



TRUCKWEST

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As the trucking industry navigates its way into the future, this past year had its share of successes and challenges, and 2019 is shaping up to be no different.

Reflections and foresight

Western associations highlight greatest achievements of 2018, challenges for coming year

By Derek Clouthier

LANGLEY, BRITISH COLUMBIA

Another year has nearly come and gone, and 2018 had its fair share of news that shaped the industry in one way or another.

Whether it was how Canadian carriers were adjusting to the ELD mandate south of the border, what steps the industry is taking to address the need for more drivers, or the push for mandatory entry-level driver training in the aftermath of the Humboldt tragedy, the industry had a lot on its plate in 2018, and will continue to in the coming year.

Truck West spoke to each of the western associations to see what they thought was their most significant achievement this past year, and what they could foresee as being the biggest challenge of 2019.

British Columbia

For the British Columbia Trucking Association (BCTA), 2018 was all about making life for their members a little bit easier when it came to government red tape.

Shelley McGuinness, communications specialist with the BCTA, highlighted several wins for the association and its members on this front, including a strategy for one carrier for dealing with HOS restrictions exacerbated by delays from a long-term construction project in one region. Another was for the recall of a PST bulletin for aggregate haulers that required businesses selling and delivering product to tax deliveries, where the same was not required for third-party transporters.

The BCTA was able to reverse permit fees incorrectly applied to heavy-haul carries. They also helped unblock delayed permit approvals and assist with reservations for over-dimensional vehicles on B.C. ferries, which McGuinness said was causing headaches due to long wait times.

“These are a few brief highlights, but overall, BCTA saved approximately \$3.54 million through policy and advocacy ‘wins’ and other types of assistance for our members and the industry this year,” said McGuinness. “We put time into industry-wide issues and those are important, but what our members also need is

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Image can be everything

Panel says industry must step up to attract more people into trucking

By Derek Clouthier

SASKATOON, SASKATCHEWAN

There is a popular notion that if you pay, they will come, but much more goes into recruiting and retaining a quality workforce.

Image plays a key role in the trucking industry’s struggles to attract a new, younger crop of employees. As a group of six panelists pointed out, work-life balance, safety, and comparable values all come into play when considering a career path.

Speaking during the Saskatchewan Trucking Association’s (STA) annual AGM and Gala in Saskatoon Oct. 26, Erin Diehl, co-owner of D&E Transport, said it’s all about providing the basic needs anyone would expect in a workplace.

“In our experience, to keep anyone interested in a career – women, Indigenous Peoples, minorities – you need to have the basic amenities for them,” said

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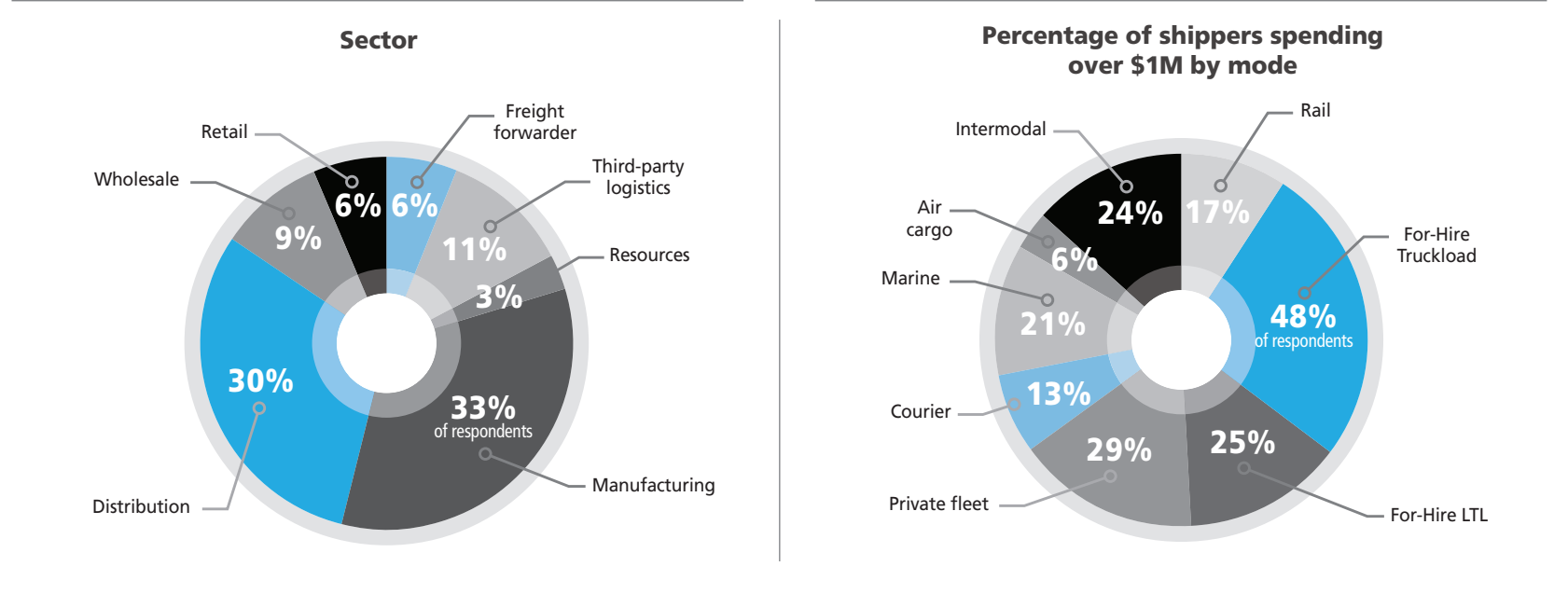
Freight Frenzy

Shipment volumes are higher than expected in 2018.
Can it continue into next year?

How busy has 2018 been? Advance results from our annual Transportation Buying Trends Survey shows almost two thirds of Canadian shippers increased their freight volumes in 2018 compared to the previous year. And almost a quarter kept their freight volumes on pace with 2017, which was a strong freight volume year itself. Buoyant freight volumes are expected to continue into next year with 6 in 10 Canadian shippers expecting further increases in their freight traffic and more than a third expecting the pace to stay the same.



Follow Lou on Twitter @LouSmyrlis.



Shipment levels in 2018 compared to previous year

Down more than 20%	0% of respondents
Down 10-20%	1%
Down 5-10%	6%
About the same	24%
Up 5-10%	39%
Up 10-20%	18%
Up more than 20%	8%
Not sure	4%

Shipment level projections for 2019 compared to this year

Down more than 20%	0% of respondents
Down 10-20%	2%
Down 5-10%	2%
About the same	35%
Up 5-10%	48%
Up 10-20%	10%
Up more than 20%	2%

Canadian shippers expecting to increase use of modes

Rail	26% of respondents
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Private fleet	16%
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Marine	35%
Air cargo	13%
Intermodal	31%

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Westcan's safety program receives gold recognition

EDMONTON, ALBERTA

Westcan Bulk Transport recently took home gold for being Canada's Safest Employer in the transportation category.

The award was handed out by Canadian Occupational Safety in Toronto, recognizing the carrier, which has 800 trucks hauling across Western Canada, Ontario, and the western Arctic.

Westcan drivers are required to stop every three hours for an eight-minute break, something Dan Columbus, vice-president of health, safety, and environment at Westcan, said is important.

"You can do your walk around,

you can do your stretches, you can check your messages, you can update your journey management plan, and then you can get back on the road," said Columbus.

If a driver fails to stop every three hours, a notification is sent to the driver through an electronic log system requesting them to pull over.

Westcan implemented this new policy last year, and despite the amount of time stopping every three hours takes, Columbus said it's worth it.

"We feel that the efficiency of being prepared, alert, well-rested, not having incidents, and the continuation of work in the health

of our employees, that's a great investment," he said.

The company also found a new provider for its fatigue management program last year, which has improved screening, therapy, monitoring, and follow-up for sleep apnea.

Westcan replaced around 100 machines at a cost of more than \$260,000 to upgrade the fatigue management technology.

Other safety initiatives Westcan has employed included a "Distraction Month" to refresh employees on the dangers of distraction – company drivers are not permitted to use Bluetooth, unwrap food, or read maps while behind the wheel.

"We believe if your mind is not on task, no matter what task you're doing, there's a risk you could be injured, a family member could be



injured, or environmental damage, it could be numerous things," said Columbus.

Westcan is also prioritizing its health and wellness program to ensure employees are in top health throughout their careers.

"We know with our onboarding process we get very healthy employees. Why is it that later, people get sick?" said Columbus. "Is it the way they eat? Is it the stress of home or the stress of work? We've taken our health and wellness program and we're looking at prevention with our solutions. It's body, it's mind, it's health, it's about bringing all of that together." TW

Hiway/Eskimo group acquires company, adds to leadership team

CALGARY, ALBERTA

Recently merged Hiway/Eskimo Refrigeration has acquired Chill Tech Reefer Services, and added to its leadership team.

Chill Tech, an independent transport refrigeration service, had been operating in the Calgary area for 16 years.

The acquisition adds to the company's service capabilities as a dealer for Carrier Transicold in Alberta, as well as B.C. and Saskatchewan, providing sales, parts, and service of temperature-controlled equipment, APUs, gensets, and telematics.

Former Chill Tech owner Jay Somers joined the Eskimo team as its business and technical development manager. Other mobile refrigeration technicians have also made the move to the Eskimo team.

"We are thrilled to have Jay as part of our senior leadership group and the exceptional capability of his service team," said Kevin Johnson, president of the Hiway/Eskimo group. "This increased service capacity immediately positions Eskimo to support the growing Carrier install base in Alberta."

Kate Featherstone has also joined the Eskimo team as general manager of the Calgary location.

"Kate's unique skillset, experience, and dedication to customer service make her ideally suited to this challenging role within our organization," said Johnson. TW



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Derek’s deliberation

Solving work-life balance conundrum for drivers necessary for recruitment

What’s more important when people are looking for a job or career; how much they get paid or having a work-life balance?

I’m sure the answer would depend on the individual, but in the never-ending discussion on the driver shortage that has consumed the narrative during the past few years, it seems like some believe that the answer is simple – pay drivers more money and that will help ease the problem.

I’m not so sure this is the case.

Yes, it’s nice to get a bigger pay cheque, and no one I’ve ever met would complain about getting more money. There is, however, a lot to be said and desired about occupations that can provide a work-life balance, particularly in this day and age.

Like it or not, today’s worker is not the same as previous generations, and that’s not to say they are any less productive. A lot of generations from the past – Baby Boomers, Traditionalists, and even Gen Xers – have the notion that because they work longer hours, stick with one employer, or perform more physical work-place duties that it means they are somehow a more valuable employee and harder worker.

Granted, they may be harder workers, but that’s only because in

decades past they had to be. Today’s technology and the overall nature of how the work-force is made up have changed the landscape of the occupational options that are available in 2018 and how those occupations are performed.

