

TRUCK NEWS WEST

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With timber and driver shortages impacting B.C.'s log hauling industry, finding highly skilled drivers has become challenging, and a top priority.

Tough mountain to climb

Log haulers in B.C. face timber and driver shortages

By **Eric Berard**

KAMLOOPS, BRITISH COLUMBIA

Log haulers in British Columbia sometimes make reference to "the wood not getting any lower on the mountain."

The expression, as Greg Munden, president of Munden Ventures explained, is used to illustrate how the timber supply shortage requires the industry to go farther to harvest the resource.

Causes for this timber scarcity are many: bug invasions, such as the pine beetle in the early 2000s; over-cuts to try and maximize the use of trees affected by bugs; and wildfires to name a few.

"At the end of the day, we've over cut our forests," said Rob Ubleis, president of Ubleis Logging in Fort St. James, B.C.

Provincial log haulers needing to access remote areas to collect wood headed for sawmills often have to spend more time and money to get there. Tri-drive axles are becoming more prevalent in many areas of the province. Though the additional drive axle helps with traction, the related extra differential and driveshaft require more maintenance and add weight, affecting payload.

The proper specs can help carry 63,500 kg on public roads and over 74,000 kg in the forest without impacting profitability or productivity. Munden's tractors are all outfitted with hefty 550 hp and 2,050 lb-ft of torque X-15 Cummins engines, but operating costs remain under control.

"The Kenworth truck provides a really robust product that is well proven in western Canadian logging applications without being excessively heavy," Munden said. Power units are also coupled to Peerless trailers, which balance weight and longevity, he added.

Bush road maintenance – or lack thereof – is a factor that can play a major role in a log hauler's expenses for equipment maintenance. But it's an issue that's not always easy to settle.

"The maintenance still has to be paid for and if you use a road that's shared by many companies, then who pays for that in the end?" said David Elstone, executive director of the B.C. Truck Loggers Association (TLA). "There's still is and always will be those types of battles."

Resources shortage

The timber supply issue in B.C. impacts the entire forest industry's supply chain, which relies on log haulers.

Three initiatives to increase road safety in Alberta

By **Derek Clouthier**

KANANASKIS, ALBERTA

Mandatory entry-level training (MELT) is not the only initiative the Alberta government has implemented to help improve safety on provincial roads. Changes have also been made to Alberta's driver examiner road test model, as well as its pre-entry program for new National Safety Code carriers.

Terry Wallace, executive director of driver programs for Alberta Transportation, told Alberta Motor Transport Association (AMTA) Leadership Conference and AGM attendees April 27 that though these efforts were being looked at prior to the Humboldt tragedy last April, the incident pushed each of them to the top of the priority list.

"We were here a year ago and world changed," said Wallace. "Everything seemed to take on a different twist after that accident."

Wallace said he was particularly pleased with changes to how new Class 1 drivers will be examined.

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Shipper's choice

What our latest research reveals about what's most important to Canadian shippers



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Canadian shippers weigh a number of factors when selecting one carrier over another. Our annual Shipper's Choice Survey, conducted by our sister publication Canadian Shipper, asks Canadian shippers to rate the importance of 8 Key Performance Indicators when selecting one carrier over another for each of the surface transportation modes. What shippers had to say this year and how they scored each mode along with the survey's demographics are included below.

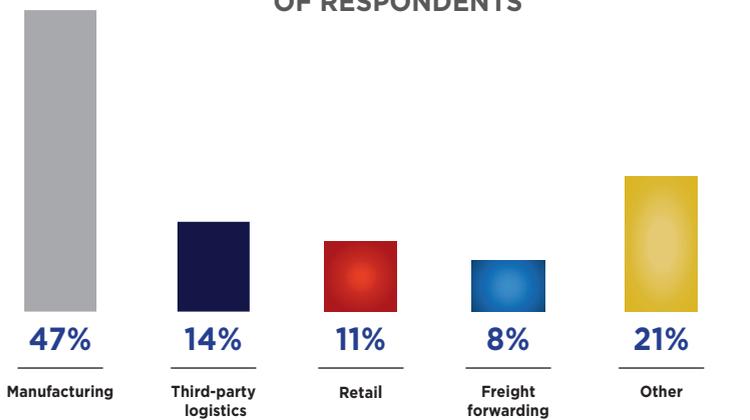
WHAT CANADIAN SHIPPERS VALUE MOST WHEN SELECTING CARRIERS (BY MODE - SCALE OF 1 TO 5)

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices
LTL	4.787	4.389	4.192	4.716	4.757	4.511	3.755	4.141
TL	4.876	4.551	4.238	4.744	4.718	4.523	3.976	4.214
Courier	4.876	4.433	4.573	4.765	4.688	4.458	3.883	4.184
Rail	4.568	4.446	4.326	4.664	4.547	4.344	3.730	4.017

HOW CANADIAN SHIPPERS SCORE CARRIER PERFORMANCE BY MODE

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices
LTL	20.62	18.83	17.17	20.32	20.54	18.69	15.44	17.27
TL	21.59	19.86	17.12	20.58	20.91	19.25	16.39	17.64
Courier	20.93	18.58	19.02	19.38	18.33	16.51	14.41	16.31
Rail	15.67	16.89	15.82	17.48	15.47	14.22	12.10	13.94

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\$500,000 - \$999,999	10%	4%	5%
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Derek's deliberation

Marketing, marketing, and more marketing

I've heard David Coletto of Abacus Data speak twice now about millennials and the trucking industry, and though much of what he says I agree with, there was one key aspect of his presentation I felt was vital.

Marketing.

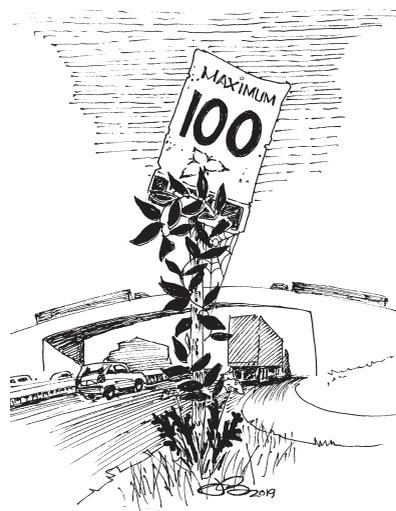
The trucking industry does not do enough to market itself, which is part of the reason not enough young workers are entering the industry.

Of course, I am part of the bubble that preaches to the choir when it comes to issues facing trucking. Whether it's the onslaught of new technology, the driver shortage, ELDs, autonomous trucks...those who read what I write – or at least 99% of them – are already in the industry.

As Coletto explained as part of his presentations in Alberta and Manitoba (and soon in B.C.) on why more millennials are not choosing trucking as a career, he stressed how the industry needs to find a way to get its message out to non-trucking professionals.

Trucking has a lot to offer. Some of you reading this column might disagree, and from your viewpoint, wherever that may come from, you might have valid reasons for believing that.

But from what I've seen during my travels and covering this industry,



working in trucking goes far beyond being a driver, which is the one position most people associate with trucking. Within the industry itself, there are positions in information technology, dispatch, health and safety, management, and community outreach, which is an important job as it helps get the message out to potential workers, promoting and marketing an industry that needs this desperately.

Trucking HR Canada indicates that trucking has the highest vacancy rate of any sector in Canada, with around 20,000 positions available, or a 6.6% vacancy rate.

That's a lot of jobs, and they are not all driving positions needing to be filled. Granted, Class 1 drivers are where the biggest needs exist. This is without question the most difficult position to get today's young people interested in pursuing. Driving truck is not for everybody, and with more people saying work-life balance is a top priority when looking for a career, it's not surprising there is a shortage in this area.

From a marketing perspective, the industry urgently needs some kind of outreach program – yes there are some, like the Road Knights, which does a good job within the scope it is able – that gets into the schools and into the minds of today's young workers. No one is going to choose a career in something they know nothing about.

What does it say that a company like Tesla, with all its failings – crashing cars, burning cars, mismanagement, and productivity issues, just to name a few – can have a more positive impression on our youth than commercial vehicle OEMs with none of these controversies?

Marketing...that's how.

Sure, Tesla is the cool new kid on the block, building electric cars and launching rockets into space. If only we could all be so hip.

There comes a time, however, when cool and hip gives way to realistic and practical. It's wonderful to create an electric truck like the Tesla Semi, and with improvements and a shift in the world's transportation model, there will be a time when such an innovation will be a practical option for fleets.

But if today's young workforce wants to make a real impact on what our transportation sector will look like 25 years from now, working within an industry making realistic innovations for today and the foreseeable future is where they will find success.

Someone just has to relay that message to them. **TN**



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Ritchie Bros. adds to executive team

VANCOUVER, BRITISH COLUMBIA

Ritchie Bros. announced it is undergoing an organizational realignment in North America.

According to the organization, the realignment is to prioritize senior management to focus on penetrating the upstream segment of the used equipment disposition market, implement a new field sales go-to market model called S.A.G.E (Sales Activity Generation Engine) globally, with the U.S. as the lead country, and profitably scale the government business.

In order to successfully achieve these objectives, the following organizational changes are being implemented effective July 1.

Jeff Jeter will be named president of upstream and emerging businesses.

His responsibilities will include driving the upstream business by rolling out Ritchie Bros. asset solutions in the U.S., developing a go to market upstream initiative in Canada, continuing to oversee strategic accounts in the U.S., and assuming responsibility and enhancing focus on strategic accounts in Canada.

Sam Wyant, senior vice-president of U.S. strategic accounts, Doug Feick, senior vice-president of new business and corporate development, Kelly Kittson, director Canada strategic accounts, and Liz D'Ambrosio, vice-president, sales support, will report directly to Jeter.

Kari Taylor will be the new chief sales officer, U.S. regions. In this newly created role, Taylor will assume responsibility for the U.S. field-based regional sales organization. Sales effectiveness and sales training will also report to her. Taylor will initially focus on successfully implementing the S.A.G.E. initiative to accelerate new business growth and enhance territory manager sales productivity.

Jake Lawson, senior vice-president of sales U.S. south, Rob Giroux, senior vice-president of sales U.S. west, Franklin Langham, vice-president of sales U.S. northeast and north central, and Darrin Hogeboom, vice-president of sales effectiveness and training, will all report directly to her.

Brian Glenn, senior vice-president of Canada sales, will continue to run the regional field sales organization in Canada.

