

Page 9

Sly as a fox

Alberta town charging fee on some trucks using municipal roads.

Page 15

Arrested and charged

Truck driver involved in Humboldt collision faces 29 charges.

Page 16

Friendly roads

Rise of self-driving trucks spurs call for autonomous friendly corridor.

Reach us at our Western Canada news bureau
Contact **Derek Clouthier**
Derek@Newcom.ca
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AUGUST 2018 VOLUME 29, ISSUE 7

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The Alberta government said the tragedy involving the Humboldt Broncos bus collision with a tractor-trailer made retooling the province's trucking regulations a top priority.

MELT coming to Alberta

Government says Humboldt tragedy was 'real impetus' for hurried announcement

By Derek Clouthier

CALGARY, ALBERTA

Mandatory entry-level driver training (MELT) is coming to the trucking industry in Alberta, with an expected implementation date this coming January.

Alberta's minister of transportation, Brian Mason, made the announcement July 10 at the Alberta Motor Transport Association (AMTA) office in Calgary, saying in the wake of the tragedy involving a tractor-trailer and the Humboldt Broncos team bus, the need to address driver training was moved to the front burner.

"The horrible tragedy at Humboldt was the real impetus for today's announcement," said Mason. "The matters that we are working on today were matters that we were working on at that time, but clearly the terrible tragedy has focused everyone on the need to do even more to make sure that our highways and the trucking system are as safe as possible."

Once mandated, anyone in Alberta looking to obtain a Class 1 or 2 licence, or an 'S' endorsement to operate a school bus, will be required to take entry-level training for commercial drivers.

Though the specifics of what the MELT program will look like in the way of on-road and off-road hours, in-yard hours, and time in the classroom is yet to be determined, Mason said the Alberta government will be consulting with stakeholders, such as the AMTA, over the next month to iron out the details.

The Alberta government had been working on a MELT program since 2016, consulting with truck and bus stakeholders, as well as the Ontario Ministry of Transportation, where the first entry-level driver training program was implemented last summer.

Ontario's MELT program requires a minimum of 103.5 hours of driver training, including 36.5 hours in the classroom, 17 hours in the yard for pre-trip inspections, 18 hours in the truck off-road, and 32 hours on-road.

The Alberta program will aim to enhance, regulate, and standardize a curriculum that will include skill-based in-class, in-yard, and in-vehicle training, as well as an improved Class 1 and 2 knowledge and road test.

"We'll be consulting with stakeholders about what Alberta's MELT program should look like," said Mason. "We'll be talking about the curriculum, the length of the training, and we'll be examining the experience they've had in Ontario."

Mason said the main focus is on Class 1 and 2 drivers because they operate the largest vehicles on the road. He added that the industry in Alberta has been insufficiently regulated for some time and that the abuses in trucking and lack of oversight are quite striking.

Government officials from B.C., Alberta, Saskatchewan, and Manitoba were expected to hold a teleconference to discuss standardized trucking regulations during the week of July 16-20.

In addition to the introduction of a MELT program, the Alberta government will also tighten the rules for new commercial carriers by removing the issuance of

Curbing added costs

Through safety programing and government advocacy, MTA aims to ease growing industry costs

By Derek Clouthier

WINNIPEG, MANITOBA

The Manitoba Trucking Association (MTA) says it's doing what it can to help mitigate the added costs of the province's impending carbon levy, set to kick in this September.

At the crux of the association's efforts is increasing safety, namely through its RPM – Trucking Industry Safety program, which was originally spurred by a need to reduce WCB costs.

Terry Shaw, executive director of the MTA, said the provincial government had committed to implementing a safety program years ago, but "hung a left" on the promise. At the time, industry members had and issue with rising WCB rates and were looking for a way to lower the costs.

Collaboratively with the MTA, members worked together to create the industry-based safety program, RPM.

"And go figure, our incident rates are going down and our premium costs are going down," Shaw

Continued on page 19

Careers: 20-23

Ad Index: 37



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Shipper's Choice

What shippers look for in a motor carrier

Our annual Shipper's Choice Survey, which determines which performance indicators are most important to Canadian purchasers of transportation services when selecting a carrier, is out. The results show that when it comes to contracting for LTL services on-time performance remains the top consideration but customer service and competitive pricing are part of a very tight top three. Those contracting for Truckload services, cite the same three performance indicators as their top three but place competitive pricing ahead of customer service. The survey also determines satisfaction and it's encouraging to see that Truckload trucking scores the highest among all modes. The survey has been published in the current issue of sister publication Canadian Shipper.



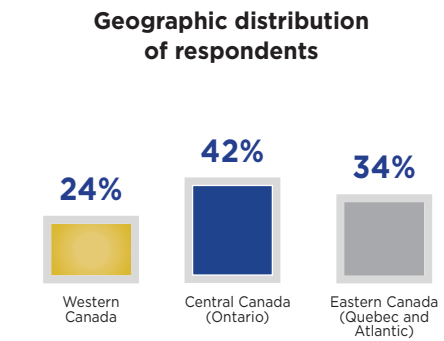
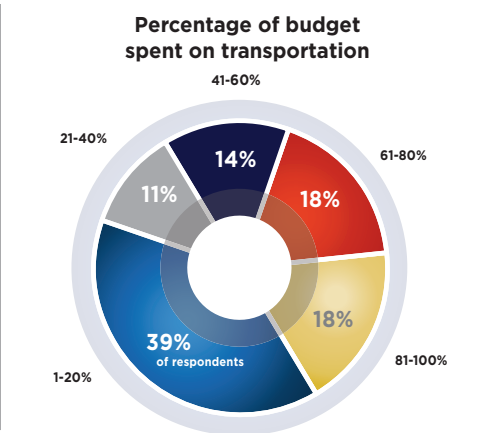
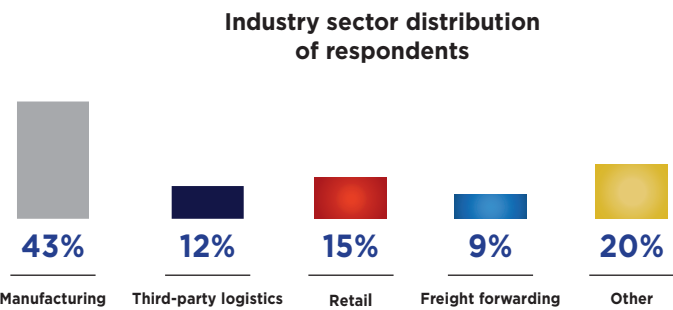
Follow Lou on Twitter @LouSmyrlis.

Importance Of Performance Criteria

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices
LTLTrucking	4.78	4.40	4.15	4.72	4.76	4.48	3.73	4.12
TL Trucking	4.86	4.53	4.17	4.74	4.67	4.47	3.89	4.19
Ocean Carriers	4.63	4.47	4.48	4.74	4.62	4.51	3.98	4.22
Couriers	4.91	4.46	4.60	4.75	4.71	4.50	3.94	4.23
Air Carriers	4.86	4.48	4.56	4.62	4.70	4.52	3.96	4.20
Rail Carriers	4.52	4.37	4.27	4.70	4.51	4.27	3.72	4.11

Shipper Satisfaction Ratings by Mode

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices	Total Satisfaction Score
LTL Trucking	20.55	18.82	16.87	20.37	20.40	18.31	15.15	17.04	147.52
TL Trucking	21.40	19.71	16.49	20.49	20.36	18.71	15.75	17.32	150.22
Ocean Carriers	18.81	18.05	17.71	19.40	18.50	17.31	14.08	16.24	140.10
Couriers	21.16	19.00	19.34	19.62	18.70	17.05	14.82	16.84	146.54
Air Carriers	21.20	19.42	19.13	19.28	19.77	18.34	15.69	17.13	149.96
Rail Carriers	16.08	16.79	15.67	17.73	15.51	13.85	12.30	14.49	122.41



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Contents



14



24

ALBERTA

Page 9 Alberta town charges fee for overweight/over-dimensional trucks to pass through town.

BRITISH COLUMBIA

Page 11 SafetyDriven takes its show on the road.

MANITOBA

Page 13 Big Freight Systems merges with Kelsey Trail Trucking.

Page 16-17 Is it time to start building an autonomous friendly corridor for self-driving trucks?

SASKATCHEWAN

Page 15 Truck driver involved in Humboldt tragedy faces 29 charges.



37



9

7 Editorial

Accepting that it takes a tragedy to spur change.

14 Cover story

Alberta's MELT program expected by January 2019.

19 Cover story

MTA looks for ways to help carriers mitigate added costs.

21 Sandy Johnson

The link between GPS data and IFTA reporting.

23 Roger McKnight

Fuel prices are rising in the west, while Ontario sees them decline.

24 Marketplace

Trailer wraps no longer simply advertising space.

37 Equipment

Alberta inspires Michelin's new X Works Grip D tire.



38

In Every Issue

34 Mark Dalton in...
Greatness is in the eye of the beholder.

36 Newland Transport

38 Last Word:
Controlling their own destiny.



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Derek’s deliberation

When lives are at stake, is the saying ‘better late than never’ still acceptable?

“Better late than never” would likely give little solace to families that lost loved ones as a result of the collision between a tractor-trailer and the Humboldt Broncos team bus.

Moments after the police arrested and laid 29 charges on the truck driver involved in the incident, the Alberta government made an announcement of its own – that changes are coming to the province’s trucking regulations.

Most notably, Alberta will mandate a mandatory entry-level driver training program (MELT), planned to roll out this coming January. The government will abolish the practice of issuing temporary safety fitness certificates to new carriers, which enables them to commence operations prior to passing and receiving their certificate. Changes will also be coming to the driver examination model, which could move from the private entity it is now to a government run program.

For trucking associations across Canada, including the Canadian Trucking Alliance (CTA), this was welcome news. They have long been advocating for MELT programs in all provinces. Up until Alberta’s announcement, Ontario was the only province with such a program.

An unfortunate “benefit” that arises from tragedies like

Humboldt is it often lights a fire under the government, getting initiatives like a MELT program – which had been in the works for the last two years – completed and mandated much quicker.

Sixteen lives had to be lost, as well as 13 injured, for this to happen so swiftly. That’s not even up for



debate – it was admitted during the announcement that the changes were being fast-tracked because of the Humboldt tragedy. Not that they would never have happened, just not so soon.