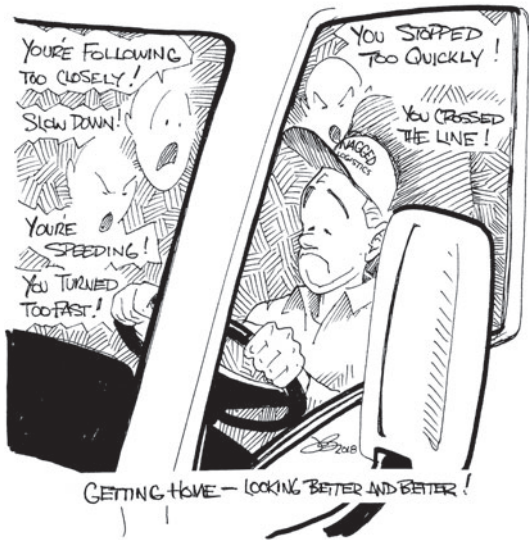
The expression “work smarter, not harder” has never rang as true as it does today.

Industries like trucking have suffered mightily because of the very nature of what the job entails. Aside from the lucky drivers who work regionally and are home every night with their families, being a truck driver means being away from home, working long hours, being alone, and leading a relatively unhealthy lifestyle.

The very nature of being a long-haul truck driver is exactly the opposite of what the majority of today’s potential workers are looking for in a career.

Work-life balance has never been more important than it is right now.

Carriers may be able to increase their pay, as some have, and see some positive results, but long-



term, I doubt the simplistic monetary strategy will work.

The more conferences I attend, the more I hear how better salaries are great, but finding a way to improve the work-life balance for a driver is the key to unlocking the door to the next generation of drivers.

So how can the industry provide a better work-life balance to long-haul drivers and still pay them a decent wage?

It’s not easy, and I wish I had a simple answer. Shorter, more regional routes, where loads are transferred at certain check points to another driver, is one idea. But

would this end up driving up transportation costs, which would trickle down to consumers? Perhaps.

Another opinion out there is that at some point, autonomous trucks will replace the long-haul driver, and the only human drivers will be regional. Is autonomous the perfect solution to the driver shortage?

It’s strange to contemplate a trucking industry where long-haul routes are performed autonomously while short, regional routes are done by human drivers who go home each and every night.

But unless someone comes up with the solution to improving work-life balance for truck drivers to complement improved pay, it may be the only way the industry will thrive in the future. **TW**



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Freightliner Manitoba to expand at CentrePort Canada

WINNIPEG, MANITOBA
Freightliner Manitoba plans to build a new, 78,000-sq.ft., state-of-the-art facility at CentrePort Canada's Brookside Industrial Park.

Expected to open early 2020, the new building will sit on 13.5 acres and boast 35 service bays, an indoor showroom, warehousing space, and an enhanced new service and parts department.

"Our new location gives us the chance to more than double our space and build an extremely exciting service concept for Manitoba," said Ken Talbot, president of Freightliner. "We're excited to offer our customers and employees

more: more space, more parking, and a more modern facility overall. We also plan to grow our staff once we move in to the new location."

Canada West, a privately-owned real estate investment group based in Edmonton, Alta., will also invest at CentrePort, spending \$60 million to construct up to eight build-to-suit and build-to-lease buildings on five lots within the park.

"The market has a very limited supply of new, well-designed industrial commercial space especially in the Northwest," said Dale Klein, president of Canada West. "National tenants are looking for



comparable properties to what they have in other markets. In Winnipeg, the build to suit option is really their only option. We believe the location of the Park, and

its connectivity to transportation, coupled with our level of fit and finish will be a competitive advantage. Winnipeg is an incredible market to invest in because there is high demand and so much potential for growth. Before even breaking ground, we already have one tenant secured and expect to have several more confirmed soon."

"We are thrilled that Freightliner, who has been at CentrePort since the beginning, and Edmonton-based Canada West have both found a home for their new facilities at CentrePort," added Diane Gray, president and CEO of CentrePort. "Both companies have strong visions for their futures. They're investing in the continued success of their individual businesses, but they will also contribute the overall growth of Manitoba's economy. That's ultimately what CentrePort is all about." **TW**



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Stiffer penalties in Manitoba for distracted driving

WINNIPEG, MANITOBA
If you're driving and itching to take that call, it's best to wait, as distracted driving laws were beefed up in Manitoba.

Starting Nov. 1, anyone caught using a cellphone will have to surrender their driver's licence immediately and face a short-term suspension.

First-time offenders could face a three-day roadside licence suspension, with further offenses in the following 10 years resulting in a seven-day suspension. A \$50 fee will be required to have any suspended licence reinstated.

Officers will also notify Manitoba Public Insurance (MPI) of any driver who is charged with careless driving. MPI will then review the driving record of the offender to determine if there will be any additional penalties.

Fines for distracted driving skyrocketed as of Nov. 1, from \$203 to \$672, with demerit points for careless driving increasing from two to five. **TW**

OPINION

Petrol Points

U.S. midterms could resurrect pipeline drama

With the U.S. midterms completed, it now means we're at the halfway point in this political three-ring circus. The clown costumes may have changed, but they're still clowns, and clowns can be scary.

With the Democrats now in control of the House, it makes me wonder how anything that can't be vetoed by a Trump executive order will ever get passed. Will the dawning of a renewed left-wing only create the resurrection of an Obaman environmental shadow? Will pipelines south of the border get mired in the same political quagmire that politicians happily roll around in north of the border?

Don't look now, or maybe you should.

One of the many Enbridge pipelines crosses from Michigan to Ontario via the Straits of Mackinac, bringing 540,000 bpd of WCS to the Sarnia refining hub. The newly elected Democratic governor, in pre-election speeches had vowed to decommission the pipeline despite the Enbridge proposal to upgrade the under-water portion to the tune of between \$350 and \$500 million.

So here we go again.

To the best of my knowledge, international pipelines fall under the jurisdiction of the Secretary of State, who reports to the president, in much the same way that interprovincial pipelines follow Ottawa's rules or ruler, so they say. We know what happened to the XL pipeline when it reached Obama's desk. Will we have a repeat of the theatrics with this project?

We are in clear and present danger of having the Trans-Mountain never-ending comedy of mismanagement morphing into a Trans-Michigan copycat killing. Will the governor of Michigan be forced into a head-to-head with President Trump? I'll pay to watch that one after I've seen the Justin Trudeau versus Doug Ford carbon tax battle in the warm-up match.

So why is this Mackinac line to Sarnia such a big deal?

In a recent Weekly Energy Report, I described how western refiners in Canada and the U.S. Midwest use the discounted WCS as their feedstock. If you look at the Q3 refining margins, you'll see record highs for any refiner using WCS as feedstock. The October refining margins illustrate why the Mackinac line will be a political line in the sand in Ontario. The margins are as follows: Vancouver, 61 cpl; the Prairies, 48 cpl; Ontario, 37 cpl; Montreal, 8 cpl; while Halifax and St. John were at 3 cpl.

As Sarnia is home to all of Ontario's refining capacity, if the Mackinac line is indeed XL'd, the refining input characteristics and meaning costs



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

will change from bargain-basement WCS to top-shelf priced Brent. This means Ontario refining margins could fall 30 cents per liter.

As oil companies do not head the class in economic altruism – a course they never even registered for – you can bet your bippy that Ontario will pay the piper for the lack of pipe. **TW**

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Road tour

Kenworth makes two Alberta stops on its road tour to show off the new W990

By Derek Clouthier

EDMONTON, ALBERTA

There was a lot of buzz around Kenworth Trucks' new W990 following its unveiling in Las Vegas this past September, and not everyone was thrilled with the traditional look.

For some, seeing the truck in person makes all the difference, and that was the goal of Kenworth's road tour, which made a stop in Leduc Nov. 9.

Holding an event at the Edmonton Kenworth to show off the W990, the Leduc stop was the third in Canada, with stops in Montreal Nov. 2 and in Grand Prairie, Alta., Nov. 8.

Mike McDowell has been on seven road tours for Kenworth, and for him, what stands out the most about the W990 is the long hood design.

"A lot of the true Kenworth drivers, who are hardcore drivers, will probably agree," said McDowell, "seeing the hood back is going to be a big plus."

The tour was separated into two segments, with the primary



Mike McDowell has been on seven road tours for Kenworth Trucks, and after driving the W990, he says it's the long hood that is the standout feature.

segment being the one that included the three Canadian visits.

Jaret Pieper, district sales manager for Canadian Kenworth Company, said each stop on the tour was strategically planned.

"What Kenworth did is we chose the Top 3 dealership groups in Canada, as far as W900 sales went, and influential voices for the W900 to come see this new product – the W990 – in person," said Pieper.

"Passionate drivers drive that traditional looking truck, so we can get big crowds for this one just on that reason alone."

Pieper said at the Grand Prairie event the day prior, several customers from the vac truck, hot oiler, and fluid haul sectors voiced interest in the W990.

He also said the W900 – the model preceding the W990 – was a big seller in the area. For example,

the W900 makes up about 75% of the trucks Greatwest Kenworth in Clairmont, Alta., sells.

"It's a trucker's truck...that long nose and traditional truck look," said Pieper. "They are voices that are very influential and have the acceptance of a new model."

Pieper did admit that following the W990's unveiling in Las Vegas that he almost wanted to stop reading some of the opinions he saw on social media about the truck. He said getting influential industry representatives to see the truck in person and share their thoughts on the new model would be the best way to get the word out about the W990.

"To get people to see it in person is much different than in pictures," he said. "In person, the truck just appears that much more robust and with a classic look."

McDowell agreed, saying photos taken of the W990 for the road tour "did not do the truck justice" and seeing it in person makes all the difference.

One negative for McDowell being the driver for Kenworth road tours is not allowing himself to get too

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Road bend

attached the brand new models he gets to call his own for an all too short a period of time.

“The problem now is that I get separation anxiety because I’m in something just long enough to take it around a few times,” said McDowell. “The trucks today are a luxury car with a better view. And when I’m driving, I’ve got a better view of the road.”

The crowds have certainly come out to see the W990, including in Canada, where McDowell said he has seen more people than usual.

“The reception has been phenomenal on this truck. In the past, usually we’d get crowds of anywhere from 75 to 90. Right now, we’re topping a couple of hundred...which is way beyond what I’ve seen in the past.”

When it comes to what stands out for McDowell on the W990, he said, “It will always be the hood. I always liked the long hood...that would be the number one feature I would look for. It’s like I’m taking a blast from the past (with this truck).”

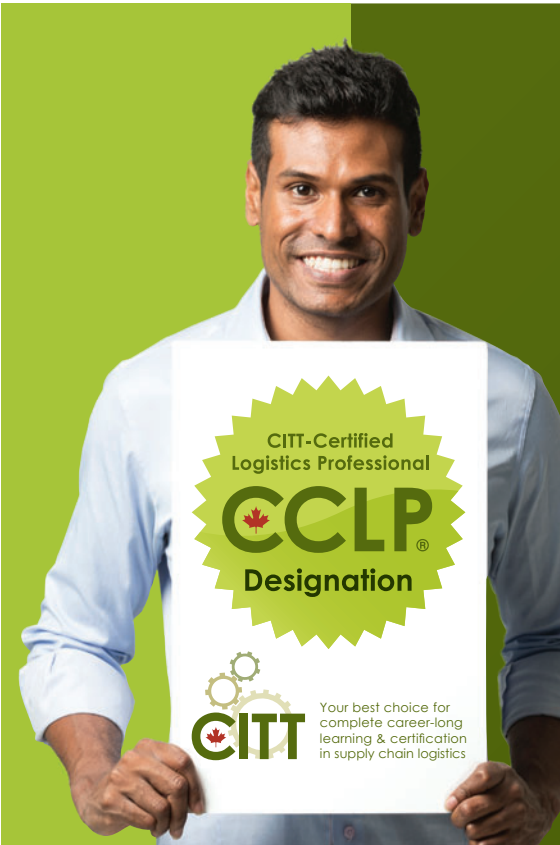
“To get people to see it in person is much different than in pictures. In person, the truck just appears that much more robust and with a classic look.”