Jeff Jeter, Kari Taylor, and Brian Glenn will all report directly to Ravi Saligram, CEO of Ritchie Bros. **TN**

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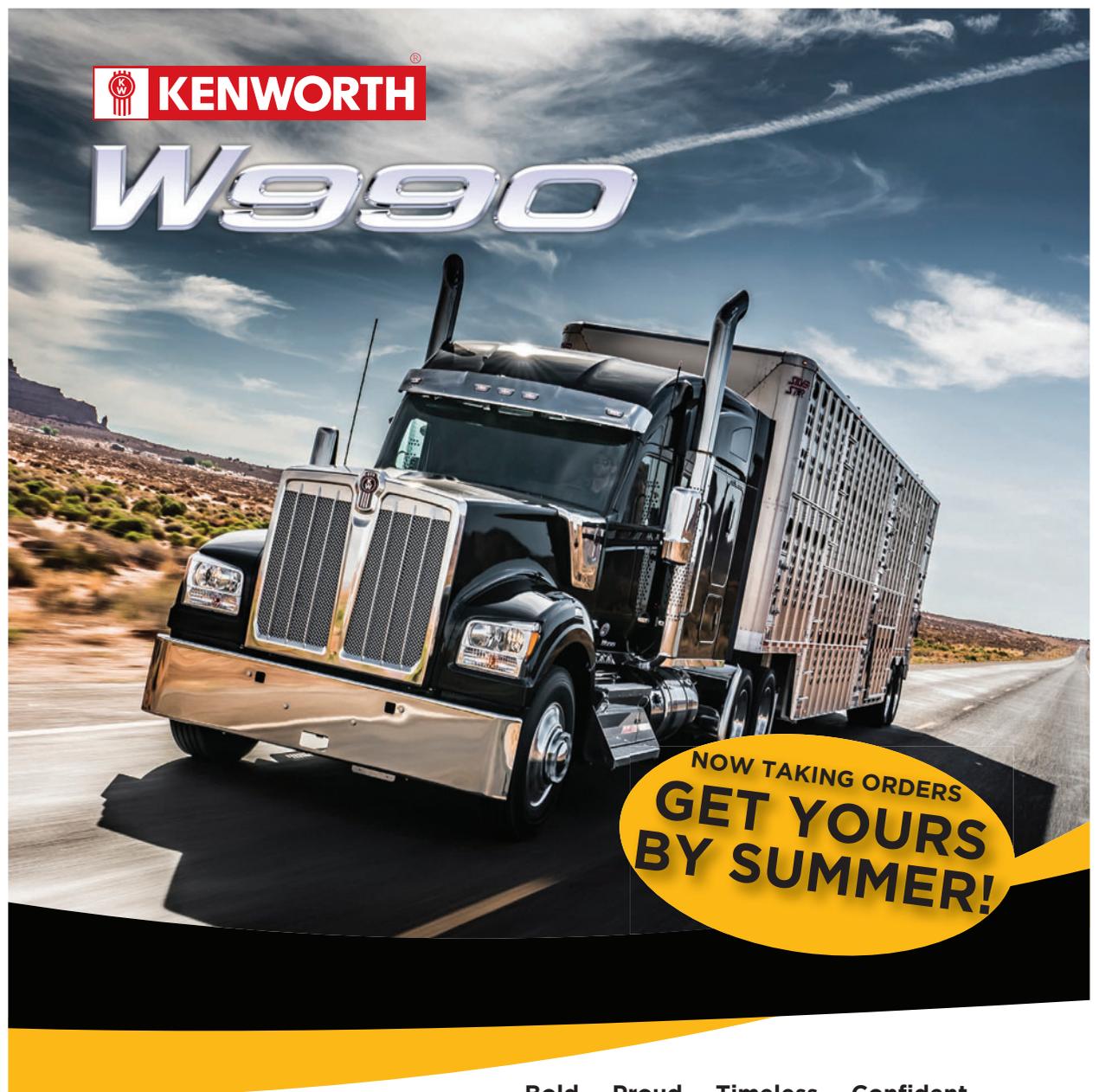
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Must-have technologies, ELDs, and government regulations

Panel discusses technology in the workplace during AMTA conference

By Derek Clouthier

KANANASKIS, ALBERTA

A group of panelists discussing technology in the workplace agreed forward-facing cameras are a must-have for carriers in 2019.

Brian Mofford, vice-president of technology for Drivewyze, said cameras are all about protecting your drivers in the event of an incident or collision.

"I think carriers want to make sure they can prove that it wasn't the truck driver's fault," said Mofford, adding drivers are increasingly buying into the use of cameras, including to some extent rear- and side-facing options.

Speaking during the "technology in the workplace" panel at the Alberta Motor Transport Association Leadership Conference and AGM April 27 in Kananaskis,

Alta, Jean-Sebastien Bouchard, vice-president of sales and a partner with Isaac Instruments, agreed on the importance of using forward-facing cameras, which have several benefits to fleets.

He did caution carriers on the manner in which they use the vast amount of footage cameras capture on a daily basis, and who is reviewing this sometimes sensitive material.

"It's not just the risk the drivers are going through as they are driving, it's also a question of 'what am I going to do with all this data?'" said Bouchard. "I've seen situations where many drivers have not seen this, and it's a good coaching tool to be able to show somebody. At the end of the day, it's not just a question of proving you're not guilty. If you can avoid it, it's even better."

Marc Moncion, head of safety, compliance, and regulatory affairs for Fleet Complete, said when collisions occur, 90% of the time the vehicle in the rear of the incident will be blamed. But it's not always the case the rear vehicle is at fault, and forward-facing cameras can vindicate a driver.

Bouchard said fleets need to examine their operations and look at what steps and process can easily be automated using today's array of technology options, starting with quick, simple tasks.

"It's going to take you time, it's going to take you a lot investment to train your drivers, to get everything up and running," he said. "You need to go for a technology to future-proof your company."

One piece of technology all fleets in Canada will soon be forced to get used to is electronic logging devices (ELDs).

Moncion said several lessons were learned from the ELD rollout in the U.S. about a year-and-a-half ago, both from the drivers' perspective and enforcement.

"Inspectors were seeing 300 different types of devices all of a sudden and they didn't know what to make of it because the functional requirements said these data items must be listed but we're not going to tell you how it's going to be projected on a tablet or on a phone," said Moncion. "You had some older guys who were used to paper, and they were like the truckers. They resisted the technology as well."

Moncion said some inspectors were continuing to ask drivers for paper logs, and advised Canadian carriers to instruct their drivers to maintain a paper log in addition to using ELDs as a failsafe to avoid any misunderstandings that could lead to an infraction.

Bouchard said one of the biggest lessons Canada has taken away from the U.S.'s ELD mandate is how devices are certified.

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From left: Brian Mofford, Marc Moncion, Jean-Sebastien Bouchard, and moderator Derek Clouthier.

Administration) website and you're going to find about 500 devices out there," said Bouchard. "Many of which are not compliant, and we all know this."

Canada will use third-party certification, which will protect carriers by ensuring the ELD they are using is fully compliant.

“Technology can be helpful and beneficial, but by the same token you have to use common sense and be mindful of the job at hand.”

— Marc Moncion, Fleet Complete

ELDs may be one example of a piece of technology that has been regulated by the government. But it took a while for this to happen, despite the technology being there and many in the industry urging a change from paper logs.

Mofford said one way government, industry, and technology can find more common ground

when it comes to regulation is to look to the U.K., where a new process enables finance companies to test their innovations with real customers in the marketplace within a controlled and monitored environment.

The new process allows government to learn about new technologies and better regulate them. Mofford hopes similar efforts can be employed in Canada to help technology innovators, government, and industry collaborate to bring technology to the marketplace faster.

Moncion, a former inspector for the Ministry of Transportation of Ontario, who also sits on various regulatory bodies, said when he worked for the government, the goal was always to get industry buy-in on any effort. He also made a point to be involved in the process to have ELDs mandated in Canada by attending meeting south of the border, as well as work with the Canadian Trucking Alliance and Transport Canada to provide feedback.

As technology continues its march forward, the panel said carriers need to understand what works for their particular needs and make the right choices. **TN**

PacLease Edmonton Kenworth named Franchise of the Year

EDMONTON, ALBERTA

PacLease has named its Edmonton location as its 2018 North American Franchise of the Year.

PacLease Edmonton Kenworth received the honor during the parent company's awards dinner in Orlando, Fla., with Jim Callaway, general manager of the Edmonton facility, accepting the award.

Ken Roemer, president of Paccar Leasing, said there is an extensive evaluation process to determine who will receive the award.

"PacLease Edmonton Kenworth exceeded expectations when it came to supporting the network and delivering on all performance metrics," said Roemer. "They had an outstanding year and were very deserving of the award. The PacLease Edmonton Kenworth team provided exemplary service, focusing on uptime and ensur-

ing their customers' needs are always met. They had a strong year in all of the rated categories, and it is an honor to recognize their accomplishments."

PacLease also named its top Canadian and U.S. franchises during the event. Peterbilt Manitoba was named the Peterbilt Franchise of the Year for Canada, while Location de Camions Eureka in Quebec was the Kenworth Franchise of the Year for Canada. Southland PacLease and Western Truck Leasing were named U.S. Franchises of the Year for Kenworth and Peterbilt.

"These winners all had great years, grew their businesses, and provided excellent support to our customers and the PacLease network as a whole," said Roemer. "They are all excellent partners with PacLease and I am happy to present them with these awards." **TN**



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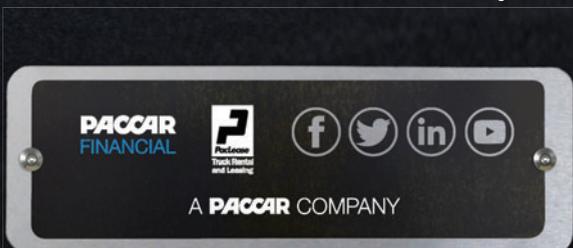


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Closing safety loopholes

Continued from page 1

In 1993, Alberta's road test examination model was privatized, meaning examiners operated their own business to test hopeful drivers. This resulted in several issues that came to light in 2016 after the government reviewed the process. One issue was that examiners were automatically failing drivers during their first and sometimes second road tests in an effort to make more money.

What examiners were expecting from drivers taking their road tests, and the rates they charged for the test, were inconsistent, and as Wallace said, there was not enough oversight to keep the public's trust that they were receiving a fair test.

As of March 1, Alberta's road test model is again a publicly-run system, with standardized expectations and set rates, regardless of where the test is taken in the province.

The new program also increased oversight and training of driver examiners, brought in a tablet-based solution for testing, and an online road test scheduler.

Some examiners who were running a private road test business were brought into the government system. About half, however, did not make the transition. Wallace said in many cases examiners were going from making anywhere from around \$170,000 to over \$200,000 a year operating privately compared to the government's \$70,000 salary for doing the same job publicly.

MELT is also expected to go a long way in improving safety on Alberta roads.

Following the Humboldt incident, Wallace said it became evident that "in some cases it was just way too easy to get a Class 1 licence."

