

TRUCK NEWS WEST

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or call 403-969-1506



When a tragedy occurs on the road resulting in injury or death, truck drivers are often the forgotten players despite the mental trauma they endure.

Caring for drivers

Study aims to better understand and help truck drivers involved in traumatic incidents on the road

By **Derek Clouthier**

REGINA, SASKATCHEWAN

The physical health of truck drivers is a much talked about topic given the nature of the job, but a driver's mental well-being is equally important, particularly following a tragic occurrence.

After an incident involving what was reported to be a suicide where a person stepped in front of a transport truck, a Regina, Sask., woman noticed something about how the event was covered by the media.

"What troubled me most is the story seemed to center on the traumatic experience of the people driving by seeing the scene, which was grisly, and the paramedics and first responders at the scene," said Morgan Beaudry. "They were, of course, traumatized because a suicide by truck is a terrible event...it is messy and there is a lot of gore."

Beaudry, who is conducting research for her thesis paper at Royal Roads University for her Masters of Arts and Interdisciplinary Studies, said little was reported on how the driver was doing following the incident.

"There was one very short paragraph about the

trucker that said he was doing fair and wasn't sleeping well," Beaudry said, who immediately wanted to know more about the trucker and what kind of support he was getting after being directly involved in a person's death.

"He not only witnessed this collision, he was involved in it," she said. "He's not just there cleaning up the aftermath, he's intimately involved in this and a causational factor."

Much of Beaudry's interest in this issue comes from a background in both the trucking industry, as well as journalism.

She worked as an examiner for a truck driving school in Saskatchewan for six years, and was in media prior to that, which means she pays close attention to the news and how stories are reported.

For her thesis, Beaudry aimed to recruit a minimum of eight truck drivers who had experienced a tragic occurrence involving injury or death, and subsequently had an impact on their life.

It didn't take long for drivers to come forward, so much so that Beaudry had to start turning drivers away.

"Truckers came out of the woodwork," she said. "It has been an incredible privilege and exciting to see."

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Canadian ELD mandate set for 2021

Industry applauds implementation of third-party ELD certification

LANGLEY, BRITISH COLUMBIA

Along with the June 13 announcement of an electronic logging device (ELD) mandate to be implemented in June 2021, many in the industry are applauding the decision to incorporate third-party certification into the new law.

B.C. Trucking Association president and CEO Dave Earle said the implementation of ELDs with third-party certification shows a commitment to improving road safety.

"Today's announcement not only implements ELDs, but also provides for a robust, supervised third-party certification protocol, which will lead to better compliance practices across our industry," Earle said June 13 when the announcement was made. "It's a big, important step to ensure that our roads are safer for everyone."

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Still in a buying mood

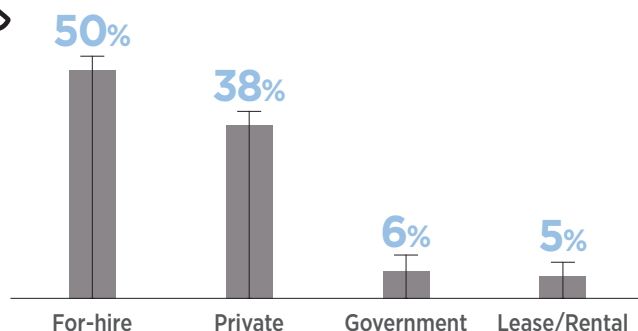


Canadian carriers continue to invest in their fleets despite freight slowdown

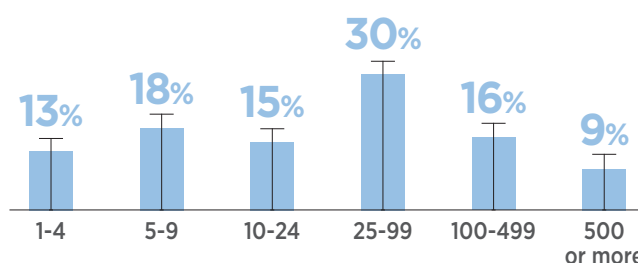
Canadian carriers went on an equipment buying spree last year, purchasing close to 35,000 new Class 8 trucks. But with freight volumes slowing from their 2018 peak are carriers still in a buying mood? Our annual Equipment Buying Trends Survey examines the purchasing intentions of motor carriers across the country. This year's survey found there is still keen interest among carriers to continue updating their fleets. Sixty seven percent of carrier respondents said they plan new Class 8 truck purchases this year.



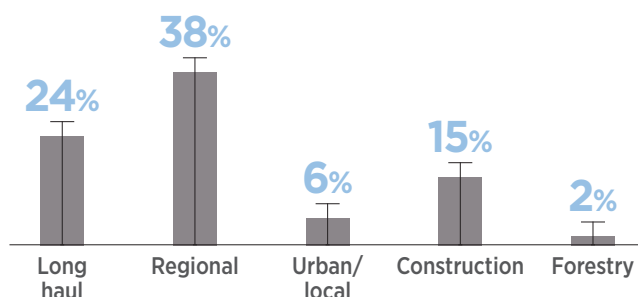
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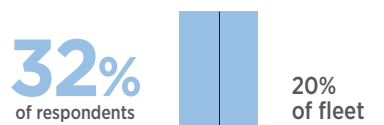
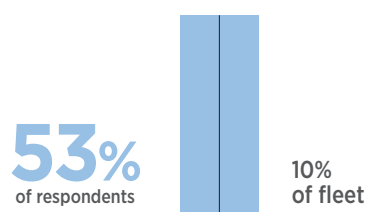
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PLANNING TO PURCHASE NEW CLASS 8 TRUCK IN 2019



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Derek's deliberation

Third-party certification for ELDs a no-brainer, but comes with side-effects

So, electronic logging devices (ELDs) are finally coming to Canada in 2021. A little bit behind our neighbors to the south, but perhaps a blessing in disguise.

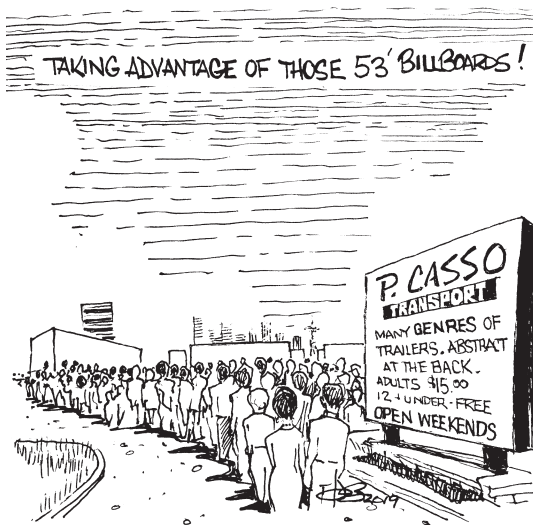
It will be two years this December since the U.S. ELD mandate was implemented, which is plenty of time to learn what has worked and what has not with our American friends.

One area in particular that has not been ideal is how ELDs are certified and approved in the U.S. This self-certification malarkey is just that...a lazy way to offer a device that is intended to enable carriers to comply with a federally-regulated law.

Canada has smartly gone a different direction on this by adding to the mandate third-party certification, which means any ELD that could potentially hit the market will have to be tested and approved by someone other than the manufacturer of the device to ensure it is in full compliance.

Imagine, allowing the creator of a product to be responsible for telling customers that it is in compliance and everyone is expected to take their word for it. It's not like they want to make money off the device or anything.

Canada's due diligence has, however, created a bit of a hiccup in how its ELD mandate will mesh with the U.S.'s. Because devices in Canada will require third-party certification, any U.S. carrier operating in Canada will need to make sure the device they are using meets those requirements when on our soil.



So, what will this mean?

Well, it could mean Canadian commercial vehicle enforcement officers might be pretty busy during the initial months after Canada's mandate comes into effect.

It also means there will be several U.S. carriers that operate cross-border having to make sure the device they spent several thousands of dollars on is compliant with Canadian law. And that might not go over too well.

Another side-effect of Canada's third-party certification rule – and not necessarily a bad one – is that there will be much fewer ELD manufacturers in Canada, and possibly in the U.S. once the Canadian law is implemented.

Some in the industry believe there will be around a dozen ELD providers in Canada, while in the U.S. with self-certification there are countless options, not all good ones.

This could turn out to be a negative, as there will be less competition and prices could be higher in Canada – just like every other product we buy here compared to the U.S. But it could also mean the ELD you are purchasing is a higher quality product because it is provided by a larger, more reputable company.

It's hard to argue against third-party certification, as it really is a no-brainer. But despite the best of intentions, it does create a bit of a conundrum with commercial transportation being such a multinational industry.

But as with any new legislation, I'm sure things will get ironed out in the end...it might just take a bit longer than anyone wants. **TN**



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Vicarious trauma

Continued from page 1

In all, 15 drivers were signed up to take part in the research, exceeding Beaudry's maximum of 12 and encroaching on the size of a PhD study.

Beaudry said the type of occurrence drivers experience when they are involved in an injury or death on the road is called vicarious trauma, which is different from what first responders go through dealing with the aftermath of an incident.

"Witnessing is its own horrible thing, it needs its own area of study," she said, "but I wanted to talk to the drivers involved who had a causal or collateral role. All of this is really worth investigating, because we just really don't know from the trucker's perspective a whole lot about their trauma and experience."

Beaudry said some studies have been done on this type of trauma for drivers, but the research has only involved interviews at truck stops using short surveys.

Her research, however, will go much more in depth. It involves the use of photographs and storytelling over a seven-week stretch, which started June 10 and concludes July 22, and will be analyzed thereafter.

Every week, drivers were given or came up with a question, and they had seven days to reply to that question using a photograph to depict their answer. They then explained the photo and how it answers the question.

"I'm putting the truckers in the driver's seat because this is their study," said Beaudry. "They are going to come up with some of the questions, more than half of them. They are my road scholars."

Every driver was given a code name to protect their privacy, and all correspondence was done on an embargoed website called Knights of the Road.

"This is the first conversation that we're having, a very intimate and personal one about how they feel about the way trauma has changed their life," said Beaudry.

The study focused on how the drivers were different after their experience with vicarious trauma, whether negatively or positively, and did not directly address the incident itself.

Upon completion of her thesis, Beaudry would like to see the results used as a way to better support truck drivers who experience these types of traumas.

"I'd like to see the findings we get to toward finding supports that are useful to truckers, on their time on their terms, the resources they need," Beaudry said, adding that it is the truckers who are the experts in what they

require to deal with trauma.

Individual carriers are typically responsible to address driver trauma internally as opposed to being done through any other trucking agency, such as the Saskatchewan Trucking Association (STA).

The STA does not offer any such services to drivers who have experienced a traumatic experience on the road, but as executive director Susan Ewart points out, the subject has been brought up.

"We have been asked numerous times and it just hasn't been something that has been on our radar," Ewart said. "Our member-

ship consists of trucking companies, and they should have benefit plans with employee assistance programs, and if they do not, that is very unfortunate."

Ewart said the industry should work toward building a reference list of companies for members to contact when they have an employee who needs trauma assistance.

"I think as an industry, we can do better for truckers. This is an enormous population of people who are in a very vulnerable situation – trucking is a dangerous occupation. It is also the second largest employer of men in Canada after retail," Beaudry added, citing a Stats Canada report from 2011. "You have this massive group of individuals who are also considered an invisible workforce. They

do not have a great reputation and they're not characterized very flatteringly in the media half the time, so it's hard to see them as people under some circumstances."

Beaudry said her research provided drivers with a platform to speak about their feelings without anyone getting in their way.