— Jaret Pieper

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Pieper said there were a number of W990s that were set aside for customers who attended Kenworth’s launch event in Las Vegas, each guaranteed an allotment of trucks to be built in the first quarter. Another set of W990s were set aside in the first quarter for dealers’ stock.

Following the Leduc stop, the Kenworth road tour moved on to Billings, Mont., then Salt Lake City, and concluded Nov. 16 in Phoenix. **TW**



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Trucking and trade

Fields on Wheels panel addresses trade, MELT, and truck transportation in Manitoba

By Derek Clouthier

WINNIPEG, MANITOBA

For a small fleet in rural Manitoba, transportation and trade go hand-in-hand.

Evan Erlandson, owner of E2 Trucking, underscored the impact cross-border trade has on his industry and individual business, which concentrates on hauling bulk freight between Manitoba and South Dakota.

“In my world, trade is transportation and transportation is trade,” said Erlandson. “Without one, we do not have the other.”

Erlandson spoke during the 23rd annual Fields on Wheels conference in Winnipeg Nov. 2, painting a picture of what the day-to-day life of a truck driver entails, and saying the public had little knowledge of this reality.

“Truck drivers are a hardworking bunch for the most part, but that is not the public perception,” he said. “The public perception of truck drivers is not positive, and I’ll admit that it is self-inflicted, and it has to change.”

Breaking down the Monday to Friday schedule, Erlandson showed



Evan Erlandson speaks during the 23rd annual Fields on Wheels conference in Winnipeg Nov. 2.

his driver covering 4,376 kms, with 47.4 hours of driving time, and an additional eight hours of on-duty time.

“In the trucking world, I’d venture to say this looks like a pretty nice schedule,” said Erlandson. “But if most of us are honest with ourselves, we probably wouldn’t sign up for this schedule. But that’s the reality.”

In addition to the common challenges any startup business would face, Erlandson highlighted some of the hurdles carriers like his must clear working in an industry with increasing rules and regulations.

Saying that every change in regulation results in a net loss of drivers, Erlandson pointed to the challenges he has faced with the implementation of ELDs and how stricter licensing and insurance protocols, though necessary, can work against efforts to ease the driver shortage.

“Ontario has made it very hard to insure a driver who has less than three years of driving experience,” Erlandson used as an example, adding how he has seen new drivers come into Manitoba seeking employment as a result. “I’m not sure that solves any problems, but it does cause problems for neighboring provinces.”

Addressing the need for a mandatory entry-level driver training (MELT) program in Manitoba, Erlandson said it is incredible what some drivers will do and it is beyond him how they acquire their Class 1 licence.

Manitoba’s minister of Infrastructure, Ron Schuler, also spoke during the conference, saying a MELT program was coming to the province “sooner rather than later.”

“It’s coming, and I thought I had it a couple of months ago, but I didn’t,” Schuler said, telling *Truck West* that the proposed piece of legislation is currently sitting on his desk.

The minister admitted that the Humboldt Broncos team bus tragedy was the catalyst for the push for MELT.

He also spoke passionately about the need for the ELD mandate in Canada.

Answering a question about e-logs, Erlandson admitted that in the past, drivers and carriers would tweak paper logbooks to “stay alive,” a statement Schuler said was exactly why ELDs are needed.

“It’s coming and it’s necessary,” said Schuler, stressing the need to stop drivers from “cooking the books” to get ahead.

Another issue trucking companies face according to Erlandson is infrastructure, including roads and proper rest stops for drivers.

He said the primary reasons for choosing to run a north-south route into the U.S. was because of how well the roads are maintained south of the border and the high number of rest stops for his drivers.

Erlandson said the U.S. infrastructure system is “one of the wonders of the world,” as far as he is concerned, which saves his company in maintenance costs and improves the life of his drivers.

Schuler pointed out that in the U.S., specifically the Dakotas where E2 Trucking operates, they do not pay for a healthcare system as is the case in Manitoba, which affords them more funds to be put toward infrastructure.

Schuler did praise the transportation sector as a whole, saying, “We understand that you can have the best crop, the best product, but if you can’t get it to market, it has no value.”

Trade is an important cog in Manitoba’s economy, accounting for \$35 billion, with approximately \$5 billion coming from the agriculture sector, according to Schuler.

Fields on Wheels is hosted by the Canadian Transportation Research Forum, a non-profit association made up of transport professionals from a variety of backgrounds, including trucking companies and shippers. **TW**

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CN ups its intermodal supply chain service with TransX acquisition



subject to regulatory review by Competition Bureau Canada and the Ministry of Transportation.

“CN is investing into its intermodal supply chain, and the addition of TransX to the CN family provides us the ability to enhance our intermodal service offerings for consumer goods, including having a significant presence in the growing temperature-controlled market,” CN told *Truck West* via email. “TransX’s intermodal and logistics solutions complement and enhance CN’s existing intermodal service. TransX is currently the largest mover of refrigerated protein for Canadian consumption or to feed export gateway.” **TW**

WINNIPEG, MANITOBA

Canadian National Railway (CN) has reached an agreement to acquire TransX Group of Companies.

“This strategic acquisition allows CN to deepen its supply chain focus, strengthening our exceptional franchise, including our intermodal business, notably the specialized, fast-growing refrigerated segment,” said JJ Ruest, president and chief executive officer of CN. “TransX has a 55-year history of providing innovative customer solutions in an industry that continues to evolve. This alignment creates a solid framework to serve a growing consumer economy with transportation options that bring more supply chain flexibility to our customers.”

“CN and TransX both have a long and prosperous history in Manitoba and this deal further solidifies our commitment in the province.”

— Derek Lachaine, TransX

Founded in 1963, TransX is one of Canada’s oldest transportation companies, with 1,500 trucks, 4,000 trailers, 12 terminals in North America, and 3,000 employees.

“CN’s acquisition solidifies our future as an industry-leading intermodal services provider in North America,” said Mike Jones, chief operating office of the TransX Group of Companies. “We look forward to working with the CN team, which will allow us to continue building

long-term customer confidence.”

Derek Lachaine, vice-president of truckload sales and operations for TransX, said the carrier will continue to operate independently out of Winnipeg, Man., and there would be no impact on the company’s day-to-day operations.

Lachaine said the trucking industry as a whole will continue to face challenges moving forward with what he called a “critical driver shortage” and increasing fuel costs.

“Freight rates will have to keep increasing to make driving wages attractive,” said Lachaine. “Also, as supply chains become more demanding, supply chain service providers will have to keep investing in human talent, technology, and equipment.”

Echoing Jones’ sentiment on the acquisition, Lachaine said the partnership will secure TransX’s future as an industry-leading transportation solutions provider.

“Moving ahead, we look forward to working with the CN team, which will allow us to continue building long-term customer confidence,” Lachaine said. “CN and TransX both have a long and prosperous history in Manitoba and this deal further solidifies our commitment in the province.”

“We thank Louie Tolaini, president and founder of the TransX Group of Companies, and his family for entrusting us with the reputation they built over the last six decades,” added Keith Reardon, CN’s senior vice-president of consumer products and supply chain growth. “CN has worked alongside TransX for many years as a supply chain partner and we know the emphasis they place on the customer’s experience and on their commitment to safety. Understanding each other’s culture makes the opportunities of this acquisition exciting, and wide ranging.”

Terms of the acquisition have not yet been released, and are



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For instance, the distance you collect and report to IFTA is used for mileage tax returns filed in Oregon, New Mexico, New York, and Kentucky. When

you renew your IRP (prorate) plates, you use IFTA distance to calculate the percentages that determine your license fees for your renewal.

Sales tax for multi-jurisdictional vehicles is determined by the distance you travel in each province and state.

Even insurance agents use IFTA distance and request the reports by name for the last four quarters before they will issue your insurance renewal and determine how much you will pay.

Without rock-solid distance data, the rest of your compliance house will start to crumble.

Brick by brick

You might think it's good enough to simply collect your fuel and distance data, add it all up, and file your quarterly IFTA returns. But because this information is so essential to other aspects of compliance, it's important to understand how IFTA works and to keep up with changes in rules and interpretations.

IFTA simplifies the collection and distribution of fuel taxes among jurisdictions based on the number of miles or kilometers you log in each. States and provinces want their fair share of the tax you owe, so getting the distance right is



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.

critical. If your calculations are off and one jurisdiction gets more (or less) than it should, you have a problem that not only affects your fuel taxes but how all those other fees are apportioned.

Learn as you go

Periodic changes in the rules and how they are enforced make it tricky to keep those compliance bricks in line. What's more, no one offers a college degree or apprenticeship for IFTA and other tax programs. You have to learn as you go.

When I was starting out, I attended workshops offered by the IFTA and IRP organizations. I never failed to pick up new information or feel relieved that I was doing things right.

The real gem in attending, however, was the networking. Through the workshops, I was able to find experts and colleagues with the answers I needed.

A helpful network

The two workshops I recommend most are the IFTA/IRP audit workshop and the IFTA/IRP law enforcement and managers workshop. If you oversee fleet tax compliance for your company, I highly suggest attending these workshops and creating a network of people, in both government and industry, you can reach out to when you have questions.

My 30-plus years in the business have taught me that most people in the trucking industry treat fleet tax compliance as something less important than it really is. It's not sexy, but try moving that shiny new Peterbilt without a cab card or an IFTA decal. You won't get far.

I also learned that people in the fleet-tax world are happy to pitch in when you need it. Like ol' Mike Holmes, they'll help you set things straight.

That's what I've tried to do with this column, which is my last for *Truck West*. I've enjoyed sharing what I've learned and hope I've helped you put your fleet's tax compliance on a more solid footing.

Thanks for reading. May all your audits be zero change! **TW**



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Looking ahead to 2019

Continued from page 1

practical help with a single problem that is costing them too much time and money.”

As for 2019, McGuinness said it’s difficult to predict what can happen in the future, but does see one common industry-wide concern being an issue in her province.

“The driver shortage continues to be a top challenge, largely because there isn’t one clear, convenient solution,” she said. “Helping members to address their HR issues remains a goal for our association.”

Alberta

The revelation that the carrier involved in the Humboldt Broncos team bus collision in Saskatchewan last April was a Calgary-based company led to a major push for the implementation of a MELT program in the province.

The Alberta Motor Transport Association (AMTA) has been advocating for MELT for some time, so it was not a new effort for the association. But with the extensive media coverage and resulting public perception following the collision, it did not take long for the Alberta government to move on mandatory training.