Wallace said Alberta's program is based on Ontario's, but there was also collaboration with Saskatchewan and Manitoba.

"I wanted this as harmonized as we could and to make it seamless," said Wallace, underscoring how all the MELT programs mandated in Canada are closely aligned within a few hours of each other.

He added that because of this alignment, there is now a proposed national entry-level standard for driver training, which will be based on current provincial programs.

Alberta did, however, experience a slight hiccup in how it implemented its MELT program. In an effort to dissuade aspiring Class 1 drivers from rushing to take their road test before stricter standards came into effect, any driver who obtained their Class 1 between



Trudy Nastiuk (left) and Terry Wallace.

Oct. 1, 2018 and Feb. 28, 2019 would have to retake the test.

The thought behind this, as Wallace explained, was that drivers wouldn't bother trying to beat the deadline because they would not want to retake their road test.

This turned out not to be the case, as there are now around 5,800

Class 1 drivers who will need to retake their road test.

Trudy Nastiuk, executive director of Alberta's safety and compliance services branch, provided an update on the province's pre-entry program for new carriers, which was the first of the three safety initiatives to be implemented Jan. 1.

New carriers are now required to complete a free online safety and compliance course, pass a knowledge test, and undergo a new carrier compliance review within the first year of getting their Safety Fitness Certificate (SFC).

All carriers are also required to renew their SFC every three years. The province also will no longer be handing out temporary certificates during a carrier's first 60 days of operations while they work toward a permanent SFC.

"That was identified very quickly as a weakness," Wallace pointed out.

The government is still determining if the SFC renewal process and requirements for carriers will be the same as when they initially obtain the certificate. **TN**

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B.C.'s container trucking sector gets a boost from provincial government

VICTORIA, BRITISH COLUMBIA

The B.C. government approved a series of recommendations to support the province's container trucking sector recently, including an adjusted rate structure for drivers. The recommendations were included in the B.C. container trucking commissioner's rate and remuneration report, which was aimed at ensuring balance, stability, and competitiveness for the trucking sector.

The rate adjustment includes a 2% trip and hourly rate increase to help offset higher operational costs, which comes into effect June 1.

B.C.'s Minister of Transportation

and Infrastructure Claire Trevena thanked the container trucking commissioner for the proposed enhancements.

"As a result, we are creating an enhanced rate structure and implementing several measures, which will benefit more than 1,700 hard-working British Columbians and their families," Trevena said.

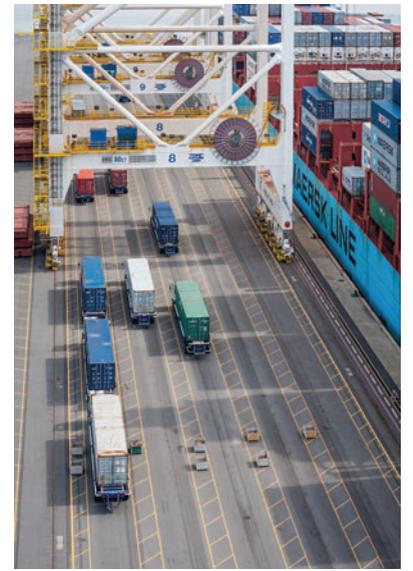
Unifor, the union representing more than 1,700 container truck drivers, also praised the announcement. "Few industries need regulation as badly as the container trucking industry," said Jerry Dias, Unifor national president. "It's hard to overstate just how much

wage theft our members have seen over the years from unethical employers."

Paul Johal, Unifor-Vancouver Container Trucker Association president, said they made the submission to the commissioner's rate review, which impressed upon the government that fair rates provide stability in the Lower Mainland's port trucking industry.

He also said the announcement from the provincial government sets truckers "on firm footing for collective bargaining this summer," with an expiring agreement July 30.

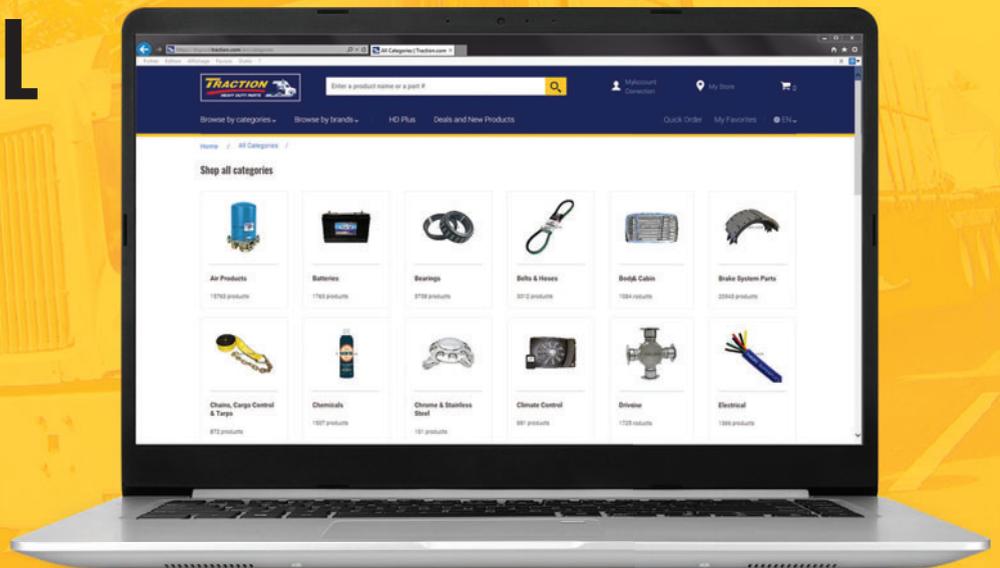
"Many industry stakeholders participated in the rate review. The



recommendations in the report reflect their input and I want to thank each of them for their efforts," added Michael Crawford, B.C. container trucking commissioner." **TN**

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B.C. working to develop MELT standard

BCTA says program must address province's unique driving challenges

By Derek Clouthier

VICTORIA, BRITISH COLUMBIA

B.C. could soon be the next province to announce a mandatory entry-level driver training (MELT) program.

According to the Insurance Corporation of B.C. (ICBC), it, along with the province's Ministry of Transportation and Infrastructure and Ministry of Public Safety and Solicitor General, is working to support the development of a new MELT program for Class 1 drivers.

"ICBC is examining a number of different training options to improve commercial vehicle driver safety, including the recently introduced MELT programs in Ontario and Alberta, as well as the U.S." ICBC stated in a release to *Truck News-West*. "As with the MELT programs in Ontario and Alberta, B.C. plans to propose a standardized mandatory curriculum for use by the driver training industry that specifies the number of required hours for in-classroom, behind-the-wheel, and in-yard instruction."

The Ministry of Transportation and Infrastructure said current applicants for Class 1 licences must undergo "robust testing, mandatory air brake training, and driver record screening prior to being issued a licence."

The ministry told *Truck News-West* that the ongoing review of the province's Class 1 commercial driver training standards will be examined to see what improvements can be made and how those changes will be implemented.

The provincial government also said it supports Transport Canada's recently announced national standard for MELT, which is expected to be developed by early next year in partnership with the Canadian Council of Motor Transport Administrators, as well as provincial jurisdictions.

Shelley McGuinness, communications specialist with the B.C. Trucking Association (BCTA), said the fact that a national standard is coming down the pike poses an interesting problem.

"Can you cover all of B.C.'s requirements in a national program, or do you make the national program a foundation, and build on that with specific requirements per province?" McGuinness questioned. "Obviously, truck drivers trained to a standard in one province may still operate across Canada. But truck drivers obtaining certification in Manitoba or Saskatchewan have no way to practice mountain driving on the road as trainees."



Because the province presents unique challenges for drivers, such as mountain terrain with steep grades and unpredictable weather, McGuinness believes B.C. needs its own MELT program.

"The experience and needs of the industry and drivers in our province, combined with our unique transportation profile, means we need to cover a lot of ground," she said. "We're

Canada's Asia-Pacific gateway with a number of ports, we have high mountain passes and severe weather, our highway system includes ocean-going and inland ferries. So in the classroom or cab, we should be providing training that covers B.C.-specific practices, requirements, and skills."

The BCTA has made clear it wants to offer its expertise and knowledge when it comes to the province's development of a MELT standard, and has voiced to the government and ICBC the need for a program.

The association also welcomes the opportunity to be part of the creation of a national MELT standard, which could come by January 2020, and looks forward to doing so as part of the Canadian Trucking Alliance. **TN**

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PIC looks to have an impact on entire industry

By Derek Clouthier

KANANASKIS, ALBERTA

The Alberta Motor Transport Association's (AMTA) Partners in Compliance (PIC) program appears to be at a crossroads.

Carriers that have reached PIC status have been achieving the highest of standards when it comes to safety and compliance, and now administrators and members are searching for new ways the program can have a positive impact on road safety.

During the PIC AGM, which ran in conjunction with the AMTA's annual Leadership Conference and AGM in Kananaskis, Alta., April 26, discussions centered on how the program can make a difference for carriers that are not currently part of the PIC family.

In Alberta, there are approximately 25,000 active carriers. Of those, 66 are certified PIC members.

Part of the issue voiced by some members, including Bob Hill of Hill Bros. Expressways, is the need for better support from government.

Up until 2018, the provincial government had provided funding to the PIC program. The AMTA is now the primary financial support

keeping the "bare bones operation" afloat, with a total contribution of around \$453,000 annually, which includes funding contributions, marketing, and various other forms of monetary assistance.

There is a projected shortfall of nearly \$85,000 this year for PIC, leaving its reserve funds at an estimated \$247,871 by the end of 2019.

Hill said he is worried the lack of government funding will threaten the PIC program and that it could fall apart.

Andrew Barnes, acting PIC director, said he believes the program's reserve funds should last about three years, and now is the time for PIC to explore alternative ways the program can have an impact on the industry as a whole and not just for its members.

Several outside factors had a significant impact on PIC during this past year, none more so than the Humboldt tragedy and subsequent government action on mandatory entry-level driver training (MELT).

Chris Nash, president of the AMTA, said the Humboldt collision provided a better opportunity for collaboration, as the public and those within the industry want a greater sense of road safety, some-



Dan McCormack and Jacquie Daumont of Alberta Commercial Vehicle Enforcement provide an update for PIC members during the annual AGM in Kananaskis, Alta., April 26.

thing PIC and its member carriers provide.

Barnes agreed, saying more can be done from the shippers' standpoint to improve road safety, and that PIC has reached a pivotal point on what more it can do to impact safety on the province's highways.

PIC enforcement

PIC carriers continue to see positive results when being inspected by commercial vehicle enforcement (CVE).

Inspections of PIC members have gone up the past couple of years, from 475 in 2016 to 547 the next year, and 587 in 2018.