I’m sure the grieving families are torn between their approval of the changes and the nagging question, “Why couldn’t this have been done prior to April 6?”

Saskatchewan is looking at a possible MELT program of its own, though no final decision has been made, and several other provinces, such as Manitoba and B.C., are also contemplating similar measures.

Another good thing that could come from more provinces mandating driver training is that it could change the way the government looks at the commercial driver occupation.

The industry has been trying to get the driver profession seen as a skilled trade for some time, and perhaps now that the world has seen that driving a semi-truck is not as simple as getting behind the wheel and pressing the pedal, legislators will finally realize that it is a job that takes skill.

I am not going to jump to conclusions and declare the truck driver is guilty of the charges laid against him. It is of course possible that during the court proceedings a piece of evidence will come out that many, including the RCMP, had not considered. For the sake of argument, however, if the driver is guilty of what police claim, then I don’t think there could be a better

example of why the commercial driver profession should be looked at and treated quite differently than it has been.

The driver shortage – or as many refer to it as a shortage of “qualified” drivers – could also be improved by all these changes. If everyone had to complete mandatory entry-level training prior to driving a tractor-trailer, you would think the pool of applicants would be much improved. No more would you see someone running out and getting their Class 1 after one test and looking to get behind the wheel of a commercial truck.

All these changes are a positive, but for some, is it still better to be late than never? **TW**



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Permit please

Fox Creek's permit enforcement shines light on need for more commercial rest areas

By Derek Clouthier

FOX CREEK, ALBERTA

Trucks carrying overweight and oversized loads will incur an additional expense as of July 1 if drivers want to pass through Fox Creek, Alta.

Town council agreed to begin charging carriers with a fleet of up to 10 trucks a \$100 per year permit fee to use municipal roads in an effort to recover some funds to help maintain roads the town said are deteriorating as a result of overweight vehicle use.

Though some reports have indicated trucking companies have been caught off-guard by the move, Alberta Motor Transport Association (AMTA) president Chris Nash said it is not uncommon for municipalities to require and charge a fee for a Transportation Association of Canada (TAC) permit.

"This becomes very difficult to manage, as the requirements of a company delivering multiple loads to the same location must enter into a Road Use Agreement as per bylaw 804-2018," said Nash, adding that those that do not abide by the law are subject to a \$5,000 fine per offense.

TAC permits fall under the Traffic Safety Act and were created to allow for the movement of overweight and over-dimensional loads on municipal roads. Carriers wishing to haul more than 17,000 kg on any tridem axle group, including in the middle of a super B, must have a TAC permit. Municipalities like Fox Creek, as well as Edmonton back in 2016, have begun to enforce these permit requirements.

Nash said for these permit fees to be avoided, there needs to be a plan from all levels of government to find a financial solution for municipal infrastructure needs.

"With the amount of taxes paid by the commercial transportation industry with fuel tax as well as carbon tax, this cost should not fall back to the transportation industry to finance," he said. "If each municipality took on this approach, the financial impact on the transportation industry would increase substantially, therefore, increasing transportation costs for shippers and finally for consumers."

This is a concern for the AMTA, not just for financial reasons, but safety as well.

"If Fox Creek sets the precedence with these bylaws and Whitecourt and Valleyview take the same approach," said Nash, "depending on the driver's vehicle configuration, it may result in essentially no



safe place for drivers to stop with proper facilities on Highway 43 from Edmonton to Grande Prairie/Peace River without having to pay out of pocket." **TW**

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SafetyDriven takes its speaker series on the road

LANGLEY, BRITISH COLUMBIA

SafetyDriven – Trucking Safety Council of B.C., will hold its third annual speaker series in Prince George Sept. 12.

The event, titled “Transportation Safety: What You Need to Know,” will tackle industry topics such as how to build and engage a culture of safety, marijuana in the workplace, racking regulations, and how to ensure your safety committee is up to date.

Speakers will include B.C. Trucking Association president and CEO Dave Earle, Dan Beer, co-founder of Racksafe, and keynote speaker Kevin Burns, managerial consultant, author, and safety speaker.

The speaker series will run from 8 a.m. to 4:30 p.m. at the Ramada Plaza Prince George. Those looking to attend can get an early-bird special saving them \$80 if they register by Aug. 10.

There will also be an optional post-conference course Sept. 13-14 covering large employer internal audits and the Certificate of Recognition (COR) program.

To register, go online at www.safetydriven.ca/speakerseriespg, email safetydriven@safetydriven.ca, call 1-877-414-8001, fax 604-888-2243, or mail Speaker Series, SafetyDriven – TSCBC, 210-20111 93A Ave., Langley, B.C., V1M 4A9. **TW**

LETTER

Attracting the right kind of drivers

Dear editor:

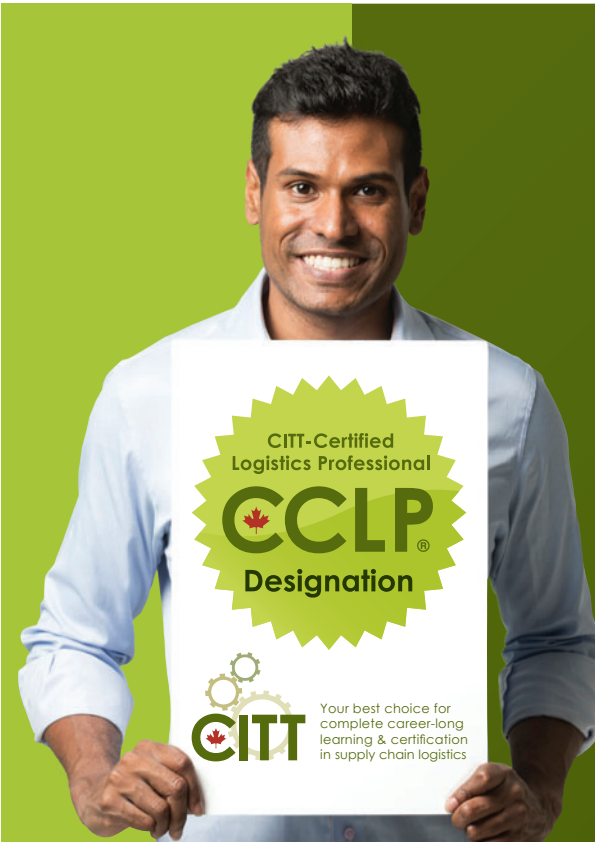
I read your article on driver shortages in B.C. and it's true there is a shortage of qualified drivers, mostly because good drivers will not work for bargain basement wages while spending the majority of their time away from home and family.

The trucking industry has received a black eye in the last few years. This comes from companies putting totally unqualified people behind the wheel simply to fill the seats and hope for the best.

For the most part, in the last 15 years I have seen the industry go downhill. The new kids on the block have absolutely no respect for anyone or anything including the equipment that pays their wage.

Trucking needs to be made into a skilled trade and the wages brought up to meet the needs of life. Then the right kind of people will maybe be attracted to the industry. Until such time, we will continue to drop farther downhill.

Kyle Reid



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Big Freight merges with Kelsey Trail Trucking

WINNIPEG, MANITOBA

Big Freight Systems has announced it will merge with Kelsey Trail Trucking, combining to operate nearly 750 tractors and trailers.

Kelsey Trail will operate as a division of Big Freight and will keep its operations intact, the companies announced. Kelsey Trail operates locations in Saskatoon, Sask., and Innisfil, Ont.

“This is a big day for both companies,” said Gary Coleman, president of Big Freight. “While we will operate somewhat autonomously, we will share many resources – there is a lot of synergy between the two companies. Big Freight hauls single flatbed trailers throughout the U.S. and Canada, while Kelsey Trail is the largest dedicated B-train operator in Canada, with coast-to-coast truckload and LTL service. Kelsey Trail also has a regional B-train operation in Ontario and Quebec. We’ve never competed for freight, but now we’ll be able to work together in some creative ways. That’s exciting for both companies, and it will be a benefit for our customers. It will give us a competitive edge and more freight opportunities.”



Gary Coleman, president of Big Freight, welcomes Kelsey Trail Trucking president Jim Clunie to the fold.

Jim Clunie, president of Kelsey Trail Trucking, said the match was a good one.

“Our values, passion for the industry and our penchant for customer service is very much alike,” he said. “I’ve had others knock on our doors, but have never been inclined to sell or merge. We’ve been very successful. But, the opportunity with Big Freight was different, and what our two companies can do together is very exciting. What’s more, Big Freight is a part of Daseke, which represents the largest asset-based flatbed operation in North America. This combination led us to the merger.”

Kelsey Trail operates 80 tractors and a trailer fleet consisting mostly of five-axle B-trains.

Big Freight also recently celebrated its 70th anniversary of operations. **TW**

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COVER STORY

Changes to Alberta's trucking regulations

Continued from page 1



Transportation minister Brian Mason announced three changes to Alberta's trucking regulations in Calgary July 10, including the introduction of mandatory entry-level driver training.

temporary safety fitness certificates. At present, new carriers can begin operations and be given a temporary safety fitness certificate while waiting to pass and receive their official certificate.

"Alberta has been the only province to offer a 60-day temporary safety fitness certification for new commercial carriers prior to their passing the safety fitness requirements," said Mason. "We are going to remove that temporary certificate."

New carriers in Alberta will also be required to complete a mandatory course to gain a better understanding of how the rules work prior to commencing operations.

Mason said they are considering conducting mandatory compliance reviews for new carriers within nine to 12 months of their operations, as well as a review of carriers' safety fitness certificates every three years to enhance industry oversight.

"This will effectively eliminate the chameleon carrier, where a new startup trucking company is put out of service for violations and then simply changes the name and reopens and continues to operate," claimed Mason. "That has been a particular problem in Alberta. We're the only province that issues these temporary safety certificates."

Alberta's road test model was the third area Mason said would be modified.

Through the use of a third-party, Alberta Transportation conducted a review of the province's driver examination model, which underscored several issues, including road testing fees being the highest in Canada, a mistrust of the examination model by Albertans, and a flawed system overall.

There were also more than 40 investigations of impropriety identified in a 36-month period in the current privatized road testing model, some resulting in violations of the Traffic Safety Act and others in criminal charges.

