

TRUCK NEWS

Eastern Canada's Trucking Newspaper Since 1981

Delivering daily news at trucknews.com

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Smokescreen

This summer Canada is moving to legalize marijuana. Is your trucking company prepared?

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'Hey, Mercedes'

We take the new Sprinter for a drive and get to know its MBUX user experience system.

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Spec'ing shunt trucks

Fleets are spec'ing higher-end yard tractors to reward hard-to-find drivers.

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Spec'ing for success

Fleets at the Canadian Fleet Maintenance Summit discuss their spec'ing strategies.

Truck market 'red hot'

Canada sets best month for Class 8 orders since 2006

Canada posted its best month for Class 8 order intake since early 2006 in April, and was the only North American market to post a month-over-month gain.

It booked 5,815 units, according to ACT Research.

May Class 8 orders were also strong, with North American orders totaling 35,200 units – slightly below the six-month average of 40,000 units per month, FTR reported. Class 8 orders for the past 12 months have now totaled 386,000 units, pushing the backlog out to the end of the year and causing supply chain challenges for truck makers.

"We are seeing the backlogs grow to the point where you can say, for all practical purposes, we are sold out for 2018," Roger Nielsen, chief executive officer of Daimler Trucks North America, said during a media roundtable June 6. "We're reaching

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Nearly 170 trucks were lined up at the Ilderton Fairgrounds June 9-10, to raise funds for two important children's causes.

Doing it for the kids

Trucking for Kids truck show experiences another growth spurt

By James Menzies

ILDERTON, ONTARIO

The third annual Trucking for Kids truck show was held here June 9-10, with more trucks than ever before participating. Organizer Colleen Manning said there were 169 trucks on site, up from the 148 that took part last year.

Many were decked out with stuffed animals or arranged with bowls of candy for visiting children. The event, which also features a car show and a kids' zone, raises money for two charities that Manning and her husband J.R. – a truck driver – hold dear.

Ronald McDonald House and the Children's Hospital at London Health Sciences Centre came to the couple's aid when their son Samuel was born premature in 2015. Once Samuel had recovered, the Mannings wanted to give back to the charities, and decided to call on truck drivers for support.

"I floated the idea of a truck show before we were even out of the hospital," J.R. Manning told *Truck News* at this year's show. "I threw it up on Facebook and everybody

said 'We'll come out.' We settled our life back out and got to it and it far exceeded our expectations."

The first show in 2016 raised about \$30,000, which was split evenly between the two organizations. Last year another \$37,000 was raised.

This year, \$45,000 was raised, bringing the three-year total to more than \$112,000 – far more than the couple thought possible that first year.

"We said if we raised \$1,000, we will be happy with that, and we raised \$15,000 the first year for each of the charities," J.R. added.

Owner-operator Mark Desjardine was one of the truckers who came out to support the show. He has a first-hand experience with the charities the event raised money for.

"Elizabeth is my granddaughter. She was born premature and spent two weeks in the children's hospital and my daughter and her husband spent the same amount of time at Ronald McDonald House," Desjardine told *Truck News* in front of his truck, its grille decorated as a tribute to Elizabeth. "Those are pretty amazing facilities."

Elizabeth is now a healthy two-year-old.

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Lou Smyrlis
Director Business Development
416-510-6881
lou@newcom.ca

Kathy Koras
Associate Publisher
416-510-6892
kathy@newcom.ca

A. (Tony) Hohenadel
Publisher - truckandtrailer.ca
416-614-5800
tony@newcom.ca

Dan Robinson
Director Digital Marketing
416-510-5123
dan@newcom.ca

EDITORIAL
James Menzies
Editor
416-510-6896
james@newcom.ca

Sonia Straface
Associate Editor
416-510-6890
sonia@newcom.ca

Derek Clouthier
Truck West Editor
403-969-1506
derek@newcom.ca

DESIGN AND PRODUCTION
Carolyn Brimer, Beverley Richards,
Michael Chimienti, Tim Norton

ACCOUNT MANAGERS
Anthony Buttino
National Accounts Manager
416-458-0103
anthonyb@newcom.ca

Nickisha Rashid
National Accounts Manager
416-614-5824
nickisha@newcom.ca

Delon Rashid
Western Accounts Manager
403-713-1054
delon@newcom.ca

Denis Arseneault
Quebec Accounts Manager
514-938-0639 ext. 2
denis@newcom.ca

Tony Jelacic
Regional Accounts Manager
416-614-5813
tonyj@newcom.ca

Doug Copeland
Regional Accounts Manager
905-715-9511
doug@newcom.ca

Paul Beelien
Regional Accounts Manager
416-614-5806
paul@newcom.ca

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NEWCOM

CHAIRMAN & FOUNDER:
Jim Glionna

PRESIDENT
Joe Glionna

VICE-PRESIDENT
Melissa Summerfield
Director of Circulation
Pat Glionna

Subscription Inquiries
Lilianna Kantor
Phone: 416-614-5815
Fax: 416-614-8861
Email: lily@newcom.ca

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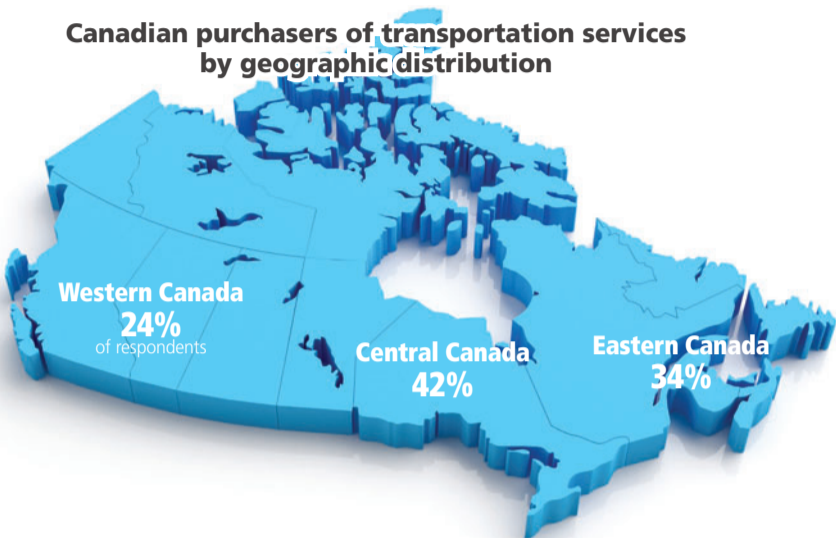
The buyer bio

The skinny on Canadian buyers of transportation services

The annual Shipper’s Choice Awards Survey, conducted by our sister publication Canadian Shipper, publishes the performance of Canada’s motor carriers across 8 Key Performance Indicators, as rated by Canadian purchasers of transportation services. The report showcasing those carriers who score above the survey’s Benchmark of Excellence is included in the upcoming issue of Canadian Shipper and is also available online at www.canadianshipper.com. In addition to the ratings, the survey also includes key information on the Canadian transportation buyer demographics and annual spend.



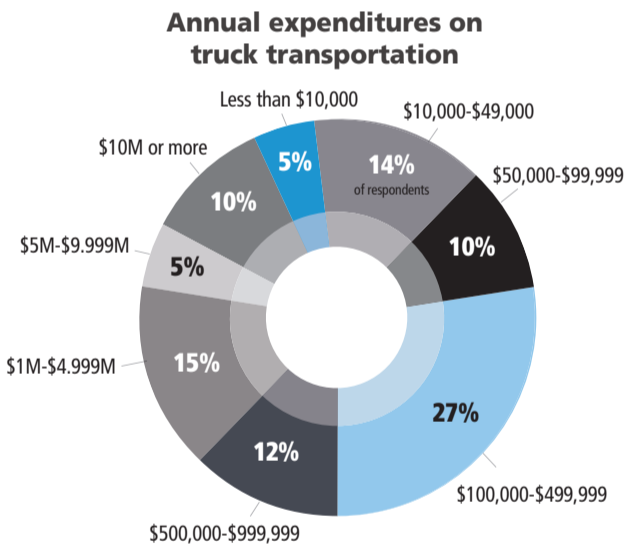
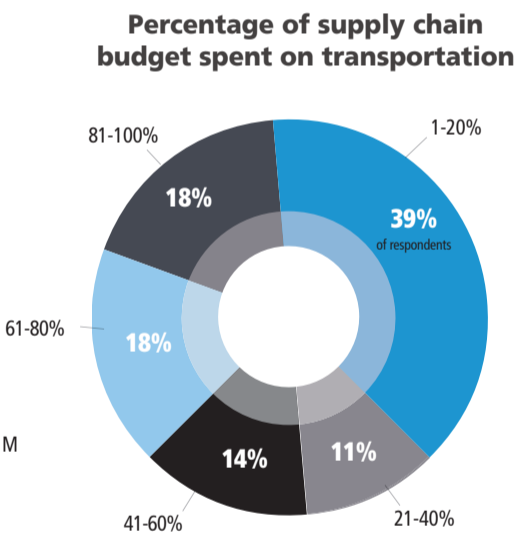
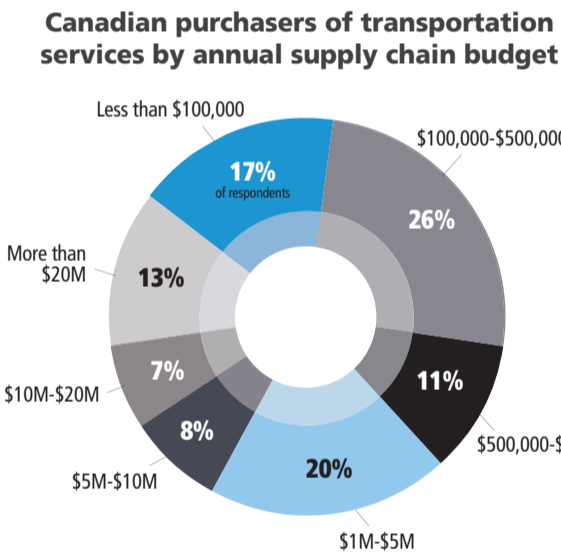
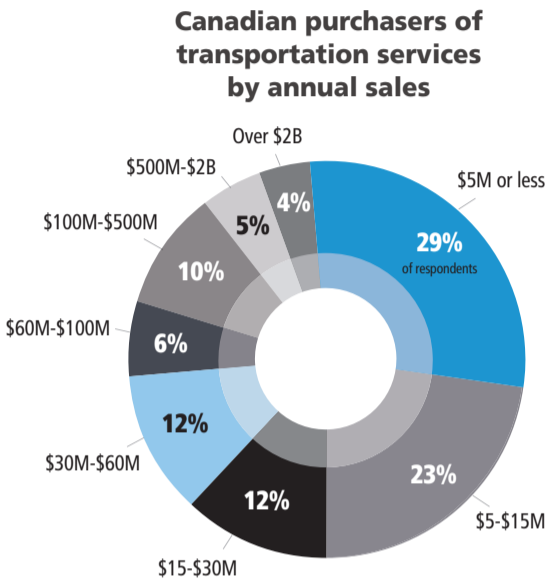
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Canadian purchasers of transportation services by sector

Manufacturing	Third-party logistics	Retail	Freight forwarding	Other
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4 Truck News • July 2018

Haze continues to hang over legalization of marijuana

Whether or not you agree with the legalization of marijuana, society and our lawmakers have spoken, and it's coming. Are you prepared?

I'm not sure any of us are. There is still a ton of misinformation about how legalization will affect our industry and for drivers, your career. Some drivers have wondered if they are allowed to smoke pot in Canada when off-duty and continue to operate in the U.S.

That's a big no-no. The U.S. will continue to require drug testing and to take a zero-tolerance approach, regardless as to whether marijuana is used for recreational or medicinal purposes. So, do yourself a huge favor and if you plan to continue hauling to the U.S., don't indulge.

You'd think this would be obvious, but it clearly isn't. Just look to the states that have legalized marijuana for proof. They've seen the percentage of workers in safety-sensitive positions such as trucking who tested positive for marijuana rise substantially.

Drug test failures went up 39% in Nevada, 20% in California, and 11% in Massachusetts, according to a Quest Diagnostics review of 10 million drug tests. Similar findings occurred in Washington and Colorado following legalization in those states.

One must wonder if this will create new challenges for cross-border fleets. Today's youth in general seem to be "4/20-friendly," and an industry struggling to attract young workers may find they're uninterested in a career that takes a zero-tolerance approach to pot.



Those truckers who do like to indulge while off-duty will likely choose domestic trucking jobs, meaning it may be more difficult to find cross-border drivers.

To further complicate matters, it's nearly inevitable that trucking companies of any size will have to deal with the issue of marijuana use in the workplace. Are you prepared to do so? Do you have a drug and alcohol policy in place? Has it been updated to reflect the impending legalization of marijuana? Do you have plans to accommodate employees who claim to have an addiction?

My gut feeling is that many fleets will be learning as they go. Precedents will be set. And companies will be handcuffed until clarity is provided through our court system and human rights tribunals.

All this is exacerbated by the fact there is still not a testing method that measures impairment. THC, the active ingredient in marijuana, stays in your system for a long time and failing one of the currently available drug tests doesn't mean you are impaired. This is a fairly significant detail that the government seems to be overlooking as we hurtle towards legalization.

We delve into these topics in more detail on pages 16-17 of this month's issue. Unfortunately, with marijuana legalization just months away, many questions remain unanswered and a thick haze continues to hang over what the impact on trucking will be. **TN**



James Menzies can be reached by phone at (416) 510-6896 or by e-mail at james@newcom.ca. You can also follow him on Twitter @JamesMenzies.

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Backlogs growing

Continued from page 1

the level where the supply chain now becomes our constraint. We have identified the bottlenecks, we have our staff and experts on-site at suppliers ensuring we can keep pace with customer demand at the levels we expect. We've been very successful in managing the supply chain but it definitely has brought its challenges."

FTR vice-president of commercial vehicles, Don Ake, says the current capacity crunch is the tightest the industry has ever seen.

"Long-time veterans in this industry are saying this is the best freight market they have ever seen," said Ake. "Fleets cannot add capacity fast enough and as long as the economy and manufacturing are going great, this capacity crisis will continue."

He added, "It's a red hot market."

April trailer orders bettered preliminary estimates from ACT Research. The final numbers for net trailer orders were just below 24,000, up from the 23,100 preliminary estimate.

"The final result outpaced our preliminary estimate, an indication of the continuing strength in trailer demand, even as we slide from order season to build season," said Frank Maly, director, commercial vehicle transportation analysis and research at ACT Research.

"Strength continues to be widespread, with only bulk tanks below last year's volume. The 17th consecutive month of year-over-year order gains was driven by solid freight demand and high freight rates that both encourage and provide the ability for fleets to continue to invest in equipment."

Production is being limited by the availability of components, particularly tires, ACT reports.

"These concerns are not surprising given that most truck and trailer OEMs are producing close to full capacity," Maly said.

And shippers continue to feel the pinch of a tight market, according to the latest FTR Shippers Conditions Index.

The index remained in double-digit negative territory at -10.5 in March, FTR reported, reflecting a tough operating environment. Conditions for shippers remained "highly unfavorable" with tight capacity and rising rates in the truckload and intermodal segments.

FTR says shippers may see some relief after the second quarter, with conditions improving more in the fourth quarter. Fortunately for shippers, hard enforcement of the electronic logging device (ELD) mandate in April doesn't seem to have had a major impact.

"Economic indicators look solid, freight demand continues to rise, and FTR sees no signifi-

cant slowdown through 2019 for these conditions. Indeed, spot market rates are setting new record highs as the peak shipping season comes into full swing," said Jonathan Starks, chief intelligence officer at FTR.

"We're reaching the level where the supply chain now becomes our constraint."

— Roger Nielsen, DTNA

Truck tonnage in April was up 9.5% year-over-year, marking the largest y-o-y increase since October 2017. The American Trucking Associations For-Hire Truck Tonnage Index was up 2.2% from March.



Year-to-date tonnage was also up 8% compared to the same four months last year, outpacing the annual gain of 3.8% in 2017.