“The AMTA has long recognized the need for a mandatory entry-level training standard for commercial carriers and drivers to operate on the province’s roadways,” said Chris Nash, president of the AMTA. “For more than a decade, AMTA worked toward this goal by developing a curriculum to promote a professional driving career, consulting commercial

carriers and stakeholders across sectors, and lobbying.”

Prior to the April 6 collision, the AMTA had developed a MELT working group with government and industry stakeholders to address issues around the province’s driver training model.

Out of the tragedy, which killed 16 and injured 13, came government action on MELT.

“If we continue to operate as we have in the past with recruitment and retention practices, the driver shortage will continue.”

– Chris Nash

“This tragedy became the catalyst for taking a hard look at the commercial transportation industry and the need for change,” said Nash. “After review of the incident, Alberta Transportation Minister Brian Mason and industry delegates met at the AMTA facility on July 10 to announce that government was consulting on MELT, pre-entry requirements for new commercial carriers, and modifying the road test model for all drivers’ licence classes.”

The government later announced on Oct. 10 that it would implement a MELT program for Class 1 and 2 drivers starting

March 1, 2019.

“The implementation of MELT will ensure the industry has the fundamental tools to operate on public roadways by establishing a benchmark of required knowledge for commercial carriers and drivers,” said Nash.

For the coming year, Nash concurred with his neighbors to the west, seeing a driver shortage causing issues in his province.

The average age of a Canadian truck driver is now 47 years old and is expected to be 49 by 2024. In the U.S., truck drivers have an average age of 55.

“The AMTA is working with industry partners to address recruitment and retention issues by creating pathways to attract a younger workforce and under-represented groups, introducing new technologies, and improving the driver experience,” said Nash. “We need to look at our company cultures by way of inclusion and diversity. If we continue to operate as we have in the past with recruitment and retention practices, the driver shortage will continue.”

Saskatchewan

For Susan Ewart, executive director of the Saskatchewan Trucking Association (STA), the biggest success by far was the association’s Policy Stakeholder Reception, which was held in Regina May 10.

“Today, the STA is more relevant than it has ever been and it was very evident that evening from the membership and political stakeholders who attended,” said Ewart. “Premier Scott Moe was in attendance and addressed our membership to discuss the important role that trucking plays in the province. The event was one of the most successful

we have held in recent history and confirmed the STA’s role as the voice of truck transport for Saskatchewan.”

Ewart sees the industry’s image being the most significant challenge going forward – a topic discussed during the STA’s annual AGM during a panel moderated by Truck West.

“From what we heard at our AGM from our members, we have a lot of work to do,” said Ewart. “Partnerships with organizations like Trucking HR Canada are a great start, and each of the provincial associations should be using the resources that are available to them through Trucking HR Canada.”

Manitoba

The Manitoba Trucking Association’s (MTA) membership base grew significantly in 2018.

MTA executive director Terry Shaw said though this is not the association’s primary goal, “it does speak to the MTA’s perception amongst our industry members right now.”

Shaw said his association will continue to work hard to provide value for all its members.

But 2019 could pose a few challenges for the MTA. As Shaw pointed out, several advocacy items are not as far along as the association believes they should be in Manitoba.

“E-screening, MELT, ELD mandate, a new carrier profile system, wide-base tires, and a trucking efficiency program (GrEEn Trucking program) are all items that we frankly expected to see better progress on,” said Shaw. We need to circle back on our advocacy efforts with the government and work to see greater progress on a number of these items.” TW



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Improving industry's image would help recruitment

Continued from page 1



A panel of six discussed the trucking industry's image and what has to change going forward during the STA's annual AGM and Gala Oct. 26.

Diehl. "You need to have safe places for them to park and pull over, you need to have clean washrooms, you need to have showers that are clean and reasonably priced, not \$25 a shower. That is unfortunately the reality I have seen, and that is enough to drive people away."

Diehl said some former drivers have told her that they have had to forfeit their basic human needs at times in their career and have been pushed out of the industry as a result.

Bridget O'Shaughnessy, communications manager for Trucking HR Canada, said younger generations, like millennials, need to see parallels between them and the company they work for.

"If they don't see their values reflected in their employer and in their industry, they are going to leave the industry or not be attracted to the industry in the first place," she said.

O'Shaughnessy said millennials are also the most environmentally conscious generation, and several fleets are making strides to reduce their carbon footprint, which can help attract younger workers.

Of Trucking HR Canada's Top Fleet Employers, O'Shaughnessy said around 63% go above and beyond when it comes to environmental initiatives, doing more than simply trying to reduce fuel consumption.

Roger Clarke, transportation manager for Gordon Food Services, believes drivers and carriers are more cognizant of road safety. He would like to see drivers receive more training, which would improve safety, as well as the industry's image.

"We have found that with a lot of the safety features in our trucks, and with the safety features avail-

able out there, that we have minimized our accidents," said Clarke.

Human resource manager for Westcan Bulk Transport Chelsea Jukes agreed, saying both carriers and customers have a heightened awareness when it comes to safety.

"I think that we've seen professionalism and the quality of the truck driver improve, definitely in our company," she said.

Being what Jukes described as "the faces of the company," Westcan has branded its drivers as ambassadors of the road and provide them with a company uniform to identify them as such.

Jukes said today's driver must be skilled beyond driving, and to attract younger operators, carriers must offer similar lifestyle perks and benefits as the Googles and other tech companies of the world have been providing for some time.

Westcan has launched what it calls its "Six S" initiative, which establishes a clean, organized, safe, and efficient workplace. Jukes said companies that show they care about the environment their employees work will attract a wider range of candidates.

As for caring for the environment of our planet, Diehl took issue with the notion that it's only millennials that care and make an effort on that front.

"Everybody wants our environment to be clean, to be green, and to last as long as it can," she said. "The drivers that we have, they spend their off hours in the environment, they're outdoors people."

Jim Olson, director of underwriting for commercial auto with SGI Canada, said a lot of great things are coming out of the trucking industry right now, if only the public would take notice.

"I wish that the public saw what we get to see, like the in-house

driver training programs, the vehicle maintenance programs, electronic log books, driver bonuses for incident-free miles, sophisticated fleet monitoring systems," Olson pointed out. "I truly don't think that the public understands the amount of time, effort, and resources that are put into keeping the drivers and the general public safe."

"I truly don't think that the public understands the amount of time, effort, and resources that are put into keeping the drivers and the general public safe."

— Jim Olson

Olson said carriers also need to "own their social media, or it will end up owning them," as negative headlines are more often than not the ones that go viral.

Dash cameras are one way Olson believes fleets can help improve their image, saying they will be a game-changer for the industry.

"It's going to vindicate some drivers in situations whereas before, maybe they were unable

to prove they weren't culpable," he said. "And in some cases it will prove that they did it, but ultimately it's going to be holding people accountable."

Citing a recent study, Olson said only about 20% of Saskatchewan fleets are using dash cameras. He added that from an insurance standpoint, insurers are looking to partner with companies using safety technologies, which can be a benefit financially for carriers.

Balpreet Singh, director for Falcon Transport, said his company uses ELDs and on-board tracking systems to help keep their drivers safe.

Singh has been in Canada since 2009, and said a lot has changed for those from the South Asian community when it comes to getting into the trucking industry.

Singh said there were issues for several minority groups in the past, particularly in the '80s and '90s when there was "less of a connection between the industry and the South Asian community."

"Nowadays it's improving a little bit day by day," he said.

O'Shaughnessy said despite recent improvements, more needs to be done to attract women and minorities into trucking.

"We are seeing progress, but I think that more of these initiatives and getting more people involved in these initiatives will really push us forward," she said, citing efforts by her organization and others like Women Building Futures.

And for that progress to continue, Jukes said carriers need to keep their foot on the diesel pedal.

"It's not enough to just put out an ad saying, 'Calling all women, young people, and visible minorities, we have a home for you,'" she said. "That's not working." **TW**

Speed kills

B.C. government reduces speed limit on roads showing significant increase in collisions

By Derek Clouthier

VICTORIA, BRITISH COLUMBIA

B.C.'s Ministry of Transportation and Infrastructure announced it will lower speed limits on 15 sections of highway that have shown an uptick in speed-related collisions.

A pair of studies – one by the provincial government and another from the University of British Columbia (UBC) – revealed that since speed limits were increased by 10 km/h. on 33 sections and 1,300 km of rural highway, collisions have increased, spurring the government to roll back speeds to their pre-2014 limits.

“We know people want to get where they’re going quickly. Our job is to help make sure they also get there safely,” said Claire Trevena, minister of Transportation and Infrastructure. “Since the former government raised speed limits in 2014, serious crashes have been on the rise. By rolling back speed limits slightly, our goal is to reduce accidents, keep roads open and protect the lives of British Columbians.”

A study conducted by UBC professors and engineers titled Road Safety Impact of Increased Rural Highway Speed Limits in B.C., concluded that the number of fatal collisions rose 118% on roads with higher speed limits. Those same roads also had a 43% increase in total auto-insurance claims and a 30% rise in auto-insurance claims for injuries due to collisions.

“On those 33 segments that had their speed limits changed, before, there were about 15 fatal crashes per year,” said Dr. Gordon Lovegrove, one of the researchers who worked on the UBC study. “For the three years of data we collected after the speed limits were raised, there were another 15 on top of the original 15. So, we’re talking percentages because you also have to account for the fact that there was a general upswing in traffic volumes – because of the economy, we suspect – so we adjusted for that by looking at general crashes across the province, plus looking at the adjacent segments where no changes of speeds limits were done.”

Lovegrove said in a province like B.C., where motorists deal with high-altitude conditions, inclement weather, curvature, and sharp drop-offs, a study cannot simply look at the number of collisions before and after a speed limit change and come to a reliable conclusion.

“You have to look at confounding factors, and with micro-climbs, you can account for that by looking at adjacent segments,” he said.

Lovegrove did admit that the

study does not adequately adjust for increased traffic volumes, as they were not privy to the exact increases on the affected highways.

“When crashes go up, we know there is a causing factor,” said Lovegrove, “more traffic means more crash risk, generally speaking.”

They did look at the province’s permanent count stations, but Lovegrove said those can be miles away from the segments of highway being studied.

Rather than using the empirical bayes model, as the B.C. government did for its findings, Lovegrove and his team looked at as many adjacent segments as they could to determine whether speed was a contributing factor to the increase in collisions.

Empirical bayes models look at a sample of around 200 similar sites, or road segments, and compares those finding to what actually occurred at the site being reviewed, with the truth being somewhere in the middle, according to Lovegrove.

“It would be a case control methodology that we did,” Lovegrove explained, “while the Ministry of Transportation in B.C. did more of an empirical bayes method to account for confounding factors.”

The study did not specifically look at the impact trucks had on the increase in collisions. Lovegrove said because the uptick in accidents that occurred on the segments of highways with increased speed limits was so low at 15, it would be difficult to prove speed had any impact on truck collisions, given the number would be even lower.

Lovegrove did point out that on uphill grades, trucks would not be traveling at a faster speed, which would cause higher differential speeds on that stretch of highway.

“I suspect even on the downhill the differential would have increased because truckers are very good, trained professionals...and they drive according to conditions, except when they make a mistake,” said Lovegrove. “They would not overdrive the conditions and therefore you would probably see, as an overall trend, an increase in differential speed.”