Mason said to help remedy this mistrust, a move to restore driver examiners as government employees is being considered.

"We need to ensure that Alberta's driver examination model is safe, transparent, and secure," said Brian Malkinson, minister of Service Alberta, adding that registry agents will play a vital role. "They provide frontline services and jobs throughout the province. That's why we need to consult and work with them on these proposed changes to ensure that Albertans can continue to access these services."

The government will consult with stakeholders and the public for all three initiatives, with

each expected to be implemented this coming January.

Chris Nash, president of the AMTA, pointed to work being done on Calgary's ring road and Edmonton's Anthony Henday as evidence that steps are being taken to improve the safe movement of goods in Alberta.

He also said the AMTA has long recognized the need for minimum standardized training.

"The AMTA puts safety above all when it comes to the transportation industry," said Nash. "We believe minimum standard training is required for both new and existing commercial drivers and carriers to operate on Alberta's roadways. We look forward to working with government to develop standard training in the transportation industry."

Jeff Kasbrick, vice-president of government and stakeholder relations for the Alberta Motor Association, said driver training and regular re-training are essential for traffic safety.

"For commercial drivers, who spend significant time on our roads, as well as operating larger vehicles, we are pleased to see that a form of mandatory entry-level training on a common curriculum will be part of Alberta's future mobility landscape," said Kasbrick.

Canadian Trucking Alliance (CTA) president Stephen Laskowski said though the vast majority of trucking companies and drivers embrace a culture of compliance by exceeding minimum safety requirements, the announcement from the Alberta government was a welcome and much needed one.

"The events surrounding the Humboldt tragedy have reminded all of us that we need to have a national conversation about raising the bar in dealing with those operators who do not make the proper investments in truck safety and lack the commitment to make improvements," said Laskowski. "By working with all levels of government to implement this plan on a national basis we can make roads safer by focusing enforcement attention on carriers and drivers who need it most."

Mason said though he does not see a way the government could proceed with any of these measures on a retroactive basis, particularly when it comes to chameleon carriers, the intent is to establish a new set of requirements that will help make Alberta's roads safer.

"Humboldt underlined the urgency of moving forward," said Mason, "and we're prepared to do that now." TW

Twenty-nine charges laid on truck driver involved in Humboldt Broncos bus collision

By Derek Clouthier

REGINA, SASKATCHEWAN

Jaskirat Singh Sidhu, the truck driver involved in the collision with the Humboldt Broncos team bus on April 6 killing 16 and injuring 13, was arrested July 6 and faces 29 charges.

The 29-year-old male from Calgary who worked for Adesh Deol Trucking was charged with 16 counts of dangerous operation of a motor vehicle causing death and 13 counts of dangerous operation of a motor vehicle causing bodily injury.

Sidhu was arrested at his Calgary residence without incident and was scheduled to make his first appearance in Saskatchewan court to week following his arrest.

The investigation took approximately three months and included a reenactment of the collision, over 60 interviews, more than 6,000 photos of the crash scene, and an analysis the driver’s log book.

Police gave little detail of the investigation, saying the integrity of the court process must now take precedence.

Derek Williams, superintendent of the RCMP’s major crimes unit, said the charges laid on Sidhu are “serious criminal code charges” that required evidence that the truck was being operated in a manner that is dangerous to the public.

Williams said his core unit of 20 investigators was supplemented with an additional 100 as required during the course of the investigation.

“We’ve looked at every aspect of the collision, including the speed of the vehicles, point of impact, position of the vehicles, impairment,

road and weather conditions, and witness evidence,” Williams said during a live press conference in Regina July 6. “Every piece of information was carefully examined.”

Investigators also met with the families affected by the incident to tell them the outcome of the investigation.

Susan Ewart, executive director of the Saskatchewan Trucking Association (STA), said, “The Saskatchewan Trucking Association thanks all of those involved in investigating the crash that occurred April 6. There are still many unanswered questions around the circumstances of the accident. The STA will continue to work with our provincial government to ensure that safety on our roads is a priority for all commercial drivers and trucking companies.”

The Canadian Trucking Alliance (CTA) also remains committed to safety improvements in the wake of these charges.

Sending condolences to those affected by the incident, the CTA said though the facts surrounding the charges have not been revealed, once they have been made public, the association will pursue opportunities with the provinces and federal government to make improvements to the commercial vehicle safety system.

The Alberta government echoed sentiments to the families impacted by the tragedy, saying, “As soon as we were notified that the driver and truck were registered in Alberta, we launched an investigation as part of our government’s due diligence following such a tragedy. The findings of that investigation have been turned over to the RCMP and we cannot get into details as those items are now before the courts.” **TW**

Chameleon carriers

One of the drivers and trucks from the carrier involved in the Humboldt Broncos bus collision is operating under a new numbered company, according to Alberta Transportation.

Though the lone driver employed by the numbered company is not Jaskirat Singh Sidhu, the individual who was involved in the incident that claimed the lives of 16 people and injured 13, Alberta Transportation is keeping a close eye on the carrier.

“Alberta Transportation did its due diligence by immediately suspending the numbered company’s Safety Fitness Certificate (SFC) until the company could demonstrate it was in full compliance with all commercial transportation safety legislation,” read a statement released by Alberta Transportation. “Once the carrier demonstrated that it was in compliance Alberta Transportation had no legal grounds to maintain the suspension and the suspension was lifted on June 1.”

Conditions have been attached to the SFC of the numbered company, and a follow-up audit will be conducted during the coming months.

Graeme McElheran, director of communications for Alberta Transportation, told Truck West it is important to understand that the suspension of Adesh Deol Trucking, the company involved in the Humboldt Broncos bus collision, applies to the carrier’s SFC, not to any individual involved with the company or its assets.

“While the carrier’s SFC remains suspended,”

said McElheran, “there is nothing stopping any of the people involved with the company from seeking employment elsewhere.”

However, if a carrier’s SFC is downgraded to unsatisfactory, all owners, directors, and stakeholder of the company are prohibited from applying for a new SFC for a period of six months.

“They might work for another carrier, but if they are found to have executive or management roles, Alberta Transportation may suspend, downgrade, or apply conditions to the carrier’s SFC,” said McElheran.

Chris Nash, president of the Alberta Motor Transport Association (AMTA), said more needs to be done at the legislative level to help prevent this type of thing from happening.

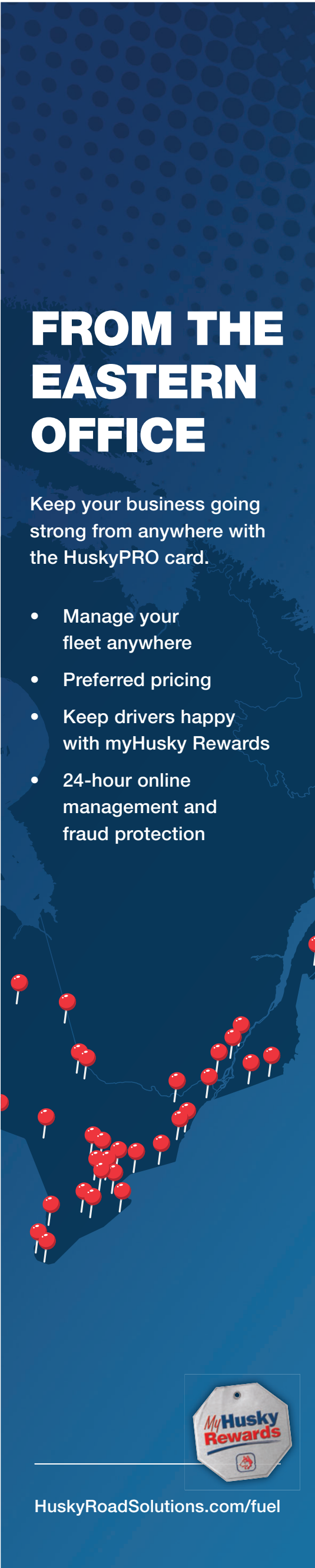
“Current legislation does not prevent carriers or owners with poor ratings from closing their current company only to register as a new company and new owner with a clean record while operating all the same staff and vehicles from the previous identified poorly rated company,” said Nash, adding that the consequences of the lack of regulation is unsafe carriers continuing to operate.

During an announcement July 10 at the AMTA’s Calgary office, Alberta Transportation Minister Brian Mason said the government would look to stop issuing new carriers temporary fitness certificates starting January 2019 in an effort to remedy chameleon carriers. **TW**

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The friendly highways

Groups look at autonomous friendly corridors for self-driving vehicles

By Derek Clouthier

WINNIPEG, MANITOBA

Advancements in autonomous truck technology continues to drive forward, and with that has come a call for autonomous friendly corridors (AFC) in North America.

One proposed project comes from the Central North American Trade Corridor Association (CNATCA), which has partnered with the Canadian Automated Vehicles Centre of Excellence (CAVCOE) to explore the reality of an AFC that would stretch from Mexico, through the central U.S. and into Manitoba.

The vision of the AFC –Hwy 83 – is that carriers would be able to program an autonomous truck in Texas or Mexico to deliver goods to Minot, S.D., or even as far as Manitoba.

Land ports would be set up along the corridor approximately 200 miles apart for refueling, cargo disbursement, and vehicle services.

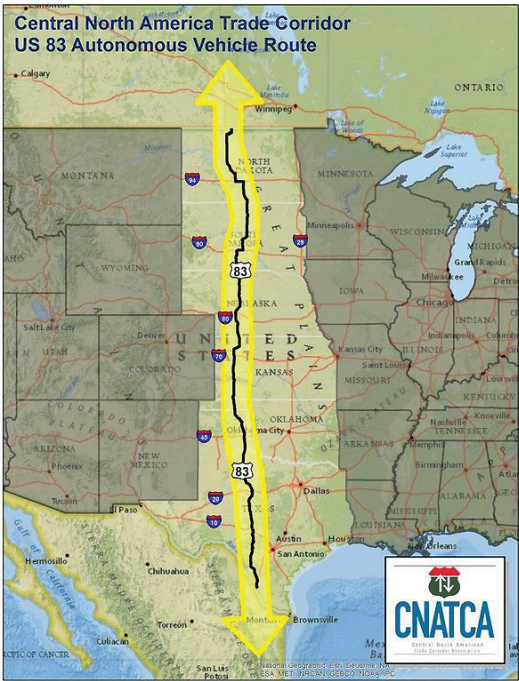
Paul Godsmark, transportation specialist and chief technology officer for CAVCOE, said there are also discussions around an AFC along the Trans-Canada Highway, as well as between Calgary and Edmonton.