Of the PIC members inspected last year, 321 passed, 143 had an issue that required attention but were permitted to carry on, and 123 were put out-of-service.

Compared to 2016, of the 475 PIC carriers inspected, 101 were put out-of-service, or 21%, approximately the same percentage as last year.

Dan McCormack, CVE inspector for Alberta's northern region, said there are around 30,000 trucks inspected every year in the province, and approximately 10,000 are put out-of-service, which is 33%.

By far, the top reason PIC members receive out-of-service violations is due to brake system infractions, which numbered 107 in 2018.

In 2016, there were only 20 brake system violations, and McCormack said he suspected the reason behind the jump is due to improved technology, such as thermal imaging, enabling officers to better detect issues.

Second on the list was cargo securement with 49 violations, followed by lighting devices, suspension systems, and tires. **TN**

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Never stop learning

MTA looks for support for its new education council

By Derek Clouthier

WINNIPEG, MANITOBA

The Manitoba Trucking Association's (MTA) newly-formed education council is searching for members to help steer the effort in the right direction.

Supporting the design, development, and implementation of an educational program aimed at making the MTA a premier training resource for the trucking industry, the association is looking for representatives from the fields of human resources, financial services, dispatch, fleet management, safety and compliance, and the driver services sector.

Neil Cooke, manager of education and training for the MTA, said his association recognizes the need for this type of training, which will support the professional development of future industry employees.

“Council members will play a vital role in influencing the MTA’s ability to recruit, retain, and develop a workforce in a national landscape that is highly competitive”

– Neil Cooke, MTA

“By supporting these aspirations, the MTA looks to enhance the current skills and abilities of a workforce that is constantly adapting to changes in technologies and business practices,” said Cooke.

Curriculum development of the education program will leverage and adapt programing that already exists, given it meets the needs of the industry and the program. Cooke said a last resort will be to follow standard curriculum development practices.

“The MTA has been working with post-secondary institutions, corporate trainers, and related associations to build a catalogue of courses that are aligned with the seven themes identified in the MTA educational initiative,” said Cooke. “This catalogue will be reviewed by the education council and priority list of courses generated to support the development of a bi-annual course calendar.”

Those seven themes include communications, technology, managerial, adult education instructor, coaching and mentoring, logistics, and technical skills.

So far, representatives from the MTA's associated trades division and vehicle maintenance council have committed to provide representation on the education council.

Cooke said the training being developed by the education council is in no way intended to compete with any carrier's in-house training. It is rather intended to augment existing

in-house programing of some carriers and be made available to those that don't currently provide any training options.

“The education and training needs of MTA member companies are very diverse, and as such the program and course offerings will reflect this,” said Cooke. “The educational initiative had seven major themes or domains, but from these seven areas over 70 individual course needs were identified. This speaks volumes to the bona fide professional development needs MTA members have iden-

tified as necessary to support the continued success of the association and the industry.”

Once all council members are established, they will be tasked with developing an education charter to guide the council and ensure future council members have a structure to follow. Members will then meet quarterly to advise on programing needs, outcomes, and evaluation data.

“Council members will play a vital role in influencing the MTA's ability to recruit, retain, and develop a workforce in a national landscape that is highly competitive,” said Cooke.

Anyone interested in being part of the MTA's education council is encouraged to contact Cooke at ncooke@trucking.mb.ca or 204-632-6600. **TN**



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Politicians address investment, MELT, and carbon tax during STA event

By Derek Clouthier

REGINA, SASKATCHEWAN

Representatives from the provincial and federal governments highlighted how they are backing the trucking industry in Saskatchewan with investments in infrastructure, support for mandatory training, and fighting the carbon tax.

During the Saskatchewan Trucking Association's (STA) second annual policymakers stakeholders meeting April 10 in Regina, Lori Carr, Minister of Highways and Infrastructure for the provincial government, said this year's budget puts \$706.1 million toward road and infrastructure enhancements.

"This year's budget will result in upgrades to more than 1,000 km of highway, in addition to the completion of the Regina bypass, which will be completed this fall on budget and on time," said Carr.

Since 2008, Carr said the provincial government has invested nearly \$9 billion into highway and infrastructure improvements.

In 2019, the minister said \$20 million will be put toward spot safety improvements on provincial

highways, totaling \$100 million over a five-year investment.

Another five-year, \$65 million investment is earmarked for an enhanced intersection safety program, along with \$7 million to reduce the frequency and severity of collisions.

"We understand how vital the trucking industry is to our economy. Exports generate roughly two-thirds of all economic activity in Saskatchewan. And just about everything we produce moves on a truck at some point," said Carr. "We know that we need well-maintained infrastructure that allows access to other markets across Canada, as well as the rest of the world."

Kelly Block, MP for Carlton Trail-Eagle Creek and transport shadow minister, said the feeling is mutual at the federal level.

"Transportation is the lifeblood of the Canadian economy, and trucking provides everything," said Block. "Trucking is the most reliable, efficient, and time-sensitive service for shippers, manufacturers, and retailers. Without you, our store shelves would be empty and our farmers' produce would rot in their

bins instead of feeding the world. Canadians rely on safe, dependable, and affordable trucking."

Part of how Block and a Conservative government would show support for the industry is by scrapping the carbon tax.

"When it comes to environmental policies and carbon emissions, I believe my views align closely with the trucking industry," she said. "The concept behind the current Liberal government's carbon tax is that higher costs change behavior."

But Block believes the only thing the carbon tax has done is hinder the industry by reducing its ability to invest in new technologies, fleets, and employees.

"With the imposition of the carbon tax, I believe the current government is failing to recognize that the trucking industry has already done a lot to reduce carbon emissions," said Block. "The cost to transport goods in Canada has gone up and will continue to go up as the carbon tax increases...your customers need to know why they are going up."

Carr agreed, saying the provincial government will also continue to fight against the carbon tax,



Susan Ewart.

which, in addition to Saskatchewan, was imposed by the federal government April 1 for Manitoba, Ontario, and New Brunswick.

The federal carbon tax was levied on provinces that did not implement their own plan. The federal tax is set at \$20 a ton for 2019, increasing \$10 annually until reaching \$50 a ton in 2022.

"We strongly believe this tax is not the answer," said Carr. "Of the many tools government has to combat climate change, a carbon tax will do most harm to our economy while having no impact on our emissions."

Carr said government should instead focus on investment into new technology that will reduce emissions on a global scale, while not having a negative impact on the economy.

"The carbon tax will take time and money away from fleets that could and should be investing in technology that would help Saskatchewan and Canada with emission reductions," she said.

Both Carr and Block praised the implementation of the province's mandatory entry-level driver training (MELT) program.

Block said thought MELT was on the government's radar for some time, the Humboldt tragedy forced swifter action.

"At the same time, the Government of Canada facilitated a cooperative discussion on the need to implement a Canadian standard," added Block. "While I'm not in the habit of praising the current federal minister of transport, I wholeheartedly support the collaborative approach that was taken in dealing with this issue."

Block stressed the need for more qualified Class 1 drivers in Canada, pointing to a report by the Conference Board of Canada indicating a potential shortfall of 33,000 drivers by 2020.

Susan Ewart, executive director of the STA, said events like the policymakers stakeholders meeting help with what is the need for a collaborative effort between government and industry to achieve common goals.

"As an association, we are only effective together," said Ewart. "In this room are words and action; government and industry working together toward common goals of safer roads and a more productive economy producing excellent results for our province." **TN**



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Let's be more social

If you are a trucking company, social media is affecting your business, even if you have little to no online presence. Let me explain.

On average, people have more than five social media accounts, and there are 3.2 billion images shared every day. Social media has not only changed the way we communicate, it has changed how we share information and allows us all to do it in real time. The information is rarely checked, it's not vetted and as we all know, it can often be untrue. What does all this mean? It means people have replaced not one, but most of their content consumption mediums with online information. Thinking of this, what do your employees view online? What do your future employees view online? What is out there that is having an impact on our industry? The answer is, a lot.

Almost 80% of Canadians use at least one form of social media. New workforce entrants – drivers, dispatchers, technicians, and managers – that you hire five years from now will never have known a world without the internet. It is one of the most powerful

tools we have, but for trucking, it could be dangerous.

Our industry faces an image issue, and that is no secret. Collectively we have not done a great job at curating our collective story, about selling ourselves to future recruits, about managing our own brand – and it's become an issue. A quick search of videos, time spent on Facebook, comments made on the STA's very own social media accounts paint a picture none of us commissioned. For every story about the critical role trucking plays in the delivery of the North American lifestyle and love of the industry there is a story racked with falsehoods and inaccuracies about how the industry treats people, or about the way drivers are paid; stories and claims that have the potential to send our future recruits running for the hills.

We must control our own story. Truck driving can be lucrative, and it's a great career choice. Dispatching is a well-respected position that requires a wide range of skills, and management positions in this industry provide opportunities that

would be difficult to find elsewhere. The Internet is not talking about that, so we need to drive the conversation, move past the idea that the glory days of trucking will return on its own. We need to work collectively and control our own narrative, because right now, we are losing a battle we haven't quite organized ourselves to fight yet.

The image of our industry is our responsibility – all of us. From small companies to provincial associations, we must work together to shift the narrative. Social media policies are a great place to start, as is sharing a day in the life of the people who drive the economy. Let's show them that Canada is Canada because of the role trucking plays in the supply chain, that the clothes on their backs and food on their table wasn't (yet) delivered by AI and drones. Trucks are out there – we are visible and we have the power to make other industries envy us, to make youth flock to work in our organizations, and to put the pride back in the statement 'I am a trucker'.

The STA is extending an offer to all its members to aid and assist



Susan Ewart is the executive director of the STA, previously serving as director of insurance services for Hal Insurance, a subsidiary company for the STA. She sat on the board of the Insurance Brokers Association of Saskatchewan, the Regina Women's Network, and was president of the Regina Association of Insurance Women. Ewart was also the recent recipient of the 2015 Women of Influence for the insurance industry. The first female executive director of the STA, Ewart sees great value in bringing more women into leadership positions in the trucking industry.

them in joining this effort. Our association has resources that are going to drive real change in how the trucking industry is viewed because this matters immensely now and in the future. Call 306-569-9696 to find out more. **TN**

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Finding the right 'team players'



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.

Two, now very former senior members of the Liberal caucus corruptus, learned one thing the hard way: forming a firing squad in a circle doesn't work. You miss the intended target and become the only collateral damage.

Now that the House of Commons Parliamentary SNC excavation committee has put the dirt back in the ground, perhaps the leadership of this country can take some time off and address (or even consider) the problems facing the energy sector, their own national collateral misjudgment.