"Truck freight tonnage remains robust. And I don't think we've even seen the traditional spring freight season yet," said ATA chief economist Bob Costello. "People

are just getting around to buying grills, lawn mowers, and yard tools. Plus, the produce season was also delayed due to a cold snap in early spring. Longer-term, strength in consumption, factory output, and construction should keep truck freight tonnage solid for the quarters ahead." **TN**

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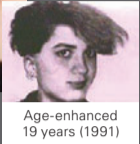
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Business

Newcom forms South Asian Media group

TORONTO, ONTARIO

Newcom Media has formed Newcom South Asian Media – a joint venture with Road Today Publishing – which will serve the rapidly expanding South Asian community within Canada's trucking industry.

The venture will be based out of Newcom Media's new Toronto headquarters. Manan Gupta, the founder of Road Today Media Group, has been named general manager, effective July 1.

Newcom South Asian Media will relaunch the regional *Road Today* magazine as a national publication this fall and will create a series of



Manan Gupta

recruitment and resource expos at Toronto's International Centre. The first expo has been set for Sept. 15, 2018. Dates for two more events, in the Spring and Fall of 2019, will be finalized shortly.

Trucking companies and suppliers who want to understand the nuances of working with South Asian partners will also be able to turn to the joint venture for support such as translation services, videos, and marketing materials.

Road Today magazine is published in English, Hindi, and Punjabi. Road Today Publishing is owned by Vik and Manan Gupta.

"South Asian drivers and fleet owners represent the fastest-growing demographic in Canada's trucking industry – and this partnership will ensure their unique information needs will be well served," said Joe Glionna, president of Newcom Media. "This venture combines Manan and Vik's deep roots in the community with Newcom's leading truck publications and shows. Whether in English, French, or Punjabi, we are committed to our role as Canada's leading information source in trucking."

"The South Asian trucking community has proven its successful presence across Canada and continues to make a positive impact in various facets of the industry. The launch of this joint venture will be beneficial in bringing the community a wealth of information, resources, and quality events," Gupta said.

Road Today joins other Newcom trucking-focused publications that include *Today's Trucking*, *Truck News*, *Truck West*, *Transport Router*, *Truck Tech*, *Truck and Trailer*, and their respective online offerings.

The recruitment and resource expos will add to Newcom's growing list of trucking-related events including Truck World, ExpoCam, the North American Commercial Vehicle Show, the Surface Transportation Summit, and Canadian Fleet Maintenance Summit. **TN**



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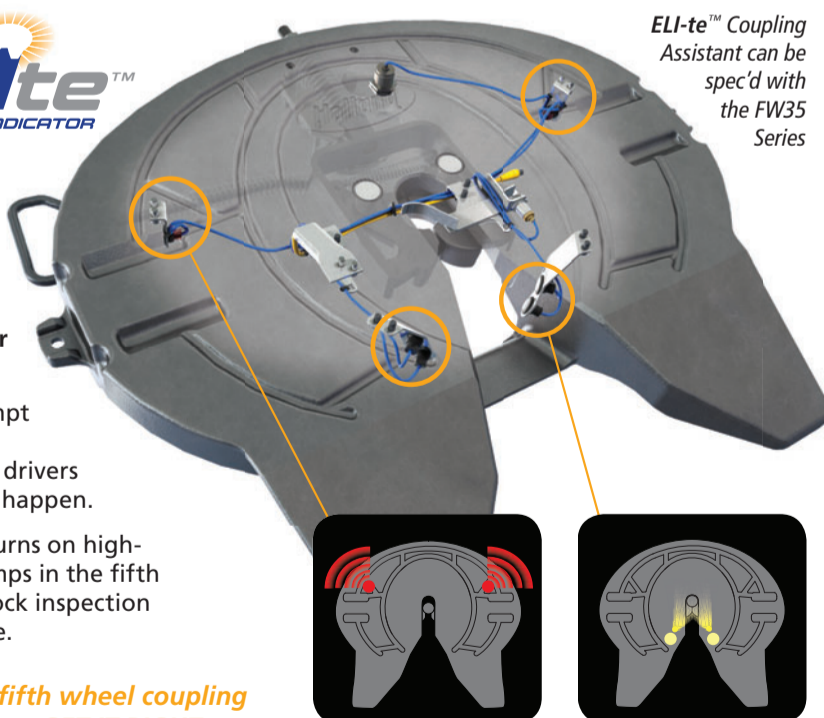


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A common language

Consistency in collision mitigation system user interfaces would be beneficial

ATLANTA, GEORGIA

Greater consistency of messaging, and alerts that appear directly on the windshield are a couple improvements that could be made to collision mitigation systems in the market today.

Fred Andersky, director, customer solutions controls with Bendix, said the human machine interface (HMI) for each system on the market is different, which can cause confusion among drivers in mixed fleets.

“One of the things they all have in common is, they have to deliver information to the driver,” Andersky said of today’s active driver assistance systems, when speaking during a panel at the Technology & Maintenance Council’s Spring meetings. “They have to let the driver know something is about to happen, or something is happening. The way they do that is through the HMI...The issue we run into is that, even though the SAE provides some guidelines around what these interfaces might look like, in reality there is no NHTSA-driven regulation that defines or demands that interface look or work a certain way.

So, we end up seeing a lot of different approaches. Some that are good, some that are bad.”

A driver who’s accustomed to the alert language and display from one safety system supplier, may be momentarily confused or distracted if he sees a different style of alert when in a truck using a different system.

“Fleets can be left with vehicles in the fleet with different levels of performance and different HMI,” said Andersky. Furthermore, fleets may have trucks that have different following distance settings, further confusing drivers. Andersky suggested the industry would benefit from some standardization – much in the way parking brake controls look the same regardless of truck make.

To prevent distraction through collision mitigation systems, messages may soon be displayed directly on the windshield so that drivers don’t have to take their eyes off the road to look at a display elsewhere in the cab, according to Deborah Thompson, technology lead, human factors with Volvo.

She said augmented reality could change how safety systems communicate alerts to drivers.

“The technology is starting to get incorporated into the vehicle,” she said of augmented reality. “It allows you to project information on the windshield so it’s within a driver’s field of view, so the driver doesn’t have to take their eyes off the road when a critical event occurs.”

Thompson agreed with Andersky that some consistency in the messaging would be beneficial.

“What we need to do as OEMs, is design systems so we reduce the amount of confusion that could occur,” she argued. “Because with confusion, a driver won’t be in the position to act appropriately and that could decrease safety.”

David Smith, driver assistance systems engineer with Daimler Trucks North America, noted 83% of fleets with more than 100 trucks are spec’ing collision mitigation systems, while only 36% of small fleets are doing so. Schneider became a believer after seeing a 95% reduction in accident severity and 70% reduction in frequency, after bringing in advanced driver assistance systems.

“Those numbers make a pretty clear business case,” said Smith, especially with the FMCSA reporting the average cost to a trucking

company involved in a fatal accident is US\$7.2 million.

“It comes down to the large fleets’ ability to do their own research,” Smith said of the disparity between small and large fleets spec’ing advanced driver assistance systems. “And smaller fleets don’t have as many vehicles, so the probability of them being in one of those unfortunate accidents is simply lower.”

Smith said it’s incumbent on OEMs to make fleets of all sizes comfortable making active safety systems a part of their standard specification.

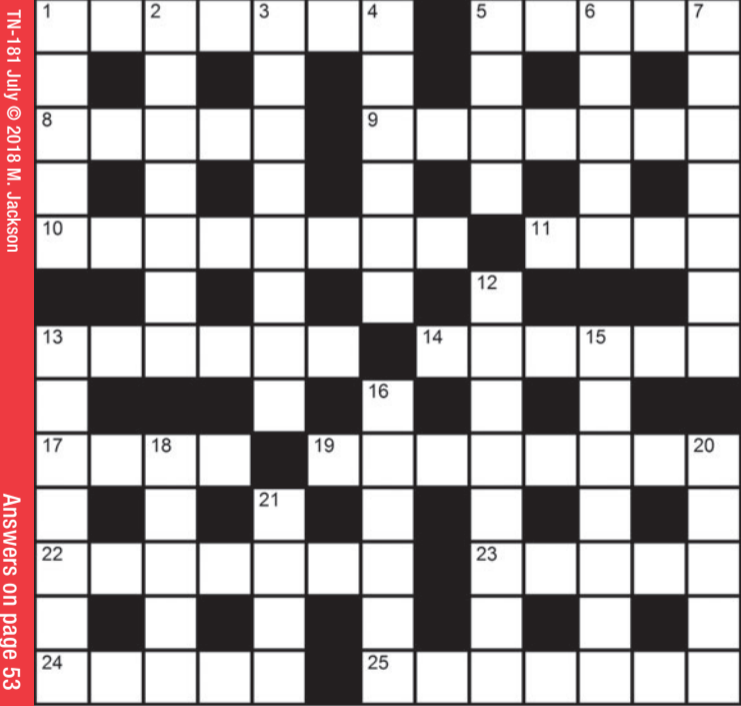
“We want to reach the maturity to a point where it’s a no-brainer whether or not to put these systems on the vehicle,” he said.

Fleets that do decide to spec’ collision mitigation systems must ensure they properly train everyone involved if they’re to ensure a successful rollout, according to Buffy Wilkerson, national account manager with Wabco.

“Every party in the company needs to be on-board,” she said, encouraging an open dialogue with drivers and an emphasis on the fact the system is designed to help the driver – not replace them.

Wilkerson encouraged fleets to take advantage of training tools provided by suppliers, or to, as one fleet customer did, create their own training videos. **TN**

THIS MONTH'S CROSSWORD PUZZLE



TN-181 July © 2018 M. Jackson

Answers on page 53

Across

- 1 Tractor without trailer
- 5 Engine synonym, ____ plant
- 8 Roadside info sources
- 9 Brake system type (3,4)
- 10 Decorative wheel trim item (3,5)
- 11 QC-made trailer snow removal system
- 13 Police cruiser (3,3)
- 14 Item chained to belt, perhaps
- 17 CB emergency channel
- 19 Kojak with a Kodak (5,3)
- 22 Timmies' tasty treats
- 23 Truck stop rule breaker, sometimes
- 24 Roadside weigh station
- 25 Saskatoon-based transport group

Down

- 1 Winnipeg based carrier
- 2 Irving facility in Pembroke, ON (3,4)
- 3 Mack's "Born Ready," for example (2,6)
- 4 Long term truck rentals
- 5 Fill a truck stop slot
- 6 Brand bought by Volvo in '81
- 7 Income tax file item
- 12 Truck News or Truck West
- 13 Handles, in other words (1,1,5)
- 15 Quebec-New York border crossing
- 16 Hammer lane action
- 18 Canada-US-Mexico trade pact
- 20 Truck repair invoice items
- 21 Item with inflationary pressure

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Business

DTNA outlines strategies for connectivity, automation, and electrification

By James Menzies

PORTLAND, OREGON

Connectivity, automation, and electrification were the themes of Daimler Trucks North America's (DTNA) Capital Market and Technology Day June 6.

Wilfried Achenbach, senior vice-president of engineering and technology, said those are more than buzzwords to Daimler, and are in fact the company's three pillars.

On the connectivity front, DTNA announced new services that will be rolled out in the fourth quarter.

Detroit Connect Direct will provide a direct data feed to customers, presenting to them the data they want, when and how they want to receive it.

"It's a service that will allow them to select what information they want, how frequently and when they want it delivered to their back end," said Jason Krajewski, director of connectivity for DTNA.

Available data will include time and place, vehicle performance, driver behavior, and safety system performance. Krajewski said it will be delivered via a simple dashboard. It is currently running a pilot program.

"Customers we've put it in front of, really love that data," Krajewski said.

Also in the fourth quarter, DTNA will allow customers to wirelessly pair their devices via Bluetooth to the truck's embedded telematics platform. One benefit is that drivers can use any approved electronic logging device (ELD) app and connect directly to the truck's hardware – avoiding the need to have additional ELD hardware installed.

"Via that Bluetooth connection, we will move hours-of-service data elements required for the ELD mandate to be accessible by authorized apps we work with our partners to release," Krajewski said. "So, you can pair devices with the truck and have the flexibility to change those ELDs as needed and not have to be tied to hardware anymore. You can pair with our truck and use whatever platform you want to."

The company is currently working with ELD partners and is in the process of authorizing their apps, in advance of a fourth quarter rollout.

"Many of our customers like to start building their own telematics ecosystems," Krajewski said of the latest connected services being offered by the company. "A combination of in-cab device pairing and direct data feed really allows them to start that process."

Krajewski also noted fleets are beginning to take advantage of remote parameter updates. Parameters including maximum vehicle speed, maximum cruise speed, idle shutdown time, and ambient shutdown temperatures, can be modified over the air in two to 10 minutes. This process used to require up a day of downtime when trucks had to be physically plugged into to make those changes, Krajewski explained. Over the air parameter updates were offered beginning in March.

"Customer adoption is starting to pick up now," said Krajewski. "It's a very new experience for people in our industry to do this remotely. The adoption curve is starting to ramp up now."



Roger Nielsen, CEO of Daimler Trucks North America, introduces the new eCascadia to press and investors at the company's Capital Market and Technology Day event on June 6.

On the automated driving front, Dr. Peter Vaughan Schmidt, head of truck strategy for Daimler, said the company continues to work on automated driving, noting its Inspiration Truck shown three years ago really kickstarted the industry's push towards automation. However, Vaughan Schmidt insisted fully autonomous trucks are still some time away.

"Drivers, for the foreseeable future, will be a part of the equation and still in high demand," Vaughan Schmidt said.

Daimler's plan is to skip autonomous Level 3 and go straight from Level 2 to Level 4. Level 4 allows hands-free operation of the truck, but still requires a driver to be in the cab.

"The technology you bring into the truck is quite similar (between Level 3 and Level 4)," Vaughan Schmidt said. "But the value to our customers is much larger in Level 4."

Level 4 represents a "highly automated truck," in which the truck itself can manage all driving tasks in certain conditions.

Daimler also announced at the event its ambitions to become the world's leader in producing electric trucks. It showed, for the first time, an electric eCascadia Class 8 truck and an eM2 medium-duty truck. Production dates were not released.

"We will be ready with series production vehicles at precisely the time it makes sense for our customers," said Roger Nielsen, president and CEO of DTNA.

He also said Daimler will work with customers to understand how their businesses can benefit from electric vehicles, and will also provide expertise in understanding and implementing any charging infrastructure that's required. The eCascadia will initially be aimed at drayage and regional pickup-and-delivery applications.

Later this year, Freightliner will be deploying its Electric Innovation Fleet, which will see 30 eCascadias and eM2s put into freight hauling service with fleets.

"Today Daimler Trucks announced the broadest electrified commercial lineup in North America," Nielsen said. "We are deploying the Freightliner Electric Innovation Fleet starting this year and our experts are helping our customers understand and deploy the needed infrastructure. It is our ambition to become the undisputed global leader in the electric truck business." **TN**

Freightliner debuts electric Cascadia, M2

By James Menzies

PORTLAND, OREGON

Daimler Trucks boldly proclaimed it intends to be the world's leader in electric trucks, and it showed for the first time its electric-powered eCascadia and eM2 for the North American market.

The announcements and electric truck debuts came at the company's Capital Market and Technology Day here June 6, in front of investors and media.

"The Freightliner eCascadia and eM2 are designed to meet customer needs for electrified commercial vehicles serving dedicated, predictable routes where the vast majority of daily runs fall between 45 and 150 miles," said Roger Nielsen, president and chief executive officer of Daimler Trucks North America (DTNA). "These innovative trucks reflect DTNA's commitment to bring practical, game-changing technology to market. The eCascadia, utilizing North America's bestselling Class 8 platform, and eM2 106, based on one of the most in-demand medium-duty truck designs, are built on validated, series production trucks in extensive use by our customers every day."

The eCascadia boasts up to 730 peak horsepower, with batteries located at the axle ends that produce 550 Kwh of usable power. It'll have a range of up to 250 miles and can be recharged to 80% of its power within 90 minutes, providing another 200 miles of range. It's aimed at regional distribution and drayage applications. It's capable of handling a gross combined weight rating (GCWR) of 80,000 lbs.

The eM2 medium-duty truck produces 480 peak horsepower, with batteries that provide 325 Kwh of capacity for a range of up to 230 miles. It can be charged to 80% within an hour, providing another 184 miles of range. It's designed for local distribution, pickup-and-delivery, food and beverage delivery, and last mile logistics applications. The eM2, said Nielsen, represents the broadest range of opportunities that are practical today. It has a GCWR of 26,000 lbs.