And though she is excited about where these truck drivers will take the study, Beaudry is sure they will steer her in the right direction.

"I don't know where we're going, but I expect them to steer us right. These are truck drivers, they know what they're doing," she said. "Truckers are prepared to talk, it's just a matter of a conversation that is really difficult, so you give them the freedom to take the conversation where they want it to go." **TN**



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Third-party certification

Continued from page 1

The Canadian Trucking Alliance (CTA) said Transport Minister Marc Garneau showed great leadership delivering the ELD rule, one the alliance believes will “catapult Canada ahead of the U.S. in terms of highway safety and compliance.”

The rule was announced by government and industry officials at a press briefing at Ontario Trucking Association (OTA) headquarters.

By June 2021, third-party-certified ELDs will have to be used by all truck drivers currently required to maintain a logbook. The announcement was greeted with enthusiasm by industry associations.

“The vast majority of our companies and drivers in our industry fully comply with hours of service rules, but, undoubtedly, the implementation of tamper-proof, third-party ELD devices will further enhance safety and help ensure all drivers and companies hold themselves to the highest levels of compliance,” said CTA chairman Scott Smith.

Hours-of-service rules, which were established in 2005 from consultations with sleep professionals, industry, and government, will not change.

“Third-party certification of ELDs is critical for hours-of-service compliance and fatigue management as the technology behind ELD devices is key to ensuring drivers and companies follow their work-rest cycles,” said Stephen Laskowski, CTA president. “As we learned from the previous era of paper logbooks, the non-compliant segment of our industry, while a minority, have a history of finding workarounds of the rules. We must ensure that there are no gaps or opportunities to manipulate the technology and that compliance is the only option.”

The mandate also accelerates the implementation timeframe of ELDs from the four years originally posted in *Canada Gazette 1* down to two years.

That worries Mike Millian, head of the Private Motor Truck Council of Canada (PMTCC).

“The PMTC is in agreement with the two-year compliance date attached to the posting, however, we do have concerns with the removal of the grandfather clause that was posted in *Canada Gazette 1*,” Millian told *Truck News*.



ELDs will be mandated in Canada starting in 2021.

“The removal of the grandfather clause may actually place fleets who implemented devices years prior to a mandate, in a worse position than those who did nothing. These fleets will have to work with their supplier and hope that the device they purchased can be updated to be third-party-certified, or replaced with new devices. As a certifying body has yet to be determined, they may have to wait to find out the status of their device, which reduces their lead time to plan a transition if their current device is not certified. That can be problematic and time-consuming if the device is integrated into back

office systems.”

Alberta Motor Transport Association (AMTA) director of compliance and regulatory affairs Andrew Barnes voiced his support for an ELD mandate.

“This announcement reinforces the need for driver accountability, and the direct correlation between driver fatigue and highway safety,” said Barnes.

AMTA president Chris Nash agreed, saying, “This announcement is significant as it reinforces the need for compliance nationally and will ensure those who have been bending the rules will be held more accountable.” **TN**

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MANITOBA

Manitoba gets \$5.9M to help curb heavy-duty vehicle emissions

WINNIPEG, MANITOBA

Manitoba will receive a federal investment of up to \$5.9 million to help improve the fuel efficiency of heavy-duty vehicles, matching a provincial contribution toward the efficient trucking initiative program.

The announcement was made in June by federal and provincial representatives. The funds will be used to provide incentives for fuel-saving devices and retrofitting on trucks.

The federal funding, which is a component of Manitoba's Low Carbon Economy Leadership Fund allocation of up to \$66.8 million, comes as a recent report from Canadian scientists indicates Canada is warming at twice the global rate, and carbon emissions from the transportation sector is seen as one way the government can take action to fight climate change.


"We are taking real action on climate change, with practical solutions to reduce pollution and help people save money. By investing in fuel-saving devices and technology, we are helping people across Manitoba take action in an affordable way," said Terry Duguid, parliamentary secretary to the Minister for Women and Gender Equality and member of Parliament for Winnipeg South. "These investments will also help create good jobs and help us build up the strong clean economy of tomorrow. By building a better today, we make sure our kids and grandkids will have a better future."

The government says Canada's heavy-duty vehicle regulations will save new vehicle owners approximately \$1.7 billion in fuel costs annually by 2030, and emissions standards are designed to promote innovation.

Sustainable Development Minister Rochelle Squires called the program an important initiative that supports Manitoba's Climate and Green Plan.

She said by working together, Manitobans and other Canadians can continue to protect the environment and grow the economy in a practical and affordable way.

Manitoba Trucking Association executive director Terry Shaw applauded the funding as an important tool to help curb greenhouse gas emissions. **TN**



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AMTA looks to connect with newcomers

CALGARY, ALBERTA

The Alberta Motor Transport Association (AMTA) recently launched a collaboration with the Centre for Newcomers in an attempt to attract new Canadian residents into the industry.

Based in Calgary since 1988, the Centre for Newcomers has been helping immigrants and refugees of all nationalities find work and become integrated into their new communities through language training, family support, and career and employment opportunities.

The center’s partnership with the AMTA aims to connect and educate association members

about opportunities with organization partnerships and supports available to assist with employment in the trucking industry.

The AMTA said the effort is intended to fill vacancies in the industry with new and properly trained drivers, an occupation that has been a struggle for many in trucking to find qualified workers.

“The driver shortage is having a serious impact on our members and we are working diligently with various associations, community groups, and government bodies to connect with newcomers and temporary foreign workers to aid with recruitment

and retention,” said AMTA president Chris Nash. “The goal is to introduce a wider variety of people to the transportation industry and then ensure they are properly trained and prepared for the job via recognized training.”

The AMTA also created and filled an Industry Workforce Advisor position that will design initiatives and develop partnerships with various organizations, local communities, agencies, and government. The goal of the advisory panel is to foster relationships, offer education, and diversity and inclusion within the transportation sector as well as the province of Alberta.

Special consideration will be given to newcomers to Canada, as well as Indigenous peoples, women, youth, and those with disabilities.

Outreach has already begun, with the Centre for Newcomers, EmployAbilities, Alberta Labour and Immigration, and others involved in the effort.

In addition to its collaboration with the Centre for Newcomers, the AMTA will continue to work with organizations like Trucking HR Canada, the Workers’ Compensation Board, and Bridging the Gap to develop programs that bring more workers into the industry. **TN**

Mullen Group acquires two B.C. logistics companies

OKOTOKS, ALBERTA

Mullen Group has announced the acquisition of Argus Carriers and Inter-Urban Delivery Service, logistics companies operating in the Lower Mainland of British Columbia.

Argus, founded in 1948, operates a fleet of 57 trucks and 46 trailers providing general freight services including.

Inter-Urban, founded in 1974, operates 43 trucks and 26 trailers focusing on critical same-day delivery service for the health-care sector.

The acquisitions of Argus and Inter-Urban align with Mullen Group’s strategy of acquiring transportation and logistics companies that have a strong regional LTL presence centrally located to serve consumers in large urban centers, the company said.

“I am extremely pleased that Argus and Inter-Urban will now be part of our organization,” said Murray Mullen, chairman and CEO.

“These businesses have a longstanding history of providing a quality trucking/logistics service in the province of British Columbia, a tradition we intend to continue to build upon.”

Mullen Group, which owns a network of independently operated businesses, is a leading supplier of trucking and logistics.

It is listed on the Toronto Stock Exchange. **TN**



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Drivers put on a show at Manitoba's Provincial Truck Driving Championships in Winnipeg.

WINNIPEG, MANITOBA

The Manitoba Trucking Association (MTA) announced the winners of the Provincial Truck Driving Championship, which was held June 15 in Winnipeg, Man.

First-place winners make up Team Manitoba and include Bruce McKechnie of Bison Transport (single/tandem); Brian Hrabarchuk of Canadian Freightways (tandem/tandem); David Henry from REK Express (super B); and Roy Dhillon of TransX Group of Companies (turn pike).

Other winners from the event include Darren Cassan of Arnold Bros. Transport (first time entrant); Hrabarchuk (Hal Bjornson Memorial Award); Hrabarchuk (grand champion); and Cayla

McKechnie for Bison Transport (partner competition). The MTA also handed out its Driver of the Year award during the 2019 Driver Awards Banquet, which was bestowed on Robert Pigeau of Big Freight Systems.

- Others receiving recognition for industry excellence included:
- Lorne Griffin - Searcy Trucking
 - Darren Cassan - Arnold Bros. Transport
 - Daryl Bateman - Arnold Bros. Transport
 - Rudy Kroeker - Hylife Ltd.
 - Darrell Epp - Gladstone Transfer
 - Ester Nemeth - Bison Transport
 - Daniel Schneider - Bison Transport
 - Doug Gabb - Bison Transport
 - Werner Van Niekerk - Bison Transport **TN**

AMTA holds Truck Driving Championships at new Edmonton facility

EDMONTON, ALBERTA

Alberta's Professional Truck Driving Championship was held in Edmonton in June, with winners taking home top honors in four categories.

Drivers from across the province competed in the 71st annual event, hosted by the Alberta Motor Transport Association (AMTA) at its new track and facility at the Edmonton International Airport.

"This event is an opportunity for the general public to come and see some of the best drivers out there, as they showcase their skills and proficiency," said AMTA president Chris Nash. "Professional driving typically doesn't get the recognition it deserves and we are proud that these folks have a day to demonstrate their highly specialized skills and what they do so exceptionally well within a demanding job."

Winner of the Ann Taylor Award as grand champion was David

Lowe of Bison Transport, who also placed first in the tandem-tandem category.

The straight truck category winner was Walter Suter from Kinetic Transport. Daren Hodgkins of Bison took home first place for tandem pup, and Lonnie Wilton from Canadian Freightways was the B-train winner.

The Gerry Baptiste Teams Award went to the Bison crew made up of Hodgkins, Taz Singh, Robert Wells, Harwinder Singh Given, and Curtis Mann. The Canada Cartage team was the runner-up.

Singh from Bison was also the Fred Dedels Memorial Award winner for a rookie driver.

Fifty contestants took part in the contest, which saw the 26th annual Alberta Inspectors Championship run in conjunction with the event, as well as a visit from the official Optimus Prime truck from the *Transformers* movies. **TN**



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Manitoulin buys B.C. logistics company

SURREY, BRITISH COLUMBIA

Manitoulin Transport has purchased Trident Freight Logistics, marking its first logistics acquisition in B.C.

The company says the purchase strengthens the national scope of its logistics operations, with five operation centers across Canada.

Trident focuses on the mining, heavy machinery, steel and pipe, and railroad industries.

It's also strong in the overdimensional and temperature-controlled segments, Manitoulin announced.

"Bringing Trident into the group enhances the flexibility of our ground transportation

offerings," said Jeff King, president, Manitoulin Transport. "This enables us to accommodate the bigger, more complex and highly customized moves. We will continue to expand our logistics division through acquisitions and organic growth in keeping with our commitment to always anticipate customers' needs and find new and better ways to provide them with convenience, quality, and choice, wherever they may be."

"Joining Manitoulin is an exciting opportunity for Trident's customers," added Mike Davies, founder and president, Trident Freight Logistics. "We are thrilled



to become part of a company that we feel will continue to provide the degree of care and service that we have provided over the years and which can also provide our customers with easy access to many additional service offerings which can greatly benefit their business."

Trident will continue to operate under its existing name.