Lovegrove said one of the reasons the government increased the speed limits in 2014 was to decrease differential speeds, but for truck drivers, it did not work out that way due to B.C.'s hilly terrain.

Lovegrove said increasing speed limits on straight stretches of highway, such as from Calgary to the border of Norther Ontario, would be one thing, but doing so on roads with steep grades, sharp turns, and unpredictable weather is another.



Fifteen segments of highway in B.C. will see speed limits reduced by 10 km/h.

Shelley McGuinness, communications specialist for the B.C. Trucking Association (BCTA), said they support the reduction in speed limits announced by the government, and initially opposed the increases in 2014.

For its members and all in the trucking industry, the BCTA would like to see speed enforcement take the next step.

“We’d prefer to go further on speed-related safety measures for the industry,” she said, “and require heavy trucks to operate with speed limiters set at 105 km/h. and will continue to push for that.”

BCTA president and CEO Dave Earle also agreed with the reduced speed limit on the 15 segments of highway.

“The stopping distance for heavy commercial vehicles increases at higher speeds, as does the force of

impact, so safety measures that help reduce these risks for both commercial and passenger vehicle drivers are important,” said Earle. “As well as safety, lower speeds mean greater fuel efficiency and fewer greenhouse gas emissions, a welcome side-effect worth noting.”

Provincial health officer Dr. Bonnie Henry said speeding is one of the Top 3 contributing factors to collisions.

“Research has shown that reducing speed lowers the number of crashes and severity of injuries, so I am very supportive of the speed limit reductions,” said Henry. “I look forward to the safety measures that will be implemented on B.C. roads and will continue to work with the Road Safety Strategy Steering Committee to advocate for initiatives that will help keep all road users in B.C. healthy and safe.” **TW**

Highways that will see a decreased speed limit of 10 km/h.:

- **Highway 1:** Cowichan Bay to Nanaimo – 90 km/h. to 80 km/h.
- **Highway 1:** Whatcom Road to Hope – 110 km/h. to 100 km/h.
- **Highway 1:** Boston Bar to Jackass Mountain – 100 km/h. to 90 km/h.
- **Highway 1:** Tobiano to Savona – 100 km/h. to 90 km/h.
- **Highway 1:** Chase to Sorrento - 100 km/h. to 90 km/h.
- **Highway 3:** Sunday Summit to Princeton – 90 km/h. to 80 km/h.
- **Highway 7:** Agassiz to Hope – 100 km/h. to 90 km/h.
- **Highway 19:** Parksville to Campbell River - 120 km/h. to 110 km/h.
- **Highway 19:** Bloedel to Sayward – 100 km/h. to 90 km/h.
- **Highway 97A:** Grindrod to Sicamous – 90 km/h. to 80 km/h.
- **Highway 97C:** Merritt to Aspen Grove – 110 km/h. to 100 km/h.
- **Highway 97C:** Aspen Grove to Peachland – 120 km/h. to 110 km/h.
- **Highway 99:** Horseshoe Bay to Squamish – 90 km/h. to 80 km/h.
- **Highway 99:** Squamish to Whistler – 100 km/h. to 90 km/h.
- **Highway 99:**Whistler to Pemberton – 90 km/h. to 80 km/h.

Highways where speeds will remain unchanged:

- **Highway 1:** Salmon Arm to Revelstoke – 100 km/h.
- **Highway 1:** Revelstoke to Golden – 100 km/h.
- **Highway 3:** Hope to Coquihalla – 110 km/h.
- **Highway 3:** Sunshine Valley to Manning Park East Boundary – 100 km/h.
- **Highway 5:** Hope to Kamloops – 120 km/h.
- **Highway 5:** Heffley to Little Fort – 100 km/h.
- **Highway 6:** New Denver to Hills – 90 km/h.
- **Highway 6:** Summit Lake to Nakusp – 100 km/h.
- **Highway 19:** Campbell River to Bloedel – 90 km/h.
- **Highway 19:** Port McNeill to Port Hardy – 100 km/h.
- **Highway 33:** McCulloch Road to Black Mountain – 100 km/h.
- **Highway 33:** Rock Creek to Westbridge – 100 km/h.
- **Highway 97:** Cache Creek to 100 Mile House – 110 km/h.
- **Highway 97:** Swan Lake to Monte Creek – 90 km/h.
- **Highway 97A:** Armstrong to Enderby – 100 km/h.

Recruiting Aboriginal workers

Companies can't be afraid to reach out to Indigenous communities

By Derek Clouthier

EDMONTON, ALBERTA

It's not rocket science – building relationships within Indigenous communities is no different than it is with any other culture. It just takes a bit of effort.

That was the message from a Women Building Futures panel held during its Work Proud Summit in Edmonton Oct. 3.

The discussion tackled how industry can reach out and entice more Aboriginal people to choose careers in trucking and other trade industries.

"You can't wait for them to reach out to you, you have to reach out to them," said Tim Heinz, a member of the board for Aboriginal relations.

Moderating the panel was Sandra Sutter, Aboriginal partnerships for Tarpon Energy, who said there are several ways companies can make First Nations Peoples feel more welcome at work. Tarpon, for example, created a "spirit room" where Indigenous workers can hold various traditional customs and practices to help them feel more at home.



Panel says companies need to make better effort reaching out to Indigenous communities.

Sutter said companies must build a certain level of trust with any employee, and she could never understand why businesses thought it would be any different when it came to Aboriginals.

She said Indigenous communities are willing to connect if companies conduct the engagement process properly, and are not simply putting in the time to get approval for another bid or project.

Alita Murowchuk, Indigenous community engagement advisor for AECOM Canada, was also part

of the panel. Murowchuk, who comes from a mixed family, with her mother being from the Cree Nation, said companies will see the resilience within Aboriginal communities if they take the time to understand where they come from, something she takes pride in doing.

"If I can understand what they are looking for, it helps me think outside the box," said Murowchuk. "People want to share their history and where they come from. It's a huge gap in where we're going with meaningful engagement."

Murowchuk said companies need to employ Aboriginal liaisons with knowledge of Indigenous history and customs if they are to connect with Native communities. These liaisons must also to get out and visit Indigenous communities in person, bringing with them that knowledge and background.

"I'm here because this is a personal and professional thing for me," she said. "If we look at the landscape there is opportunity everywhere."

Heinz said many companies get involved in Indigenous relations for the wrong reasons, whether it's for profit, to meet a quota, or fulfill a company contract.

Part of the challenge is getting people to do the right thing for the right reasons, said Heinz.

"If I was going to change anyone's mind," he said, "I had to change their heart first."

Heinz, who lived with his family on an Indigenous reserve for about 16 years, said the women in these communities are the "glue that holds everything together."

"Everywhere I've been, it was the women who held the community together," said Heinz. "Empower each other to keep moving forward."

Heinz added that it is important for all women to not only participate in industry as individuals, but also as a collective group." **TW**



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Distracted driving can be costly and catastrophic

By Derek Clouthier

HOUSTON, TEXAS

Collisions can be costly for fleets, and one of the most common causes of an accident is distracted driving.

Speaking during the final day of the PeopleNet in.sight User Conference in Houston, C.J. Meurell, co-founder of Motion Intelligence, said the average cost of a collision for a carrier resulting in property damage is approximately \$63,000, while one involving an injury is \$438,000. The number jumps significantly for an accident resulting in a fatality, with the average cost being \$10.9 million.

“The last thing you want is to have your company vehicle on the six o’clock news after rear-ending a school bus,” said Meurell, adding that most fleets are self-insured, meaning they pay out of pocket when a collision occurs.

Now exceeding the cost of impaired driving, distracted driving typically involved a hand-held device such as a cellphone. Meurell said if unchecked, he sees the issue becoming worse with younger generations getting behind the wheel.

“The generation driving today wasn’t born with mobile devices,” said Meurell of the trucking industry, and pointing out that younger



The PeopleNet in.sight User Conference was held in Houston, Texas, and addressed several issues facing the trucking industry.

generations were. “If you’re a fleet owner, you are up at night worrying about all those drivers out there on the road in a fleet vehicle.”

Meurell said distracted driving for carriers all starts with the culture of your company – do you have a

problem with distracted driving and are you doing anything about it?

Some best practices Meurell highlighted were to outline your expectations for your drivers, establish communication lines, get the tools you need to support your policy, and how you are going to enforce your policy.

It also helps to know your drivers, even before hiring them, continue monitoring their driving behavior, and how they comply with your company’s policy.

Motion Intelligence has created a software program to help fleets, as well as individuals, deal with distracted driving.

MI Driver Safety is a distraction management program that is installed on the mobile device and disables its use while a driver is operating a vehicle.

Using left-right acoustic signals – the same type of technology used during the Second World War – the software syncs with windshield hardware that is placed into the cab of the truck and integrates with an app or fleet phone.

Location detection is accurate to three centimeters and blocks use of a mobile device when near the driver. If the phone was in the hands of a passenger and the boundaries were set up in the cab to allow for passenger use, the phone would become fully functional for the passenger after a 60-second delay period entering the safe operation area.

Meurell said with in-cab cameras not always a cost-effective option for all carriers, this new software can greatly improve safety and reduce distracted driving incidents for fleets. Several safeguards are included in the software to combat those looking to bypass the system – including Rogue Mobile Device Detection, which detects another cellphone in the area that does not have the distracted driving software installed.

Meurell said most drivers will embrace any measure that makes their jobs easier and safer, and said fleets need to get their drivers involved to ensure they are informed and trained on any company initiatives, such as a distracted driver prevention program. **TW**

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Brandt purchases specialty transportation equipment company

REGINA, SASKATCHEWAN

Regina's Brandt Group of Companies plunged into the specialty transportation equipment sector with the purchase of Camex Equipment Sales and Rentals.

"This is an exciting acquisition for us, as Camex is a world-class company with the largest inventory of industry-specific transportation equipment in the business," said Brandt president and CEO Shaun Semple. "The combination of these two strong organizations guarantees unrivaled value for our customers and secures our place as the number one provider of specialty transportation equipment in the industry."

Camex, an Edmonton-based company, has been in the custom truck rigging and on-highway specialized trailer business for more than 25 years. Camex products include those for the oil and gas, mining, pipeline, infrastructure, municipal, and environmental sectors.

The acquisition establishes a new division, called Brandt Truck Rigging and Trailers, which will carry on the Camex tradition of supplying specialized transportation solutions for the industry.

"We couldn't be more excited about becoming a part of the Brandt organization," said Camex CEO Sue McGregor. "It ensures that Camex customers will continue to receive the same great products and services that we've always been proud to offer them, but now with the addition of the tremendous value and heavy industry experience that Brandt brings to the table."

Brandt will acquire three buildings as part of the purchase, including a 71,000 sq./ft. sales and service facility and two others, totaling 150,000 sq./ft. on a 26-acre piece of property near the Edmonton International Airport. **TW**



Arnold Bros. celebrates 60 years in trucking industry



WINNIPEG, MANITOBA

Nov. 1 marked the 60th year Arnold Bros. Transport has been in business.