It looks like, for now anyway, the country is united in one aspect that we are all fighting climate "pollution" with some form of carbon tax, or whatever euphemism a political leader may choose to use. Be it tax, fee, levy, or charge, whatever word-salad is the special of the day, it all means the same thing and leaves a bad taste in your mouth.

We pay a carbon tax while the U.S., second in the global pollution club, does not. If Canada accounts for 1.6% of global GHG emissions, that means the rest of the world generates the balance of 98.4%. So here we are again world leaders, but with few meaningful global followers marching behind us.

Justin Trudeau and his party either don't want to, or cannot understand the immediate energy needs of the country as a whole.

Tweet that one Justin. I guess the rest of the world isn't made up of team players and we know how you like team players. Right, Justin?

One thing about procrastinating over a problem is that someone else sometimes comes up with a solution.

Thanks to the magic of nationalization, we now own the Trans Mountain pipeline. But apparently we don't know how to run it, let alone expand it as it is, and has been running for 66 years. One of the trees in the forest of red tape blocking this project was resistance from various Indigenous parties for a number of valid reasons that space doesn't allow for me to accurately detail, but these have been well documented in the commer-

cial media. What if this major and key objector to the project instead becomes a key investor that can solve the puzzle?

Well that may just be about to happen, as a consortium of Indigenous party investors has offered to purchase a 51% interest of the \$9 billion gorilla sitting on our financial laps, and the gorilla is getting heavier and bigger every day.

Let's face it, the keystone (sorry about that) impediment to not only the Trans Mountain but all other cobwebbed pipeline projects have been politics. Not only

at the federal and provincial levels, but also when these confused and self-serving bureaucrats encounter valid arguments from the Indigenous communities, cultures they do not understand. Who better to understand the politics and inner workings of the First Nations than the First Nations themselves?

Justin Trudeau and his party either don't want to, or cannot understand the immediate energy needs of the country as a whole.

An offer by a member or members of the First Nations community for the Trans Mountain is

a start to a long-term solution to a problem by a group that has an interest in this and perhaps other energy projects now at best, soon at worst – not just until the next Federal election.. **TN**



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Skilled drivers needed

Continued from page 1

“Transportation of these logs in B.C., or at least in the central interior, is probably the mills’ biggest cost,” Ubleis said, also referring to the driver shortage his carriers are experiencing. “Definitely in the last few years, there’s been kind of a trucking shortage.”

The reliability of relatively small-size log hauling companies in B.C. – similar to elsewhere in Canada – makes it easier to keep his business running.

“Since we’ve been running small fleets and owner-operators only, we haven’t been struggling as much,” Ubleis said.

With a fleet of 11 company tractors and trailers – in addition to three owner-operators – Munden Ventures is considered a good size log hauler, “although there are a couple of very large hauling contractors in northern B.C.,” said Munden.

Munden is lucky enough to have his son Nolan, 23, working for him, driving truck and doing maintenance tasks as he holds a Class 1 licence and is a Red Seal certified mechanic. But many truck seats remain to be filled in B.C.’s log hauling industry and the task proves to be more complicated than in over-the-road trucking.

“The log hauling sector is probably one of the elite sectors within our industry that demands the highest level of skills,” said Munden. “Bringing 140,000 lb units off the mountains on narrow, often muddy or ice- or snow-covered roads on steep grades where it’s you and the truck and the elements, takes people who have a really unique set of skills and people who are highly skilled.”

“The log hauling sector is probably one of the elite sectors within our industry that demands the highest level of skills.”

– Greg Munden, Munden Ventures

To compound matters, log haulers compete for a workforce with other natural resource sectors, such as mining and the western oil patch.



Munden Ventures logging operations.

Though Munden notes B.C. log haulers are not backfilling, when it comes to developing and recruiting enough young people, he remains optimistic. “I think we’re getting better. We’re more focused on making the industry more attractive,” he said.

Attraction and training programs are being developed through the Log Truck Technical Advisory Committee (LTTAC), which operates under the purview of WorkSafeBC, and there are plans for a professional log hauler endorsement. Munden sees each of these initiatives as opportunities “to put

the pride and respect back into the career of professional log haulers.”

Safety and diversification

Contractors, too, would welcome such an endorsement as an additional carrier selection tool. A certification does exist under the B.C. Forest Safety Council, and Ubleis’ company requires its carriers to be certified.

Despite the driver shortage, Ubleis Logging verifies driver abstracts and a variety of other safety-related factors before hiring a log hauler. “We definitely have not hired people due to their history,” he said.

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TM-192 June © 2019 M. Jackson
 Answers on page 36

Across

- 1 Semi power unit
- 5 Single or twin ___ axles
- 8 Road bend
- 9 UPS or FedEx delivery vehicle (4,3)
- 10 Lost traction alarmingly
- 11 Petro-Can engine oil
- 12 Truckmaker's facility (8,5)
- 15 Truck rental and leasing company
- 17 Gear ____, a.k.a. clumsy shifter
- 20 City nicknamed Windy
- 21 Former Mississauga bus maker
- 22 Defunct '40s-founded Edmonton carrier
- 23 Forklift-friendly platforms

Down

- 1 Truck repair pros, briefly
- 2 Certain two-trailer rigs (1,6)
- 3 Groovy tire surface
- 4 Major USA-Canada flooring carrier (8,5)
- 5 Put the hammer down (5,2)
- 6 Trout ___ Industries, PEI trailer maker
- 7 Mouseketeer hat-shaped fastener (4,3)
- 12 Kenworth sleeper model
- 13 Kingston, ON truck-parts supplier
- 14 Dipstick feature, frequently (3,4)
- 16 Tire type
- 18 Volvo's Latin-origin name meaning (1,4)
- 19 Patronizes U-Haul

Log hauling fleets are aware drivers want to haul for companies with good safety records. They are willing to get up at 3:30 a.m. and work long hours in difficult conditions, but not at the price of their own well-being.

For more than four years, all of Munden Ventures' equipment and drivers have operated using an electronic logging device and telematics system that records events such as speed violations

The star of western log hauling

The Western Star brand has become a symbol of the log hauling industry in Canada and British Columbia, where they've been designed and assembled for decades in Kelowna, B.C.

The Kelowna site was selected in the mid '60s by the then-named White-Western Star company to be closer to Canadian logging operations.

Western Star was conceived with forestry in mind from the start.

"White Motor Corporation saw a need for a heavy-duty vehicle in the Pacific Northwest, specifically for logging," said Peter Schimunek, vocational segment manager at Western Star.

Before joining the ranks of Meritor where he now acts as vice-president of global sales and service, John Nelligan worked for Western Star. He, too, heard a lot about the birth of what many still consider a legendary brand in the log hauling industry.



"A lot of trucks in those days were being built for logging and weren't really good for logging, so the trucks fell apart in the woods," said Nelligan. "People needed a tough, heavy truck that could go into the woods and haul the logs out and come out of the woods in one piece."

Design, engineering, procurement, building, and order-taking were all happening under a single roof in Kelowna. The model with which Western Star started was the 4900, which is still a great seller nowadays.

Western Star celebrated its 50th anniversary in 2017. "Fifty years of bad-ass trucks," Mike Edge-Partington, applications engineer sales coordinator, summed up. **TN**

and data from dash cameras.

Another positive development for the industry is the growing popularity of wood in architectural projects, such as bridges, where steel or concrete would otherwise have been used.

According to Munden, the key to success is diversification. In addition to log hauling, his company performs logging operations, builds and maintains some of the roads its trucks are driven

on, and has a maintenance and repair shop for multiple customers' trucks and trailers.

Diversification can also be of a geographical nature, to mitigate the impacts of wildfires for example. "If we have an issue with a wildfire in one area, we have options to look to divert both our trucks and our logging equipment into others that aren't impacted at the time," Munden pointed out.

With climate change making

Mother Nature harder to foresee each year, according to Elstone, a careful approach seems like a wise move. He said the last two years have been "horrendous" in terms of wildfires in B.C.

"This predictability [of wildfire occurrences] or certainty that you have grown accustomed to is becoming a bit more concerning now," he said, "and harder to predict because of the changing weather and climatic conditions." **TN**



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New oil category gets a lukewarm reception

FA-4 oils are proven, but uptake remains slow



C.R. England vice-president of maintenance, Doug Kading, wants to use FA-4 oils but has trouble finding it in bulk.

By James Menzies

ATLANTA, GEORGIA

Doug Kading, vice-president of maintenance for C.R. England, would love to use FA-4 engine oils across his entire fleet of 4,000 tractors. Instead, the FA-4 factory fill his new trucks come with is tossed at the very first oil change and replaced with CK-4.

"It's sad to say, but that's what happens," Kading said during a panel discussion on FA-4 engine oils at the spring meeting of the Technology & Maintenance Council. C.R. England has tested the low-viscosity FA-4 engine oils, which through greater high temperature, high shear properties deliver better fuel economy than the CK-4 oils widely used today. He found the FA-4 oils delivered a 0.5% fuel economy improvement over CK-4, enough to save the fleet about \$1 million a year if used across the entire operation.

"This is easy money to me," he said. "It's also friendly for the environment, we're burning less fuel, there's a lot of positives here."

But as much as he wants to convert the fleet, he said it's impractical to do so at this time. For one, FA-4 availability is an issue – particularly in bulk and in pockets of the country where his trucks operate and are serviced by third-party providers.

"Right now, because of the limited demand, there's limited product and I like to use bulk oil," Kading explained. "I have bulk tanks in my shop. I want my third-party suppliers to use bulk. Right now, bulk is kind of non-existent in a lot of the markets I'm in."

Dan Arcy, global OEM technical manager for Shell, told *Truck News* in an interview that FA-4 is available in bulk from Shell.

"We can definitely supply it in package or in bulk," he said, while acknowledging demand has been low.

Another impediment to transitioning for C.R. England is that its trailer refrigeration unit and auxiliary power unit suppliers don't yet approve FA-4.

"We are doing testing but we don't have the official blessing from those partners," Kading said.

Adopting a two-oil strategy brings challenges, such as storage, labeling, and technician and driver training. C.R. England labels all its power units under the hood and on the driver door jamb to advise which oil is required for each power unit.

"If you run dual oils, you may want to consider labeling all your vehicles," Kading said. "It's very confusing for mechanics to pull the reel down and not know what's being dispensed and what truck or trailer it goes in. Labeling is a must."

He urged fleets in the room to pressure their oil suppliers to make FA-4 available in bulk.

"Getting to the point where I don't have to stock two oils is the tipping point for me," he said. "I would really like to only stock one oil. It would make it a lot easier for me and easier for the mechanics. I think smaller fleets will have an easier time switching to FA-4."

Brian Humphrey, OEM technical liaison for Petro-Canada Lubricants, admitted demand for FA-4 has been slow since the new categories were launched in

December 2016. But he said FA-4 is about 2% more fuel-efficient than the 15W-40 oils that are still predominant today.