For Godsmark, an AFC is not necessary for autonomous vehicles

to become a reality, but said it would certainly help facilitate a smoother deployment path for acceptance of the emerging technology.

“It is possible that those jurisdictions that promote concepts like an AFC will attract businesses and investment as they reap the benefits of lower overall transportation costs sooner,” said Godsmark, “which is then reflected in lower prices of goods at retail points.”

But how far into the future are we talking



A rendering of what the proposed autonomous friendly corridor would look like.

when it comes to autonomous vehicle use?

That, according to Godsmark, depends on one important factor – how fast automated driving systems (ADS) advance.

“Once an ADS has been developed that is safe for commercial deployment on a public road, then that ADS can be adapted and calibrated for other vehicle types,” said Godsmark. “So although tractor-trailer trucks are more complex to make self-driving than a car, once you have solved the critical issue of safe decision making whilst driving, then the unique characteristics of vehicle size, braking distances, swept path, and reversing with a trailer, are then a matter of calibrating for each vehicle.”

Godsmark said one company making progress on the advancement of ADS is Waymo, which has announced it has partnered with Google’s logistics team to test its technology in Atlanta, Ga. The company also did road tests over the past year with self-driving trucks in California and Arizona.

Another factor that Godsmark said could speed up deployment of autonomous trucks is to focus first on highway trips as opposed to urban delivery.

“It is therefore possible that we will see commercial autonomous tractor-trailer trucks on U.S. roads in 2019-2021 that are limited to specific highway routes,” Godsmark declared.

Roy Ludwig is the Canadian director for CNATCA, and the current mayor of Estevan, Sask., and would like to see Canada and the U.S. become more harmonized when it comes to autonomous vehicles.

“We have different rules and regulations in Canada compared to the U.S.,” said Ludwig, adding that there is testing of autonomous vehicles in the U.S. but is unaware



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of any similar efforts in Canada. “Hopefully we can more closely harmonize these moving forward.” Ludwig also sees cost savings with autonomous trucks, and has seen some interest in the idea of an AFC.

“You could travel day and night because of the automation, and once perfected, it would be safer as well,” he said. “We did have discussions with a Senate committee, which seemed very interested and asked some good questions.”

Godsmark agrees with the cost savings of self-driving trucks.

“We estimate that autonomous trucks have the potential, by removing the driver, to reduce operational costs by up to 40% and increase time in use by around 40%, as there would be no need for working time regulations,” he said.

Public and government acceptance remains to be primary factors in the adoption of autonomous vehicles.

At some point, however, Godsmark said it will be provable that autonomous trucks are safer than those driven by human-beings, and the public will have to decide how much longer its trepidation of the technology will inhibit its use.

“It is therefore possible that we will see commercial autonomous tractor-trailer trucks on U.S. roads in 2019-2021 that are limited to specific highway routes.”

— Paul Godsmark

“It should be stressed that although it is realistic to expect autonomous trucks to eventually be safer than the average human driver, these autonomous trucks will still have crashes, because no technology and deployment will be perfect,” Godsmark pointed out. “The key question that society may need to address is, ‘How much safer does an autonomous truck need to be in order for it to be acceptable for use in the public realm?’”

The fact that many commercial driving positions would vanish is not lost on Godsmark.

“It seems reasonable to expect that there will be a transition from

being a full-time driver to a part-time driver and chaperone,” he said.

Godsmark added, however, that once the technology is ready and in use, carriers will immediately look to reduce their costs by removing drivers, and truck manufacturers will design vehicles to capture even greater savings.

“Some complex and/or arduous trucking scenarios might always require a chaperone,” he said, “but for the majority of highway trips, it will probably be more cost effective to have unmanned vehicles and to provide human oversight in other ways.” TW





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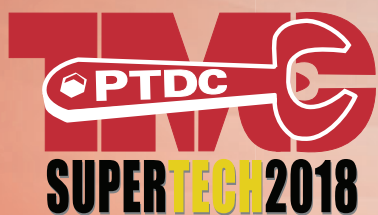
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Costs rising

Continued from page 1

pointed out. “It’s a concept that works.”

When it comes to the carbon tax, the MTA came to the obvious conclusion after looking at the government’s environmental, efficiency, and economic files that the less fuel they burn, the less they buy, and the less GHG emissions they produce.

Manitoba, as well as the provincial trucking industry as a whole, was a province that wanted to create its own carbon tax plan and avoid having the federal government step in and implement one on its behalf. Part of that plan, from the trucking community and many others, was to have the monies collected from the carbon levy put toward fuel efficiency initiatives, like the GrEEn Trucking program.

“Our members said let’s go to our government of the day and ask for a carbon level and it will be an incremental increase in the fuel tax on diesel that will come back to our industry to be used for efficiency programing,” said Shaw.

“You see it all over – Ontario has a program, Green Commercial Vehicle Program...\$270 million available for tires, axles, aerodynamics and APUs.”

Shaw said the provincial government addressed this matter in its Climate and Green Plan, but when the budget came out, all of the carbon tax revenues that “everybody believed would be going to the Manitoba Climate and Green Plan,” were put into various other tax reductions unrelated to fuel efficiency and the environment.

“Everyone in Manitoba said, ‘What the heck is this?’” said Shaw.

Manitoba’s carbon tax will result in a 6.7 cents-per-liter increase in diesel, which the MTA said equates to around \$50 million in fuel tax by heavy diesel vehicles in the province. This is in addition to the \$318 million the province already collects in fuel taxes from the industry.

“Our made-in-Manitoba Climate and Green Plan will cost less and reduce more than the made-in-Ottawa carbon tax,” said Premier Brian Pallister in April when the carbon tax announcement was made.

At a price of \$25 per ton, Manitoba’s minister of Sustainable Development, Rochelle Squires, said the cost is half the amount mandated by the federal government giving the province the second lowest carbon price in the country by 2022.

The MTA has been actively trying to persuade the government to reconsider how they allocated the carbon tax levy.

As Shaw points out, the Manitoba Green Action Centre has even contacted the association to say it prefers the MTA’s environmental plan over the provincial government’s.



Terry Shaw.

“Yes, the Green Action Centre and the Manitoba Trucking Association are partnering on an editorial in the (Winnipeg) Free Press condemning the province’s environmental program,” said Shaw. “That’s how nuts this is here in Manitoba.”

Published in the May 30 issue of the Free Press, the collaborative editorial says in part, “Failing to use the carbon tax revenues collected to support much-needed initiatives such as (the GrEEn Trucking fuel efficiency initiative) risks having the Manitoba headquarters of our trucking industry move to other provinces where such subsidies are already government policy.”

“You’re collecting the carbon tax revenues,” said Shaw, “give them back to industry and Manitobans for efficiency programing.” TW

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GPS gems of wisdom

My mother always had gems of wisdom to share, and one I still carry with me today is, “The more you have, the more you have to look after.”

She was right. All the great conveniences we have now—from cars to toasters—take a lot of care and elbow grease to keep sparkling and maintained.

This wisdom goes hand in hand with the myth that technology makes everything easier.

Computers, cellphones, and connected devices can make life better, but they can also make it complicated. I can hear the collective sigh of truck drivers across the continent pining for the days of handwritten driver logs.

The same goes for GPS data and IFTA reporting.

When I started in the business of reporting fuel taxes, everyone handed in some sort of written trip report from their drivers. Most of our customers used a standardized “trip envelope” where drivers could put receipts when they would fuel up. The process was simple to follow and created a uniform method of gathering information for data entry.

Not anymore.

While GPS data may be standard, the collection and interpretation of that data for tax reporting and compliance is not. And because the volume of data generated by GPS is so large, the information can be difficult to manage if you don’t have the experience or knowledge. Even those of us who have used electronic data for fleet tax reporting for years will occasionally struggle with data sets provided by the plethora of fleet management and now ELD vendors out there.

Do not be fooled into thinking that having GPS will solve all your IFTA problems. Used correctly, electronic time and distance data from GPS-enabled devices is a vast improvement over handwritten records. But there are limitations. Number one, do you understand how your GPS data is used by your fleet management or ELD vendor? And number two, can you defend the use of the data in case of an audit?

If you can’t answer yes to both questions, then you should still be using handwritten trip reports for IFTA reporting until you learn how the pieces fit together.

Let’s say you are one of the “lucky” people chosen for an IFTA audit and you’ve been using the summary reports from your ELD vendor to report your IFTA. Here’s what is going to happen.

The IFTA auditor will ask you to provide original GPS data points to back up your claim. Where is that raw data? Do you store three

years of GPS data points yourself, or do you have to go back to your ELD vendor and ask them for it? Is the ELD vendor going to charge you to gather up that data, and if so, how much? One IFTA auditor reported that it was less expensive for the company he audited to pay the IFTA tax, penalty, and interest than it was to pay the vendor’s fee to pull the GPS data he needed.

Let’s say you have the data. Can you prove that what you filed with your IFTA jurisdiction will match what the auditor finds in the data? Will you be able to defend any differences between what the ELD vendor collected, what you reported, and what the auditor

finds using the same data set?

