

TRUCK NEWS EAST

Delivering daily news at trucknews.com

Volume 39, Issue 8

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Truckers are valuable assets in the fight against human trafficking. Here's what to look for.

Pages 26-27**Hanging up the keys**

Professional driver and writer Harry Rudolfs reflects back on a fulfilling 40-year trucking career.

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We report from the Walcott Jamboree, Shell SuperRigs, and the Great Canadian Truck Show.

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We catch up with several owner-operators and share their secrets for success.

Crackdown coming?

Ontario signals emissions system tampering enforcement

TORONTO, ONTARIO

Truckers who have tampered with their emissions system could have their plates seized in Ontario, no matter where their truck is domiciled.

That's due to changes made by the Ministry of Environment, Conservation and Parks (MECP), which is ramping up its enforcement powers through updated legislation. The changes are aimed at cracking down on trucks that have had their emissions system disabled or tampered with.

Previously, officers could only seize plates and permits from Ontario-plated trucks.

Other amendments allow for heavier fines, and a move is underway to increase enforcement abilities against providers and installers of delete kits in Ontario.

"These changes signal a true commitment from the provincial government to clean up our air and create a level playing field for all trucking businesses that are operating in Ontario," said Stephen Laskowski, president, Ontario Trucking Association. **TN**

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RETAIL ADVERTISING
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Erb Transport gave cancer patient Nathan Snyder a ride to remember. Below, CEO Wendell Erb visits with Snyder.



Erb delivers another dream

BADEN, ONTARIO

For the second time this year, Erb Transport has opened its cab doors to help someone realize a dream.

On May 11, Erb driver Lyoness Woodstock gave a 75-kilometer ride to Shirley Barkell, helping her achieve a lifelong dream of riding in a big rig. And on July 22, Erb took a three-year-old cancer patient for a truck trip, allowing him to check an item off his bucket list.

The Brantford boy, Nathan Snyder, was diagnosed with leukemia at 22 months of age. During his stays at McMaster Hospital, he became enamored with the trucks that would drive past his window. He decided he wanted to ride in "every type of truck in the world," Erb reported, and the company was eager to give him the

opportunity to check "transport truck" off his list. He had already sat in a garbage truck, firetruck, and bulldozer, but this was his first ride-along.

Scott Misener, Baden driver supervisor, was Snyder's chauffeur. He allowed Snyder to pull the air horn and presented him with an Erb hat and diecast truck. Company CEO Wendell Erb met with Snyder and chatted with him about the trucks at the company's terminal after the drive.

Erb said Snyder left the visit feeling inspired and excited to tell the doctors and nurses about his day. He has been responding well to medication and treatment and was in good spirits, the company reported. **TN**

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Lou Smyrlis
Director Business Development
416-510-6881
lou@newcom.ca

Kathy Koras
Associate Publisher
416-510-6892
kathy@newcom.ca

A. (Tony) Hohenadel
Publisher - truckandtrailer.ca
416-614-5800
tony@newcom.ca

Dan Robinson
Director Digital Marketing
416-510-5123
dan@newcom.ca

EDITORIAL

James Menzies
Editor
416-510-6896
james@newcom.ca

Abdul Latheef
Associate Editor
416-614-5828
abdul@newcom.ca

Derek Clouthier
Truck News – West Editor
403-969-1506
derek@newcom.ca

DESIGN AND PRODUCTION

Michael Chimienti, Beverley Richards,
Alicia Lerma, Carolyn Brimer

ACCOUNT MANAGERS

Anthony Buttino
National Accounts Manager
514-292-2297
anthonyb@newcom.ca

Nickisha Rashid
National Accounts Manager
416-614-5824
nickisha@newcom.ca

Denis Arsenault
Quebec Accounts Manager
514-938-0639 ext. 2
denis@newcom.ca

Doug Copeland
Regional Accounts Manager
905-715-9511
doug@newcom.ca

Paul Bealien
Regional Accounts Manager
416-614-5806
paul@newcom.ca

Stefanie Hohenadel
Regional Account Manager
(416) 510-5144
stefanie@newcom.ca

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CHAIRMAN & FOUNDER:
Jim Glionna

PRESIDENT
Joe Glionna

VICE-PRESIDENT
Melissa Summerfield
Director of Circulation
Pat Glionna

Subscription Inquiries
Lilianna Kantor
Phone: 416-614-5815
Fax: 416-614-8861
Email: lily@newcom.ca

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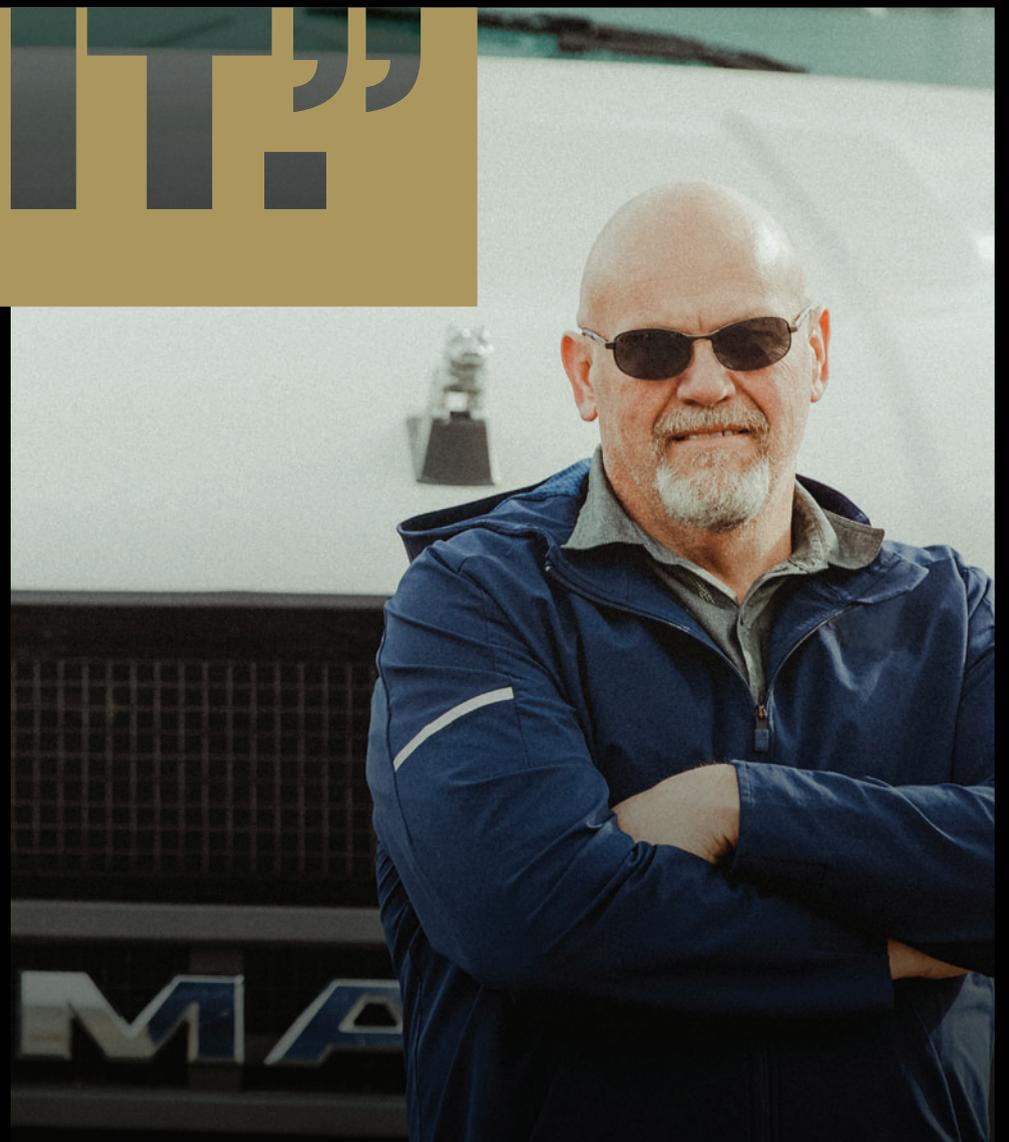
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Renewal realities

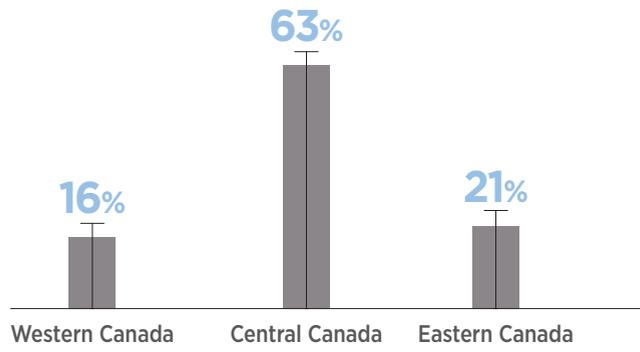
Canadian private carriers continue plans to upgrade aging fleets

Private carriers are known for running some of the best equipment in the industry. And that doesn't seem to be changing despite growing concerns about the long term health of the North American economy. Our annual Equipment Buying Trends Survey examines the purchasing intentions of private motor carriers across the country. This year's survey found private carriers remain committed to continuing to update their fleets with new purchases this year.

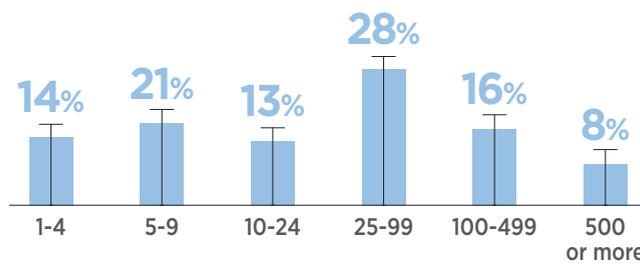
Two thirds of private carrier respondents said they plan new Class 8 truck purchases in 2019. Fuelling their interest is the reality that some private fleet vehicles are in need of replacement. Our survey shows that 62% of private carriers are hanging on to their vehicles for over 7 years. And, as we mentioned last month, it doesn't hurt that the new trucks coming off the assembly line are so much better in terms of fuel performance



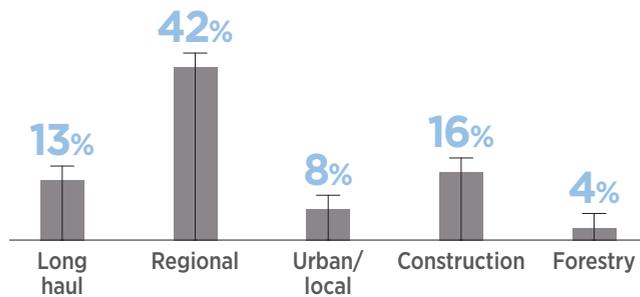
RESPONDENT PROFILE - REGION



RESPONDENT PROFILE - SIZE OF HD FLEET VEHICLES



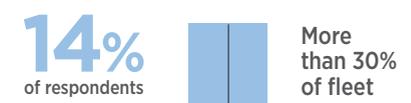
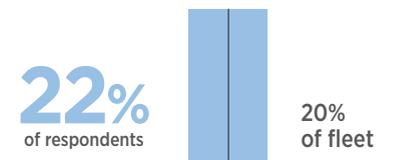
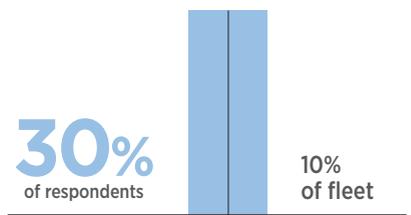
RESPONDENT PROFILE - FLEET ACTIVITIES



PLANNING TO PURCHASE NEW CLASS 8 TRUCK IN 2019



PERCENTAGE OF HD VEHICLE FLEET LOOKING TO REPLACE



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Making driver appreciation a year-round event

National Trucking Week will be celebrated across Canada Sept. 1-7, but winning fleets – and even manufacturers – have come to the realization driver appreciation should be celebrated year-round.

Don't get me wrong, I applaud all fleets and suppliers that take time during National Trucking Week to acknowledge the important role professional truckers play in moving our economy. However, I also believe there are ways to give back to drivers that can be enjoyed all year.

Successful fleets are doing just this, through the facilities they build, and truck OEMs have been inspired to follow suit, producing a new generation of trucks that are easy to operate and comfortable to live in while on the road.

To give an example, I recently visited Giant Tiger's sprawling new distribution center and trucking headquarters in Johnstown, Ont. The 680,000 sq.-ft. facility was constructed with drivers in mind. There, drivers enjoy a games room, subsidized and healthy food options, a 'quiet' room for reading or resting, and even laundry services.

Drivers are treated like the company ambassadors they are, all year long. And the drivers I chatted with were loyal and grateful. Giant Tiger doesn't have a driver retention issue. Now, I realize private fleets often have corporate resources behind them that for-hire carriers do not. But there are many other fleets that have put a driver-first attitude into construction of new facilities.

And that, in turn, has inspired others. Last month I traveled to Seattle, Wash., where I attended a Peterbilt customer event and sat down



with on-highway marketing manager Wes Slavin. The company was showcasing its massive new UltraLoft sleeper.

Slavin told me the sleeper was inspired by the efforts fleet customers were going to in order to provide a comfortable home terminal for their drivers. Things like driver lounges and concierge services were making home life more enjoyable for drivers, and Peterbilt realized life on the road should be equally comfortable.

Thus, the large, well-designed and comfortably-appointed UltraLoft sleeper was born, and it's been an absolute hit with fleets.

Peterbilt isn't the only truck manufacturer to have figured this out. Look at the new genera-

tion of highway trucks – they all provide unprecedented driver comfort. The degree to which these amenities – extra storage, premium mattresses, heck, even satellite TV – are spec'd out are still dependent on the fleet, but options are now available that make life on the road as comfortable as it can be, given the space constraints of a highway truck's dimensions.

One of my favorite recent innovations is Volvo's reclining bed; no longer do you have to watch TV propped up on one elbow, you can raise the bed and sit in total comfort. Things like swiveling passenger seats and dinette sets that fold out of the way when not in use also make the truck more livable than it's ever been.

Driver amenities at home terminals and ultra-luxurious sleeper cabins may not solve the trucking industry's driver issues, but they sure make the demanding job much more comfortable, day in and day out, all year-round. **TN**



James Menzies can be reached by phone at (416) 510-6896 or by e-mail at james@newcom.ca. You can also follow him on Twitter @JamesMenzies

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Industry to hold appreciation week

By Abdul Latheef

TORONTO, ONTARIO

Preparations are underway for the annual National Trucking Week, which gives the industry an opportunity to thank truckers who keep the country's freight moving.

This year's event will be held from Sept. 1 through Sept. 7.

During the appreciation week, the Canadian Trucking Alliance (CTA), major carriers and other stakeholders will organize a series of programs.

"Respecting drivers and acknowledging the hard work and commitment made by the hundreds of thousands of men and women who work in the industry is incredibly important," said Marco Beghetto, vice-president of communications and new media at the alliance.

"They put up with a lot. Frankly, we should be celebrating them more than once a year."

The alliance will launch an advertising campaign to mark the occasion, reminding all to respect the drivers for the hard work they do, Beghetto said.

With a 400,000-workforce, the trucking industry is the second-largest employer in Canada after the retail sector.

That is also an industry plagued by an acute driver shortage. CTA president Stephen Laskowski said in June that the sector will face a shortage of close to 50,000 drivers by 2024.

For the week, carriers are planning barbecues, truck washes, rodeos, breakfasts and special giveaways to employees.

"This is a big deal for us at Challenger and we enjoy celebrating all of our people who make it happen every day," said Geoff Topping, vice-president, human resources at Challenger Motor Freight.