"The people who've tried it, they like it," Humphrey said. "There have been no negative results to date. But sales, as pretty much expected, aren't flying off the shelf."

He said this is because most fleets have a mix of vehicles, some of which aren't compatible with FA-4. Humphrey expects this to change as more new trucks hit the roads.

"The people who've tried it, they like it. There have been no negative results to date."

– Brian Humphrey,
Petro-Canada Lubricants

"With the high level of Class 8 sales over the last couple of years, there have been a lot of new units put out there," he said. "I think pretty quickly the vast majority of the market is going to be capable of using these FA-4 oils. And as fuel costs rise, switching to lower viscosity engine oils can be an easy way to pick up a couple percent (fuel economy improvement)."

Shell's Arcy compares the adoption rate of FA-4 to 10W-30 viscosity engine oils, which took several years to gain traction.

"What we tend to see is a four-to-five-year lag, because you have fleets out there that have older equipment, they have multiple different-colored engines, and they want one product for everything," he explained. "I anticipate we're going to have to wait until we see some turnover in these fleets before we start to see an uptake in the marketplace."

Greg Matheson, OEM account manager for Lubrizol, said fleets shouldn't be concerned about FA-4 oil's ability to protect the engine, despite their thinner viscosity. His company has run field tests on more than 300 engines, racking up nearly 70 million miles using FA-4. By the end of this year that will exceed 100 million miles. And so far, there have been no issues.

"This testing is done in real fleets, in different duty cycles, in all makes of engines and at different gross vehicle weights," he said. "So, we really test these oils out to show the performance in every application you would see over the road. FA-4 successfully lubricates the engine and delivers the durability needed to withstand the life of the engines in your fleet."

Lubrizol's testing also showed FA-4 works well in trailer refrigeration units and auxiliary power units as well. Engine tear-downs after 500,000 miles have shown internal parts are in good condition.

"In our testing, we haven't had any oil-related failures using FA-4," Matheson assured. He added driver training is a key consideration. "Get drivers educated on what to look for on that API donut so they grab the right oil for the application when on the road."

Suzanne Neal, powertrain fluids engineer with Daimler Trucks North America, said her company is factory-filling new Detroit engines with FA-4, but that few fleets stick to that oil.

"The general statement I've received, is the uptake of FA-4 is very low so far," she said. "Very few fleets and owner-operators have changed to FA-4."

She said not all engine OEMs approve FA-4, something she hopes to see change in the future. As demand increases, prices should come down, she noted.

"Availability is still low. It's a challenge because the market price may appear to be a little higher. But over time, we expect this to balance out and FA-4 will be the same price as CK-4, or even lower if they become the market majority," Neal said. **TN**



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2020 KENWORTH T680 HIGHWAY TRACTOR

76" ACAD SLEEPER, PACCAR ENG; MX-13, 455 HP, 12 SPD TRANS; 12.5K/40K AXLE(S), 3.08 RATIO, AG380 SUSP; 234" WHEELBASE, WHITE IN COLOR, PACCAR 12 SPD AMT, 11R22.5 TIRES, ALUM RIMS STK#LJ957083. -1282031



2020 KENWORTH T800 HIGHWAY TRACTOR

38" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, BLACK IN COLOR, 11R24.5 TIRES. ALUM RIMS, 4 WAY LOCKS STK#LF960875. -1282033



2019 KENWORTH T680 HIGHWAY TRACTOR

76" ACAD SLEEPER, PACCAR ENG; MX-13, 455 HP, 12 SPD TRANS; 13.2K/40K AXLE(S), 3.25 RATIO, AG400L SUSP; 232" WHEELBASE, WHITE IN COLOR, PACCAR 12 SPD AMT, 11R22.5 TIRES, ALUM RIMS STK#KJ958369. -1282032



2019 KENWORTH T880 HIGHWAY TRACTOR

40" INTEGRAL LOW-ROOF FLATTOP SLEEPER, CUMMINS ENG; X15, 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, 40" INTEGRAL SLEEPER, GRAY VANTAGE INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 3 WAY LOCKS STK#KJ952978. -1282461



2019 KENWORTH T800 HIGHWAY TRACTOR

62" ACAD SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 13.2K/46K AXLE(S), 3.91 RATIO, AG460 SUSP; 228" WHEELBASE, WHITE IN COLOR, 62" ACAD SLEEPER, BLACK DIAMOND INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS STK#KJ955892. -1278011

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2010 DOEPKER STEEL SUPER B BULKER

11R22.5 TIRES, ALUMINUM FENDERS, WHITE WALLS, GRAY TARP STK#A1026414. -1282025



2016 DOEPKER STEEL SUPER B BULKER

WHITE WALLS, BLACK TARP, ALUMINUM FENDERS, 11R22.5 TIRES, ALUMINUM RIMS STK#G1034673. -1282024



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HARDOX TUB, ELECTRICAL REMOTE OPERATING PENDANT, BLACK MINIMIZER FENDERS, DOEPKER AUTO LIFT MANAGEMENT SYSTEM, ELECTRIC SIDE TARP SYSTEM, 11R22.5 TIRES, ALUMINUM RIMS STK#L3040225. -1282900



2020 DOEPKER STEEL TRIDEM 3 HOPPER BULKER

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2014 PETERBILT 579 HIGHWAY TRACTOR

75" INTEGRAL SLEEPER, PACCAR ENG; MX-13, 485 HP, 13 SPD TRANS; 13K/40K AXLE(S), 236" WHEELBASE, WHITE IN COLOR, 75" INTEGRAL SLEEPER, PRESTIGE INTERIOR, 11R22.5 TIRES 1,055,973 KMS, STK#ED221210. -1283291 **\$47,500**



2016 PETERBILT 389 HIGHWAY TRACTOR

73" SKY RISE SLEEPER, CUMMINS ENG; ISX15, 500 HP, 18 SPD TRANS; 12.35K/40K AXLE(S), 3.73 RATIO, LOW AIR LEAF SUSP; 244" WHEELBASE, PURPLE IN COLOR, GRAY INTERIOR, 11R22.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, SOC EXHAUST, SINGLE BUNK 735,385 KMS, STK#GD293490. -1275052 **\$97,500**



2015 KENWORTH T680 HIGHWAY TRACTOR

76" HI ROOF SLEEPER, PACCAR ENG; MX-13, 500 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.55 RATIO, 232" WHEELBASE, RED IN COLOR, 76" HI ROOF SLEEPER, 11R22.5 TIRES 750,589 KMS, STK#FJ975971. -1282022 **\$62,500**



2012 KENWORTH T800 FEED/GRAIN TRUCK

PACCAR ENG; MX12.9, 430 HP, 12K/40K AXLE(S), 3.70 RATIO, 173" WHEELBASE, WHITE IN COLOR, 20FT GRAIN TRUCK, PACCAR 430, 10 SPEED ULTRA SHIFT, 40,000 REAR AXLES, GRAIN/SILAGE 3 PIECE END GATE, 11R22.5 TIRES, 607,141 KMS, STK#CJ308391. -1264641 **\$101,500**



2013 KENWORTH T800 DUMP TRUCK

PACCAR ENG; MX, 455 HP, ULTRASHIFT 13 SPD TRANS; 12K/40K AXLE(S), 3.55 RATIO, AG380 SUSP; 244" WHEELBASE, BLUE IN COLOR, NEW 16" LOADLINE DUMP BOX, 455 PACCAR, 13 SPEED ULTRA-SHIFT, 12/40S 3-WAY LOCKS, GRAY SPLENDOR INTERIOR, 857,374 KMS, STK#DJ960028. -1270844 **\$99,500**



2012 KENWORTH T800 FEED/GRAIN TRUCK

PACCAR ENG; MX, 430 HP, ULTRASHIFT 10 SPD TRANS; 3.70 RATIO, 12K/40K SUSP; 230" WHEELBASE, WHITE IN COLOR, W/NEW 20" RED GRAIN BOX, PINTLE HITCH WITH AIR/OIL, ELECTRIC TARP AND CHUTE OPENER, 3 PIECE END GATE. 599,304 KMS, STK#CJ308375. -1269360 **\$99,500**



2016 KENWORTH T800 DAYCAB TRACTOR

CUMMINS ENG; ISX15, 485 HP, 18 SPD TRANS; 12K/46K AXLE(S), 4.30 RATIO, AG400 SUSP; 185" WHEELBASE, WHITE IN COLOR, EXTENDED DAY CAB, BLACK SPLENDOR INTERIOR, 11R24.5 TIRES, 4 WAY LOCKS 775,552 KMS, STK#GJ977670A. -1282014 **\$95,000**



2012 KENWORTH T660 FEED/GRAIN TRUCK

PACCAR ENG; MX12.9, 455 HP, ULTRASHIFT 13 SPD TRANS; 12K/40K AXLE(S), 3.55 RATIO, AG380 SUSP; 224" WHEELBASE, WHITE IN COLOR, NEW AGRILITE 20" ALUMINUM GRAIN BOX, HOIST AND TARP, 11R22.5 TIRES, ALUMINUM RIMS, 999,185 KMS, STK#CJ954477. -1271793 **\$102,500**

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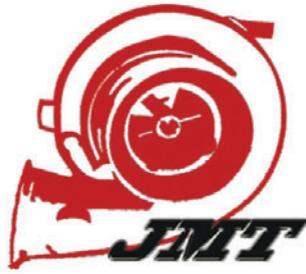
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CALGARY



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DETROIT ENG; DD15*10 14.8 475/180, 475 HP, 18 SPD TRANS; AIR RIDE SUSP; 190" WHEELBASE, WHITE IN COLOR, 343,482 KMS, STK#381083. -1273566
CALGARY



\$54,500

2012 FREIGHTLINER CASCADIA 125 DAYCAB TRACTOR
DETROIT ENG; DD15*10 14.8 505/180, 505 HP, 13 SPD TRANS; AIR RIDE SUSP; 187" WHEELBASE, WHITE IN COLOR, 420,385 KMS, STK#635698. -1271273
CALGARY



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2013 HINO HINO 338 REFRIGERATED TRUCK
HINO ENG; J08E-VB*10 260/2500, 260 HP, 6 SPD TRANS; LEAF SPRINGS SUSP; 253" WHEELBASE, WHITE IN COLOR, 127,954 KMS, STK#503849. -1277455
CALGARY



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CLEARANCE SPECIAL

2012 FREIGHTLINER M2 106 REFRIGERATED TRUCK
CUMMINS ENG; ISC'10 8.3L 260/2200, 260 HP, 5 SPD TRANS; AIR RIDE SUSP; 270" WHEELBASE, WHITE IN COLOR, UNIT IS LOCATED IN RED DEER, 362,700 KMS, STK#473483. -1272430
CALGARY



