serviceability benefits.

“With an AMT (automated manual transmission), you started with a manual gearbox, so you had constraints where the shift pattern had to make sense to the driver,” explained Matt Erdmann, manager of program management with Eaton. “With Endurant, we said we are not holding onto any preconceived anything. We started with a clean sheet of paper and did what made sense. So, it took a lot of restrictions off our engineering team.”

One key departure from traditional AMTs is that the Endurant features linear shift rails, eliminating the traditional sideways shift pattern that was required on man-



ual transmissions to make them driver-friendly.

“You would have to have three arms to try to shift this manually,” Erdmann explained. “Linear shift rails allow us to optimize the design

for speed and reliability. You don't have any wasted motion sideways.”

His comments were made during a press ride-and-drive near Battle Creek, Mich., Oct. 18. I drove a 2018 Peterbilt 579 with Cummins X15 engine rated at 450 hp and the Eaton Endurant automated transmission. We were loaded to about 70,000 lbs GVW and drove a route consisting of a mix of freeway and secondary highways. The transmission was designed for linehaul applications and to operate efficiently on both types of roads. On the Interstate, we cruised along in 12th gear at about 1,100 rpm and on the secondary roads, the transmission dropped to 11th gear so it would enjoy the fuel economy benefits of direct drive while at slower road speeds. Eaton calls this shift schedule algorithm Gear Logic.

The transmission shifted quickly, and readily skip-shifted up to eighth gear. The Endurant also had predictive cruise, which would adjust the vehicle speed based on GPS data of the terrain we were traveling over and about to encounter to take advantage of the truck's momentum and reduce the need for downshifting.

Our route took us to Eaton's Marshall, Mich., proving grounds, where we got to try out the Endurant's low-speed features, including urge to move. This allows the truck to creep forward or backwards at a steady speed of about 1.5 mph when the brake is released, great for docking or coupling. It even worked when I parked halfway up a 15% grade. It's a nice feature for crawling along in stop-and-go traffic. You can work through the gears manually by working the shifter stalk, which is mounted on the steering column.

Eaton's new Endurant has been calibrated to provide optimum shifting when mated to the Cummins X15 engine and is available on Kenworth and Peterbilt trucks spec'd for linehaul applications. Those trucks powered by the Paccar MX engines will receive the Paccar-branded version of this transmission, which is identical from a hardware perspective – aside from the badging – but contains different shift calibrations based on the operating parameters of that engine.

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Davis feels the Endurant will quickly displace other Eaton transmissions currently being spec'd in linehaul applications.

"In linehaul, I think that the Endurant will quickly phase out previous products. It's that much better," he said.

"The only important difference is the shift calibrations for the Paccar transmission are optimized for the Paccar engine and the Endurant for the Cummins engine. Beyond that, if you look at the two side by side, the Paccar transmission has some branding on it but there are no functional changes inside the gearbox," Erdmann explained.

Both transmissions can be ordered with Economy or Standard configurations, with standard offering some more performance-minded shift scheduling. The biggest improvement over previous Eaton AMTs is the faster and smoother shifting, enabled in part by a new 430-millimeter, cushioned, self-adjust organic clutch.

"The clutch itself is a big contributor to the low-speed maneuverability you get," Erdmann explained. "Those smooth launches and great control you get when starting to move."

It also uses a diaphragm spring, which should contribute to greater reliability. The clutch actuation method has also been improved.

Looking at the transmission confirms there is, in fact, a noticeable difference from a traditional AMT. The Endurant has a sleek, compact design with wiring and sensors housed internally and very little in the way of extraneous parts bolted on.

"It's very streamlined and very weight-efficient," said Scott Davis, who heads up the Eaton Cummins Automated Transmission Technologies joint venture that is rolling out the new product. "If you took a manual and automated it, you are adding stuff to it as opposed to designing around it."

This is the first product rolled out under the Eaton-Cummins joint venture that was announced a few months ago, but the Endurant was in the works for 3.5 years. Eaton worked closely with both Cummins and Paccar through that period to integrate the products.

Fortunately, with its 110,000-lb GVW limit and ability to handle up to 1,850 lb.-ft. of torque, it will also be a viable option for Canadian fleets grossing more than the standard U.S. weight of 80,000 lbs. Jordan Rock, systems engineer, who was along with me for the drive, said that was a key design consideration.

In addition to improved drivability that will be appreciated by drivers, service managers will also find things to like on the new Endurant. The clutch actuator is now housed where it can be accessed without pulling the transmission.

"This can be repaired in a matter of hours, versus a full day or longer when you have to remove the transmission to get to a concentric-style

actuator that's packaged around the input shaft," said Erdmann.

The oil drain intervals have been stretched out to 750,000 miles, compared to the 500,000-mile intervals on the UltraShift Plus products. It also uses half the lubricant, thanks to a precision lube system that directs lubricant exactly where it's needed. The Endurant also comes loaded with prognostics, which will notify a fleet when a failure could occur. That communication is conducted through whichever telematics system the fleet is currently using.

There's also a fluid pressure sensor that notifies the driver when the fluid is reaching a critical low point and a sight glass so maintenance managers can see how much lubrication remains. **TN**

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Voice of the owner-operator

# Shaping up the shipper

You never know what's going to fall onto the table at a North American Cargo Securement Harmonization Public Forum. This twice-yearly gathering, coordinated by a committee of CVSA, identifies cargo securement regulatory issues and enforcement differences between Canada and the U.S. with the ultimate, if somewhat elusive goal of harmonization.

Participation is open to all stakeholders including law enforcement, regulators, shippers, carriers, and industry associations, so you can imagine the variety of opinions around the table.

At the November meeting in Montreal, two seemingly different items on the agenda sparked discussion that went well beyond cargo securement and ultimately zeroed in on

one point: shipper responsibility.

The first issue was actually raised by a shipper. The safety manager for a major shipper of dressed lumber outlined his concern at watching trucks leave the yard with lumber not properly strapped down. He has been advised by his company that "it's all on the carrier" and that he shouldn't even "strongly suggest" that the driver secure the load legally, because then they, the shipper, could be held responsible. How is this possible, he challenged regulators, that we knowingly allow drivers to leave our property illegally, risking the lives of others on the road?

While regulators were still dithering over that one, the intrepid Patrick Delaney, V.P. health and safety for the Calgary-based Petro-

leum Services Association of Canada (PSAC), brought up the issue of access or swamp matting being hauled on public highways from the drill site, back to the shop for repair or recycling. This stuff is generally hauled by a third-party carrier, at the direction of the oil and gas or the drilling company.

When a driver picks up these mats, they're typically laden with clumps of mud, rocks, and chunks of wood, and if he or she mentions the shipper's responsibility to clean the matting so it can be secured properly, they get the "take it or you won't work for us again" response. When that conversation takes place at two o'clock in the morning with no one else around, guess what the driver does? And guess who get charged



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when debris falls off the truck, creating a hazard for road users?

I won't say that regulators weren't sympathetic, but there was a lot of shoulder-shrugging and fumbling about, and it came down to "when a truck leaves the premises, it's the carrier's or the driver's responsibility; it's not the shipper's problem."

Then things really got interesting. Several incidents were brought to light where the shipper does, or should, share responsibility if they're involved in, say, loading or unloading the vehicle. What about the driver who doesn't even see the inside of a trailer with a Customs seal? Or the all-too-common overweight stories: shipper-loaded trailer with nary a scale in sight? Even ELDs came up: are carriers and drivers going to take the hit when kept unduly waiting at the shipper's dock? The common theme that emerged was "we need to address the question of shipper responsibility."

When enforcement put forth the defense that they didn't have any authority to regulate shippers, Patrick drew attention to the Alberta Traffic Safety Act (section 144 on vicarious liability if you're checking) that outlines where persons other than the carrier are jointly liable for non-compliance, unless they can satisfy the court that non-compliance occurred without their consent, either expressed or implied. With his sardonic wit, Patrick pointed out that unless the driver pulled over after they left the site and stuffed the mud and rocks into the mats, it would be pretty hard for the shipper to claim ignorance that the load was unsafe.

In fact, regulators in many jurisdictions do have authority under various pieces of legislation to charge someone other than the carrier, but it's rarely done. It's simply less messy to pass out a ticket at roadside than to charge the absent shipper, do the investigation, and bring them to court.

The awkward hemming and hawing confirmed that some of the regulators in the room really weren't clear on what regulatory authority they have to hold shippers accountable for either traffic safety violations, or indeed for coercion and driver harassment.

