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SEPTEMBER 2018 VOLUME 29, ISSUE 8

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Gord Cooper and the Smokin' Gun finally faced off against the Diesel Freak Mario Monette at Castrol Raceway Aug. 11. Though Monette set a new world record in his class for speed at 120.35 mph, Cooper was the ultimate winner, beating Monette in the final elimination round.

A race for the ages

Showdown between Gord Cooper and the Diesel Freak all it was hyped up to be

By Derek Clouthier

NISKU, ALBERTA

Old school faced off against new school Aug. 11 at the Castrol Raceway and in the end, experience prevailed.

Gord Cooper and his Smokin' Gun beat Diesel Freak Mario Monette to the finish line in the final elimination round in the National Hot Rod Diesel Association's (NHRDA) hot rod semi-truck class, finishing the quarter mile in 11.75 seconds, compared to Monette's 16.79.

It took Monette some time to get off the start line in the final showdown, but the Diesel Freak did take home with him a new world record in the NHRDA hot rod semi-truck class, clocking in at a blistering speed of 120.35 mph, topping Cooper's previously held record of 119.34 mph.

Cooper's top speed during the Aug. 11 event, Cooper's first competition of the year, was 117mph.

Both racers competed in timed runs, as well as elimination, with Monette topping Cooper in all when it came to speed, but Cooper besting the Diesel Freak in completion time, showing a more consistent speed through the quarter mile race.

The two truck racing enthusiasts built anticipation for the showdown while attending the Southern Alberta Truck Expo and Job Fair in Lethbridge, Alta., July 21, an event that each year reveals an intriguing story, this being no exception.

A couple of years back it was the historical tale of

the 1967, 351 Peterbilt owned by Charles Nickol. This year, it was learning that legendary racer Cooper would finally face some stiff competition – which he himself admitted – against Monette.

It was the first time the two heavyweights had been on the same track together, and it was truly a race for the ages, with a pioneer like Cooper going against the new-age technology Monette brings to the table.

"Everybody is looking forward to the fact that Gordon finally has someone around who can race," Monette said during the Lethbridge show. "It's a new generation racing truck...it's electronics. Most (trucks) are mechanical, so when people see that we can do it electronically, they're like, 'wow!'"

Cooper admitted that Monette was going to give him a run for his money when they faced off Aug. 11, and that the new way the Quebec native has constructed his hot rod semi-truck will appeal to a lot of younger fans.

"I think he's going to bring a lot of new people to the sport," said Cooper, lamenting on the fact that diesel truck racing could use the publicity boost. "It's something good to hype for the sport of diesel truck racing."

Cooper said most of the sponsorship money coming from the NHRDA goes to cars and pickup trucks, leaving little for the hot rod semi class.

The History Channel was also on hand to film the battle between Cooper and Monette – a great way to gain more exposure for the sport, said Cooper and Monette.

Continued on page 12

Research points to hydrogen electric trucks as best option for the future

By Derek Clouthier

CALGARY, ALBERTA

A research group from the University of Calgary believes the future of freight in Alberta will be heavily reliant on the use of hydrogen fuel cell electric trucks.

With growing concerns over the environmental impact of greenhouse gas (GHG) emissions from trucks, and the industry's dependence on fossil fuels, Jessica Lof, an energy systems analyst for the Canadian Energy Systems Analysis Research (CESAR) initiative at the University of Calgary, said hydrogen electric vehicles offer comparable range, towing power, and torque to diesel.

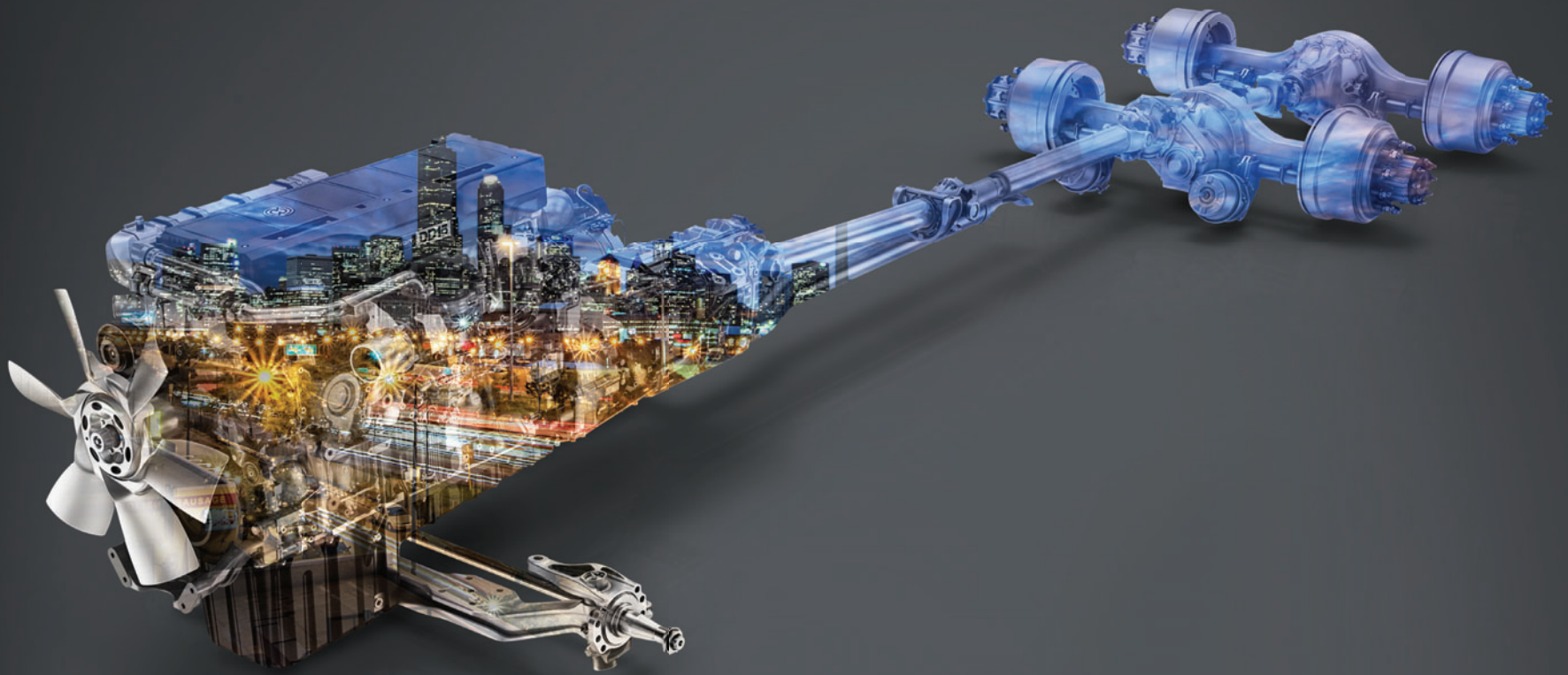
Lof added that when evaluating trucks running on hydrogen electric and those on a fully electric battery, the hydrogen option is a better fit for Alberta.

"Hydrogen is more aligned with Alberta's strengths," she said. "We have the energy sector, we have the skills and the people. If we invest in the hydrogen ecosystem, we can

Continued on page 10

Careers: 28-31
Ad Index: 45





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ALBERTA
Page 26 Access to Gasoline Alley changing; Trailcon expands; PMTC seminar coming to Calgary.

Page 27 PIC awarded for its use of smart transponders.

Page 29-31 Atmore weigh scale boasts cutting-edge technology.

BRITISH COLUMBIA
Page 15 B.C. students get taste of what a career in trucking and forestry is all about.

Page 17 Weight limits upped for super singles; BYD's battery-electric trucks approved; CEDA expands.

Page 20-21 Local truck show an important part of community of Cache Creek.

SASKATCHEWAN
Page 9 Wide-base tire pilot project extended; Custom Truck Sales relocates in Estevan.

MANITOBA
Page 7 Driving Championships winners announced; truck convoy honors driver.



5 Editorial
If you pay them, they will come.

10-11 Cover story
University of Calgary group says hydrogen electric trucks best option for future.

12 Cover story
Old school faces off against new school at Castrol Raceway.

18 Sandy Johnson
The financial benefits of keeping your fleets together.

19 Roger McKnight
Canada's beef with Saudi Arabia causing a ripple effect.

22-23 Cross-border
Pharmacy at Virginia truck stop is one-of-a-kind service in all of U.S.



24-25 Cross-border
Truck West editor gets ride-along in Shell Rotella Airflow Starship.

32 Marketplace
Modern powertrains more about torque than horsepower.

43 Cross-border
A look inside the life of two NASCAR transporters.

45 Business
Mullen Group makes pair of acquisitions.



In Every Issue

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

44 Newland Transport

38 Last Word:
Not afraid to do things a bit differently.

Shipper Sense

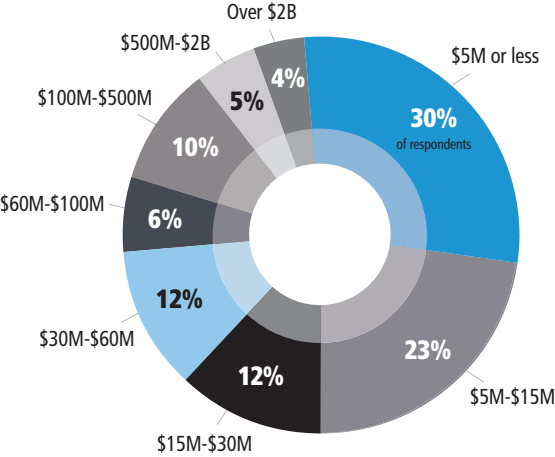
How Canadian shippers spend their supply chain money

Mirroring the economy, Canadian shippers are typically small to medium-sized companies. Yet given the geographic vastness of the Canadian market and the need to access the massive US market, transportation is a considerable portion of their spend. Almost half of Canadian shippers have supply chain budgets over \$1 million and almost 40% of shippers are spending more than half of that on transportation. More than two thirds are spending over \$100,000 annually on truck transport.

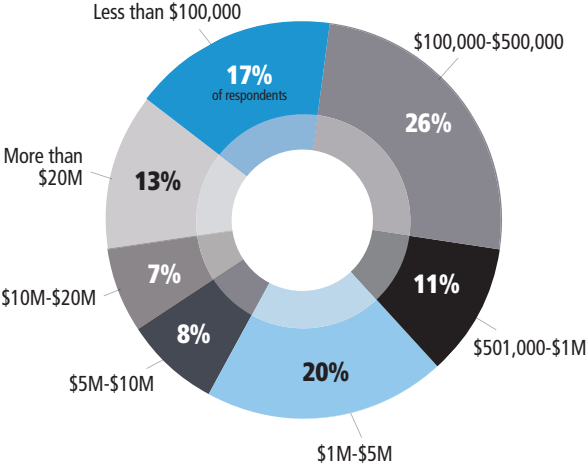


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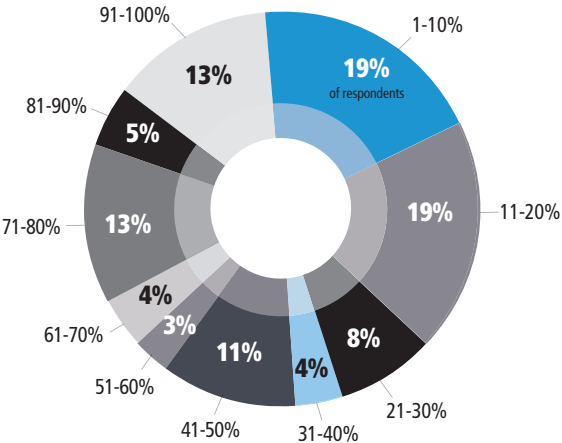
Estimated gross annual sales



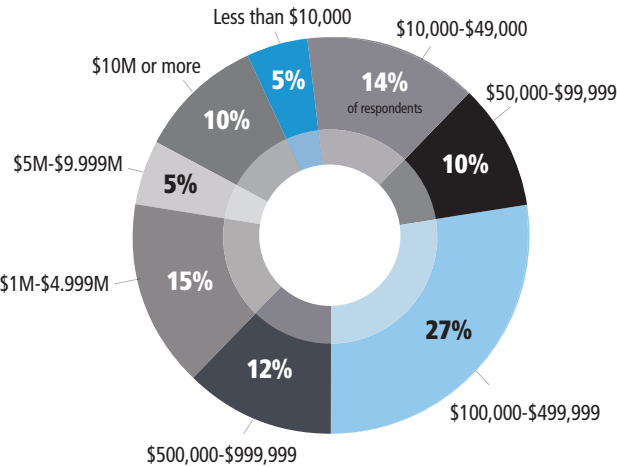
Total company annual supply chain budget



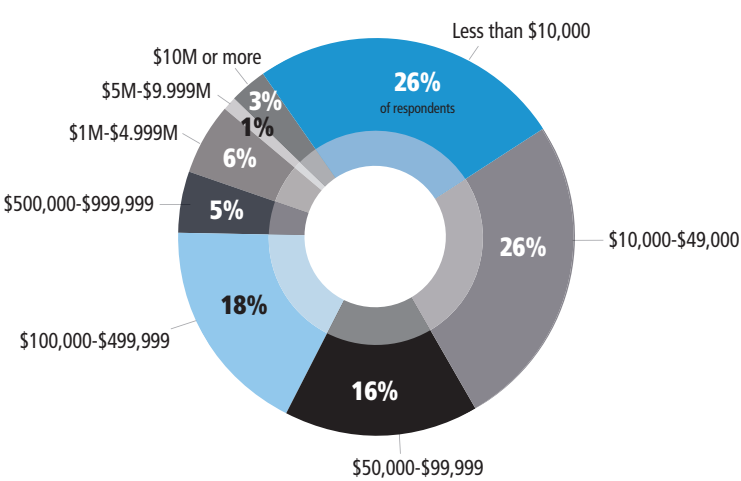
Percentage of supply chain budget spent on transportation (all modes)



Percentage of transportation budget spent on truck transport



Percentage of transportation budget spent on courier transport



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Derek’s deliberation

The toll the job takes on a driver demands better compensation

There’s been a lot of talk lately about the need to pay commercial drivers more money. Even *The New York Times* weighed in on the issue, essentially arguing that low pay is the “trouble with trucking.”

Pay varies widely for drivers, with company drivers earning anywhere from \$35,000 to over \$50,000 a year, with the pay gap for owner-operators even more depending on how much they work and the number of years of experience they have behind the wheel. Some can earn well over \$200,000 a year depending on what they are hauling and how often. But that can fluctuate from one year to another due to economic factors.

It is true that truck drivers do not get paid nearly enough for what they do – working long, irregular hours, many are away from home the majority of the time, the job can be extremely dangerous in certain situations, and it has a negative impact on them both physically and mentally.

So what is fair pay for a driver, and in what manner should they be paid? Traditionally it has been by the mile, which makes sense in a lot of ways. However, I recently spoke with a company (featured in this month’s Last Word profile) that is doing something different – paying its drivers by the hour.