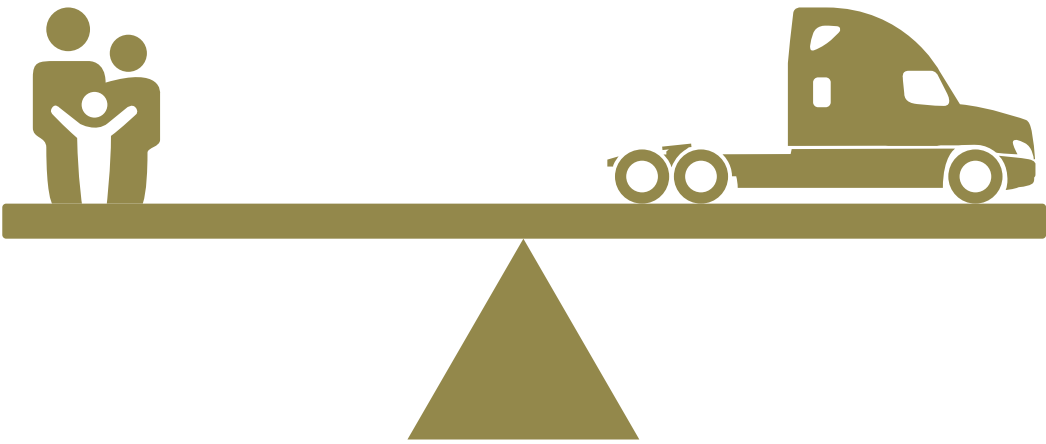
It’s important to review the differences between the collection and utilized data used for ELDs and data used for IFTA. The IFTA/IRP Industry Advisory Committees created a handy chart and posted it here: iftach.org/Carriers. Select “Important Information” and download the “Electronic Logging Device Information” PDF.

“The more you have, the more you have to look after” is just as true for data as it is for anything else. Remember, you are responsible for keeping your IFTA data properly maintained. More importantly, you have to be able to defend it in an audit situation. **TW**



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

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Western Canada's 8% gas price spike, while Ontario's goes down

If you thought that one elephant in the room was a "what's-that-thing-doing-in-the-room?" conversation topic, how about two of them?

No insult by inference, but this week's eight cents or so gasoline pump price spike that was levied on consumers across the Prairies and Vaincouver (not a typo), has drawn sweat beads and frothy mouth syndrome from the (for a little while longer) premier of B.C., John Horgan. Horgan claims that these increases are clearly price gouging by the oil companies and not due to higher taxes, and he wants the government to investigate and stop this pump robbery.

But he is the government! Unless he wants his new buddy in Ottawa (if it doesn't move, nationalize it) to intervene and drop the GST and the federal excise tax; and while he's at it maybe the prime minister could set up controls, or, dare I say, caps on refining margins, retailer pump margins, and why stop there... world crude prices.

What Mr. Horgan could do all by himself is drop the 7.8 cents per liter carbon tax, which is no longer revenue neutral, but now in revenue overdrive to the government coffers.

The second elephant is what politicians can't see with these "criminal" actions by evil oil.

Prices spiked, in my opinion, because there has been a price war raging in the west for two months now, which has been centered around pump margins – the gross margins that retailers need to cover all expenses, leaving what's left as profit. These margins have been in and around four to six cents per liter in all areas except Vaincouver.

The national average is 12 cents, so the market corrected itself as retailers waved the white flag to end the war and put food on the table again.

There may be more correction on the way that will bring more pain at the pump because of the shutdown of the 360,000 bpd Syncrude operation in Edmonton.

As mentioned in a past report of mine, this volume of crude normally ends up in Cushing, Okla., the holding tanks for the West Texas Intermediate (WTI) futures contracts. A drop in supply of this magnitude will lower futures inventories and force crude, rack, and pump prices up as a consequence.

With the Syncrude supply cut off, this does, however, free up pipeline space for Western Canadian Select (WCS), which is good news for western producers, as it will cut the WCS to WTI discount.



Roger McKnight is the chief petroleum analyst with En-Pro International Inc. Roger has more than 25 years of experience in the oil industry. He is a regular guest on radio and television programs, and is quoted regularly in newspapers and magazines across Canada.

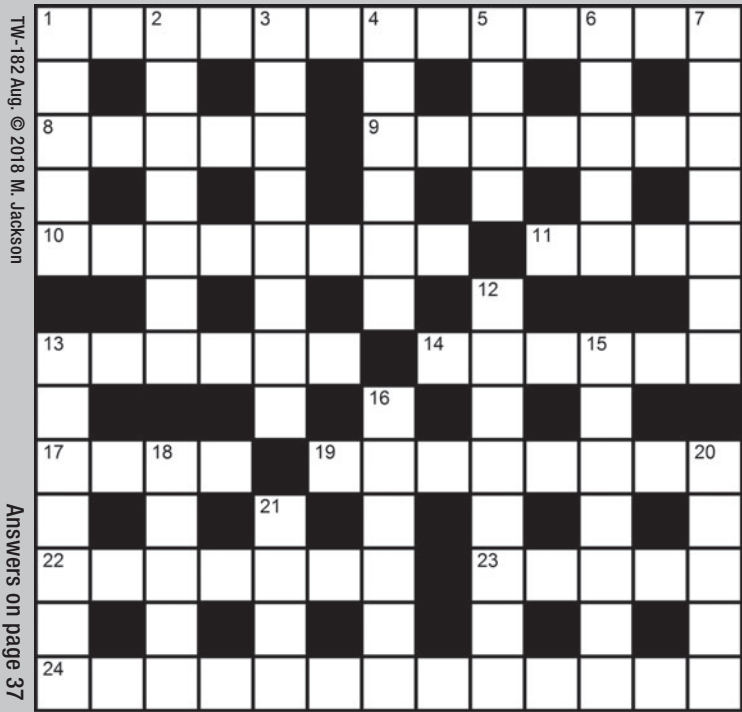
On the flip side, a key ingredient in the crude oil pricing formulation built into pump and rack prices is WCS, so the higher WCS price will be bounced into those prices. This could increase prices from B.C. to Ontario, but have no influence on prices in Quebec and the Maritimes because these areas use Brent as the pricing co-efficient, not WCS/ Syncrude blend.

A change in government in Ontario will see the cap and trade program evaporate.

With most of the country seeing higher prices in the immediate future for gasoline and diesel racks, such will not be the case in Ontario where prices will fall by 4.2 and six cents respectively.

Seems to me you can just be the elephant in the room and do nothing for the consumer, or the smartest elephant in the room like the one in Ontario. **TW**

THIS MONTH'S CROSSWORD PUZZLE



Across

- 1 Trucking industry health indicator (3,5,5)
- 8 Pistons' jewelry
- 9 GPS predecessor (4,3)
- 10 International vocational tractor line (1,1,6)
- 11 '60s "Put a tiger in your tank" brand
- 13 Item in courier truck
- 14 Traffic snarls (3,3)
- 17 Paper or electronic daily diaries
- 19 Coiled tractor-to-trailer cables
- 22 Mitsubishi Fuso electric cabover
- 23 Goodyear's airborne icon
- 24 Cold weather cab convenience (7,6)

Down

- 1 It's up on the map
- 2 Wolverine Freight System HQ city
- 3 International regional haul tractors (1,1,6)
- 4 Concord, ON-based ____ Transport International
- 5 In-bond trailer attachment
- 6 Brides' white wedding wheels, briefly
- 7 Fuel theft tools
- 12 Auxiliary axle description, often
- 13 Forklift-friendly cargo platforms
- 15 Peterbilt sleeper with '94 debut
- 16 West Coast or convex item
- 18 Road inclination
- 20 Wide base tire, a.k.a. ____ single
- 21 Octagonal sign command



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Messages that matter

Truck and trailer wraps are an effective way to promote a message. Especially when it's one that's close to the heart.



Truck and trailer graphics have long been used to market products and promote companies. After all, these 53-ft rolling billboards can be seen by thousands of sets of eyes each day as they travel North America. But increasingly truck and trailer wraps have been used to promote more personal and meaningful messages – whether it be related to health, or to promote the industry itself.

Shelley Uvanile-Hesch, CEO of the Women's Trucking Federation of Canada, recently had her new Western Star 5700 decked out with images of real women in the Canadian trucking industry. The idea was to promote careers in the trucking industry to women. A lot of thought went into the design.

"I was pretty adamant that I didn't want stock photos of women drivers to be used," she said. "I wanted real women that are out in the industry right now. And members of my organization featured on the truck."

Promotional Graphics Group in Ayr, Ont., was chosen to install the graphics. It's a decision that isn't taken lightly when the message the graphics are to convey is so personal.

"He is a 25-year veteran designer," she said of Kael Edworthy at Promotion Graphics. "I love him. He's a graduate of Conestoga College and a 3M preferred installer. He is the owner and lead designer there."

The design struck a balance between the Sharp Transport corporate fleet identity and "some color flair," Uvanile-Hesch said. The wrap was printed on 3M clear wrap film that allowed the off-



white color of the truck to show through. The wrap was printed using a HP L360 latex printer, which uses water-based inks and doesn't contain any harmful VOCs or solvents.

"HP latex printing is one of the most eco-friendly printing processes in the business," she said. It took about three weeks for the design. Uvanile-Hesch's truck was recognized by the Private Motor Truck Council of Canada as a winner in the special events/promotional category of its Fleet Graphics Awards program. More importantly, Uvanile-Hesch is seeing evidence that the message is getting noticed.

"I can tell you in the last three weeks, as I've been crossing the border at U.S. Customs, they have seen news articles about my truck. They've asked questions about the truck. The truck is drawing a lot of attention," she said. "I'll pull into a rest area and people will stop and take pictures of the truck. I have

people honking and pointing at the truck while I'm driving."

Three years ago, Marco Beghetto, vice-president of communications with the Ontario Trucking Association (OTA), was involved in launching the mobile billboard messaging to support the Plaid for Dad campaign to create awareness about prostate cancer.

"When we originally joined Prostate Cancer Canada to do something for the trucking industry, we figured let's take advantage of the fact we are a mobile industry that travels all over the country. What better way to get the message of fighting prostate cancer out across the country than using what we know are mobile billboards," Beghetto said.

Fleets were invited to participate in the campaign by donating use of their equipment and working with their graphics supplier to affix the graphics to their trailers.

"We made the artwork available to the fleets if they wanted to take

that to their graphics provider," Beghetto said. Participating fleets that first year included James Steed Trucking, Arnold Bros., Tandet Group, and Rosenau Transport. The program has since been taken over by Trucks for Change Network.

Pete Dalmazzi, president of Trucks for Change, said fleets that participated in the program have seen benefits, including higher employee engagement.

"It's hard to measure a hard return on investment on corporate culture, but it undeniably exists in the form of employee engagement and brand loyalty," said Dalmazzi. "You can clearly see it on the proud faces of the teams posing with these vehicles. Employees today, more than ever, want to work for companies that make the world a better place, and these moving billboards remind them that their employer's values are consistent with their own."

This feeling is reinforced by fleets that took part in the campaign.