As my friend Patrick observed, perhaps it's time regulators got out from the comfort of their little offices to witness firsthand the pressures that are applied to carriers in the field; they may not feel quite so safe the next time saying "it's not our problem." Well said Patrick, but I'm not holding my breath. **TN**

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# Striving for Vision Zero

Every single driver on the road can aspire to driving in a manner that reduces traffic fatalities to zero, but we don't.

Vision Zero is a multi-national road safety initiative started in Sweden in 1997. It's a paradigm shift in the way we approach road safety and our attitude as to how we share our road infrastructure. Drop "Vision Zero" into your search browser and check it out.

I've always believed that road safety is about attitude. Skills can be learned, practiced, and developed throughout a driver's career, but how we employ those skills makes the difference between a driver that spends a lifetime on the road free from accidents and violations, and a driver that ends up with an abstract that reads like a novel.

Both types of drivers broadcast messages to the public about the trucking industry. One is positive; one is negative. The negative one catches most of the public attention. The positive one is what the majority of us aspire to, and for the most part achieve. This is a fact. The statistical evidence is on our side.

## We need to take the lead in road safety and set the example if we want to change attitudes of other road users.

The times require that we set the bar as high as possible for ourselves as professional drivers, as knights of the road, as truckers. No matter how you think of yourself as you do this work, Vision Zero should be the goal. We need to take the lead in road safety and set the example if we want to change attitudes of other road users.

We know that about 95% of collisions are the result of human error. We need to stop thinking that being involved in a smaller percentage of those collisions is good enough. We need to stop thinking that being involved but not being at fault is acceptable. That's difficult to swallow but that's the high standard we need to judge ourselves by. We should expect and demand that universal training and support programs are put in place to help us all get there.

But is it too late for all that?

We've allowed decades to slip by, which should have been used to build a network supporting drivers and making the objective of zero road fatalities a reachable goal while addressing the industry's problems with recruitment and retention at the same time.

Now, just around the corner, we face a network of a different type. A

network based on machine learning and artificial intelligence (AI). A network that doesn't tire, learns at an exponential rate, and always follows the rules to the letter. A network without ego, without emotions, that will always pull over and shut down when conditions require it. It's a network that can deliver the Vision Zero goal, or very close to it.

In 2012, just five years ago, the Canadian Trucking Alliance's Blue Ribbon Task Force released its report on the driver shortage. Automation, AI, machine learning and its possible impact on the driver pool was not a factor that was

considered. In November 2017 we saw the release of the Tesla electric truck but more importantly General Motors announced a half-billion-dollar investment in autonomous technology and a projection of driverless vehicles on the road by 2019. Dealing with a driver shortage has been turned on its head in just five short years. We're just getting started.

We have a long way to go towards a world that sees trucks without drivers. But the transformation of our industry in the next 10 years will be overwhelming.

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**Al Goodhall** has been a professional longhaul driver since 1998. He shares his experiences via his blog at [www.truckingacrosscanada.blogspot.com](http://www.truckingacrosscanada.blogspot.com). You can follow him on Twitter at @Al\_Goodhall.

of venture capital is being invested in a technological revolution that is transforming our society. Reducing road fatalities to zero is but one of its benefits. Our adaptation to the change is an incredible challenge.

I have no idea how things are going to pan out but I'm sure we're in for one hell of a ride.

Hello 2018. **TN**



Kriska driver, Ickroop Mangat was in his second week of his 3 week in truck training when he and his Trainer were involved in a 50 vehicle pile-up. With the doors jammed shut and thick black smoke filling the cab, Ickroop jumped into action. A few kicks to the driver side window gave them their escape. Surrounded by burning diesel Ickroop saw the Trainer stuck in the window. He jumped over the fire and pulled him out to safety.

Kriska congratulates Ickroop on being awarded as the 2017 Bridgestone / OTA Truck Hero. His quick thinking and dedication to his team member exemplifies the professional driver. We have one of the best safety records in Canada as well as new model assigned equipment and an extensive training program. We welcome new and experienced drivers to join our team.



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## Health

Back behind the wheel

# Game, set, match



**Dr. Christopher H. Singh** runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont. He can be reached at 519-421-2024.

Lateral epicondylitis, which is more often referred to as tennis elbow, is a common and painful condition that affects the tendons around the elbow joint. I treat tennis elbow on a daily basis among professional truck drivers.

Tennis elbow is inflammation within the tendons of the elbow that occurs when the tendons are over-worked due to repetitive movements of the wrist and arm.

Professional truck drivers are at a higher risk than the general population. The most common causes of tennis elbow in truck drivers are frequently shifting gears and securing loads using either binders or chains. Both of these tasks place repetitive and frequent stress on the tendons of the elbow.

The signs and symptoms of tennis elbow include pain and weakness in the elbow joint. The pain associated with tennis elbow is usually felt where the tendons of the forearm muscles attach to the bone on the outside of the elbow. As the condition worsens, the pain may reach the forearm and wrist.

It is important to see your doctor if you experience persistent elbow pain that does not subside after a few weeks. Your doctor will be able to diagnose

your condition by taking a detailed medical history and performing a physical examination. During the physical exam, your doctor may ask you to move your wrist and elbow in various positions. They may also apply pressure to different parts of your arm to assess the amount of inflammation and pain that is present. If necessary, your doctor will order imaging tests to confirm the diagnosis.

Fortunately, tennis elbow usually resolves on its own. Rest and over-the-counter medications are often enough to cure mild to moderate cases. However, severe cases may require physical therapy or surgery.

Prevention is the best cure. Try to limit the repetitive movement of your elbow as much as possible during your workday. Use both arms if possible, as this will spread out the amount of force between both arms. Also, try to take breaks, as this will allow the muscles and tendons to recover, preventing injury.

Until next time, drive safely. **TN**

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# A gut-wrenching condition

Although snow-covered fields do create a pristine wonderland, this season of snow can also negatively impact your job in many ways. Poor driving conditions may lead to accidents, road closures, and damage. Lifting heavy shovels of snow to clear pathways to your rig, load, or customer, may lead to a painful health concern – an inguinal hernia.

An inguinal hernia occurs when tissue from the abdominal cavity, like intestines, protrude through a weak spot in the lower abdominal muscles (inguinal canal). Although this weak spot may be pre-existing (if the abdominal wall doesn't close properly at birth), inguinal hernias may also be the result of heavy lifting, strenuous activities, chronic coughing or sneezing, aging, injury, previous surgery, or increased internal abdominal pressure.

Often inguinal hernias remain undiagnosed. Only two-thirds of affected people recognize they have some or all of the following symptoms: a bulge in the area on either side of their pubic bone, which becomes more obvious when they're upright, especially when coughing or straining; a burning or aching sensation at the location of the bulge; pain, discomfort, or a dragging or heavy feeling in their groin, especially when bending over, coughing, straining, or heavy lifting; or weakness or pressure in their groin. As well, men may experience pain and swelling around the testicles if the protruding intestine descends into the scrotum.

The size of the bulge may fluctuate, depending on the person's activity level. Discomfort levels often worsen during the day, but reduce when lying down.

You are more likely to develop an inguinal hernia if you smoke or engage in heavy lifting; or if you are male, Caucasian, or overweight; or if you have a family history of hernias, COPD (chronic obstructive pulmonary disease), collagen vascular disease, or chronic cough or constipation; or if you had a premature birth, low birth weight, or previous abdominal surgery.

Although you can't avoid the hereditary predisposition for developing an inguinal hernia, making the following changes will help reduce unnecessary strain on your abdominal muscles and tissues. Include lots of high-fiber foods (fruits, vegetables, and whole grains) in your diet to prevent constipation and straining. Maintain a healthy weight by following an effective exercise and diet plan. Stop smoking to avoid a chronic cough that aggravates a weakened abdominal wall. Lift heavy objects carefully and from the knees. Employ mechanical

devices or colleagues to help support and transport heavy loads.

Usually, inguinal hernias aren't dangerous. In mild cases, you should be able to help resolve a hernia by gently pushing the bulging tissue back into your abdomen when lying down. To enable the hernia to slide back easily, lie with your pelvis higher than your head and apply an ice pack to the area to reduce swelling. For temporary abdominal support, you may apply a hernia truss for the short term to stay comfortable before a surgical repair. However, note that a truss will not correct a hernia or prevent complications.

If the bulge does not slide back into your abdomen, life-threatening complications may occur. Over time, contents of the abdominal cavity (intestines) can descend into the hernia and become trapped or pinched, causing an obstruction – an incarcerated hernia. If the blood supply to those trapped tissues becomes compromised, the tissues can become ischemic – a strangulated hernia.