Challenger's programs include a health fair for employees.

Pride Group Logistics and Canada Cartage will also hold appreciation events.

Pride is even offering cash incentives to drivers.

"We at Pride Group believe in looking after truckers throughout the year, and go the extra mile during this weeklong celebration. This includes passing on special bonuses and other monetary and non-monetary benefits," said Sulakhan (Sam) Johal, CEO and president.

He also appealed to the public "to always be patient on the roads and allow truckers to maneuver their trucks with ease."

Canada Cartage has a number of events planned.

"These events are meant to bring the company together to celebrate a job well done and to recognize the employees for all of their hard work," the company said on its website.

Elsewhere in the country, the Manitoba Trucking Association is organizing several events.

Celebrations will kick off on Aug. 28, well ahead of the official week, with an event at Winnipeg's Shaw Park. On Sept. 4, the association will hold a Vehicle Maintenance Council Golf Tournament, with proceeds going to the MTA scholarship fund.

And on Sept. 6, the MTA Truck Pull for United Way will be held in Winnipeg to raise funds for the charity.

"The National Trucking Week provides us with an opportunity to bring the community together with our industry," said Don Stewart, senior business development manager at MTA.

"We can help worthy causes and help educate the public about our industry at the same time."

The first National Trucking Week was held nearly 20 years ago.

In the U.S., the American Trucking Associations will hold a National Truck Driver Appreciation Week during Sept. 8-14. **TN**

July Class 8 orders lowest since 2010

Preliminary orders for Class 8 trucks in North America fell below 10,000 units in July, for the first time since 2010, freight transportation forecaster FTR said,

It reported orders of 9,800 units, noting carriers appear to be in no rush to grab 2020 build slots.

July orders were down 24% from June, and 82% year-over-year, FTR said.

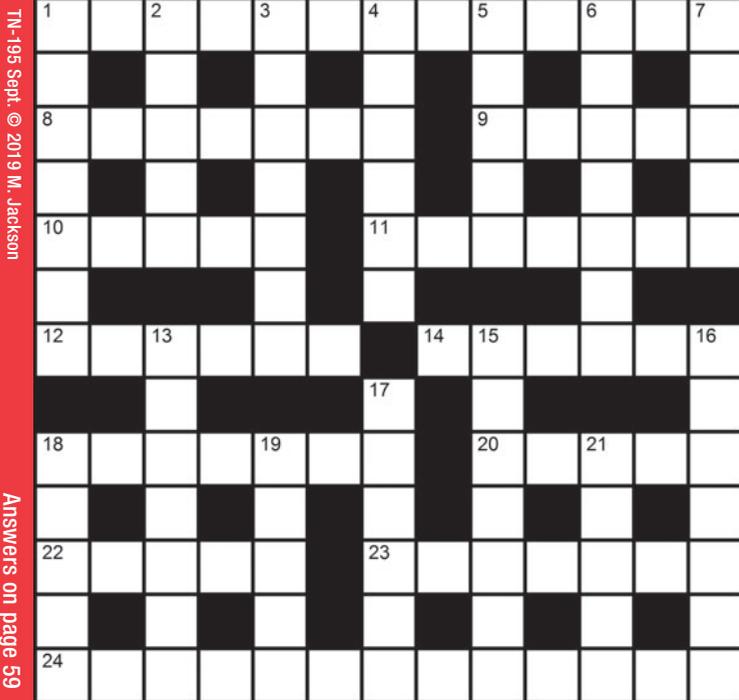
"Fleets continue to take a wait-and-see approach to 2020 equipment," said Jonathan Starks, FTR's chief intelligence officer.

"Potentially higher equipment costs, uncertain demand, and enough available capacity in the market are keeping order activity at bay."

ACT Research published a preliminary count of 10,200 units, which according to its numbers is down 21% from June, marking the lowest monthly tally since February 2010.

"Weak freight market and rate conditions across North America and a still-large Class 8 backlog continue to bedevil new Class 8 orders," said Kenny Vieth, ACT's president and senior analyst. **TN**

THIS MONTH'S CROSSWORD PUZZLE



TN-195 Sept. © 2019 M. Jackson

Answers on page 59

Across

- 1 New truck upgrade bundle (6,7)
- 8 Shell engine oil brand
- 9 '69-'87 GMC cabover
- 10 Blend with traffic flow
- 11 Goods trucked to USA
- 12 Big rig exhausts
- 14 Multi-location ON tow company
- 18 Tractor without trailer
- 20 San Antonio, TX attraction
- 22 Final tax filing month
- 23 Retread a tire, for example
- 24 Rig's fuel reservoirs, perhaps (4,4,5)

Down

- 1 Highway access lanes
- 2 Mobile home hauler
- 3 Diesel engine incontinence (3,4)
- 4 "Trucker's _____," '69 Red Sovine hit
- 5 Common battery cable terminal
- 6 '99-'09 medium-duty Sterling
- 7 Paper logbooks' successors (1,4)
- 13 Mullen and Rosenau HQ province
- 15 Name on some Uniden CBs
- 16 Truck stop facilities, often
- 17 Brampton HQ transport company
- 18 Mack or Kenworth
- 19 Road map compendium
- 21 BC to AK highway, briefly

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SEE OUR AD PAGE 54



Canadian Tough

Wakefield looks to boost its market share by expanding its portfolio of heavy duty lubricants

Fleet and maintenance managers across Canada know there's way more to engine oil than a generic greasy film circulating along cylinder walls.

While many base oils can be similar, the difference between a lubricant that will provide uptime and one that will have your trucks spend more time than you'd like in the shop, is how the product was blended, the quality of additives used, and most importantly, which OEMs have approved it.

Wakefield Canada certainly masters the science behind oil formula-

tion, as it blends its products right here in Canada, tailored for Canadian driving conditions.

New portfolio and image

With demand growing rapidly for its products, Wakefield Canada has taken another step forward by providing its customer base a broader, diversified portfolio of engine oils, gear oils, hydraulic fluids, greases, and bar & chain oil designed to keep equipment running more efficiently, and improving uptime at competitive prices.

"Our Wakefield heavy duty portfolio is growing fast and we con-

stantly need to adapt and meet the ever-evolving customer needs," says Dave Fifield, President of Wakefield Canada. "But our motto remains the same: It's quality you can trust at a price you can afford," he adds.

Wakefield's latest products have also been redesigned and repackaged, making them more consumer friendly and reflecting their strong Canadian roots. The brand and new packaging also builds on their international recognition coming in the form of OEM certification.

OEM certification

"Wakefield doesn't merely meet the original equipment manufacturers' specs like other suppliers sometimes do. We make sure our products are approved by many of the market-leading diesel engine OEMs in North America," Fifield says, referring to independent tests that prove

Wakefield's products comply with the highest modern and clean diesel engine technology standards.

Once again, the key is the right formula, and Wakefield's legacy of blending some of the best lubricants in the world at its Toronto plant ensures consistency in quality and products providing long life and high performance under any load.

Sharing the proficiency

With great knowledge comes great responsibility, and Wakefield Canada lives up to this with the consultative role it plays with fleet managers who make lubricant choices that help reduce downtime and increase profitability.

"Being a reliable source for Canadian customers whose trucks operate all across North America has become Wakefield's corporate signature. They need us to deliver high performance lubricants and that's exactly what we do," says Mian Usman, Marketing Manager, Commercial and Industrial Lubricants at Wakefield Canada.

"Our experienced sales team members don't just sell oil; they sell value by focusing on cost per kilometer and fuel economy," Usman says, to emphasize confidence that trucks can spend thousands of kilometers on the road generating revenue instead of being in the shop.

With the American Petroleum Institute's (API) introduction of new higher performance categories CK-4 and FA-4 – both rendering longer drain intervals, higher shear resistance, aeration resistance, and minimizing engine "hot spots" as well as soot accumulation – technical savviness and field knowledge are more important than ever.

"Modern diesel engine technology has presented new challenges for lubricant formulators and marketers. Add the extreme conditions of Canadian winters and not all marketers rise to this challenge," says Tony Fallico, Quality and Technical Manager at Wakefield, while referring to the company's extensive experience with its Canadian customer base's unique requirements.

Satisfying customers

Wakefield's customer base is broadening every day. Their customers include trucking fleets, some of Canada's largest and most prominent retailers, truck dealerships, fuel resellers, agriculture customers, and a sizeable and growing segment of owner operators.

"We intend to deliver on our aspiration to be leaders in the Canadian marketplace. This is a strategic move for Wakefield and provides us with greater flexibility to satisfy our customers' needs who are looking for both a premium and superior quality lubricant from one supplier," Fifield says.

The story goes on and the new Wakefield brand is a formidable player to contend with.

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LUBRICANTS & GREASES

Trucking industry's anti-harassment training taking shape

By Abdul Latheef

OTTAWA, ONTARIO

A federal government program aimed at reducing workplace harassment and violence in the trucking sector is taking shape following its launch last spring.

Up to 400 employees will get sector-specific harassment and violence prevention training under the \$2.45-million project, which is being handled by Trucking Human Resources Canada.

"We are currently in the research phase of the initiative," said Angela Splinter, CEO of Trucking HR Canada.

Her organization is looking at what training currently exists in this area, in Canada and internationally, in order to identify best practices in training and assessing the unique needs of the industry.

"Our plan is to pilot the training in up to 10 locations. The number of people will vary, but we have allowed for up to 400 people to be trained through the pilot phase," Splinter said in an email to *Truck News*.

"Additionally, we are looking to develop train-the-trainer resources."

Trucking HR Canada is working in partnership with provincial trucking associations, which will, in most instances, be the ones providing the training, she said.

"In our research phase, we are looking to gain a better understanding of the prevalence, types of harassment and violence that may be taking place, so as to ensure that the training resources we develop are relevant to our industry's specific needs."

The trucking industry project is part of a larger government initiative called the Workplace Harassment and Violence Prevention Fund, which will provide funding to organizations to create safer workplaces for federally regulated employees. Last month the Canadian Women's Foundation received nearly \$2.8 million to promote its Roadmap to Future Workplaces program.

All projects will help workplaces comply with Bill C-65, a new legislation to protect employees from harassment and violence.

Bill C-65 was passed by Parliament last year as an amendment to the Canada Labour Code.

Splinter stressed that the overall focus of the amendment is to ensure a safe and harassment-free work environment for all employees, regardless of gender, race, ethnicity, and that Trucking HR Canada is working to ensure that the industry is leading the way in addressing it.

"Trucking and logistics is the largest federally regulated sector, and our employers need to be prepared to comply with Bill C-65," she said. **TN**

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Danny MacAskill
Trial Bike Pro and Eberspächer Brand Ambassador Danny MacAskill

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Mack executive not concerned about slowing truck demand



Jonathan Randall

SEATTLE, WASHINGTON

Class 8 truck orders have fallen sharply in recent months, but the folks at Mack Trucks aren't sweating.

"I almost get the sense people are standing on the ledge, looking over and trying to talk themselves into a downturn," said Jonathan Randall, senior vice-president of North American sales and marketing with Mack Trucks. "We're not seeing it. We're not feeling it."

He characterized the current truck market as "hot," despite lower orders in the first months of 2019.

"The orders have fallen off significantly, but that's expected," he told the trucking industry press during an event here in July. "We can't continue to fill an already full cup. The torrid pace we were accepting orders at six or seven months ago couldn't continue. We knew that. That order intake dip is fully expected."

The good news, however, is that interest for new units remains high. There remains in place a solid backlog, and production is steady. There are also few cancellations happening.

"Our orderbook is firm, solid and strong," said Randall.

Mack is sticking to its previously stated projections of a 310,000-unit Class 8 market this year for the U.S., Canada, and Mexico. Most of the demand is coming from the long-haul segment, where new truck registrations climbed from 44% in 2018 to 50% so far this year. Mack is well positioned to take advantage with its new Anthem highway tractor, Randall said.

"The Anthem is getting us into more and more fleets," he explained.

Mack recently opened its orderbook for 2020 and demand is strong, Randall noted.

"Demand is there because fleets are now starting to plan next year's purchases," he said. "The limiting factor seems to be people. Customers are saying 'I'll order 50, but I'd order another 20 tomorrow if I could hire another 20 drivers.'"

With the Anthem, Mack is looking to strengthen its presence in the west, where big block engines and high horsepower are still highly sought after. Randall said Mack is aiming to educate fleets on the capabilities of its 13-liter engines.

"A 13-liter is economically able to pull the majority of what needs to be

pulled across the country," he said, adding Mack has no plans to begin offering a 15-liter engine.

Kevin McCann, operations manager with aggregate hauler Silver Streak Trucking, reaffirmed the capabilities of a 13L engine in the western market.

"We actually outpulled a 600-hp Cummins with a 505-hp Mack," he said of one of the company's Mack Granites. "We made it back to the gravel pit and the comment over the CB was 'My gosh, what kinda power do you have in that truck?' It had to do with the truck, the operator, and the automatic transmission. We're being noticed out there. There's a lot of attention to what we're doing and what we're creating out here."

While the Anthem is getting Mack back into the linehaul segment in a meaningful way, Randall said the truckmaker's goals in that segment are "modest."

"We know we are not going to be the number one player in that category, but we need to have a strong linehaul business because that's half the market," he said. "We expect to see strong growth." **TN**

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Women drivers honored with salute



MONCTON, NEW BRUNSWICK

The fifth Canadian Salute to Women Behind the Wheel took place at this year's Atlantic Truck Show in Moncton, N.B., in June.

The salute, which was organized to honor and recognize women who drive trucks professionally, was presented by the Owner-Operator's Business Association of Canada (OBAC), co-hosted by the Atlantic Provinces Trucking Association (APTA) and Trucking Human Resources Sector Council Atlantic (THRSC Atlantic), in partnership with Women in Trucking (WIT).

The first Salute to Women Behind the Wheel took place in 2009 at the Mid-America Trucking Show in Louisville, Ky., while the first Canadian event took place at Truck World 2016 in Toronto, drawing more than 40 drivers.

The salute this year at the Atlantic Truck Show honored 10 female drivers, most of whom had more than a decade of commercial driving experience under their belt. Two members of WIT's Canadian Image Team were in attendance as well, Jo-Anne Phillips of Irishtown, N.B., and Susie De Ridder of Fredericton, N.B.

"Today we're here to celebrate the drivers, but there's so much that women offer in the trucking and transportation industries," Phillips said at the salute. "So, I think us getting out there and talking about it and showing what other careers are out there for women is great. We have so much to bring to the industry, and the trucking industry needs more women."

The women at the salute also took the ceremonial group photo in their red salute T-shirts to mark the event. The salute ended with door prizes as well as cake and refreshments for the drivers. **TN**

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Why is TIRE MAINTENANCE important?

Reliable tires are a vital part of any fleet. They are quite literally the foundation of a truck. Yet, tire maintenance is often overlooked, even though most tire failure cases can be tied to improper maintenance, overheated tires, and road hazards. Northbridge expert on the trucking industry, Bill Cowan, weighs in on the importance of driver training and tire maintenance policies, as well as best practices for preventing tire blowouts and disintegration.

NEW VERSUS RETREADED TIRES

There's a common misconception that retreaded tires are at a greater risk of failure because of their less expensive and reconstructed material. Yet, a recent analysis found that retreaded tires account for nearly half of all commercial truck and bus tires in the U.S. and Canada. It also found that approximately 15 million commercial tires are retreaded annually.