Founded in 1958 by Frank and Gerry Arnold, the Winnipeg-based carrier started when the brothers expanded the family farm with the transportation of grain.

"It's exciting to see Arnold Bros. reach the 60-year mark," said Gary Arnold, executive vice-president of Arnold Bros.

Incorporated in August of '58, the family-run business now employs five generations, with the youngest being 21 and the oldest 80 years old.

"The company has far surpassed what Frank and Gerry envisioned back in the '50s," Gary said. "Arnold Bros. Transport hauls a variety of goods throughout Canada and the U.S. due to the multiple types of equipment we have available. We work with dozens and dozens of industries, with a loyal and long-standing customer base that relies on the quality of our service and our people."

The company now hauls a variety of goods, including farm machinery and agricultural products, as well as operating dry van and refrigerated trailers.

In addition to its Winnipeg headquarters, Arnold Bros. has offices in Milton, Ont., Calgary, and Edmonton, and yard locations in Vancouver, Regina, Saskatoon, and Montreal.

"You don't reach the 60-year mark without focusing on quality, investing in your future, and appreciating your employees," said Gary. **TW**

Inland moves into Saskatchewan and Manitoba with recent acquisition

BURNABY, BRITISH COLUMBIA

Inland Kenworth extended its dealership network into Saskatchewan and Manitoba with the acquisition of Custom Truck Sales (CTS).

"We chose CTS because our companies hold similar values – providing excellent service and quality products with an emphasis on honesty and integrity," said Inland president and CEO Bill Currie. "This acquisition is centered on our customers. We understand the importance of having convenient dealerships you can rely on."

The purchase includes six facilities in Regina, Saskatoon, Estevan, Swift Current, Winnipeg, and Brandon. Inland now has 35 locations in Western Canada and Southwestern U.S., making it one of the largest truck and equipment dealers in North America.

"This is an exciting time for Inland as 2019 marks our 70th anniversary," Currie said. "We have grown from our roots of a small town dealership, but our business strength is still in the relationships we have."

CTS, which also offers Doepker and Globe Trailer products in Manitoba, will operate under Inland with the same facilities and employees currently in place.

"We have had a long-term relationship with the leaders of Inland for over 50 years. Like CTS, Inland has consistently won awards for operations, sales, service, parts, and leasing," said CTS president Brent Leach. "I truly believe that joining another company with such a long track record of success can provide support and opportunities for both customers and employees." **TW**



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2017

Doug McGowan

Westcan Bulk
Transport
Calgary, AB



2016



Joanne Millen-Mackenzie

Highland Transport,
Markham, ON

2015



Guy Broderick

APPS Transport,
Brampton, ON

2014



Michael T. Rosenau

Rosenau Transport,
Calgary, AB

2013



Brian Bertsch

Hi-Way 9 Express Ltd.,
Drumheller, AB

2012



Stephen McGibbon

Milltown Trucking,
Oak Bay, NB

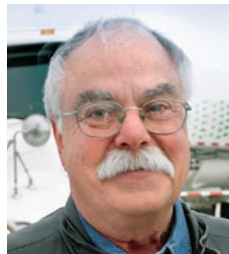
2011



Reg Delahunt

Independence
Transportation
Lanark, ON

2010



Cliff Lammeren

Praxair
Edmonton, AB

2009



Bud Rush

Armstrong Moving/
United Van Lines
Oakbank, MB

2008



Dale Hadland

International
Freight Systems (IFS)
Beachville, ON

2007



Jean-François Foy

Transport
J.C. Germain
Neuville, QC

2006



Terry Smith

Highland
Transport
Miramichi, NB

2004



René Robert

Classy Transport Inc.
Libau, MB

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Tips to spare

Canadian fleets share tire purchasing advice



By Eric Berard

In any business, you’re regressing if you’re not progressing. That’s especially true when it comes to tire purchasing in the trucking industry, as technology evolves at the speed of light and new products continuously promise better performance and return on investment. So, how do you replace your existing tires with some that will improve your bottom line?

Overall cost

How you shop for tires will sometimes be dictated by the size of your company. For instance, Calgary-based tanker transportation company Trimac uses the request for proposal (RFP) method, explained Gordon Max, director of rolling assets. The company has 1,200 tractors of its own, plus roughly 900 that belong to owner-operators who are part of its tire buying program. Add to that a fleet of trailers in the range of 6,000, and you get impressive purchasing power that allows you to ask multiple tire manufacturers: “What can you do for me?”

But the tender with the lowest price won’t necessarily get Trimac’s tire business and it won’t be a “one-size-fits-all” solution. Max and his team ask for optimized tire solutions and specific models for each position, whether it’s steer, drive or trailer axles. And not all tire manufacturers are invited; Trimac only deals with Tier 1 suppliers as it needs to optimize tire life with multiple retreads – the average

Energy Transportation Group of Montreal, Que., emphasizes the importance of casing quality when choosing a tire brand.

number of retreads varies from three to four per tire – and quality casings are needed in such cases. “We bring suppliers in with a list of questions to answer. And then we narrow it down to, say, three suppliers. We don’t even look at the price at that point,” said Max, adding the company looks at the overall tire life value, not only the purchase price.

In Montreal, Energy Transportation Group is a medium-sized fleet with 56 tractors and 107 dry van and temperature-controlled trailers. But the purchasing approach is similar, explained president Michael Cinquino, who also prefers to buy from well-established brands for tire casing quality considerations.

“If we know a tire that’s \$100 cheaper wears unevenly and we’re not really able to retread them more than once or not even that one time because it’s so uneven, we wouldn’t even consider purchasing it,” Cinquino said. Though he considers a \$100 price difference to be significant, he would rather look at the big picture. “The price comparison only comes in after we’ve run the diagnostics and the analytics on the tires to ensure that they are quality tires, and then we’ll put that into our financial model and look at our return on investment.”

Testing before buying

Some basic tire buying criteria remain the same for any fleet, but you still need to adapt them to your specific applications. Low rolling resistance tires offer great fuel economy, but will they offer good traction in colder climates? Will the tires wear evenly for the best fuel economy and retreadability? Can they perform well under dif-

ferent weight limits in Canada and the U.S.? Both Trimac and Energy fleet managers agree that only real-life condition tests will verify that. Both have cross-border operations, so cold to hot weather adaptability is one of their criteria.

Such versatility is particularly important at Trimac, as it spec’s its units basically the same across North America.

“If we have capacity in Florida with equipment because of a loss of a contract or a change of business and we have gained some business in, say, British Columbia, we can move those assets fairly easily without doing a lot of changes,” Max said. And that, of course, includes tires.

Testing tires before committing to large purchases is crucial and the most important aspect is making accurate comparisons by testing different models or brands of tires on similar routes, with similar loads in similar conditions to get a fair evaluation.

“We do our due diligence before committing to a brand or model,” said Cinquino, whose company is currently running tests on a new tire model. “We’ll put tires on different units that are running in the same application and with that, after about a month, I would say, we’ll look at how it wore, fuel economy on those tires as well.”

The procedure is similar at Trimac, according to Max. “We pick four different runs throughout North America, which represent the different hauling areas that we do, so obviously Western Canada, the Rockies, the Toronto area, and down south in Houston and the Los Angeles area.”

Determining what model or brand to purchase after such tests

is a balancing act between performance items, Max pointed out. “If the rolling resistance is very, very low and it’s the best tire out there for rolling resistance but the casings have a high failure rate for retreadability, then we have to consider that as well because we have a retread program,” he said. “All of those items are basically of equal importance. If one falls out at the cost of another, we may be hindering the performance of the fleet.”

After-sale service

Good, quality tires that were carefully selected will last a long time, and that’s why after-sale service is another consideration for fleets before committing to a tire brand or model. Problems can always arise, and your tire sales rep is often your first line of communication with the manufacturer. He or she should be able to help you.

“We feel that there is a lack of knowledge in the sales of tires,” Cinquino said, insisting that he doesn’t put everyone in the same basket. He doesn’t ask that every sales rep has every answer on the top of his head, but at least to be resourceful enough to look for solutions and come back and do some of the analytics with them.

At Trimac, a given manufacturer could even be turned down if pre-sale and after-sale service is not up to expectations. “Helping us save on our overall tire costs is one of our key factors in choosing a tire manufacturer. It can make or break them if there’s a tie between two,” Max said.

Fleet responsibilities

Fleets have responsibilities of their own after the tire purchase to reduce overall tire costs. For example, maintaining the tire correctly and keeping them at the right pressure at all times.

Organizing your used tires and casing inventory will also help stretch every penny’s worth out of rubber, as it will help avoid dual mismatches and buying new tires that you don’t need if you have the right casing ready to be retreaded that’s easy to identify and locate.

For instance, Trimac clearly marks used tires in its storage container. “We usually use a bar code system, so we know the whole history of each casing,” said Max.

More frequent trailer alignment can also save money in the long run, Cinquino said. Energy recently started aligning trailer wheels every six months or so, instead of once a year.

“We’ve been placing a lot of emphasis in realigning our trailers and we found that there has been a lot more of a consistency in the life that we’re able to get out of a tire,” Cinquino said, “and also in the tread consistency for a longer period of time.” **TW**

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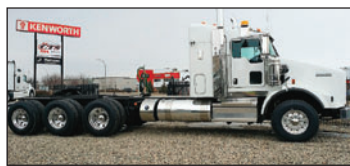
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**2019 KENWORTH T880
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**2019 KENWORTH T880
DAYCAB TRACTOR**

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**2018 KENWORTH T800
HIGHWAY TRACTOR**

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



**2019 KENWORTH T880
HIGHWAY TRACTOR**

PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 12.5K/40K AXLE(S), 3.70 RATIO, AG400L SUSP; WHITE IN COLOR, DAY CAB, GRAY VANTAGE INTERIOR, 4 WAY LOCKS, 11R22.5 TIRES, ALUM FRONT & STEEL REAR RIMS, STK#KJ950980. -1274204



**2019 KENWORTH T880
HIGHWAY TRACTOR**

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

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Used Trucks



**2013 KENWORTH T800
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62" ACFT SLEEPER, PACCAR ENG; MX, 485 HP, 13 SPD TRANS; 13.2K/40K AXLE(S), 3.73 RATIO, AG400 SUSP; 244" WHEELBASE, WHITE IN COLOR, 11R22.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS. -1271327
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**2016 KENWORTH W900
HIGHWAY TRACTOR**

62" ACAD SLEEPER, PACCAR ENG; MX-13, 500 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 3.73 RATIO, AG460 SUSP; 238" WHEELBASE, WHITE IN COLOR, 12R22.5 11R22.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, DUAL STACK & BREATHERS, 987,241 KMS, STK#GR980412. -1273662
\$97,500



**2013 KENWORTH T800
DAYCAB TRACTOR**

PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 14.6K/40K AXLE(S), 3.90 RATIO, AG400 SUSP; 212" WHEELBASE, WHITE IN COLOR, DAY CAB, GRAY SPLENDOR INTERIOR, 11R22.5 TIRES, ALUMINUM RIM 1,010,428 KMS, STK#DR958712A. -1273396
\$55,000