Back in February, I posed the question whether drivers should

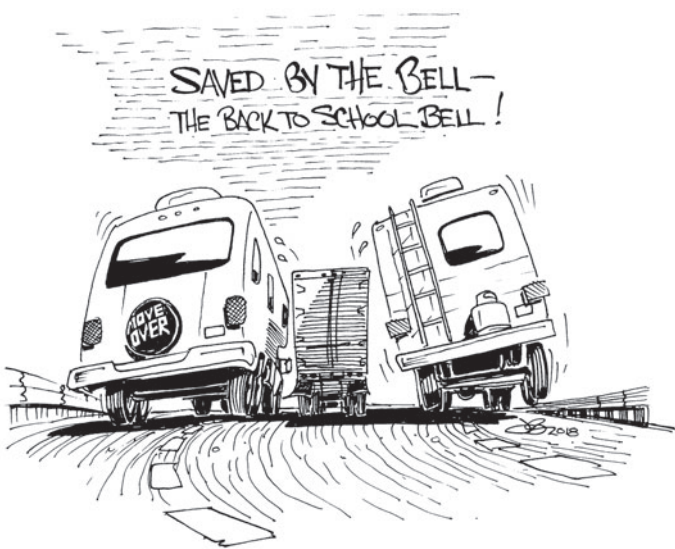
be paid a yearly salary. I made this argument based on the fact that there is an impending ELD mandate set to kick in, which means the number of hours a driver works will be more accurately monitored, and if a company driver is working X number of hours each day on a consistent basis, why not pay them a yearly salary based on those hours?

An hourly wage makes even more sense. Drivers would be paid for the time they are on the job, whether that be on the road, stuck in traffic, making a delivery, loading, waiting at a shippers, cleaning the truck, anything really...if they’re working, they’re being compensated. The notion seems so obvious I’m not

sure why more carriers are not taking this approach.

I get phone calls all the time from drivers who say they are not surprised the industry is having trouble finding “qualified drivers,” – most do not buy into the contention that there is a driver shortage, just a shortage of qualified drivers. The reason they are not surprised is because of driver pay. Why would anyone in 2018 choose a career that takes them away from home and puts their mental and physical health at risk for \$35,000, \$45,000, or even \$55,000 a year?

There are countless other options out there that are far more attractive.



I don’t know about you, but even I remember a time when a loaf of bread was 79 cents, you could get a decent steak for \$5, a liter of gas was 59 cents, and you could purchase a home that could be paid off before retirement – my father bought his house in 1990 for around \$80,000.

Driver salaries – and many other occupations for that matter – have not come up with the rate of inflation. And if you take the almighty dollar factor out of it, choosing a career is going to come down to quality of life.

If you base what you pay drivers on the premise that they just sit there in a truck and drive, you are missing the point. Being a commercial driver, specifically long-haul, is a lifestyle, not just another job, and they should be paid based on that lifestyle choice. **TW**



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MTA names driving championships award winners

WINNIPEG, MANITOBA

The winners of the Manitoba Trucking Association (MTA) Provincial Truck Driving Championships have been announced, with four carriers boasting champion drivers. Placing first in the straight truck category was Bruce McKechnie from Bison Transport; Brian Hrabarchuk of Canadian Freightways won for single tandem and received the Hal Bjornson Memorial Award; Brian Chandlerm of XPO Logistics was the tandem/tandem victor, and also was the Grand Champion Award winner; and David Henry of Wildwood Transport was super B-train champion.

Two drivers from Canadian Freightways took home second place, while a pair from Arnold Bros. Transport (one from Arnold Bros. Transportation Academy) rounded out the second place drivers.

All the drivers who placed third were from Bison Transport. In the team category, Canadian Freightways took top honors, while Bison placed second, and Arnold Bros. third.

Myrna Chartrand of Portage Transport was named Driver of the Year, and the Industry Excellence winners included:

- Cameron McKeen from Arnold Bros. Transport
- Jack Reimer from Bison Transport
- Arturo Neufeld from Hylife
- Damir Peric from Arnold Bros. Transport

Truck convoy honors driver after losing fight against cancer

STEINBACH, MANITOBA

A procession of more than 20 trucks made its way along the Trans-Canada Highway July 28 to honor long-time driver Harold Reimer, who lost his battle with cancer.

Reimer, 58, was a Winnipeg resident and is fondly remembered in the trucking community where he served for several years.

He was diagnosed with stage four pancreatic cancer on his 58th birthday. The truck convoy made its way from Deacons Corner east of Winnipeg, traveling 45 km into Steinbach, Man.

Reimer was cremated prior to the July 28 funeral. He is survived by his wife Cheryl, six children, his parents, five siblings, and their families. TW

- Tom Landsborough from Searcy Trucking
- Mario Tyszuk from Bison Transport
- Ryan Sturby from Steve's Livestock Transport
- Kulwinder Singh from Arnold Bros. Transport
- David Phillips from Bison Transport
- Myrna Chartrand from Portage Transport

This year's event was open to both Manitoba and Saskatchewan drivers and was held on the new track at the Headingly Husky June 16. TW

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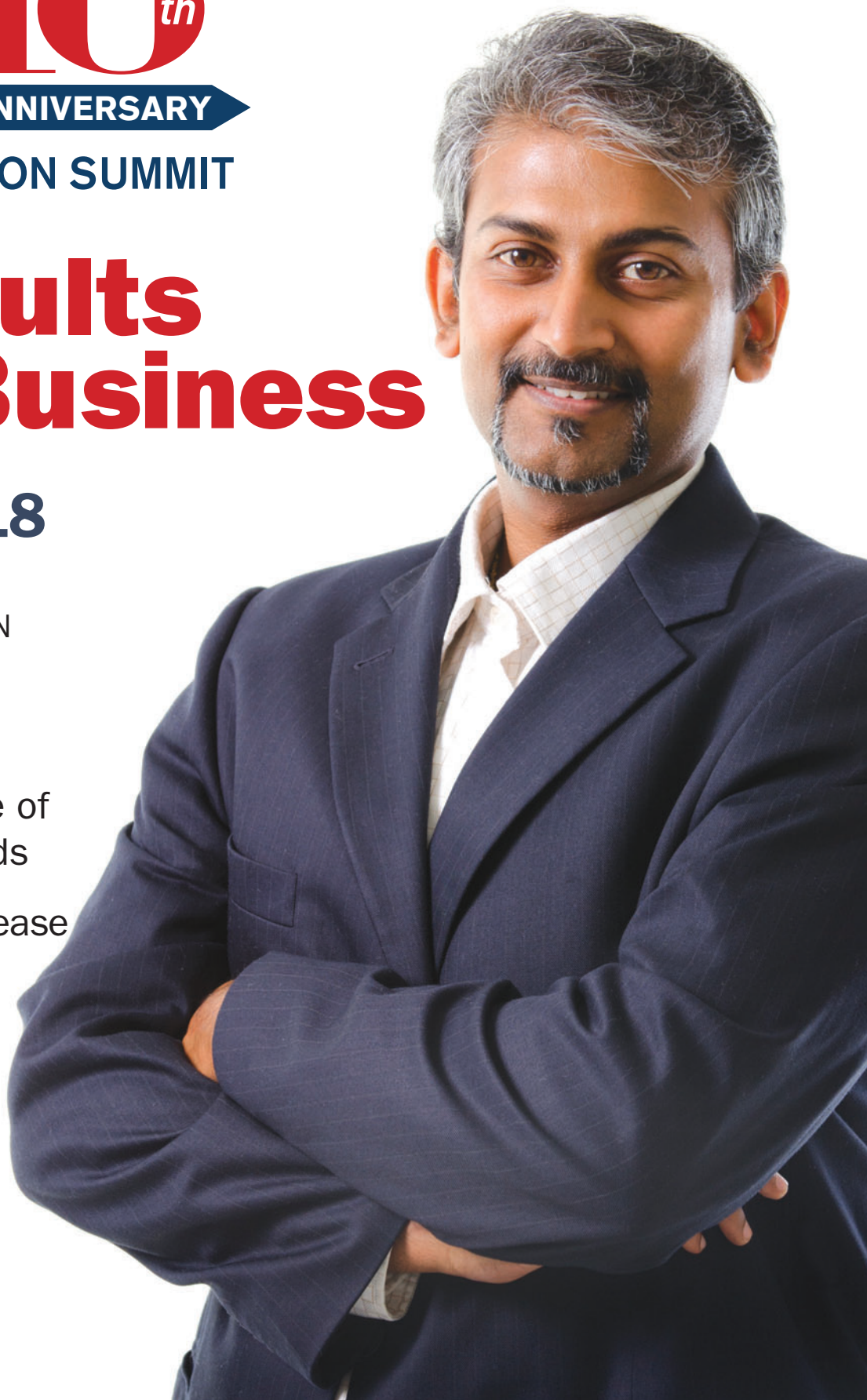
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Saskatchewan expands wide-base tire pilot

REGINA, SASKATCHEWAN

Saskatchewan's single wide-base tire pilot will continue for another year, allowing trucks to increase the weight and operate on all paved national highway systems in the province.

The project launched last year and allowed trucks to increase the weight on 455 millimeter or wider super singles from 3,850 kgs to 4,250 kgs (9,369 lbs) per tire.

"We are pleased to continue working with the Saskatchewan trucking industry to help reduce their operating costs and effect on greenhouse gas emissions to our environment," said David Marit, minister of Highways and Infrastructure. "We are extending the free permit period for another year while we finalize the fee and administration process for wide-base single tires here in the province."

Following the year extension of the pilot, a fee will be collected for the use of super singles with a weight above 3,850 kgs to offset, what the government said, the cost of additional damage the tires inflict on roads.

Susan Ewart, executive director of the Saskatchewan Trucking Association (STA), is pleased with the progress.

"Single wide tires help the trucking industry to reduce fuel consumption, which helps reduce operating costs, costs to end users, and allows the industry to assist the country in meeting its greenhouse gas reduction targets," said Ewart. "The more

companies that can use them, the better. This route expansion allows for just that."

Permits for the use of single wide-base tires are valid for the following routes:

- Highway 1 from the Manitoba border to the Alberta border
- Highway 2 from Moose Jaw to Highway 11 at Chamberlain
- Highway 2 from Prince Albert to La Ronge
- Highway 4 from Highway 15 to Highway 7
- Highway 6 from Highway 39 to Melfort
- Highway 7 from Saskatoon to the Alberta border
- Highway 10 from Highway 1 to Yorkton



- Highway 11 from Regina to Saskatoon
- Highway 11 and Highway 2 from

- Saskatoon to Prince Albert
- Highway 15 from Highway 11 to Highway 4
- Highway 16 from the Manitoba border to the Alberta border
- Highway 39 from Highway 6 to the United States border
- Global Transportation Hub to Highway 1 via Dewdney Avenue and Pinkie Road

Over the past year, the STA has been working with industry stakeholders to help facilitate the transfer of information from carriers using super singles to the government to aid in the decision-making process.

The STA encourages any carrier with questions about single wide-base tires to contact the association directly. **TW**

Custom Truck Sales expands in Estevan

ESTEVAN, SASKATCHEWAN

Custom Truck Sales has relocated its Estevan, Sask., facility in an effort to better service its customers.

The new nine-acre location at 201 Shand Road is situated near two major highways with high truck traffic, and offers 24-7 secure parking and room for trucks to maneuver when dropping off and picking up equipment.

The building is 40% larger than the previous facility and measures 21,700 square feet. It includes a 6,000 sq.-ft. addition for the sales office, a drivers' lounge, 4,000 sq.-ft. parts department and 1,000 square feet of retail space. The service department boasts 15,500 square feet and 14 service bays, with a shop specifically designed for large bed trucks to truck and trailer combinations.

Custom Truck Sales, a Kenworth PremierCare dealer, is open from 7 a.m. to 6 p.m. Monday to Friday and can be reached at 306-637-2121. **TW**

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benefit from all the other things that will produce.”

The province’s abundance of natural gas reserves can be utilized by employing a reforming process called steam methane reforming to produce hydrogen. Renewable energies like wind can also be used with electrolysis technology to split water into hydrogen and oxygen.

Through their research, CESAR examined some of the “most promising zero emission vehicles” on the market, including the hydrogen fuel cell electric truck Nikola One and fully electric Tesla Semi.

Negatives such as lengthy charging times, the weight of batteries, and an inability to travel long distances, were reasons fully electric trucks were not seen by CESAR as being the best option for Alberta, and Canada as a whole.

A lack of infrastructure was one area Lof said needs to be addressed for the use of hydrogen electric trucks to progress, and Alberta should lead in that department.

“Alberta is in the transportation business, and Alberta needs to position itself as if it is in the transportation industry,” she said, high-



During its research, CESAR examined several alternative fuel trucks, including the hydrogen electric Nikola One.

lighting that the province produces 80% of Canadian crude, 73% going to transportation, and that the fuel supply from Alberta oil is nine times what the province needs.

With the goal of discovering an option that will provide transformative change to the industry, Lof highlighted some of the statistics that make up the amount of emissions stemming from the trucking sector.

Overall, trucking produces 80% of the emissions from all freight transportation, with an annual consumption of approximately 18 billion liters of diesel per year.

Between 1996 and 2015, freight GHG emissions increased 109% due to the mode share – road, air, sea, rail – shifting to truck. Surface

transportation is now 44% by truck and 56% by rail, with rail using up to nine times less energy.

“Any kind of growth in trucking adds to our overall emissions,” said Lof.

Transformative change, explained Lof, would be a move from the traditional diesel combustion engine – which she said is incredibly inefficient – to an alternative that would not only dramatically reduce carbon emissions, but also be a viable and worthwhile option for the industry.

Lof said when a “dead-end pathway” is forced upon the freight sector, such as propane, LNG, and ethanol, carriers tend to grow tired of the idea of using alternative fuels.

Many of the dead-end pathways have been employed to reach short-term environmental goals, said Lof, and ignore the big picture, like Canada’s Paris Agreement to reduce its emissions to 20% of 2005 levels by 2050.

Therefore, any change to the industry must be able to meet economic goals and be credible so that investors will buy in, as well as reach long-term environmental targets.

“I think the hydrogen pathway is the model, specifically for tractor-trailers,” said Marcel Pouliot, vice-president of industry and regulatory affairs for Trimac. Pouliot said for real change to occur in the supply chain sectors, it must come from those with real influence, such as the shipping community and manufacturers.

“You can lead up to a point, but it’s really hard to just go in another direction,” Pouliot said of the trucking industry.

Pouliot said Trimac has committed money to both Nikola’s hydrogen electric truck, as well as Tesla’s fully-electric Semi.

Not trusting Tesla

Pouliot said he is skeptical about how the Tesla Semi will perform for the type of operations Trimac specializes.

Lof echoed the sentiment, saying she is not convinced the Semi will get the range Tesla claims, especially at the cost they have proposed for the truck.