Why are retreads so prevalent in North America? One reason could be that studies by numerous entities, including the National Highway Traffic Safety Administration, the American Trucking Associations, and the states of Arizona and Virginia have found that retreads are no more prone to failure than new tires. The overwhelming cause of commercial truck tires failing was improper maintenance, such as low tire inflation.¹

WHY MAINTENANCE MATTERS

If best practices are not understood or emphasized, you increase the risk of tire disintegration and equipment damage, which will cost your company time and money to replace. The shreds of rubber flying from tire failure can hinder safe driving and cause damage to others, such as broken windshields and windows. If a driver can identify the signs of tire damage, they can repair or replace the tires before a catastrophic blowout occurs.

ENSURE YOUR DRIVERS KNOW WHAT TO DO

Drivers and maintenance staff should receive proper training and resources that help them become accustomed to routinely checking their tires and responding quickly to road hazards. Preventative measures can often stop an incident from occurring on the road entirely, but if something should happen, drivers need to be prepared. As an owner or manager, you need to establish the company's best practices for your employees to follow that will help reduce the risk of tire damage or disintegration.

As you put your maintenance and training strategy together, consider these key tips:

- Check tires at least once a day, and always during your pre-trip inspection.
- Once out on the road, if a driver encounters road debris or is driving

on rough terrain, they should be instructed to inspect all tires at the next stop or when it is safe to do so.

- Educate your maintenance staff on how to safely uninstall, install, and inspect all tires for defects and damage.
- Check tire tread and sidewalls for any signs of damage, punctures, excessive scuffing, or misalignment. If any defects are found, replace the tire.
- Periodically rotate, balance, and align tires to ensure proper wear.
- Choose an appropriate tire and tread design for the time of year and the current weather conditions.
- During cold weather, tire pressures should be checked frequently to ensure the recommended tire pressures are maintained.

INVEST IN EXPERTISE

Even if numerous checks are performed and precautions are taken, a company is only as good as the partners they choose to work with and the training they provide. Here are just a few tips to keep in mind when it comes to tire maintenance:

- Train drivers on how to identify the signs of tire failure and how to report defects based on company policies.
- Drivers should be trained in sound defensive driving techniques, such as active road scanning.
- Provide a defensive driving course which focuses on actively scanning the road for hazards, and how to safely avoid them.
- Seek out a reputable supplier of tires, whether you are purchasing retreads or new tires, and ensure you use an experienced tire installer/repairer to properly install, repair, and maintain all tires.

Tire safety doesn't end there. It should also be applied to the workplace. Use safety equipment like tire cages to protect staff from undetected tire defects, such as zipper defects during tire inflation.

MANAGE YOUR RISKS

Performing routine tire maintenance can help you identify the signs of tire damage early so you can repair or replace the tires before costly breakdowns occur. By providing training and ensuring any partners you use are experts in their fields, you can also help prevent tire blowouts.

But despite your best efforts, there's no surefire way to prevent incidents from happening on or off the road. That's why Northbridge has customized insurance solutions, tailored for the transportation and logistics industry, to help you get your company, and fleet, back on track.

Bill Cowan is a Senior Risk Services Trainer at Northbridge Insurance. Bill has served the trucking industry for 40 years as a driver, safety manager, driver trainer and in loss control and risk management.

Racing to deliver

IndyCars bring the roar, but transporters bring the cars

TORONTO, ONTARIO

The Honda Indy brought a familiar chest-rumbling roar to Toronto's lakeshore this year, as IndyCar drivers like Canada's James Hinchcliffe took to the streets in open-wheeled monsters that boast top speeds of close to 370 km/h.

But the specialized equipment was not limited to the cars.

Each team was supported by a series of customized tractor-trailers – known on the race circuit as transporters – that began rolling into town on the Wednesday night before race weekend. By Thursday afternoon, the work behind the scenes of the IndyCar event was already well underway.

The race paddock, assembled in a dimly lit loading area beneath Toronto's Enercare Centre, was lined with rows of rigs and cars alike. The three trailers supporting Hinchcliffe's Arrow Schmidt Peterson Motorsports team were parked side by side, with a temporary hallway punching through the sidewalls. The unit in the middle was transformed into a command center for the engineers; the cabinet-lined trailers to the left and right storing equipment and workbenches alike. The precious cargo in the form of the cars themselves were lifted between a work area and a contained loft up above.

And it all had to be ready to roll as part of a different race when the Honda Indy came to an end.

The trucks began to roll out less than two hours after the checkered flag dropped. By Monday morning they had to be in Indianapolis where the cars were to be tweaked for the next race. Tuesday night they had to be reloaded and back on the highway.

"Everything we got to pack in there, there's a method to it," says Jeff Darks, vice-president of marketing. "Every cabinet has a label to it, and for weight reasons everything has to be loaded the same way every time because we're right at legal weight limit on all three trucks. There's times when you get pulled through the weigh station and you might be a little over and they'll say, 'Toss me a hat and we'll call it a day.' Then there's times that they don't care you're a race team. They'll make you pull over and pull stuff out and reload. They like to pick on us sometimes because we're so visible going down the road."

Each Kenworth supplied by Calgary's Oculus Transport is operated by a pair of team drivers, ensuring that they can run nonstop from one race to the next – no matter where



IndyCar trailers rolled into Toronto days before the event. Inset: Timothy Lane.

may be. And these truck drivers are responsible for much more than ensuring everything arrives on time, too.

"They basically take care of all the equipment you see out in pit lane. They manage setting up the pits for us, maintaining the equip-

ment all weekend, and then most importantly they also do the tires," Darks says. "Our truck drivers are in charge of mounting, measuring, maintaining the tire program all race weekend long."

Then there are the other duties as assigned, whether it's stocking

coolers or collecting lunches for the race teams.

"They're just as busy as the mechanics are. Probably busier," Darks says.

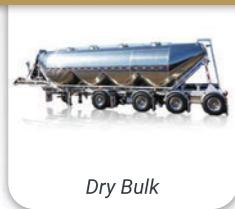
Timothy Lane, who has been driving the trucks for just over a year, was completing regional and inner-city hauls before he talked his way onto the team. "I was an IndyCar fan," he says. "I watched the races and I was a truck driver, and I said, 'Maybe I'll put it together and be on a team.' It all started from there."

They roll across plenty of fans on the highway. There are thumbs up. The honking horns. The calls from fellow truck drivers on a CB who are looking to learn about the next race.

Fueling the cars in Pit Lane is one of the most challenging tasks outside the truck itself, Lane says. "The fueling is pretty hard. It's very fast-paced, you know. It's a lot of things going on in such a short period of time."

But it's fulfilling a dream. "Watching the race, you think, 'Man, I'd like to be part of that,'" he says.

Now he is. **TN**



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Strong orders, interest in UltraLoft have Peterbilt feeling good

By James Menzies

RENTON, WASHINGTON

A sudden slowdown in Class 8 truck orders isn't alarming Peterbilt, and its new UltraLoft sleeper has opened new opportunities for the truck-maker.

Those were a couple takeaways from a conversation with on-highway marketing manager Wesley Slavin, who we caught up with during a Peterbilt customer event July 24-25.

"We are still taking orders at a pretty good clip," Slavin said. "We are selling into 2020 now. The first half of 2020 looks pretty solid. We're not seeing anything that gets us too concerned in the first half of the year. Order intake is still strong. The backlog is holding up. We feel pretty confident going into 2020."

Paccar is known for expertly managing the up-and-down cycles of the trucking industry. Asked how they do this, Slavin said "We are very lean. We operate very efficiently and that helps. If you get a little fat on the upswings, you have to bleed off some of that fat. We stay pretty lean typically. We have to work extra hard in an upswing to keep pace. But when the market turns, typically we are very well positioned to weather that. And having a premium product, I don't think the market swings influence us quite as much."

Asked how the Trump administration's stance on tariffs will influence 2020 pricing, Slavin said "Most of our trucks are built where they're domiciled. Our U.S.-based factories support North America, so we don't see it impacting us to that degree."

Peterbilt has rolled out its spacious UltraLoft sleeper, which Slavin said has been a big hit. He said it has allowed Peterbilt to hit one of its highest sleeper-to-day cab ratios in recent memory. Slavin said the idea of massive, spacious, well-appointed sleeper was inspired by the efforts fleets were making to create driver-centric facilities.

"We see what they're doing with their driver lounges. They're going above and beyond to make sure drivers are comfortable, not only on the road, but when they get back," he said. "They have luxury auto-style lounges. Showers, TVs. They are putting so much effort into maintaining their driver pool and recruiting new drivers."

Slavin said drivers' lives on the road should be equally comfortable.

When it comes to alternative fuels, electrification is now dominating discussions with customers. Slavin said a Vancouver, B.C. fleet at the event was expressing interest

in electrification. Peterbilt is electrifying its 520, 579 and 220 models. In Canada, Slavin said Peterbilt must still monitor how cold weather will affect batteries. Customers must be mindful of the electrical infrastructure requirements before leaping in.

"The viability of electric vehicles is soft," Slavin acknowledged. "We have to get the costs down a little bit. Right now, they're all stall-built. And then we have to get the infrastructure going. If you don't have the right electrical infrastructure it's not going to be viable for you."

But he added, "We are not too far away from someone going to a Peterbilt dealership and getting an electric 220."

Interest in natural gas has waned with lower diesel prices, but it remains viable in certain applications, such as refuse.

When it comes to fuel economy for its diesel-powered flagship Model 579, Slavin said improvements are still in the works.

"The low-hanging fruit is gone, but that doesn't mean we're not



The UltraLoft sleeper is opening new doors for Peterbilt.

picking at the tree," he said. Most further improvements will come from powertrain optimization rather than aerodynamics.

Vertical integration is another focus for Peterbilt. It now offers its own MX-13 engine and Paccar-branded automated transmission developed with Eaton. Customers are increasingly opting for the integrated powertrain, Slavin said. But he acknowledged it has horsepower and torque limitations

that make it impractical for some applications. Peterbilt is working on expanding those offerings.

The secondary market has warmed to the MX-13, he said, with residual values coming in line with other offerings. During the week, more than 110 customers were cycled through the Paccar Technical Center in Mount Vernon, Wash., to experience the latest Peterbilt products, including the UltraLoft sleeper. **TN**



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Millennials warming up to non-trucker jobs, says report

By Abdul Latheef

BRAMPTON, ONTARIO

While a longhaul driving career may not be on their radar, a large number of millennials could still be open to other jobs in the trucking industry, a Trucking HR Canada survey has revealed.

The survey of 2,000 millennials, who are defined as those born between 1980 and 2000, was conducted in December 2018.

“These individuals haven’t necessarily thought about trucking as a career, but they actually have the

same right aptitude, right interest. They are looking for a blue-collar type of career, and trucking could fit within that,” said Craig Faucette, director of policy and programs at Trucking HR Canada.

Faucette was addressing the 21st annual Link Conference in Brampton, Ont., organized by Transcore Link Logistics.

The driver shortage is the most pressing issue the industry is facing, with the latest estimate forecasting a shortage of up to 50,000 drivers by 2024.

The study provides an insight into what motivates millennials and



Craig Faucette, director of policy and programs at Trucking HR Canada.

how employers can adapt to better attract younger workers into the industry, Faucette said.

“Millennials look at things a lot differently than we all do. For example, image and brand are important to them... They want to know ‘how this can be instagrammable,’” he said.

The study found three types of millennials – non-trucker prospects, trucker prospects and warm trucker leads.

Non-trucker prospects make up 48% of the millennial population.

“They will not realistically be persuaded to consider a trucking career,” the survey said, adding that they could still become an important source of labor for the industry’s non-trucker positions.

Trucker prospects make up 42%, who too have no interest in longhaul trucking.

“But their career interests align with trucker-type work, indicating some potential of being persuaded to consider longhaul trucking with the right communications campaign,” the study said.

Twelve per cent of millennials, or one million people, belong to the third category – warm trucker leads. The study noted that they are interested in a career in longhaul trucking, and that their interest must be further cultivated and maximized.

Faucette said there are many things the industry could do to attract more young people.

It should modernize recruitment practices, review compensation structures and strategies, consider mutually beneficial, flexible work opportunities and refresh the corporate culture. He also said there is also a perception among millennials that the industry is not a safe place to work.

Addressing the same conference, Manan Gupta of Newcom South Asian Media noted that the industry has yet to embrace diversity fully, despite hiring a large number of immigrants.

He cited Newcom research, which showed that Indians accounted for 43.7% of immigrant truck drivers in 2016, up sharply from 8.7% in 1991.

“They really need to create a work culture in celebrating diversity,” Manan said of the industry. **TN**



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Putting the brakes on human trafficking

By **Sonia Straface**

TORONTO, ONTARIO

It's estimated that there are more than 40 million victims of human trafficking around the world.

It's a staggering number that's hard to digest and imagine; more people are trafficked globally than there are living in Canada.

Often, victims of human trafficking are forced into sex at truck stops – which have a reputation for being easily accessible, with little to no security, and a high-demand for commercial sex.

So, it only made sense that in 2009, Truckers Against Trafficking (TAT) was formed to put an end to

human trafficking at truck stops.

TAT is a non-profit organization that works to educate, equip, and empower truck drivers across America to spot and report human trafficking crimes on the job.

"There's more truck drivers than law enforcement on the road at any given time," Kylla Lanier, deputy director of TAT explained. "They are the eyes and ears of our highways. So, the thought is, if we can train them to recognize the signs of human trafficking, together, they can make a significant impact."

So far, thanks in large part to TAT, close to 2,300 calls from truckers have been made to the National Human Trafficking Hotline to report

more than 600 cases involving more than 1,100 victims.

"And these numbers are just one slice of the data pie," Lanier said, explaining that they don't involve the truck drivers who just call 911 in the case where they witness or suspect trafficking.

Red flags

To report these crimes, drivers need to know what they are looking for when they are out on the road, TAT believes. The biggest and most obvious red flag, according to Lanier is if drivers are approached for sex by minors.

"If they are under 18 years old, automatically under federal law,



if they are being sold for commercial sex, that is a trafficking victim," she said.

The second biggest red flag is signs of pimp control, which usually involves bruising and injury.

"Some of the women we've worked with who are survivors of human trafficking talk about being fully beaten up and people are still buying them for commercial sex," she said. "In fact, one of the survivors we work with had a broken jaw and one of her buyers actually said, 'Can you even give me a blow job with your jaw like that?' These buyers are seeing these obvious signs of distress and they still purchase the commercial sex regardless."

Lanier said branding and tattoos are also becoming more popular with traffickers these days.

"Sometimes (the tattoos) can be as crude as a barcode on their victims, or sometimes it's phrases like 'Daddy's Money Maker,'" she said. "But sometimes the branding can be as subtle as the trafficker's name. Which can be hard to distinguish but if you have two girls coming up to the truck, and they have the same tattoo in the same location, with the same name, that's the branding tattoo."

Lanier added that another common sign is if they talk about having to make a certain quota.

"The traffickers put a dollar amount on each one of their girls," she said. "And they all have to bring in a certain amount."

Another red flag is cars and RVs parked by trucks at a truck stop.

"Normally these vehicles aren't parked with the trucks. They are usually up by the store," she said. "We just had a case in Dallas where team drivers called in to report a suspicious Mercedes parked out by trucks at a truck stop. And it turned out that one guy was actually selling four teenage girls out of that car. Thankfully, he was arrested after they reported it."

One trucker's story

TAT puts a large emphasis on training truck drivers to be aware of their surroundings and to watch for red flags at truck stops especially. The organization has countless stories on how this training has helped truck drivers speak up and report these crimes, and ultimately save human trafficking victims.

One such story comes from Kevin Kimmel, who drove for Con-Way at the time.



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Hanging up the keys

A 40-year driving career comes to an end

By Harry Rudolfs

I never thought this day would come, just imagined I'd keep driving into the sunset. But reality has been creeping into my joints the last few years, especially the knees. I am getting creakier. After more than 40 years and almost two million miles, my body, if not my soul, is telling me to gear down.