"Our primary goal at DTNA is bringing vehicles to market that are safe, reliable, and efficient. Heavy-duty electric vehicles present the greatest engineering challenges, but they also are the best learning laboratories," Nielsen said. "We have decades of experience in successfully producing durable commercial vehicles in high volumes that stand up to the demands our customers place on them. We now bring this unmatched experience and expertise to the electric truck category."

Martin Daum, head of Daimler Trucks globally, said electrification is not new to Daimler. He noted the company produced a Fuso eCanter prototype



as far back as 2010. Daum said Daimler will work closely with customers to jointly gain knowledge of how to use electric trucks, and in which segments to do so. Daimler also launched a new electrification strategy dubbed EMG – its e-Mobility Group.

Nielsen said the time is right to roll out a line of electric commercial vehicles, thanks to maturing battery technology, lower battery costs, improved power density, and more use cases where the real cost of ownership of running electric trucks is favorable when compared to conventional powertrains.

"We are ready to pivot our future business environment to bring e-mobility solutions into the real of our core business," Nielsen said. "We have much to learn but we are well on our way."

Thirty eCascadias and eM2s will be deployed with fleets later this year, as part of the Freightliner Electric Innovation Fleet. They'll be evaluated in real-world applications.

Meanwhile, the company is also working to support charging infrastructure development. Daimler AG is a founding member of CharIN – the Charging Interface Initiative – which is looking to develop a standard charging system for battery-powered vehicles. Daimler's leading a CharIN task force that will develop a new electric commercial vehicle charging standard globally.

"We are the undisputed global leader of the trucking industry and we want to remain in that position also with regards to electric trucks," said Daum. "We were first-movers on electric trucks and we strive to provide the leading electric truck in each relevant segment. With the foundation of the global electric mobility group, we maximize the impact of our investments in this key strategic technology field. Thus, we can go for the best solutions in batteries, charging solutions and energy management." **TN**

Daimler to open automated truck R&D center

PORTLAND, OREGON

Daimler Trucks has announced the creation of an Automated Truck Research and Development Center, which will be located at its new headquarters in Portland, Ore.

The new center will be dedicated to further developing automated driving technology, and understanding its impact on society as well as the benefits for customers. It will be part of a global network, including R&D centers in Stuttgart, Germany, and Bangalore, India. Daimler says hundreds of engineers at those locations will be dedicated to the topic of automated driving.

The announcement was made during Daimler Trucks Capital Market and Technology Day, which brought together investors and trade media.

"We are pioneering technologies across the automated vehicle spectrum that make roads

safer and help trucking companies boost productivity," said Sven Ennerst, head of truck product engineering, global procurement. "This center of excellence is part of our global innovation network and supports the Daimler Trucks ethos of rigorously testing new technologies, ensuring systems are developed safely and functionality is fully validated before it is released to customers."

Daimler, however, pointed out it doesn't believe driverless – or fully autonomous – trucks will replace drivers anytime soon. But the technology, it claims, can benefit fleets and help them meet ever-increasing freight demands as the ability to attract and retain quality drivers remains a challenge. The new research center will focus on all aspects of development, testing, and validation of high levels of automation. **TN**

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Business

Trailers are getting smarter

Smart trailers have potential to streamline maintenance

By James Menzies

ATLANTA, GEORGIA

Trailers are beginning to gain some respect, and to shed their shameful reputations as boxes on wheels.

"Up to this point, trailers have been pretty dumb," said Dennis Skaradzinski, chief engineer with Great Dane, when speaking during a Technology & Maintenance Council panel on trailer telematics. "Today trailers are becoming smart. And they're becoming smart because components and devices on the trailer are having sensors added to them so they are becoming smart devices. All this is to help customers better maintain and better utilize that equipment, increase uptime and reduce or eliminate downtime."

Some of the items that can be remotely monitored using trailer telematics include: tire pressures; ABS fault codes; reefer fuel levels; defective lights; door openings and closings; king pin connection status; cargo weight; wheel-end temperatures; location; and even brake stroke.

One of the most exciting aspects of this, said Skaradzinski, is that these smart devices are capable of machine learning – much like the Google search engine can predict what a user is looking for based, in part, on previous searches.

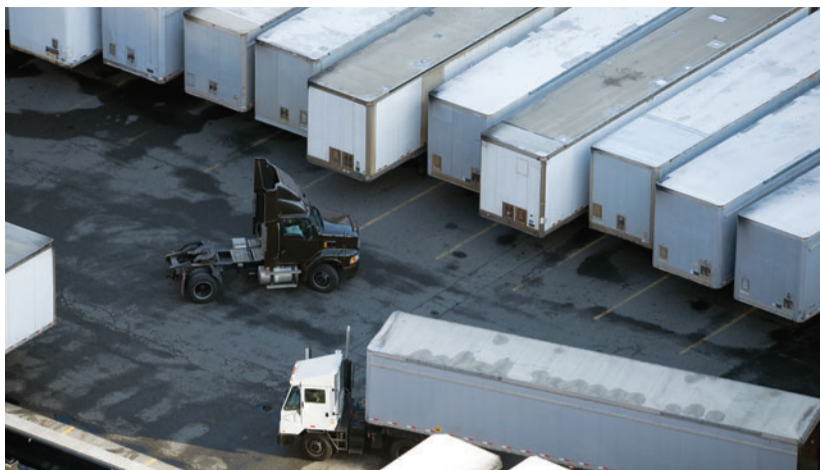
"The devices on the trailer will have the capability of doing machine learning over time," he said. "They'll be able to read that data using an algorithm onboard the devices, and they'll be trained to make decisions."

This has the potential to greatly improve trailer maintenance operations.

"It's the unplanned events that drive your costs up," said Gerry Mead, executive director of innovation for Phillips. "If I can plan my maintenance, I'm better off. All of those trailers – how many have pull points on all their items such as tires and brakes that are done in some type of timeframe?"

He noted this leads to prematurely pulling some components. A tire that is pulled at a tread depth of 11/32nds instead of four to five 32nds due to low mileage and a time-based maintenance schedule is losing half its tread life.

"In a connected world, now you have some trailers you can PM (preventive maintenance) on mileage,



Connected trailers will be able to tell the fleet owner and maintenance department where they are and what's wrong with them.

and some on time. We all have trailers that sit there not moving," said Mead. "You can re-adjust your pull points and your PM schedules based on individual fleets."

Smart trailers will also be able to communicate problems to the maintenance department, so they can be fixed before the driver shows up and discovers it during the pre-trip – and then is forced to wait for a repair.

Machine learning, said Mead, will "revolutionize fleet maintenance and operations."

"That's going to cut a lot of our diagnostics and it's going to revolutionize the supplier aspect," Mead predicted. "Now that data (that suppliers) can't get except under warranty returns, they're going to see that data and as data is collected, they're going to get more intelligence."

This should result in better-performing components, Mead said, and greater accountability from suppliers. Matthew Srniec, senior aftermarket engineer with Thermo King, said one challenge in using smart trailers is figuring out how to manage the copious amounts of data they generate.

"More data isn't always better," he said. "We want to gather all the data we can, we want more of it, but how do we make it actually valuable and easy to digest and manage?"

Before jumping into customization, Srniec suggested fleets "start with the basics," take all the training available from suppliers, and then right-size their solution to their needs.

"OEM knowledge specialists can help prioritize and provide that guidance," he said.

Steve Woodbeck, regional director of sales for Lite-Check, is excited by the opportunities smart trailers will provide maintenance departments.

"We're going to have advanced diagnostics, and the right smart tools to be able to collect that information before the trailer even arrives," he said. "It's going to speed up the process and reduce that downtime."

In the past, he noted, the driver would arrive at the shop, discuss the problem with the mechanic, and everything would be recorded on paper.

"It's going to streamline maintenance, reduce downtime. The technician is going to be able to get to the

repair quickly, get the inspection in a digital format so he can let people know the trailer's ready for the road," Woodbeck said. **TN**

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Access to Port of Montreal to improve

MONTREAL, QUEBEC

Improved road infrastructure is coming to the area surrounding the Port of Montreal.

Federal Minister of Transport Marc Garneau announced a \$45.8-million investment in road improvements for the area, aiming to improve traffic fluidity and ensure containers are continually moving from the terminals.

The new project will provide a direct link to the Port of Montreal from the highway in order to reduce

traffic on Notre-Dame Street.

The project will make it possible to connect a new road to the port exit, creating a road link between the port and the Trans-Canada Highway.

Currently the intersection of Dickson and Notre-Dame at the entry to the port sees about 3,500 vehicles during rush hour, while the three container terminals generate 3,600 daily truck movements.

The government said in addition to providing a faster way to move

goods in and out of the port, the project would create approximately 460 jobs during the construction phase.

“Transportation and distribution of goods are essential to our local, regional and national economies. The investment announced here today will make our transportation system stronger by addressing urgent capacity constraints at the Port of Montreal and fostering long-term prosperity for our community,” said MP Marc Miller, Parliamentary



Marc Garneau
Secretary to the Minister of Infrastructure and Communities.

The project is part of larger investments the government is making to reduce bottlenecks on Canada’s transportation corridors and near ports and border crossings. **TN**

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Marijuana legalization coming down the pipe

Canadians will be able to legally spark up this summer. Are you ready?



OTTAWA, ONTARIO

Marijuana legalization is on the way, whether we like it or not. On June 7, after more than six hours of speeches, the Senate passed Bill C-45, the Cannabis Act, 56 to 30 with one abstention.

Since shying away from the July 1 deadline, Prime Minister Justin Trudeau has said that Canadians will still be able to spark up sometime this summer, ending a prohibition that has been in place since 1923. It is still expected to take months after the bill is finalized

and becomes law before provinces and territories are ready to sell marijuana in retail stores.

As it relates to trucking, several provinces have announced plans for zero-tolerance laws while operating a vehicle, as well as increased penalties for impaired driving.

In addition, Federal Transport Minister Marc Garneau says the federal government is working to put policies in place to address marijuana impairment in the workplace as well as to analyze the scope of the problem, especially as it relates

to transportation workers. Privacy issues, human rights issues that may be raised by the Charter of Rights and Freedoms, and occupational health and safety standards will also be part of the conversation.

The Canadian Trucking Alliance (CTA) claims its goal through its discussions with government is to ensure commercial drivers remain the safest operators on public roads.

“This is a complicated issue involving multiple departments and legal matters. The policy direction outlined by the minister is sound and CTA looks forward to working with Transport Canada to ensure that our industry’s concerns are taken into consideration,” said CTA president Stephen Laskowski.

“CTA’s goal is to see the eventual introduction of mandatory drug and alcohol testing for commercial truck drivers in Canada.”

What complicates issues is that currently, despite having Bill C-45 passed in the Senate, there is no roadside test to determine if a driver is actually impaired, just an oral fluid test that detects if marijuana is in one’s system or not. And this is simply because there is no device out there yet to determine

how much tetrahydrocannabinol (THC) is in a person’s system.

While the details of the legislation are still being ironed out, Barbara Butler, who has been helping government, industry, and labor associations deal with the workplace and alcohol and drug issue since 1989, says the news of the legislation shouldn’t be a shock to anyone in trucking. She urges fleets without a drug and alcohol policy in place to get one – and fast.

“This is not new,” she said. “Employers should have drug and alcohol policies in place already... and not just for cannabis but for every drug, mood-altering substance, and alcohol.”

Butler said these policies need to cover all employees, not just drivers, and be clear and well-communicated.

“You want to make sure your employees know their expectations by providing a clear policy around fitness for work and be very clear on what is expected in the workplace,” she said.

If you already have a plan in place, that’s great, Butler says, but make sure you are reviewing your policy on a regular basis to keep up with legislation that may be coming down the pipe. **TN**

Where pot’s legal, drug test failures rise

OTTAWA, ONTARIO

The Canadian Trucking Alliance (CTA) is repeating its call for rules to guide random drug testing, following research that shows an increase in positive marijuana tests in U.S. jurisdictions that have legalized the drug.

Canadian legislation to legalize marijuana for recreational use is expected this summer.

Since 2016, the number of safety-sensitive workers who tested positive for marijuana increased 39% in Nevada, 20% in California, and 11% in Massachusetts, Quest Diagnostics found in a review of 10 million drug tests conducted in the U.S.

“These increases are similar to the increases we observed after recreational marijuana use statutes were passed in Washington and Colorado,” said Barry Sample, senior director, science and technology.

“CTA has maintained that if risk is to be downloaded to employers as a result of legalization, then we need the necessary tools to help mitigate that risk,” says Jonathan Blackham, the alliance’s director of policy and public affairs. **TN**

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MTO worries about marijuana impairment

By **Sonia Straface**

MISSISSAUGA, ONTARIO

If you have a commercial driver's licence, you might want to think twice before you spark up this summer. That was the message the Ministry of Transportation's Joe Lynch told an audience at a timely presentation at Truck World on April 20 (unofficially dubbed by pot smokers as 4/20 Day).

Lynch said during a presentation that even though recreational marijuana is being legalized across Canada this summer, not much is known about how officers will enforce it on the road, especially as it concerns commercial truck drivers.

Right now, Lynch said that commercial drivers can expect a zero-tolerance approach. As revealed in December 2017 by the Ontario government, commercial drivers cannot have the presence of any drugs and/or alcohol in their system.

The problem, Lynch said, is what exactly is a commercial driver?

"We're talking about commercial drivers, but we do not yet have a definition of commercial driver," he said. "I'm a commercial driver. But I drove here in my Acura today. So now what? If I (hypothetically) have THC in my blood, what does that mean? Does the zero-tolerance apply to commercial drivers who are driving a commercial vehicle at the time? That would make sense."

But this isn't yet defined, Lynch said.

Another thing that's unclear is how officers will be measuring impairment.

According to the stricter laws on impaired driving that were rolled

out in December, impairment is to be measured by a federally approved screening device.

"You ask the feds, and they don't have this device yet," he said. "So, we are relying on the feds to do something because the way cannabis digests in your body is completely different than alcohol. Alcohol is really easy to track in the bloodstream. You get a number – 0.05 or 0.08 – and at that point, people are impaired. That's an easy regime. But with cannabis, it's different. It gets in your body and sticks to proteins in your body and sticks to your muscles."

In Colorado, a state that has legalized recreational marijuana for several years, the government still hasn't figured out a way to legally

"The way cannabis digests in your body is completely different than alcohol. Alcohol is really easy to track in the bloodstream. You get a number – 0.05 or 0.08 – and at that point, people are impaired."

– **Joe Lynch, MTO**

measure impairment, Lynch said.

"The saliva test they use doesn't work," he said. "What's happen-

ing is they say impairment is 0.02 THC per 100 ml of blood. So, they pull you over, suspect you're impaired, check your saliva and the test will read 0.07."

At that point, they'll do a full sobriety test, and most pass with flying colors and are allowed to drive off.

"And this is the problem," he said. "Because are you impaired or not? You can't just throw a number at marijuana."

In conclusion, Lynch said: "We have to do something quick, because soon, we're going to be in an election mode and we're going to have a new government and then it'll be legalized and we'll have no laws in place." **TN**



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Truck platoons coming, but hurdles remain

By James Menzies

MONTREAL, QUEBEC

Truck platooning technology is ready to be deployed, and legislation in the U.S. has been passed to allow it, but hurdles remain before it becomes widely adopted.

That was the conclusion of a panel discussion on truck platooning held at Michelin's Movin' On conference on sustainable mobility May 30. Mike Roeth, head of trucking efficiency for the North American Council for Freight Efficiency (NACFE) said the fuel savings possible from platooning – the pairing of two or more trucks at close range – are significant.

Its study into two-truck platooning found the lead truck reduced its fuel consumption by 4%, while the trailing truck improved by 10%, for an average fuel savings of about 7%. However, NACFE revised that down to about 4% when taking into account real-world challenges such as traffic and the inability to platoon at all times.

"There will be times the two trucks are finding each other, driving by themselves burning more fuel," Roeth acknowledged.

Most of the technologies required for platooning are already avail-

able to order on trucks today in the form of active safety systems, and Roeth said about 40% of trucks built today are being spec'd with those options. A benefit of platooning is it may bring down the costs of those safety systems due to greater economies of scale.