\$56,231

CLEARANCE SPECIAL

2014 FREIGHTLINER CASCADIA 125 HIGHWAY TRACTOR
72" SLEEPER, DETROIT ENG; DD15*13 14.8L 505/18, 505 HP, 18 SPD TRANS; AIR RIDE SUSP; 230" WHEELBASE, BLUE IN COLOR, 1,058,950 KMS, STK#544207. -1272639
CALGARY



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CUMMINS ENG; ISC'07 330/2000, 330 HP, 10 SPD TRANS; AIR RIDE SUSP; 216" WHEELBASE, BLUE IN COLOR, 296,035 KMS, STK#617181. -1272168
VANCOUVER/SURREY



\$41,495

CLEARANCE SPECIAL

2014 FREIGHTLINER CASCADIA 125 HIGHWAY TRACTOR
48 SLEEPER, DETROIT ENG; DD15*10 14.8 505/180, 505 HP, 18 SPD TRANS; AIR RIDE SUSP; 208" WHEELBASE, BLUE IN COLOR, 819,365 KMS, STK#516901. -1274414
VANCOUVER/SURREY



\$23,624

2012 INTERNATIONAL PRO LF687 DAYCAB TRACTOR
INTERNATIONAL ENG; MAXX13*10 475/1700, 475 HP, 10 SPD TRANS; AIR RIDE SUSP; 175" WHEELBASE, WHITE IN COLOR, 224,462 KMS, STK#436185. -1280243
VANCOUVER/SURREY



\$39,995

CLEARANCE SPECIAL

2014 FREIGHTLINER CASCADIA 125 HIGHWAY TRACTOR
72" SLEEPER, DETROIT ENG; DD15*13 14.8 475/180, 475 HP, 13 SPD TRANS; AIR RIDE SUSP; 230" WHEELBASE, WHITE IN COLOR, 975,506 KMS, STK#313809. -1276131
VANCOUVER/SURREY



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13.2/46 Axles, 243" W/B, 70" Stand
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MP8-505C Eng., mDRIVE-HD,
13.2/40 Axles, 221" W/B,
Stk: 024413 -1259017



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W/B, Stk: 027899 -1276897



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13.2/40 Axles, 221" W/B, 70" Stand
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48" Sleeper, Stk: 031195 -1276900



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\$12,000

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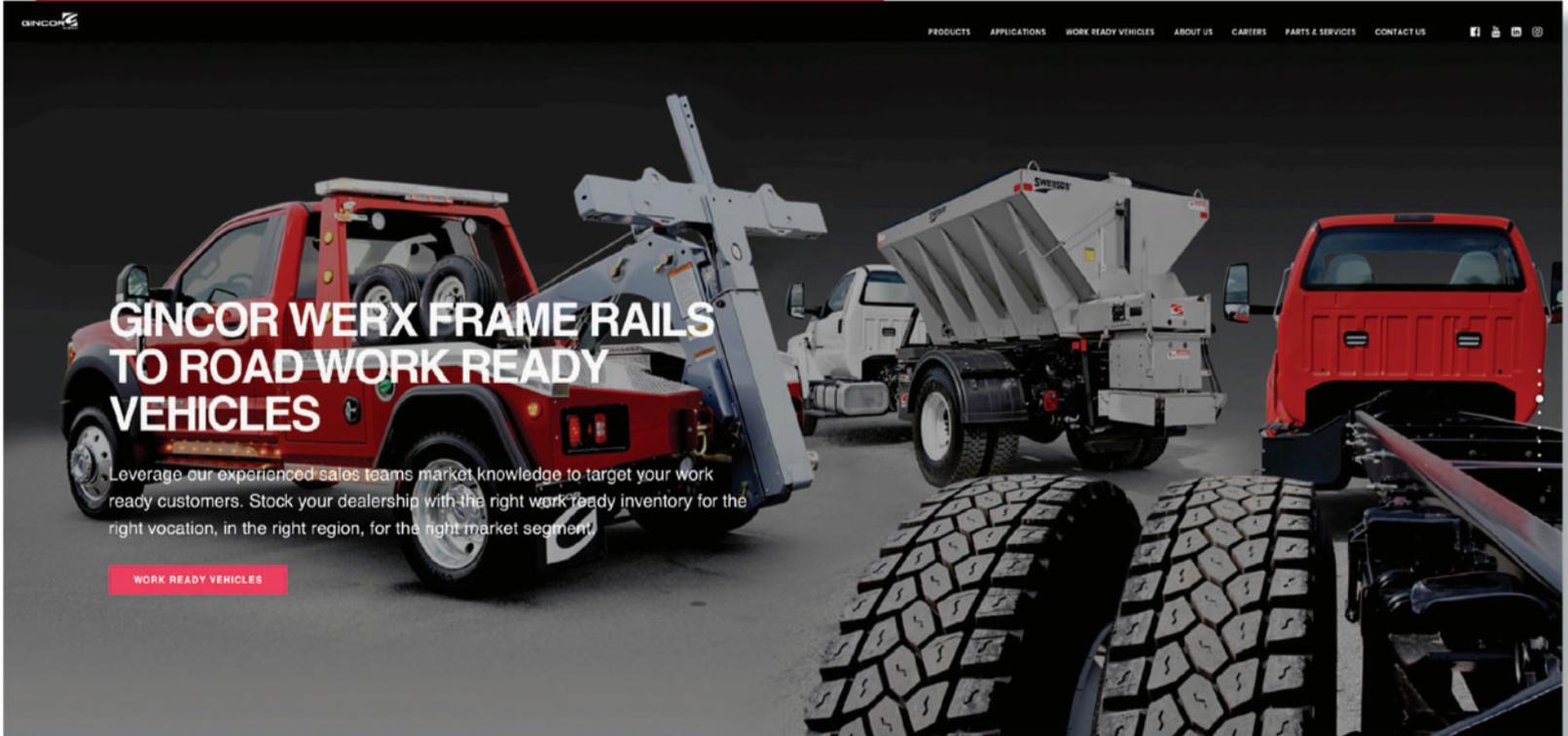
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TRUCK EQUIPMENT
Live Bottom Trailer

UPFIT DESCRIPTION:
Tandems, Tridem or Quadram Belt trailer, asphalt belt, insulated, Electric Tarp Contact for more information

LOCATION Ontario

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KEY CONTACT John Hammond
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CHASSIS MAKE & MODEL
Trailer

TRUCK EQUIPMENT
25 Tonne Tag Trailer - Excavator Style

UPFIT DESCRIPTION:
25 Tonne Tag Trailer - Excavator Style

LOCATION Keswick, ON

BRANCH Gincor Werx Keswick

KEY CONTACT Steve McNabb
stevemcnabb@gincor.com

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CHASSIS MAKE & MODEL
Misc

TRUCK EQUIPMENT
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LOCATION Calgary, AB

BRANCH Gincor Werx Calgary

KEY CONTACT Alfred Langkowski
Alfredlangkowski@gincor.com



CHASSIS MAKE & MODEL
Chevy

TRUCK EQUIPMENT
9'4" Steel Job Boss

UPFIT DESCRIPTION:
9'4" steel job boss with fold down sides and strobe light

LOCATION Taylor Auto Mall

BRANCH Gincor Werx Kingston

KEY CONTACT Kori Marshall
korimarshall@gincor.com



CHASSIS MAKE & MODEL
Misc

TRUCK EQUIPMENT
20ft BeauROC Dump Body

UPFIT DESCRIPTION
Truck # KM042291 Black TS MP8 455hp, 1760 lb-lb 13 sp m Drive HD, Creeper gear, 20k x 2.74ft axles, HUX 460 Hendrickson, 3.01 Ratio Grey Beau-Roc 20.5 Dump Body with Air tarp and Pintle hitch

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Bison picks up Celadon intermodal business in cash transaction

WINNIPEG, MANITOBA

Bison Transport has acquired Celadon's container-on-flat-car intermodal operations in an all-cash transaction.

Terms of the deal weren't disclosed, but Celadon reports that the division contributed US\$20.2 million in revenue during 2018.

Personnel, drivers, customer and supplier relationships, and the containers and chassis themselves were all included in the transaction. Under the deal, Celadon has agreed to refer intermodal work to Bison in exchange for an undisclosed referral fee.

"This represents another import-

ant step in divesting our non-core businesses and returning to our roots as a leading North American truckload carrier," said Paul Svindland, chief executive officer of Indiana-based Celadon.

"Our intermodal business platform is approximately five times larger than it was five years ago," said Brad Chase, Bison's vice-president – logistics and multimodal. "This strategic move supports our corporate initiative for continued growth in our asset-light business

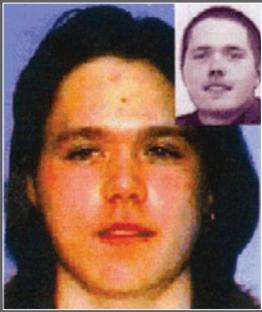
platforms."

Bison offers full truckload service, full-service logistics, intermodal, less-than-truckload, dedicated fleet operations, yard management, and warehousing and distribution services.

Celadon's logistics business was sold to TA Services, a PS Logistics subsidiary, effective April 1. That division had contributed US\$139 million in revenue during the company's most recent fiscal year ending June 30. **TN**

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 Weight: **175lbs**
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 Eye Colour: **Blue**

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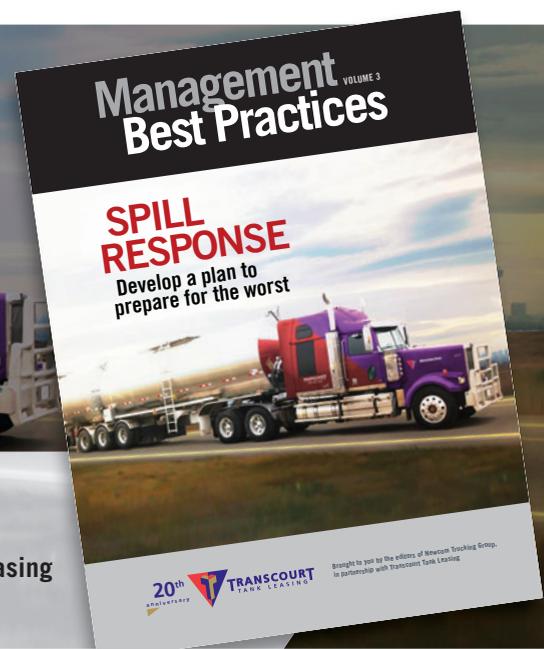


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Mark Dalton: Owner-Operator

By Edo Van Belkom

THE STORY SO FAR

Mother Load is in need of her annual safety inspection and while Mark is talking about that with another driver, a third man approaches and tells Mark he knows a mechanic who does inspections for \$500.