The expected price for a 475-km range Semi is \$190,000, while the 800-km range truck is \$230,000. Advertising a 475-800-km range fully loaded, Lof said if the Semi were to achieve this mark, it would need a 1.6 megawatt battery, which would weigh around 16,000 lbs., taking away from the amount of freight the Semi could haul. The Tesla Semi is anticipated to weight around 37,000 lbs., while a traditional diesel truck tips the scale at about 17,000 lbs.

Charging time is another issue with battery-powered trucks. Even with a fast charger, which knocks the time down to around five to six hours, time is an issue compared to how long it takes to refuel a diesel truck.



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Pouliot also pointed out that fast charging is hard on a lithium battery, and can decrease its lifecycle, adding to the overall cost of the investment.

Lof said if all trucks in Alberta were to switch over to battery electric, the province's electric capacity would need to be significantly increased.

Autonomous benefits

Lof said a move toward autonomous trucks would help decrease carriers' operating costs by 25%.

"This speaks to how compelling this future is, why investors would want to invest in it, and why it is going to go this way," she said of self-driving trucks.

Pouliot suggested that once OEMs get to the point where autonomous trucks are being used, trucking could be sold as a service and no longer as a product to trucking companies, and carriers could cease to exist.

Gary Millard, who is the senior advisor of energy and climate change for Suncor, but was part of the July 24 discussion representing the Energy Futures Lab, said although many business models would be destroyed from the use of autonomous trucks, more opportunities would arise if companies can make the transition.

"Whoever has the successful business model, they lead the way and the regulations catch up," said Millard, using Uber as an example when it began operations in municipalities prior to government regulations being in place to manage the company.

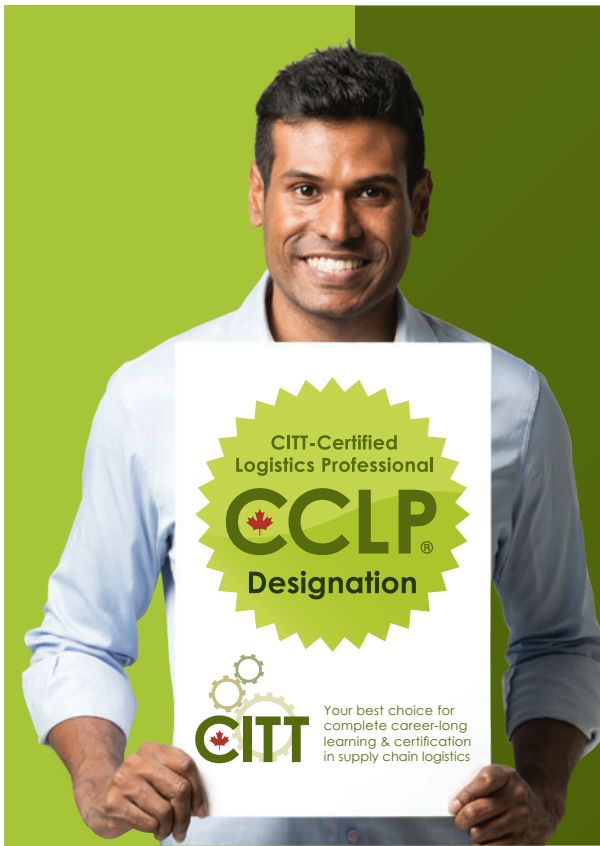
As for the perceived driver shortage, Millard said it's hard enough to get new people interested in truck driving long term, and the time it will take for self-driving trucks to become the norm, autonomous may end up being the solution.

He added that though there would be a loss of driver positions, there would be an increase in the technology field, which is a more exportable skill set than is a driver.

Changing regulations will be the primary roadblock to autonomous trucks on public roadways, something Pouliot said has long been an issue in Canada from province to province.

"The only thing I can drive from coast to coast in this country is the most inefficient truck available," he said, "because it has to meet the lowest standard (of each province)."

CESAR held the "Future of Freight" discussion at the Alberta Motor Transport Association's Calgary office as a way to garner feedback from carriers as part of its Pathway Project, which is funded by the Alberta government as a way to inspire positive, constructive, collaborative, and informed conversations about systems changes. **TW**



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A race to remember

Continued from page 1

As it stands now, Cooper and Monette make up the brunt of the competition in diesel truck racing, according to Cooper.

“When I did the Texas run, I scared them so bad they all sold their trucks right after that,” said Cooper, referring to the first NHRDA Hot Rod Semi World Championship at Texas Motorplex in 2016. “It’s hard to run under 12 seconds. The average truck, single-axle, hopped up is hard to get under 13 seconds, but to get under 12, there’s only been myself and Wayne Talkington from California.”

Cooper’s fastest time in the quarter mile is 11.40 seconds, which is a record.

“Everybody is looking forward to the fact that Gord finally has someone around who can race.”

— Mario Monette

South of the border, Cooper said the Tyrone Malone Bandag Diesel Race Team, which has been on the circuit for many years and quite well known, don’t have a truck that has gone under 13 seconds.

“They can’t compare to 12 seconds,” Cooper said of the competition. “Those crazy Canadians come down to the U.S. and one is on nitrous the other is on electronics and they both kick ass.”

Based out of Edmonton, Monette ran under 12 seconds in exhibition, and in his race against Cooper, his



Gord Cooper and his Smokin’ Gun faced off against Mario Monette at Castrol Raceway Aug. 11.

first official head-to-head with the king of the quarter mile, he had a best time of 12.86.

Monette’s truck is slightly longer and heavier than Cooper’s Smokin’ Gun. A 1988 Peterbilt, it has an engine from 2000 and is a 15-liter, 18-speed manual transmission with an inline six twin compound turbo setup. The truck is run on electronics and unlike the Smokin’ Gun, does not use any nitrous.

Cooper’s truck is 50 years old – a 1968 Kenworth. It has an 8V92 two-stroke Detroit engine, an Allison automatic transmission, which Cooper shifts manually, and twin turbo with nitrous.

Both men say their trucks and success racing are great marketing tools for their respective businesses.

Cooper is the owner and president of O.C.E.A.N. Hauling and Hotshot out of Calgary, and Monette is president of Mario High Performance Diesel.

“People are interested in what we’re doing,” said Cooper.

Handing out awards
The Southern Alberta Truck Exposition Association handed



out its awards at its fourth annual event this past July.

The association’s Choice Award went to Al Gabel for displaying the first tow truck in the fleet of Ken Hauck Towing.

Taking home top honors in the People’s Choice bobtails category was Charles Nickol for his 1967 Peterbilt (the Lopez truck), which was featured in *Truck West* in 2016.

The full list of awards included Mayor’s Choice (bobtails): Chris

Hickenson (first), Van der Kooi Inc. (second), and Boot Trucking (third); Mayor’s Choice (tractor-trailers): Degenstein Trucking (first); Candor Trucking (second); and Paul Adams (third). People’s Choice (bobtails): Charles Nickol (first); Chris Hickenson (second); and Mike Lloyd (third); People’s Choice (tractor-trailer): Paul Adams (first); Al Gabel (second); and Degenstein Trucking (third). Association’s Choice Award: Al Gabel. **TW**



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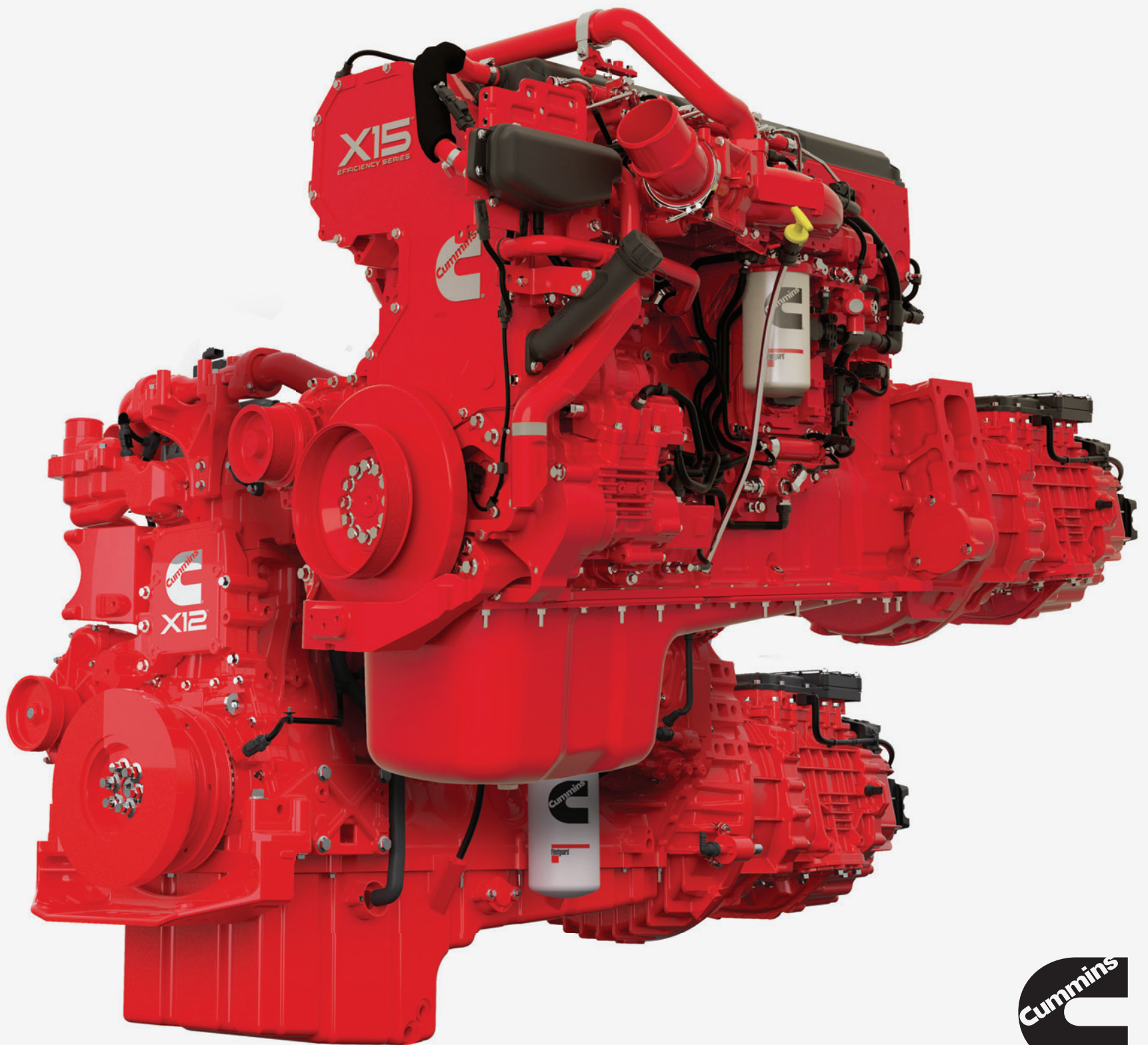
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Planting the seed

Education initiative hopes to help students find their path

By Derek Clouthier

QUESNEL, BRITISH COLUMBIA

If more people are going to be enticed into trucking, showcasing what the industry can offer young people is a good place to start.

This is the goal of the B.C. Council of Forest Industries' (BCCOFI) Find Your Path initiative, which visited students at Correlieu Secondary School in Quesnel, B.C., in May.

Giving approximately 400 Grade 8-12 students the chance to sit in logging trucks, skidders, and bunchers, bringing the hardware to potential young applicants is one way to attract more drivers to an industry in need of valuable employees.

Martin Runge is the district career preparation coordinator and business and information technology head at Correlieu, and he told *Truck West* that many students at his school may not have even considered a career in trucking or forestry.

"We stole the school parking lot and filled it with trucks, loaders,

"With over 500 operators and truckers in our small town, there are dozens of job positions waiting to be filled."

— Martin Runge

and bunchers for all students in the school to have a chance to see and get a hands-on introduction," said Runge. "Teachers and students were able to mingle with all stakeholders, get a quick overview of the careers, 'kick the rubber', sit in the cabs, and honk the horns."

The event was a collaborative effort between the school, BCCOFI, and West Fraser Quesnel, and for Runge, was a necessary event to try and get more students to consider a career in the industry.

"With over 500 operators and truckers in our small town, there are dozens of job positions waiting to be filled," said Runge. "We were hoping, through this event, to let students know that it is an option."

A shift in demographics will add to the number of jobs available in the Quesnel area, as Runge pointed out, with over 50% of the workforce retiring in the next decade, putting pressure on the industry to fill positions.

Natali McGladrey, communications coordinator for BCCOFI, echoed Runge's concerns with the looming demographic shift in the forestry industry.

"The trucking industry will face

a similar challenge as its workforce ages," said McGladrey, "and because the two industries are so closely linked, the forest industry is a part of the effort to recruit the workforce of the future."

Initiatives like Find Your Path is what McGladrey believes will help attract the next generation of workers in the forestry and trucking industries.

"By providing high school students with an opportunity to learn about the career opportunities in trucking and the forest industry," she said, "we hope that students consider a career in the sector as they begin planning their next

steps after graduation."

As part of BCCOFI's Forest Education Program, the Correlieu School visit was the first for the Find Your Path initiative. McGladrey said the education program puts on several events and workshops during the school year to inform students about career opportunities in the forest sector.

"Our events cover everything from logging, trucking and the trades, to forestry, and natural resource management," she said, adding that they are getting ready for another busy year when school resumes in September.

Runge could not have been more

pleased with how the first event went.

"Fabulous industry and owner support, and we see this happening again next year with even more machines on the parking lot," he said.

"The forest industry is the backbone of the B.C. economy and continues to be the primary employer in 140 communities in the province, with 140,000 jobs across B.C.," added McGladrey. "Many of these jobs are located in smaller, affordable communities, such as Quesnel, allowing young people to build a career in the community that they call home." **TW**



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B.C. ups its weight limit for super singles

VICTORIA, BRITISH COLUMBIA

The B.C. government has increased weight limits for single wide-base tires, approving a single-axle weight of 8,500 kgs.

The government says the increase will help the trucking industry reduce fuel consumption, as well as lower greenhouse gas emissions. Permitting the higher weight limit also equates to less trips needed to transport freight.

B.C. now aligns with other provinces that have increased weight limits for new generation super singles, which the government said would eliminate any operating disadvantage for provincial carriers. The previous weight limit in B.C. was 7,700 kgs.

Michelin North America (Canada)

voiced its approval of the move, saying the increased weight limit creates a Canadian corridor allowing for eco-friendly, single wide-base tires to operate at competitive loads from Nova Scotia to B.C.

“Michelin’s purpose is to consistently innovate, developing and championing the use of green technology that supports responsible, commercial mobility, which also benefits people and the environment,” said Jeff MacLean, president of Michelin North America (Canada). “B.C.’s openness to well-founded arguments from knowledgeable stakeholders, such as the British Columbia Trucking Association (BCTA), on how to reduce the carbon footprint of the commercial transport sector ben-



efits the majority of Canadians. Heavy trucks now have the option to run competitive loads in an uninterrupted and eco-friendly fashion from coast to coast.”