"A lot of the technology required to platoon two trucks is already on the truck, now we just have to figure out the Vehicle-to-Vehicle (V2V) communication to make it happen," Roeth said.

Peloton Technologies is a company that has developed a retrofit kit that provides the V2V communications required. Shad Laws, director of advanced development and product planning, said platooning shortens the reaction time when braking is necessary, since the lead truck controls the braking of the following truck. This brings reaction time down from 1.5 seconds to 30 milliseconds, Laws said. When the lead truck applies the brakes, the following truck's brakes are applied before the lead truck even begins to slow down.

The Peloton system is able to read road conditions and adjust following distances accordingly. The company has production programs in



place with most major OEMs and is in the process of becoming ISO-certified. It plans to go into commercial operations later this year, and Laws said 17 states now allow truck platooning. Several Canadian provinces are also in discussion, he added.

For Peloton, a key is to convince drivers to embrace platooning. Peloton gets paid by fleets based on the miles the trucks run in platoon formation, so "if the driver never pushes the button, we don't get paid."

Bill Brentar, vice-president of maintenance and engineering for UPS, said his fleet is eager to begin platooning – even if the fuel savings are in the more conservative 4%

range. But he acknowledged there are still barriers to overcome.

"Do we platoon? The answer for us is yes. But when? That's going to depend on a lot of variables," he said. "One of the challenges you will see is, you can't platoon anywhere. There are only 45,000 miles available in the U.S. Where are those and how do they fit into your daily operations?"

As a mixed fleet running five or six brands, Brentar is also concerned about the compatibility of various systems on the market.

"If everyone is vertically integrated, it limits opportunities to platoon," he said. Brentar also wants to see "platooning on the fly," so that trucks can pair up on the highway rather than needing to be staged at the same starting and end point.

"We don't have people matched up leaving at the same time every day," he pointed out.

He also said there will be concerns about who to platoon with.

"I'm not sure I want to platoon with my competitor. Maybe it depends on who gets 4% and who gets 10%," he joked.

Driver acceptance and public acceptance are also major considerations, Brentar added. **TN**

Movin' On to return to Montreal in 2019

MONTREAL, QUEBEC

Michelin has announced its Movin' On conference on sustainable mobility will return to Montreal in 2019, from June 4-6.

Movin' On, says Michelin, has emerged as the "leading international event in sustainable mobility." The summit is initiated by private sector companies, facilitated by Michelin. It provides high-level mobility stakeholders the tools needed to find solutions for sustainable mobility.

This year was the second for the event. Both were held in Montreal. More than 150 partners were involved in this year's conference. Organizers say the plan is to move "from ambition to action," acting on the theme "Bringing global, smart, sustainable and multimodal mobility to life."

More information on the event can be found at www.MovinOn.Michelin.com/en. **TN**



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Let's get technical

Why hiring drivers can and should be more data driven

By **Sonia Straface**

MILTON, ONTARIO

How many times have you hired someone thinking they would be a great asset to your business, only to find out a few months later they're not who you thought they were, and are underperforming?

That was the question that kicked off Greg Ford's presentation at ISB Canada's Milton location, to a room full of transportation executives on May 30. Hands went up. Lots of them.

That's because, said Ford, having someone's resume, educational background, and references is just the tip of the iceberg.

"Traditional interviewing only has a 50% success rate," he said. "It's literally a coin toss...and (hiring the wrong person) happens all the time. People surprise us, and then we have bad hires after six months on the job. And the main problem is we know this after they're hired. What we're here to do is give this predictive data before they are hired."

Ford is the CEO of TalentClick, a global firm that specializes in predictive analytics that arise from employee behavioral assessments. The company's tool, an online personality test that takes users 10-15 minutes to complete, helps organizations hire the best people for the positions they are looking to fill.

In other words, the survey helps to eliminate the guesswork or risk of interviewing and hiring someone who won't benefit your company and won't meet the expectations of the position.

"With the survey, we take those opinions out of the mix," he said. "We help that 50% success rate climb to 75%. And going from 50% to 75% – that's a big incremental gain."

According to Ford, personality is linked to driver behavior and road incidents and certain traits can indicate whether someone will make a good or bad driver.

The test gives statements such as "After a long week, I like to unwind by going out on the town" and applicants have to answer using a scale of one to five to indicate if they agree or disagree with the statement.

For drivers, the test measures whether they are more resistant to change or more accommodating; whether they are naturally more anxious or calm; distractible or focused; impulsive or cautious; more thrill-seeking or apprehensive; introverted or extroverted.

From there, Ford says the data will explain whether that applicant will be a good fit as a driver, as it spits out a driver safety quotient that helps managers with the hiring process.

"Ideal hiring profiles for drivers are, a lot of them are quite calm

and are definitely more focused on the road," he said. "Good drivers are more accommodating, more cautious versus impulsive and definitely more apprehensive versus thrill-seeking. Low performers cluster around being rule-resistant and impulsive."

According to the research TalentClick has acquired from more than 1,000 Canadian commercial drivers taking the survey, drivers with high rule-resistant scores had a 53% higher at-fault crash rate, and drivers with high impulsive scores had a 68% higher at-fault rate. As well, drivers with high distractible scores had 80% more vehicle damage incidents, and drivers with high sponta-

neous scores had seven times more traffic violations.

Ford said that today more than 70% of Fortune 500 companies are using behavioral assessment tools because of the proven science behind them.

"We increase the quality of hire and employee turnover and safety incidents," he said.

And while the company's survey is deemed to be very accurate at predicting whether or not an applicant will be ideal, Ford says not to use the tool as a pass or fail test.

"It's just one piece of the decision making," he said. "Especially for transportation where there's

a shortage of drivers, you can't be knocking people out of the running. Sometimes you have to hire people you normally wouldn't. But at least with this, you know what you're getting and you can address it in the interview process and train them accordingly."

But one thing is for sure, Ford said, if you want to increase your quality of hire, you should look into adding personality assessments to your hiring process.

"Personality is linked to driver behavior and road incidents. Personality is measurable. And personality can be used to hire and train safer drivers," he said. **TN**

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Kids' truck show growing strong

Continued from page 1



Owner-operator Mark Desjardine turned his truck into a special tribute for granddaughter Elizabeth, whose family benefited from the London children's hospital and Ronald McDonald House.

Ronald McDonald House provides housing for family members when their children are being treated at the children's hospital. "Those are such great causes we are raising money for and that's what's bringing a lot of people here," said Colleen Manning. "Everybody wants to support the kids. If they are at Ronald McDonald House, they are at the London children's hospital and they're having a rough time."

This year's Trucking for Kids



Many trucks at the show were decorated in a kids theme.

show featured an expanded kids' zone and merchandise for sale, with proceeds going to the charities. Also new this year, kids were able to vote for their favorite truck, which was to be named the Kids' Choice Award winner. Manning said the show has expanded beyond what was thought possible, and she thanked the entire community, all the truck drivers, sponsors, the committee members and volunteers for making it possible. "It's definitely a community effort," she said. "It's everybody who steps foot on the grounds here." For more information on the show and to participate next year, visit www.TruckingForKids.ca. **TN**



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DriveWise launches private career college

BARRIE, ONTARIO

DriveWise held an open house May 23 to celebrate the expansion of its services into full-service A/Z training. The company, which previously focused mostly on simulator training for new and existing commercial drivers, has launched a private career college.

“Our Ministry of Transportation (MTO)-approved program meets and exceeds the mandatory entry-level training (MELT) licensing program,” the company announced. The private career college is being called KnowledgeSurge Institute, and is accepting students now. In addition to A/Z training, it will also provide Classes D and F training, and air brake endorsements.

James Valteau, business development and marketing manager for DriveWise, gave *Truck News* a tour of the facility, including a look at the company’s new equipment. It purchased an International ProStar with a 10-speed manual transmission, a 53-ft. trailer, and has the ability to rent specific equipment based on customer demand, Valteau explained.

The company is also reconfiguring its office space to add more truck-specific training areas.



DriveWise has invested in a tractor-trailer to conduct full A/Z training as a private career college.

“We are now able to do full licensing from start to finish,” Valteau said. He noted DriveWise has many good relationships with fleets, which will help it match newly licensed drivers with good carriers to work for.

DriveWise has also developed what it believes is the first MTO-approved virtual air brake board. Instead of the traditional board, it’s displayed on screen and can be used to display faults.

“We developed this entirely in-house,” Valteau said. “This is going to be an amazing way to get younger drivers interested. It resonates with them because they’ve grown up in this world. It gives you a Superman view right through the truck.”

DriveWise is located at 121 Commerce Park Drive, Unit E, in Barrie, Ont. **TN**



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Shell's Starship achieves 178.4 ton-miles per gallon

By Sonia Straface

JACKSONVILLE, FLORIDA

After a six-day, 2,300-mile journey across the U.S., Shell's Starship lived up to its tagline of being 'super fuel-efficient' by putting up major numbers on its run.

The truck, developed collaboratively with Shell Lubricants and AirFlow Truck Company, attained a remarkable 178.4 ton-miles per gallon for freight efficiency – representing a 248% increase over the North American average that sits at 72 ton-miles per gallon today – during its trip from San Diego, Calif., to Jacksonville, Fla., in the last week of



May. In total, the Starship burned 257 gallons of fuel.

The freight ton efficiency number is the one to focus on according to Shell executives, as it is a “more relevant statistic for judging the energy intensity associated with moving cargo from Point A to Point B since it com-



Robert Sliwa, owner of AirFlow Truck Company, was behind the wheel of the Starship during the six-day test run with his German Shepherd, Kayla.

bines the weight of cargo being moved with the amount of fuel consumed.”

By focusing on miles per gallon only, Robert Mainwairing, technology manager for innovation, Shell Lubricants said, you're making drivers “go slow, and go light. And that encourages truckers to run empty. The better alternative is freight ton efficiency, to assess the amount of fuel or energy required...so it drives a go slow, go heavy approach.” And that's exactly how the truck got from Point A to Point B – slow and heavy.

The truck, loaded with clean reef material, weighed in at 73,000 lbs, with an average speed of just over 50 mph, and was decked out in a number of aerodynamic improvements and technologies to help achieve these numbers.

“Our goal with the Starship initiative is to challenge how the trucking industry is defined and to further the conversation by working with AirFlow Truck Company and others,” said Mainwairing. “Through this road trip, we were able to test the Starship truck along with a number of technologies available today to provide insight into what trucking fleets and owner-operators could consider adopting to help reduce fuel use and emissions as they haul heavy loads.”

The cab itself is a bespoke aerodynamic design made of carbon fiber, to minimize wind resistance. The futuristic and streamlined design of the truck was amped up with cameras replacing the side mirrors.

It also sports active grille shutters, that open and close to maximize efficiency. Boat tails also played a major role in the fuel economy the truck achieved.

In addition to having low rolling resistance, wide-base single tires on the truck, it also has an automatic tire inflation system installed.

The roof of the truck is covered with 5,000-watt solar panels that charge the main 48-volt battery bank on the tractor. The battery powers the cab's air conditioning and inverter for the 120-volt hotel loads.

According to Shell, if all the trucks in the U.S. reached the same overall fuel economy and freight

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ton efficiency as the Starship, they would emit 229 million less tons of CO2 into the atmosphere per year, which would correspond to a 60% reduction in CO2 emissions from U.S. truck fleets.

Though all of these technologies helped achieve the impressive numbers, none could be possible, said Shell, if it wasn't for operational efficiencies controlled by the driver.

Driving the truck across the country was Robert Sliwa, the owner of AirFlow Truck Company.

"A poor driver can negate all the technology in the truck and get poor fuel mileage," he said.

Overall, Sliwa reached an average of 8.94 mpg with the Starship on his run. The best fuel economy attained in his trip was 10.2 mpg. He said the truck was extremely quiet, most times he couldn't even hear the engine on his trip, only the tires. His German Shepherd, Kayla, joined him for the six-day trip that concluded on May 24.

"Driving the truck is an exercise in concentration," he added. "The mental aspect of it is not to be underestimated. I was constantly aware of the grades the truck was coming up to and going down. I was doing my own predictive cruise. Really for a truck driver to maintain the best fuel economy he or she can, you have to get feedback from the gauge and anticipate what is coming up."

The results of the truck were measured by the North American Council for Freight Efficiency (NACFE) as a third-party.

According to Mike Roeth, executive director of NACFE, the council used two telematics devices and a data logger to verify the results. Essentially, Roeth said, NACFE used a PeopleNet device and a LinkeDrive device to measure miles traveled, fuel consumed, and weight.

"The Shell team didn't take the easy road to trying to achieve the best results they could with their first drive with the truck," he said. "They knew they wanted to make the truck run, but they went a step further. They carried a much heavier load than many average truckers on the road and traveled a longer route in an uncontrolled environment with a variety of technologies not tested in these real-world conditions. For us, it was a rewarding opportunity to see the truck move from an idea on paper to traveling with the team on the road to help verify the run results."

And while these results are all Shell could have hoped for, Carlos Maurer, Shell Lubricants Americas president, said this is just the tip of the iceberg for what is achievable tomorrow.

"For me, what is fantastic, is that this truck can be commercialized and on the road today," he said. "All the products and technologies on the truck are ready to be rolled out. I believe the results today are just the baseline and I believe we will get better as time goes on and continue to make improvements." **TN**

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Equipment

Bosch discusses the future of trucking



By Sonia Straface

FARMINGTON HILLS, MICHIGAN

To say Bosch is optimistic about the future of trucking is an understatement.

The technology company laid out its vision for what's to come at its Mobility Experience USA 2018 event, held at its proving grounds in Farmington Hills, Mich., May 22.

In the future it sees trucks with zero accidents, zero downtime, and no driver shortage.

Jason Roycht, the regional business unit leader of commercial vehicles and off-road for Bosch, said at the event that the potential of having autonomous trucks on the road

in the future means the driver shortage will be a distant memory.

"We have an industry here in the U.S. that has a chronic driver shortage," he said. "The shortage of drivers projected into the future is a function not only of the increase of transportation, but the function of an aging driver base."

Roycht explained that perhaps, with the introduction of features associated with automation, the driver shortage will disappear.

"This is an industry that has a chronic issue to get drivers in there... but the potential with automation is zero downtime, zero accidents and cost reduction," he said.

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With this bullish outlook for the future, it's no wonder it was the company to team up with Nikola Motor, another forward-thinking company, to develop a powertrain to bring two hydrogen-electric, long-haul truck models to market by 2021.

What Bosch and Nikola are working on would be a world-first, said Roycht, referring to the eAxe – a scalable, modular platform with the motor, power electronics and transmission in one single unit. The eAxe is going to be paired with a fuel cell system to form the first-ever dual motor, electric longhaul tractor.

"Fuel cell is the fuel of the future," he said. "And what we see, especially for the trucking industry, is the potential to use fuel cell as a range extender....one that would match that of a diesel. We have done extensive work on the fuel cells. We'll be designing what we hope to be a modular fuel cell to drive any commercial vehicle you can think of."

Bosch is also doing a lot of work with passenger vehicles – such as connected parking features that help passengers find free parking in the city, as well as an infotainment system that has learning capabilities to reduce the number of interactions and times the driver's eyes are taken off the road.

"The approach that Bosch is taking is, all the technology we're developing for passenger car, all have a potential place in the trucking industry," Roycht said.

One such technology is the automatic emergency braking system for cyclists. Now only being developed for passenger cars, the system uses sensors to detect cyclists monitoring speed, distance, and direction to calculate the risk of an accident. Bosch said if the collision is imminent with the cyclist, the system will bring the vehicle to a stop to avoid or reduce the severity of a collision.

Like many OEMs, Bosch also sees platooning as a stepping stone to driverless vehicles.

"We see guided platooning as a more comfortable way to introduce autonomous vehicles in terms of social issues," Roycht said.

At the event, Bosch unveiled its fusion of automated and connected technologies, called vehicle-to-everything (V2X) which can sense what is beyond sightlines by connecting vehicles to the world around them.

Also on display were the Servotwin and Servoelectric steering systems. Bosch calls the Servotwin a prerequisite needed for automated driving as it enables automatic steering for lane-keeping assistance. It worked in tandem with the mirror camera system (MCS), which Bosch says will replace traditional sideview mirrors. The MCS has exterior cameras and two 15-inch monitors inside the cab. According to Bosch, replacing mirrors with cameras reduces drag.