"We are always looking to build out our supply chain services to ensure Manitoulin Group of Companies provides a national scope with all of our offerings," said Gord Smith, CEO, Manitoulin Group of Companies. "Trident is an excellent fit and we are very pleased to bring into Manitoulin an organization that demonstrates a commitment to their customers and quality service. We are looking forward to introducing Trident's customers to the many additional services that Manitoulin Group of Companies offers. I have great confidence that we will be able to help them reach their supply chain goals and be their partner for any future growth that they are anticipating." **TN**

Enhanced weigh scale opens in Delta, B.C.

DELTA, BRITISH COLUMBIA

Commercial Vehicle Safety and Enforcement (CVSE) officers have a newly-enhanced facility at their disposal on Nordel Way in Delta, B.C.

Providing a dry, well-lit area to help CVSE officers when doing inspections, the facility is large enough to accommodate two commercial vehicles at a time and has a training area for up to 25 people. Vehicles involved in a collision can also be brought to the facility where

police can conduct post-crash investigations.

The provincial government says the updated weigh scale will improve safety for people traveling on B.C. roads.

"It's important to have confidence that the commercial transport truck next to us on the highway is operating safely and is mechanically sound," said Claire Trevena, minister of transportation and infrastructure. "This new inspection facility will help the ministry's CVSE officers in their ongoing efforts to improve safety for the commercial transport sector, and keep our roads and highways safe for everyone."

Located near the south end of the Alex Fraser Bridge, approximately 300 trucks per hour pass through the Nordel weigh scale. Thirteen CVSE officers are dedicated to the site and surrounding highways, and an additional seven

officers are based at the Nordel location to monitor commercial vehicle safety in other assigned areas via mobile patrol.

"Our association places its highest priority on safety, and any improvement to the enforcement of safe practices, like this new inspection facility, is a benefit to our industry," said Dave Earle, president and CEO of the B.C. Trucking Association. "I look forward to the government's continued investment in enforcement, road safety, and infrastructure for the commercial transport industry." **TN**

THIS MONTH'S CROSSWORD PUZZLE

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Across

1 Roll in neutral
4 Increasingly common cab devices
8 Cargo measure
9 Tripmeter reset reading (1,1,1,1,1)
10 Cops, slangily
11 Isuzu low cab forward line (1,6)
12 Careful drivers' rewards, perhaps (6,7)
16 Dash opening (3,4)
18 NAFTA replacement, briefly (1,1,1,1,1)
20 Timmies treat topping, perhaps
21 Pneumatic braking component (3,4)
22 Great Dane reefer model
24 Truck purchase alternative

Down

1 Urban transit vehicle (4,3)
2 Breathtaking sleep issue
3 Ford commercial van
4 Driver hiring condition, often (5,8)
5 Supersized road hazard beast
6 Inexperienced drivers
7 Trip pauses
13 Carrier type (3,4)
14 Georgia overdrive gear
15 Leaf spring attachment device
16 Arlo Guthrie song restaurateur
17 International ProStar trim level
19 Topless touring Mazda



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Saskatchewan rest areas reopen

REGINA, SASKATCHEWAN

The Saskatchewan Trucking Association (STA) is applauding the provincial government reversing its decision to close nine rest stops. Saskatchewan's Ministry of Highways and Infrastructure indicated in early July that the rest stops would no longer be available to the public, a move that was met with complaints from several motorists, leading to the reversal. The rest stops in question are located along the Trans-Canada Highway, Hwy 7, and Hwy 9; two of these rest stops are specifically for semi trucks. Susan Ewart, executive director for the STA, told *Truck News-West*

that the association is delighted with the announcement that the rest stops will remain open. The STA will be part of a committee that will provide feedback to the government on the future of rest areas in the province. "We are pleased with the announcement that our government recognizes the need to work with and consult the trucking industry as a major stakeholder on the need for adequate rest stops in Saskatchewan," said Ewart. "We will be working to identify where in our province the rest stops need to be and what that might look like into the future." The STA, along with other pro-




Trucking groups say more rest areas are needed for commercial drivers.

vincial trucking associations, have long advocated for additional rest areas for commercial drivers, particularly given the upcoming electronic logging device mandate coming to Canada in 2021. **TN**

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Sticking up for the underdog

Scholarship recognizes trucking pioneer Ron Singer; helps entrepreneurs

By Derek Clouthier

CALGARY, ALBERTA

A new scholarship aimed to help those looking to launch a new business is honoring the memory of trucking pioneer Ron Singer.

Intonovus Canada, along with the support of Singer's daughter, Jennifer, initiated the Ron Singer Business Development Fund after receiving a donation from the Alberta Construction Trucking Association (ACTA), a group currently in hiatus.

Lori Farley of Intonovus had been involved with the ACTA since 2012, learning about the trucking industry and its struggles to find workers during that time. With money in the bank, the ACTA donated to a number of not-for-profits and charities, Intonovus being one.

Farley said the goal of Intonovus was to use the money it received in a way that would help people start businesses in Alberta's new economy.

"Intonovus Canada is designed to partner with organizations, entities, not-for-profits, charities...anybody that is pushing forward on social impact," said Farley, explaining that social impact includes how Alberta workers transition into new businesses instead of seeking employment with larger corporations.

Farley said with many trucking companies in the province struggling as a result of the recent economic downturn, it was important to create a legacy for Ron Singer, whose passion was trucking.

"We want to make it easier for those people who have no resources and no knowledge of starting a business to help them grow those (new) businesses," she said.

Singer started in the trucking industry in 1966 and logged more than four million miles over a 40-year career. He worked as a driver, mechanic, welder, driver trainer, supervisor, and operations manager.

When his father retired in 1973, Singer purchased a truck and became an owner-operator. Purchasing additional trucks over the years, he incorporated in 1978 and launched Ron Singer Truck Lines.

Singer passed away in 2014, and today, his daughter, Jennifer, is operations manager for the company.

The creation of the Ron Singer Business Development Fund is part of an overall effort by Intonovus Canada to build a \$20 million fund to help entrepreneurial endeavors.

"One of the reasons the scholarship is so important to what we do is to make sure that we don't



Lori Farley, left, and Jennifer Singer.

leave any people out," said Farley. "We make sure that truckers know about it, so if they're wanting to start a trucking business, they have some help early to structure and think about what their business is moving into, five, 10, 20 years from now, what that will look like."

Though the scholarship is not solely for those looking to launch a trucking company, it does give such ventures priority.

"If there is a woman who applies," said Farley, "we're not going to turn someone away because they are not in the trucking industry."

It is also primarily geared toward women, youth, those with disabili-



Ron Singer.

ties, and rural residents. Those who have recently lost their job or have had to shut down their trucks will also get special consideration.

"Anybody can apply. We don't want to put certain guidelines," said Singer, adding that it is often difficult for people looking to start a new business to find funding sources, especially women. "You don't get money from anywhere. There has to be a place for regular people (to get funding) but there's nowhere to turn."

Singer said the goal of the scholarship is to make it easier for people to access the necessary funding to start a new business, regardless of

what individual needs each applicant may have. There are other avenues people can take to find funding when starting a new business, but they often come with various caveats applicants must meet to receive the assistance.

"It's different for everybody, some people need different help for various things," said Singer. "I don't want to make it hard for people. Especially being a woman in construction and trucking...thank goodness for my dad, or I won't have had anything."

Singer said her father was a man who would always stick up for the underdog, and drivers more often than not fell into this category.

"He was always in the battle for a trucker. It didn't matter if he lost all his friends and people disagreed with him, he always stood by them," she said. "He wouldn't put up with a trucker being treated like garbage."

To qualify for the Ron Singer Business Development Fund, applicants must meet certain guidelines, including being located in the Calgary area, are starting their first or a new business, and can commit to attending programs offered by Intonovus Canada and Impact Calgary.

For more information, visit <https://www.impactcalgary.com/bursaries-awards/ron-singer-fund>. **TN**



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Finding work for those with disabilities

WCB claims costs continue to rise, driven by lost-time claims

By Derek Clouthier

KANANASKIS, ALBERTA

Over the past three years, lost-time claims in the trucking industry has gone up at a higher rate than any other sector in Alberta.

Workplace injuries cost the trucking industry a lot of money, and with lost-time claims numbering 2,732 last year compared to 2,099 in 2016 – or a greater than 30% increase – those costs continue to rise.

Pieter Lambooy, vice-president of operations for the Workers' Compensation Board (WCB) of Alberta, said provincially, growth in lost-time claims over the same period was over 15%, and an increase in the amount of time it took workers to return to work following an injury was having an impact.

"There's pressure on the rate right now and the pressure is coming from permanent disability," Lambooy said of the industry's WCB rates, which for the average trucking company increased to \$3.98/\$100 from \$3.58 three years ago.

The average provincial rate is \$1.08.

The total number of disability days in the trucking industry went up 18% between 2017-18, and nearly a third of all industry claim costs came from permanent disability – just shy of \$27 million of almost \$250 million province wide.

Lambooy said one of the keys to reducing claim costs, and subsequently WCB rates for the industry, is to find modified temporary work for injured employees as quick as possible.

"Invest some money in this and get great at it," he said. "It pays."

It's also important to carve out a spot for people dealing with permanent disabilities.

Lambooy said most people living with a permanent disability are capable of doing some form of modified work. In Alberta there are about 700 workers who fall under the category of requiring permanent modified work due to a disability, 105 of them in the transportation sector.

The economic impact of these few workers is significant, according to Lambooy, as he said they are vulnerable because they have not worked for some time, may never work again if not given the chance, and could be forced to rely on reduced incomes for the remainder of their lives.

WCB does offer a training program for companies looking to hire workers with barriers. The program helps employers by providing liability protection if a worker is re-injured in any way while training on the job. It also helps with salary subsidization, paying full wages for the first couple of months and reducing the amount gradually while the worker gets up to speed.

"There's pressure on the rate right now and the pressure is coming from permanent disability"

– Pieter Lambooy

WCB and the Alberta Motor Transport Association (AMTA) are part of a working group that helps pair those with permanent injuries with potential employers.

Despite Alberta's recent economic downturn in the last few years, Lambooy said the trucking sector has experienced moderate growth, but nothing significant.

General transportation represents about 8% of the overall payroll in Alberta, accounting for 12% of the province's total WCB claim costs. **TN**

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Shipper – Carrier Collaboration – Becoming a “Shipper of Choice”

Many shippers with inefficient practices experienced some painful lessons during 2018. This pain was reflected in capacity shortages, rate increases or even demarketing from their core carriers. This track will provide shippers with an overview of the best areas for efficiency improvement in their freight transportation operations. Four shippers and carriers will share their tips on changes that shippers can make to incentivize carriers to provide them with consistent capacity at competitive rates.



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President, XTL Transport

Jim Peeples,
President & COO,
Challenger Group of Companies

James Johnstone,
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Dave Corcoran,
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CITT awards students, recognizes members



WINNIPEG, MANITOBA

The Canadian Institute of Traffic and Transportation (CITT) awarded a pair of students and recognized its Certified Logistics Professionals (CCLP) during its annual ceremony June 20.

Esnart Shepande of Red River Collage received the Walter Kenneth Morris Memorial Scholarship, which gives \$500 to a Manitoba student who excels in the organization’s transportation systems course and goes on to logistics processes.

Nikole Lando was the Darren Christle Innovation Award recipient, given to a Grade 12 student from Windsor Park Collegiate in Winnipeg who shows innovation in school work and supply chain activities in the school’s

career internship program. Lando received \$250 along with the award.

Newly certified CCLP members included: Dimitrios Athanasiou (Palliser Furniture), Kewei Cen, Kevin Vandal (Bison Transport), Marla Destefano, Cheryl Wenzel (Winpak), Ryan Masters (Day & Ross), Russell Sward (Welder’s Supplies), David Bourrier (Price Industries), Zhen Chai (Pepsi), Evgeni Glinberg (North West Company) and Adebayo Oketooto (Petland).