Since a strangulated hernia is very uncomfortable or painful, and could be fatal, it must not be ignored. Signs and symptoms include: fever; nausea and/or vomiting; a hernia bulge that turns red,

purple or dark; a sudden abdominal pain that quickly intensifies; and/or the inability to move your bowels or pass gas. Call your doctor right away if you have any of these signs or symptoms. Immediate surgery is probably required.

Avoid this gut-wrenching condition this winter. While clearing a path through snow, or engaging in other heavy lifting, remember to manage the load. Wishing you a healthy New Year! **TN**



**Karen Bowen** is a professional health and nutrition consultant, and she can be reached at karen\_bowen@yahoo.com.

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## Equipment

# New International HV boasts refreshed interior

LoneStar also gets updated interior

By James Menzies

### NEW CARLISLE, INDIANA

International Truck has brought to market the new HV model, an updated WorkStar truck for vocational applications.

The exterior went unchanged, but the HV now features the new interior that's being adopted across most of

International's product line, including the LT and RH models. The key advantages of the new interior are a modern design, with more vibrant color driver display, and repositioned mirrors that offer better visibility.

The company says its mirrors were moved forward to require less head movement – 15% to the left and 5% to the right.

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I drove an HV Series dump truck on the off-road course at Navistar's New Carlisle, Ind., proving grounds in early October. The visibility was improved, thanks also to the removal of the vent windows and the lowering of the window beltline, resulting in more glass and fewer obstructions.

New doors reduce exterior noise and will keep the cab more comfortable in extreme temperatures. They offer twice the stiffness as the previous door design, and feature a reinforced door pocket that doubles as a grab handle to support even the heaviest drivers when climbing in and out of the truck.

The truck I drove had the standard International A-26 engine, producing 475 hp and 1,700 lb.-ft. of torque. The transmission was a six-speed Allison automatic, featuring the new steering column-mounted stalk shifter, which freed up some room in the driver environment. The new stalk shifter also controls the engine brake.

The dash is better laid out, with a highly customizable center panel. It can house up to 30 switches to accommodate complex body types.

The HV also gets an improved HVAC system, including a max defrost setting that can clear a window of ice much faster than the previous design. A new vent has been added in the center of the console to provide greater comfort to the middle passenger in bench seat configurations.

Larger switches are easier to access while wearing work gloves.

A power distribution center is mounted on the top of the passenger side dash. The circuit breakers are protected from spilled beverages, thanks to a cleverly designed trough that directs any liquids – even spills as large as a Big Gulp – away from the sensitive electronics.

The Bluetooth speaker has been relocated to a better home on the door post for improved audio.

The HV is intended for lighter-duty vocational applications than its bigger brother, the HX Series. The HX comes in an aluminum cab and maintains its own distinct styling and interior, with some features carried over from the now defunct truck making partnership with Caterpillar. The HV interior is a straight carry-over

from the LT and RH and the truck features a steel cab. It's a less expensive option that's still capable of some heavy-duty vocational applications, but the 12.4-liter A-26 engine is the largest available engine offering.

It can also be spec'd with all-wheel drive, which the HX cannot.

The HV offers much improved visibility over the WorkStar, and a quieter ride thanks to the more robust, better-sealed doors. The 50-degree inside wheel cut afforded excellent maneuverability and the entire dash and driver display bring a more modern look and feel to the interior of the HV. The previous interior hadn't changed significantly in 16 years, so WorkStar drivers will appreciate the update.

### LoneStar gets new cab, too

The same cab that was carried over to the HV was also given to the International LoneStar.

"The entire driver environment has been redesigned, and we did that with feedback from driver clinics," said Tom Harting, during a drive around Navistar's three-mile oval track.

The International LoneStar highway tractor retains its unique, bold exterior design, but now incorporates the interior improvements being rolled out across International's product line. Harting said image-conscious fleets and owner-operators are the main LoneStar buyers, with some larger fleets buying a few as reward trucks. It's available exclusively with the Cummins X15 engine. **TN**



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## Equipment

# Mack targets the west

Truck maker plans to ride new Anthem to greater market share in Western U.S., Canada



Mack says the Anthem with integrated powertrain is a great option for conquering the tough terrain in the west.

By James Menzies

### OAKLAND, CALIFORNIA

Mack Trucks says it has some work to do in the western U.S., and in Canada, to build market share on the back of its new Anthem highway tractor.

During a press event here Dec. 3, Jonathan Randall, the company's senior vice-president of North American sales, said the company has the right equipment to tackle heavy loads and difficult terrain. Yet its market share in the western U.S.

languishes several points behind its national share.

"We have had a long history in the west," Randall said. "We have fallen off a bit, but we are going to focus on this region as an opportunity for growth. We believe we have the right trucks and the right technology to drive growth in this region."

Randall said Mack's 13-liter MP8 engine produces up to 505 hp and 1,860 lb.-ft. of torque, enough to handle even the steepest grades in a fuel-efficient manner. The new Anthem tractor fits the bill for



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regional and linehaul applications, Randall added, where the strongest growth is expected in what is shaping up to be an excellent 2018.

Mack is projecting the Class 8 truck market in the U.S., Canada, and Mexico, to reach 260,000 units next year, up from about 235,000 this year.

"We are continuing to see high demand in the market," Randall said. "The order intake over the last three months has been phenomenal."

Reasons for optimism include: a strong start to holiday spending, a stable construction sector, increased manufacturing levels, higher freight volumes, and balanced business inventories.

"Everything seems to be lining up for a very good year next year as it relates to the industry," said Randall.

Mack is looking to ride its popular new Anthem model to greater market share in 2018, particularly in the west and in Canada, where its market share has slipped. Randall said the Anthem has opened doors to some fleets that have not traditionally considered Mack trucks.

"We do well with the small to mid-sized fleets and owner-operators. Now we have fleets coming to us saying they really like what we are offering and they'd really like to test them. It has opened doors for us," Randall said. "We expect you're going to start seeing these trucks running with badges on them you haven't seen, starting next year."

The regional and linehaul segments represent the greatest opportunities for growth, since their

share of the overall Class 8 market is expected to rise from about 41% this year to their traditional range of 48%.

Roy Horton, director of product strategy, said Mack is well equipped to take advantage of this shifting market, especially in the western region. He said the MP8 with 505 hp and 1,860 lb.-ft. of torque can pull 80,000 lbs up the long 6% Baker's Grade in 110 F temperatures without trouble. He insisted it's a viable alternative to the 15-liter and offers weight savings as well.

"We're well suited to meet the challenges here in the western region," he said. The MP8 can also be spec'd with turbocompounding, which captures wasted exhaust heat and converts it to usable power, providing up to an 8.8% fuel economy improvement compared to a GHG14 baseline engine.

Horton also said the mDrive transmission is ideal for the challenging terrain in the west, and it is now being spec'd in more than 90% of Mack's highway trucks.

"It's the most dominant transmission across our product range," he said.

With all the buzz of late about new alternatives to diesel power, Horton pointed out Mack will be ready for whichever technology wins out.

"Diesel today is performing extremely well, it's cleaner than it's ever been, it's robust, it's versatile, and it's doing an incredible job across our industry and across the world," Horton said. "We have exper-

imented with pretty much everything. Electromobility is on the bubble and it's something everyone is looking at. It's definitely going to be a part of our future, but exactly how that takes shape is the question."

Horton said electric-powered Class 8 trucks will likely first be deployed in segments where they return to home base daily for charging, including refuse applica-

tions. Next will come fixed routes with secure charging infrastructure, some regional and vocational applications, and finally longhaul, but only along corridors with secured infrastructure.

"We continue to investigate and experiment with all the viable alternatives (to diesel)," Horton said. "Mack is well positioned no matter which way the market goes." **TN**

## Partnerships key to Mack's growth

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Mack Trucks has been aligning with individuals and organizations that reflect its shared values, strengthening its following among fans of everything from sports to music.

The latest of these partnerships is with Petty's Garage, the high-performance speed shop run by NASCAR legend Richard Petty. Mack is now the official transportation sponsor for the garage, and will be carting around its equipment between race venues behind a 2018 Mack Pinnacle axle-back tractor.

Mack is already the "official hauler of NASCAR" and provides a fleet of 10 custom-designed Mack Pinnacle sleeper models to transport equipment for the racing series. These will be replaced with the new Anthem model.

"Our plan from the outset was to use current product for a couple years, and switch to Anthems when we rolled it out," said John Walsh, Mack vice-president of marketing.

As for the latest partnership with Richard Petty, Walsh said Mack will be working with him at events to interact with customers

and provide a greater race event experience.