Mark checks out Ralph's shop and isn't impressed. There are no trucks, no mechanics, and little equipment. On top of that, he says the inspection will be done in an hour. Mark tells him he's leaving the truck overnight.

Mark picks up his truck and sees that it has a new safety sticker. However, none of the repairs Mark knew the truck needed have been done. Mark knows he's part of an illegal operation now, and wants to make things right...

After thinking about it for a day or so, Mark decided he had to do the right thing and inform the police about this scam operation. If he went along with it and said nothing, then he would be just as guilty as the mechanics were for allowing it to continue on. It was a dangerous thing to falsify a safety inspection and someone could end up paying with their life. Mark called up OPP headquarters in Barrie and asked to speak to someone in frauds. Then, when he had an officer on the line, he began explaining what had happened, but was cut off.

"Hold on," the officer said. "This sounds like something that Peterson is working on. He's on duty right now and he'll want to talk to you."

After less than a minute's wait, he was on the line with another officer.

"Constable Peterson," he said. "How can I help you?"

"My name is Mark Dalton," Mark began, then continued to explain what had happened with his safety inspection. "So, I basically ended up paying for a safety sticker. No repairs were made. I don't even think they took a look at the truck."

"But you gave him the money and went through with it all?"

"Yes," Mark said. "They took the money before I got to see my truck. All through this I was hoping that they were legit and were really truck mechanics and it would all work out okay in the end, but that's not how it turned out."

"You got your sticker, though."

"That's not the point," Mark pressed on. "I've already booked my truck in for the repairs it needs anyway, but I know there are other drivers who won't bother doing that. All they'll worry about is if they have their sticker. Who cares if the truck is actually safe?"

"Okay," the officer said. "I just wanted to make sure you were calling in for the right reasons and you were willing to go the distance. And by that, I mean testify in court about all this if it comes to it."

Safety First

- Part 4 -



Illustration by Glenn McEvoy

Mark had testified in court plenty of times. He didn't like it much, but he realized there was no use in calling the police if you weren't willing to help them do their job. "I don't mind going to court, if it stops these guys from putting dangerous trucks out on the road."

"Alright, then," the officer said, staying on the line to take down all of Mark's contact information and all the info on the shop's location and a good description of "Ralph."

Mark had the repairs done to Mother Load over the next couple of days and was happy to get them over with. In the end, he'd saved about \$300, but it wasn't worth the worry he'd experienced over being part of something that was both illegal and dangerous.

On the afternoon of the third day, Const. Peterson called him back with disappointing news. "We've been calling the shop day and night, but no one is answering our calls. And when we went by, the shop was closed and no one was inside." A pause. "I don't think they knew we were police, but I think they aren't very trusting of strangers."

"I could call them back and see if I can bring a friend by for a safety inspection."

"Could you do that for us?" the officer asked.

"That would be great."

"All I can do is try."

So later that day Mark called the number he had for Ralph. Just like with the OPP, there was no answer. However, after an hour or so, Mark's phone rang and Ralph was on the other end.

"You called me," said Ralph.

"Hey, where you been?"

"On vacation, why?"

"A couple of my friends were calling you for an inspection, but you never answered."

"I've got to be careful, you know. A lot of people want to see me, so I gotta know they're legit."

"Well, I was so happy with the safety inspection you did for me that I told a couple of my trucker friends and they want to get their trucks inspected by you too."

"Your friends. If you vouch for them, then sure, I can do a few more."

Mark wondered just how many more safety stickers he had on hand, and that was probably why he could only do a few more.

"How much did you tell them it would cost?"

"Five hundred, just as much as you charged me."

"Yeah, okay. You bring them by tomorrow with the cash, and I'll give you \$50 as a, uh, finder's fee. Okay?"

"Sure, sure," Mark said. "I'll bring them by."

The next day, Mark drove Mother Load to Ralph's shop followed by Const. Peterson in a very old, and very broken Freightliner. They could have easily gotten a newer truck for the sting, but they had to make it obvious that the safety inspection hadn't been done and the best way to do that was to use a truck that needed a lot of work. After parking their trucks, Mark led Const. Peterson – dressed in dirty oil-stained jeans, a plaid shirt and an old Argos ball cap – into the shop. "Hey, Ralph," he said. "This is Pete."

Const. Peterson reached out and shook Ralph's hand.

"You got the money?" Ralph said.

"Hey," said Mark. "I didn't pay until I picked up the truck."

"New policy," Ralph said.

Const. Peterson nodded and money quickly changed hands. After a quick count of the money, Ralph peeled off a \$50 bill and handed it to Mark. Mark took it without a word.

"I heard you can do the inspection fast," Const. Peterson said. "I need my truck this afternoon."

"Come back in an hour."

"No problem."

Mark shook both their hands, left the shop and hopped back into Mother Load. He started her up then, and without any warm-up, quickly left the shop parking lot and headed for the highway. Within an hour he'd be well past Barrie and on his way out of the province.

In an hour-and-a-half, Ralph would probably be in handcuffs and on his way to the nearest OPP detachment.

With that thought in mind, Mark fished into his pocket for the \$50 Ralph had given him. He pulled the red bill out and looked at it. And then he said aloud, "Who says crime doesn't pay?" **TN**

Mark Dalton returns next month in another adventure.

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Picking up the pieces and starting over again

By Derek Clouthier

MORINVILLE, ALBERTA

After starting his own trucking company in 2007, it didn't take long for fate to test Jason Werkman's resolve.

"I was only a year into it and I had a horrific accident on Hwy 63 near Fort McMurray," Werkman said of the night his dream turned into a nightmare.

Operating only one truck on his own at the time, Werkman was traveling down the highway when another truck headed in the opposite direction swerved to avoid moose on the road. The driver lost control and came into Werkman's lane, who avoided hitting the truck, but collided with the sewer pipes the other truck was hauling.

Werkman's truck was a write-off, his lone trailer suffered serious damage, and he lost his only contract, along with an estimated \$90,000 from the ordeal.

"It was a disaster but I eventually got back on my feet and got back at it," said Werkman. "If I look back at it now, I wouldn't do it over again."

Doing it over again proved to be a challenge for Werkman. Not seriously injured in the collision, he looked to get back to work. But in the midst of an economic downturn in Alberta in 2008, it was easier said than done.

"Everywhere I went they said, 'Sorry, the economy is bad and we just laid a bunch of people off,'" said Werkman. "I just kept phoning and finally I found some other work and I ended up buying another truck."

Hauling for a handful of companies for a while, Werkman found what would end up being one of his biggest customers today in Liberty Tire out of Legal, Alta.

Today, Werkman Transport has 14 trucks and another new contract to haul cedar mulch out of Revelstoke, B.C.



From tragedy to growth, Werkman Transport proves its resiliency.

Finding customers has become a bit easier for Werkman now that he has established his company as a reliable, safe carrier.

"When you first start, nobody knows you, so you have to build relationships," he said. "You only have one truck, so you can't bid on big projects, so it's really tough."

Being able to diversify his business has also helped drive Werkman Transport forward.

"I used to be heavily into the oil field but got out of that because the market was so up and down," said Werkman. "When it was going crazy you went crazy and during spring break-up you had nothing to do."

In a perfect world, however, Werkman said he wouldn't own any trucks at all. Instead, he would prefer to own only the trailers, and hire owner-operators to drive for him.

It hasn't worked out that way, though, not because of any failure on Werkman's part, but rather because his drivers love working for him.

When one of his owner-operators started having issues with his older-model truck, the driver came to Werkman asking if he could purchase a company truck so he could continue driving for him. Not wanting to lose one of his best drivers, Werkman agreed, and has since had other owner-operators make the same request. He now has only four owner-operators left on his payroll.

tors left on his payroll.

Werkman has since decided to try leasing new trucks through Penske's program. With two leased trucks in his fleet, Werkman said after a five-year run, he will determine if leasing is more financially viable than owning.

"So far I really like it," he said. "The ownership of these trucks is fine and dandy, but in the end, you better have quite a bit of value in it in order to make it more attractive than the leases."

Werkman admits that running a trucking business is not easy these days. Safety has always been a top priority for Werkman, but he said that's not the case for all carriers.

He has heard horror stories about trucks and trailers passing safety examinations when they shouldn't be, putting everyone on the road in danger.

"I find that is just horrible and it scares me," Werkman said. "People like myself and a lot of other companies spend a lot of money doing it the proper way and then there are clowns who we are sharing the road with who aren't doing it."

"We try to have the highest safety on the road. I want to have trucks that are clean and reliable and as safe as can be."

Another issue he sees hampering the industry is the carbon tax.

Werkman pointed out the fact that his fleet is made up of brand new trucks with all the most

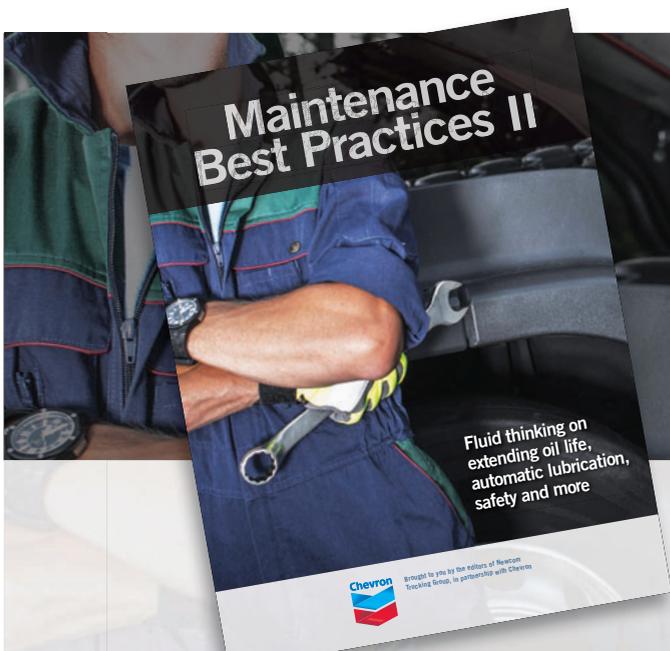
up-to-date technology to reduce carbon emissions, yet he pays the same carbon tax as everyone else.

"I have brand new trucks with all the up-to-date emissions controls on them – each truck has \$10,000 worth of stuff on there – and I pay carbon tax the same as the guy driving a 1980s Mack down the road with black smoke billowing out of their stack," said Werkman. "It's not about reducing carbon, because guys like myself should get relief from it and pay maybe half the carbon tax than the guy who doesn't have all that stuff. That's why it's just a tax. If it really was to reduce carbon that's what they would do."

Despite the hurdles carriers must overcome these days, Werkman has come a long way since his farming days, and has proven himself to be resilient and hardworking in an industry that demands both. **TN**



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