Three long-standing CCLP members were also recognized for reaching five- and 10-year milestones, including Michelle Madden and Steve Pratte (five years), and Dale Bjorklund (10 years). **TN**

Cratex opens location in Nisku, Alberta

NISKU, ALBERTA

Cratex Industries, an industrial packaging and crating company, celebrated the grand opening of its new facility in Nisku, Alta., June 21.

The new location offers an array of packaging and crating services to meet the demands of customers’ complex packaging projects.

“This new facility signals our belief in Nisku as a valuable and strategic location for Cratex in the long-term,” said Jeff Loesch, vice-president of Cratex.

“Nisku is ideally situated to enable Cratex to meet the needs of the local business community, including the demands of the oil, gas and petroleum industries.



Cratex ribbon cutting ceremony, from left: Cratex vice-president, Jeff Loesch; deputy mayor for Leduc County, Kelly Vandenberghe; MLA for Leduc-Beaumont, Brad Rutherford; mayor, Leduc County, Tanni Doblancko; and Cratex group president, Don Goodwill.

Also, Nisku is situated close to Edmonton’s international airport, which provides easy access to U.S. and global markets and keeps local transportation costs to a minimum. We are very excited about this new location and, given the strong business ties between Alberta and Texas, we look forward to opening a new Cratex facility in Houston, Texas later this year.”

The company’s packaging services have included such items as highly delicate dinosaur fossils to large C-130 cargo planes.

The facility is located at 2308 4th Street in Nisku.

“It’s very gratifying to see so many customers here today celebrating with us, and we thank all our customers for their continued loyalty and trust in us to protect their shipments, across the country or around the world,” said Dwayne Hihn, president of Cratex. “We hope our investment in this new location demonstrates our commitment to our customers, and Nisku and Leduc County in general.” **TN**

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B.C. highlights initiatives aimed at improving conditions for trucking industry

Stories by Derek Clouthier

KELOWNA, BRITISH COLUMBIA

B.C.'s Ministry of Transportation and Infrastructure provided an update on a slew of initiatives across the province recently, including the Weight2GoBC bypass program.

Issuing over 1.2 million 'green lights' for carriers to bypass weigh stations thus far, Renee Mounteney, assistant deputy minister for the ministry, said the program not only helps B.C. carriers be more efficient, but also has a positive impact on the environment.

Weigh2GoBC has provided enforcement officers with a tool to better focus on vehicles in need of assistance and not waste time on those operating under full compliance.

The program could be linked to other similar efforts across the country in the future, such as Alberta's Drivewayze program.

Mounteney, who was speaking during the B.C. Trucking Association's AGM and Management Conference in Kelowna, B.C., June 1, highlighted several other initiatives the province has taken to make life better for the trucking industry.

Improving the condition of provincial highways was one, an effort that includes upgrades to Hwy 91/11 and DeltaPort Way, as well as the Pattullo Bridge, one of the oldest bridges in Vancouver and 30 years past its life expectancy.

Providing more real-time updates on the conditions of B.C. highways is another area where improvements are being made.

Mounteney said in addition to the Shift into Winter and 511

sources, Wi-Fi is being installed or improved at 11 rest areas on the South Coast, 13 in the Southern Interior, and another 11 in the northern region. These upgrades will help travelers and truck drivers get faster, more reliable information on current road conditions.

Weather stations and overhead message signs displaying road conditions are also being increased. In all, 76 roadside weather stations, 61 remote automated weather stations, and 88 frost probes will help improve highway information to motorists.

The pilot project restricting commercial trucks from the left lane on the Coquihalla Highway's Snowshed Hill is going well, according to Mounteney, as it is alleviating highway blockages should trucks struggle to get up the hill during adverse weather conditions. The pilot will continue for the next two years as data is collected to determine if similar restrictions should be placed on other B.C. highways.

Winter chain-up requirements have been extended on some highways in the province, running from Oct. 1 to April 30.

There is also an upgrade being done to the Box Canyon chain-up area which will increase its vehicle capacity five times. The area sees around 11,800 vehicles pass by each day, with 29% being commercial trucks.

Increased use of single wide-base tires, the ongoing effort on a provincial mandatory entry-level driver training program, CleanBC (an initiative to reduce commercial vehicle emissions through an incentive program), and the



Renee Mounteney.

development of a new commercial vehicle safety enforcement strategic plan were also on Mounteney's list of ongoing efforts the province is undertaking.

Highway maintenance will see an improvement under the newly approved agreement. Some of the changes include increased road patrols, better communication with media and the public, and returning roads to bare pavement within 24 hours after a weather event, compared to the previous

standard of 48 hours.

With approximately 34,000 carriers in B.C., Mounteney said she expects the number will continue to rise as it has in the past at a rate of 8%-10% each year.

"It's good to see this industry continues to grow," she said, adding that in 2017, \$37.9 billion in goods were moved by road for exports and imports in the province. "With some of the more remote areas, (trucking) is the only game in town." **TN**

Industry needs to tell its story

KELOWNA, BRITISH COLUMBIA

B.C. Trucking Association (BCTA) president and CEO Dave Earle says the trucking industry is not good at telling its good news stories.

Opening the BCTA's AGM and Management Conference in Kelowna, B.C., June 1, Earle said if the industry is going to solve issues like the driver shortage and attracting young workers, companies and carriers need to let the public know what trucking is all about.

He urged conference attendees to share their success stories with the public, schools, and with those considering a career in the industry.

"Ultimately, these are our stories," said Earle. "We need to tell them, we need to own them."



Ken Johnson, left, and Dave Earle.

Earle said issues like the driver shortage and increasing costs have long plagued the industry, and alternative efforts to deal with them needs to be explored.

He also said the public's notion

that being a truck driver means waving goodbye to your family and friends is not the case, and messages like this have to be relayed if trucking is going to attract a new crop of drivers.

Ken Johnson, chairman of the BCTA, added that the idea autonomous trucks are going to kill driver jobs is another public misconception, and how to market all the changes in the industry has experienced during the past decade needs to be explored.

Johnson said those in the industry must change the way they operate to make their workplaces more attractive to potential young employees.

He said one way carriers can help is to pay drivers a fair wage. Johnson said he still hears some carriers today bragging about how little they pay their drivers, where they should be bragging about how much they pay them. **TN**

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Analyzing B.C.'s sky-high pump prices

After reading this report you may all think you've contracted "Yogi Berra disease," colloquially known as deja vu all over again syndrome. This is because in a recent report I ruminated on the elliptical thought processes going through the mind of one of our provincial premiers, that being B.C.'s John Horgan, and his threat to investigate the oil companies and come up with answers as to the high gasoline prices in his city of *Vaincouver*.

I thought it was a huff and a bluff. But I was wrong.

In May of this year, this task was delegated to the B.C. Utilities

Commission – theoretically an independent scrutineer, but in my view, another loyal member of Horgan's heroes. This government-ordered inquiry wants the oil companies to provide information regarding their retail profit margins for gasoline and diesel. The project was planned to be a four-month song and dance to be concluded by the end of August.

As politicians can be short in the original thought department, this inquisition may become a handy soapbox for other provinces to climb on into this launch period to

the federal election. So, this investigation could be contagious.

Altruistic to the core, I offer my comments that may cut down the inquiry time from four months to an hour-and-a-half.

Not surprisingly, the oil companies with retail exposure in the Lower Mainland have refused to release their financials on retail price margins. The price at the pump is made up of several factors, not just the retail margin, which is the difference between the wholesale price and the pump price. This margin is easily followed on a daily basis by subtract-



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.

ing the publicly posted daily rack prices from the all-taxes-excluded pump price. The result is the retailer's gross margin to cover all expenses.

The refining margin – the difference between the cost of crude and the wholesale price – is noticeably higher in B.C. versus the rest of the country because there is really only one refinery to serve the entire Lower Mainland.

Want lower prices?

Increase supply with more, not less, refining capacity, otherwise you will continue to be at the mercy of importing gasoline from U.S. refineries in Washington.

Another factor is taxes (52 cents per liter in the Vancouver price), but the Horgan administration has ordered that discussion or analysis is not part of the (his) study.

Another don't-talk-about-it factor is the Trans Mountain pipeline (TMX), which brings crude, gasolines, and diesel from Edmonton to the Lower Mainland.

So, taxes are out, and supply constraints don't matter?

One key factor in the pump price is the cost of crude, and this is the real reason the oil companies are being non-compliant with the order (oops, I meant request). The crude costs incorporated into their netbacks vary from supplier to supplier and are not just the WCS daily posted prices but can be blends of different crudes with differing chemical slates and equally differing prices. No one oil company is going to make their crude costs open to access by their competition.

If the B.C. government compels oil companies to release this information, be prepared for a supply crunch as foreign-owned refineries such as Shell and Esso will follow the lead of oil sands investors and take a hike, and a long one, right out of the country. If this were to happen, the Trudeau government could always nationalize the refining industry just as they have with the TMX.

That's not deja vu, that's a nightmare. **TN**

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Addressing potential concerns with technology

In my last column, I talked about how carriers should consider the technology revolutionizing the trucking industry as an incentive to attract the young workers it needs so badly.

In other words, companies need to consider both the finer details of how tech works and will affect their operations, as well as the big picture – external challenges and advantages. With the labor shortage, embracing innovation can appeal to a new generation of workers. Just as important, carriers and trucking associations need to find solutions for any challenges perceived by regulators and the public to address a host of potential concerns.

Take dash cams, for example. Outward-facing versions are innocuous and growing more sophisticated and efficient. Many carriers and owner-operators already use these to help document road incidents. But inward-facing cameras are more problematic, even when used as a training resource or to provide evidence in a collision. B.C.'s Office of the Privacy Commissioner's *Guidance Document: Employee Privacy Rights*, states, "Employers must carefully weigh the privacy harm when considering the use of video surveillance. A video camera cannot – and should not – replace adequate employee supervision."

But, how does an employer "adequately" supervise a truck driver who works most of the time alone and in isolation?

Similarly, consider GPS tracking. There's a need to balance knowing where your drivers and loads are with their right to privacy. B.C.'s Privacy Commissioner covers this as well in *Employee Privacy Rights*:

"... information gathered by an employer about an employee's location and behaviour using GPS and remote sensing is considered personal information, not solely information about the device or vehicle... Certain circumstances may allow the use of GPS to map employee travel routes, manage hours of work, and ensure that employees drive safely and lawfully. These may require the knowledge and consent of the employee prior to their implementation and use."

Businesses can collect accurate data to improve efficiency, but it's also for the safety of their drivers. It's up to the industry to show how the safety benefits of tracking outweigh other considerations. We need these technologies. The question shouldn't be whether to use them, it should be how to make them serve us better.

Technological advancements often run up against regulations, and this is where associations

come in. Wide-base single tires were only useful to the industry as a fuel-saving option when governments allowed weight parity with dual tires, a change the associations worked hard to gain. We continue to work on the permitting of automated tarp systems for bulk haulers, which is hampered by dimension limits. The solution is a limited 30cm allowance on a small portion of a trailer's length. It's up to us to explain how this will address serious ergonomic concerns for drivers.

We're also seeing advances in hybrid drive systems for heavy trucks, but with increases to tare

weight, thanks to the extra components required. For carriers to invest in these vehicles and benefit from fuel and emission reductions, we need governments to increase allowable weights and/or otherwise support their use.