Michelin, along with the BCTA, made submissions to the province’s Climate Leadership Consultation prior to the Paris Agreement underscoring how tire technology contributes to sustainable mobility. The submissions contended that trucks expend an estimated one in every three tanks of fuel to overcome the rolling resistance of tires, which is improved with the use of super singles.

Older single wide-base tires that are 445-454 millimeters in width will remain at the 7,700kg weight limit. **TW**

BYD trucks cleared for Canada

VICTORIA, BRITISH COLUMBIA

Canadians now have access to battery-electric trucks from Build Your Dreams (BYD) Canada, with Transport Canada confirming they comply with Canadian Motor



Vehicle Safety Regulations and Canadian Motor Vehicle Safety Standards.

BYD trucks can be imported for applications including municipal service, refuse and recycling fleets, and courier and delivery operations, the company has announced. Its buses have been available since April 2014, including units now on the road for St. Albert Transit.

“This is wonderful news and something that our compliance team has been working hard to achieve,” said BYD Canada vice-president Ted Dowling.

Last November, Loblaws was involved in a trial of the company’s Class 8 tractor in a run between a Vancouver distribution center and a store in West End Vancouver.

“Electric vehicles are our future, from the large fleet of trucks taking products from distribution centers to stores to an evolution in how local, home deliveries are done,” said Wayne Scott, senior director at Loblaws Companies. “Loblaws has a goal to reduce our carbon emissions by 30% by 2030, and we believe zero-emission battery-electric trucks will help us get there, hopefully sooner than planned.” **TW**

CEDA expands again with new B.C. shop

FORT ST. JOHN, BRITISH COLUMBIA

Aiming to expand its B.C. market share, CEDA has opened the doors on a new shop in the Western Canadian Sedimentary Basins area.

Newly-appointed operations manager Steven Cooper is overseeing the 10,000 sq.-ft. shop that houses a fleet of pressure and water trucks, tankers, hot oilers, steamers, hydro vacuum, and combination vacuum units used to deliver a host of cleaning services.

In 2017, CEDA entered the B.C. market by acquiring

Joe Loomis Trucking in Dawson Creek, and continued to grow its operations through the recent acquisition of Breakthrough Oilfield Services.

Vice-president of operations for the B.C. region Joe Loomis says the new location strengthens the company’s presence in northeastern B.C., allowing them to be more accessible to customers in the region.

“We look forward to making a positive contribution to the local economy and giving back to the community.” **TW**

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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.

“Because we’ve always done it that way.”

Sound familiar? Sometimes the status quo makes sense because it works, but sometimes you need to shake things up because there’s a better way to do a job.

Take for example how you register your fleets under IRP, the International Registration Plan.

IRP is a registration-reciprocity agreement among 59 states, provinces, and the District of Columbia that provides for payment of apportionable fees on the basis of total distance operated in all member jurisdictions.

The fundamental principle is to promote and encourage the fullest possible use of the highway system. Administering IRP was not as simple as it could be, and that’s why – after 20 years in the making – the member jurisdictions came up with the FRP, or Full Reciprocity Plan.

When you register a fleet under IRP, your base jurisdiction will issue a cab card that lists all IRP jurisdictions. You no longer need to select the states or provinces in which you intend to operate. Once your fees are paid to your base jurisdiction, your apportioned vehicles are approved to travel in any IRP jurisdiction during the license year. This goes for renewed vehicles, as well.

It’s a better way to do the job. But one question keeps surfacing: does the FRP eliminate the need for multiple fleets?

Well, it depends.

I will say that in most cases, amalgamating fleets is the best way to manage your apportioned licensing. There are several reasons for this, the biggest being simpler administration. It’s far easier to manage a single fleet that can travel anywhere at the drop of a hat.

If you own all your trucks, the decision to amalgamate comes down to dollar cost averaging. You’re paying for all the trucks on all of the fleets – total distance, total dollars. Multiple pies divided into slices or different sized slices of a single pie.

But regionalized operations with owner-operators can be a different story.

We did some analysis for a company that had separate

fleets of B.C.-based and Alberta-based owner-operators. In this instance, sales tax charged on the units made all the difference in whether to combine them into one.

Based on the distances traveled by the owner-operators, if the company had amalgamated the two fleets, the Alberta owner-operators would be subsidizing the sales taxes of the B.C.-based owner-operators because they would be paying a higher B.C.-percentage while the B.C. trucks would be paying a lower B.C. percentage – by a lot.

Fees can change from year to year as your area of operation shifts, so you should continually be reviewing what you are paying. Here are a few tips to help you do your own analysis:

- Use a single unit to do the comparison. You know, apples to apples.
- Calculate the fees on each of the fleets for the single unit.
- Add the total fees of the two fleet totals.
- Now add the distances for both fleets together and calculate the fees for a single unit on the combined fleet and multiply that total by two units.

You can find the fee schedules for each province and state on the IRP website at www.irponline.org.

I recently did this analysis for a customer and it ended up saving over \$16,000 by combining its fleets. It was definitely worth looking at things in a new way. **TW**

Trickle-down effect of Canada/Saudi squabble

There are only two things that can happen when you keep beating your head against a wall of, “Say it ain’t so Joe-isms.”

Either the wall gets softer, or your head gets harder.

Alternatively, you could follow the examples of global political leaders of the – go-into-a-trance-like-period-of-shrugopia when posed with questions related to things they should be answerable to, or at best, try to answer.

Yes, it’s time for another game of “name that rhetoric.”

I was intrigued while watching a recent interview with the CEO of Parkland Industries where he was asked to explain his company’s 8% increase in stock value over the last quarter. His answer stated that it was a great team effort from his acquisition group, and “robust” refining margins.

His real answer, however, should have been, “It’s not a real problem explaining our stock performance when you take over the retail service station downstream assets of Imperial Oil, Valero (Ultramar), Pioneer Petroleum, and Chevron. There’s not much wiggle room for our loyal, if not forcefully loyal, consumers of gasoline and diesel when it comes to their purchase option portfolio.”

As Parkland also now owns the Chevron refinery in Burnaby, B.C., which, in all reality, is the only one in B.C., and with Vancouver home to the highest pump prices in North America, I don’t know if I would have proudly mentioned the “robust” refining margins enjoyed by his company.

So, if you own the refinery that produces the gasoline that is sold at stations you also own, how can you not control the market, nor make fistfuls of money?

Parkland’s CEO answered that they just follow the market dynamics, which is easy enough when you own the dynamo, as well.

Let’s move to the soon-to-be beleaguered eastern part of the country where someone in Ottawa slipped into character and spoke – check that – tweeted, before thinking, a prerequisite trait for residency in our nation’s capital. The, “oh by the way,” comment was directed to the Saudi Kingdom itself, which has responded with a diplomatic and economic checkmate move of gargyleon fearsomeness.

This all looks like a shot across the bow as there is little in the way of significant trade issues between the two countries, but a warning to others not

to comment, criticize, or interfere in the social issues of this hierarchy.

What does hit home in Eastern Canada is that the Suncor and Valero refineries in Quebec and the largest facility in the country, Irving’s in St. John, New Brunswick, all import Brent priced crude from offshore, including Saudi Arabia. Where this can get interesting is that if crude supply to the east is cut back this means production at the Irving refinery will drop.

As 74% of the output from this 300,000 bpd refinery feeds the


New York and New England gasoline and diesel markets and New York is home to the New York Harbor pricing hub, then prices will jump in the U.S. because the Saudis have cut off crude supply to their U.S. ally in Canada.

With the U.S. mid-terms underway, pump price spikes may force president Trump to bump heads with the Saudis, and he has a very hard head. To the Saudis, may I suggest this: Govern yourself accordingly or maybe just cordially for a start.

Maybe send the same message to Ottawa. **TW**




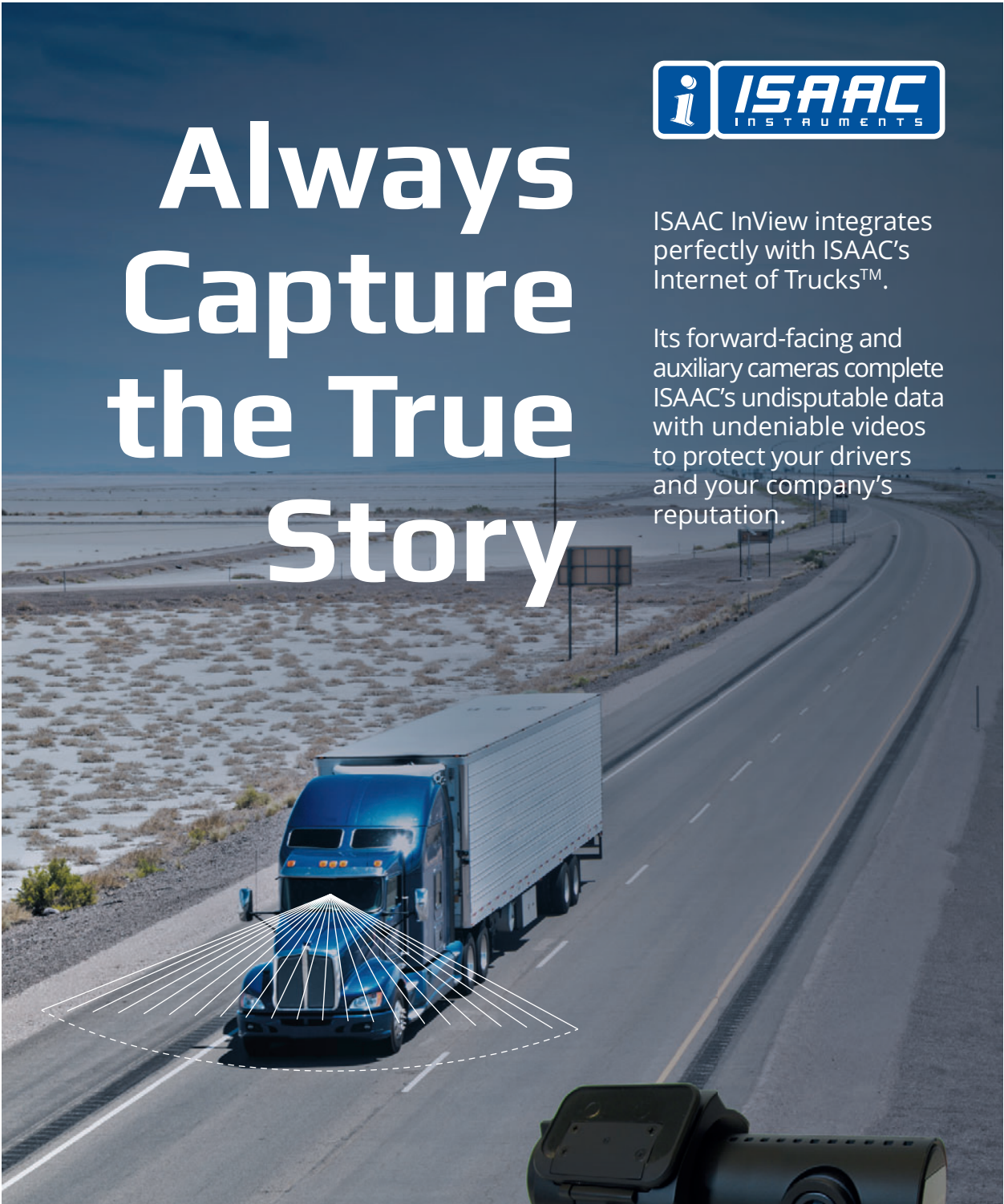
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Local truck show all about helping the community

By Derek Clouthier

CACHE CREEK, BRITISH COLUMBIA

In a small town in the interior of B.C., a local truck show has been running for eight years now and has become a valuable part of the community of Cache Creek.

Scott McKenzie organizes the Cache Creek Working Truck Show, but not because he or his family are in the industry, but rather for a love of trucking that even he can't explain.

"None of my family members are truck drivers, none are mechanics, so I just kind of fell into it," said McKenzie. "I am a collector of the old stuff and wanted to find

all the old Pacifics and thought, hey, let's get the word out about these trucks, and then I started to realize there were a lot of guys who had these old trucks."

Pacific and Hayes trucks are part of Canadian history, and a crucial part of B.C.'s identity, as both were manufactured in Vancouver, B.C.

McKenzie has a 1964 Pacific he's currently rebuilding. He found the truck after it made its way to Prince George, where he works as a mechanical designer for ProGraph Solutions, saving the truck before it ended up in a scrap yard.

The original idea for the show in Cache Creek was to show-

case Pacific and Hayes trucks. McKenzie started making some phone calls to gather as many owners as he could for his first show eight years ago.

The event takes place at Cache Creek Recreational Park, where a large enclosed pavilion houses the trucks and provides refuge from the sun for attendees, as the interior B.C. village can get quite hot in July – it was around 35 degrees Celsius the day *Truck West* visited the show.

"I thought I'd like to support a small community in B.C. that I remember going through as a child," said McKenzie, "so I phoned up Cache Creek and they said they'd love to have us."

Cache Creek has a history of being a transportation hub. Trucks traveling east and west along the Trans-Canada used to stop in the village for fuel. Many trucks traveling to or from Vancouver now take the quicker Coquihalla Highway (Hwy 5), which has lessened the number of trucks passing through Cache Creek.

"With this show we're kind of unofficially working with (the village) to bring trucks back to town, both working trucks and old retired trucks," said McKenzie.

The first year, the show had around 22 trucks on display, and as it has continued to grow, McKenzie said he's torn whether



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he'd like to see that trend continue.

"I kind of want it to grow, but it's kind of nice being smaller," he admitted. "Everybody knows each other, you come in here as a new guy and make a whole bunch of new friends. It's all about getting together and having a nice visit over the weekend, talking trucks and showing off your truck."

Pacific Truck Manufacturing is a sponsor of the event and has been with the show since the beginning.

"This is our eighth year and it's just gotten bigger over the years," said Larry McNutt, export

parts sales for Pacific Truck Manufacturing.

McNutt pointed out that McKenzie runs a website for Pacific and Hayes trucks enthusiasts, and is a great source of information.

"I actually use him for a lot of research," said McNutt. "He's out and about and travels and knows a lot of people, so I'll phone him up and tell him if I'm on the hunt for something."

McKenzie doesn't do trophies or hand out any awards for "best in show" during the event to avoid any of the participants feeling like it's a competition. He does offer Amazon gift certificates, which are provided by another of the show's sponsors, SafetyDriven – The Trucking Safety Council of B.C., as well as some door prizes.

There is no registration fee to enter a truck in the show, nor is there a fee for vendors. Attendees can also go to the event free of charge.

If the truck show does continue to grow as it has, McKenzie said he has the support he needs from the community of Cache Creek.

"I have talked to the mayor and he said if it gets to be big enough, just take over the city," he said. "Respectfully, of course." **TW**

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RUN WITH SUPPORT.