"There is nothing like the king walking into your hospitality area to say hi, do pictures, and sign autographs." **TN**



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# Spec' your van trailer like a pro

Experts weigh in on what spec's will make your trailer last longer, and worth more when you sell

By **Sonia Straface**

Dry van trailers are no longer simply giant boxes on wheels that go rolling down the highway behind sophisticated tractors.

Today, trailers are different. They can be spec'd just as heavily as tractors, as customers and fleet managers alike understand that having a spec'd-out trailer means more money in the bank.

We spoke with a handful of trailer dealer experts who told us all about today's latest trailer buying trends and what spec's are the most popular choices for fleet managers today.

## Galvanization

Customers today are looking for spec's that will give them a longer trailer life-cycle, said Mark Diamantopoulos, vice-president of sales for Breadner Trailers.

"What we're seeing today is customers extending their life-cycles from eight years to 10, and sometimes stretching that out to 15 or 20 years," he said. "It depends on what type of operation they run. But galvanization is huge today for us. Lots of fleets are opting to galvanize the rear frame and bumper."

Aaron Gorman, general sales manager for Manac, agreed that galvanization is a popular request from customers today.

"(Galvanization) was something people couldn't get their heads around (in terms of) cost," he explained. "However, with the total cost of ownership and the fact that galvanizing has come down in price, it has become almost a must now. Whether it's landing gear, rear door frames, threshold plates, you name it – where there's steel now, people want it galvanized. Galvanizing holds up, and has a lifetime warranty. The longevity is outstanding. There is a small up-front cost compared to more conventional paint methods, but most consumers can get by that. The buyer is more educated now and they realize buying the cookie-cutter trailer is not going to last or be what they want in the long run."

The amount of paint that is used on a trailer today has been greatly reduced, added Neil Christensen, senior vice-president of sales and marketing for Wabash Canada.

"Galvanization is happening in key areas today to eliminate corrosion," he said. "Because with the magnesium chloride and the calcium chloride on the road, and salt, combating corrosion, when you can do that, you will extend the life of your trailer greatly."

## Disc brakes

When it comes to choosing brakes, or really anything on their trailers

today, George Cobham Jr., vice-president of sales and marketing at Glasvan Great Dane, said more fleets are asking more questions.

"The purchaser is becoming more interested and more concerned about the purchase they are making," he said. "Today, more than ever, they are hungry for information. Inquiries about disc brakes have gone up. If you're having a conversation with someone about trailers they want to buy, there are more inquiries about disc brakes. We're not seeing mass adoption, but people definitely ask when they're buying their trailers more about them. They ask 'What do they cost?' and 'Can you show me a financial payback?' People still do go with drum brakes. But they're asking more and we are selling more disc brakes each year."

## Skirts, tails, and undertrays

Aerodynamic spec's that help fleets save precious pennies on fuel consumption has been a main focus for fleets in the last few months, because of the impending U.S. GHG Phase II regulations that were for the first time to include trailers. The trailer requirements, however, have since been postponed, but interest in this equipment remains high.

"But things have changed a bit in recent weeks," explained Cobham. "Canadian carriers running to the States, considering buying trailers for this fall or for next year, were looking at the new GHG Phase II rules. So, they were forced to look at things like aerodynamic devices such as skirts and tails. And when the rules were postponed, I was happy to see people still go with those specifications, even though the rules have been delayed. Because that means they're seeing the benefit of them and seeing it as an investment."

Diamantopoulos agreed, adding today's fleets are more conscious than ever when it comes to the environment.

"Many fleets today are spec'ing skirts or undertrays, all for the lower fuel consumption," he said. "A lot of customers now don't believe in the old saying 'the lowest price is the law.' They believe in total cost of ownership."

## Tires

Super-single, low rolling resistance tires, and tire inflation systems, are items that used to be considered an expensive luxury that only large fleets could afford. But today, investing in these technologies is becoming trendy, according to dealers.

Diamantopoulos suspects it's because more customers are aware of the benefits of optimizing fuel economy.



More fleet managers are opting to purchase more expensive spec's with the promise it'll extend their trailer life, according to trailer dealer experts we spoke to.



"The main thing customers are looking at is fuel," he said. "They want to be saving money and they want to be fuel-efficient. So low rolling resistance tires are more popular, whether that be duals or super-singles."

Gorman added more fleets are also choosing these items because of the weight savings.

"With a tandem bogie on four super-singles, and four aluminum rims, the weight savings is great compared to a conventional tandem with eight tires and rims," he said. "The cost is relatively compa-

rable from the start and it saves over 650 lbs. This option provides overall weight savings, therefore providing the benefit of increased payloads, which will then hopefully increase revenues for the carriers."

Diamantopoulos added adoption of tire pressure monitoring systems and tire pressure inflation systems have also been on the rise.

"I would say we've seen an increase on how many fleets are purchasing tire inflation systems. I'd say 60% of the trailers we sell, we're putting tire inflation systems on," he said. **TN**

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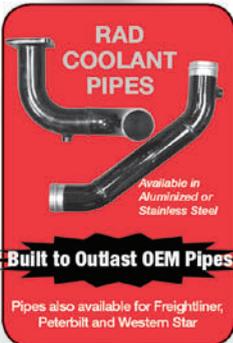


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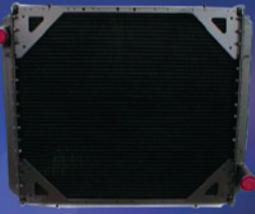
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**2002 FORD F550 SUPER DUTY FUEL TRUCK**  
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**2007 STERLING L9000**  
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**2007 STERLING FUEL DELIVERY UNIT**  
C/W 20,000 L, 3 Compartment Pop Model Tank, 2 Sets Of Equipment And Midcom Registers, 5 yr/1 yr Inspect, Truck Newly Certified/Safetied. **765207**



**2010 WESTERN STAR 4700**  
MBE 4000 12.8 L Eng; 10 Spd Trans; 2010 Dependable 16,000 L 4 Compt, Dual Pumping Alum. Tank, Top Load, LC Meter, Midcom, Fully Cert. **Stk#T-845 1261036**



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### UTILITY 53' x 102" x 13' 6" DRY FREIGHT VANS

HENDRICKSON AIR RIDE SUSPENSION, LOGISTIC SIDE POSTS - ALUM. OR TRANSLUCENT ROOF AVAILABLE, STAINLESS REAR DOOR CASE, 12" CORRUGATED STEEL SCUFF LINER, 24" STEEL THRESHOLD PLATE. -102537  
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### (100) 2011/2012 UTILITY 53'x102" REEFERS

CARRIER 2100 UNITS, DUCT FLOOR, HENDRICKSON AIR RIDE SUSPENSION, 445/50 22.5 MICHELIN SUPER SINGLES, TIRE INFLATION, STAINLESS REAR DOORS, DOOR CASE AND REAR BUMPER, REAR DOOR VENT, SIDE SKIRTS, SPARE TIRE CARRIER, WELL MAINTAINED FLEET UNITS. (N.A.P.) -102536



**2014 UTILITY 4000DX 53' DRY FREIGHT VAN**  
 Front And Rear Vents, Side Skirt, Exterior Rub Rail, Stainless Door Case And Rear Bumper, New 1122.5 Tires. -989807



**(4) 2008 STOUGHTON 53' AUTO DROP VANS**  
 Stainless Radius Corners, Rear Doors & Door Case, Hendrickson Air Ride, 245/70R 17.5 Tires, Tire Inflation System, Milwaukee Lift System, Interior Protection Spec. **CLEAN UNITS.** -1260715



**(5) 2008 WABASH 53' X 102" REEFERS**  
 Carrier XTC units, stainless front panels, radius corners, rear doors and bumpers, front & rear vents, exterior scuff rail, side skirt, aluminum wheels, 1 row recessed "E" track, duct floor, **GOOD OVERALL CONDITION.** -123449



**(6) 2009 GREAT DANE 53' X 102" REEFERS**  
 Thermo King Spectrum multi-temp units, 3 remote evaporators, 2 sets of ceiling mounted bulk heads, 24" aluminum scuff liner, HD flat floor, 1 row recessed "E" track, Overhead rear door, Stainless rear door case. -592016



**2013 GREAT DANE 53' PLATE VAN**  
 Front and rear vents, side skirt, Hendrickson air ride suspension, aluminum wheels, exterior rub rail, **Very Clean Condition.** -1259523



**2014 HYUNDAI 53' X 102" PRODUCE/GROCERY REEFER VAN**  
 High cube, Thermo King Super II reefer unit, wood floor, Hendrickson air ride suspension, aluminum wheels, tire inflation system, Versa tech interior lining, 2 rows "E" track, side skirt, galvanized rear door case & bumper, well spec'd, very clean. -1257076