Most truckers know why they drive. For me, the initial spark was the *Cannonball* TV series that aired in Canada and the U.S. in the early 1960s. At the time our family didn't have a television, but I caught a glimpse of the show at a friend's house when I was five or six and I was hooked.

This was a joint Canadian and British production starring Paul Birch and William Campbell as "Cannonball" Mike Malone and Jerry Austin, respectively. Thirty-nine episodes were filmed between 1958-1959 around Toronto.

A SuperTest gas station cafe in Maple, Ont., served as one of the sets, and much of the highway footage was shot in the Hwy. 9 and Airport Road area.

The *Cannonball* series provided the template for American trucking shows and movies in years to come. The team hauled freight in a GMC 950 COE (cabover engine) for the fictitious C&A Transport. But they were more than just hired drivers – they rescued hapless motorists, foiled kidnappings, thwarted criminals and were able to chase down and corral runaway trucks.

Clearly, heroic journeys and great adventures awaited me on the blacktop. *Cannonball* spoke to a young boy who was fascinated with heavy equipment and driving, and I'm probably not the only one so affected.

My dad taught me to drive the family Pontiac Laurentian when I was 14. By 19, I had my first driving job working for a company deliver-



Author Harry Rudolfs reflects back on a rewarding career.

ing school books around Ontario. This was good experience; 2,000 miles per week driving vans, curbsiders and five-tons. I got to know southern Ontario really well.

My career has come full circle. I started out working for a small courier delivery service, and I'm finishing up as a linehaul driver for Canada's largest courier company. I'm leaving at a time when the parcel industry is undergoing strong growth due to a changing consumer paradigm. The big box stores and malls are withering while the couriers are thriving.

FedEx, for example, is moving to seven-day delivery.

But in those early years, driver comfort was way down the list. Bench seats were the norm (better for sleeping) and air-ride seats and suspensions were not on the horizon. Five-ton trucks without power steering weren't uncommon, and these were the last days of gas-powered tractors. My first employer had a V12 GMC in the lineup, a former Kingsway tractor that used to run Montreal and burn outrageous amounts of gasoline. Air-conditioning started appearing in trucks in



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Jimmy Zborowsky
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the 1980s but I drove tractors without AC well into the mid-2000s.

Shippers and distributors were slow to mechanize and this is still sadly the case. Some customers expect you to hand-bomb freight and this will probably never change. Delivering to a customer like National Grocers meant hours of unproductive waiting time. After you finally got into a dock, you were required to stack every box on a skid, wait for a slow-moving Teamster to check it off, and then wait for another one to arrive with a lift truck to take it away. Smart shippers knew to include a case or two of the product for the dock supervisor.

Equipment has gotten safer and more dependable. Take re-capped tires for instance – these were simply awful at one time. Drivers would usually carry a pen knife to cut off the strips of peeling rubber. If your truck broke down en-route, there was an unwritten rule that you were allowed to mickey-mouse anything to get it back to the yard. Nowadays, depending on what the sensor tells you, you will probably be stuck waiting for a tow, or a technician to come out and reprogram the CPU.

Driving itself has become easier and more comfortable. If the weather is clear and the roads are dry, I set the cruise control, punch

in a few buttons on the stereo and settle back in the air-ride seat, making sure my lumbar is well supported. At my fingertips I have a satellite-connected computer, a CB radio and a push-button mic phone.

Overall, it's been a great ride, and it's saved me from a life at some mundane office job. I got to see a good deal of North America and had a rich variety of experiences.

But in reality, the freedom and independence we ascribe to this profession is illusory at best. Within seconds, dispatch can find out exactly where I am and what the truck is doing. Technology is encroaching faster than we realize. Anti-rollover technology is a great

thing, but I have no use for mandatory collision avoidance systems, electronic logbooks or in-cab surveillance cameras. Call me a dinosaur, but I'm happy to be leaving the business before robots take over most of the driving tasks – and that day may be closer than we'd like to believe.

There are a number of things I won't miss. For one, the discourtesy shown by commercial drivers toward each other has only gotten worse over the years. Lane discipline is almost non-existent, so I'm happy to see the Ontario Provincial Police starting to fine drivers for following too closely and conducting blitzes to do so.

And what can we say about the abuse of the CB radio, once an important safety and communications tool for highway drivers? Fewer truckers use these radios now, but the "yahoos" are still quick to punch the mic button and deliver rants and curses concerning a driver's ethnicity. The last analog stand of bigotry, I suppose.

I'm glad to have driven through my last white-out and pea soup fog. Another thing I won't miss is coming in to work and finding a foot of snow on the trailer. Mechanical snow cleaners (if they are working) only dust off the periphery and always leave a layer of snow and ice on the roof.

But overall, it's been a great ride, and it's saved me from a life at some mundane office job. I got to see a good deal of North America and had a rich variety of experiences. I've hauled lumber, steel, chemicals, B-trains, and never been stuck too long at any one job I didn't like.

Like me, a significant cohort of baby boomers are on the verge of retiring in the next few years. Recently I compared war wounds over coffee with some 60-something drivers in Port Hope – these were reefer and freight haulers, in the twilight of their trucking careers, with their own variety of aches and ailments.

Not surprisingly, since there is no longer mandatory retirement at age 65, some are planning to keep working until 67 or beyond. While the rest of us, when the time comes, will attempt to handle our new freedom as best as we can, get on our spouses' nerves, and take a least a couple of weeks off before starting to call around to see if anyone still wants us.

Of course, I will miss the camaraderie and the great friendships that have enriched me. To quote Walt Whitman, "Observers of cities and solitary toilers...journeyers over consecutive seasons, over the years, they are the swift and majestic men, they are the greatest women." **TN**



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Tickled pink

By David Henry

WALCOTT, IOWA

You could say that Eva Knelsen was tickled pink to attend the 40th annual Iowa 80 Truckers Jamboree.

The Ontario driver was pulling double duty at this year's event, working a booth to raise funds for breast cancer research, and still finding the time to apply polish to her Kenworth — securing first place in the 2016-19 working truck combo category and a bronze for custom graphics. When she went to accept her awards in pink heels, the announcer also proclaimed she was the best-dressed driver.

It's been a long, difficult journey to get here, though.

Knelsen's family wasn't thrilled by her plans to become a truck driver, even though the self-professed tomboy decided on the career path as a teenager. As one of 15 children from a conservative Mennonite family, it's not what her parents expected. But she still remembers a day, at the age of 13, when she and her siblings were waving frantically at a passing truck.

She was full of questions back then. "Can you see what they're driving? Can you see where they're going? They get to see everything!"

Experience with heavy equipment came early. She worked with her family on tobacco farms when she was nine, and by the time she was 12 she was driving a tractor and cultivating fields. Formal schooling stopped at Grade 8, but she completed her high school equivalency through correspondence.

By 21 she had a truck licence of her own. Eight months after that she secured her first job at Trailwood Transport. No experience necessary.

Her dad said the job was not for women, especially not Mennonite women. Knelsen was undeterred. Her parents wouldn't talk to her for four years because of the resulting rift. They chose to believe that women in trucking had loose moral standards.

"It hurt ... a lot ... I got used to being alone. That just made me tougher," says the driver, who goes by the handle of Driverette.

And who said tough truckers can't like pink?

After going to work for West Coast Transportation a few years ago, fleet owner Don English approached her with the idea of wrapping a truck and trailer to support the fight against breast cancer, which had taken the life of his girlfriend's mother.

Knelsen was enamored with the final wrap, designed with her help.

"I was in pink heaven," she says, referring to the first day she saw the truck that came to be known as



'Driverette' Eva Knelsen pursued a dream behind the wheel despite opposition from family.

Ken Worth. Two days after it was finished, she secured a second place trophy at the Trucking for a Cure convoy in Woodstock, Ont. More than 600,000 kms later, she continues to collect the hardware.

She is meticulous in maintaining and upgrading the truck, too. When the underglow lights on the tractor weren't pink enough, she picked



some up at the Iowa 80 truck stop and wired them up herself. She also uses her own money to buy the merchandise to support her breast can-

cer fundraising efforts.

Because she knows just how powerful a message wrapped in pink can be. **TN**

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Manitoba driver takes home hardware at SuperRigs show

By Derek Clouthier

ALBERT LEA, MINNESOTA

The 37th annual Shell Rotella SuperRigs show brought drivers from across North America to small-town Minnesota with hopes of taking home an award in the truck beauty contest, and a Canadian driver did just that.

Some of the nicest rigs on the road came to Albert Lea, including two from Manitoba and one from Ontario. Jay Palachuk, an owner-operator who drives for Krenkevich out of Winnipeg, took home second place in the Classic Working Truck

category for his 1996 Kenworth.

“This is crazy, it blows me away,” Palachuk said after receiving the award, which also netted him \$1,000 in prize money. “If you look around at everything here, I wouldn’t have expected this at all. There’s so much nice stuff here.”

Palachuk said when they announced the fifth place winner in his category and it wasn’t him, he thought there was no way he would hear his name called.

“Then I got second and my buddy (Tod Job) got first, so it was pretty cool,” he said.



Barry Kasdorf, a driver with Jade Transport in Winnipeg, also took part in the contest and said SuperRigs is a great event to meet up with old friends.

“Once you’ve done it for a while it almost becomes like a family gathering,” said Kasdorf. “And when

you don’t show up, guys are asking, ‘Where is he?’”

Winners were announced July 27, the final day of the event. The most prestigious award for Best of Show went to Theresa DeSantis for her “Witches Truck.” DeSantis received \$10,000 for the win, and she also took home the awards for Best Theme and Best Engine.

Other winners included Dustin Shipman for Best Interior, Gary Jones Jr. for Best Lights, Cody Jaeschke for Best Tractor, and the People’s Choice Award went to Todd Brenny of Brenny Specialized.

Trucks were judged in one of two categories – working or show truck – as well as several sub-categories, all competing for \$25,000 in cash and prizes.

Twenty-six trucks in total received awards in categories including Best of Show, Tractor, Tractor-Trailer Combination, and Classic.

Judges scored the rigs on exterior appearance, design, details and finish, originality, and workmanship.

Twelve drivers were also selected to be featured in the 2020 Shell Rotella SuperRigs calendar.

The show took place at Trail’s Travel Center, located at the intersection of I-35 and I-90. Trail’s provides a variety of services to truckers, including the availability of heavy-duty truck parts, trailer washout, tire, wheel and suspension repair, oil change packages, and several driver amenities like showers, a movie theater, and dining options.

In addition to the truck beauty contest, the three-day event also included a truck light show, fireworks, and a performance by Casi Joy the evening of July 26. Joy was the fifth-place finalist on the NBC show *The Voice* in 2017.

Due to rain, a scheduled truck convoy into Albert Lea was canceled for the evening of July 25.

Shell Rotella will scout out locations for its next SuperRigs event in 2020 and make an announcement later in the year.

“This is probably one of the best shows I’ve ever been to,” said Mike Wilkinson, an owner-operator from Ontario who entered his 2020 Kenworth into the truck beauty contest. “I love going to the U.S. show circuit because I’ve met so many awesome people. It’s the comradery of meeting new friends and hanging out with old friends.” **TN**

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Miss Beehaving at SuperRigs

Truck shows all about meeting new and old friends for Ontario driver

By Derek Clouthier

ALBERT LEA, MINNESOTA

Having a yellow truck has its advantages when showing at the Shell Rotella SuperRigs event.

Ontario owner-operator Mike Wilkinson said his yellow 2020 Kenworth, one of only three yellow trucks showing at this year's event, had a good chance of being selected for the SuperRigs annual calendar.

"I wanted to do the Shell show, and with Shell being a yellow color, they have to put one yellow truck in the calendar every year," said Wilkinson, who ultimately was not selected for the 2020 calendar.

For Wilkinson, though, coming down to a show like SuperRigs is less about the competition and more about hooking up with old friends and meeting new people along the way.

"I love going to the U.S. show circuit because I've met so many awesome people," said Wilkinson. "It's the camaraderie of meeting new friends and hanging out with old friends."

It was these friends who encouraged Wilkinson to come to Super-



Mike Wilkinson and Miss Beehaving at Shell Rotella SuperRigs in Albert Lea, Minn.

Rigs and attend shows when he could.

"I met some American friends who travel the circuit, and I found out they were doing a few shows," he said. "(My truck's) new so it's hard to compete...there's no miles on it, but I have my subtle little things I'm trying to do to it to make it different."

Wilkinson has been hitting the show circuit for a while now, mostly with his previous truck, a 2005 379 Peterbilt, also yellow in color.

But faced with the reality of having to spend around \$100,000 on

an engine rebuild and paint job, Wilkinson took the plunge and bought a new truck.

Though he says it doesn't have the same power as his Pete, the vastly improved driver comforts make it perfect for the 25-year driving veteran.

"I'm not getting any younger, so this has all the amenities," said Wilkinson. "A lot of little things... creature comforts for me are a big thing now."

He even has a cheeky name for his new rig – Miss Beehaving.

"Originally it was supposed to be Miss Beehaving," said Wilkinson. "But I said to my wife I can't name it that because I don't want you to think I've stopped misbehaving."

Since purchasing the truck, Wilkinson has tallied only 49,000 kms, which proved a challenge when being judged at SuperRigs.

"I can compete in the working truck (category) but the problem is I have to get the miles on my truck first to be able to say it's a working truck," he said.

At SuperRigs, trucks are put into two main categories – working or show trucks. After reading a submission from Wilkinson explaining his low mileage, judges ultimately placed him in the limited-mileage working truck category, which puts him up against some stiff competition at the show.

Attention to detail is vital in a truck competition, and Wilkinson does not lack effort in this area.

For example, he has learned from other competitors about a practice called clocking your tires, where your valve stems are placed at the bottom of the tire and name of the tire at the top.

"It's the little things," he said. "I don't compete on the show circuit like others do, but I've learned from them that that's what they do."

Some upgrades Wilkinson has had done to his truck in the short time he has had it include adding a custom made visor, a new bumper, a custom built headache rack (where Miss Beehaving is lasered), a new deck plate, bracket work for his fenders, and a T-light bar in the rear made to his liking.

All of this comes at a cost, particularly for a driver who just purchased a new truck that comes with new payments.

"It takes time and money," admitted Wilkinson. "And I'm a single truck driver with a family I'm trying to take care of and help. The wheels have to keep turning. And I think the office might be getting a little frustrated that I like a little of that time off. They know that's my thing and I only do a few shows."

At the age of 44, Wilkinson is a proud grandfather, though he looks nothing like someone who would hold such a title.

He is leased to haul for Floyd Gibbons Trucking out of Wallenstein, Ont., and has been with the company for around four years.

Next up for Wilkinson is a show in Wisconsin in August, where he hopes to show Miss Beehaving for the final time this season before getting his nose back to the grindstone. The show is close to his polisher, who is based in the state, and also encouraged him to attend SuperRigs.

"This is probably one of the best shows I've ever been to," said Wilkinson. "I'd love to see a show like this come to Canada. If Shell Rotella with SuperRigs would come to Ontario it would be awesome." **TN**



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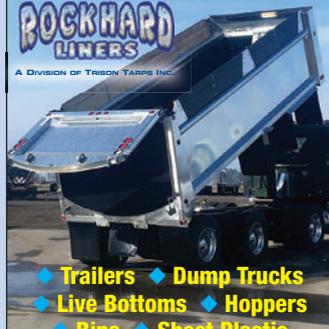
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A show that is all about camaraderie

By Abdul Latheef

MILLGROVE, ONTARIO

A relaxed affair with a catchy name. That is what organizer Kevin Klein calls the annual Great Canadian Truck Show, which was held in Millgrove, Ont., in July.