One stop shop

White’s Travel Center offers something no other in the U.S. does – a pharmacy

By Derek Clouthier

RAPHINE, VIRGINIA

Drivers looking for grub, showers, merchandise, and even a movie can likely find it at most truck stops across North America, but health assistance is a bit harder to come across.

The Medicine Shoppe Pharmacy at White’s Travel Center in Raphine, Va., is the only pharmacy located at a travel center in all the U.S. According to Cedona Watts, pharmacy clinical service manager, drivers appreciate having her staff at such a convenient location available for health advice and assistance.

“This setting is very different,” said Watts. “It’s not a typical community pharmacy. We really focus more on helping the driver population as well as the local community. Here we know that a lot of drivers don’t have access (to this type of service).”

Having been with the Medicine Shoppe Pharmacy for nearly three years now, Watts has learned that it’s not always easy for truck drivers to lead a healthy lifestyle.

“I know sometimes it’s a little bit hard with this population when it comes to eating fresh fruits and vegetables,” she said. “They don’t have as much access to it, so some drivers try to cook their meals ahead or make sandwiches to bring in their truck.”

Watts said some of the most common health issues drivers face include diabetes, sleep apnea, obesity, smoking, and the most pressing concern, high blood pressure.

Other than prescribing prescription medication to help treat health issues, Watts urges drivers to alter their lifestyle choices to lessen the adverse effects of the more common health concerns affecting drivers in the trucking industry.

“I know it’s challenging because it’s their profession to be on the road a lot,” Watts said, adding that drivers stopping at fast food restaurants should select grilled chicken options rather than hamburgers, and avoid added salt on French fries to help manage high blood pressure issues.



The team at The Medicine Shoppe Pharmacy is happy to help drivers with their health concerns.

“That’s one of the most common consultations that I get as a pharmacist,” Watts said of high blood pressure concerns, as many drivers inquire about what over-the-counter medications they can take to treat the condition. “That’s what we wanted to focus on, because it’s a major concern for drivers.”

The Medicine Shoppe Pharmacy held health checks during the Shell Rotella SuperRigs Roadshow at White’s Travel Center just

outside Raphine, Va., June 14-16.

During the health checks, Watts said her primary focus was on educating drivers about various health issues.

She said drivers are often surprised to find a pharmacy on-site, as they have never seen one at a truck stop before. But all things considered, it makes perfect sense.

“Even if a driver has a doctor or pharmacy, it’s really challenging for them to get their prescrip-

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tion filled,” said Watts. “There’s a process and they really don’t know when they’re going to be back at that pharmacy, or whether they can even park their truck.”

And for Watts, health issues that have plagued drivers for years arise not from a lack of caring, but rather a lack of availability.

“We’re the only pharmacy in the United States in a travel center and drivers really appreciate that.”

— Cedona Watts

“There’s not a change in motivation, I don’t think that’s ever been the case,” she said. “It’s just trying to fit taking care of yourself with your busy work schedule, and that’s why we’re happy to be there. We’re the only pharmacy in the United States in a travel center and drivers really appreciate that.”

Not only American drivers are happy to have the service, but Canadians as well.

The pharmacy will gladly help Canadian drivers with whatever health concerns they may have. Watts said Canadian customers who are acutely ill can see a doctor, and if that doctor prescribes medication, there is no issue giving them what they need.

“There are not a lot of differences but there are some,” Watts said of Canadian drivers, “like we may not have a specific product over-the-counter that they have

in Canada, so I try to find something similar.”

In the end, for Watts and her crew it’s all about helping people who would otherwise not get the assistance they want and desperately need.

“It’s good to see that you’re making a difference and there are drivers out there who want this information,” she said.

Being the only pharmacy located at a travel center in the U.S. means The Medicine Shoppe is certainly providing a unique service drivers who travel the area appreciate.

“That’s why we’re such an awesome model, and I’m going to pat ourselves on the back,” said Watts. “Every day you know you’re helping someone. This is a population that really wants the help.” **TW**

Have an opinion?

We’d like to hear it.

Please send letters to the editor to derek@newcom.ca. Letters should not exceed 200 words and are subject to editing for length and style.



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Riding in the ultra-efficient Starship truck



The Airflow Starship truck has come a long way since its inception.

By **Derek Clouthier**
RAPHINE, VIRGINIA

Like something out of a sci-fi movie, the AirFlow Starship initiative has produced a futuristic-looking rig that’s been in the making for several years. Beginning with a simple drawing by former driver and owner of AirFlow Truck Company Robert Sliwa, the Starship, which is a joint venture between AirFlow and Shell Rotella, has been tearing up the road for a while now, and I recently had the chance to ride in the fuel-efficient truck during the Shell Rotella SuperRig Roadshow at

White’s Travel Center in Virginia. For those who haven’t yet heard of or seen the Starship, here is a general breakdown of the truck: it employs an aerodynamic design to minimize wind resistance (giving the truck its futuristic look), has an active grille cooling system, uses low viscosity, full synthetic Shell lubricants, boasts an ultra-low rpm engine (never surpassing 1,250 rpm), a 6x2 axle configuration for lower weight, friction, and better fuel efficiency, low rolling resistance single wide-base tires, roof-mounted solar panels, predictive cruise control,

regenerative braking, and relies heavily on driver behavior for peak performance. “If you put the wrong driver in this truck, they won’t get as good of fuel mileage,” Sliwa said during our ride-along June 14. This past May, the Starship made a cross-country trip from San Diego, Calif., to Jacksonville, Fla., in an effort to showcase what the truck is capable of, which Sliwa said is comparable to any big rig out there. “Both Shell and I wanted to prove that this is a real-world truck that stops at truck stops just like everybody else,” said Sliwa. “I have an electronic logging device (ELD) like everybody else. It’s a real-world truck that hauls real-world freight.” The truck was fully loaded during the trip, with a total gross vehicle weight of 80,000 lbs, while the Starship’s freight ton efficiency was measured by an on-board telematics system. Riding in the Starship is like riding in many other tractor-trailer combinations. With an automated manual transmission, shifting gears was smooth and efficient, even while accelerating up to speed to enter the highway.

The air-conditioning cooling the cab was powered by the 5,000-watt solar panel on the roof, charging a 48-volt battery bank on the tractor. Sliwa said he started building trucks in 1983, at a time when anything out of the ordinary in the trucking industry was not as well accepted as it is today. He said his first truck seemed to get about 95% negative reactions from those who saw it. **“...it’s a real-world truck that hauls real-world freight.”** — **Robert Sliwa** The next truck, the BulletTruck, which he started in 2009 and completed in 2012, was more accepted by the industry, but there were still reservations by many. “We took that truck from coast to coast and everywhere else hauling real freight. Some guys really hated it and some guys really loved it,” Sliwa said, adding it was about a 50/50 split between the two sides.

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THIS MONTH’S CROSSWORD PUZZLE

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1		2		3		4		5		6		7
8						9						
10										11		
								12				
13								14			15	
								16				
17		18				19						20
					21							
22										23		
24					25							

Answers on page 45

Across

1

 Roadside barrier

6

 CT660 vocational brand

8

 Ohio’s “Rubber City”

9

 ’99 -’09 medium-duty Sterling

10

 Automatic transmission, slangily

11

 Unwanted engine oil deposits

13

 ’17-debut Mack highway tractor

14

 Maine home of Dysart’s truck stop

17

 Driver pair

19

 Goodyear’s tire-logo name

22

 The Coq feature, ____ area (5,2)

23

 CB un-key tone, ____ beep

24

 Tachometer letters (1,1,1)

25

 Individual state permit, once (5,4)

Down

1

 Parts that mesh around

2

 Cab dashboard channel (3,4)

3

 Motorhomers’ slang for towed cars

4

 Non-digital gauge description

5

 Driver-monitoring camera company

6

 Trucker’s load

7

 Peterbilt product

12

 Australian roadkill

13

 Severe duty ACX Xpeditor brand

15

 Downhill in neutral, ____ overdrive

16

 Trucker in ’75 “Convoy” song (3,3)

18

 Back-up warning

20

 Trip-end driver’s condition

21

 Stick shift topper

Sliwa said now with the Starship, some people still ask whether the truck is an electric vehicle or some other alternative fuel offering, even when he's at a truck stop pumping diesel to power the truck's Cummins X15 engine.

"This truck seems to be about a 90-95% positive reaction," he said.

Sliwa said, historically, trucking was a very conservative industry and takes baby steps when it comes to change, and over the past five years, progress has been glacial. He said several OEMs know that the Starship's design is what is needed to help save fuel and put out a more efficient truck, but fear of the unknown and the potential challenges of selling a product like the Starship steers them away from the design.

Rolling down the highway at around 60 mph, I asked Sliwa how the truck performs in adverse weather conditions such as those seen in Canada and the northern U.S. Having driven through a snow storm in Nebraska, Sliwa said the experience was no different than if he were driving any other truck, and he took the same precautions as the other drivers had.

He also drove in 75-mph crosswinds north of Salt Lake City, Utah, and unlike some assumptions, the truck was sturdy.

"A lot of people contend that the truck will be less stable or tend to blow over with full trailer skirts, but it's really the reverse," he said. "If you didn't have skirts and the wind was blowing 75 mph, it's only going to hit the top of the trailer and blow it over. When you have the full skirts, it pushed it sideways."

He also said the skirts eliminate splash and spray, an advantage for both the truck driver and others on the road around them. The Starship does not have any traditional mirrors, which Sliwa said can get dirty in adverse weather. The driver instead relies on a mirror eye system, using cameras around the truck, which have their own boat tails to

help reduce any debris from inhibiting the view.

The cab was extremely roomy, with the bed having been removed and replaced with seats for the ride-along. No testing has been done on the Starship yet, even after its journey from California to Florida. Sliwa said testing will come, but that is the second phase of the initiative. **TW**



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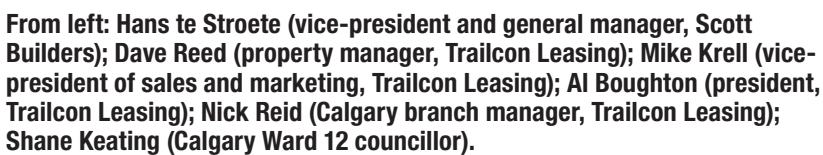
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Trailcon Leasing has broken ground on a new Calgary facility, the second new location the company has begun work on in Alberta in the past couple of months.

"After Trailcon's acquisition of Hubs Trailer Service in 2014, we rapidly outgrew our existing facility in Calgary," said company president Al Boughton. "The new facility will not only enable us to continue to meet – and exceed – the expectations of our growing client base, but it will also solidify our position as a premier supplier of trailer leasing and servicing, both on the West Coast of Canada and nationally."

The new Calgary location will boast a 20,000 sq.-ft. building on six acres at 7269-106 Ave. SE in the city. It is expected to be complete by the second quarter of next year.

Similar to the company's other new Alberta location being constructed in Edmonton, the Calgary facility will feature fenced-in yards with truck gates to accommo-

date around 120 trailers. It will also have intrusion alarms, door access control, and closed-circuit television.

Nick Reid will be the Calgary branch manager and will be supported by eight shop mechanics, three mobile mechanics, a service manager, operations coordinator, and two administrators.

Trailcon also expanded in B.C. in 2016 after its acquisition of Stewart Trailers in Surrey, B.C.

"The imminent expansion of the Trans Mountain pipeline will deliver a major boost to the Western economy," said Mike Krell, Trailcon's vice-president of sales and marketing. "Given the pace of economic development, and Trailcon's acquisition of some major new customers, including Canadian Tire, we must ensure that we have the necessary infrastructure and staff in place to provide our clients with the service level on which Trailcon has built its 26-year reputation." **TW**

Access to Gasline Alley West getting facelift

The permanent closure of a road accessing a popular stop for truckers and all motorists has been confirmed.

The frontage road along Gasoline Alley West between businesses and Hwy 2 will no longer be available due to the construction of the new southbound access to the highway, which is now underway.

Access to the businesses along Gasoline Alley West will be available using Leva Ave. via the roundabout, while permanent access will be provided by a new collector-distributor road currently under construction.

The change is being done to add more lanes to Hwy 2 and provide safer access to the busy north-south corridor.

There will be no change for those looking to access Gasoline Alley traveling northbound.

Alberta Transportation and Red Deer County are also looking to add an alternate commercial truck rest area at Hwy 2 and 42 south of the city, expected to open later this year. **TW**



Gasoline Alley West Access Change and Permanent Frontage Road Closure

PMTC seminar series heads west

The Private Motor Truck Council of Canada (PMTCC) will be heading west as part of its regional seminar series, with a stop in Calgary Sept. 12.

The half-day conference will address several industry topics featuring representatives from Alberta Ministry of Labour, Transport Solutions, the Department of Transportation, and the Department of Alberta Justice and the Solicitor General.

Issues surrounding the impending ELD mandate, a presentation from Responsible Distribution Canada, and a panel of PMTC members from Alberta discussing the biggest challenges in the workplace they are facing today are also on the docket.

The event runs from 8 a.m. to 12:30 p.m.; to register, visit www.pmtc.ca, email Annette Kieft at info@pmtc.ca, or call 905-827-0587.

TW

26 Truck West • September 2018

PIC awarded for use of smart transponders to expand bypass opportunities

EDMONTON, ALBERTA

Partners in Compliance (PIC) has been awarded for its use of smart transponders to expand weigh station bypass opportunities for the Alberta trucking industry.

PIC, an Alberta Motor Transport Association (AMTA) initiative, received the award from the Intelligence Transportation Systems Society (ITS) of Canada with its top award for projects on three levels – larger metropolitan, provincial, and federal levels.

“This award honors the Alberta Justice and Solicitor General Commercial Vehicle Enforcement Branch (CVEB), Alberta Transportation, and the Alberta Motor Transport Association for their forethought in adopting a smart transponder-based system, which allows them to sustainably grow the Alberta PIC program bypass,” said Janneke van der Zee, general manager of ITS Canada. “It’s clear from the results that provincial officials made a good decision in choosing this technology for providing weigh station bypasses. It fulfills ITS Canada’s objective in achieving the highest and best possible use of the latest technology to improve efficiency of the Canadian highway transportation system and the safety of the motoring public.”

Drivewyze has been a big reason for the expansion of the bypass program in Alberta. As Brian Heath, president and CEO of Drivewyze, pointed out, the number of weigh stations with bypass have nearly tripled in the province from 23 to 56, with nearly 56,000 participating PIC member trucks taking advantage.

“Our technology can stand on its own or as an addition to the existing technology commercial vehicle enforcement agencies use in offering weigh station bypass,” Heath said. “By utilizing the cellular network and the GPS-based geo-fencing capabilities Drivewyze offers, the Alberta PIC program not only delivers more bypass opportunities at more locations for members, but also opens the door to other future freight mobility and safety initiatives.”

Drivewyze is also working toward providing PIC members access to driver safety notifications and electronic inspections in the near future, something PIC director Andrew Barnes is looking forward to.