Commercial trucking journalists were allowed to see the Servoelectric Paraxial Servo Unit in action at the proving grounds. While idle, the driver could move the steering wheel effortlessly – with literally just one finger. However, thanks to its fail-operational steering, when the truck engine was turned off, simulating an emergency situation, the driver was able to steer the truck, using electric power, and safely perform lane changes.

Lane keeping technologies are also on Bosch's radar. It is currently working on a lane keeping support system, which uses a video camera that is activated at 40 mph. The camera detects lane markings on the road and monitors the truck's position. The system intervenes if a minimum distance from the lane marking is not maintained, through counter-steering. **TN**

Michelin outlines plans for sustainable tire development

MONTREAL, QUEBEC

By 2048, Michelin is aiming to make its tires fully recyclable, and will construct them from 80% renewable and recycled materials.

The company made the announcement at its Movin' On conference on sustainable mobility here. Michelin says the move will save 33 million barrels of oil per year, equivalent to 16.5 supertankers. That's also equal to France's entire monthly energy consumption.

"There are two major ambitions the group is taking for 2048," said Cyrille Roget, who heads scientific and innovation communication for Michelin. "The two major ambitions concern what we put into tires, and what tires become."

Today, 70% of tires are recovered, according to Roget. That's not bad when you consider only 14% of plastics are recovered.

"If you think about that, the tire industry is very well advanced in recovering their tires," Roget said, noting about 50% of tires are recycled into new materials such as rubber asphalt, and shoe soles.

Michelin will be using a high-tech approach to tire design to increase the recycling rate of its tires. Today, Michelin tires are made from 28% sustainable materials, including both bio-sourced and recycled materials. **TN**

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Equipment

Meritor opens Canadian distribution center

MISSISSAUGA, ONTARIO

Meritor has opened its Eastern Canada Regional Distribution Centre in Mississauga, Ont., which will serve warehouse distributors and dealers in seven provinces.

"Customers in Eastern Canada will notice greater ordering flexibility and shorter lead times, with many current ordering and processing practices unchanged to ensure a seamless transition," said Brett Penzkofer, vice-president of aftermarket, North America.

The facility stocks Meritor Aftermarket's complete portfolio for cus-

tomers in Manitoba, New Brunswick, Newfoundland and Labrador, Nova Scotia, Ontario, Prince Edward Island, and Quebec. Unit-down orders in these provinces will be fulfilled from the Mississauga warehouse. All orders placed by 4 p.m. EST will ship the same day, while customer pickup is also available, the company announced.

It's part of a broader aftermarket strategy that was discussed during this year's Heavy Duty Aftermarket Week.

Meritor's Edmonton facility will continue to service customers in Western Canada. **TN**

Tallman opens used truck center

MISSISSAUGA, ONTARIO

Tallman Group has announced the opening of a used truck center in Mississauga, Ont.

Located at 1715 Britannia Road East, it will offer all makes of used medium-, heavy-, and severe-duty trucks. They'll also be offered with used truck warranties and financing.

"We look forward to offering our customers even more options when

it comes to expanding their fleet," says Kevin Tallman, chief executive officer, Tallman Group. "By opening a dedicated used truck facility we are able to have even more trucks in stock and ready to go to work."

Tallman Used Truck Centre will be managed by Don Lee, used truck manager. He can be reached at 416-919-3533 or don.lee@tallmangroup.ca. **TN**

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Over The Road

Examining the reasons we began our trucking careers

Most drivers who get into it for the money don't last long



My wife and I were having a conversation about retirement and income planning the other day, and the conversation turned to my job and the amount of time I spend away from home.

"I never fully understood what attracted you to truck driving. I never saw it as something you would do. What made you do it?" she asked

"We needed the money," I replied.

My wife simply nodded her head in confirmation. Since that conversation took place, I've been spending a lot of mental energy thinking about those four simple words – "we needed the money" – because it's what propelled me to spend the last two decades in the cab of a truck.

I did not have a master plan or boyhood dream of driving a truck for a living. My wife and I had plans and dreams but they were dashed 20 years ago. We were sinking.

We had folded up our retail business in the Spring of 1998, our funds were exhausted, and we needed the money. There was nothing sexy or exciting about my decision. We needed an above-average income and we needed it fast. Truck driving kept jumping up in front of me as I searched for a source of income.

So here I am, almost 20 years of driving under my belt, and I think my story is repeated more often than we like to think about in this business. The one constant over the course of my career is that carriers never stop looking for qualified drivers.

I think this is why we always talk about truck driving as a lifestyle choice – because if it's not in your blood, you simply don't survive for any length of time. Driver turnover is a constant, as new drivers to the industry discover they simply don't have the mental stamina or patience to deal with the constant demands a driver faces living on the road.

For some people, no amount of money is worth the emotional roller-coaster that is a truck driver's life. Of course, if it's in your blood, if you're born into it, you probably wonder why anyone would not want to enjoy the independence this work offers.

Think of trucking on a scale of one to 10. If you enter this business solely for the money and driving is just a job – a means to an end – then you would be a one on the scale. If all you ever dreamed about is driving a truck and everything trucking is what you live for, then you would be a 10. Most of us that have been driving for any length of time fall somewhere in the middle to upper middle of that scale. Anyone that scores under a five rarely makes it past the first year.

The big problem the trucking industry is facing is that the business does not attract potential drivers that would score eight to 10 on my theoretical emotional scale. Those drivers are grown organically. They are the product of family trucking businesses.

I believe that is where the driver lifestyle is formed. Many of those family businesses are being absorbed by larger corporate trucking businesses and that source of organic growth is drying up. A dying breed?

Perhaps. That's just my feeling as a longtime driver – not a definitive fact.

The late Stuart Mclean of CBC Radio fame used to say of his show, *The Vinyl Café*, that it celebrated the importance of the unimportant. The little things in our lives that really matter to us. For me those little things revolve around family. Being separated from family is my biggest challenge as a driver. That separation triggers all kinds of emotional issues for me, especially since grandchildren have come into my life.

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

Money was the motivation that opened the door to trucking for me but it's my carrier that recognizes the importance of the unimportant that keeps me here. We need more of that. **TN**



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The corporation conversation

Two opposing conversations within the same week just highlight that there's never one answer for all situations. The topic: corporations.

My first conversation was with a prospective client's spouse. She called because she and her husband weren't happy with the guidance they were receiving from their current accountant. She said they had created a corporation a few years ago but never used it and filed their taxes as sole proprietors.

However, they had contacted CRA and activated the corporation's HST account, thinking that incorporation would be better. I explained that the next step was to open a

corporate bank account when she dropped the bomb.

Apparently, the corporation already had a bank account, and it was in use. Their carrier would deposit payments into it and then they would move all the money to a personal account and run their business and personal lives from there.

I didn't know where to begin. A CRA auditor would blow this whole thing up and force corporate tax filings for the business and massively change their personal incomes.

As we discussed how to fix this situation I started gathering facts about the couple's personal lives.

They need their incomes to be

high for an upcoming mortgage renewal. They spend everything they make on debt servicing. And the wife does the accounting but can't do corporate accounting. We decided it was better for them to file as sole proprietors, keeping everything simple and as cheap as possible.

The husband called me the next day with the same set of questions. So, we reviewed the pros and cons, plus their personal details as I had with his wife the day before, and came up with the same answer: run the business as a sole proprietorship.

The couple is now contacting the carrier to get their pay in the husband's name and deposited into his



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

bank account. Everything with the corporate name will be closed.

Later in the week, I met with an incorporated client and our conversation reinforced the benefits of keeping business and personal issues separate. She and her husband own the majority of the shares, with their son owning a small part due to his involvement with the business. Mom's starting to worry about estate planning and how to be fair to their son and two daughters who are not involved in the company.

We talked about how shares are an asset that you can "will" to your family. This couple has a lot of options between their personal wills and possibly a shareholder agreement on how to handle the sickness or death of shareholders. After all, the business and family both want to survive such a tragedy.

I congratulated her on taking the initiative to sort this out now and to get everything in writing. But I also told her to talk to her daughters so they know what is planned and why. They can look mom in the eye and ask all their questions. Otherwise, it

There's no one right answer to the question of incorporation, but you do want to make a choice that's good for your business and your personal life at the time.

may look like the son was favored in the estate and strain relationships down the road.

I told her that the corporation is actually going to help in this planning, since it's totally separate from their personal estates. If the business had stayed as a partnership these issues would be much harder to deal with. Mom agreed and said that since they incorporated she has come to feel great relief as she can separate personal and business issues easier. In her words, "It just makes more sense."

There's no one right answer to the question of incorporation, but you do want to make a choice that's good for your business and your personal life at the time. Talk it over with someone you trust. **TN**

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Private Matters

No single solution to reducing GHG output

The Conference Board of Canada recently released a report, titled *Pathways to Reducing GHG Emissions from Trucking*. The report reviews the trucking industry's share of greenhouse gas emissions and provides insights into ways emissions can be reduced from this segment of transportation. In the research document, there were many valuable tips as to how we, as an industry, can reduce our carbon footprint.

The report was an interesting read and can be a valuable tool for government and industry to consider.

First some facts: In 2015, the transportation sector was responsible for 24% of Canada's total CO2 emissions. From 1990 to 2015, the share of transportation emissions from freight increased from 28% to 44%.

Trucking's share of this increased from 61% to 82% during this time frame. Looking at these numbers, as an industry we clearly need to look into ways of reducing our footprint – and we have. Trucks today burn cleaner than they ever have, and new fuel efficiency standards have just been released by Transport Canada.

These new standards affect trailers manufactured after Jan. 1, 2020 and start with heavy-duty engines in 2021. They increase in stringency up to 2027. The industry has invested heavily over the years, with increases in truck prices of more than 20% over the past 20 years, directly attributable to new clean technologies.

Our investment is even higher when one considers the unreliability of some of these new technologies, which led to significant downtime. We take our responsibility seriously and will always do what we can to do our part to clean the environment, however the investments we make must be sustainable, reliable, and not drive us out of business with increased costs. There has to be a balancing act.

The increase in emissions from our segment is due to the fact that the use of trucks to move freight has increased substantially over the

years, mainly as a result of the flexibility and efficiencies of the truck transportation network. While rail may be the cheapest mode, the first and last mile will almost always need land transportation.

The Conference Board report points out infrastructure investment for other modes of transport and incentives can increase the use of other modes and reduce the reliability on land. Better co-operation and sharing of modes is always something we have been in support of, however government incentives to increase capacity and the reliability and competitiveness of other modes will be needed, as the report indicates.

Increasing fuel efficiency in heavy-duty diesel engines and reducing drag on the truck and trailer while moving is the most effective way to reduce GHG emissions. This in one area the industry and government have been working together on for years, and great strides have been made, with more on the horizon.

Incentives are important to continue this progression; however, we must always ensure that we do not force regulations onto manufacturers and thus have technologies introduced into the equipment that are not ready for prime time. This can have the reverse effect of what is intended, as the reduced reliability can lead to inefficiencies in transportation, which can in fact lead to increased costs and GHG output.

Transitioning away from diesel engines is also considered a pathway to reduce emissions. While different engine modes are important, and all have a role to play – electric, natural gas, hydrogen, propane, etc. – these technologies are not suitable for all types of operations. As the report indicates, no one solution can be utilized, but rather all types of solutions have their pros and cons.

The report also suggests "automated vehicles and platoons" could reduce fuel consumption by up to 5.9%. While this may be true under test conditions, how these vehicles – especially in the

case of platoons – would interact and operate in high traffic situations is still widely untested and unknown. One thing we are highly against is the idea of driverless trucks.

We feel this is not in our near future, and that a driver will always be needed. Their role may change, as an airline pilot's role has changed over the years, but a driver needs to be in the seat for the foreseeable future. We are in favor of more testing and the wider adoption of active safety



Mike Millian is president of the Private Motor Truck Council of Canada, the only national association that represents the views and interests of the private fleet industry. He can be reached at trucks@pmtc.ca.

controls in vehicles, and mandates that will introduce some of these technologies, once they've proven to be effective and reliable. **TN**

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Trigger finger: It's in your hands

After hours of gripping the wheel, do you find it hard to straighten one (or more) of your fingers? If so, you may have developed "trigger finger." Trigger finger (stenosing tenosynovitis) is a condition in which your finger (or thumb) becomes stuck in a bent position because its tendon can no longer slide freely inside its tendon sheath.

The bones in your fingers and thumbs are attached to your muscles by fibrous cords – tendons – and each tendon is surrounded by a protective sheath. When this sheath becomes inflamed or irritated, it can prevent the tendon from freely gliding inside, stopping the joint from being able to bend.

Prolonged irritation can eventually lead to scarring, thickening, and even a nodule forming on the tendon, which may lock the joint in a flexed position until it eventually straightens and produces a snapping sound similar to a trigger being pulled and released. In extreme cases, trigger finger affects more than one finger (or thumb) on both hands at the same time.

Fortunately, no extensive testing is needed to diagnose trigger finger – just your medical history along with observations while opening and closing your fist, and noted areas of pain, freedom of movement, and obvious locking. Nodules on

your palm associated with trigger finger are identified as they move when your affected finger moves.

Trigger finger is most common in these careers: truck drivers, construction workers, manual laborers, assembly line workers, and/or administrative/office/computer positions. This is because each of those professions involves the following activities: repeated gripping, force and posture, force and repetition, vibration, and/or highly repetitive hand movement.

The risk is even higher if you have rheumatoid arthritis, gout, or diabetes; if you are female; or, if you have had carpal tunnel surgery within the past six months.



Karen Bowen is a professional health and nutrition consultant, and she can be reached at karen_bowen@yahoo.com.

As trigger finger progresses, signs and symptoms will become more severe. These symptoms include: finger (or thumb) stiffness, especially in the morning; a clicking or popping when you move your finger; tenderness (with or without a bump) in your palm at the base of the affected digit; your finger remaining locked in a bent position, which may suddenly pop straight, or which cannot be straightened without external force.

Since trigger finger is not considered an emergency, just make a regular doctor's appointment regarding general stiffness, numbness, catching or pain in your finger joint, or if you cannot straighten or bend a finger. However, if your finger joint becomes inflamed and hot, get it checked out right away, since this may indicate a more serious joint infection.

For trigger finger, your doctor may recommend a variety of conservative treatments, depending on severity, duration and lifestyle impact. If pain relief is essential, non-steroidal anti-inflammatory drugs, such as ibuprofen (Advil, Motrin IB) or naproxen (Aleve) are options. However, these medications will probably not improve finger movement.

Rest is also helpful. Until your symptoms improve, try to avoid the activities that caused the condition, like grasping repeatedly, gripping repetitively, and using vibrating handheld machinery. However, when these activities are unavoidable, consider wearing padded gloves to help reduce their impact. At night, you can also rest the tendon by wearing a splint for up to six weeks to keep the affected finger extended.

Gentle stretching exercises may also help retain finger mobility.

If these conservative treatments are ineffective and your symptoms progress, consider more invasive options, such as: steroid injections near the tendon sheath to reduce inflammation and enable unrestricted movement for up to a year; percutaneous release, where a doctor inserts a needle into the tissue around the affected tendon to break away the scar tissue and free the tendon's movement; or in severe cases, surgery to cut and release the constricted tendon sheath.

To avoid these invasive treatments, feed your body a healthy diet, drink enough fluids to keep tissues lubricated, get enough rest, and consciously retain flexibility by regularly bending and extending your fingers throughout the day. It's in your hands. **TN**

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New Sprinter offers complete comfort, connectivity

By James Menzies

AMSTERDAM, NETHERLANDS

As one of the most important trading centers in Europe, Mercedes-Benz chose Amsterdam to show off its new Sprinter through initial test drive opportunities.

Traveling from Amsterdam to Leiden, Netherlands, and then further south to the port city of Rotterdam, journalists had an opportunity to experience the new Sprinter in urban, rural, and industrial environments. Craftsmen, courier, and chauffeur configurations were made available, sporting a full range of options.

I gravitated to the more commercial configurations, including a Sprinter 316 CDI cutaway with a flatbed body, and a 314 CDI cargo van. Both featured a four-cylinder in-line engine putting out 163 and 143 hp respectively and boasting a payload of 3,500 kgs. The flatbed was a rear-wheel drive with a seven-speed automatic transmission. The cargo van was a more European configuration, with six-speed manual and front-wheel drive – a new offering from Mercedes, but not for the North American market where rear- and all-wheel-drive will continue to dominate.