This year's event drew some 65 trucks, old and new, to the Flamboro Speedway grounds, about 20 kilometers from Hamilton, Ont.

"It is about family, friends, stories, memories and having fun," Klein told *Truck News*.

He said the event was organized by less than 10 people, all former volunteers at the long-running Fergus Truck Show, which ceased operations in 2017.

The participation has been steadily increasing since the inaugural show in Varney, Ont., two



years ago, but Klein said he doesn't want it to grow too fast.

"We want this to be a nice, comfortable and relaxed show with a personal touch."

Klein thinks gradual growth is sustainable while fast growth seldom works. He also said the show was not established to replace Fergus. **TN**



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Idle-reduction strategies pay: NACFE

NEW YORK, NEW YORK

The organization dedicated to improving freight efficiency in North America is urging fleets to invest in idle-reduction technologies to attract and retain drivers.

The recommendation was contained in the latest Confidence Report, released by the North American Council for Freight Efficiency (NACFE). The report is an update to NACFE's work five years ago.

"By investing in technologies and practices, fleets can reduce idle to well

below 20%. The challenge is figuring out which set of technologies are best for you and being diligent in making it work," said Mike Roeth, executive director of NACFE.

Each year, sleeper tractors burn millions of gallons of diesel fuel while idling. The average truck idles about 1,000 hours a year, according to the report.

"One of the big findings we have here is that driver expectations are increasing around the hotel environment in the cab," Roeth said.

The report noted that reducing idle

time, particularly on sleeper cabs, saves fuel and improves a fleet's "green image" as well as helps it achieve emissions and sustainability goals.

The report explores a variety of options including fuel-operated heaters, diesel APUs, battery HVAC systems, automatic engine start/stop systems and vehicle controls, and driver behavior as main solutions to idling.

It also covers solutions like additional cab insulation and light-colored paint that can enhance a fleet's idle-reduction efforts.

The report found that the most efficient and effective idle-reduction solution for a fleet entails a combination of complementary technologies used together.

"Four anchor technologies – driver controls + fuel-operated heaters; diesel APU + fuel-operated heater; battery HVAC + fuel-operated heater; and automatic engine start/stop system – are best as the basis for a solution with additional technologies to support the anchor," it said.

The report concluded that a reduction of 20% is not unreasonable if the right combination of technologies is employed and managed.

"Since every fleet has its own goals, the benefits and challenges of each technology need to be weighed along with the fleet objective to find the technologies that will work best for that fleet," the report said.

It said that fuel costs are now approximately US\$0.37 per mile, accounting for 22% of a fleet's total operating costs – the second-largest expense for fleets behind only driver wages.

It also noted that myriad technologies are available to improve the fuel efficiency of Class 8 trucks, but multiple barriers have stymied industry adoption.

They include a lack of data about the true performance gains these technologies offer and a lack of confidence in the payback for investment into these technologies.

"By investing in idle-reduction technologies, a fleet can save 1,800 gallons of fuel per truck per year," the report said.

"If we extrapolate that over 400,000 trucks that may have a need to idle, that is a little over 700 million gallons of fuel."

The report also includes a Confidence Matrix and a payback calculator.

NACFE also conducted a study on the potential viability of intentionally pairing tractors and trailers by model to achieve improved fleet fuel efficiency.

"Basically, our conclusion is 'no', except in very niche applications," Roeth said.

"It is not practical."

The full studies are available at www.NACFE.org. TN

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- Your Greatest Asset – How to Attract, Retain and Motivate Your Employees

Vision, Enbridge team up to promote CNG trucks

Dealer offers CNG experience without the steep up-front cost

By Abdul Latheef

TORONTO, ONTARIO

Vision Truck Group and Enbridge Gas are teaming up to rent natural gas vehicles, offering businesses a chance to test drive the technology without shouldering the premium purchase cost.

The equipment will be available for the same cost as diesel power units, even though the trucks that run on compressed natural gas (CNG) could cost as much as \$210,000.

Natural gas engine maker Cummins Westport is also collaborating in the project. Three trucks are initially available.

“This technology is not brand new, but this business approach is,” Vision customer relationship and brand manager Greig Howlett said in an interview with *Truck News*.

Vision is the first dealership in Canada to offer CNG trucks for rent, Howlett said.

Those who are environmentally conscious, and want to bring down greenhouse gas (GHG) emissions, should go for it, he said.

Natural gas vehicles can reduce GHG emissions by up to 25%, according to the Canadian Natural Gas Vehicle Alliance.

Bruce Winchester, chief executive of the alliance, praised the initiative as a good step.

“This demo program is quite unique, and I think it will generate a lot of interest,” he said.

The first company to test one of the Vision vehicles is Bunzl Canada, a cleaning and hygiene products supplier, which has begun using the truck on delivery routes in south-western Ontario.

The company called the pilot project an “exciting opportunity” to reduce its environmental footprint on some of its busiest routes.

There are between 2,000 and 5,000 CNG trucks operating in Canada, and up to 90,000 in the U.S., Winchester said. He put the number of CNG stations in Canada at 42, many of them in the key corridors of Ontario and Quebec.

Worldwide, natural gas powers more than 27 million vehicles including two-wheelers, according to NGV Global Statistics. **TN**



One of the Vision trucks equipped with a CNG engine.

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Peterbilt customers get behind the wheel

'Cowboy' spec' 567 gets the most attention.



By James Menzies

MOUNT VERNON, WASHINGTON

Peterbilt recently hosted more than 100 customers at the Paccar Technical Center here to show off its new UltraLoft sleeper and other offerings.

But it was a Model 567 decked out in a "cowboy" spec' that stole the show. The 567 was dressed up in an oversize chrome bumper, dual stacks, a menacing "Legendary Gray" paint scheme and an interior to match, including leather seats with red stitching. It's the kind of truck that makes you want to lower the seat, turn up the radio, sit back and peer out over the large hood to relish the driving experience. It's a truck that would be right at home in Western Canada.

The 510 horses under the hood gave the truck ample power to pull a fully-loaded trailer on the test track, getting up to speed quickly, but was remarkably quiet at cruise. The Paccar MX-13 engine was paired with the Paccar 12-speed automated transmission (AMT) and the truck had a 58-inch bunk, sufficient for short overnight trips.

But while the styling of the 567 was hard not to like, most customers at the demonstration were more likely to order the Model 579 for their businesses. The 579 EPIQ is an ultra-fuel-efficient spec' designed for line-haul, though a day cab I drove would serve as a nicely appointed, luxurious even, regional haul tractor. It came with heated and cooled seats. The MX-13 engine put out 455 hp and 1,650 lb.-ft. of torque and was mated to the familiar 12-speed Paccar AMT.

The day cab was spec'd with the EPIQ package, even though it's likely to be running regional where fuel savings from aero enhancements may be somewhat muted. An interesting feature was a collapsible roof fairing.

The UltraLoft sleeper has put Peterbilt into new markets with new

customers. Wesley Slavin, on-highway product marketing manager with Peterbilt, explained the truck was inspired by the efforts fleets were going to in order to attract and retain drivers. Driver lounges at fleet terminals including everything from showers and laundry facilities, to big screen TVs and games, are making the home terminal a more comfortable place to visit.

Slavin said Peterbilt wanted to ensure drivers are equally comfortable when they go out on the road. The UltraLoft gives them a spacious, well-designed living quarters. It's an open design – not closed off by large pillars at the entrance – giving it an even airier feel. It's ideal for team drivers, or those who carry lots of supplies and stay out on the road for extended trips.

The arrival of the UltraLoft has landed Peterbilt new business with fleets who required a larger sleeper, and it has boosted the company's sleeper-to-day cab ratio to levels not seen in quite some time, Slavin said.

Customers driving the truck at the Technical Center were clearly impressed by the new sleeper. I drove a 579 with an 80-inch UltraLoft sleeper in "Legendary Red" paint. It was a sharp looking truck and an ideal home away from home for the professional driver. Like the day cab, this truck had a Paccar MX-13 engine with 455 hp and 1,650 lb.-ft. of torque as well as the 12-speed Paccar AMT.

The Paccar transmission was developed by Eaton and programmed for optimum performance with the MX-13 transmission. Integration was a frequently mentioned theme during the event, and was on display in each of the trucks that were available to drive. In addition to driving opportunities, visiting customers sat in on educational sessions covering different aspects of Peterbilt's product offerings. **TN**



The Canadian Economy and the Freight Transportation Outlook for 2020

Canada's economy grew at a modest pace during the initial stages of 2019. There are concerns about how it will perform during the balance of the year as Canada's political leaders seek to conclude a revised trade agreement with the United States and Mexico while addressing various geopolitical challenges. This panel will discuss the Canadian and US economies and transportation industries in 2019 and share their expectations for 2020.



Presented by:

Stephen Laskowski,
President, Canadian Trucking Alliance
& Ontario Trucking Association

David Ross,
Managing Director, Global Transportation
& Logistics, Stifel Financial Corp.

Josh Nye,
Senior Economist, RBC

Anna Petrova,
Director, Head of Supply Chain Canada,
Conagra Brands

Scott Tilley,
President, Tandet Group

October 16, 2019
International Centre, Mississauga

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Mack building presence in the west

By James Menzies

PORTLAND, OREGON

Mack Trucks, perennially strong in the conventional straight truck and low-cabover engine segments, now feels it has the right truck for line-haul, too.

That, of course, is the new Mack Anthem, which is getting the company into some new fleets and interesting applications. The truckmaker is now pushing for a stronger presence in the west, where it took trucking industry press to highlight some of its new and long-running relationships.

In Portland, Ore., the press was introduced to Vital Speed Motor-

sports, whose founder Rich Baek bought two Mack Anthems to haul his fleet of Ferrari race cars to events across the U.S. Baek was as giddy over his Anthems and custom-built trailers as he was the Ferraris themselves. He recounted how one of his truck drivers visited the Mack dealer to take the Anthem for a test drive after ordering a truck of a different brand.

When he drove the Anthem, and learned it was fully loaded while performing as though it was empty, he canceled the original order and bought two Anthems. Kevin Swartout, director of strategic programs for Vital Speed, said “Ferrari is the pinnacle of the benchmark



Mack’s Anthem has landed it some new customers, including Vital Speed Motorsports, which purchased two Anthems to haul around a fleet of Ferrari race cars.

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for speed and precision, and for us, Mack Trucks is the benchmark for quality and toughness for trucks. Having the Anthem in front of our trailers has been pretty fantastic. The durability, quality, and performance has been great.”

Roy Horton, director of product strategy, Mack Trucks, said “Anthem has been doing extremely well for us.”

He highlighted four key areas in which it provides lower total cost of ownership for customers: fuel efficiency; driver recruitment and retention; dealer network strength; and uptime support. He noted the Anthem is up to 9.5% more fuel efficient than its predecessor, when spec’d with turbo-compounding. The dealer network continues to grow, with 95 service points now available in Canada and 345 more in the U.S.

Mack also took visiting journalists to Seattle, where it highlighted several long-term customer relationships in the vocational segments. Some of the latest enhancements brought to the Granite include a new interior that mirrors that in the Anthem, as well as an mDrive HD automated transmission that now accounts for 40% of Granite sales. Both the Anthem and Granite are capable of over-the-air software and parameter updates.

Horton said that since October 2017, more than 350 customers have done remote updates on more than 6,200 vehicles. They’ve averaged 22 minutes, eliminating more than 1,900 days of downtime. There are now more than 100,000 Mack Trucks on the road that are equipped with the company’s GuardDog Connect telematics suite.

City Transfer and Silver Streak were two Seattle-area fleets Mack highlighted. They both deliver aggregate products to construction sites in the area. TEC Equipment, a Mack dealer that covers the entire west coast, has fostered a strong relationship with the two customers. It even hosts an annual barbecue for Silver Streak’s employees and their families at their own yard.



Vital Speed Motorsports founder Rich Baek takes as much pride in his Anthem highway tractors as he does his race cars.



A 1987 Mack Superliner restored by Silver Streak near Seattle, Wash.

Kevin Benson, owner of City Transfer, spoke of the Mack's reliability.

"We have never had a de-rate event in the field," he said, noting the company has bought about 200 Mack trucks beginning in about 1965. "The over-the-air updates have been really helpful. We're not chasing that equipment up to Mack."

Alliance Truck Parts expands



PORTLAND, OREGON

Alliance Truck Parts is expanding its network and product portfolio.

The company has added 11 new value product lines to its portfolio. They include items ranging from diesel exhaust fluid filters to air brake compressors and slack adjusters.

The company has added 13 new standalone retail stores in North America and has expanded retail areas for 22 different dealerships.

"We set aggressive goals to expand our retail footprint and value-based product offerings to meet our long-term objective of creating superior experiences that will help our customers get back on the road," said Brad Williamson, director, Alliance Parts and Detroit reman marketing and sales. "We're proud of the strides we've already made with our new products and retail locations, and we're continuing our push to be the customers' first choice for value parts." **TN**

Silver Streak is owned by Tina Benson, who purchased it from her mother in 1998. She merged it with her own trucking company called T-Max, which she founded in 1993. It's one of the largest non-union trucking companies in the Pacific Northwest. It operates 75-135 trucks in the peak season.

"We've never had a tow with any of our Granites," said Kevin McCann, operations manager.

Mack officials said they're confident they can grow their presence in the west, but some education is required. Mack doesn't offer a 15-liter engine, and big bore power is still the preference in this region. The company claims its 13L is fully capable of handling the vast majority of the loads moved out here – even over mountainous terrain. **TN**

Kenworth's Saint-Laurent dealership remodeled



SAINT-LAURENT, QUEBEC

Kenworth has completed a \$2.6-million remodeling of its Montreal dealership in Saint-Laurent.

The two-storey, 31,000 sq.-ft. building features large sliding doors that support the indoor showroom and truck display. The driver's lounge has movable walls, which allows flexibility in room configurations and increased space for customer events, the company said.

"Our new-look dealership is not only a beautiful building, it's very comfortable and convenient for our customers," said Mike Parent, Kenworth Montreal general manager.

With 20 service bays, the site is one of the largest service centers in Canada, and operates seven days a week with multiple shifts.

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The future of oil

Petro-Canada explores the limits of lubricants, testing a 0W-20

TORONTO, ONTARIO

Petro-Canada Lubricants is actively exploring the limits of heavy-duty engine oil, and early tests with a 0W-20 prototype are just the beginning.

“We’ve got these oils in real-world trucks today,” said product specialist John Pettingill, during a media briefing at the Honda Indy in Toronto. “It’s super exciting because you don’t see this...that’s passenger car language, but we’re talking heavy-duty here.

“We’re asking how low can we go with viscosity, and what’s the point of going lower?” he added.

It’s all about striking a balance between reducing friction in the name of fuel economy and creating a protective coating between metal surfaces. The CK-4 and FA-4 oils on the market today have High Temperature High Shear (HTHS) limits between 2.9 and 3.5 cP (centipoise) – a measure of viscosity. Petro-Canada engineers wonder where they can go from there.

It’s all part of a steady downward march in terms of viscosity. Most engine manufacturers began filling their sumps with 10W-30 oils rather than 15W-40 formulas because of benefits such as easier cold starts and improved cooling capabilities. In general, the fluids just flow better and still protect components.

“We have embraced the 30s, they’re definitely taking off,” Pettingill said.

CK-4 and FA-4

The trucking industry certainly seems to have embraced the latest CK-4 oil category.

“It by far was the largest industry change in the last 10 years,” said Barnaby Ngai, category manager, heavy-duty engine and driveline oils, referring to the December 2016 roll-out. “Overall we feel it’s been a very successful transition in the industry in general, and specifically to us.”