Whether we're talking about dash cams, ELDs, automated tarps, or hybrid/electric trucks, the industry must be open to new technology, framing the risk versus reward and preparing to address challenges and opportunities. And, ultimately, be ready to engage with regulators. The ball is always in our court. No one else is going to swing at it on our behalf. **TN**



Dave Earle is president & CEO of the B.C. Trucking Association. He has extensive experience in government and labor relations, occupational health and safety training and consulting, administration of substance abuse testing and treatment programs, and workers' compensation. Earle holds a B.A. in communications/political science from Simon Fraser University.

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Bison Transport mock debate takes more serious tone

VANCOUVER, BRITISH COLUMBIA

The 24th annual Bison Transport Debate saw a panel of participants argue for and against a resolution that more oil pipelines should be built in Canada.

The mock debate took place during the Canadian Transportation Research Forum's (CTRF) conference, which was held in Vancouver, B.C., May 27, and was more on the serious side than past debates, which normally poke fun at several issues.

Incumbent participants arguing against pipelines were Trevor Hanson and Adrian Lightstone, while the challengers, Chris Bachmann and Joel Carlson, argued in favor of continued construction.

Traditionally a rousing and light-hearted event, those arguing in favor of the resolution said the construction of more pipelines in Canada would not have any impact on global emissions, as oil activity would occur in other countries if Canada chose to cut production.

The challengers said the project would use the most optimal methods to build the pipelines ensuring their safety.

Further arguments included that pipelines are in Canada's economic interests, as they pump millions of dollars into the economy.

Pipelines are also more efficient than rail when it comes to transporting oil, argued the challengers, saying some metrics indicate there are four times more incidents transporting oil by rail than by pipeline.

The challengers said pipelines produce 60%-70% less emissions than rail.

Canada also depends on getting its oil to global markets at a fair price, said the challengers, and must not rely solely on a single market, like the U.S.

The incumbents argued the opposite, saying the risks are simply too great to continue down the same old path.

Climate change, environmental impacts, and the need for Canada to progress to other resources to advance the country were concerns voiced by the incumbents should more pipelines be constructed.

Arguing we are becoming "less ambitious as a country," the incumbents said the oilsands constitute

10% of the country's total greenhouse gas emissions.

They continued by saying the oil-sands are killing Canada's boreal forest, the largest carbon capture system in the world, and use highly toxic chemicals and large amounts of water to process bitumen.

An increase in pipeline construction would also mean more oil tankers coming into B.C.'s harbor system to transport to global markets, said the incumbents, adding that could mean greater risks to the ocean ecosystem.

Finding alternative methods to adapt the Canadian economy is the way to go, the incumbents argued.

Rebutting the incumbents, the challengers said the negative impact on the environment is simply not true, and that even Environment and Climate Change Canada echoes this sentiment.

One audience member argued that Canadian transportation is what binds the country together, while another said that with an already large pipeline network, perhaps enlarging what already exists is the best option moving forward.



Barry Prentice, founder of the Bison Transport Debate, moderates the event in Vancouver, B.C.

During closing remarks, the incumbents concluded that leak-proof pipes are nothing more than a "pipe dream" and more oil means more pollution for future generations.

The challengers argued that halting the construction of pipelines may make us feel good about ourselves, but it won't change global demand – oil will be produced somewhere, and why not in Canada where the strictest regulations are in place?

At the end of the mock debate, attendees stood on the side of the room next to the debating team they felt won the event.

Approximately 75% of attendees agreed that more pipelines need to be built in Canada. **TN**

Industry needs more drastic changes to curb emissions

VANCOUVER, BRITISH COLUMBIA

Andrew Tam of the Ontario Ministry of Transportation said heavy-duty diesel vehicles are lagging behind light-duty gasoline-powered vehicles when it comes to reducing greenhouse gas (GHG) emissions.

Tam believes the most effective course of action to lessen emissions from trucks would be to use alternative fuels, moving away from straight diesel.

Speaking during the Canadian Transportation Research Forum (CTRF) conference in Vancouver, B.C., May 27, Tam pointed out that in 2014, emissions from transportation in Canada was 24% of the country's total output. Trucks carrying freight constituted 33% of the transportation sector's emissions.

"Over the years, the trucking industry has made improvements," said Tam. "I'm not going to say drastic, but they have."

Tam provided an overview of the technologies being used today to help curb emissions from heavy-duty trucks, as well as possible alternative fuels that could be used in the future.



Andrew Tam.

Some of the key devices highlighted during Tam's presentation included side skirts, which he said provide fuel savings of 5%. Boat tails offer 4% fuel savings, while on the tractor itself, Tam said low roll resistant tires deliver more than 3% fuel saving, as do wide-base single tires, which are becoming more common in recent years.

Low roll resistant tires do have some limitations in that they do not provide good winter traction, come at a premium cost, and have to be replaced more often than other tire treads. Wide-base single tires, Tam said, are sensitive to over- or under-inflation and have

no "limp home capabilities" should the tire blow.

Tam offered four alternative fuel sources to diesel he said could moderate the industry's carbon footprint.

The first, natural gas, Tam said has lower fuel efficiency but also 12% lower tailpipe emissions. He added that natural gas provides similar performance to diesel, lesser fuel costs – though prices are volatile and there are higher engine costs – and there is limited fuel and infrastructure available.

Dual fuel (compressed natural gas and diesel) was another option Tam said has lower tailpipe emissions, comparable performance, and would decrease fuel costs. Dual fuel does require a complex storage system and offers less range.

Hybrid electric trucks would provide reduced emissions, comparable performance depending on battery size, less fuel costs, and no special infrastructure to get going. They would, however, use more fuel in urban operations, come with high incremental and battery costs, and are less beneficial to long-haul operations.

Finally, Tam said electric trucks – battery or hydrogen fuel cell – would equate to zero tailpipe emissions and 45% higher fuel efficiency, but have limited range, heavier vehicle weight, high battery costs, and limited hydrogen infrastructure and connectivity to the electrical grid.

Canada-U.S. trade

Tam underscored the importance of trade with the U.S., the trucking industry's role in that effort, and how the electronic logging device (ELD) mandate could impact costs.

He said 74% of all the trade between Ontario and the U.S. flows by truck, with exports and imports going to and from central, south, northeast, and west primary by truck, followed in most cases by rail. By comparison, exports from Alberta to the Central U.S., is shipped by pipeline and rail, as the main products are oil and gas.

Tam said he believes the advent of the Canadian ELD mandate will have a short-term impact on the cost of trucking across Canada, which could affect Ontario-U.S. trade.

Other factors that impact trucking costs and trade, according to Tam, include cost competitiveness, regulatory harmonization, border management, and infrastructure improvements. **TN**

Impairment comes in many forms

B.C. Forest Safety Council conference explores various forms of impairment in the workplace

Stories by Derek Clouthier

PRINCE GEORGE, BRITISH COLUMBIA

Impairment can be caused by several different factors when driving truck, and they are not always easy to ascertain.

As a pair of presenters outlined during the Interior Safety Conference May 24 in Prince George, B.C., companies need to look at their policies and procedures when dealing with impairment in the workplace.

Logan Stormont, drug and alcohol supervisor training specialist for CannAmm, said a lot has changed since the legalization of cannabis in Canada, and the substance should not be lumped into the same category as alcohol, which many people do.

“We’ve all treated cannabis like alcohol, but that’s like comparing an apple to a hubcap...you just can’t make that comparison,” said Stormont. “We fail to recognize the hangover effect...they just don’t work the same way with the lingering effects.”

Many health agencies, including the World Health Organization, warn that cannabis can continue having an effect on users for 24 hours. Stormont went even further, saying lingering effects of cannabis can last for up to three days.

“Would you want somebody operating a forklift under the influence of cannabis?” Stormont asked conference attendees. “Probably not.”

Since legalization, there has been an uptick in the usage of marijuana, with 18% of adults now

using the drug compared to 14% pre-legalization.

One of the more troubling statistics reveals that drivers admitting to operating a vehicle within two hours of using cannabis has gone from 4% to 15% post-legalization.

Employers, however, need to tread carefully when it comes to policies and procedures for managing cannabis in the workplace as not to infringe on human rights.

Medical marijuana, which has been available for some time, is used by many Canadians to treat such ailments as chronic neuropathic pain and multiple sclerosis.

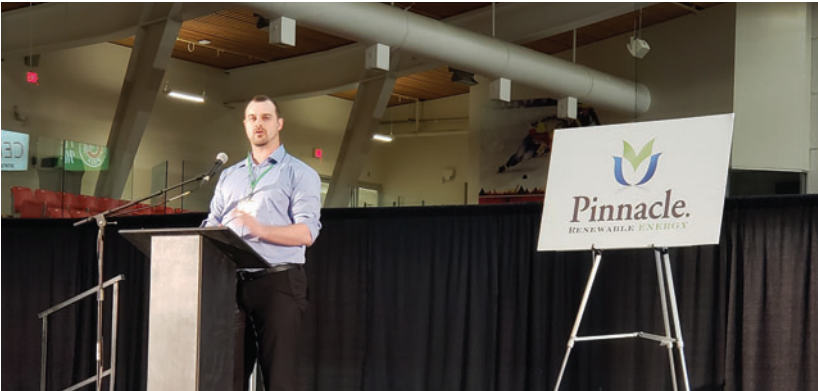
“It is a medical authorization in certain situations and we need to respect that,” said Stormont.

But as Stormont explains, there is no difference between medical and recreations marijuana.

If an employee is authorized by a medical professional to use medical marijuana, employers must first verify that authorization. Anyone using cannabis should be removed from safety sensitive work duties and be placed in an alternative position or given medical leave. Termination is not an option in such a circumstance, said Stormont.

To properly manage cannabis in the workplace, Stormont said companies must develop fit-for-duty programs consisting of a clear policy, training, and testing for the substance.

“This is a risk mitigation tool like any other safety tool in your workplace,” he said, adding that every employee must be responsible for being fit to perform the



Logan Stormont.

job expected of them in a safe and responsible manner.

CannAmm stats show cannabis is in the workplace at a national average of 62.5% of businesses with an employee using the substance. Those numbers are similar in Western Canada, with B.C. at 62.8%, Alberta 59%, and Saskatchewan at 71.7%.

Another less obvious form of impairment comes from fatigue.

As Mike Harnett, president of Solaris Fatigue Management, explained, there are two type of fatigue: task related and sleep related.

Harnett said 97% of people need between seven and nine hours of sleep every day to function normally, with only 26% meeting that minimum.

“The thing about fatigue is that it sits in your body and it builds and builds,” said Harnett. “The only thing that gets rid of fatigue is sleep...you cannot Tim Hortons or Red Bull it away.”

As human beings are a day-oriented species, Harnett said there is no such thing as getting used to overnight shift work.

“You’ve adapted to being in a state of impairment,” said Harnett.

Incidents in the workplace also increase when employees are fatigued.

Compared to morning shifts, accidents go up 30% during night shifts and 18% in the afternoon.

Risk levels also increase during nights with every shift an employee works.

“If you work longer and harder through the night, you’re going to be more at risk,” said Harnett.

Employees who work more than 60 hours a week are nearly twice as likely to be injured on the job. And as Harnett explained, employee output falls sharply at 50 hours a week, and those who put in 70 hours produce no more than those working 55 hours a week.

Harnett said hours-of-service laws for commercial drivers are being evaluated with the increased risk of injury in mind.

As driving can be a cognitively unengaging task with deterioration occurring after 20-30 minutes, Harnett said many drivers can go into auto pilot and even micro-sleep while traveling down the highway.

“You’re behind the wheel of that vehicle with your eyes wide open and your brain is asleep,” said Harnett.

Having a fatigue management policy is important for companies, much like it is to have a drug and alcohol policy.