"Wrapping a truck enabled us to engage our driver base. Our fundraising initiatives are often within our office while many of our drivers are on the road," said Brent Arnold, director of corporate development at Arnold Bros. "The wrapped truck gives drivers the opportunity to spread the message across North America. Our drivers are asked, 'Hey, tell me about Plaid for Dad' regularly, and it gives great pride to share how they and our staff are supporting the initiative."

Arnold said truck and trailer wraps provide an image to engage the public, without the distraction of social media. And it can spread the message far and wide.

"Giving our message wheels allows us to communicate nationally and reach an audience we couldn't otherwise capture," Arnold explained.

Tandet Group has a similar experience. It pulled a Plaid for Dad tanker across North America.

"I have had drivers indicate that they have had customers and other drivers in parking lots ask what it is about," said president Scott Tilley. "They give a brief description that we support the foundation every year in June with fundraising and then say to go to the website."

Finding drivers to pull a specially designed trailer that's decked out to promote a meaningful message is never difficult. Just ask Scott Pustai, owner of Total Transportation Solutions. His fleet is pulling two trailers adorned with graphics supporting the Wounded Warriors campaign, which raises funds to help military veterans and first responders suffering from post-traumatic stress.

"Already, my drivers are fighting over it," he told *Truck West* when the trailers were unveiled earlier this year. "I've not run into any guy who said, 'Why are you doing this?' It's a no-brainer to me." **TW**

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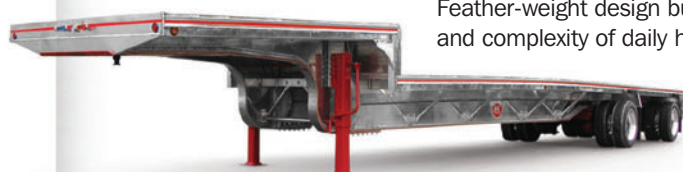
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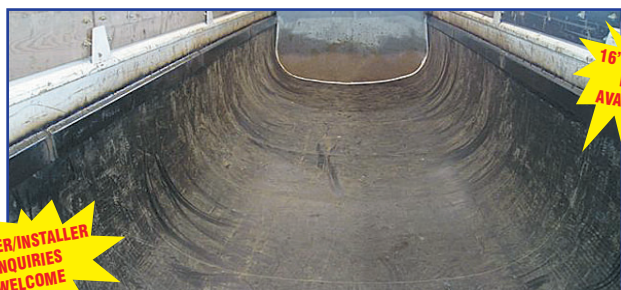


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PACCAR ENG; MX-13, 5101 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 205" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#KJ999296 -1265399



**2019 KENWORTH T880
HIGHWAY TRACTOR**

CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, 205" WHEELBASE, BLACK IN COLOR, DAY CAB, GRAY VANTAGE INTERIOR, 4 WAY LOCKS, 11R24.5 TIRES, ALUMINUM RIMS STK#KJ997237. -1265484



**2019 KENWORTH T880
HIGHWAY TRACTOR**

38" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, BLACK SPLENDOR INTERIOR, 4 WAY LOCKS, 11R24.5 TIRES STK#KJ995731 -1263930



**2018 KENWORTH T800
HIGHWAY TRACTOR**

62" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, ULTRASHIFT TRANS; 13.2K/40K AXLE(S), 3.91 RATIO, AG400L SUSP; 224" WHEELBASE, BLUE IN COLOR, STK#JF995664 -1261863



**2018 KENWORTH T370 STRAIGHT
TRUCK (CAB AND CHASSIS)**

PACCAR ENG; PX-9, 350 HP, 14.6K/40K AXLE(S), 5.57 RATIO, HAS402 SUSP; 220" WHEELBASE, WHITE IN COLOR, CAB & CHASSIS, PINNACLE INTERIOR, 315/80R22.5 FRONT 11R22.5 REAR TIRES, STK#JM992800. -1261868



**2018 KENWORTH T800 STRAIGHT
TRUCK (CAB AND CHASSIS)**

EXTENDED DAY CAB SLEEPER, CUMMINS ENG; X15, 450 HP, 10 SPD TRANS; 20K/69K AXLE(S), 4.10 RATIO, NEWAY ADZ369 SUSP; 280" WHEELBASE, STK#JJ991651. -1053213



**2019 KENWORTH T880
HIGHWAY TRACTOR**

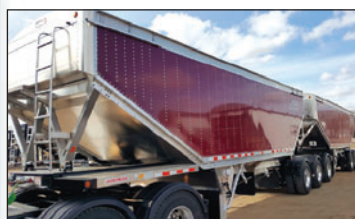
76" MID ROOF SLEEPER, PACCAR ENG; MX-13, 510 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.91 RATIO, AG400 SUSP; 232" WHEELBASE, BLACK IN COLOR, GRAY DIAMOND VIT INTERIOR, 4 WAY LOCKS, 11R24.5 TIRES, ALUMINUM RIMS STK#KJ997220. -1265485



**2018 KENWORTH T370
FEED/GRAIN TRUCK**

PACCAR ENG; PX-9, 350 HP, 14.6K/40K AXLE(S), 5.57 RATIO, HAS402 SUSP; 220" WHEELBASE, 4 WAY LOCKS, 315/80R22.5 FRONT 11R22.5 REAR TIRES, STK#JM993046. -1261874

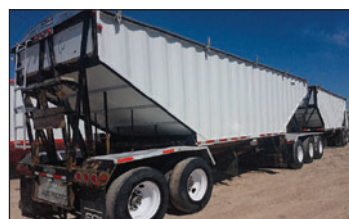
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**2019 DOEPKER LEGACY ALUMINUM
SUPER B TRAIN HOPPER DUMP**
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**2016 DOEPKER LEGACY SUPER
B-TRAIN ALUMINUM HOPPER DUMP**
LEGACY BULKER, NEW 22.5 RUBBER, ALUMINUM RIMS, GREAT, PRICED TO SELL, STK#G1033649A. -1269427



**2009 LODE KING STEEL SUPER
B-TRAIN HOPPER DUMP**

11R22.5 TIRES, STEEL WHEELS, WHITE WALLS, CHECKER PLATE FLAT FENDERS, REPO TRAILERS, SOLD AS IS, WHERE IS, STK#9F049755A. -1265781



**2013 WILSON HOPPER
DUMP/TRAINS**

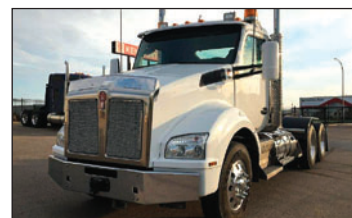
GREAT SHAPE. NEW SAFETY, AUTO GREASE, ALUMINUM RIMS, 11R22.5 TIRES, DURA-LIGHT HUBS, STK#D2260722. -102076

Used Trucks



**2012 KENWORTH T800
FEED/GRAIN TRUCK**

PACCAR ENG; MX12.9, 430 HP, 10 SPEED ULTRA SHIFT PLUS TRANS; 12K/40K AXLE(S), 3.70 RATIO, 173" WHEELBASE, WHITE IN COLOR, 607,141 KMS, STK#CJ308391. -1264641 **\$107,900**



**2016 KENWORTH T880
DAYCAB TRACTOR**

PACCAR ENG; MX-13, 500 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 3.91 RATIO, 199" WHEELBASE, WHITE IN COLOR, DAY CAB, GRAY INTERIOR, 11R24.5 TIRES, 4 WAY LOCKS 315,118 KMS, STK#GJ978625. -1265661 **\$129,900**



**2009 PETERBILT 386
HIGHWAY TRACTOR**

63" ULTRA SLEEPER, CATERPILLAR ENG; C-13, 470 HP, ULTRASHIFT TRANS; TANDEM AXLE(S), 1,501,777 KMS, STK#9D788490. -874046 **\$32,500**



**2014 KENWORTH T680
HIGHWAY TRACTOR**

76" ACAD SLEEPER, CUMMINS ENG; ISX15, 500 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.55 RATIO, AG380 SUSP; 232" WHEELBASE, WHITE IN COLOR, 796,462 KMS, STK#EJ967038A. -1264496 **\$71,500**



**2013 KENWORTH T800
HIGHWAY TRACTOR**

62" ACFT SLEEPER, PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 14.6K/40K AXLE(S), 3.90 RATIO, AG460 SUSP; 212" WHEELBASE, WHITE IN COLOR, 295/95R22.5 11R22.5 TIRES, 768,897 KMS, STK#DR958714A. -1266237 **\$65,000**



**2011 PETERBILT 386
HIGHWAY TRACTOR**

PACCAR ENG; MX, 13 SPD TRANS; 236" WHEELBASE, WHITE IN COLOR, DAY CAB, 11R22.5 TIRES ALUMINUM RIMS 1,444,394 KMS, STK#BD128701. -1268761 **\$39,900**



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HIGHWAY TRACTOR**

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**2015 KENWORTH T800
DAYCAB TRACTOR**

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Mark Dalton: Owner-Operator

By Edo Van Belkom

Greatness is in the eye of the beholder

- Part 1 -

Mark spent the last few days driving through the U.S. with a load of electronic components destined for a warehouse in Santa Fe, N.M. After that load was delivered, Bud sent him to a food processing terminal in Albuquerque where he was scheduled to pick up a load of pecans for a confectioner in Toronto.

He had never been in that part of the U.S. before, and now seeing the rugged hills and mountains spaced between the arid flatlands, he had an idea why. But he also imagined that the climate and conditions were likely good for growing things like pecans, and it was probably why the nut was one of the more expensive ones out there.

After backing up to the loading dock, Mark got out and entered the shipping area, thankful that the warehouse was climate controlled. Mother Load had air conditioning, but when it got as hot as New Mexico in late summer, the cab never seems to get totally cooled down.

"What are you here for?" the shipper asked Mark when he appeared out of his office.

"Mark Dalton," Mark answered. "I'm here for a load of pecans headed for Toronto."

"Right, okay. It's ready to go. I'll have the papers for you in a minute."

As they had been speaking, another driver appeared. He looked to be local, of some sort of Spanish descent, most likely Mexican. When the shipper saw this new driver his head snapped in the man's direction and he said, "Who the hell are you?"