He says Petro-Canada Lubricants has maintained its market share despite competitors that continued to offer the previous gener-

ation of CJ-4 oil for an extended period of time, too. “CK-4 is just that much better than CJ-4 – fully back-serviceable,” he said. “Why add another level of complexity?”

Still, buyers have been slower to embrace the corresponding FA-4 engine oil formulas, with market shares measured in single digits despite the promised fuel economy gains.

“It’s an adoption rate we’ve fully expected,” Ngai said, noting how some engine manufacturers have yet to make the transition.

But field tests continue to demonstrate how well the CK-4 and FA-4 formulas work in the meantime.

Petro-Canada Lubricants tests conducted in four Detroit Diesel engines operated by one fleet, for example, are showing promising results in terms of base numbers and acid numbers. And the base numbers are vital when it comes to addressing the acids that are created as fuel burns.

“When the base number is just about equal to the acid number that’s generally where you’ve used up your base reserve,” Pettingill explained.

Measured iron levels are also at just 60 ppm after 100,000 kms of service, and that’s just over half of a condemning limit of 100 ppm.

Another fleet boasting gross vehicle weights closer to 140,000 lbs is seeing positive results with Navistar MaxxForce engines. Drain intervals there are stretching 10,000-30,000 kms beyond the points that competing products would be drained, Petro-Canada says.

Bigger loads lead to bigger stresses, too. “When you have more of that combustion, you’re going to generate more acids you’re going to be generating more wear,” Pettingill said.

A Man racing truck in Europe is pushing Petro-Canada’s 20W-60 oils further still. After six races, the oil stayed within grade, while iron limits were under 20 ppm.

“They drive those trucks flat out,” he added.

Commitments to research and development are clearly continuing in the wake of the company’s purchase by HollyFrontier more than two years ago.

“They’re really putting money where it needs to be,” said global category director Asif Aleem, noting that the company invested \$2 billion to acquire Petro-Canada Lubricants, Sonneborn, and Red Giant Oil. “They’ve invested heavily and they’ve invested smartly.”

For now, that means a focus on the CK-4 and FA-4 categories. But even those categories will need to change in time.

“They’re hoping to get, from what I understand, 10 years out of it,” Pettingill said, referring to the way evolving emission limits tend to drive the formal requests from engine manufacturers. “But it takes five years to get that going.”

Oil suppliers are looking to the horizon, however.

Pettingill saw the first email to reference a Proposed Category 12 oil a few weeks ago. It’s coming, even if a deadline has yet to be set. **TN**



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TFI International enjoys record-setting second quarter

MONTREAL, QUEBEC

TFI International – Canada’s largest for-hire truck fleet – remains focused on profits and cost controls as it emerges from a record-setting second quarter for 2019. But it’s hardly immune from industry challenges such as slowing freight volumes, the economic hangover of metal tariffs, and rate-cutting competitors that follow the Driver Inc. business model.

“The freight environment in ’19 is not the same that it was in ’18,” chairman, president and CEO Alain Bedard said during a recent call with investment analysts.

Last year rates were on the rise because of tighter capacity linked to a new U.S. mandate for electronic logging devices (ELDs), and customers who stocked up on inventory in the face of tariffs on Chinese products. That helped to push truck driver wages higher.

This year it’s a “different world”, he said of the softer market. Competitors who raced to order new trucks when times were good are now chasing after lower business volumes. “This,” said the outspoken CEO, “is the stupidity of our industry.”

“We got to work on the costs. This is something we can control,” he said of TFI’s business philosophy. “We cannot control the market.”

The specialty truckload segment, for example, is expected to be soft in Canada and the U.S. for the remainder of 2019, he said. A drop in flatbed business was largely to blame for a slump in Canada’s truckload revenue during the second quarter of this year.

“Steel tariffs created a mess in our flatbed because we’re the largest hauler of steel in Ontario,” Bedard said. “Those tariffs have been removed now, but you can’t turn on a dime.” He expects it will take six months for that business to return to normal.

Meanwhile, the business of hauling cement in Eastern Canada is facing competitive pressures from fleets that follow the so-called “Driver Inc.” business model – those who misidentify employees as independent contractors as a way to bypass source deductions.

“The rest of our steel, or lumber, or chemical, or food-grade business, it’s really steady,” he said, referring to other specialized freight.

Bedard stressed several times during the conference call that TFI International is only interested in profitable business. He’d rather leave other LTL operations to chase after the \$50 pallets that need to move between Toronto and Montreal.

In Canada, the fleet’s LTL business has focused on serving dense areas over the last two to three years. “Can-

ada is a big country, and you need density because serving a customer with LTL costs a lot of money,” he said.

“We’re making sure all the accessories, all the different stuff, are invoiced to our customers,” Bedard said, referring to TFI’s approach to the LTL business. Tools such as FreightSnap, which captures the size and weight of freight, have already helped the fleet to keep shippers honest, he added.

Other technology-related investments in the coming year will include a new transportation management system for the U.S. truckload business segment.

The investments are not ending there. This year TFI International will buy back a Vitran Express terminal in Toronto for \$38 million, and another \$10-12 million will be put into a new Calgary hub to serve Canpar and Loomis operations. The latter location is scheduled to open late in the year.

Next year there are plans to invest \$15-20 million in a new Calgary intermodal hub to serve Vitran, Clarke Transport, Quik X and NFF. The fleet will buy back another terminal in Montreal, too.

Further investments in final-mile activities are expected in Edmon-

ton next year, followed by a Toronto-based project in 2023.

The latter investments align with a broader strategy that recognizes how LTL freight is shifting to final-mile operations, as customers in malls lose ground to e-commerce activities.

“We’re looking for sure to beef up our last mile operation in the U.S.,” Bedard said, noting that efficiencies can still be found in the acquired BeauEx fleet.

“We should be announcing a small transaction in this segment very soon in Canada,” he added.

In terms of M&A activity, Bedard doesn’t expect to land a “big whale” in the second half of 2019, although he hinted that there will likely be a few deals as the year comes to a close. Next year he predicts another \$200 million to be invested in buying operations that “tuck in” with existing operations. **TN**



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Express Mondor raises cash for cancer

LANORAIE, QUEBEC

Express Mondor has raised an additional \$33,000 to support the fight against breast cancer, bringing the six-year total to nearly \$165,000, the company said.

The money, which was raised through its annual golf tournament and fundraising dinner in late June, was donated to the Quebec Breast Cancer Foundation.

It will be used to promote breast health through education and awareness, and help support people affected by the disease.

“The Express Mondor Golf Tournament has become a tradition. People look forward to it and are very happy to get together and have a good time while contributing to a



cause that affects many women and is important to us,” said Eric Mondor, CEO of Express Mondor.

Some 200 people attended this year’s event.

Established in 1995, Express Mondor specializes in oversized ground transport in Canada and the U.S. It employs about 170 people. **TN**

Schneider wins security award



GREEN BAY, WISCONSIN

Transportation and logistics services provider Schneider has won a major award for its rigorous security practices.

The company is the recipient of CargoNet’s Best in Cargo Security Award in the large carrier category.

In choosing the winner, CargoNet considered various factors including the willingness and ability to commit resources to security; deployment of standard operating procedures and best practices; and the extent of utilization and support for the CargoNet program.

In 2018, Schneider said, it attained a 99.9999% theft-free delivery rate.

“All Schneider drivers keep their skills sharp through comprehensive theft-prevention training during drivers’ on-boarding and then in quarterly training sessions throughout their entire career,” said Terry Wood, Schneider’s corporate security manager.

CargoNet praised Schneider’s record.

“The ratio of losses versus the amount of loads they haul is nothing short of impressive, and we are pleased to provide Schneider with CargoNet’s Best in Cargo Security Award,” said Steven Lang, a manager at CargoNet.

CargoNet helps prevent cargo theft and improve recovery rates through secure information sharing among victims, their business partners and law enforcement. **TN**

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Mullen grows despite 'headwinds'

OKOTOKS, ALBERTA

Mullen Group's trucking and logistics segment grew marginally in the three months leading to June 30, despite "headwinds" linked to a sluggish economy and soft demand for truckload services.

The segment reported \$219.6 million in incremental revenue, up 0.1% from the previous quarter. There was \$2.6 million in incremental revenue from acquisitions, while fuel surcharge revenue dropped \$0.2 million. The LTL revenue was up \$400,000 because of slight revenue gains at Gardewine Group. Truckload revenue was up \$200,000 due to \$2.6 million of incremental revenue generated through acquisitions, somewhat offsetting the drop in demand for such services.

"From my vantage point it appears that consumer spending remains strong, which drives our less-than-truckload and final-mile delivery business," said Murray Mullen, chairman and CEO. "In contrast capital investment, in areas such as infrastructure and major projects, remains hampered by regulatory delays and a lack of investor con-

viction. This directly impacts our truckload and specialized business."

The oil and natural gas business also continues to struggle in Western Canada because of low commodity prices and a lack of access to new markets, he said.

"It is under this scenario that only a well thought-out acquisition strategy can minimize the negative impacts of the industry slowdown. This is precisely what we did last year and why our oilfield services segment results improved year-over-year."

Oilfield services were at \$99.8 million, compared to \$76.7 million during the quarter in 2018.

The company's consolidated revenue reached \$319 million, up \$23.3 million from the same period in 2018.

"The reality is that there are times when markets simply do not grow. But we do not sit by idly and wait for better days," Mullen said. "We adjust our priorities, focus on costs, find those elusive productivity improvements, and search for strategic acquisitions to generate growth." **TN**

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Preventive Maintenance

You've got gall

After eating a burger, or other greasy foods do you ever feel pain in the center or upper right part of your abdomen? Does pain sometimes spread to your right shoulder or back? If so, you may have gallbladder issues.

Your gallbladder is a small, hollow, pear-shaped organ that helps digest foods. Sitting on the right side of your abdomen, resting in a depression beneath the right lobe of your liver, it collects, stores and concentrates bile secreted by the liver.

To emulsify fats in partially digested foods during digestion, the gallbladder excretes concentrated bile into the common bile duct, which eventually drains into the duodenum (the first section of the small intestine). It also carries waste products from the liver to the duodenum for eventual expulsion. An adult's gallbladder holds and stores about 50 ml of bile.

When your gallbladder is working well, it remains unnoticed, but when irritated, its painful inflammation (cholecystitis) cannot be ignored. Irritation can be caused by infection, contributing circulatory illnesses, tumours, kinking or scarring of the bile duct and most commonly – gallstones, which form when bile becomes saturated with cholesterol or bilirubin.

Many people have gallstones without knowing it. Often, gallstones rest quietly in the gallbladder or get passed through the digestive system without any issues. However, when a gallstone blocks the tube leading out of the gallbladder, it can cause a buildup of bile, which painfully distends the gallbladder. In addition to abdominal pain, other symptoms of cholecystitis include: tenderness in the abdomen when touched, nausea, vomiting and fever. These signs and symptoms, which can last for hours, frequently appear quickly after a meal, especially a large meal that includes fatty foods.

Perhaps you may be naturally prone to developing gallstones for reasons out of your control, such as: genetics (Native Americans and Mexican Americans are more susceptible); age (over 40); gender (women have a higher risk); or Crohn's disease in the terminal ileum.

However, the following factors can be monitored, controlled and



Karen Bowen is a professional health and nutrition consultant, and she can be reached at karen_bowen@yahoo.com

treated: high triglyceride levels; low HDL (high-density level) cholesterol; taking prescribed cholesterol-lowering medications; high estrogen levels due to pregnancy, hormone replacement therapy, or birth control pills; bile duct infection; cirrhosis of the liver or other liver disease; and anemia.

Even with a predisposition for developing gallstones, you can still significantly reduce your risk by becoming more active, staying hydrated, maintaining an appropriate weight and eating a healthy diet – reducing your intake of fats and increasing your fiber by eating more fruits, vegetables and whole grains. If you decide to lose weight, lose it slowly, since losing more than one or two pounds per week increases your risk.

If you have high risk factors, monitor any unusual abdominal pain since untreated cholecystitis could lead to serious, even life-threatening complications, including infected bile, jaundice, gangrene, and a ruptured gallbladder. So, have your doctor to check it out. If you experience pain so severe that it prevents you from sitting still or getting comfortable, have someone take you to the emergency room immediately.

Many times, hospital treatment to control the inflammation is all that's needed, which may include fasting to rest your gallbladder; IV fluids for rehydration; antibiotics to fight infection; or pain medication.

However, when surgery is required to remove stones blocking the bile or cystic duct, your doctor may perform an ERCP (endoscopic retrograde cholangiopancreatography), which is minimally invasive and usually resolves the symptoms within three days. Unfortunately, ERCP is not usually a permanent solution, since more stones will probably develop over time.

Eventually, most people with a history of gallstones have their gallbladder surgically removed, usually laparoscopically – another minimally invasive procedure consisting of a few small abdominal incisions. After the gallbladder is removed, bile flows directly from the liver into the small intestine, instead of being stored in the gallbladder, which shouldn't impact normal trucking activities, once recovered from surgery.

But, maintaining your gallbladder health instead of having surgery is easier to digest. **TN**

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Can you take the heat?

Heat rash isn't a condition that only affects infants and children



Dr. Christopher H. Singh runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont. He can be reached at 519-421-2024.

Now that summer is well underway and we are experiencing hot daytime temperatures, the risk of developing heat rash increases significantly. For many professional truck drivers, heat rash can become an issue during the hot and humid summer months.

When I tell patients that the red itchy skin irritation they are suffering from is heat rash, many respond by saying, "I thought only babies get heat rash."

Although heat rash is far more common in children and infants, it can affect adults as well.

Heat rash occurs when sweat glands become blocked, trapping the perspiration under the skin. Under normal circumstances, sweat evaporates from the surface of the skin. However, if it becomes trapped beneath the skin it can cause inflammation or an irritating rash.

In many cases, it is not known what actually causes the sweat glands to become blocked. However, intense physical activity that leads to excessive perspiration is one of the main risk factors.

In my clinic, I have noticed that drivers who pull flatbeds seem to develop heat rash more frequently. I assume it is because their jobs require more outdoor physical activity than drivers who pull vans.

Certain types of medication such as beta blockers and opiates may also increase sweat production, which in turn can cause heat rash. In addition, some creams and ointments can block sweat glands.

The symptoms of heat rash usually develop in folds of skin and areas where clothing tends to cause friction. Common locations include armpits, elbow creases and the groin. In mild cases of heat rash, only the surface layer of skin is affected. Blisters and bumps that are filled with a clear fluid may form.

This type of heat rash usually clears up on its own within one to two weeks. In more severe cases, deeper layers of skin are involved. This can lead to more intense symptoms such as small red bumps that may feel itchy or prickly. Also, one may notice the affected area does not produce sweat.

As previously stated, heat rash usually disappears on its own without medical treatment. However, it is important to seek medical attention if the rash does not go away within a few weeks or there are signs of infection.

There are no specific tests required to diagnose heat rash. Your doctor will arrive at a diagno-

sis based on a detailed medical history and physical examination.

The first option for treatment is to reduce the amount of sweating by staying in cool, air-conditioned environments. Secondly, wearing loose, light-fitting clothing will allow proper air circulation over the skin.

Heat rash is not a significant medical problem. However, if it is left untreated for a long period of time, it can become very uncomfortable.

I always recommend to my patients to wear clothing made of breathable fabrics when performing any physical activity. In more severe cases, topical therapies may be prescribed in order to relieve discomfort. A common cream is calamine lotion, which soothes itching. Topical steroids are sometimes used to reduce inflammation.

Heat rash is not a significant medical problem. However, if it is left untreated for a long period of time, it can become very uncomfortable. If you ever notice the beginnings of heat rash, try to keep

in mind these simple treatments and you will be well on the road to recovery.