“There’s a big difference between someone who is sitting in an office thinking they can work 16 hours and someone operating equipment,” said Harnett.

TN

What to consider when transitioning to ELDs

PRINCE GEORGE, BRITISH COLUMBIA

With the Canadian electronic logging device (ELD) mandate coming down the pike, Greg Munden of Munden Ventures said there are several reasons carriers need to get on board immediately with the new technology.

Munden said ELDs will become law in about 18-24 months, and carriers should get off paper logs right away, as it takes anywhere from six to 12 months to make the transition.

Munden said ELDs also make a fleet’s operations safer, as well as drivers’ lives easier.

“ELDs at least make sure drivers can’t unknowingly exceed the current hours-of-service regu-



Greg Munden.

lations,” he said May 24 during the Interior Safety Conference in Prince George, B.C.

Munden said fleet owners sleep better at night knowing drivers have a more failsafe way to stay within current hours-of-ser-

vice regulations. The technology also helps carriers save time and money.

Some key features Munden said fleets should look for in an ELD are that it connects with the truck’s electronic control module (ECM), meets third party certification, provides pre- and post-trip inspections, and fills out all trip information without the driver having to be involved. The devices should also have fleet tracking capabilities and two-way communication, as well as exception reporting, which locates those vehicles that are out of compliance without having to go through various files.

With hundreds of ELDs currently available, Munden said

once a mandate becomes law, he expects that number to drop to around 25 due to Canada’s expected third-party certification process.

When selecting an ELD provider, Munden suggests finding one that is large enough to survive third-party certification, provides complete hardware and software solutions, is cost effective, and for carriers to consider a group purchase program to be more cost effective.

When it comes to telematics, Munden said carriers should look for technology that breaks down fuel consumption, speed violations, driver scorecards, and can create geo-zones. TN

A million impressions

Truck and trailer graphics offer an effective marketing medium



Plaid for Dad raises cancer awareness.



Rachel David on a tractor promoting her speech at the TTC Ladies' Lunch.

By Abdul Latheef

Mobile advertising has come a long way since “Hershey’s Cocoa” was emblazoned on a Riker Electric Vehicle owned by the American chocolate pioneer Milton Hershey in 1900.

It all began with painting, followed by hand-cutting, die-cutting, laser-cutting, and screen printing before reaching digital production, but the technology is still evolving.

The global vehicle graphics industry is now worth billions of dollars and growing at a fast pace. Companies such as 3M, Avery Dennison, Hexis, Orafol, and Ritrama are some of the major players in the adhesive film market.

“The global automotive wrap films market size was valued at US\$2.87 billion in 2018 and is anticipated to progress at a compounded annual growth rate of 22.2% from 2019 to 2025,” U.S. consulting firm Grand View Research said in a report released in April.

So, what’s behind this spectacular growth? The answer is simple, according to 3M, a leader in North America.

A recent survey conducted by the company in the U.S. revealed that fleet graphics attract much more attention than traditional advertis-

ing. Each of the 10 Snapple trucks used in the three-month 3M study generated six million daily views on average. Even better, the cost per 1,000 impressions was just 48 cents, while other options cost between \$3.56 and \$23.70 for the same number of impressions. The company estimates that more than 100,000 trucks are wrapped every year in North America.

“The way I look at it is, everything that is blank is an opportunity,” said Andrew Grougrou, national sales manager for graphics markets at 3M Canada, referring to the unmarked trailers on Canadian highways. And, there are so many of them.

Other studies have also pointed out that using vehicles as mobile billboards offer a better return on investment than other methods of advertising.

Graphics awards

Grougrou spoke to *Truck News* on the sidelines of the Private Motor Truck Council of Canada’s annual conference in Niagara Falls, Ont., in June.

At the event, 3M was the sponsor of the Vehicle Graphics Design Awards, which have been honoring designers excelling in the production of truck graphics for more than

30 years. The number of entries for the 2019 awards exceeded expectations, the organizers said.

Big winners this year included Turbo Images and Motive Media of Toronto, Ont., and Rosenau Transport of Edmonton, Alta.

Turbo swept the awards, taking home honors in several categories, including Night Time Safety and Fleet Identity.

“We were thrilled with Turbo’s success this year,” said Shelagh Morrison, executive director of business development and marketing. “The awards are selected by a blind panel of industry professionals. It really validates our work.”

Turbo uses 3M’s vinyl products to make graphics because the company provides what is known as the Match Component System Warranty, the most comprehensive in the industry, said Morrison.

Vehicle graphics are created for a variety of reasons, she said.

“Sometimes graphics are done because the company bought new units, sometimes graphics are done because they changed the branding or are launching a different product, or sometimes because they had an accident and are replacing the vehicle,” she said.

Motive Media won in the Tractor-Trailer, Straight Truck, and Light Truck categories. The company has been involved in several recent high-profile projects, such as Raptors branding, which included 19 parade vehicles, one trailer, and one retro TTC bus.

“Fleet branding can have a huge impact on your business because not only are you moving the goods, you are promoting your brand, your company and your message in a huge way,” said Kathy Cartan, Motive Media president. “It provides an opportunity to build business and brand awareness from coast to coast at a minimal cost per impression.”

The company was also behind the specially-wrapped Cervus Peterbilt tractor at the recent Ladies’ Lunch hosted by the Toronto Transportation Club. It featured celebrity speaker Rachel David, who delivered the keynote address at the event.

“It was the perfect opportunity to promote the event and Rachel in a big way in a big city, with big traffic,” Cartan said.

Plaid for Dad

Rosenau Transport was the winner in the Human Interest category. The Alberta company wrapped one of its tractor-trailers in support of the Plaid for Dad campaign, which raises prostate cancer awareness among the trucking community.

Studies have suggested that truck drivers are particularly vulnerable to prostate cancer because of the body vibration they endure during longhaul trips.

“The president of our company approached us to come up with something that is cool and that would stand out to support Plaid for Dad,” said designer Trevor Adrian of Rosenau Transport, which has its own in-house graphics production team. “That truck is seen by thousands of people...most people really love the truck.”

The livery is in teal, which is also the company’s color.

It is not the first time one of Rosenau’s vehicles has drawn public admiration. Its Support Our Troops trailer, which paid tribute to Canadian soldiers, was a runaway success two years ago.

“Many troops contacted us saying, ‘We really appreciate what you guys have done,’” Adrian said.

Cheaper alternative

One American company is offering a cheaper alternative to traditional truck wrapping, which on average costs about \$4,000 per truck.

Epic Worldwide, based in Las Vegas, Nev., claims its Kwik Zip Changeable Graphic System provides a quick and cost-effective solution.

“While the initial cost of Kwik Zip could be higher, any extra money spent on it is compensated by the fact that the vehicle doesn’t lose any productive days for installation,” said David Falk, national account manager for Canada.

“There is only marginal cost and time involved in removing it (one hour of labor), but most importantly, it can be re-installed on a new piece of equipment.”

He said the company wraps between 4,000 and 6,000 vehicles a year.

Going green

The industry is also witnessing the emergence of a niche green market, said Grougrou of 3M Canada.

“We have a line of green products that offers flexibility, and many, many companies are opting for that solution.”

Such sustainable products were first used by 3M during the 2010 Winter Olympics in Vancouver, he said.

“The industry itself has not taken off to the level where you could just apply graphics and then recycle it because there are a lot of components,” Grougrou said.

At the Vancouver Olympics, however, 3M was able to “repurpose” the products through a complicated process, thereby helping reduce the Game’s carbon footprint, he said.

Glenn Pattison, an account executive at 3M, said Canada Post is one of the company’s biggest green customers.

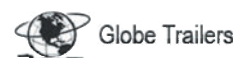
“We do all theirs with green products, all their delivery vehicles. They’re a real implementer of going green.” **TN**



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76" MID ROOF SLEEPER, CUMMINS ENG; X15, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.91 RATIO, AG400 SUSP; 232" WHEELBASE, BLACK IN COLOR, GRAY DIAMOND VIT INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#LJ960983. -1286525



**2020 KENWORTH W900B
HIGHWAY TRACTOR**

62" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 3.91 RATIO, 13.2K/46K SUSP; 244" WHEELBASE, BLUE IN COLOR, GRAY DIAMOND INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#LJ962827. -1286524



**2020 KENWORTH W990
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76" MID ROOF SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.81 RATIO, AG460 SUSP; WHITE IN COLOR, BLACK LIMITED EDITION INTERIOR, 11R24.5 TIRES, 3 WAY LOCKS, STK#LJ961702. -1285213



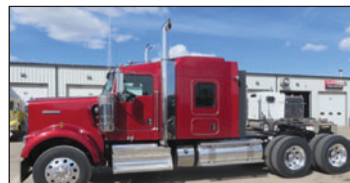
**2019 KENWORTH T800
HIGHWAY TRACTOR**

62" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 20K/69K AXLE(S), 4.30 RATIO, NEWAY ADZ369 SUSP; 260" WHEELBASE, WHITE IN COLOR, TRI-DRIVE, BLACK SPLENDOR INTERIOR, 385/65R22.5 11R24.5 TIRES, 3 WAY LOCKS, STK#KR999294. -1282036



**2020 KENWORTH T370 STRAIGHT
TRUCK (CAB AND CHASSIS)**

PACCAR ENG; PX-9, 350 HP, 6 SPD TRANS; 16K/40K AXLE(S), HAS402 SUSP; 228" WHEELBASE, WHITE IN COLOR, PINNACLE INTERIOR, 385/65R22.5 11R22.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#LM958563. -1282492



**2020 KENWORTH W900B
HIGHWAY TRACTOR**

62" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 3.91 RATIO, 13.2K/46K SUSP; 244" WHEELBASE, RED IN COLOR, 62" ACFT SLEEPER, GRAY DIAMOND INTERIOR, STK#LJ961299. -1282487



**2019 KENWORTH T880
HIGHWAY TRACTOR**

40" INTEGRAL LOW-ROOF FLAT-TOP SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#KJ950358. -1282460

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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



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**2019 DOEPKER TRIDEM LEGACY
ALUMINUM 2 HOPPER BULKER**
BLACK WALLS, DOEPKER AUTO LIFT MANAGEMENT SYSTEM, 11R22.5 TIRES, ALUM RIMS, STAINLESS STEEL FENDERS, STK#K4039516. -1282438



**2010 DOEPKER STEEL SUPER B
BULKER DUMP**

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

Great Savings - Pre-Owned Spring Truck Sale



**2017 KENWORTH W900L
HIGHWAY TRACTOR**

72" ACFT SLEEPER, CUMMINS ENG; ISX15, 550 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.73 RATIO, AG460 SUSP; 244" WHEELBASE, WHITE IN COLOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, 789,292 KMS, STK#HR984253. -1286528 **\$135,000**



**2016 KENWORTH T680
HIGHWAY TRACTOR**

76" ACAD SLEEPER, PACCAR ENG; MX-13, 455-500 HP, FLULER RTLO 13-18 SPD. TRANS; 12 & 40 / 13.2 & 40 / 12 & 46 AXLE(S), AG460 SUSP; 228" WHEELBASE, GRAY SPLENDOR INTERIOR, 11R22.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#GJ980782. -1285060 **\$57,500**



**2012 KENWORTH T660
FEED/GRAIN TRUCK**

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



**2012 KENWORTH T800
DUMP TRUCK**

PACCAR ENG; MX12.9, 455 HP, 10 SPD TRANS; 12.35K/40K AXLE(S), 3.70 RATIO, WHITE IN COLOR, NEW NEUSTAR WHITE 16 DUMP BOX, GRAY SPLENDOR INTERIOR, FLIP TARP, PINTLE HITCH, 11R22.5 TIRES, ALUMINUM RIMS, 670,660 KMS, STK#CJ950992. -1270617 **\$97,500**