"Andrew McWaters," the man said. Mark was surprised by the man's English without a hint of the Spanish accent he'd expected. "I'm supposed to pick up a load going to Los Angeles."

"You don't look like no McWaters to me," said the shipper.

Obviously, the shipper was as surprised as Mark that the Mexican-looking driver sounded anything but Mexican, but what did that matter, Mark wondered. He was here to pick up a load and he was on time, so what was the problem?

Even though he didn't have to explain a thing to the shipper, especially about his heritage, he began to anyway...as if he'd told people his story hundreds of times over the years. "My grandfather was an English diplomat in Mexico City in the 1960s. He had an affair with my grandmother who was a cleaner in the Embassy..."



Illustration by Glenn McEvoy

"Save it!" the shipper said, cutting the man off in mid-sentence and retreating to his office.

That left Mark and the other driver alone in the shipping area looking at each other in a long and awkward moment of silence. Mark wanted to say something, but he had no idea what. The man looked as if he was traveling down a road he'd been down before.

Just then, the shipper reappeared and said, "I don't have that load anymore. It's gone and you need to go too."

Mark was stunned. How could the load be gone? And why was he being so rude to a driver who was just doing his job?

"But I've got all the paperwork, how could it be gone when I've got all the paperwork here in my hand?"

"You speak English, so I know you heard me. It's gone! Understand?"

Mark was unsettled by the scene unfolding before him and was beginning to wonder if the load had suddenly disappeared because the driver who came to get it was Mexican and not the pure white Christian his name suggested him to be.

"I'm just here to pick up a load. I've got a wife and family to support..." the driver began to say.

"You speak English well enough, but you are still a little stupid." There was anger and a tinge of hate in the man's eyes as he spoke. "I can't give you a load I don't have."

The driver continued to stand there and Mark respected the fact that he wasn't just going to accept that there was no longer a load. But as it stood, there was no way he was going to be leaving with anything in the back of his truck. Unless...

"Why don't you take my load?" he said.

Both the shipper and other driver looked at him in disbelief.

"It's a good long haul into Canada."

"That would be great. My passport's in my truck."

Both drivers looked at the shipper at the same time. He was in a bind now. Mark's load was ready to go. He couldn't possibly change his story twice in a minute, could he?

"Just a minute," the shipper said, disappearing into his office.

"Thanks for the offer, man," the driver said. "I usually wouldn't take another driver's load, but I need the work."

"Don't worry," Mark said. "I can always get another load somewhere." He looked at the man a moment and studied the look of desperation on his face. "I'm guessing this has happened to you before."

"Every once in a while. More now than in previous years."

They stood there in silence for a while. Mark didn't have to wonder why this man had experienced an increase in discrimination like this over the last couple of years. There was a different feel in parts of the U.S. where racism and overt discrimination had been allowed – even encouraged – to rear their ugly heads. The shipper reappeared with two sets of papers in his hand.

"Turns out I still have that load after all."

"Thank you," the driver said, taking the papers from the shipper but looking directly at Mark as he spoke. "Thank you very much."

Mark nodded.

The shipper then turned to face Mark, his face hardened and chiseled with a hint of irritated anger. "Here's your papers. They're loading your truck right now."

"Thanks," Mark said. "I appreciate it."

"Yeah, I bet," the shipper said, looking Mark up and down. "Next time, you just keep your mouth shut."

Mark smiled, but just barely. "I don't know if there will be a next time." **TW**



Driving Uptime

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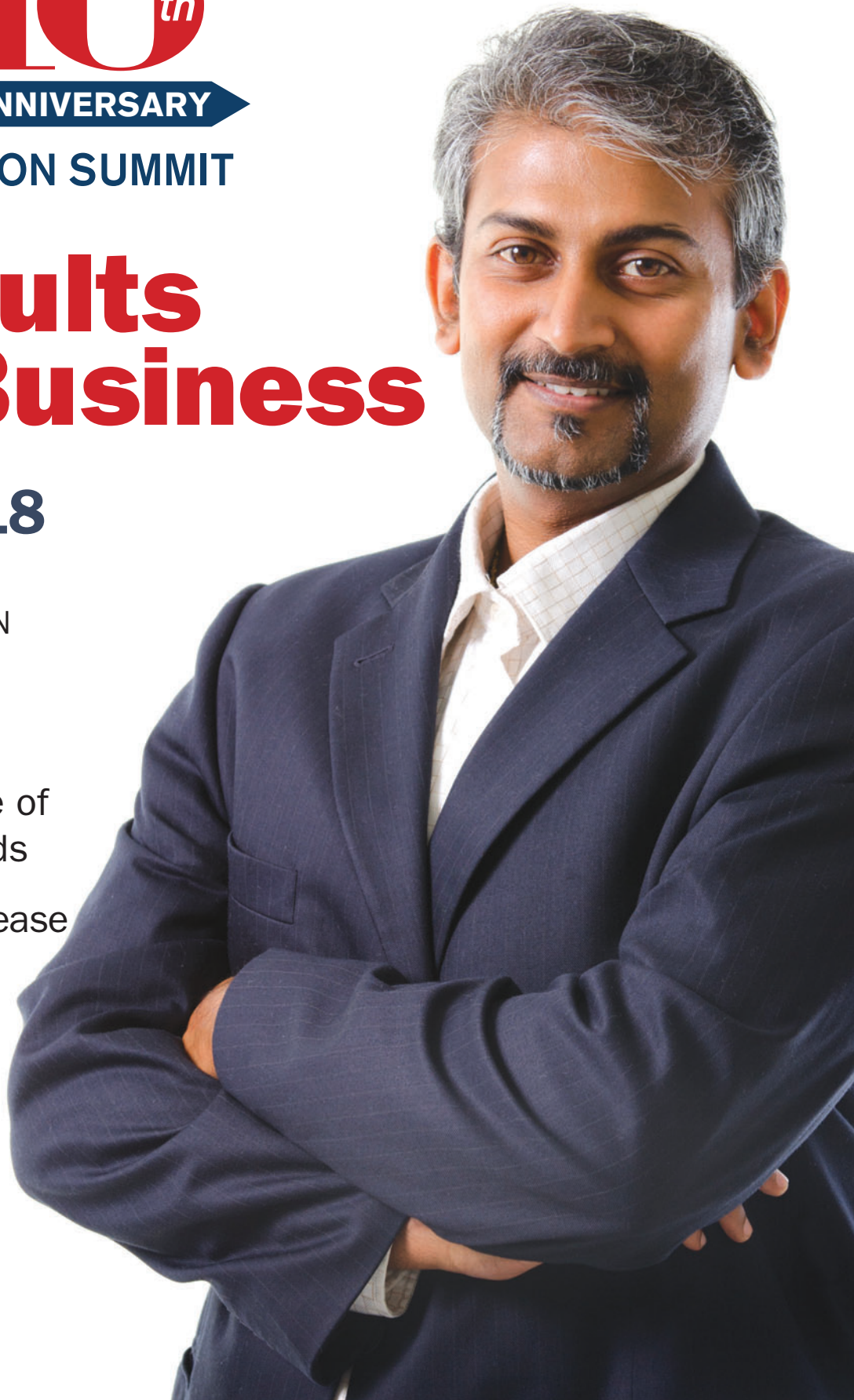
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The Adventures of NEWLAND TRANSPORT

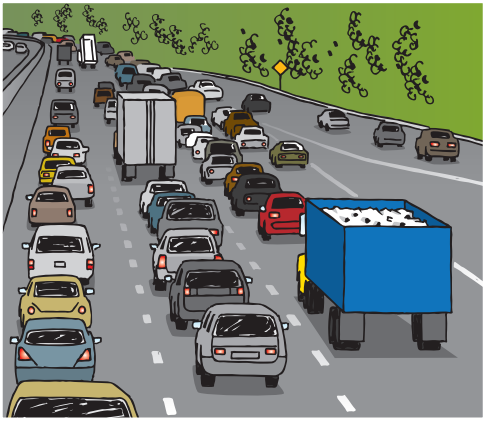
By Edo Van Belkom

Vic watches closely trying to determine whether what he is seeing is real or not.

A little closer now, he is sure. In his mind, Vic goes through the next 5 kilometers of highway and realizes there is a huge bridge coming up and if the box is still up when the dump truck gets there something very bad is going to happen.

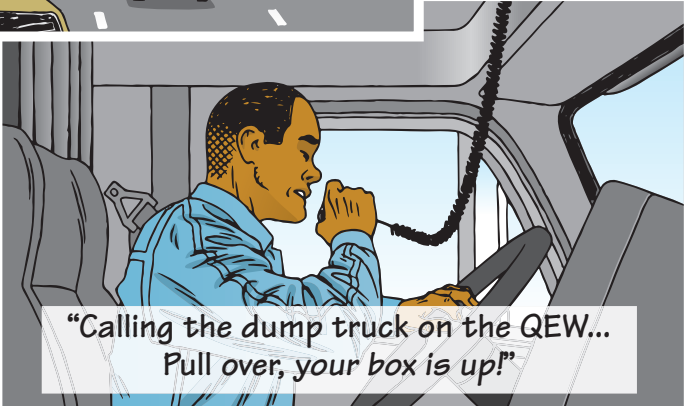
What can he do?

Vic's truck was equipped with a CB radio when he bought it but he'd never used it much before since he'd never had a need to, especially now that everyone has a cell phone of their own.



Vic is driving along the QEW, heading back to the scrapyard for another load of steel.

It is a bright, sunny day, not too hot and Vic is driving with the windows open and the radio playing. Traffic is moving well and he hasn't even had to stop for traffic lights. It is a perfect day for driving. As he merges with traffic onto the QEW, Vic notices a dump truck ahead that seems to be driving along with its box raised as high as it will go.



"Calling the dump truck on the QEW... Pull over, your box is up!"



Vic continues on the radio for a few kilometers, but without any response other than a few other drivers chiming in.

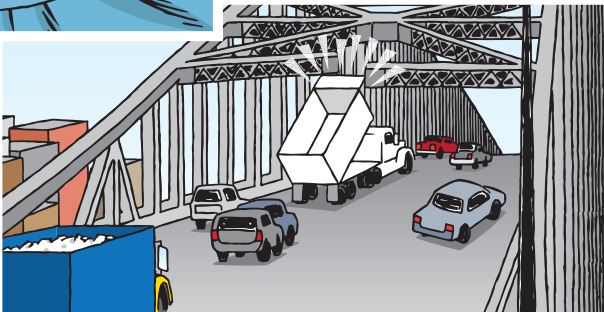
"What an idiot!"
"Maybe he's drunk?"
"What the hell is he thinking?"