Until next month, drive safely! **TN**

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It pays to buy fuel in the right places

Check your broker settlements for fuel and carbon taxes

Eleven states raised their diesel tax rates on July 1, and some of them are big increases.

Illinois jacked up its diesel tax by 24 cents a gallon. Ohio raised its diesel tax by 19 cents per gallon. In California, the increase was 5.6 cents per gallon.

Provincial or state fuel taxes really are fuel-use taxes, because the amount you owe is calculated based

on where you burn the fuel and not where you buy it. For instance, if you travel 100,000 miles in Alberta but purchase no fuel there, Alberta is still owed fuel tax on those 100,000 miles.

The International Fuel Tax Agreement makes it easier to sort this out. Instead of filing fuel tax returns with each state or province, you file one each quarter with your base

jurisdiction and it apportions any tax you paid based on the number of miles traveled in each IFTA-member state or province.

If you're like most owner-operators, your carrier is responsible for fuel tax, permitting and licensing reporting for your vehicle. But who actually pays state or provincial taxes depends on your contract.

If your contract states that the carrier charges you when you owe fuel taxes or pays you when you're due a refund, you really should consider where you buy your fuel so you can maximize your refund.

The big-picture goal is to pay the least amount for your fuel including the upfront purchase cost and factoring in the IFTA refund or payable.

The big-picture goal is to pay the least amount for your fuel including the upfront purchase cost and factoring in the IFTA refund or payable. And the fact is, you don't really know how much fuel costs until you take the taxes out.

Another factor in the "where-to-buy" decision is the exchange rate.

If you purchase most of your fuel in Canada, then your Canadian-currency fuel tax refund must be credited against your U.S.-currency fuel tax debt. This could put you in a payable or reduced refund situation. Even though it appears to be more money up front, buying more fuel in the U.S. could create the opposite.

Every time you drive in the U.S., it costs more – and you're paying for it in Canadian dollars. It may pay to buy as much fuel as possible from states and provinces with the best



Scott Taylor is vice-president of TFS Group, providing accounting, book-keeping, tax return preparation, and other business services for owner-operators. Learn more at www.tfsgroup.com or call 800-461-5970.

net price (you can see our free and regularly updated fuel price comparison chart at tfsgroup.com/tfs/wheretobuyfuel). You'll find out soon enough when you file your quarterly IFTA return.

One factor that should not affect where you buy fuel is Canada's carbon tax.

The Federal Carbon Pricing Backstop is a tax on CO2 emissions. Like IFTA, if you pay the carbon tax in the pump price, you may get some of that back or owe more based on where you travel and consume your fuel.

Provinces that have a carbon pricing program typically adjust their IFTA rate to include the carbon tax. But because the new carbon tax is federal, it cannot be added to IFTA rates since they are provincially controlled.

Because the carbon tax is refundable, the fuel charge is removed when you calculate the net fuel price. If you have to drive 100 kilometers in Saskatchewan, you're going to pay carbon tax on your fuel consumption for those kilometers whether you buy the fuel there or anywhere else.

Buying diesel in the U.S. is not the answer to avoiding the tax because you'll just have to pay it later based on your travel in Canada. That said, the reverse is also true: any carbon tax paid in Canada is refundable for travel in the U.S.

With your Q3 IFTA return due at the end of October, keep a close eye on how IFTA and carbon taxes are reflected on your broker settlements. If your carrier charges your net IFTA to you, then you should see a net carbon tax refund or payable also being charged. **TN**

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Help us help you

Recruiting and retaining qualified workers continues to be the predominant business issue in trucking and logistics. And for us here at Trucking HR Canada, our top priority is to help employers meet this challenge by providing relevant, accurate, and accessible labor market information, or LMI.

LMI is actionable intelligence pertaining to the supply and demand of labor. It puts raw data into context and facilitates better decisions by employers, workers, job seekers, policy makers, educators, career practitioners, academics, students, parents, and more.

Why should LMI matter to you? Let's take a look at who benefits:

Employers

Meaningful labor data helps employers understand where workers come from, which groups of people to target in recruiting, and what occupations pose the greatest risks and opportunities to the success of the business.

It also gives employers a big-picture, well-researched view of the job market so they can compensate workers in a way that's not only fair and competitive with other trucking and logistics companies, but also against industries that draw from the same labor pool.

Policy-makers

When our industry associations, and others, meet with government officials to seek their support on HR-related initiatives, it's an advantage to come in armed with credible information.

Good LMI also informs the decisions of policy-makers who often rely on government-sourced data about trucking and logistics, which is limited. When they're exposed to rich, detailed information, they're better equipped to develop policies that address our specific needs.

Career-seekers and educators

LMI helps students and career-seekers know what opportunities are available, what skills are required to do the job, and where to get the training they need to get started in our industry. Likewise, educators, training and learning providers, and career guidance practitioners can tailor programs to meet the needs of employers and prospective workers.

We need your help

In partnership with the Conference Board of Canada, we have developed an industry-specific approach to gathering data and forecasting labor market needs.

We start with publicly available sources including Statistics Canada's census and labor force survey,

among others, which provide unemployment rates, wages, job and skill patterns, job vacancies, and other information. This supports Trucking HR Canada in examining existing labor market conditions as well as what the future may hold as our industry evolves.

Again, government data has its limitations, so we're focused on our most valuable source: that is, information directly from you.

Here's an example. According to Statistics Canada, our industry has one of the highest vacancy rates in the country, with more than 20,000 unfilled "truck driver" jobs.

What the data does not tell us is what these vacant positions entail. Longhaul, shorthaul, or something in between? Does the driver need special skills? What compensation metrics are attached to each job?

These details from primary sources are important for us to truly understand our industry's workforce challenges.

We can't find out unless we ask. Here's where our LMI survey comes in.

This online survey takes about 20 minutes to complete and, as a participant, you will receive early access to the results with the opportunity to secure a free pass to our Workforce Knowledge Exchange on March 11, 2020, in Toronto – an exclusive event only open to those who responded to the survey.

The Workforce Knowledge Exchange will bring together human resources professionals and LMI experts for a deep dive into our survey results and the future of the industry.

The half-day forum will focus on putting the data into context, and we'd love to add your perspective to the discussion.

Email theteam@truckinghr.com to be directed to the survey. The more participants we have, the better we can convey the true labor needs of our industry. **TN**



Angela Splinter leads Trucking HR Canada, a national not-for-profit organization dedicated to addressing the human resources challenges and opportunities in the trucking and logistics sector. Learn more at www.TruckingHR.com or follow them @TruckingHR



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Solutions needed for trucking insurance issues

Safe and new trucking companies being refused traditional truck insurance



Mike Millian is president of the Private Motor Truck Council of Canada, the only national association that represents the views and interests of the private fleet industry. He can be reached at trucks@pmtc.ca

Most of you will be well aware of the tightening market for trucking insurance in some parts of the country, the worst region being the Ontario market.

I think it is well known that higher repair costs as a result of new technology in vehicles, and higher claims as a result of lawsuits, have had a significant impact on loss rates with insurers. It may even be well known that years of a hyper-competitive insurance market resulted in a number of insurers underpricing their risk exposure, resulting in underfunded reserves for claims.

But what isn't as well known, is the loss of premiums, and claims being paid for uninsured trucks as a result of fraud being conducted by not only some trucking company owners, but also being willingly and knowingly done by a number of insurance brokers.

The fraud involves underreporting the number of vehicles a company is operating, and underreporting their exposure to the U.S. market, and in some cases the volatility of the freight they are hauling. In most cases, the fleets are placed under facility insurance, a last resort to get insurance.

The truck owners do this to try and keep their insurance rates lower than what they should be, and the insurance brokers do it mainly to get paid a commission on the point of sale by the insurance company. They know they won't get the sale if they report accurate information on the fleet.

All of these factors have resulted in poor loss ratios and the tightening of the insurance market to the point where it is stifling competition. I understand that insurers must make a profit, and I fully support them vetting their clients and refusing to insure carriers who have poor safety records, poor loss records, and very poor and unsafe management practices. I think we all agree these types of carriers and drivers need to be removed from the industry.

The problem I have is the spin-off that has brought us to where we are now. Massive increases are being seen by even safe and compliant carriers.

Some carriers who haul dangerous goods, or other high-risk freight, that have good safety ratings and records, are being refused normal insurance and are having to go under facility. One such Ontario carrier, who has a CVOR rating of 15%, was told to go to facility in the last few months.

On top of this, insurers are now refusing to insure any new start-up company, regardless of driver experience, unless they have a history of having a vehicle they owned under an existing fleet policy for at least three years.

In some cases, even with this, they are still refusing to insure them as their own stand-alone entity. This, in

effect, is shutting down the free market system, and reducing competition. Any driver who wants to own their own truck and have a chance at starting their own trucking company, is in essence forced to take their truck and lease it on with a fleet for at least three years to get their required insurance experience before an insurance company will even look at them. This is wrong, and in fact gives larger fleets a major, and unfair, advantage over potential small to mid-sized carriers, which are the backbone of this industry.

The trucking and insurance industries have formed a task force to

address these issues, and are doing great work to address some of the fraud and facility misuse issues, which is sorely needed. I applaud the effort and work that is being done by this group, however it is not addressing the closure of the market to safe or new carriers, and the competitive imbalance it is creating.

Some potential safe new carriers, and some current ones, are being punished for the failures of a small group in the insurance industry to properly monitor and vet companies prior to insuring them, and the insurance brokers they do business with.

Hopefully the task force, and the spotlight that is being placed on this, will flush the non-complaint brokers and carriers out of the market, and we can move a step closer to having only good carriers, brokers and insurers, working together to make our industry the best and safest it can be, all on a level playing field. **TN**

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Owner-operator blues

How good drivers become bad owner-operators

By Abdul Latheef

TORONTO, ONTARIO

“Be your own boss,” says the recruitment ad from an Ontario carrier.

An irresistible offer, one would think, but an expert warns: not so fast. As the longtime executive director of the Owner-Operator’s Business Association of Canada (OBAC), Joanne Ritchie has been handling key issues affecting the sector for years.

“We are dealing with decades of bad custom and practice. Carriers have been complicit in this... in taking good drivers and turning them into bad owner-operators,” she told *Truck News* in an interview.

So, how does that happen?

Some drivers fall for the “Hey, you can own that truck” offer from the carriers without realizing what is in store for them in the months and years ahead, Ritchie said.

A key problem is the lack of good business sense.

“One of the big mistakes a lot of owner-operators make is not paying themselves. Not understanding that they’re an employee, and that they have to make a living.”

There are no reliable statistics on the number of owner-operators in Canada, with estimates ranging from anywhere between 35,000 and 60,000. The fact that there is no real definition of an owner-operator complicates the matter.

What is clear, however, is that the industry is ready to hire thousands more, and all the recruitment ads point to a red-hot market.

Ritchie’s advice to wannabe owner-operators: Look for a company that will treat you as a business partner.

Miles-hungry couple

Solange Gallant, 35, and Rene Arseneau, 38, have found such a company, and are quite happy about their choice. The New Brunswick couple have been driving for Challenger Motor Freight for a little over eight years. They previously worked for a carrier in Nova Scotia.

“I have never been without him in the truck,” Gallant said of her husband, who was sleeping in the cab after his night shift. Gallant spoke to *Truck News* as she pulled into the Headingley Truck Stop near Winnipeg, Man.

“It’s all down to how much money we can make. Challenger has been great with us. That is why we’re still here, and not really planning to leave.”

She said she had nothing to complain about, and at Challenger, team drivers are even paid wait times.

Gallant and Arseneau are on the road for almost 2.5 months before they take a break and go home to



Solange Gallant and Rene Arseneau in their hometown of Petit-Rocher, N.B.



Chris Barron and his daughter, Paityn, at the Great Canadian Truck Show in Millgrove, Ont.



Anil Raveendran

Petit-Rocher, N.B. They don’t have any children, but their dogs Lily and Luna always accompany them.

They are open-board drivers solely focused on accumulating as many miles as they can.

Asked whether they were workaholics, Gallant replied: “No, mon-eyholics.”

Dependable driver

Another owner-operator brimming with confidence is Anil Raveendran.

The 57-year-old has been working for CEVA Logistics for the past 10 years. He owns five trucks, four of the them leased to another carrier



Mike Shree

and operated by his eight employees.

“I have driven nearly five million ticket-free kilometers,” Raveendran said.

He is content with his job because he feels he is well-treated and respected by the carrier. His own employees are also doing well, making between \$8,000 and \$9,000 a month, depending on the mileage.

Raveendran is happy with the arrangements he has with the two carriers. The main benefits he looks forward to in choosing a fleet are the pay package, fuel deal, insurance coverage, regular work and most crucially, dedicated routes.

“All my trucks run the same routes all the time.”

Going forward, Raveendran is worried that emission-related issues could badly hurt the business model.

Unsafe driving

Chris Barron, 41, works for metal hauler Kim-Tam Logistics, a division of Samuel, Son & Co. A longtime owner-operator, the Port Dover, Ont., resident says the business model has its ups and downs.

Like others, Barron also has concerns about high fuel prices and low rates, but what worries him most is the proliferation of poorly trained drivers on the highways.

“It used to be that we were able to follow a truck down the road and feel safe. Now you follow a truck down the road, you don’t know if you are safe or not,” he said.

Another issue, he said, is the lack of safe, adequate parking, a problem OBAC’s Ritchie said has worsened over the past few years.

Straight talker

One person who believes owner-operators are being taken for a ride is Mike Shree.

Shree, 54, has been in the business for just three years, but he is not happy with the way owner-operators are treated by the carriers.

“They don’t get respect,” he said. “Initially everyone talks nicely, and you won’t know the truth until something happens.”

He cited a long list of grievances such as alleged driver harassment, unpaid wait times, lack of transparency in processing insurance claims and surprise mileage deductions.

“If you drive for 1,000 miles, they pay you for 950 miles.”

He is convinced that he will never be able to grow his business by driving for another company.

“You will make the company rich and just sustain your living while taking all the blame.”

Shree has three trucks, but hopes to have a fleet of his own soon.

“Then I will clean up the mess in this industry, and show them (the carriers) how to treat people respectfully.”

That is not an easy task, considering the number and types of players in the market.

No surprise

Ritchie called Shree’s complaints “not an uncommon story,” but she said there was absolutely no reason why frustrated people like him have to stay in that situation.

“With today’s market, somebody who has a good record won’t have any trouble in getting a decent carrier.”