**2014 KENWORTH T680
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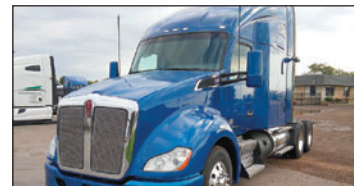
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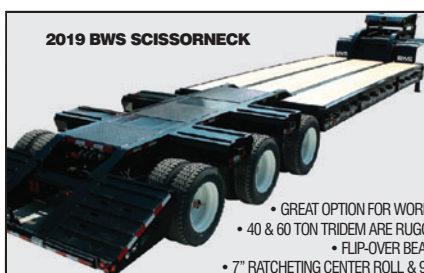
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2018 MACK CXU613 DAYCAB TRACTOR
MACK ENG; MP8, 505C HP, 18 SPD TRANS; 13,200 FA, 46,000 BA AXLE(S), 3.58 RATIO, AIR RIDE SUSP; 197" WHEELBASE, WHITE IN COLOR, STK#JM087613. -1274614
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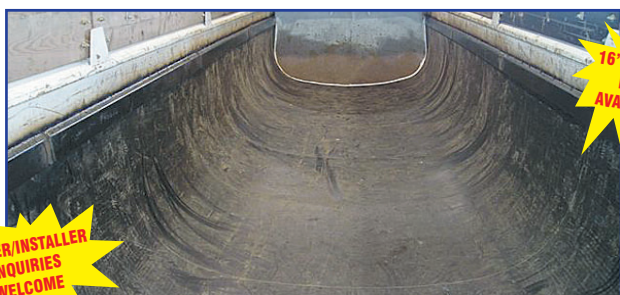
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Mark Dalton: Owner-Operator

By Edo Van Belkom

THE STORY SO FAR

After returning from a long haul to the West Coast, Mark Dalton's dispatcher, Bud, asks him for a favor. He reluctantly agrees to do some local work...

The next day, Mark showed up at the Intra-City Truck Lines truck yard looking forward to doing something different for the next few days. No doubt, there would be plenty of headaches doing short distance deliveries rather than longhaul across the country, but the change of scenery just might do him some good.

Since he would be using a company truck for this gig, Mark parked Mother Load away in a far corner of the lot, but under a light standard that would no doubt keep his truck bathed in light – and less of a target for thieves – overnight.

Early on in Mark's truck driving career, he would park his rig in secluded spots thinking that if it were out of the way no one would bother with it. But after his truck had been broken into a few times, he began parking in the brightest, most prominent spot he could find, preferably close to the road where plenty of people passed by both day and night.

After ensuring Mother Load was secure, Mark made the long walk across the yard toward the company office. As he moved along, he scanned the trucks parked around him, looking for the short trailer he was supposed to be driving. Funny thing was, there wasn't a single short trailer in the yard to be seen.

"This is not looking good," he mumbled under his breath. Instead of short trailers there seemed to be no shortage of long straight trucks with six of them in total, each one looking as if it could spend a week in the garage – and still looking like they were long past their prime.

The door to the office was foggy with dirt and there was the gluey residue of several stickers that had been peeled away over the years – the kind that said, Office, Open and No Cash on Premises.

Inside the office sat an older secretary who looked as if she'd been with the company for 35 years and probably knew more about the day-to-day operation of the business than whoever was in charge these days.

"Hi," Mark said. "I'm Mark Dalton."

"Who?" she asked.

This can't be happening, Mark thought.

He tried again. "Mark Dalton. I'm supposed to be driving a taxi truck today. I was told to ask for Magic." Mark said the name as if it were a question.

"Macek," she said. "It's the Polish name. He's the foreman."

"Ah, can I see him, please?"

"Have a seat."

Mark took a seat in one of the battered chairs near the window overlooking the yard and glanced

Dalton is
hailed a cab
- Part 2 -

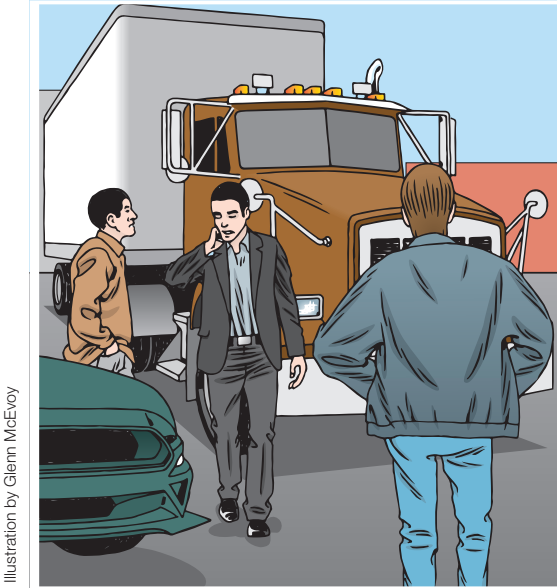


Illustration by Glenn McEvoy

around for something to read. All there was on the table in front of him was a two-month-old copy of *Truck West* magazine which he'd already read. Luckily, Mark was left with no time to read, as a minute later a man came out of one of the open doors behind the secretary and a large wiry man strode up to Mark and thrust out his hand.

"Thanks for doing this," he said. "My name's Macek."

"Uh, you're welcome, I guess. I'm Mark Dalton."

"I know, I know. I'm happy you're here."

Mark looked out across the truck yard and saw several trucks moving and other men and women moving in between the parked trucks.

"I'm flattered," he said. "But it looks like you've got plenty of drivers working for you. Why do you need me?"

Macek laughed, deep and throaty like he'd been smoking heavily since he'd been 12 years old. "I know how they drive already. I want someone good to do this for me...at least at the beginning, I don't know if you know this, but Bud speaks very highly of you. Says you're his best."

"Nice of you to say," said Mark. "But that doesn't sound like the Bud I know."

Macek let out another laugh and slapped Mark on the back. "Let's go to your truck," he said, opening the door to the yard for Mark.

Out in the yard, Mark was led toward one of the straight trucks lined up on one side of the yard. "Uh, I was told I'd be driving a trailer. A real short trailer."

"We have one," Macek said. "But we needed it for a run to Montreal."

He put his hand on the fender of the straight truck before them.

"This truck runs great. It hasn't broken down in months."

So, it's due for a break down, was all Mark could think. "This has got to be 45 feet from front to back. If I'm driving in the city, shouldn't I have something more like 30 or 25 feet?" Longer trucks were hard to drive in the tight confines of the city, especially in downtown settings. A short truck could move around more easily and a short trailer could turn even sharper in tight confines. "This thing's going to be so hard to move around."

"See, that's why I need your advice."

Mark wasn't impressed. Any of his drivers could have told him that. He shook his head, wondering what else would change before he got onto the road.

"I was told I would have a helper."

Macek nodded. "That would be my son. He's not here yet."

"You told me to be here by nine."

"And you are. Thank you."

Just then, a late model Mustang pulled into the lot and came to a screeching stop just a few feet from where they were both standing.

"Here he is," said Macek. "This is my son, Martin." A pause. "And your name again?" he asked Mark.

"Mark!" said Mark. "Mark Dalton."

"Yes, that's it. Sorry I forgot. Mark."

Mark looked over at the younger man who'd just gotten out of his car. "You're late," he said.

"We don't have anywhere to go," Martin replied. Mark looked over at Macek with a blank stare.

"It's a taxi truck," Macek said. "We have to wait for calls."

Mark sighed, but at that moment, Macek's cellphone rang and he took the call, scribbling something down on a scrap of paper. "Here you go," Macek said. "It's our first pick-up."

Mark took the slip of paper from Macek and read it. "What are you doing?" Macek said.

"I'm reading your note to see where it is that I have to go."

"There's no time for that," Macek said, putting a hand against Mark's back and moving him in the direction of the truck. "Go, go, go!"

Mark took the keys from the man and began walking toward the straight truck he'd be driving through the city for the next few days. And all he could think was, What have I gotten myself into this time? **TW**

Mark Dalton returns next month in part three of Dalton is hailed a cab.

SPILL RESPONSE

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Smile, you're on camera

On-board cameras can help improve safe driving, and get operators out of a jam

By Derek Clouthier

WASHINGTON, D.C.

It's hard to deny the benefits of having forward-facing cameras on a truck, but turn them around to face the driver and they become a more difficult sell.

Hurdles such as driver buy-in, cost, and privacy concerns could make carriers shy away from installing in-cab facing cameras to their fleet. Ryder System is one carrier that has rolled out cameras to its entire fleet of more than 5,200 in 2015, and as Randy Tomlinson, senior manager of safety, health, and security, pointed out, drivers embraced the move.

"We lost no drivers. We had some grumblings at first, people didn't like change, but it wasn't an issue," said Tomlinson. "We have no driver attrition as a result of installing cameras."

Tomlinson was speaking during a webinar hosted by the U.S. National Transportation Safety Board (NTSB) addressing how video recorders can reduce the number of commercial motor vehicle collisions.

Ryder installed on-board cameras because the company was mostly concerned with monitoring driver behavior, and how it could improve proactively the things drivers do which lead to collisions.

"When you identify key, at-risk behaviors and you monitor them through this video system, you can see the reduction in these at-risk behaviors," said Tomlinson. "So those are things that I can measure and provide data that this is what happened and was the primary impact that we had."

Through the use of recorded video, carriers can monitor drivers to ensure they are following company policies, such as those outlining cellphone use while driving, speed, seatbelt use, and following distance.

"When you bring it to people's attention," said Tomlinson, "you can really drive these behaviors out of your business."

Two concerns the company had when implementing an on-board camera policy was how its drivers would react to the move, as well as what it would mean for Ryder should any video reveal driver error during an incident.

"It affords us the opportunity to go into a claims situation fully knowing what happened, and we're not trying to defend the unknown," said Tomlinson. "We're going in with knowledge."

Tomlinson said because Ryder manages the vast majority of its

claims, those who work in the claims department said that if video exonerates the company from fault, they would be better equipped to defend that claim. And, if the video shows negligence on the company's part, Ryder would step up and take care of its moral and legal obligation.

Shortly after it implemented an on-board camera policy, Tomlinson said Ryder had a few quick wins as a result, where video evidence showed a driver was not at fault in an incident, despite accusations to the contrary.

"You have a few situations where a driver is alert and engaged in the driving process and avoids a collision," said Tomlinson, "and you celebrate those things, and all of a sudden you have this wave of acceptance and drivers saying, 'Hey, I want one of those in my truck.'"

"When you identify key, at-risk behaviors and you monitor them through this video system, you can see the reduction in these at-risk behaviors."

— Randy Tomlinson

But it's not just cameras that help make Ryder's trucks safer. "I'm a little reluctant to draw a straight line between cameras and collision and cost reductions," Tomlinson said. "Ryder, as most companies do, has a very robust, multi-faceted safety program."

Ryder integrates video with various new technologies, such as forward-looking radar, collision mitigation, lane departure, and rollover protection.

Bella Dinh-Zarr is a NTSB board member, and she said the board made its first recommendation for the use video recorders in 2010,



spurred by a tractor-trailer collision with a line of cars in Miami, Okla., which killed nine people.

"We see value first-hand in the information that is collected from recorders of all types," said Dinh-Zarr. "Recorders have been invaluable in helping us discover what happened in motor vehicle crashes, and making recommendation to prevent these tragedies from happening again."