In the distance Vic can see the outline of the Burlington Skyway Bridge.

He puts down the CB and decides to try and get beside the dump truck driver to try and warn him, but traffic is moving well and it doesn't look like the driver is slowing down. Still, after minutes of hard driving, Vic is able to get even with the driver. He blasts his air horn and does his best to warn the driver that his box is raised, but the dump truck driver only waves back at him.

By now the highway is alive with the sound of cars on both sides of the road blasting their horns. But to no avail. The truck just keeps on going.

Vic realizes the driver won't be stopping for anything and the only thing he can do is slow down and get out of the way. Vic watches as the inevitable happens...



After the crash, Vic is able to get through the open lane and drive around the now stuck dump truck. He's sorry he's not stopping to help the driver, but that moment had passed and now Vic is just glad he didn't get stuck behind this truck for hours, or the rest of the day.

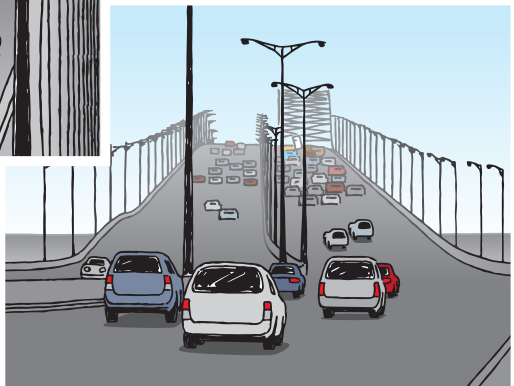


Illustration by Glenn McEvoy

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Alberta's extreme conditions inspire design of Michelin's new drive-axle tire

By Lou Smyrlis

EDMONTON, ALBERTA

Michelin North America is launching the most aggressive drive-axle tire it has ever produced this August, aiming to meet the extreme conditions of oil field and logging fleets. And the inspiration for the tire – the Michelin X Works Grip D – came from the same

place where the tire was launched: Alberta.

Fleets and dealers in the Grande Prairie area were at the heart of the customer-centric process, which included in depth discussions to drive the design process followed by input on 2D- and 3D-tire prints. Coming to market with the X Works Grip D took about 20 months.

“The customers in this market (Alberta’s logging and oil field fleets and the dealers serving them) are very knowledgeable. They know exactly what they want, so the path was very clear,” said Kamal Adhikari from Michelin’s Greenville, S.C., office.

Nor were these fleet customers and dealers shy about telling Michelin when it missed the mark, as they felt it had with the previous offering for this market segment, the EX2. Dealers were losing sales and pressing Michelin to either bring back the predecessor to the EX2, the EX, or come up with a new solution.

Michelin chose the second option, explained Adhikari, who was directly involved with the new tire development process all the way to the tire launch in Edmonton’s historic Fairmont hotel June 19th.

“This is not an evolution of what we previously offered for this segment of the market. We started from a blank sheet. We started new,” Adhikari said.

In designing the X Works Grip D tire Michelin focused on three key performance attributes: traction, casing durability and uptime.

Traction was addressed through the combination of an extra-wide tread, which provides more biting edge across the ground and improves the rubber-to-void ratio. Staggered shoulder blocks provide lateral grip to handle slippery conditions and sawtooth lugs with more than 800 serrated edges boost grip on ice and snow-packed surfaces.

“We wanted to design the tire so that every rotation brought traction,” said Adhikari.

Casing durability was addressed through four separate features, which in combination help prevent casing damage - stone ejectors, shock, impact, and road hazard protection, sidewall protection, and Co-Ex Technology for a cool-running tread.

To maximize uptime, Michelin redesigned the housing of the tread and the positioning of the shoulder blocks allowing for a quick installation and removal of snow-chains.

“The challenge is to make the notch just big enough that the largest chain would hold and the smallest chain won’t wiggle,” said Adhikari.

The Michelin X Works Grip D tire is available in the U.S. and Canada in 11R24.5 size and load range H. To learn more about truck tires and services, visit www.michelintruck.com. **TW**

TRUCKWEST Advertiser's Index



Curtainsider.....	32	Mack Sales & Service Of Manitoba.....	28
Custom Truck Sales	33	Mack Sales & Service Of Nanaimo	28
Fleetstop Trailers.....	30	Nortrax	29
Fort Garry Industries Ltd.....	32	Ocean Trailer	25
Gincor Truck & Trailer Werx	26	Redhead Equipment.....	29
Global Leasing & Finance Group	31	Riordan Leasing.....	32
Jm Turbo Technology Inc. (Canada).....	30	Ryder	26
Kingpin Trailers.....	30	Truck-Liner 2000 Inc.....	31
Mac Trailer	27		

Accutrac Capital Solutions Inc.	9	ISAACS Instrument	16
Alberta Motor Transport Association	19	Mack Trucks Canada	10
Bison Transport	21	Maintenance Best Practices.....	36
Castrol/Wakefield Canada.....	11	Management Best Practices	34
Chevron – Inside the Numbers.....	4	Michelin	8,38
(CITT) LBC Capital	11	Navistar Canada.....	39
Crossword Puzzle/Solution	23,37	Newcom Events	7
DK Smith	17	Surface Transportation Summit	35
Edge Transportation	23	Technology & Maintenance Council ..	18
Fast Forward	37	Trailcon Leasing.....	13
First Truck Centre.....	9	Transcourt Tank Leasing.....	19
Freightliner.....	2,3	TransX Group of Companies.....	20
Great Dane Trailers	40	Versacold.....	22
Husky Energy.....	14,15	Volvo	12
Inland Kenworth.....	6,17	Wajax	13

1

N

2

E

3

W

4

T

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Taking control of their own destiny

By Derek Clouthier

SMITHERS, BRITISH COLUMBIA

Nestled in the tiny northwestern B.C. town of Smithers lies a rather unique delivery operation with a name representative of the area it has served for many years.

Bulkley Valley Wholesale is a small three – soon to be four – truck outfit that hauls product from the local Save-on-Foods to pretty much any business it can in the Bulkley Valley and beyond.

The carrier can best be described as an independent distributor, delivering product to grocery stores, schools, camps, restaurants, and other regional customers within a 900-km radius of Smithers. It services an area that stretches north into the Yukon, into Prince George to the east, and Prince Rupert to the west.

Mike Dandenault is the director of wholesale for Save-on-Foods, with Bulkley falling under his umbrella, and he said where the local Save-on-Foods is different from its competitors is that they function as a cash-and-carry wholesale operation and warehouse, offering customers a place to come in and shop, but also with the ability to build and assemble orders and ship them using their own fleet.

“We are with our customers from start to finish,” said Dandenault. “Our team members are the ones who interact with our customers and the ones who are delivering to our customers. We’re not relying on someone else, it’s our family that is delivering to all these businesses, and that means a lot.”

Bulkley Valley Wholesale began in 1959 thanks to Bill and Herb Leach, along with their partner Archie Dunlop, delivering confection and tobacco in the immediate area around Smithers.

After Tom and John Leach purchased the company from their



Mike Dandenault runs Bulkley Valley Wholesale, a unique delivery operation in northwestern B.C.

parents in 1973 and opened Bulkley to the public in 2000, the carrier was purchased by the OverWaitea Food Group, which continued to operate the company in the same manner it had always been run.

Dandenault says his company is a unique operation in the Smithers area because they are able to control every aspect of food delivery without having to contract out the work to another carrier.

“We’re the only ones that once the groceries are delivered to us, we actually repack them and ship them out ourselves on our equipment,” he said.

Finding a carrier in the Smithers area to contract out this type of work would have been difficult, said Dandenault, from a reliability standpoint.

“Our business is selling groceries, and trucking is what we use to get it there. Being able to be consistent with new equipment and being on time, we are professional,” he said. “Priority number one is our product and our groceries, and when you control everything, you have control of your destiny.”

Making the job a bit easier has been Bulkley’s decision to enter an agreement with PacLease.

The carrier used to purchase trucks returned from lease, but Dandenault said maintenance and repairs were all too common problems.

With PacLease, the company now uses brand new Peterbilt trucks. They pay a monthly lease fee and a per kilometer rate, and under the PacLease warranty, downtime is no longer a concern, and planning on-time deliveries is more reliable for Dandenault and his customers.

And it’s not like the new equipment isn’t put through the ringer.

“We torture-test our equipment,” said Dandenault. “Our tractor-trailer can leave Smithers and it will be minus 15, it will head out and do its run to the coast and it will be plus two and raining, then it comes back into that minus 15. It’s actually very hard on the equipment...and we do that three times a week.”

“We’re not relying on someone else, it’s our family that is delivering to all these businesses, and that means a lot.”

—Mike Dandenault

Though Bulkley has been part of the Save-on-Foods family for about 15 years, Dandenault said the carrier has always been run separately as its own entity.

Dandenault’s focus was solely on Bulkley before entering his current position, managing the carrier for a few years – an experience that was both rewarding from an edu-

cational side, but challenging at the same time.

“When I first started, one of the drivers called me and I asked, ‘When are you back?’ and he said he was just pulled over to the side of the road doing a re-gen,” recalled Dandenault. “I said, ‘What the hell is a re-gen?’ I learned a lot about trucks, trucking, and equipment over the four years I was there.”

Dandenault and Bulkley are now operating on cruise control. With a fourth truck soon to be added to the fleet, Dandenault said the new pieces of equipment have not only made his day-to-day job more enjoyable, they have also helped with driver retention.

“If you have old equipment that is constantly breaking down, the drivers are going to get frustrated,” he said.

Bulkley uses three Peterbilt Model 579 trucks, two daycabs and one sleeper, with a Model 348 straight truck on its way.

The carrier hauls 36-foot refrigerated trailers and a 48-foot trailer for its longer runs carrying more freight.

For now, the company is happy with how its unique operation has progressed in the Bulkley Valley, which has come a long way since delivering out of a Volkswagen van in the late ‘50s. **TW**



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