“I think this award confirms and reinforces the belief we held

P I C Partners in Compliance

18 months ago that partnering with Drivewyze would provide our members a great opportunity to leverage the work they do in meeting the program requirements,” said Barnes. “With all of the additional technology truck fleets have had

to install with recent changes in HOS compliance, it’s good to see how Drivewyze can help PIC members and their drivers further leverage that technology as they work to maintain Alberta’s highest roadway safety ranking.”

The bypass program also helps those on the enforcement side. “The addition of Drivewyze will help our commercial vehicle inspection officers automate the processing of PIC members, so they can conduct inspections while still lowering the volume of trucks entering and exiting weigh stations,” said Jacquie Daumont, acting chief of the Alberta Justice and Solicitor General, Commercial Vehicle Enforcement Branch. “As a result, they’ll be better able to deal with ever-increasing truck traffic in the province.” **TW**



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Atmore weigh station one of the most advanced in Canada

By Derek Clouthier

ATMORE, ALBERTA

A new Alberta weigh station is setting the bar when it comes to technology.

At the top of its class in Canada, you'd have to travel south of the border to find a commercial truck weigh station comparable to the Atmore location, which opened a year ago this September to the tune of \$11 million.

During the Alberta Motor Transport Association's (AMTA) driver appreciation day July 18 at the Atmore site, Commercial Vehicle Enforcement (CVE) gave *Truck West* a tour of the facility, showcasing how officers are able to be more efficient with the new technologies at their fingertips.

One such tool, Intelligent Imaging Systems' (IIS) Smart Roadside, is a military-grade thermal imaging device that helps officers detect a multitude of issues on a tractor-trailer, including flat or underinflated tires, cold brakes, proper weight disbursement, and the number of axles in a vehicle combination.

The technology uses cameras to take pictures of the truck, including each wheel to depict heat signatures. A properly trained officer can then determine if something is wrong, using their time more efficiently.

"It stops us from just picking on the next guy coming through," said Leonard Chow, transport officer for the Lac La Biche District. "I might want to take the next guy coming through because I'm sitting there bored, and then I see someone else come through with a flat tire. I'm going for the guy with the flat tire over the other guy who has nothing wrong."

In the thermal imaging, a white color indicates hot and black is cold. Chow explained how the front steer axle tires typically run hot with heat from the engine radiating onto the tire, and the fact that they are singles, not duals. With duals, heat on the outside of the tire usually means the outer tire is flat, while heat on the rim means the inner tire is at fault.

Smart Roadside also scans the vehicle's licence plate and checks the database to see if the truck is running on an expired safety inspection or operating authority, notifying an officer if there's an issue.

"Technology is helping us do our job," said Dan McCormack, CVE inspector for the Northern Region. "You'll never beat just putting an officer out and putting them in an

area and checking vehicles, but it's nice to have."

McCormack echoed Chow's sentiment on how the use of these new technologies boosts efficiency.

"It's pretty cool to have this technology to start watching for this," he said. "When an officer is working the counter, it's pretty hard to stare at every wheel. You just can't do it."

Brian Heath, president and CEO of IIS and its sister company, Drivewyze, said a lot of forethought went into the design, location (in the median of Hwy

63 for both north and south-bound traffic), and use of the new technology.

"Alberta became the first province in Canada to adopt our advanced thermal imaging system to automatically identify high-risk and problematic commercial vehicles from the roadside without disrupting the flow of traffic," said Heath. "It's also the first province to use our smart transponder-based weigh station bypass service."

Alberta fleets that are part of the Partners in Compliance

(PIC) program can utilize the bypass program through the Drivewyze PreClear weigh station application.

During the month of May, 56,000 PIC members received weigh station bypasses.

Jacquie Daumont, acting chief of Alberta CVE, said the new technology helps improve efficiency on one of the province's business highways.

"Intelligent Imaging System's advanced thermal imaging system, licence plate and decal readers,

Continued on page 30

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Atmore station

Continued from page 29

and Smart Roadside screening platform greatly enhance our officers' ability to identify and remove unsafe vehicles from a highway, on which more than 1.5 million vehicles travel each year," said Daumont.

Another piece of hardware at the Atmore station is a brake tester.

With disc brakes becoming the norm, it takes more than a visual inspection to tell if they are in proper working condition.

"This comes in really handy now with the disc brakes on vehicles because there's no way we can actually check everything on those," said Chow. "We can't

really measure pads on them, we can't measure push rod strokes... the only way we can tell if they're working is to throw them across (the brake tester) and this thing tells us."

Visual checks can inspect issues like pushrod travel, a contaminated brake line, or listening for an air leak. The device can determine much more.

"It can tell us if the brakes need an adjustment, brake line is contaminated, bearings are seized up...it will pick up on stuff like that," explained Chow. "It gives us a better idea of what the brakes are actually doing for stuff that we can't see. It checks it mechanically and we check it visually."

"Even if a vehicle is grossly overweight, or if the drums are worn out, and there isn't good contact,"



Leonard Chow explains how the new thermal imaging technology works.



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added McCormack, "we wouldn't see that visually laying underneath to inspect it."

CVE officers can use the brake check technology at their discretion, but it is not something used to screen every truck passing through the Atmore station.

The brake check is housed in another new feature at the scale – a shed – which was first seen at the Balzac facility and is also in Leduc, Slave Lake, and Coutts.

The shed is convenient during inclement weather, and at the Atmore location it offers training rooms, lockers, washrooms, and a catwalk to check cargo securement at the top of the load.

"We often run into logs where they have to have so many tie-downs and so many have to be in contact with the load," said McCormack. "We do our best to see from the counter or at roadside, but this allows you to go up top."

There are also drop down floors in the shed, which makes it easier for officers to get under the tractor-trailer – using a roller referred to as "the bone creeper" – which, as McCormack said, is getting lower and lower to the ground with new aerodynamics.

"A lot of this new technology wasn't there," he said of older model trucks. "Twenty years ago you could probably crawl under a truck on your knees, and now you can barely get under it on your back."

CVE can go mobile, as well. With five mobile inspection units in the province, the vehicles are used during CVE checks and at mobile inspection stations to enable the location to be treated like a weigh scale.

"Just a truck isn't bad when you're by yourself," McCormack said, "but you put a couple of officers in there and it gets a little tight after a couple of days."

The units are also used by the province during disaster situa-



Dan McCormack provides a tour of the shed.



A mobile inspection unit.

tions, such as floods and forest fires.

“They’re useful to the province when something happens and they cash in and use them,” said McCormack, “but the rest of the time, we look after them and use them at our checks.”

Mobile inspection units are equipped with diesel or gas generators, bathrooms, a kitchen, and work stations.

Alberta CVE operates under a mandate that identifies three key objectives: protect the infrastructure, which it does with its scales; public safety through mechanical inspections on vehicles, checking driver credentials, and patrolling for driver behavior; and the Alberta advantage to make sure it’s a fair and even playing field.

Officers are not only trained as commercial vehicle inspectors, but also for dangerous goods and invasive species.

There are approximately 140 CVE officers in Alberta, and in a perfect world, McCormack would like to see more.

“A lot of our problem is we seem to be able to hire in the hub areas – Edmonton and Calgary – but it’s sometimes very difficult to recruit up to these northern locations,” he said. “Fort McMurray is a primary example. A lot of the times you go

up there, it’s like the Wild West... it’s like shooting fish in a barrel. You could be writing tickets all day, but we don’t have the manpower. We do our best.”

Though he says a good portion of carriers do a decent job, it’s that other percentage that makes it difficult to police.

“Technology is helping us do our job. You’ll never beat just putting an officer out and putting them in an area and checking vehicles, but it’s nice to have.”

– Dan McCormack

“You can go on any trucking website and hear the negativity about the things we do every day, but I would like to think that’s a small portion of the industry and the credible carriers are happy to see us out there because it allows them to operate and not compete against that,” said McCormack. “If you run a reputable company, you do your job, and you’re diligent in your work, you really should have nothing to worry about.” TW

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The evolution of the powertrain

Today's powertrains boast increased torque, less horsepower

By Derek Clouthier

When it comes to the mechanical components that move a truck, it used to be about one thing – generating power.

For a variety of reasons, the powertrain of today is much different from what you would get 20 years ago. Advanced technologies, environmental concerns, government regulations, and the desire to save on fuel costs are some of the reasons behind the change.

Today's engines provide comparable performance to older models, and much more efficiently.

There are still questions, however, when it comes to choosing the right powertrain for each application – after all, how much power do you really need? Is there such a thing as having too much power? And what are the dangers of not having enough power?

We talked to a few industry sales experts who have seen firsthand what today's customers are looking for in a powertrain, and how performance has evolved over the past couple of decades.

"Fleets are starting to understand that it's more about torque and less about horsepower when they're buying engines these days," said Bob McKinley, new truck sales operations for Carrier Centers out of Woodstock, Ont. "The fleets that are really on top of it are ordering things like lower horsepower and more torque because that leads to fuel efficiency, and the power is in the torque."

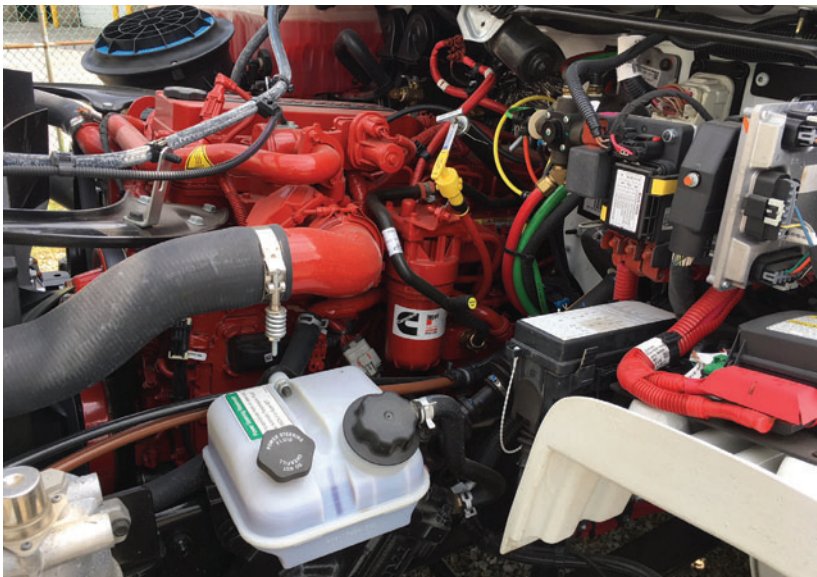
McKinley is seeing a shift toward engines with 1,850 lb.-ft. of torque and 450 hp, a transition from the high horsepower buyers were looking for 20 years ago. Many OEMs, he said, had not yet discovered to simply add more torque to the motor.

McKinley said these days, drivers are "shutting the truck off at road speed limits" and using the higher torque to get up hills, eliminating the need for increased horsepower, which essentially just makes the truck move faster.

Blake MacPherson is a truck sales representative at Team Truck Centres in Windsor, Ont., and he, along with his sales colleague Joel Bezaire, said though engines 20 years ago ran "more free with a better seat-of-your-pants feel when driving," customers need to choose the right powertrain from their particular application.

"With heavy-haul, the more torque and more horsepower, the better," said MacPherson, adding that an overdrive transmission would also be beneficial.

For over-the-road applications,



Today's powertrains are all about torque and fuel efficiency, and less about horsepower.

MacPherson echoed McKinley, saying more torque and less horsepower is the way to go. And for regional hauling, a powertrain with moderate torque and horsepower, as well as a 13-liter engine would work best, according to MacPherson.

The move from 15-liter to 13-liter engines has continued over the past few years.

Mark Dorais, new truck sales representative for Peterbilt dealer Cervus Equipment in Regina, Sask., said emissions targets are driving OEMs to focus on smaller displacement engines.

"A 13-liter engine is commanding the market in North America due to the major fleets in the United States and the lighter weights they haul versus in Canada," said Dorais, adding that the 13-liter can offer better fuel economy, while the 15-liter provides superior performance. "There are OEM engines, such as the Paccar MX, which is a 13-liter engine and offering up to 510 hp and 1,850 lb.-ft. of torque, that do well pulling heavy weights while getting good fuel economy."

Dorais said as technology has advanced over the years, and the materials being used in smaller displacement engines have made them lighter and stronger, they are able to increase performance while hauling heavier weights.

MacPherson had a slightly different perspective with regards to the 13-liter versus 15-liter engine debate.

"The 15-liter is commanding the market between Detroit Diesel and the Cummins X15," said MacPherson.

Longevity, fuel economy, and reduced maintenance were three factors where a 15-liter engine is superior to the 13L, according to MacPherson. It can also command a premium at resale time.

Heavy-haul applications, heavy

vocational, and over-the-road are applications where MacPherson would recommend the use of a 15-liter engine, while regional haul, moderate vocational, crane trucks, and dump trucks are suitable for the 13-liter option.

McKinley said 13-liter engines are starting to come into their own.

"With the 13 liters, we're seeing acceptance in the last six months that we didn't see the six months before," he said of the new International A26 engine. "Everybody wanted to wait and see what other people thought of it. The fuel economy that all 13-liters get is there with (the A26) and the reliability has been there, and we've sure learned the reliability story. It's better to be up and running every day than to get the last drop of fuel."

Tipping his hat to Paccar's MX-13, McKinley said International is moving away from the maligned MaxxForce engine, which had issues, mainly due to the turbo air control valve.

With International now offering the A26, McKinley said the air system has been changed to mirror other engines, and thus far, feedback has been positive.

"It's a good motor. Our dealership has sold about 75 to 100 now and it's been out about a year," he said. "They're doing what they promised to do. They're getting about half a mile a gallon better than a 15-liter. I don't know if a year is enough time, but they are certainly behaving themselves and they have the power to do the jobs."

Reiterating McKinley's opinion, Dorais agreed that today's engines are more about torque than horsepower.

"There's a mindset in the industry that you must have the most horsepower to be able to pull, but in fact it's the torque that gives the power," he said. "Unless a customer is pulling heavy weights, then a



high horsepower engine isn't really required. With the advances in electronics and software programming, engine manufacturers are able to really focus on specific areas and get the most out of their products."

But is there a risk of not having enough power?

"The main thing is flexibility," said McKinley. "Don't paint yourself into a corner with the truck that just (barely) does it and gets the most fuel economy. You might get a new contract to haul something and wish the truck you bought would be flexible and do the new job."

MacPherson believes when it comes to heavy-haul, there is no such thing as too much power, but for other applications, there is some wiggle room.

"With over-the-road, you need to balance your power and torque to achieve maximum fuel economy in your application," he said.

"I don't think there's no such thing as too much power compared to how much power is actually required for the application," added Dorais. "With too much power there's a tendency to put your foot into it, which will burn more fuel. And being under-powered will burn fuel because the engine has to work that much harder."

As for resale value, all agreed it should be taken into consideration when purchasing a new truck.

McKinley said going forward he see less of an issue reselling 13-liter trucks because of their fuel efficiency.