The most obvious highlight of the new Sprinter for drivers, is the new Mercedes-Benz User Experience (MBUX) which first launched in the A-Class and has been carried over directly to the new Sprinter. MBUX allows you to communicate with your vehicle in new and various ways. You can input information using steering wheel controls, by swiping the large, vibrant, 10.25-inch screen, or through voice-to-text.

For example, saying “Mercedes, I’m hungry” will turn up a list of nearby restaurants, including their ratings and locations. Mercedes will help guide you to any of them using its clear turn-by-turn navigation. Mercedes is the first to use What3Words navigation. It can direct



drivers to a precise location even without an address, so drivers looking for a specific loading dock can find it using What3Words.

You can also communicate through MBUX with dispatch or management, call or text your personal contacts, or adjust your route according to real-time traffic conditions.

It’s a smart system that learns your personal preferences and can provide predictive and helpful suggestions for things like destinations, contacts or radio stations. The operator can also input their own personal points of interest.

The new Sprinter was designed to be a fully connected vehicle, and it achieves this through MBUX and also Mercedes Pro Connect – a fleet management telematics platform that allows constant communication between the vehicle and the office. From the office, fleet man-

agers can monitor location, performance, and routing.

Connectivity equals productivity for fleets, and convenience for drivers. The new Sprinter is as connected as it gets.

It also features the advanced safety systems Mercedes-Benz is known for. Drifting across a lane marking without a signal light on results in a haptic reminder to pay attention, and if necessary, an application of the brakes. Backup cameras provide a 360-degree overhead view of the vehicle and its surroundings – a crucial spec’ when operating in urban environments, especially in Amsterdam where cyclists pop out of everywhere.

An afternoon sprinkling of rain activated the Wet Wiper system, immediately clearing the windshield of water without driver activation. Visibility over the short, sloped hood is excellent, while the

mirrors and blind spot detection system enable safe lane changes on busy highways. You can’t help but feel confident behind the wheel of the new Sprinter, even in an unfamiliar city and country.

The new Sprinter is also highly customizable, with more than 1,700 different configurations available. You will find this vehicle capable of any job from delivering lumber to worksites, making grocery deliveries in tight urban areas, or servicing utility towers off-highway. It’s a truly versatile van.

One of the most common applications it’ll be put into is package delivery. In Germany, Mercedes officials noted, more than three billion packages were delivered in 2016, a number that’s expected to climb to four billion by 2021.

An electric eSprinter is in development for some markets, but its range is not yet adequate for the North American market. Work continues on bringing an electric-driven Sprinter to the North American market, but when we can expect that remains a mystery for now. Officials said the new Sprinter also improves on fuel economy, by as much as 5% depending on configuration.

Some of that is attributed to the manual transmission, which won’t be offered here, but officials said some improvements in fuel economy will indeed be carried over to the North American version, which will be launched later this year.

Drivers stepping up from a previous generation Sprinter will be impressed by the new Sprinter’s connectivity and advanced safety systems. Those who have never driven a Sprinter will be overwhelmed by the full Mercedes-Benz luxury experience, and pleasantly surprised that a work truck or cargo van can be this comfortable and satisfying to operate. Fleet managers will love their ability to manage the fleet, optimize and measure performance, and control their operating costs while improving efficiency. **TN**

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You're hired

Trucking companies are taking steps to be more attractive to new hires



By Sonia Straface

MISSISSAUGA, ONTARIO

Attracting talent is a concern for almost every trucking fleet in North America.

Today, it's not enough to just put a job posting online and cross your fingers, or to go through the many resumes on your desk to find someone to fill the seats. Trucking needs drivers and to get them, fleets are having to be more creative.

At this year's Truck World, the country's largest truck show, which ran from April 19-21, more than 100 carriers exhibited to help bolster their recruitment efforts.

Attending Truck World and other trade shows and job fairs is just one of the ways Challenger Motor Freight is strengthening its recruitment.

"We don't say 'No' anymore," Geoff Topping, vice-president of human resources for Challenger said of requests from existing drivers. "We don't have the wiggle room. We don't say 'No' to drivers, we say, 'How can we make this work?' We have a lot of divisions, like reefer, flatbed, van, local, oversized, bulk...so if someone is unhappy with their route or schedule, we go ahead and transfer them accordingly to fit their lifestyle."

On top of this, Topping said the company has created a polishing program to help train new hires without certain experience with a specific type of freight.

"So, if you don't have experience in flatbed for example, but you've been driving with us, then you can go through the polishing program to learn how," he said. "And we're doing this because we have to. Today we are feeling the shortage on both the number of applicants and the quality of drivers applying. Experience is an issue, too. People don't want to have this lifestyle anymore. The younger drivers want to be home more."

Most recently, the company has started a new marketing campaign to help attract drivers, based on what Challenger calls "The first class experience."

"It's first class pay, first class benefits, first class people, first class safety, and first class training," Topping explained. "It's based on those pillars and we really believe we have all of those things to offer when you work for Challenger."

The program is still new, so there aren't many figures the company can turn to right now, but it is hoping to attract the right drivers.

"Retention is also important to us," Topping said. "Because once we find drivers, we want to keep them. We have a multifunctional recruiting and retention team that includes people from every department, and drivers. They meet bi-weekly to discuss issues that are going on and where they can improve."

As well, recently Challenger rolled out a driver survey to find out what it could do better as an employer.

"What we found, more than anything, was that the drivers wanted us to reach out more to the families," Topping said. "So now, we're mailing out communications directly to the home address. So, if there's a change in benefits, we send that communication notice to the home address, as opposed to emailing it out. For new hires, we send a whole welcome package home. It has a welcome letter, information about pay and benefits, employee discounts...things like that so their family can feel part of Challenger as well. We are a people first company and I think the whole company has really got behind that."

Joseph Haulage, a fleet based out of Stoney Creek, Ont., was also one of the many recruiters at this year's Truck World.

Kellen Miseferi, the company's human resources generalist, said, like Challenger, the company is having a hard time finding drivers.

"At the beginning of the winter season we were really struggling," he said. "The talent pool is shrinking and the average age of drivers is going up, with millennials not interested in driving as a potential career choice."

To help its recruitment efforts, Miseferi said Joseph Haulage is doing a number of things.

"From a compensation angle, we're offering arguably some of the best benefits in the industry. We pay our drivers well. There's a good opportunity to support yourself and then some. We also offer things like RRSP contribution matching," he said.

As well, when it comes to online job postings, Miseferi said Joseph Haulage is taking a branding approach.

"We're updating our job descriptions to be more appealing to a younger crowd," he added. "We really try to stay away from the typical, standard job posting, to be able to market our brand in our job postings."

Miseferi said Joseph is also looking at partnering with accredited driving schools to hire recruits, but the company's latest success has been in keeping its current drivers happy.

"We recently started doing one-on-one meetings with drivers once a quarter," he said. "So, a driver will meet with all divisional managers once every few months and have an informal talk about their goals – both personal and professional – and how we can help them achieve those goals. We've gotten really great feedback from them. And it's really helped us as far as our retention. The one-on-ones have been a really big win for us."

For Kari Ranonis of Arnold Bros. Transportation, the key to recruiting lies in the ability to train new drivers.

"What we've done is we've taken training to new level," she said. "We have a leading mentorship program and we have our own training academy that new drivers can take when they are hired on. That's a way that we're trying to take on the driver shortage. We hire new drivers and train them ourselves."

Arnold Bros. also looks for talent overseas and will hire and train new Canadians to become professional drivers.

"We recently increased our rates, too," she said. "We did a deep analysis into other companies in the industry that have a similar business model and we tried to position ourselves competitively on pay rates. So, we have new rates and new lanes to attract new drivers and existing drivers into joining our company." **TN**



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GX Transport recognized by Nissan



Michelle Arseneau (center) accepts the 2018 Nissan North America Logistics Mobility Award on behalf of GX Transport.

NASHVILLE, TENNESSEE

GX Transport was named the winner of the 2018 Nissan North America Logistics Mobility Award on May 30.

At Nissan’s annual Supply Chain Conference in Nashville, Tenn., managing partner Michelle Arseneau accepted the award on behalf of the company.

Last year, GX won the 2017 Brand Power Award.

“It is such an honor to be selected once again from Nissan’s North American carrier base for this award,” she said. “It is truly a great accomplishment as we were selected from a pool of hundreds of carriers operating within Canada, the U.S. and Mexico.”

When presenting the award to GX at the conference, Nissan stated: “GX Transport is a premier carrier who takes great pride in their ability to create solutions that increase efficiencies and lower costs in the after-sales supply chain. They operated outside of their normal parameters to support after-sales fill rate when requested, thus supporting after-sales service to Nissan and Infiniti dealers. We are proud to recognize GX Transport for their consistent/dedicated service and invaluable partnership.” **TN**

Day & Ross named GM top supplier

MISSISSAUGA, ONTARIO

Day & Ross Dedicated Logistics was named a Global Supplier of the Year by General Motors during its 26th annual Supplier of the Year awards ceremony held in Orlando, Fla., on April 20.

GM recognized 132 of its best suppliers from 17 countries that have consistently exceeded GM’s expectations, created outstanding value, or brought new innovations to the company. It is the second time Day & Ross Dedicated Logistics has received the award.

“This is an opportunity for General Motors to honor those suppliers who are truly the best of the best,” said Steve Kiefer, GM senior vice-president, global purchasing and supply chain. “The automotive industry is transforming at an incredible rate. The relationships we have with our supply base mean everything when it comes to delivering a strong vehicle lineup today and the cutting-edge vehicles and mobility services of tomorrow.”

GM’s Supplier of the Year Award is reserved for suppliers who distinguish themselves by meeting performance metrics for quality, execution, innovation, and total enterprise cost.

“The GM Supplier of the Year Award is a significant achievement for Day & Ross Dedicated Logistics and all of its team members who made this possible as it takes into account all suppliers of General Motors globally,” said Shawn McMahon, president of Day & Ross Dedicated Logistics. “In 2017, there were 132 suppliers recognized out of over 20,000 global suppliers. We sincerely appreciate the trust that GM continues to place in our organization and we look forward to finding new ways to bring value to our partnership.” **TN**



Day & Ross Dedicated Logistics was recently named Global Supplier of the Year by General Motors.

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July 2018 • Truck News 37

Shopping for shunt trucks

Experts weigh in on what to look for when choosing your next yard truck

By Sonia Straface

The days of choosing a simple shunt truck are long gone. Today, there are countless spec's and options to add to your yard truck to make them last longer, and get the demanding job done. We spoke to yard truck dealers and experts to ask them about shopping trends they're noticing today and what customers should be looking for when choosing a shunt truck.

Forget the gimmicks

"The biggest change I've noticed is the days of the gimmicks are done," said George Cobham Jr., vice-president of sales and marketing with Autocar dealer Glasvan Great Dane. "There is a lot of pressure to improve reliability on these trucks. A lot of changes on our end have been made to make wiring more reliable, and to improve after-treatment systems. Little nifty features are what we find not selling the trucks these days. It's all about reliability. People need productive trucks."

An example Cobham Jr. cites to exemplify this are cool door controls.

"Things that used to be mechanical, went to air operated or operating on solenoid," he said. "But a lot have gone back to mechanical, because it's all about making these things heavy-duty and high-cycle. It's neat to have a door open and close at the push of a button, and I'm sure a lot of these spec's work great in the southern states. But that's not where we are. These nifty gimmicks that maybe were hatched for a port in California, don't survive up here."

Consider leasing

Many more buyers are opting to lease instead of owning their yard trucks, explained James Blake, vice-president and general manager of Tico dealer CheckerFlag Leasing.

"More and more customers are opting for the full-maintenance lease," he said. "Which means we are responsible for all the maintenance. Because they don't want to worry about all the maintenance. They want to know their budget for the next two to three years. It's the biggest trend I've seen today, and I think it's because it's just such a benefit to customers. Plus, we have 24/7 maintenance so they can call us day or night."

Maintenance on shunt trucks is of the utmost importance, Blake said.

"They take a beating, but every crossdock needs them – and with a full-maintenance lease, you don't have to worry about when one of them goes down."

Think about comfort

"Just like highway drivers, shunt truck drivers – the cab is their office," Blake said. "They need room to move



around. They need space for their lunch. And they need comforts like every other driver gets."

Blake said newer shunt trucks have a lot more room than their older counterparts.

"And that's a good thing," he said. "More room, more visibility, and there's more ergonomics. Because it doesn't matter if you're driving a shunt truck or a highway truck, it's competitive to get drivers right now. So, anything you can do to make it better for them, it makes a difference."

Blake added that most opt to choose a more comfortable seat for the driver because of the nature of the job. Radios are also a common spec' Blake sees customers going for.

"It's not necessary but it's a comfort," he said. "The drivers can hook up their phone or iPod if they have music on there, too. There's CD players too. Sometimes, people like to work with background noise. Even in my office, I turn on the radio sometimes."

Go green

Kalmar Ottawa says it's the first to market with its T2E electric terminal tractor. The manufacturer claims the new shunt truck produces less noise, vibration, and of course – emissions. Kalmar Ottawa says going electric will cost operators less in the long run (as they're saving big bucks on fuel) and has fewer moving parts, saving you on maintenance costs.

"We're excited about this," said John Uppington, sales manager at Kalmar Ottawa for the Tallman



Group. "We just launched this last month (in May) so right now we are just going through a process with interested customers asking them a lot of questions to make sure the trucks will work for their application."

And if you're worried about downtime, Uppington says you shouldn't. Kalmar Ottawa recommend using opportunity charging during breaks, lunches, and shift changes.

"The truck will last up to three shifts a day this way," Uppington said. "And that's pretty significant for us."

Don't forget the warranty

Arguably the most important part of the shunt truck shopping experience is talking about the warranty, said Cobham Jr.

"If you're buying, you have to ask questions about warranty and you have to be specific," he advised. "At the same time, if and when you're returning a truck, warranty is important. Above all, questions need to be asked and warranties need to be consider whether you're buying on- or off-road trucks."

And while both on- and off-road trucks have aftertreatment and stan-

dard warranties, Cobham Jr. says to think hard about upgrading them.

"Spending a few thousand dollars on upgrading the warranty, can save you many more than that in your third, fourth, or fifth years. People were just not buying extended warranties back in 2005-2010, even 2012. We are asking people to look into that now. It makes the customer experience better when they don't get an unexpected bill in those third, fourth, fifth years."

And while the initial cost is steeper than most would like to pay for an extended warranty, Cobham Jr. says, in the grand scheme of things, it's not that much.