**(50) 2011 - 2013 WABASH & GREAT DANE 53' REEFERS**  
 Thermo King SB210 units, chute and bulkhead, duct floor, Hendrickson air ride suspension, 445/50R 22.5 super singles, aluminum wheels, side skirts, Trailer Tails, corrugated side panels, stainless front panels, radius corners, rear doors, and door case. -227777



**(3) 2009 UTILITY TRIDEM REEFER WITH CARRIER MULTI-TEMP UNITS**  
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# 2018 Calendar of Events

## January

Jan. 13-17 – **National Private Truck Council's Private Fleet Management Institute** – Omni Jacksonville Hotel, Jacksonville, Fla. nptc.org

Jan. 19 – **Toronto Transportation Club Ski Day** – Craighleith Ski Club, Blue Mountains, Ont. torontotransportationclub.com

Jan. 22-25 – **National Biodiesel Conference and Expo** – Fort Worth Convention Center, Fort Worth, Texas biodieselconference.org

Jan. 22-25 – **Heavy Duty Aftermarket Week** – The Mirage Hotel, Las Vegas, Nev. hdaw.org

Jan. 23-26 – **World of Concrete** – Las Vegas Convention Center, Las Vegas, Nev. worldofconcrete.com

Jan. 24-26 – **SAE's Government/Industry Meeting** – Walter E. Washington Convention Center, Washington, D.C. sae.org

Jan. 29- Feb. 2 – **Commercial Vehicle Safety Alliance's COHMED Conference** – Hyatt Regency Orange County, Garden Grove, Calif. cvsa.org

## February

Feb. 6-8 – **Cargo Logistics Canada's Expo and Conference** – Vancouver Convention Centre West, Vancouver, B.C. cargologisticscanada.com

Feb. 11-18 – **Toronto Trucking Association's Annual Convention** – The Westin Resort and Spa Playa Conchal, Costa Rica. torontotrucking.org

Feb. 25-28 – **Omnitracs Outlook** – Gaylord Opryland Resort and Convention Center, Nashville, Tenn. omnitracsoutlook.com

Feb. 25-28 – **Retail Supply Chain Conference 2018** – Phoenix Convention Center, Phoenix, Arizona. rila.org

Feb. 26-March 1 – **Cold Chain Canada's Global Forum** – Hilton Toronto/Markham Suites, Toronto, Ont. coldchainpharm.com

Feb. 28-March 1 – **TTSOA's Striving for Excellence in Training Conference** – Centre for Health and Safety Innovation, Mississauga, Ont. ttsao.com

## March

March 1 – **Women with Drive Leadership Summit** – Toronto Airport Marriott Hotel, Toronto, Ont. truckinghr.com

March 5-8 – **TMC Annual Meeting & Transportation Technology Exhibition** – Georgia World Congress Center, Atlanta, Ga. trucking.org

March 6-8 – **Green Truck Summit** – Indiana Convention Center, Indianapolis, Ind. ntea.com

March 6-9 – **The Work Truck Show** – Indiana Convention Center, Indianapolis, Ind. ntea.com

March 11-13 – **IWLA's Convention and Expo** – Saddlebrook Resort Tampa, Wesley Chapel, Fla. iwla.com

March 22-24 – **Mid-America Trucking Show** – Kentucky Expo Center, Louisville, Ken. truckingshow.com

March 25-28 – **Truckload Carriers Association's Annual Convention** – Gaylord Palms Resort & Convention Center, Kissimmee, Fla. truckload.org

## April

April 6 – **Manitoba Trucking Association's Annual General Meeting and Spring Gala Dinner** – RBC Convention Centre, Winnipeg, Man. trucking.mb.ca

April 8-11 – **Truck Renting and Leasing Association Annual Meeting** – Scottsdale Princess, Scottsdale, Ariz. trala.org

April 8-12 – **CVSA Workshop** – Hilton Portland Downtown, Portland, Ore. cvsa.org

April 10-12 – **SAE World Congress Experience** – Cobo Center, Detroit, Mich. sae.org

April 12 – **BCTA's Spring Dinner** – Eaglequest at Coyote Creek Gold Club, Langley, B.C. bctrucking.com

April 18 – **Canadian Fleet Maintenance Summit** – International Centre, Toronto, Ont. trucksummit.ca

April 19-21 – **Truck World** – International Centre, Toronto, Ont. truckworld.ca

## May

May 1-3 – **IANA Operations & Maintenance Business Meeting** – The Westin Lombard Yorktown Center, Lombard, Ill. intermodal.org

May 3-5 – **Quebec Trucking Association's 67<sup>th</sup> Annual Meeting** – Fairmont Le Manoir Richelieu, La Malbaie, Que. carrefour-acq.org

May 5-9 – **Material Handling Equipment Distributors Association's Annual Convention** – Loews Miami Beach Hotel, Miami, Fla. mheda.org

May 6-9 – **Warehousing Education and Research Council's Annual Conference** – Charlotte, N.C. werc.org

May 11-12 – **Truxpo 2018** – Tradex Centre, Abbotsford, B.C. truxpo.com

May 17 – **TTC's Spring Golf Tournament** – The Country Club, Woodbridge, Ont. torontotransportationclub.com

May 26 – **Toronto Regional Truck Driving Championships** – Powerade Centre, Brampton, Ont. facebook.com/toronto.rtdc

May 30 – **Western Women with Drive Leadership Conference** – Delta Calgary Airport In-Terminal Hotel, Calgary, Alta. truckinghr.com

May 30-June 1 – **Movin'On World Summit on Sustainable Mobility** – Montreal, Que. movinon.michelin.com

May 31 – **PMTC's Spring Golf Tournament** – Ancaster, Ont. pmtc.ca

## June

June 3-6 – **CTRF's Annual Conference** – Crowne Plaza Gatineau-Ottawa, Gatineau, Que.. ctrf.ca

June 3-6 – **Canadian Council of Motor Transport Administrators' Annual Meeting** – Quebec City, Que. ccmta.ca

June 8-10 – **BCTA's Annual General Meeting and Management Conference** – Fairmont Chateau Whistler Resort, Whistler, B.C. bctrucking.com

June 12 – **TTC's Lunch and Learn for Women in Transportation** – Palais Royale, Toronto, Ont. torontotransportationclub.com

June 14-15 – **Private Motor Truck Council of Canada's Annual Convention** – Crowne Plaza Fallsview, Niagara Falls, Ont. pmtc.ca

June 16 – **Manitoba Provincial Truck Driving Championships** – Winnipeg, Manitoba. trucking.mb.ca

June 20 – **OTA Council Summit** – Toronto, Ont. ontruck.org

June 29-30 – **Great Lakes Trucks Club's Antique and Classic Truck Show** – Clifford Rotary Park, Clifford, Ont. greatlakestruckclub.com

## July

July 14 – **Ontario Truck Driving Championships (Skills Competition)** – Barrie Molson Centre, Barrie, Ont. otdc.ca

July 20-22 – **Great Canadian Truck Show** – facebook.com/greatcanadiantruckshow

July 21 – **Southern Alberta Truck Expo and Job Fair** – Lethbridge Exposition Park, Lethbridge, Alta. southernalbertatruckexpo.ca

April 20-21 – **Alberta Motor Transport Association's Leadership Conference and Annual General Meeting** – Rimrock Hotel, Banff, Alta. amta.ca

April 26 – **Toronto Transportation Club's Taste of Toronto Transportation Night** – Palais Royale, Toronto, Ont. torontotransportationclub.com

April 28-May 1 – **NASSTRAC Annual Shippers Conference and Transportation Expo** – Rosen Shingle Creek, Orlando, Fla. nasstrac.org

April 29 – May 1 – **NPTC Educational Management Conference & Exhibition** – Cincinnati, Ohio nptc.org

April 30-May 3 – **Advanced Clean Transportation Expo** – Long Beach Convention Center, Long Beach, Calif. actexpo.com

## August

Aug. 2-5 – **Rodeo Du Camion** – Notre-Dame-du-Nord, Que. elrodeo.com

Aug. 13-17 – **North American Inspectors Championship** – Columbus, Ohio cvsa.org

Aug. 23-25 – **Great American Trucking Show** – Kay Bailey Hutchinson Convention Center, Dallas, Texas gatsonline.com

## September

Sept. 9-12 – **PeopleNet/TMW Systems' in.sight User Conference** – George R. Brown Convention Center, Houston, Texas. insightuserconference.com

Sept. 11 – **BCTA Golf Tournament** – Meadow Gardens Golf Club, Pitt Meadows, B.C. bctrucking.com

Sept. 11-13 – **FTR Transportation Conference** – Historic Union Station, Indianapolis, Indiana – ftrconference.com