MacPherson countered, saying a 15-liter with automated transmission will always bring the best resale value because all over-the-road and heavy-haul applications should use a 15- or 16-liter engine.

Dorais agreed that bigger displacement engines tend to have higher resale value.

"Customers should really focus on what they require for their application," he said. "It's either fuel economy or performance."

If all else fails when trying to decide what kind of powertrain is best for you, McKinley said to heed the advice of others.

"Our story goes, that if you look at all the big fleets, they're all on B-trains with 450 hp and 1,850 torque, with a 13-speed automated (transmission), so you should too," he said. "If you're a small guy, then learn from the big guy, because they've had the time to experiment." **TW**



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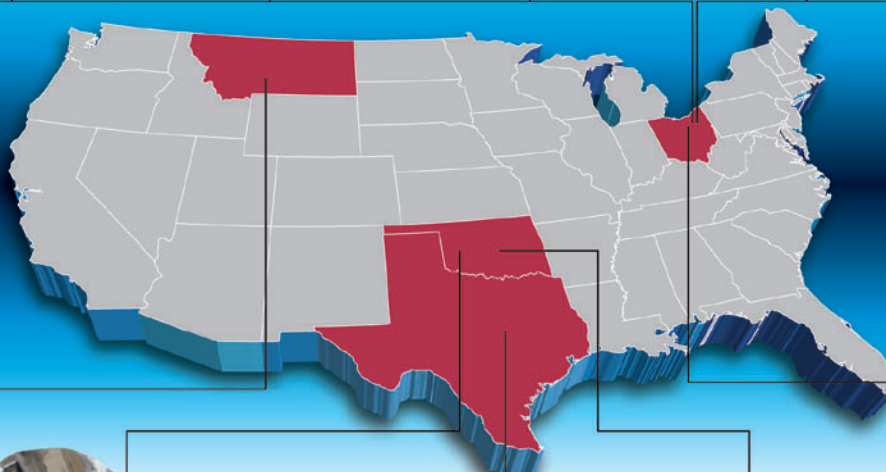
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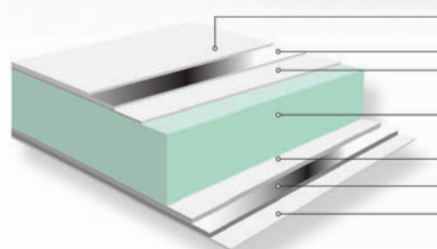
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FRONT AXLE: FXL18, REAR AXLE: S440,
213" WB. **STK# 35847** -1257945



2018 MACK TD714 - TITAN - TRI-DRIVE
MACK MP10-555M, T318LR21, FRONT AXLE:
20.0, REAR AXLE: RZ52-166, 269" WB.
STK# 35755 -1029885



**2018 MACK GU813
- 15' RENN BOX**
MACK MP8-505C, MDRIVE 13 SPD.,
FRONT: 18.0, REAR: S440,
211" WB., **STK# 35783**
-1029941



2018 MACK CHU613
MACK MP8-505C, MDRIVE 12 SPD.,
FRONT: 14.6, REAR: S440, 241" WB.,
STK# 35700 -1265653



2018 MACK CXU613
MACK MP8-505C, MDRIVE 12 SPD HD,
FRONT: 12.5, REAR: S440, 197" WB.
STK# 35719 -1017092



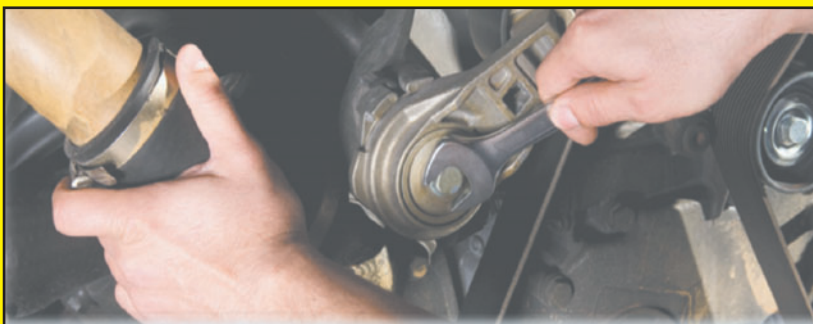
2018 GU813 - LONDON 13M TRAILER MIXER
MACK MP7-425H, MDRIVE 13 SPD, FRONT AXLE: 14.6, REAR AXLE:
S402R, 186" WB., **STK# 35787** -1032753



2018 MACK CXU613
MACK MP8-505C, MDRIVE 12 SPD,
FRONT: 14.6, REAR: RT46-160, 221" WB.
STK# 35696 -1261799



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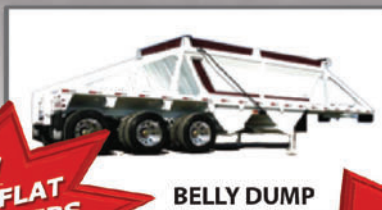
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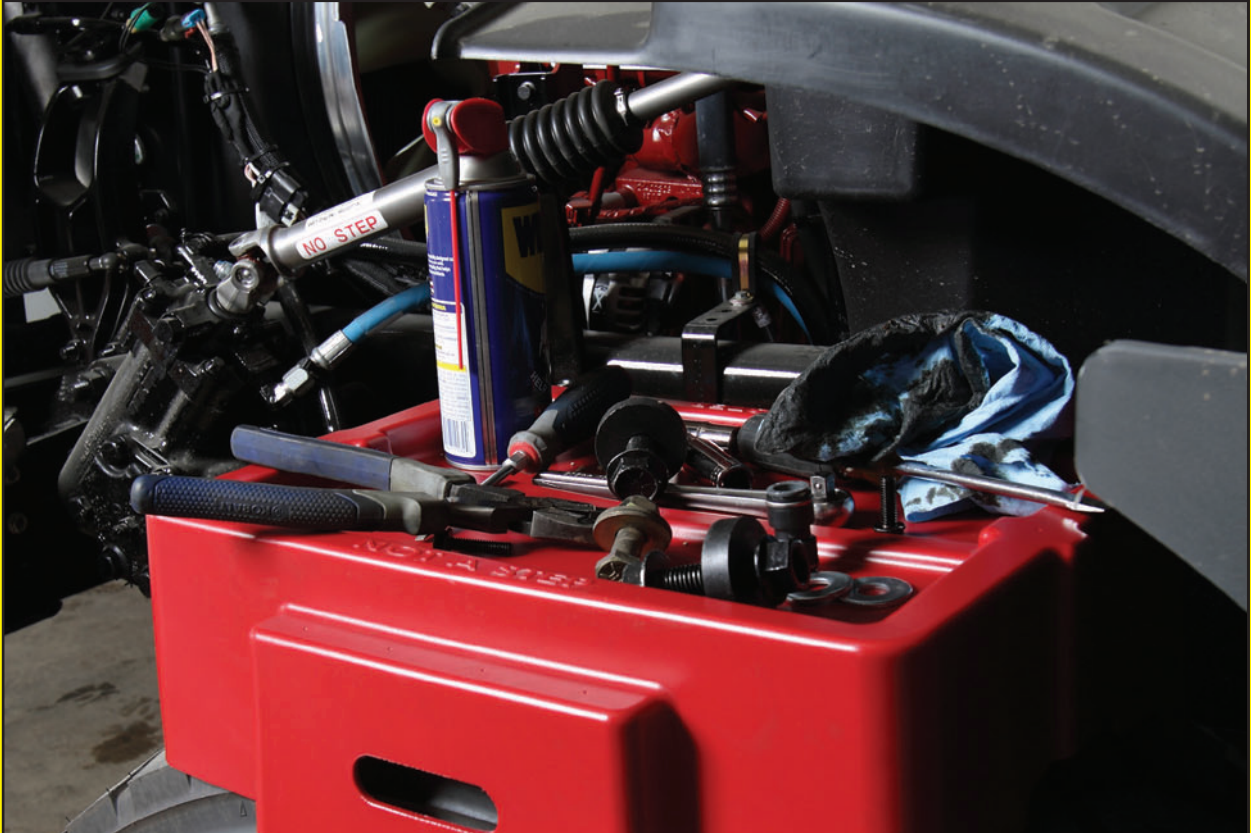
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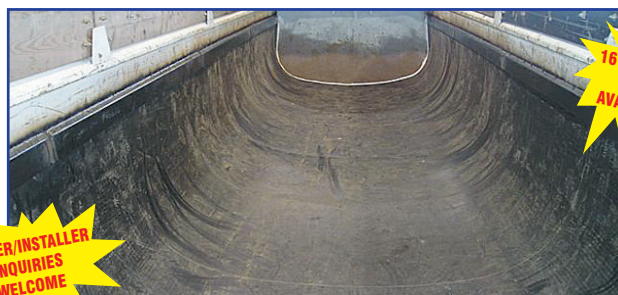
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Mark Dalton: Owner-Operator

By Edo Van Belkom

Greatness is in the eye of the beholder

- Part 2 -

THE STORY SO FAR

Mark travels to New Mexico for a load back to Canada. While he's there, another driver shows up for a load to Los Angeles. The driver looks Mexican and the shipper was expecting someone white and tells the driver there is no longer any load. Mark offers his load to the man, and the shipper ends up giving the man his original load...

Despite Mark's intention not to travel deep into the U.S. for a while after he witnessed a shipper pull a load from a driver he thought would be white but turned out to be of Mexican descent, Mark ended up delivering a load to a Texas border town that was ultimately headed to Mexico.

This time Mark was driving with both eyes wide open, ready to more easily recognize racism – however subtle – for what it was, which was wrong.

However, as he'd traveled south through the U.S., he hadn't witnessed any signs of racism. But then again, he hadn't really interacted with anyone either. So, maybe his experience had been a one-off, something that could be explained as the action of just a single person, or one of those in the minority who gave others a bad name. Mark hoped that was true, so much so that he was willing to put the theory to a test.

After making his delivery, Mark traveled to a warehouse in San Antonio to pick up a load of pet food destined for Toronto.

After his truck had been loaded, but before he could leave, Mark dug out a pair of rainbow pride flags from inside his cab and stuck them on the front fenders of Mother Load. The flags were new and bright and immensely colorful in the Texas midday sun. In fact, it didn't take long for people to notice them.

When the shipper came to give Mark the paperwork he needed for his load, the man stopped at the end of Mark's trailer and leaned back to get a better look at the multi-colored flag attached to his truck and flapping in the breeze.

"Whatcha got there?" the shipper said.

"Got where?" responded Mark.

"That flag, there." He flicked his head slightly toward the front of Mark's truck. "With all the colors on it."

"Oh, that," Mark said. "That's a rainbow flag...you know, a gay pride flag or an LGBT flag."

"A what?"

"LGBT. Lesbian, gay, bisexual, transgender."

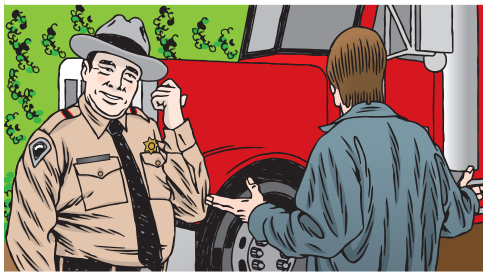
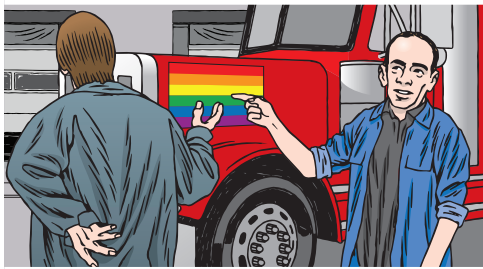


Illustration by Glenn McEvoy

"I know that!"

"But you asked."

The man looked at Mark with narrowed eyes. "I guess what I meant to say was, why the hell do you have it on your truck?"

"Well, it's a funny thing that," Mark began. "I'm not gay myself, but I have a lot of friends who are and a couple of weeks ago, I let them borrow my truck to decorate and drive in a parade. It was actually a lot of fun."

The shipper just stared. Finally, he said, "Are you looking for trouble?"

Mark gave the man a puzzled expression. "Why would I be in trouble?"

"There are people around these parts who don't appreciate that flag, or the people flying it."

"Why would that be?"

"For what it represents."

"You mean, equality, acceptance, freedom of expression..."

"No, that ain't it."

"Maybe I should be flying a couple of Confederate flags instead. Would that be a better symbol? You know, for what it represents?"

After a moment of silence, the shipper said, "You're not from around here, are you?"

"No," Mark said. "I'm Canadian."

"That's nice. I'm from Texas and around here companies reserve the right to not use any drivers who don't believe in the same Christian values as we do."

"Well, I believe in a lot of Christian values, like

that all men and women are created equal and that everyone is equal in the eyes of God."

The shipper smirked a little, then put out an arm to guide Mark out the door.

"Well, let's just say that some people are more equal than others around here."

When they got to Mother Load, the shipper went around the front of the truck and pulled the flags from the fenders. Then, holding the flags in his hands he said, "I know what you're trying to do, but if you want to poke the bear around here you want to find yourself a partner to drive as a team...that, or carry a gun."

Mark said nothing. Then the shipper opened the driver's door and tossed the flags and the paperwork onto the driver's seat. As he turned toward Mark, he smiled and said, "If you want my advice... stop tempting fate and just take this load back to wherever it is you came from before somebody gets hurt."

The man stared directly at Mark as he said the last bit and it sent a bit of a shiver down his back. It was obvious he'd been warned and that it was probably best if he heeded that warning. "Thanks," he said. "I'll keep that in mind."

Several miles down the road Mark was pulled over by a Texas State Trooper.

"Licence and registration," the trooper asked.

Moments later, Mark was asked to step out of the truck. The officer gave Mark a quick pat down search on the side of the road, then did his best to look into the cab of Mother Load through the open driver's door.

"May I ask why I've been pulled over?"

"This truck fits the description of a truck that was recently stolen from a yard in San Antonio."

"I'm driving a Peterbilt that's pulling a Fruehauf trailer. That's about as common as it gets in this part of the country."

The trooper seemed unimpressed. Finally, he said, "Where are the flags?"

"What flags?"

"Wait here." The trooper turned and walked back to his cruiser. A few moments later, after a brief conversation on his radio, he said, "You can go now."

Mark was happy to put the miles behind him" **TW**

Mark Dalton returns next month in the third installment of *Greatness is in the eye of the beholder*.

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On the fast track

NASCAR truck drivers combine passions for racing and trucking

By **Sonia Straface**

DAYTONA BEACH, FLORIDA

To drive for NASCAR, you have to be fast and heavy on the throttle. You most likely have to be a thrill-seeker or an adrenaline junkie, too. And your worries about fuel economy are likely out the window once the flag waves.

Doesn't sound like you? Don't worry. Your dreams of driving for the stock car racing series aren't over just yet. You can still drive for NASCAR, just in a different capacity.

NASCAR truck drivers are the behind-the-scenes winners who travel from track to track hauling everything needed for the big race, like lights, TV cameras, and yes, even the cars.