**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**



**2014 KENWORTH T660
HIGHWAY TRACTOR**

72" ACAD SLEEPER, CUMMINS ENG; ISX15, 550 HP, 18 SPD TRANS; 3.73 RATIO, 13.2K/40K SUSP; 228" WHEELBASE, PURPLE IN COLOR, GRAY DIAMOND INTERIOR, MAGNUM MOOSE BUMPER, 11R22.5 TIRES, ALUMINUM RIMS, 1,010,693 KMS, STK#ER967757. -1284496 **\$62,500**



**2014 KENWORTH T680
HIGHWAY TRACTOR**

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**2012 KENWORTH T800
HIGHWAY TRACTOR**

72" ACAD SLEEPER, CUMMINS ENG; ISX, 485 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 4.10 RATIO, AG400 SUSP; 232" WHEELBASE, TAN IN COLOR, RED SPLENDOR INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 1,093,455 KMS, STK#CJ954668. -1285038

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INTERNATIONAL ENG; MAXX13/10 410/1700, 410 HP 13 SPD TRANS; AIR RIDE SUSP; 175" WHEELBASE, WHITE IN COLOR, 638,526 KMS, STK#447983. -1283517



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2014 FREIGHTLINER M2 106
CUMMINS ENG; ISL13 8.3L 260/2200, 260 HP, 5 SPD TRANS; AIR RIDE SUSP; 182" WHEELBASE, WHITE IN COLOR, 15,493 KMS, STK#543167. -1285117



\$42,495

2014 FREIGHTLINER CASCADIA 125 HIGHWAY TRACTOR
72" SLEEPER, CUMMINS ENG; ISX15/13 450/1800, 450 HP 18 SPD TRANS; AIR RIDE SUSP; 234" WHEELBASE, WHITE IN COLOR, 904,414 KMS, STK#523356. -1283069



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2013 FREIGHTLINER CASCADIA 125 HIGHWAY TRACTOR
60" SLEEPER, DETROIT ENG; DD15/10 14.8 560/180, 560 HP 18 SPD TRANS; AIR RIDE SUSP; 235" WHEELBASE, WHITE IN COLOR, 919,093 KMS, STK#503169. -1285119



\$50,861

2014 FREIGHTLINER CASCADIA 125 HIGHWAY TRACTOR
72" SLEEPER, DETROIT ENG; DD15/13 14.8L 505/18, 505 HP 10 SPD TRANS; AIR RIDE SUSP; 240" WHEELBASE, BLUE IN COLOR, 941,957 KMS, STK#533170. -1285129



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2011 INTERNATIONAL 4300 REFRIGERATED TRUCK
INTERNATIONAL ENG; MAXX DT07 225/2300, 225 HP, 5 SPD TRANS; LEAF SPRINGS SUSP; 272" WHEELBASE, WHITE IN COLOR, 288,833 KMS, STK#628960. -1285116



\$61,077

2014 VOLVO VNL64T 630 HIGHWAY TRACTOR
61" SLEEPER, VOLVO ENG; D13/10 455/1800, 455 HP, 12 SPD TRANS; AIR RIDE SUSP; 223" WHEELBASE, WHITE IN COLOR, 771,126 KMS, STK#536890. -1286286



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2010 FREIGHTLINER M2 106 STRAIGHT TRUCK (CAB AND CHASSIS)
CUMMINS ENG; ISC07 330/2000, 330 HP, 10 SPD TRANS; AIR RIDE SUSP; 216" WHEELBASE, BLUE IN COLOR, 296,035 KMS, STK#617181. -1272168



\$41,495

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



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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



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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



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209" WB. **STK# 35908** -1269044

2018 MACK CHU613
– 15' Summit Gravel Box
MACK MP8-505C, MDRIVE
13 SPD, FRONT AXLE: 14.6,
REAR AXLE: S440,
225" WB., **STK# 35747.**
-1282630



2019 MACK GR86B – BAY-LYNX
MULTICAT SPREADER
MACK MP8-445C, MDRIVE 14 SPD, FRONT
AXLE: FXL20, REAR AXLE: RZ50-166,
265" WB. **STK# 35967.** -1276879



2018 MACK CHU614 – Winch Rig-Up!
MACK MP8-505C, MDRIVE 13 SPD,
FRONT AXLE: 14.6, REAR AXLE: RZ50-166,
265" WB. **STK # 35754** -1029880

2018 MACK CXU613
– LOGGING RIG-UP
MACK MP8-505, MDRIVE 14 SPD, FRONT
AXLE: 20.0, REAR AXLE: RZ48, 265" WB.
STK #35709. -693666



2018 MACK CXU613
MACK MP8-505C, T318LR21, FRONT AXLE: 14.6,
REAR AXLE: RZ50, 265" WB. **STK# 35825** -1285322

2018 MACK
GU714
MACK MP7-425M,
MDRIVE 14 SPD,
FRONT AXLE:
FXL20, REAR AXLE:
RZ50-166,
328" WB. **STK#**
35708 -1285305



2018 MACK CXU613
MACK MP8-505C, MDRIVE 13 SPD, FRONT AXLE: 14.6,
REAR AXLE: RT46-160, 243" WB. **STK# 35751.** -1029878

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2019 Mack Pinnacle 64T HD D/C
MP8-505C Eng., mDRIVE-HD,
14.6/46 Axles, 213" W/B,
Holland 5th Wheel, Stk: 026858 -1270477



2019 Mack Pinnacle 64T 70"
MP8-505C Eng., mDRIVE-HD,
13.2/46 Axles, 243" W/B, 70" Stand
up sleeper, Stk: 026693 -1269361



2018 Mack CXU613 70" MR
MP8-505C Eng., mDRIVE-HD,
13.2/40 Axles, 221" W/B,
Stk: 024413 -1259017



2019 Mack Anthem 64T D/C
MP8-505C Eng., mDRIVE-HD,
13.2/40 Axles, 3.79 Ratio, 197"
W/B, Stk: 027899 -1276897



2018 Mack Anthem 70"
MP8-505C Eng., mDRIVE,
12/38 Axles, Foldable top bunk,
Stk: 029510 -1273915



2018 Mack CXU613 Dump Truck
MP7-345C Eng., mDRIVE, 14.6/40
Axles, 16' NeuStar gravel box,
Electric tarp, Stk: 023216 -1273133



2019 Mack Anthem 70"
MP8-505C Eng., mDRIVE-HD,
12/40 Axles, 221" W/B, 70" Stand-
up sleeper, Stk: 026860 -1285084



2019 Mack Pinnacle 48"
MP8-505C, mDRIVE-HD,
12/46 Axles, 3.73 Ratio, Stk:
028528 -1285390



2019 Mack Anthem 86T 70"
MP8-505C Eng., 18 Sp., 14.6/50
Axles, 265" W/B, 70" Stand-up
sleeper, Stk: 030760 -1285085



2019 Mack Pinnacle Grain Truck
MP8-415C Eng., mDRIVE-HD,
14.6/40 Axles, NeuStar 20' grain
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EFFER CRANE 80-4S - OILFIELD ..

CHASSIS MAKE & MODEL
Misc

TRUCK EQUIPMENT
Effor Crane 80-4s - Oilfield Service Body

UPFIT DESCRIPTION:
Designed according to DIN 15017/H 83 Standards - 35' 4" Maximum horizontal outreach - 48,550 FT.LBS. maximum lifting moment (~20 degrees) - 390 Degree swaying angle - 2500 LBS. Standard crane weight - 13 Gallon Oil Reservoir Lifting capacity - 5,610 LBS. @ 8'4" to 1345 LBS. @ 34'4" Oilfield Service Body - 6.5' Deck with undermount toolboxes - 24" Aluminum upright tool cabinets mounted behind cab with storage and hoodcoke rack Contact for more information, available for immediate delivery

LOCATION Calgary, AB

BRANCH Gincor Werx Calgary

KEY CONTACT Alfred Langkowski
alfredlangkowski@gincor.com

REQUEST INFORMATION

8' 4" STEEL JOB BOSS DUMP BO..

CHASSIS MAKE & MODEL
Chevy

TRUCK EQUIPMENT
0'4" Steel Job Boss

UPFIT DESCRIPTION:
0'4" steel job boss with fold down sides and strobe light

LOCATION Taylor Auto Mall

BRANCH Gincor Werx Kingston

KEY CONTACT Korri Marshall
korrimarshall@gincor.com

REQUEST INFORMATION

20' STOCK BEAUROC DUMP BO..

CHASSIS MAKE & MODEL
Misc

TRUCK EQUIPMENT
20ft BeauROC Dump Body

UPFIT DESCRIPTION
Truck # KM042291 Black TS MP8 455Hp, 1760 lb-lb, 13 sp mDrive HD, Creeper gear, 20k x 2 /48t axles, HMX 460 Hendrickson, 3.51 Ratio Gray Beau-Roc 20.5 Dump Body with Air tarp and Pintle hitch

LOCATION Mackay's Truck Center

BRANCH Gincor Werx Moncton

KEY CONTACT Bruce Harvey
bharvey@mackaystruckcenter.ca

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CHASSIS MAKE & MODEL
Trailer

TRUCK EQUIPMENT
Live Bottom Trailer

UPFIT DESCRIPTION:
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LOCATION Ontario

BRANCH Gincor Trailer Werx Blenheim

KEY CONTACT John Hammond
johnhammond@gincor.com

REQUEST INFORMATION

25 TONNE TAG TRAILER - EXCA..

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
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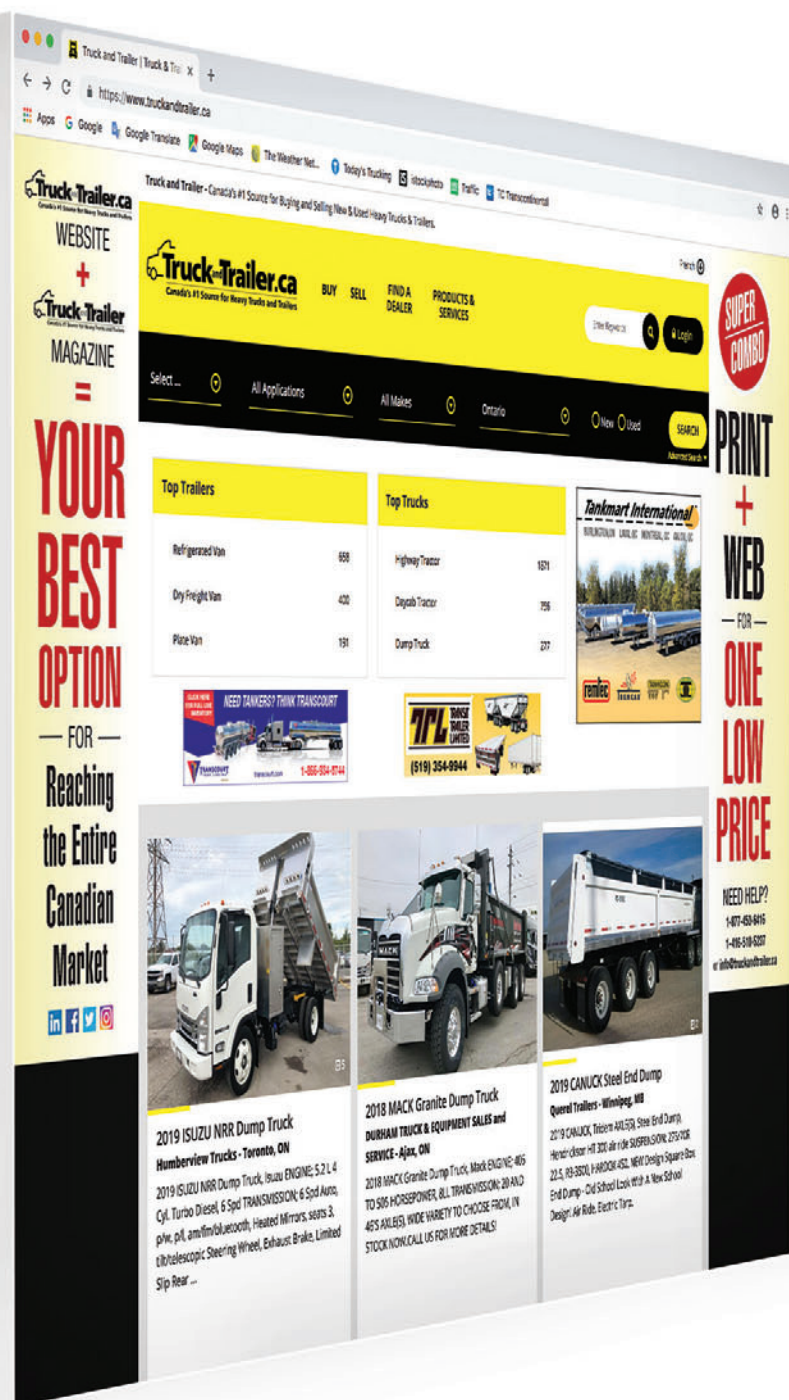