Sept. 13 – **TTC's Power of Education Golf Classic** – Blue Mountains, Ont. torontotransportationclub.com

Sept. 14-15 – **Lesco Distributors Pro Show N' Shine** – Castrol Raceway, Edmonton, Alta. lescodistributors.ca

Sept. 15-20 – **TMC Fall Meeting & National Technician Skills Competition** – Orlando World Center Marriott, Orlando, Fla. trucking.org

Sept. 20-27 – **IAA Commercial Vehicle Show** – Hannover, Germany iaa.de/en/

## October

Oct. 1 – **TTC's Night at The Races** – Woodbine Racetrack, Toronto, Ont. torontotransportationclub.com

Oct. 3-5 – **National Trailer Dealers Association's Annual Convention** – The Broadmoor, Colorado Springs, Co. ntda.org

Oct. 9-11 – **SAE Thermal Management Systems Symposium** – San Diego, Calif. sae.org

Oct. 10 – **Surface Transportation Summit** – International Centre, Mississauga, Ont. surfacetransportationsummit.com

Oct. 19 – **Fleet Safety Council's Annual Educational Conference** – Centre for Health and Safety Innovation, Mississauga, Ont. fleetsafetycouncil.com

Oct. 20 – **STA AGM and Gala Awards Banquet** – Hilton Garden Inn, Saskatoon, Sask. sasktrucking.com

Oct. 27-31 – **ATA Management Conference and Exhibition** – Austin Convention Center, Austin, Texas trucking.org

Oct. 24-25 – **Waste and Recycling Expo Canada** – Enercare Centre, Toronto, Ont. canadian-waste-recycling-expo.us.messefrankfurt.com

Oct. 24-26 – **CITT's Canada Logistics Conference 2018** – Pan Pacific Hotel, Vancouver, B.C. citt.ca

## November

Nov. 7-8 – **Ontario Trucking Association's Annual Convention and Executive Conference** – Ritz-Carlton Hotel, Toronto, Ont. otaconvention.ca

TBD – **MTA's Annual Fall Awards Gala** – Winnipeg, Man. trucking.mb.ca

## December

Dec. 6 – **BCTA's Christmas Party** – Sheraton Vancouver Guildford Hotel, Surrey, B.C. bctrucking.com

TBD – **Annual Toronto Transportation Club Dinner** – Toronto, Ont. torontotransportationclub.com

# Announcements

## Western Star has a new boss; Ridewell names new Canadian rep; Trianos to represent Transcourt Tank Leasing; and NACFE gets new chairman

**David Carson** has been named president of Western Star Trucks, and chief diversity officer for Daimler Trucks North America (DTNA). He is currently president of Freightliner Custom Chassis Corp., and will replace **Kelley Platt**, who has been promoted to oversee Daimler's joint venture Beijing Foton Daimler Automotive in China.



Ridewell has named **Steve Lachance** its new Canadian sales manager. He will be responsible for covering all of Canada.

"Steve comes to us with a tremendous amount of experience in the truck and trailer industry. His knowledge and expertise make him a perfect fit for Ridewell," said Justin Cravens, vice-president of sales.

Transcourt Tank Leasing has appointed **Michael Trianos** as its new director of business development for Ontario and Manitoba. With more than 10 years in sales and account management,



Trianos brings his experience in sales, leasing, rental, and repair to the Transcourt team, the company announced. During his career,

he has successfully supported a broad client portfolio within the Canadian bulk transportation industry.

"We're confident that Mike will help us reinforce our presence and capacity in the Ontario and Manitoba marketplace," says Transcourt president, Bruce Daccord. "Mike will be dedicated to helping our clients achieve their business objective requirements in Ontario and Manitoba and maximize their tanker investment."

Mitsubishi Fuso Truck of America (Fuso) has promoted **Justin Palmer** to the position of president and CEO. He replaces Jecka Glasman, who is leaving the company.



Palmer has spent the last two years at Fuso as its director, business operations. In that post, he has been responsible for strategic business planning, as well as developing and managing organization improvement processes aimed at meeting company financial goals while maximizing business growth and customer satisfaction. Palmer will operate from Fuso headquarters in Logan Township, NJ.

Bridgestone Americas has announced that **LaTres Jarrett** is its new director of marketing for Bandag. In her new role, Jarrett will lead the strategic marketing efforts at Bandag to revitalize and grow the brand among customers and dealers.

Prior to joining Bandag, Jarrett managed marketing campaigns for leading brands such as Pepsi, Gatorade, Cap'n Crunch and Dole, among others.

**Rob Reich**, senior vice-president of equipment, maintenance and driver development at Schneider, has been elected chairman of the North American Council for Freight Efficiency (NACFE). Reich succeeds Scott Perry, Nikola Motor Company's newly announced chief operating officer, in the role.

"We are so grateful to Scott for his years of leadership, a period in which our organization saw much growth and achievement," said Mike Roeth, NACFE executive director. "Now we are thrilled to face the future with Rob. Trucking is on the precipice of a lot of exciting technological developments in the near term. We know we can count on Rob to help us navigate those changes, keep NACFE relevant and help us continue to grow and develop." **TN**

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By Edo van Belkom

**M**ark stopped overnight at the Flying J Travel Plaza in Shuniah – just outside of Thunder Bay – in preparation for his trip across Hwy. 17 into Manitoba. He had a heavy load of auto parts headed for a warehouse in Winnipeg, and experience told him that the last stretch of this highway was always the toughest, especially in January.

And so, after a meal in the truck stop restaurant, Mark took a few moments to check the weather forecast for the next couple of days. Even though the highway was well maintained, and there wasn't a cloud in the sky at the moment, it was always a good idea to see what sort of weather and road conditions he would be driving into, especially when there were hundreds of kilometers between gas stations along the way.

The forecast wasn't good.

The temperature had been steady around -10 C for the past week, but it was set to drop another four degrees in the next few days and the possibility of precipitation was high at around 85%. The total accumulation of snow was approximately eight to 10 centimeters, all of which added up to terrible driving conditions.

If Mark had his way, he'd top up the tank on his auxiliary power unit and camp out in his truck for the next few days and binge-watch the set of *Game of Thrones* DVDs he'd received for Christmas. But there was a deadline attached to this load and he was mindful of it.

As he walked from the restaurant to his truck, Mark took a good long look at the sky. Still not a cloud to be seen. If he chained up Mother Load now, he'd be forced to drive at 50 km/h for a very long time. Not only would it be slow going, but he'd also be beating up his chains driving on highway that had as yet to see a single snowflake.

But...anyone who has ever installed snow chains during a

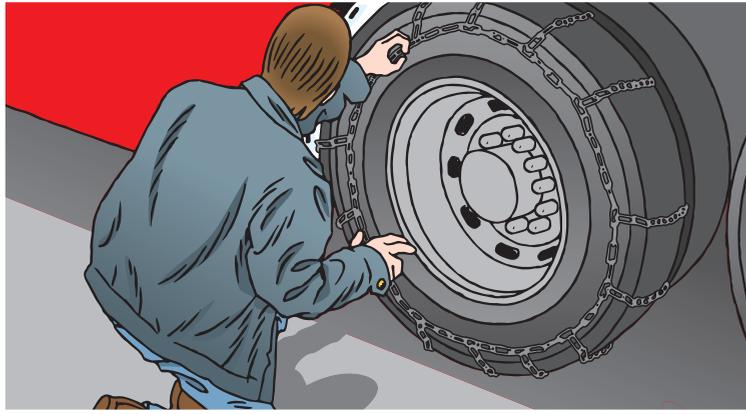


Illustration by Glenn McEvoy

## The Chain's in Command – Part 1

blizzard will tell you it's better to chain up in good weather than to be forced to do it in a storm. And so, Mark got out his chains.

He hadn't used his chains yet this season, so the first thing he did was lay them out on the ground to check their condition. There was wear on them to be sure, but everything was solid and none of the links were twisted. He made sure the hooks were all pointing upward and outward and that the cams would end up on the outside of the tire.

Then he grabbed the chains by the center and laid them over the outside tire of the first set of drive tires. When the outside chain link was in the middle of the sidewall and everything was laying square, Mark swept the excess chain in front of the tire so when he moved forward the chain was up high on the tire in the back and the excess would end up on the ground behind the tire.

After moving forward a few feet, Mark fastened the hooks on the inside of the tire first, using the third link in the chain to make sure he was getting the chains tight. Then he moved to the outside, connecting the side chain fastener as tight as he could. There were four cam locks on Mark's chains and he'd always had to do them all up to ensure a tight fit. After he'd tightened the first three cam locks, he struggled with the fourth a bit, but it eventually turned over and set in place.