Though the NTSB recommendation was for motor carriers to be required to use cameras, in 2016, the Federal Motor Carrier Safety Administration (FMCSA) recommended the voluntary use of this technology.

"We want to encourage operators to be proactive about safety, and voluntarily install video recorders, even before mandates," said Dinh-Zarr. "We can't prevent these crashes without your help."

And help they do, at least according to recent studies.

"Industry data shows that carriers using cameras have reduced their collision rate," said Dinh-Zarr. "One FMCSA study of two carriers found 38% and 52% declines in safety-related incidents."

Dinh-Zarr said it's difficult to know how many fleets are adopting the use of on-board cameras, with some estimates putting the number around 6% having fully-integrated recording systems.

"Although adoption is still not widespread, there is increasing use of on-board video cameras and a focus on data analysis," she said. "This is good news."

Jane Foster, an electrical engineer with NTSB, and investigator Brian Bragonier, highlighted the importance of video footage when trying to determine the cause of a collision.

"Video data is pivotal in many highway investigations," said Foster. "It can be used to determine probable cause, speed and actions of surrounding vehicles, and alertness and actions of the driver."

Bragonier added, "Video can help determine what happened in

a crash when there's a lack of physical evidence and witnesses."

During PeopleNet's in.sight User Conference in Houston Sept. 9-12, Jason Gould, director of operations for PeopleNet Canada, said the Canadian Trucking Alliance (CTA) is looking at how video is used for fleets.

Bill Shannon, logistics and transportation manager for Shandex Truck out of Pickering, Ont., who attended the session, said he would support a mandate for the use of on-board cameras, partly because his company has already integrated them into its fleet and he has seen the benefits.

Shannon said video evidence can be used to protect drivers from being blamed for collisions when they're not at fault, and can also be used to ensure company drivers are operating their equipment in a safe manner.

Bryan Coyne, general manager for Trimble Transportation Mobility, North America, said more fleets are employing the use of video than ever before.

"The acceptance of video five years ago was a hard sell," said Coyne, adding that like ELDs, drivers are warming up to the idea.

Tomlinson agreed, but added that despite their increased acceptance, carriers need to take their time when implementing an on-board camera policy.

"Do your homework and find a system that works for your corporate culture, make sure it's easy to manage ...make sure you get the right system," he advised. "Don't settle for outward facing only, because if you really want to improve safety, then you're really focusing on more than behavior, what your driver is doing."

Communication is key to the success of any new policy, and on-board cameras are no different.

"One of the critical things is that drivers understand what this does and what it doesn't do," said Tomlinson. "It does not allow you to dial them up and watch them go down the road." **TW**

The Adventures of NEWLAND TRANSPORT

By Edo Van Belkom

Vic has been back driving regular routes and it's getting to the point where he can choose which loads he takes and which ones he passes on. It's a great situation to be in, especially after starting out hauling containers for sometimes little or no money. But along with his successes, Vic is getting tired of driving a truck for a living. It's good work, honest work, but sometimes he feels like doing something else for a while. He's done that in the past driving smaller trucks while his own was in the shop, and more recently spending some time as an instructor when his cousin – newly arrived from Africa – needed some help getting his truck licence in Ontario.

He was successful training his cousin and news must have spread because he was getting more and more calls from people wanting him to teach his driving skills to other drivers.

"I hear you're good at training drivers. Well, I've got a special project for you!"

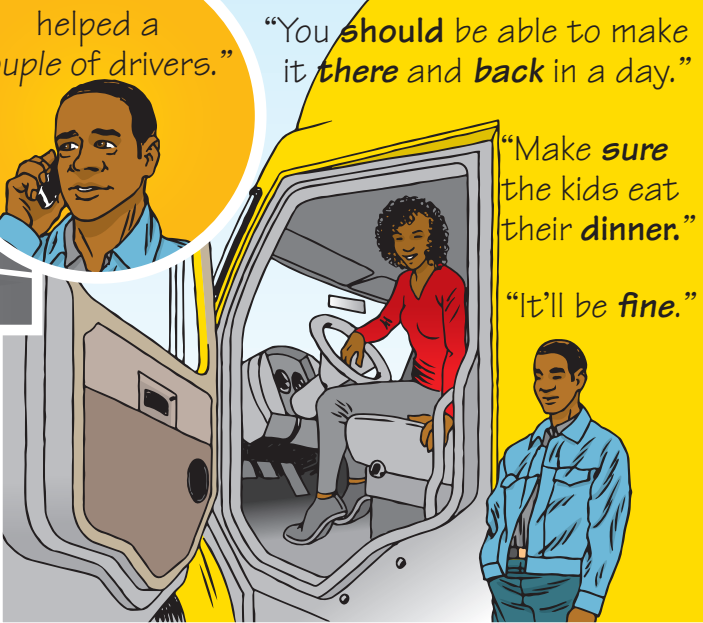


"I've helped a couple of drivers."

"You should be able to make it there and back in a day."

"Make sure the kids eat their dinner."

"It'll be fine."



But Vic realizes that if he's spending time as a driving instructor, then he isn't doing any driving. He'd love to do both, but there's no way he can do one without the other being affected. Unless... he has someone else drive for him whenever some instructing work comes his way.



Vic had trained his wife and helped her get her AZ licence. She'd spent plenty of time learning while she drove with him as a team. Now it was time to let her drive on her own while he pursued other things. Despite her concerns, the children were old enough to look after themselves and it was time to start expanding the business.

Illustration by Glenn McEvoy

But even training new drivers and getting them on the road wasn't enough for some companies. He's been asked by more than one transport company owner if he'd be interested in becoming a driver training consultant. Vic wanted to do that very much, but that sort of thing required licences and certifications that he didn't have. But, he decides to get all the paperwork he needs to make himself attractive to small companies looking to make their team of drivers better.



At last... he's achieved all the certifications he needs to be an instructor and tester. He's already got three companies signed up with more calling each day. He wasn't about to stop driving, but this was definitely the start of a new chapter in his life.



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MTA presents yearly awards during Fall Awards Gala

WINNIPEG, MANITOBA

The Manitoba Trucking Association (MTA) handed out some hardware during its annual Fall Awards Gala Nov. 2, with a colorful character taking home Driver of the Year honors.

Myrna Chartrand of Portage Transport was the Volvo Trucks Canada Manitoba Driver of the Year, accepting the award decaled in pink, including pink hair, match-

ing her Peterbilt truck in support of the fight against breast cancer.

Following the presentation, MTA executive director Terry Shaw posted on his Twitter account, “While there’s no denying Myrna is special, she also represents everything trucking is – an industry full of character, compassion, dedication and diversity.”

Former MTA president and owner of Arnold Bros. Transport

Gary Arnold took home the prestigious Red Coleman Service to the Industry award.

The MTA/Omnitracs Distinguished Member award was presented to Redline Transport, which began operations in 1986 and is based out of Rivers, Man.

And finally, Tom Aldridge



Myrna Chartrand is the Manitoba Driver of the Year for 2018.

took home the MTA/Payne Transportation Associate of the Year award. **TW**

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Braving the hardships of the past to keep moving forward

By Derek Clouthier

EDMONTON, ALBERTA

Starting a trucking company was never a sure thing for Murray Schur. And, considering the heart-break he has endured, few would blame him for his apprehension. Schur got his start in trucking in 1993; a few years after moving back to Alberta from Toronto. He was hired as a field sales agent for Joanne Trucking based out of Brooks.

It wasn't long until he became the carrier's safety director, a position Schur found challenging at first.

"For me, a guy who wasn't even a driver, how was I to tell a guy who's been driving a truck for 20 years how to do it?" said Schur. "I started at the infancy, but I stuck with it."

From there, Schur's career continued to progress, becoming Joanne Trucking's sales and marketing manager, a position he held for about seven years.

The carrier was then sold to Speedy Heavy Hauling, but Schur said the company's business model "failed horribly" and it folded shortly after the acquisition.

The next step in Schur's career would be one of tremendous importance. His time with Joanne Trucking behind him, Schur met a man who would become the greatest influence in his professional career, and a pillar in his personal life.

Frank Nashim was the owner of Calnash Trucking. Schur started as a branch manager in Ponoka for the carrier, later becoming general manager of the family-run company.

Nashim would have a great deal of influence on Schur, which has helped mold how he runs Schur Trucking today.

"He was like a best friend to me, he was a mentor and like a second dad to me," said Schur. "I thought the world of him."

Working for Nashim, as well as two of his daughters and a son, Schur's life at Calnash was good. And then in 2013, tragedy struck. "The worst possible thing that could ever happen to an individual in life, is my son was 20 years old, I had a daughter who was 18, and my son was killed in a car accident," said Schur. "He was a passenger in the back seat of a vehicle, and one fateful night, the driver had run a stop sign and my son was killed instantly."

Schur said Nashim was instrumental during this trying time, encouraging him to hold his head up and move forward for the sake of his wife and daughter.

And then, another blow. A year following the death of his son, Schur's mentor was diagnosed with cancer.

But the domino effect did not end there. Six months after his diagnosis, one of Nashim's daughters, whom Schur was very close with, suffered the same misfortune as her friend, losing her son after a car accident.

The tremendous impact of the hand life had dealt Schur was difficult to shoulder at this point, and he was ready to leave his career in trucking behind.

"Really for me, I had almost had enough," he said. "It had been over 20 years doing what I've done and never changed...building up Joanne until they sold and then building up Calnash."

Piling on to the personal losses Schur had sustained over the past couple of years was the crash in Alberta's oil and gas sector in 2015, which had a significant effect on the carrier.

After Nashim succumbed to his illness, Schur planned to stay with Calnash for another half year, hoping he would mesh with Nashim's children, who had taken



Murray Schur has experienced a lot, both personally and professionally, all leading him to where he is now.

over the company following their father's death. But that would not be in the cards, and Schur left Calnash shortly after.

Schur admits that he was left searching for answers on how he would provide for his family and carry on after dealing with such a great deal of loss over the past two years.

Feeling somewhat disheartened about the notion of continuing in the trucking industry, Schur would reach a crossroads after receiving a call from an old acquaintance looking to get him back into the industry.

After some convincing, Schur Trucking was born in January 2016, and Schur found himself right back in the game.

Schur Trucking currently uses 22 tractors and 35 trailers for its rig moving business, a sector Schur said is still suffering in Canada.

"It's such a niche market with the stuff that we do when it comes to moving drilling rigs," he said. "At one time in Canada, there more than 900 drilling rigs, and I think yesterday there were 141 rigs working in Alberta, where I'm more used to six or seven hundred."

"Our industry is probably in the worst shape that it has ever been." Despite the struggles, Schur Trucking as thrived during its short time in operation. Winning an impressive contract with Husky Energy, Schur said several of his customers are amazed how far the company has come in under two years. And perhaps, though the pains of the past remain sharp and will never be forgotten, Schur can now focus on growing his company and mending those old wounds, using the memories of his past, what he has in the present, and his dreams for the future as motivation to keep moving forward. **TW**



Derek Clouthier can be reached by phone at (403) 969-1506 or by email at derek@newcom.ca. You can also follow him on Twitter at @DerekClouthier.



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