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AutoTarp aims to alleviate driver injury

PRINCE GEORGE, BRITISH COLUMBIA

Valid Manufacturing has released its AutoTarp System, revealing the new product at the recent Canada North Resources Expo in Prince George, B.C.

With the primary goal of reducing workplace injuries sustained by drivers while tarping bulk-

hauler chip trucks, the product meets Commercial Vehicle Safety and Enforcement standards by not adding height, length, or width to the trailer.

The AutoTarp uses a patented linkage system that is embedded within the trailer and arches 50 inches above the cap of the trailer

when opening and closing. When closing, gravity brings the swing arm down on the load and can be tightened accordingly. A 3,000-lb electric actuator powers each arm.

A full, two-arm system weighs approximately 550 lb per trailer.

With button controls, drivers keep their boots on the ground during tarping, avoiding falls, stumbles, and other injuries.



A prototype of the AutoTarp came out last September, with field testing being done with DCT Chambers Trucking since March. Valid, located in Salmon Arm, B.C., is now taking orders for the AutoTarp for delivery this September. **TN**

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Mark Dalton: Owner-Operator
By Edo Van Belkom

The Truck Without a Driver

- Part 2 -

THE STORY SO FAR
Mark is driving across the Prairies and comes across a truck like no other he's ever seen before. He pulls up alongside of it and realizes the man behind the wheel isn't driving, but rather he's reading a magazine. It's one of those autonomous trucks that operate without a driver and Mark was awestruck...

As Mark followed the autonomous truck down the highway, matching the machine's perfect obedience of the speed limit and traffic laws, he thought long and hard about what the future held for truckers if such futuristic machines were nearly ready to take over the roadways.

If there was one good thing about the march of technology – at least in this case – it was that while it was progressing, it wasn't doing it quickly enough to put drivers out of work any time soon. They weren't going to take over within the year, probably not even in five. Maybe it'll be like the cure for diabetes, which always seems to be "five years away."

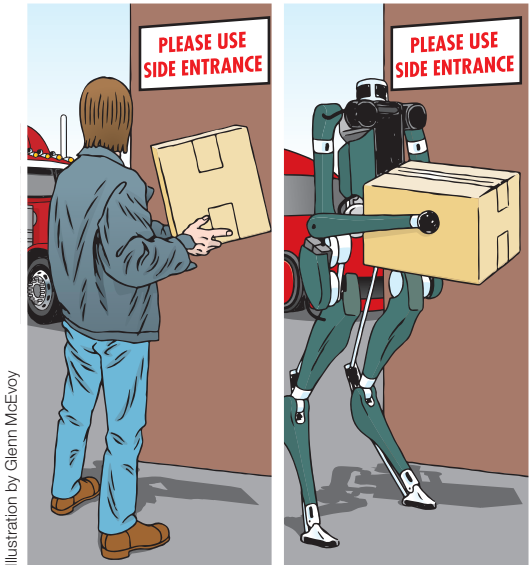
That's because for all of its high-tech wizardry and space-age technology, someone was still required to sit in the truck and monitor the thing's progress. And so, if anything should go wrong, there was always a big red button on the dashboard that allowed the monitor to take over complete control of the truck.

The thought of things getting too hectic or too real for the truck's computer to handle put a smile on Mark's face. But a second thought crossed his mind and wiped the smile right off. How close was a self-driving truck with a computer that could think for itself to the apocalyptic image Stephen King offered up in his short-story-turned-horror-film *Trucks*.

And while these trucks needed monitors to oversee their performance in the short-term, what's to say that even that job might be taken away from a trucker and handed to some engineer or technician who had never driven a truck before but who could evaluate and correct whatever is going wrong with a truck's guidance system?

So, one less driver, one more technician... as if those highly trained individuals needed to take over the trucking industry, too.

But it wasn't all bad. A big issue in the driver's favor is road conditions and knowledge of a city



or delivery locale that is nowhere close to simply backing up to a loading dock and having computer-guided forklifts unload cargo. Mark had delivered countless loads in city environments where the streets made no sense and the addresses seemed all wrong, yet loads were delivered to these places daily without problem.

After all, a driverless truck can't read a 'Use Side Door' sign, decipher bizarre street numbering, or back down a long one-way street to save half an hour's driving time. It was quite possible that truck drivers could take on the job that harbor pilots do for large ocean-going ships. A driver's knowledge of the city or local driving styles could require them to take over an autonomous truck on a city's outskirts, then navigate the truck through traffic to its final destination.

Finally – and perhaps the most significant issue in all of this – are the other aspects of a driver's job that have nothing to do with driving. Sure, you can design a truck that bills its clients the second it reaches its destination, that can probably also prevent a load being unloaded until its paid for, but what about the actual delivery of goods.

Mark had delivered hundreds, maybe even thousands, of loads where there was no one around to unload his truck, or very few people at least, and he had to pitch in if he wanted to get away in any kind of timely manner. A driverless truck couldn't do

that. A computer can make decisions of logic, but never one of common sense.

In fact, this obstacle even has a name: The Fifty Foot Problem. It basically revolves around the question of how an autonomous truck delivers its cargo to a residential home, or business on the second floor, or a door on the other side of a fence. In other words, the last 50 feet before a load's final destination.

Mark had read about automaker Ford's efforts to develop a robot named Digit, which features stork-like legs, looks a lot like a droid you might see in a *Star Wars* battle scene, and can carry a 40-lb load. They are so far along on its development that the company is hoping to roll it out in 2021 as part of its autonomous fleet offering.

So, science is not only trying to get rid of drivers, but delivery men, too.

It made Mark wonder, if so many people were going to be replaced by computers and robots, who would still have a job to earn enough money to afford the things that were going to be delivered by these machines?

But Mark was hopeful that for the cost of putting one autonomous truck on the road, a company could employ 100 owner-operators, with everyone still making a nice profit.

Finally, were the nation's highways even ready for trucks rumbling down the road without someone behind the wheel? And what about the public? Would people feel safe driving down the road knowing there wasn't someone in control of the giant semi sharing the roadway with them and their families?

But as much as Mark could argue the pros and cons of autonomous trucks and the onslaught of technology, the bottom line was that these things would eventually be safe enough, and cheap enough, to make financial sense to the majority of companies moving goods on the nation's highways.

It was going to happen, and the job of truck driver – the most common job in more than half of all U.S. states – might no longer be a viable occupation.

Mark was intrigued and wanted to know more, and to see how these trucks actually worked. **TN**

Mark Dalton returns next month in Part 3 of The Truck Without a Driver.

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Continuing to ‘Impel’ his company forward

By Derek Clouthier

WINKLER, MANITOBA

The trials and tribulations of owning and running a trucking company is not lost on Neil Hamm.

After launching Impel Transport in 2002 and enjoying some initial success, the economy hit back, forcing Hamm to reconsider the direction of Impel and steer the carrier in another direction.

In the beginning, Impel was a dry van carrier hauling loads to the Midwestern U.S., and ended up building a profitable less-than-truckload network coming back into the Canadian Prairies.

But the Great Recession in the U.S. had a significant impact on Impel, shrinking its fleet from 14 trucks to six. In addition to the U.S. economy, Hamm said freight in Alberta mostly dried up, and the LTL business dramatically changed, forcing him to rethink his business plan.

“In 2008 we saw some opportunity in the open deck business,” said Hamm. “We purchased a couple of step decks, and basically started over. Today, we are running 30 trucks on the deck side, and eight to 10 trucks on the van side, growing with our customers and growing our customer base.”

In total, Impel runs 40 trucks, the majority being owner-operators. The company has a diversified fleet, with dry vans, reefers, Conestoga trailers, flat and step decks, and RGN trailers. The company is back running its dry van division into the U.S. and Canadian Prairies, and their open decks go coast to coast in Canada and the U.S. Impel hauls a variety of motorized equipment, such as recreational vehicles and construction equipment, as well as building materials.

With an ingrained entrepreneurial spirit as an owner-operator, Hamm started Impel after losing his contract with a company he was leased to when it unexpectedly closed its doors.



“I had been at several trucking companies and it seemed to me like the attitude and culture was always the same, and I just thought there had to be a better way,” said Hamm. “So the goal was to start a company where drivers and the office would work as a team with mutual respect; where everyone is a human being first no matter your title or position.”

That attitude has led to continued success for Hamm and his company. Impel’s fleet has grown more than 60% over the past two years due to what Hamm said was increased demand from existing customers and adding new accounts to their portfolio.

They have also created a fully licensed and bonded third-party logistics division giving Impel the ability to be there for its customers in areas the company doesn’t necessarily service on a regular basis with its own equipment.

Hamm has been on top of the electronic logging device (ELD) mandate for some time, transitioning to the new technology two years ago so they were fully compliant with U.S. regulations.

Hamm said he has heard all the negative comments regarding ELDs from drivers and owner-operators, but he has not seen any change in productivity from a business standpoint.

With a myriad of issues in the industry needing to be addressed in the coming years – ELDs, recruit-



Impel Transport had to reinvent itself as a company to continue moving forward.

ment and retention, infrastructure, driver shortage – Hamm said differing laws from province to province is what concerns him most.

“Because we travel coast to coast it can be a huge challenge to satisfy the multiple sets of regulations as we travel through various jurisdictions, especially when hauling larger equipment,” he said.

Increasing fuel efficiency is another area where any trucking company owner worth their weight would like to see improvements, as it would help their bottom line.

Often, conflicting rules in each province or jurisdiction can impact how efficient a fleet can be.

“There are a ton of regulations and some that are so archaic that no one even knows why they exist, but are still enforced,” said Hamm. “This prevents us from spec’ing efficient equipment that can be used across Canada.”

Hamm admits there are enough trucking companies out there that if one were to disappear, few people would take notice.

But with the manner in which Impel has conducted its business, Hamm believes this would not be the case for his company.

“Truthfully, the only thing that sets us apart from any other trucking company out there is our culture,” said Hamm.

“When you see a turnover rate of less than 10%, I really believe we have a formula that is working, and this obviously filters all the way through.” **TN**



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