Mark gave a couple of hard tugs on the chain, then drove forward a few feet. When he checked again, everything was still on tight. Satisfied, he set about installing chains on the on the other side of the truck.

There was still not a cloud in the sky when Mark set out onto the highway. After a half-kilometer's drive he pulled over onto the highway's

shoulder and checked his chains again just to make sure they were still on tight and nothing had shifted. Perfect.

The rusted chains had even been ground bare, making the chains shine in the early morning sunshine. Back in the truck, ready for the worst winter could dish out, Mark headed out onto Hwy. 17 traveling at 50 km/h and with long, noisy, boring hours of driving ahead.

But as the early morning inched closer to noon and Mark still hadn't seen any snow, he began to wonder if he'd made the right choice chaining up. If he hadn't installed his chains, he would have been able to drive faster and be hours ahead of where he was now. And how quickly would the snow come when it did? At the first sign of the storm, he could have stopped for 10 or so minutes to put on the chains. After all, how bad could the snow be?

Up ahead, Mark saw the flashing lights of an OPP cruiser on the shoulder. As Mark slowed, he could see the officer on the roadside waving down traffic. Mark was barely rolling when he reached the officer and rolled down his window.

"Just making sure any trucks going west have their chains on," said the officer. "I see you have them. Good job. Good luck!"

Mark smiled and waved as he pulled away.

"That was different," he thought. "It's not often the police are out warning people about the snow. I wonder how bad it's going to..."

All of a sudden Mark couldn't see. His entire windshield was blanketed in white and the road seemed to have turned from black to white in an instant.

"Yeah!" Mark shouted, elated at the whiteout conditions and the correct decision he'd made. "Right on!" **TN**

*Mark Dalton returns next month in Part 2 of The Chain's in Command.*

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## New Products

**Truck System Technologies** has introduced a new full color wide screen display to its tire pressure monitoring systems product line.

The new display monitors psi and tire temperature, and can be used with all existing 507 sensors. Additionally, the new display can monitor up to 110 tires and can manage a range from zero to 214 psi. The sensors report while stationary or in motion. Unlike the black and white display, which only indicated that there is a problem with one of the tires, the new display reveals exactly what the problem is through audio and visual alerts.



Another feature of the new display system is the autosensing feature, which allows drivers to easily change what they are hauling. This feature also gives you the ability to drop a towing or towed vehicle.

**CarriersEdge** has introduced a new course to help drivers safely handle one of the most hazard-laden aspects of their jobs – maneuvering in tight, congested conditions while making deliveries. *Trip Planning, Parking and Deliveries* gives drivers the tools and awareness they need to make deliveries without incident.

The course will give drivers the tools to: Prepare themselves, their cargo and their vehicle for a delivery; Understand how distraction and complacency contribute to collisions; Prevent collisions in truck stops and parking areas; Use safe parking and backing procedures, including the use of a spotter; Properly inspect, couple and uncouple a trailer; And avoid personal injury. For more information, visit [www.CarriersEdge.com](http://www.CarriersEdge.com).

**Trucker Path** announced it has added a new Parking Prediction feature for its trip planning app used by more than 600,000 active truck drivers. The Parking Prediction feature compiles four years of data and over one million monthly community-powered parking updates. With the updates, the feature provides users a percentage of parking spots available at a location during a given period of time.

The percentage will also be accompanied by a color coding of either red, yellow, or green. Red, indicating a range of time when parking is full at a location; Green, indicating when there are plenty or lots of spots available for truck parking; while Yellow will show that there are some spots. Users can find the new feature in the details of a given location. Visit [www.TruckerPath.com](http://www.TruckerPath.com) for more.

**Wabash Canada** has announced it's launching a new GoRight brand for its fleet maintenance business. The company says it has developed

a fleet maintenance program that can reduce maintenance costs and improve fleet management, safety, and productivity. It supports any brand of trailer, and other assets. More information can be found at [www.GoRightFleet.com](http://www.GoRightFleet.com).

**Penske Truck Leasing** released the Penske Driver app that provides truck drivers with easy Hours of Service (HOS) functionality to meet the electronic logging device (ELD) mandate, and other productivity tools.

The new app is free to Penske commercial customers and is available for Android and iOS/Apple

devices. The Penske Driver app quickly and easily connects using Bluetooth inside Penske's rental trucks, the company says. The app was custom built by Penske, based on extensive customer and driver research and is supported 24/7 by Penske's in-house staff.

**Minimizer** super single fenders have hit the heavy duty trucking aftermarket. Four super single fender models – 2221, 9021, 4021, and TR4021 – measure 19.5 inches wide and are specifically designed for wide-base tires.

For more information, go to [www.minimizer.com](http://www.minimizer.com). **TN**



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January 2018 • Truck News 51

# The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom



Vic pulls into a truck stop in Alberta for the night on his way to British Columbia. As he's sitting behind the wheel eating his dinner, he notices a man wandering around the truck yard without any purpose. Usually, anyone outside of their truck in Alberta at this time of year is either heading inside or checking out their truck. This man seemed to be neither and looked as if he were lost, or trying to find his way back to his truck.

As Vic continues to watch, he sees the man checking the doors on the cabs of two trucks to see if they are locked. Vic is concerned because while drivers always lock their doors, every so often someone will forget or be too trusting of their fellow drivers.

After downing the last of his sandwich, Vic gets out of his truck and starts following the man around the yard. He watches as he checks out two other trucks whose doors are locked, but the door of the third truck he tries is unlocked and opens up for him.



Illustration by Glenn McEvoy

Vic watches the man climb into the truck and for a moment wonders if maybe that was his truck. Maybe he was drunk or sleepy and forgot where he'd parked. Or maybe he was cold and was looking for a warm place to sleep. Or... maybe there was another reason...

As Vic gets closer, he hears the man moving around inside the truck's cab, as if he's searching for something.

Vic stands at the driver's door of the truck and waits. Moments later the door opens and the man freezes, holding a plastic shopping bag in one hand and a heavy winter coat in the other.

For a long moment, Vic and the other man are motionless. There's no question that the man has broken into the truck with the intention of stealing whatever he could find inside. Vic is disappointed that the man is dark-skinned like himself... something that the other man obviously realizes as well.

"This isn't your truck. You're a **thief** stealing from the man who drives this truck!"

"NO, it's not like that at all."



"You could have just as easily been stealing from me."

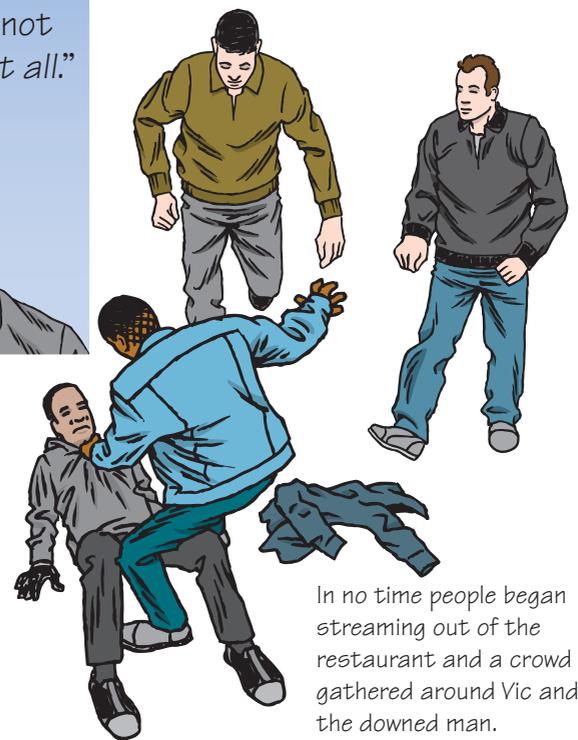
"Here," the man says. "Take the coat. It's worth a couple hundred dollars."

"I have a coat," Vic says. "And if I need one I will buy one."

"C'mon man, can't you give a brother a break and look the other way?"

Vic turns his head and does look the other way, but only to see if there was anyone else in the lot. When he sees a woman passing between two trucks on her way into the truckstop restaurant, Vic calls out, "Call the police! This man is stealing from this truck."

The man in the truck drops the shopping bag and coat and tries to jump down, but Vic catches him by his jacket and pulls him to the ground.



In no time people began streaming out of the restaurant and a crowd gathered around Vic and the downed man.

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## Bison snags two more safety awards

### WINNIPEG, MANITOBA

Bison Transport took first place at the Truckload Carriers Association (TCA) National Fleet Safety Awards in the large fleet division, and also won first place in the American Trucking Associations' National Truck Safety Contest for the seventh consecutive year.