"We attempt to talk to every customer about the warranty and if they're not interested, then that's okay, but we explain to them about the best customer experience," he said. "Amortized over the five-year lease or finance, it's really not a lot of extra money. They're doing it on the highway truck side, but then when it comes to yard trucks it's ignored and people forget they can have all the same issues as a highway truck, plus the problems that go along with hydraulics. It's important to consider those warranties for sure." **TN**



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BUMPER, 80% BRAKES &
TIRES, 100 GAL FUEL
TANK, 2 ROWS EXTERIOR
RUB RAILS,
-1263594
VERY CLEAN


6 (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

Low Hours, Hd Flat Aluminum Floor, Overhead Rear Door. -1216632


(20) 2015 HYUNDAI 53' REEFERS

Carrier 7300 units, chute & bulkhead, Stainless front and rear, vents, Hendrickson air ride suspension, aluminum wheels, tire inflation system, side skirt, trailer tail, 2 rows recessed "E" track. -1262480


2014 HYUNDAI 53'x102" 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


2016 VANGUARD 53' PLATE VAN

Hendrickson Air Ride Susp; Sky Lights, Side Skirt, Exterior Rub Rail, HD 24" Side Panels/Slots, Vents Front & Rear, Galvanized Door Case & Bumper. -1264596


(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


6 (40) 2009 UTILITY 53' TRIDEM REEFERS

Thermo King Sb310 Units, Hendrickson Air Ride With 6" And 6" Spreads, Hd Flat Aluminum Floor, 3 Rows Recessed "E" Track, 24" Scuff Liner, Exterior Rub Rail. -1261785


7 (42) 2007 MANAC 53' TRIDEM INSULATED VANS

Thermo King HK III heaters, Hendrickson air ride suspension with 6" and 6" spreads, clean, well maintained units. -1261786

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2000 STERLING FUEL TRUCK, CATERPILLAR ENG; 3126, 330 HP, 10 SPD TRANS; BLUE IN COLOR, SINGLE AXLE, GVW: 39,000 LBS. WELL EQUIPPED WITH A 13,000L (3,434 USG) ALUMINUM 4-COMPARTMENT FUEL TANK. DUAL PUMP AND METER EQUIPMENT (GAS REEL IN SIDE BOX). 335,965 MILES. -1260098



2002 STERLING L8500, CUMMINS ISL L6 8.9L 340HP; 6015615KM, EATON FULLER 10 SPD TRANSMISSION, 18 & 40 AXLES, DUAL PUMPING EQUIPMENT, MIDCOM 8000 IN CAB, 2001 DEPENDABLE 20,000L 4 COMPARTMENT TANK, TC306 SPEC, AIR MANIFOLD, ROUGHED IN FOR BOTTOM LOADING, TRUCK RUNS AND OPERATES VERY WELL. -434984



2015 WESTERN STAR 4700 FUEL TRUCK, DETROIT ENG; DD13, 410 HP, 10 SPD TRANS; TANDEM AXLE(S), AIR SUSP; YELLOW IN COLOR, EXCELLENT CONDITION - WELL MAINTAINED. 140,000 MILES. -1265659



2019 WESTERN STAR FUEL TRUCK, AUTO, 20,000L 4 - C POLISHED TANK, DUL EQUIPMENT, MANY OPTIONS. -1259641



2010 PETERBILT FUEL TRUCK, PX-8, 300 HP, 10 SPD, FULLER TRANS; WELL EQUIPPED WITH A 13,000 L FOUR COMPARTMENT TANK. AIR OPERATED MANIFOLD WITH GRAVITY DROP FAUCET. DUAL PUMPS, METERS AND REELS. LC REGISTERS, IN-CAB COMPUTER AND PRINTER. 237,000 KMS. -1264180



2006 INTERNATIONAL 7500 FUEL TRUCK, INTERNATIONAL ENG; 325 HP 10 SPD TRANS; 3500000 AXLE(S), AIR SUSP; WHITE IN COLOR, 18,000 LB. FRONT AXLE, 40,000 LB. REAR AXLE, AIR RIDEWELL EQUIPPED WITH 5,300 USG (20,000 LITER) 5-COMPARTMENT ALUMINUM HEAVY DUTY "BUSH" TANKS. -1261220



2005 FREIGHTLINER FUEL TRUCK, MBE-900, 300 HP, TANDEM AXLE(S), BEIGE IN COLOR, 10-SPEED EATON FULLER TRANS, AIR RIDE SUSP GVWR: 64,000 LBS. (18,000 FRONT, 46,000 REAR) c/w HEAVY-DUTY 18,500 L (4,887 USG) ALUMINUM 4-COMP TANK, DUAL PUMPS, 257 MILES. -1262091



2006 STERLING FUEL TRUCK, CATERPILLAR ENGINE; C10, 10 SPD TRANSMISSION; 20,000 L, DUAL PUMPS & GRAVITY METER. -123448



2004 INTERNATIONAL 7500 FUEL TRUCK, INTERNATIONAL ENG; HT-580, 300 HP, 10 SPD, EATON FULLER TRANS; TANDEM AXLE(S), AIR SUSP; WHITE IN COLOR, GVWR: 60,000 LBS., c/w SUPER HEAVY-DUTY ROBICA 18,500 L (4,887 USG) ALUMINUM 4-COMP TANK DUAL PUMP METERS AND REELS. MIDCOM REGISTERS. MECHANICAL MANIFOLD. 233,000 MILES. -1262099

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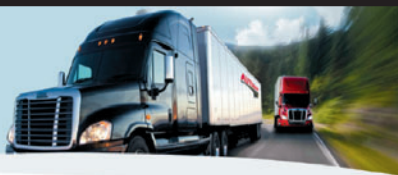
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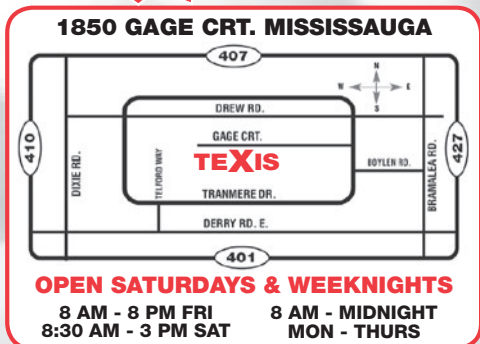
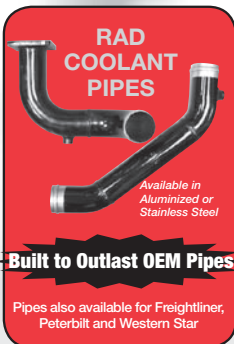
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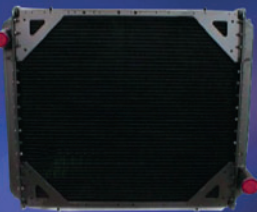
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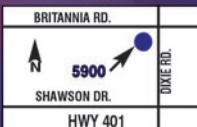


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Spec'ing the right way

By **Sonia Straface**

MISSISSAUGA, ONTARIO

With countless options available at your fingertips, it's not always easy to spec' your fleet.

To help attendees at this year's Canadian Fleet Maintenance Summit in their decisions when it comes to spec'ing their own fleet, was a panel of maintenance experts who discussed how they spec' their trucks and mistakes they've made when spec'ing.

Panelists included Chris Iveson of Challenger Motor Freight, Mike Gomes of Bison Transport, and Greg Black of Titanium Transportation Group.

All panelists agreed they have a standard spec', and that standard changes as new technology is rolled out.

"We have a standard spec', but we adjust it as technology changes," Iveson said. "For example, we added collision mitigation systems, lane departure. At Challenger, we like to think we are forward thinkers, so we change with the times."

He said that something Challenger is doing more and more is relying on its internal driver groups to survey them on their wants and needs.

"We want to know what's going to keep them happy," he said. "I don't need to tell anyone here how important retention is. So, as we build a truck, we make sure to keep the driver top of mind."

Iveson said he gets feedback from drivers by being present and known in the shop as well as through driver surveys.

"I like to think I have a good relationship with key drivers," he said. "So, I make sure I listen to what they say. We have driver input groups, and a couple years ago, we brought in a bunch of trucks and allowed them to answer a survey on what they liked and didn't like."

Gomes agreed with the importance of involving drivers.

"We have a spec' committee that is made up of maintenance people, operations people, and drivers," he said. "And they're looking at what systems are available and what's working today and it's about validating what we're investing in."

Unfortunately, when you're an early adopter, you don't have the luxury of only installing the tried and true technologies.

Sometimes, you invest in a product or technology that doesn't work for your application.

And when this happens, it's a nightmare, the panelists confirmed.

"One of the worst things we lived through in our fleet, was a standard option that came on the trailer, when we didn't do enough validation on the product before we accepted it," Iveson recalls. "On a series of 1,000 trailers...it was the landing gear. For the first year and the second year,

everything worked okay...and we expected it to last five years. But after two years we noticed extreme premature wear."

Upon further investigation, Iveson said the landing gear was sourced from offshore, and definitely not made for Canadian climates.

"Over the next number of years, we worked with the vendor to get it all changed out," he said. "But it became an issue for us. Not only did it cost a lot of money, but there was all that downtime that was never recovered."

Black said he went through a similar experience when Titanium made a choice on a trailer.

"It was a complete flop," he said. "All parts should have lasted five to six years, and we saw failures after two years."

Gomes said spec'ing wheel covers was a mistake for Bison's fleet.

"The product worked, but it created problems," he said. "It would interfere with the drivers' pre-trip and it would retain dirt and other materials in the wheel. We had rims that were being eroded. So while they worked in terms of fuel economy, the cost in other areas made us have to remove them. Being on the leading edge of technology, we pride ourselves on being innovative...but sometimes being on the edge, you can trip and cut yourself."

Iveson advised audience members to make sure they are familiar with every product they're spec'ing.

"Because at the end of the day, vendors are looking to sell something for a profit," he said.

Black agreed, adding to make sure to "read the fine print so you're not missing anything."

When it comes to choosing spec's, the relationship between the fleet and vendor also needs to align, Gomes said.

"The vendor has to know what our core values are," he said. "Such as safety, driver comfort. So, we ask does the supplier follow along these guidelines?" After the sale support is also important to Bison, Gomes said.

"It's the aftermarket support that is so important," he said. "Is the warranty exclusions list longer than the inclusions list? How willing is the supplier to work with you after the sale? That's critical."

Iveson agreed, comparing the relationship between fleets and suppliers/OEs to a marriage.

"I like to think of partnerships as being important," he said. "Does the vendor want to partner with us for joint success? Everyone is rosy and happy to push product. But the real flavor of the pudding is when the going gets tough...We have numerous tractor OEs that we've had successful relationships with and those are the ones that allow me to sleep easy at night. They take charge and ownership of what's happened." **TN**



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Mark Dalton: Owner-Operator

By Edo van Belkom

THE STORY SO FAR

Mark is in a coffee shop outside Calgary where a trucker is on the phone with a company that's late in paying. The man makes a spectacle of himself and Mark offers to give him a few pointers on how to collect money owed.

Mark gives the man a few pointers and encourages him to call the company back. He calls again and manages to get them to agree to send him a check later in the week...

Mark shook hands and waved goodbye to the driver who he'd helped with the collection of an overdue invoice and walked back to Mother Load with a spring in his step. Usually, whenever Mark helped out another driver there was some sort of risk involved, something a bit dangerous. But this encounter had been easy and pleasant and the result – now there was at least a chance the man might get paid – made it all the more satisfying.

But as Mark climbed up into the cab of Mother Load and started up her engine, he wondered if he, himself, had any invoices that were currently overdue. It was possible since Mark was sending out invoices daily and it seemed he received payment electronically, or confirmation of payment made, on almost a daily basis and if one or two payments were late, he might not realize it unless he specifically checked.

Which got him thinking. Do I have any overdue accounts?

He'd just picked up his mail the day before but hadn't yet gotten around to looking through it. He also hadn't checked his accounts in a few days so it was entirely possible that he had payments overdue.

It wasn't until he hit the sixth month in his history that he realized that there were two companies he drove for on a semi-regular basis that hadn't paid him on time.

His first instinct was, of course, to be angry. He had provided a service in good faith, used his own money to provide fuel and a vehicle to move someone else's freight. He had delivered that freight on time and the customer was

reaping the benefits of that delivery – especially since they hadn't paid for any of it.

Mark took out his phone – took a deep breath to calm himself – and made a call. Luckily, this was a company he'd dealt with before and he knew the woman in payables by her first name. Her name was Amanda and Mark realized that knowing the payables person by their first name was probably a good indication that he shouldn't be working for that company in future. Every time he had to track down a payment, it was costing him money and the easiest way to avoid that was to do work for someone who paid on time.

"Hello, this is Mark Dalton calling," he began. "I transported a load for your company last month and submitted an invoice – I have the number handy if that's a help."

Throughout the conversation he remained polite and professional, asking if a payment plan would help and then offering to swing by to pick up the check. Amanda said there was no reason for that since his invoice had somehow fallen through the cracks. She would be authorizing payment and if all went well he would have his check within two weeks.

Mark thanked her and said he would

let her know when the check arrived. With the first call out of the way, Mark moved on to the second overdue account. This was a different situation where he had delivered just one load for this company (on Bud's recommendation) but hadn't done another job for them in months.

"Hi, this is Mark Dalton calling. I carried a load for you late last year and sent an invoice but haven't heard anything back from you..."

"Your name again?" It was a man's voice and just from those three words, Mark detected a condescending tone.

"Mark Dalton," he said, already feeling like this was a lost cause. He went on to explain the date, load, pick-up location and drop-off destination, and gave the invoice number and day it was submitted, but the person on the other end had no information about any of it.

"We've switched over to a new accounting system and a lot of things have gone missing."

Mark's heart sank. "Is that right?"

"Yeah, you're not the first person that's called today about their invoices."

"You don't say."

"I can put your name and invoice at the top of our payment schedule, but I really think it might make things go

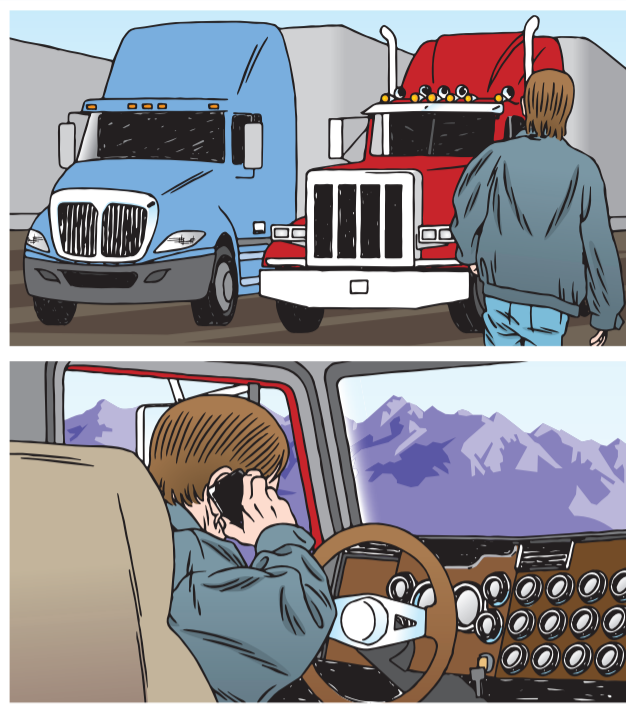


Illustration by Glenn McEvoy

I have an (in) voice – Part 3

quicker if you resend the invoice along with any other information you have on the load. When our system gets back up to speed at least we'll have all the information we need to facilitate payment."

"Oh, I'll send the invoice again," Mark said, his voice even and steely. "And I'll send a copy to the collection agency I use."

There was a moment of silence on the line. "Oh, you don't have to do that. I'm sure we'll get to the bottom of this in short order."

Mark could only shake his head. "When you say *WE*, you really mean just *YOU*."

"No, there is more than one person in my department. I have a supervisor..."

"Can I speak to him or her right now?"

"Unfortunately, they're off until next week."

"I'm sure they are."

"I have an idea," the man said. "We have a load going out tomorrow on a super tight deadline. If you'd like to take that – it pays top dollar – you can piggyback your other invoice onto this load and get paid even quicker."

Mark was stunned. The payables person was asking him if he wanted another load when they were already three months overdue on their payment for the last job he'd done for them. It was at that moment that Mark realized he would never be seeing a dime from this company without the aid of a collection agency.

"It's a rush job. Has to be in Chicago by the end of tomorrow."

"Sounds good," Mark said. "I'll be there in the morning, bright and early."

"Terrific, and don't worry this time – we'll make sure we pay on time."

"Sure, sure," Mark said.

Mark hung up and put Mother Load in gear. He had a load due in Vancouver by Wednesday and was a thousand miles from Toronto at the moment and would be hundreds of miles further away by tomorrow morning. His only regret was not being able to see the shipper's face when he realized Mark wasn't showing up for his rush load in the morning. Or ever. If they wouldn't pay, Mark, and hopefully every other trucker out there, wouldn't work for them. In the trucking business, just like in life, what goes around comes around." **TN**

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Mack ups its refuse game during WasteExpo

LAS VEGAS, NEVADA

Mack Trucks introduced new features to its LR Model, improved its safety features on refuse vehicles, and said it will have a fully-electric refuse truck operating in New York City by 2019.

Mack made the announcements during the WasteExpo in Las Vegas April 24, saying the new features on the LR Model will enhance visibility and driver comfort.

The new features include a sliding glass window on the passenger side of the vehicle, an exterior stainless steel sun visor, and a Sears Seating C2 Plus seat cushion.

Mack's 315 series tire coverage has also been extended to include the Hendrickson HaulMaax suspension.