The NASCAR season, which runs from February to November, is comprised of 36 races at race-tracks all over the U.S. To date, the NASCAR truck driving team has around 40 drivers who work all week long to prepare for the Sunday race days.

One such driver is 39-year-old Tony Fripp. Fripp has been driving for NASCAR since 2006 after being an over-the-road driver for a handful of years with US Xpress.

"I worked up to their Walmart dedicated fleet for five or so years," he said. "I was pulling Walmart freight. And I was at a Walmart in North Carolina delivering and I met a guy while I was there and he asked me if I was interested in driving for NASCAR. And that's how I started."

Like any new job offer, he was apprehensive. "I was comfortable where I was. And I really didn't know anything about the sport," he said.

But after some gentle pushes (from his mother) Fripp pulled the trigger and joined the NASCAR truck driving team.

"And it's been the best decision I've ever made," he said.

Fripp hauls TV and broadcast-gear for NASCAR production.

"My truck never goes home, but I do," he explained. "Once we get loaded from one racetrack, it's on to another. We are always the first ones to get there, and the last to leave."

Fripp's job includes not only driving the truck from racetrack to racetrack, he helps with the unloading of the TV equipment including fibers and cameras. He also helps unload the NASCAR technology trailer and set everything up.

"Mondays and Tuesdays are set-up days and then we start the process of tearing down on



Tony Fripp.

Sunday after the race, and it's off to the next track," he said. "This job is not a typical freight hauler job where you drive up to a dock. Here, you have to put in some manpower. And this job isn't for everyone."

Despite this, Fripp says he loves his job and couldn't imagine doing anything else.

"The best part of my job is I'm a people person," he said. "I like seeing the fans and talking to them. And seeing their excitement and knowing that I had a part in that is the best part. I wasn't a fan of NASCAR before this job. I didn't understand racing before. But once I got into it and they started teaching me about the points, and how you play with part of the car, and learning the logistics, it got interesting to me and now I love racing. I watch it when I'm off."

It also helps that he drives what he calls "the best truck in the world" – the new Mack Anthem.

"I like seeing the fans and talking to them. And seeing their excitement and knowing that I had a part in that is the best part."

— Tony Fripp, truck driver

"My favorite feature would be the overall set-up," he said. "All the gauges are perfectly located. It's so focused. I love that. Coming off of an 18-speed transmission, the mDrive is great. Especially when you're stuck in the race traffic after – you don't want to be shifting gears in traffic. It's the smoothest truck I've ever driven. It

has lots of storage too. I'm always looking for things I've stored away."

Jeff 'Cowboy' Icenhour is also a driver for the NASCAR team. He is a transport driver for Richard Petty Motorsports, a racing team that competes in the NASCAR series.

Icenhour is responsible for hauling car number 43 to each and every race.

"That's my responsibility each week," he said. "I have to make sure that everything we need for the race is on my truck. I always make sure the straps are tight. And make sure the car isn't moving around. The last thing I want is to get to the track and find out it's gotten loose in the back. It's also very important that I make sure I follow the rules and obey traffic to get to each race safe."

Icenhour has been a professional truck driver for 32 years. He said trucking is in his blood, as both his grandfather and father drove trucks.

He's been driving for various NASCAR teams for 16 years, and just started with Richard Petty this February.

Icenhour said he loves driving from track to track, but the best part of his job is that he gets to do something different every week.

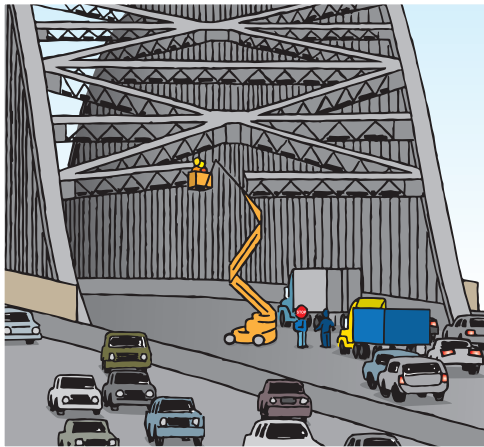
"I like being on the track, and I like that it's more than sitting in a truck all day," he said. "With this job, there's something new every week. Plus, it's a good crew here that I like to work with. Everyone pulls more than their own weight. There's 43 guys that get to do what I do, and I'm very fortunate and blessed to be one of them."

And of course, he's a NASCAR fanatic.

"You just about have to be for this job." **TW**

The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom



With that one incident, what had been a great, regular, and well-paying route had become a break-even or money-loser overnight. It was still too early to tell just how much the delays were going to cost Vic in terms of time and fuel, but there was no doubt his bottom line was going to be affected. Perhaps the saddest part was that any money lost was the fault of a fellow truck driver.



Vic has been driving the QEW for some time now, hauling scrap steel from one scrap yard to another. On his last trip, he saw a dump truck driving along with its box raised and tried to stop it before it ran into the Burlington Skyway Bridge, but he was unsuccessful and the collision put the bridge out of commission for days.

Now the repair effort is fully underway, but there are still lanes that are blocked and traffic moving in that direction has been reduced to a crawl.

Illustration by Glenn McEvoy

Finally, Vic gets past the place where the crash occurred, and – even though he’s travelling in the opposite direction – he’s able to see the amount of damage that was done. Obviously, the repairs were going to take more than a few days to complete. Vic, like everyone else on this route, was going to have to find a way around the bridge. Easy to say, but any alternate route he found was going to have the same sort of delays due to volume.

However, after getting through the slowdown and with a clear road ahead, Vic was buoyed by the thought that the bridge would be repaired soon enough and things would eventually get back to normal. There was still more than a month’s worth of work on this job and the damaged bridge was only a short-term obstacle to be overcome.

But then Vic gets a phone call.

SUDDENLY...

“But there are still **dozens** more loads of steel...”

“Those **tariffs** are supposed to hurt the **steel industry**. I’m just a truck driver.”

“It’s the **tariffs**.”

The deal for all that scrap fell through.”

“In a trade war **everyone** gets hurt.”



MEANWHILE IN WISCONSIN...

Canadian retaliatory tariffs are having a similar effect on drivers just like Vic.

“What do you **mean** they don’t want our **cucumbers** anymore?”

“It’s the **tariffs**.”



“Damn Canadians! What am I supposed to do now?”



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Mullen Group announces pair of acquisitions

OKOTOKS, ALBERTA

The Mullen Group announced it has entered into a letter of intent to acquire the shares of Canadian Hydrovac Ltd. (CHL), as well as an agreement with AECOM to acquire the business and assets of the company's Canadian industrial services division.

Based out of Sherwood Park, Alta., Canadian Hydrovac services midstream, pipeline, construction, and municipal sectors in Western Canada. The company has additional branches in B.C.'s Lower Mainland and in Saskatchewan.

"This acquisition is an excellent example of how our orga-

nization approaches acquisitions," said Murray K. Mullen, chairman and CEO of the Mullen Group. "Not only do we acquire an industry leader in a growth market, we now have a real opportunity to generate margin improvement from the synergies associated with combining the assets with our existing hydrovac and specialized combo units business in Western Canada, including those that we will acquire with the recently announced AECOM purchase."

The Mullen Group announced its agreement to acquire the business and assets of AECOM's Canadian industrial services division (ISD) on June 11, which operates largely within the heavy oil and oil sands regions in Alberta.

The company employs more than 350 people and has over 250 pieces of equipment, including pressure trucks, hydrovacs, vacuum trucks, combo units, fluid hauling equipment, and various others.

"This opportunity is a perfect synergistic fit in our organization given that the business and

assets of AECOM ISD virtually overlap three of our business units in the production services division of our oilfield services segment," said Mullen. "The fact that the services sector of the oil and natural gas industry in western Canada remains very competitive reinforces our belief that only those companies with the right cost structure and strong balance sheet will survive today's challenging market conditions and be positioned to capitalize on future opportunities when growth returns to the oil and natural gas industry. With this acquisition not only do we grow and strengthen three of our business units, we add a quality work force, which is a real challenge for oilfield service companies in today's environment of low unemployment and tight labor markets."

The AECOM deal is expected to add around \$70 million in annual revenue to the Mullen Group, and CHL, which will operate as a standalone business unit within Mullen's oilfield services segment, is anticipated to garner approximately \$25 million in revenue annually. **TW**

TRUCKWEST Advertiser's Index



Buy Sell Trade.....	40	Mac Trailer.....	33
Canadian Loadshare Suspensions.....	40	Mack Sales & Service Of Nanaimo.....	36
Custom Truck Sales.....	35	Nortrux.....	37
Dealer Co-Op Ad With Mack Trucks ...	36,37	Ocean Trailer.....	41
EZ Repair.....	38	Redhead Equipment.....	37
Fleetstop Trailers.....	38	Riordan Leasing.....	38
Gear Centre.....	39	Ryder.....	40
Gincor Truck & Trailer Werx.....	34	The Minimizer.....	39
JM Turbo Technology Inc. (Canada).....	34	Transwesterntruck Centre.....	36
Kingpin Trailers.....	34	Truck-Liner 2000 Inc.....	40

Accutrac.....	7	Meritor.....	21
Alberta Motor Transport Association...	24	Michelin Tires (Canada).....	46,48
Bison Transport.....	30	NAPA Auto Parts.....	26
Child Find-Missing Kids.....	23	Navistar Canada.....	16
Chevron – Inside The Numbers.....	4	Newcom Events.....	5
(CITT) LBC Capital.....	11	Ritchie Bros. Auctioneers.....	7
Crossword Puzzle/Solution.....	24,45	SAF Holland Canada.....	27
Cummins Inc. (US).....	13	Safety Driven - Trucking Safety	
Detroit Diesel.....	2	Council of BC.....	15
Eberspaecher Climate Control		Shell Canada Products.Ltd.....	14
Systems Canada.....	23	Siemens Transportation Group.....	31
Fast Forward.....	45	Surface Transportation Summit.....	8
First Truck Centre.....	9	Total Canada.....	18
Fleet Safety Council.....	12	Trailcon Leasing.....	22
FortisBC.....	25	Transcourt Tank Leasing.....	17
Imperial Oil.....	47	Tremcar Inc.	10
Inland Kenworth.....	11	Tri-Line Carriers.....	29
ISAAC Instrument.....	19	TruckPro.....	25
Justice Institute of British Columbia...	20	Versacold.....	28
Maintenance Best Practices.....	44	Volvo Trucks Canada.....	6
Management Best Practices.....	42		

1 G U A R D R A I L C A T

E I I N Y A R

8 A K R O N A C T E R R A

R D G L X G C

10 S L U S H B O X 11 S O O T

C I G 12 K O

13 A N T H E M 14 B A N G O R

U S 16 P N E

17 T E A M 19 W I N G F O O T 20

O L 21 K G A R I

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Family-run business not afraid to change with the times

By Derek Clouthier

KAMLOOPS, BRITISH COLUMBIA

Greg Munden is doing something unique with his family-run trucking company.

Nestled in the interior of B.C., Munden Ventures focuses on more than transportation, stretching its wings into forestry and maintenance in an intentional effort to diversify its portfolio.

But it's what the Munden family has done to attract and retain drivers that has seldom been seen in the trucking industry – paying drivers by the hour.

"The main reason we made the transition is because I think all of the industry is going to have to change," said Greg Munden, president of Munden Ventures. "People have to feel like they're getting paid for every hour they're out there doing something for you, and rightly so. Almost every other area of employment would have that as an option for their staff."

Launched in 1967 by Greg's grandparents, Craig and Louise Munden, the company has grown over the years while staying true to its roots.

Craig managed a large trucking outfit prior to branching off on his own. Traveling all over the U.S. for work, Craig and his wife ended up on Vancouver Island, and ultimately in Savona, B.C., where he landed a log hauling contract.

"That's how we got started in logging," said Greg. "The company he managed went there initially and was very different from anything that company had ever done. They were mostly into iron ore and cement."

After a couple of years, the carrier Craig was managing decided it wanted to return to doing what it knew best. Craig and Louise acquired some trucks from the fleet, started their own company and continued to haul logs in the Savona area.



Greg Munden, left, and his son Nolan, along with other members of the family have worked to make Munden Ventures a success since the company's humble beginnings back in 1967.

To this day, Munden's transportation division, which is made up of 13 trucks, is exclusively in the log hauling business.

"We're a very small fleet and quite a bit different from what (my grandparents) had," said Greg. "We've tried to take some steps to diversify into some other facets, still connected to trucks largely."

Greg and his wife, Kim, have been running the company since the mid-90s, with their children, Janessa and Nolan, a big part of the family effort. Nolan is even a Red Seal certified mechanic at the young age of 23.

Over the years, Munden Ventures was split off into different operating companies that were independent from each other but shared facilities and continued to collaborate.

"We do some different things – log harvesting, we've got a commercial truck shop – we do a lot of outside, third-party, customer repair maintenance programs, inspections," explained Greg. "About 70% of our shop work is now outside customers."

They also have a new tank building division, as well as inspection and repair for petroleum and water tanks.

"In a lot of ways it's good," Greg

said of the company's expansion. "We're certainly way more diversified. I think we have a better chance at weathering those forest industry cycles that inevitably happen."

Greg said he has been conservative when it comes to growth, particularly on the trucking side.

"I think everybody right at this moment is presented with quite a few opportunities to grow their trucking fleet," he said, "but we were more interested in diversification."

Greg was happy to stand on the sidelines and see how other carriers and the industry as a whole would deal with attracting new drivers.

"Certainly, the industry is going to be facing a lot of pain," said Greg, who is happy with how it has all worked out for Munden. "We've put quite a bit of energy into trying to be unique and creative in terms of trying to make the job as good as it can be."

Part of that energy was to make the shift to the hourly pay system, which is unique in the trucking sector.

"I think quite a few areas of our industry are still on proactivity-based pay, so whether it's by the mile or a percent of what the truck makes, that's traditionally been a

big way that trucking companies have chosen to pay, and drivers are kind of used to getting paid that way too," said Greg.

In addition to hourly pay, drivers at Munden who exude excellence in the safe and proactive operation of their vehicles receive a bonus.

Drivers at Munden have been using ELDs for several years now, as Greg is a proponent of the new technology for its ability to "be the great equalizer" and attract a new generation of drivers.

"I think we have to progress," said Greg. "Even under regulatory hours-of-service, it's a very long day that they're allowed to work, so if we want any hope of attracting people to this industry, we certainly shouldn't be asking them to exceed the regulated hours-of-service. I think going forward we have to find ways to be more creative."

For a company that has been named a Top Fleet Employer by Trucking HR Canada, Munden has had its challenges overcoming the hurdles of moving to an hourly pay scale and implementing ELDs.

But Greg is thankful they did. "Those two things were a challenge that in hindsight I'm really happy we moved forward with," he said. "I'm happy our drivers have enough confidence in the company that at the end of the day, even if they're nervous about it, they believe we'll do the right thing and it will turn out OK." **TW**



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