This marks the 12th consecutive year Winnipeg-based Bison Transport received the TCA distinction. The company has achieved the lowest U.S. Department of Transportation recordable accident rate per million miles in the industry.

"Safety positively impacts the sustainability of our company and the livelihoods of people and families," said Garth Pitzel, Bison Transport's director of safety and driver development.

"With all these impacts understood, we are challenged and obligated each day to improve. Our people make us North America's safest fleet."

The TCA will name the Grand Prize winner – an award Bison has received 10 times – in March 2018.

Bison Transport also won first place in the ATA awards program in the 100 million mile carrier category.

"It is an honor that Bison's safety record and longstanding history of quality service is recognized both in Canada and the United States," said Pitzel. "Our teams are dedicated to maintaining our reputation and distinction as North America's safest fleet. We are committed to being an industry leader and are grateful for this recognition from the ATA." **TN**

## Manitoulin Transport buys Duckering's Transport

### RED DEER, ALBERTA

Manitoulin Transport has acquired Duckering's Transport.

Duckering's is a less than truckload (LTL) service provider from Red Deer, Alta. Manitoulin says the acquisition builds on its previous investments in Western Canada in recent years and further demonstrates its commitment to providing the most comprehensive coverage across Canada.

"Duckering's Transport has carved out a niche for itself in the Alberta LTL marketplace and earned a reputation for on-time delivery as well as a customer-first philosophy that we share," said Jeff King, president, Manitoulin Transport. "It is an important addition to Manitoulin as it instantly increases our direct service footprint with over 100 new direct service points. This, combined with our technology, equipment and



best-in-class supply chain processes, means that businesses in the region can connect faster and more easily with customers and prospects across the province and around the globe. This will help them compete and grow in an increasingly competitive world."

Duckering's Transport was founded by Clarence Duckering in 1971 and has remained a family-owned business for more than 40 years. Headquartered in Red Deer, Alta., it has terminal facilities in Brooks, Calgary, Camrose, Edmonton, Fort McMurray, Lethbridge, and Medicine Hat. **TN**

## Contrans acquires MacKinnon Transport

### GUELPH, ONTARIO

Contrans Group has acquired the assets of MacKinnon Transport – a family-owned business that has been around for close to 90 years.

The deal, which was only in the works for five to six weeks, closed on Dec. 1. Being an asset-purchase, Contrans acquired all MacKinnon trucks, trailers, and customer contracts.

According to Evan MacKinnon, the former president and CEO of the family business, the main reason it was sold was due to the driver shortage and the company's inability to hire new drivers.

"Every aspect of the business was doing amazing...linehaul margins, revenue per mile, revenue per day, per truck – it was all doing great," he said. "The only problem we had was attracting drivers. And in the last two years, our fleet had shrunk by 35% due to driver attrition. And the inability to attract drivers was the reason, the only reason, it didn't make practical sense for MacKinnon to be an entity on its own."

The silver lining of the deal, said MacKinnon, other than the business operation remaining intact, is that 90% of MacKinnon employees have been offered employment with Contrans.

"With seniority intact," he added. "Their years of service with MacKinnon will be honored by Contrans which is very honorable, seeing as we have a lot of employees with 20-30 years of service... This was the absolute best outcome for the employees because for them it'll be the same operations department, the same customers, and the same drivers."

Former MacKinnon employees are now based out of Contrans' Aberfoyle location.

MacKinnon said he is happy it was ultimately Contrans that purchased the business.

"They were a great fit. They had the wherewithal to act quickly...they're local, so it was attractive to our staff, and retaining their seniority was huge," he said. "They're a great organization."

Alex MacKinnon, the company's former chief operating officer, has accepted a position as director of sales and business development for Contrans Flatbed.

Evan said he is "between careers" for the time being.

"Obviously it's very emotional for the MacKinnon family," he added. "That's all we've done...our lives have revolved around trucking for the past 88 years and four generations of MacKinnons. But, onwards and upwards." **TN**

## Titanium gives drivers a raise

### BOLTON, ONTARIO

Titanium Trucking Services has announced it is increasing driver and owner-operator pay, to help achieve its growth plan for 2018.

Owner-operator rates are increasing by 5% of revenue and company drivers will get up to a six cent per mile increase, effective Jan. 1.

"We anticipate a significant increase in customer demand next year and we want to make sure we have the drivers to take advantage

of the disruption that we expect is coming to the industry," said Marilyn Daniel, vice-president of Titanium Trucking Services.

"We are able to deliver excellent customer service as a result of our reliable and safe driver group. We recognize that our drivers are the backbone of our company and 2018 will be about who can attract and retain the best drivers."

Titanium also offers safety bonuses and a share purchase plan. **TN**

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# The alternative route to success



**"We hire character over talent.  
We hire good people over skill set."**  
— Rob Piccioni, Fuel Transport

Rob Piccioni is a contrarian. He doesn't like to do what others are doing. He likes to take the road less traveled, and march to the beat of his own drum.

It's partly why he decided to start his own trucking business in 2004. After working for years in trucking as operations manager for another brokerage, Piccioni decided he needed a change of culture, and started a company he could be proud of.

"I was well-compensated and doing well, but I didn't like the culture and I didn't like the direction of the company I was working at," he explained. "I decided that Monday morning was coming around way too soon and I didn't want to be part of it anymore. I left and I learned a lot of things about what to do, but I learned a lot of stuff on what not to do. I applied it to what I believed was a proper and good working environment. I started a company with the intentions of earning a living doing honest, transparent, fair, quality work with our customers and with our suppliers and it grew. I never dreamt of it growing to the size it is today."

Fuel Transport is both a non-asset and asset-based carrier. With offices

in Montreal, Toronto, and Chicago it moves general freight – everything from airplane parts to beer – across Canada and the U.S.

Today, even though it's not the largest trucking company in the nation, it is proving to be one of the best in Canada, thanks to Piccioni's unconventional thinking.

Take for example, the company's hiring process. While many other transportation companies hire those with a transportation background, Fuel doesn't.

"We hire character over talent," he said. "We hire good people over skill set. Obviously, we do identify the qualities and skill sets and professions or abilities of people, but we hire character and good people first. The majority of people that work in operations have no prior transportation experience in operations. The majority, I'd say 98% of the people here, that we've hired operationally, have no prior experience in logistics or in trucking."

And this tactic, said Piccioni, has helped the company achieve its greatest success to date – having a strong, unstoppable team.

"Over the years what that does, is pay dividends," he said. "We have a lot of retention and we have little turnover, and we have quite a bit

of great synergies within our company, which in itself has allowed us to develop our relationships with our customers and with our suppliers as well. The greatest strength of Fuel is our people and the quality of the people that we've attracted and that we have been able to maintain and keep over the years has been a huge strength for us. That's where we get traction with our customers. We've built a mid-sized business that does a substantial amount of money over nine figures."

Driver turnover is low at Fuel as drivers enjoy benefits like earning a salary at the higher end of the spectrum, driving new equipment, and having a director who understands how drivers want to be treated, like giving them flexible schedules and ensuring they have enough home time.

"Our head of trucking (Martin Tranquille) does not have an office," Piccioni said. "He sits right in the operations department with a safety manager to his left and the whole operations team right in front of him. It's a completely open environment and the drivers are walking in and out of there and having a completely transparent, open discussion."

But Piccioni is the first to admit, the business isn't perfect and it has its challenges.

"Our greatest challenge is sustaining the business model that we've developed, continuing the business model," he said. "I think that's a big challenge because we are experiencing some expedited growth, and the way we hire and the way we train takes time. People don't come into this company and make an impact they want. We take our time developing. It's going to be a balancing act between managing the growth as well as making sure that we have the right qualified personnel behind that growing structure that's in place. We have our issues. That's not something we shy away from, either. Full transparency – we're not the perfect company, but that's what we're trying to do."

Most recently, Fuel was one of the first carriers to put down a deposit to buy four of Tesla's new Class 8 Semis. After hearing Elon Musk speak about the future of trucking at the Semi unveiling, Piccioni was impressed because Musk presented solutions for everyday problems that exist on the road with trucks.

In the future, Piccioni says his hopes are that the business continues to succeed and grow.

"I don't see the business diversifying itself too much," he said. "I believe in sticking to what we know best and continuing down that path. Hopefully, we can make an impact and change the way things are done and bring more value to our industry as a whole. I want to be a leader in over the road transportation in North America. I want to make an impact." **TN**



**Sonia Straface** is the associate editor of *Truck News*. She has been covering the Canadian trucking industry since 2014.



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