"Mack continues to design and develop features on the Mack LR model that improve the working environment for the driver, help increase visibility in a refuse vehicle that already has superb visibility and

provide customers with additional choices in how their vehicles can be set up," said Curtis Dorwart, refuse product manager for Mack Trucks. "The addition of these new options sets the bar for a best-in-class refuse vehicle that meets the needs of customers and drivers alike."

The sliding glass window will be standard and is available for order in the second quarter of 2018, as is the new C2 Plus seat cushion. The exterior sun visor is now available for order.

The availability of the 315 series tires on LR models, as well as Mack Granite and TerraPro, simplifies the ordering process for customers. The expanded coverage for the tires is also available in the second quarter of 2018.

Lytix Solutions

Mack's refuse customers now have the option to get their Mack trucks pre-wired for equipment from Lytx, a video telematics safety feature.



Mack Trucks introduced new features to its LR Model trucks during the WasteExpo in Las Vegas, Nev.

"We are pleased that Mack customers now have the ability to use video to improve upon the safety of their drivers, as well as the neighborhoods in which they operate," said David Pardue, vice-president of connected vehicles and uptime services for Mack Trucks. "Our partnership with Lytx will not only help our customers mitigate the potential for accidents, but also assist them in identifying new ways to improve operational efficiencies."

Mack will offer the option to pre-wire its Mack LR and TerraPro models starting this fall, with the Lytx DriveCam safety program and Lytx Video Services enhancement available.

Going electric

Mack also said it will have a fully-electric Mack LR refuse model truck on the roads of New York City in 2019.

The truck will be tested by the New York City Department of Sanitation (DSNY), and Mack believes the electric vehicle will deliver the most value within a closed loop application, one where the truck returns home every night.

"It's clear that electro-mobility will be a part of the trucking industry's future, and Mack is well-positioned to offer integrated, fully electric solutions for the North American market," said Jonathan Randall, senior vice-president of sales and marketing for Mack Trucks North America. "DSNY is one of Mack's largest customers, and the department is known for its progressive sustainability efforts. We look forward to working with them as we test the first fully electric LR model in a real-world application."

Advantages of a fully-electric truck include zero tailpipe emissions, reduced noise, and environmental stability. **TN**

Freightliner's EconicSD manufactured for Canadian and U.S. customers

By Derek Clouthier

LAS VEGAS, NEVADA

Freightliner Trucks has unveiled its EconicSD waste collection truck.

The truck, which was first introduced in Germany in 1998 and updated in 2013, completes the company's vocational lineup, and as Richard Saward, general manager of vocational and government sales for Freightliner Trucks said, is built to serve a segment that sees up to 1,400 stops per day in neighborhoods



The Freightliner EconicSD high cab rear loader body.

where safety is a primary concern.

"Vocational segments have a direct effect on our everyday lives," said Saward. "It's all fun and games until the trash can stays out on the road."

The Freightliner EconicSD is a low-entry COE waste collection truck, equipped with the Detroit DD8 mid-range engine and Detroit Assurance safety system.

Leveraging the global engineering experience of parent company Daimler AG, the refuse truck has been tailored to meet the needs of the North

American customer.

"By working closely with our North American waste collection customers and analyzing how we could provide a solution that best benefits their businesses, we recognized the opportunity to adapt the Freightliner EconicSD for this market," said Roger Nielsen, president and CEO for Daimler Trucks North America (DTNA). "Our customers continually seek to elevate the safety and performance of their waste collection vehicles, and the Freightliner EconicSD is the right solution for the distinct needs of this segment."

More than 125 modifications were made the EconicSD in an effort to meet North American demands.

Saward underscored the vehicle's robust safety offerings during a sneak peek of the truck prior to the April 24 unveil at WasteExpo in Las Vegas. The EconicSD is equipped with a panoramic windshield and low seating position. The mirror system provides an expanded field of vision, and a short wheelbase and aggressive wheel cut delivers better maneuverability for tight residential areas.

Its low entry allows for a single 19-inch step to enter the cab, with one more step to the driver's platform. A kneeling feature also reduces step-in height and a lifting feature improves clearance over objects.

The spacious cab comes with an air suspension driver's seat, and additional seating to accommodate up to three passengers in the high cab model. A digitized instrument cluster

displays key information on an LCD screen on the dash, the truck features intuitive steering wheel controls, and a walk-through cab to allow drivers to exit the cab safely are also features

of the EconicSD.

The truck will go into production in October of this year, will be available for order this month, with deliveries slated for April 2019. **TN**

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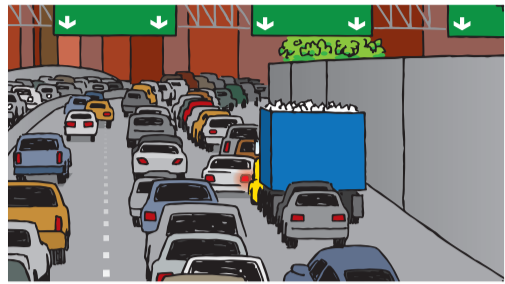
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The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic is hauling a heavy load. He's been driving a lot of scrap metal from a scrap yard that is closing down north of Toronto to make room for a new housing development. The loads are going to another established yard just outside of St. Catharines so his route takes him down Highway 400, across the 401 and then onto the 403. So, Vic is driving heavy loads of steel on three of the busiest highways in Canada, often during rush hour.



Vic doesn't mind the route, even when it's clogged with stop-and-go traffic because the work is steady and he's home every night.

What Vic didn't like were motorists who jumped into the gap he kept between himself and the vehicle in front of him. That gap was there for safety, but drivers were always using it as an entry into traffic. To be fair, most drivers made the entry into the space in front of Vic smoothly, making use of all the space and still leaving him a margin of safety.

But some drivers saw that open space and jumped right in with complete disregard for the job Vic had to do... How much distance he would need to stop his truck, or how hard it was to get up to speed again in rush hour traffic. There were times when Vic was cut off numerous times in the space of just a few kilometers.



More than a few times Vic has been forced to slam on the brakes and use his air horn to let drivers know what he's thinking. This resulted in more than a few rude gestures being sent in Vic's direction.

After several days of this, Vic had had enough.

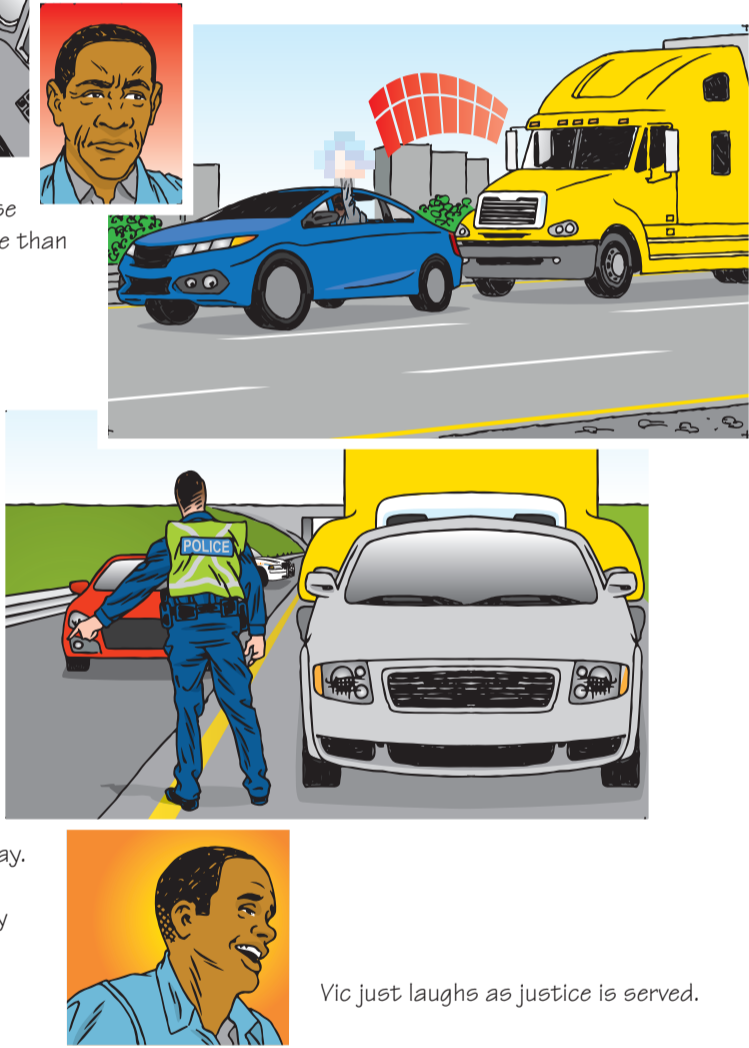
On the ramp from Highway 400 to the 401, there was some sort of police problem ahead. Because Vic was high up in his cab, he saw the flashing lights of a police cruiser on the side of the highway. But drivers who didn't have his vantage point and couldn't see the problem, or the police, were cutting him off one after another.

Vic decides to move his truck to the right, straddling his lane and the narrowing entry lane to prevent anyone else from cutting in front of him.

But one driver wasn't having any of it. The guy behind the wheel of a red sports car was driving on the shoulder, giving Vic the finger and honking at him to move over and let him by.

The driver eventually went fully onto the shoulder to get around Vic, but by then they were on top of the police who had pulled over onto the side of the highway.

As Vic eased back into his lane, he watched as the impatient driver was flagged by the police and directed to pull over.



Vic just laughs as justice is served.

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Announcements

Fastfrate announces executive promotions; **Pierquip** names Ontario sales director; and **TST Overland Express** chooses scholarship winners.

Manny Calandrino is the new president and chief executive officer (CEO) of the Fastfrate Group of Companies.



The group includes Consolidated Fastfrate, Canada Drayage (CDI), Fastfrate Integrated Logistics and BRS Transportation. Calandrino has been with the company for 30 years. The company also named **Jerry Thomas** general manager of BRS Transportation. He assumed the position May 1 and reports to Calandrino. Thomas has been with Fastfrate for more than 20 years, beginning with Canada Drayage, and has held operational roles in air freight and distribution management before returning to BRS two years ago as recruiting manager.

Pierquip has announced the hiring of **Chuck Garvey** as its new director of sales for Ontario.



“Chuck possesses a strong mechanical background, and has an excellent understanding of all things reefer, combined with 25 years of customer service,” the company said in an announcement. He can be reached at cgarvey@pierquip.com or at 519-880-4304.

TST Overland Express has announced the winners of its International Transportation and Customs scholarships. Recent graduates of the two-year transportation-related program, **Monica Chaguan** and **Priscilla Guimaraes**, each received the scholarship for their academic accomplishments.

The TST Overland Express International Transportation and Customs scholarships are awarded annually and are funded by an endowment established by TST

Overland Express, and are administered by the OTA Education Foundation.

Trail King has announced the recent hire of **Jon Duesterhoeft** as director of sales operations. Within this role,



Duesterhoeft will support the inside sales team at the Mitchell, S.D. headquarters. Duesterhoeft comes to Trail King with experience in the agriculture equipment and product development industries. Most recently, he was employed as a sales manager for Sioux Steel, where he managed a team of six sales reps located nationally.

SmartDrive Systems has announced the appointment of **John Krumheuer** as vice-president of North American sales.



He brings to the table 20 years of experience in transportation technology, and assumes leadership of the regional and inside sales teams, joining Mike Baker, vice-president of strategic accounts, at the helm of SmartDrive’s sales organizations. Krumheuer joins SmartDrive from PeopleNet, where he was most recently the vice-president of sales and account management.

Lytix announced that **Steve Lifshatz** has joined the company as chief financial officer, as of May 14. Lifshatz most recently served as CFO for Fleetmatics, a global fleet management telematics and software-as-a-service (SaaS) firm. He joins Lytx with three decades of executive-level experience at leading software and SaaS companies. Lifshatz is based in Lytx’s San Diego headquarters and reports to Brandon Nixon, Lytx chairman and CEO. **TN**

Crossword puzzle grid with clues and answers.

Advertisement for Taxis Truck Exhaust featuring a cartoon character and text: "Our mufflers are stronger, last longer and save you \$\$\$!"

Truck and Trailer.ca directory listing companies and an alphabetical list.

Large advertisement for TFS Group featuring a truck, text: "We Make Trucking LESS TAXING", and contact information: "Call Today (800) 461-5970 Ext. 223".

The key is flexibility

Apps Transport finds success by being adaptable with customers and staff

By **Sonia Straface**

MISSISSAUGA, ONTARIO

When you can't get a job in aircraft engineering, why not start your own trucking business?

That's the beginning of the success story of the Apps Transport Group.

After graduating college in aircraft engineering, Robert McDonald couldn't find a job, so in 1985 he decided to try something else.

"I decided to get a truck driving licence just to make some money," he recalled. "And then I started doing my executive MBA at York at night and driving during the day. Then an opportunity came along with somebody who was selling his local cartage licence and his provincial regional licence, so a friend and I decided it would be something to do. So, we bought a truck and the licence off him and then bought another truck and that's sort of how we got into the business."

Apps began with just two trucks as a local pickup and delivery company in the Toronto area, said McDonald, the president of the company. But through steady growth, the company has grown and now boasts 240 trucks nationwide.

"Through the years we added new customers and new services," he said. "At the beginning a lot of what we added was through inter-line partnerships, so like Quebec, Northern Ontario, areas outside the scope and size of the fleet we had at the time. But we continued to grow so we pretty much doubled every year for a number of years and I think in 1998, we opened up in Western Canada. Then we started moving freight by rail to Vancouver, Calgary, Edmonton. At that time, we had partnerships with carriers in those locations."

Since then, Apps has bought out most of the partnerships and cur-

rently has three terminals in B.C., two in Alberta, and its main office for Ontario in Mississauga. The main office in the West is in Delta, B.C., and it also has more than 700,000 sq.-ft. in warehousing.

Mostly, the company hauls retail commodities, picking them up from distribution centers and delivering them to stores. Though it also hauls a large amount of wholesale building supplies.

"Pretty much soup to nuts," McDonald summed up.

When asked what makes Apps stand out from the competition, McDonald said by and large, what the company does better than most, is its ability to be flexible with both its customers and staff.

"In the early days of trying to build the business, I discovered that not everybody likes to ship the same and not everybody is open the same hours, and not everybody wants to receive the same," he said. "The billing, they have preferences. So, I started looking at ways to reduce our costs by consolidating shipments and various billing consolidations and so on for customers. It really was about flexibility around us providing them something the way they wanted it as opposed to saying 'We do it this way and that's the way it goes.' And that sort of flexibility has served us well for almost 35 years, so I think it works."

Internally, Apps is also flexible with its drivers.

"We work with people if they get sick or if they have family issues to deal with," he said. "They're all driving new or newish equipment. They're home every night. But we try to work with their schedules so if somebody's got to drop kids off in the morning, and they can't get in until 9:00, we can put them on a run that leaves at 9:30 or 10:00. We kind of build our fleet and the guys



in it around our schedule as well as theirs, because you know, we have the ability to do that. It just makes it a nice comfortable place to work. We're not grinding you every day."

This outlook has helped Apps keep its driver turnover low, McDonald said, adding that hiring new drivers isn't something the company has had to work hard at until this year.

"We have no problem getting guys to come through the door but the challenge is when we put them through our rigorous intake process, they don't do well. We have guys come through who have five years of experience and then they can't properly inspect a truck," he said. "And we can't hire them. Because that's not safe and safety is number one here at Apps Transport."

In addition to its hiring and training process, the company has also invested money in forward and rear-facing cameras for its trucks in the name of safety.

"We see it as another tool to protect the drivers," he said. "You know, the reason we implemented it was to protect ourselves and the drivers against little things. Plus, it's a great coaching tool. I mean, if the guy's driving with his seatbelt off or if he's driving with a coffee in one hand and is weaving around you can get them in and you can say, 'Listen, we would like you to be a little more diligent, a little more focused.'"

In the future, McDonald said he sees the business continuing its steady growth.

"From an Ontario perspective, I see us adding additional satellite terminals, because we're sort of at capacity where we are," he said. "And probably adding a few more locations in Western Canada and perhaps expanding our warehouse footprint a little bit. Stuff's always going to have to be on a truck at some point. I think with e-commerce and the likes of Amazon coming in and them maybe putting together their own fleet, yeah, I mean, I think things will change. They always do, but as long as you're willing to be flexible and change with it I think there's always the ability to be still involved. I'm optimistic about the future of trucking for sure." **TN**



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



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