Going independent is a whole different thing, though, Ritchie said. Those who want to do that must first make sure they have some customers lined up, she warned. **TN**



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2011 GREAT DANE 36' REEFER VAN



THERMO KING MULTI TEMP UNIT,
 CURB SIDE DOOR, STAINLESS
 TRIFOLD REAR DOORS,
 STAINLESS RADIUS CORNERS,
 CENTRE SEAL PANELS, 2 ROWS
 RECESSED "E" TRACK,
 HENDRICKSON SUSPENSION.
 ALUMINUM WHEELS,
VERY CLEAN.
 -1281910



2019 STOUGHTON 53' PLATE VAN
 24" side panels, exterior rub rails, side skirts, front & rear
 vents, Hendrickson air ride suspension,
 tire inflation system, aluminum wheels,
LIKE NEW CONDITION. -1276972



(10) 2012 GREAT DANE 53' REEFERS
 Carrier 6500 Vector units, exterior rub rails, side skirts,
 front & rear vents, stainless rear doors, door case, &
 bumper, duct floors, 2 rows "E" track, Hendrickson air ride
 suspension, aluminum wheels, **CLEAN.** -1276974



2017 STOUGHTON 36' Z PLATE VAN
 Tandem Axle Hendrickson Air Ride Suspension,
 Overhead Rear Door, Exterior Rub Rail. (N.A.P.)
... ARRIVING SOON! -1281909



(2) 2007 STOUGHTON 53' X 102" PLATE VANS
 Hendrickson Air Ride Suspension, Aluminum Roof,
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WELL MAINTAINED UNITS. -1287608



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6 (40) 2009 UTILITY 53' TRIDEM REEFERS
 Thermo King Sb310 Units, Hendrickson Air Ride With 6' & 6'
 Spreads, Hd Flat Aluminum Floor, 3 Rows Recessed "E"
 Track, 24" Scuff Liner, Exterior Rub Rail. -1261785



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 Reline, Drums, Etc., 12 New Tires, Hendrickson, Air Ride
 Suspension With 6' And 6' Spreads,
 HD Flat Alum Floor. -1287611



(6) 2009 GREAT DANE 53' X 102" REEFERS
 Thermo King Spectrum multi-temp units, 3 remote
 evaporators, 2 sets of ceiling mounted bulk heads,
 24" aluminum scuff liner, HD flat floor, 1 row recessed "E"
 track, Overhead rear door, Stainless rear door case. -592016

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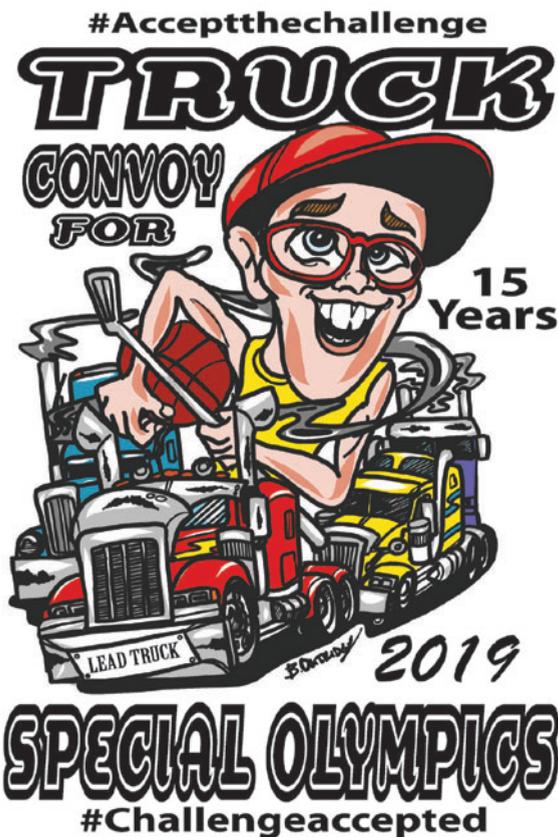


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2005 FREIGHTLINER M2 PROPANE TANKER TRUCK Cat C7, 230 HP, 7 Spd; 12 And 23 Axles, Spring Susp., 1978 Trinity 2500 USWG Tank, Rear Delivery, LC Meter, Curbside Boxes, B620 449,554 Kms., Stk#S754 1278072



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2003 FREIGHTLINER FLD112 FUEL TRUCK Cat C12, E/F 10 spd, 20,000 L, BARREL style, 4 comp, air manifold, SINGLE PUMP, curbside box delivery, LC meter c/w LCR II register, Btm Ld capped, no V/R, Stk#T-858 1286887



2007 WESTERN STAR 4900SA, Cat. C13, Dependable 20,000 L, 4 Comp, Single Pumping, Civacon Single Bank C/W Flush-Back, Air Manifold, BTM, Loading Capped At Manifold, LCR Meter & Register W/ In Cab Printer. Stk#T853. 1274629



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Announcements

Titanium, Purolator and **TFI International** make executive appointments; **Truck-Lite** names new v.p.; and **Triple Diamond Truck and Trailer** has a new president.

Capital Gear has hired **Darcy Arbuthnot** to fill a newly created position as account manager, Prairies and Northern Ontario. Arbuthnot has more than 23 years of aftermarket experience, the company says. His experience ranges from being a technician, to 15 years of warehouse operations and more than four years in aftermarket sales.

Capital Gear says the hire will enhance its market growth. Arbuthnot will focus on creating and expanding business relationships.

Alex Fu has been named the chief financial officer of Titanium Transportation Group after four months in the interim role. Fu has served as director of finance since joining the fleet in 2017.

Fu is a chartered accountant and chartered professional accountant with more than a decade of accounting, financial, and audit experience. He also holds a certificate in master controllership from the Chartered Professional Accountants of Ontario.

Kal Atwal will oversee TFI International's final-mile activities in the U.S., in an expanded role as executive vice-president. He remains president of TForce Final Mile Canada.

Atwal joined the fleet in 2016 as vice-president of finance for Final Mile Canada, and was named vice-president and general manager of TForce Final Mile Canada in 2017. He was named president of that operation in 2018, overseeing all of the division's Canadian same-day activities.

He has served leadership roles at Progressive Waste Solutions and Day & Ross Transportation, a division of McCain Foods, and spent more than a decade at GE Capital.

Purolator has hired **Paul Tessy** as its senior vice-president – inter-

national, in a role where he'll be responsible for cross-border business, global solutions, and value-added logistics services.

He reports to Purolator president and CEO John Ferguson.

Tessy comes to Purolator from DHL e-commerce, where he served in roles including CEO, Latin America and Canada, and senior vice-president – sales and customer service. Prior to that he had been president and CEO of TNT Spring Americas.

Truck-Lite Co. has appointed **David McKean** executive vice-president of business development, the producer of LED safety lighting announced.

McKean began his career with General Motors in 1983, and most recently served as executive director of global purchasing and supply chain before leaving the company in 2013. He later served as vice-president and chief procurement officer at Navistar.

At Truck-Lite, he will be responsible for the development and maintenance of strategic partnerships for the Road Ready business division.

Bryan Burningham has been named president of Triple Diamond Truck and Trailer.

He will be responsible for supporting the company's direction and implementing a strategic growth and business development plan.

Burningham has more than 25 years of experience in the industry. Before joining Triple Diamond, he held leadership positions at Challenger Motor Freight and Schneider National Carriers.

Triple Diamond provides services for fleets with trucks, trailers and delivery vehicles in the Mississauga, Ont., area. **TN**



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Products

Kenworth is now offering **Alcoa's new Dura-Black wheels**, delivering a bold style for heavy-duty and medium-duty conventional trucks.

The new designs are lighter and stronger than steel wheels, offering the promise of increased payloads and better fuel economy, Alcoa says.

Each side of the wheel is treated, offering added flexibility when mounting them in steer or drive positions.

The rim flange and mounting surfaces are bright, offering a contrast to the wheel's face, which is in a matte black. There's also a color-matched valve stem and one-piece hub cover, with a laser-etched Alcoa logo.



The Dura-Black wheels are available in 22.5 x 8.25 inches, 9 x 12.25 inches, and 24.5 x 8.25 inches. **TN**

Drivewyze's PreClear weigh station bypass service has introduced added support that warns drivers whether the way is clear, through the **Drivewyze Safety Notifications** service.

The free addition to the PreClear service will alert drivers when they are approaching areas prone to rollovers, or upcoming low bridges. The rollover alerts focus on exit ramps and curves, and cover 500 locations in 32 states. Another 1,500 strike-prone bridges have also been identified.

The company says more safety notifications are coming.

The service is available through several partner platforms, including Isaac Systems, Omnitracs, Orbcomm, Platform Science, Switchboard, Transflo and Trimble. **TN**



Link Mfg. is promising drivers a smoother ride than ever before, launching the **ROI Cabmate semi-active cab suspension** that responds to everything from rough roads to harsh crosswinds.

Company president Jim Huls refers to it as nothing less than a "revolution in computer-controlled suspension systems."

The heart of the ROI Cabmate is an electronic control unit (ECU) that draws data in real time from an accelerometer, which monitors cab motion, and a position sensor that tracks the cab's position and velocity relative to the frame. The underlying algorithms are then used to adjust the suspension's shock absorbers by filling or exhausting the air springs.

The end result absorbs the road shock and vibration normally transmitted through the frame and solid cab mounts, generating a quieter and smoother ride.

The added electronics draw less than 10 watts of power.

While such electronic shocks are found in automotive applications, this will be unusual for trucking. **TN**



Dana Inc. is providing its **Spicer Electrified e-Propulsion solution**

with integrated TM4 Sumo HP motor-inverter system to Class 8 trucks moving freight between Calgary and Edmonton, Alta.

The effort is part of Alberta's Zero-Emissions Truck Electrification Collaboration (AZETEC) project aimed at designing and manufacturing hydrogen fuel cell electric hybrid heavy-duty trucks with extended range.

Dana's custom Spicer e-System is optimized for the Canadian market and has a hauling capacity of 140,000 lbs. It has a compact design that reduces weight, allowing for more hydrogen fuel storage.

The trucks being used for the project are 64-ton B-train tractor-trailers capable of traveling up to 700 kms before needing to refuel. **TN**





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Mark Dalton: Owner-Operator

By Edo van Belkom

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 operated without a driver and Mark was awestruck.

He spends a while thinking about what driverless trucks mean to the trucking industry and is able to see both sides of the argument. Trucking goods would eventually be more economical and there would be less need for drivers. However, drivers would still be needed in some capacity and other opportunities might open up for them in the industry...

Mark decided to follow the autonomous truck to wherever it was going in order to get a better look at how it worked and how it might eventually put him out of a job.

The problem was, the truck never stopped.

That was obviously the appeal of the whole thing as this truck could drive for days – provided it had enough fuel – without stopping once to rest, go to the bathroom, or have a bite to eat. Now, there was a person inside the cab monitoring the truck's progress and that person no doubt had to eat, sleep and relieve himself, but there had to be provisions inside the truck to accommodate all of its human cargo's needs.

But Mother Load wasn't autonomous and Mark desperately needed to relieve himself. He could have grabbed an empty soda bottle, relieved himself and dropped it off at the next truck stop, but Mark was never a fan of that, especially when more than a few drivers disposed of their bottles – full – on the side of the road.

And so Mark had to stop.

After a trip to the bathroom, Mark topped up on fuel and bought a sandwich at the counter and was back on the road in less than 20 minutes. But by now the truck he was following was long gone, no doubt 25 or 30 kilometers down the road. There was no questioning how a trucking industry without human drivers might appeal to longhaul carriers.

When Mark got back out on the road, he kept his eyes open for the driverless truck, but to no avail.

However, after an hour on the road – driven at slightly over the speed limit – Mark did come upon the truck. Or at least it was a similar autonomous truck, differing only slightly in its markings from the first.



Illustration by Glenn McEvoy

The Truck Without a Driver

– Part 3 –

The first truck had a code number of four, this one's was 12. So, there have been at least 12 of these built, he thought. Probably not all of them were on the road at the same time, but even if only half were undergoing trials, that was a significant number of trucks that didn't need drivers out on the road.

And just as he was contemplating the number of trucks, there appeared yet another of the trucks up ahead, this one stopped on the side of the road with its driver – uh, monitor – standing on the shoulder smoking a cigarette.

What good luck, thought Mark.

He pulled over to see if the man needed a hand... after all, that was the proper thing to do, one driver to another non-driver.

"Broke down, eh?" Mark said as he approached.

"Not really," the man said, butting out his smoke. "Truck's running fine, but the computer interface is down."

"The what?" Mark said, doing his best to sound clueless.

"The computer inter..." he hesitated. "The system that runs the truck."

Mark put a hand to his chin. "But you're the driver... aren't you the system that runs the truck?"

He shook his head. "This truck has no driver," and when he said the word driver, he put a pair of air quotes around it.

"I'm an engineer. I've got my A/Z licence, but only because they wouldn't let me ride the thing without it."

"No driver?" Mark furrowed his brow and shook his head. "But you still need a driver's licence even if you just want to ride in this truck?"

"It's a long story," the man said, lighting up another cigarette. "But the short version of it is, this truck has no driver, and a lot of people are spending a lot of time and money trying to make it work."

"Not doing too well, are they?" Mark said, gesturing to the truck parked on the side of the road.

But instead of getting defensive the man smiled. "This is the first breakdown this truck has had in two weeks. It's gone between Regina and Calgary 32 times in 14 days before today."

Mark swallowed once and found his throat had gone dry.

Thirty-two times in 14 days was a pace that even a driving team couldn't match. Mark could feel the start of something sick growing in the pit of his stomach.

And just then, a van pulled up and two men jumped out.

"My help has arrived."

Mark marvelled at the men who looked more like computer technicians in their spotless coveralls. Instead of wrenches and oil cans, they carried tiny bags with testers that had wires bristling in every direction, and several laptop computers, no doubt so they could talk to the truck and ask it what was wrong.

Something told Mark that drivers might not be the only ones out of a job if these things ever took over the highways in earnest.

Before leaving Mark found the monitor he'd spoken to earlier and asked him where the man was heading.

"Calgary," he said. "There's a terminal off the highway just before you get into town. That's where they all end up."

"Thanks," Mark said, knowing exactly where he was heading. **TN**

Mark Dalton returns next month in the conclusion.

SPILL RESPONSE

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Benefits of fuel-efficient driving can't be denied

Earning a living doing what I love to do means burning 1,200 to 1,500 liters of diesel per week. Those actions pose a direct existential threat to my grandchildren's future.

This is a contradiction I've been contemplating for some time. One of the guiding principles of my life is to do no harm, directly or indirectly. I've spent a good deal of energy coming to terms with the tension that exists between my actions and my intention, because I accept the scientific research that climate collapse is imminent if we continue down our current path of dependence and expansion of fossil fuels as our primary source of energy.

Climate change is a toxic topic within the trucking community. It is divisive. As a result, we have very few meaningful conversations about the role we play as individual drivers in terms of the impact our actions have on future generations.

The discussion of climate science is a complex one. The Industrial Revolution and the resulting carbon economy has been a path to a better future for all of us. But just because fossil fuels have been the foundation of our growth to date doesn't mean they can continue to sustain and support that growth.

That is what the scientific research tells us. That research is clearly outlined in the *Special Report on Global Warming (SR15)* published by the Intergovernmental Panel on Climate Change on Oct. 8, 2018. Canada's latest greenhouse gas emissions data, recently published in the National Inventory Report, highlights transportation as one of the dominant factors in the continued growth of Canadian carbon emissions. This I also accept. You have the freedom to reject this research and the more than 6,000 scientific references that support it. I recognize that as your



For me, the key to fuel efficiency was the development of a large reservoir of patience. Now I'm able to consistently achieve 10-20% fuel efficiency performance above the fleet average.

choice. There is no reason we can't agree to disagree.

If we disagree, do we share any common ground? I think we do on a number of fronts. First and foremost is the shared joy of driving and trucking for a living. Second is the fact that we are all highly interdependent in an increasingly globalized world, so trucking is not going away.

Another thing we all have in common as drivers is the fact that we have a choice as to how we drive, and that affects the amount of fuel we consume. It is on this point of fuel consumption where we are able to find common ground that is meaningful and measurable, especially to the individual driver.

It has been a number of years since I made a conscious decision to aggressively limit the amount of fuel I burn. This is a skill you can develop. Just like driving, the actual doing is a lesson in itself. Let's face it; as drivers, sometimes we just want to go. There is no fuel efficiency

in that action, but it sure makes you feel good.

For me, the key to fuel efficiency was the development of a large reservoir of patience. Now I'm able to consistently achieve 10-20% fuel efficiency performance above the fleet average. I work within an employee-only fleet that is spec'd universally from the same OEM. Actions and attitudes at the individual level matter.

The impact of 10-20% fuel savings branches out in many directions. It supports my point of view that although fuel reduction is not the answer to reaching emissions targets, it is a big part of the solution. But it is on the economic side where fuel savings is the easiest to measure. Based on my experience and following my own measurements, a 10-20% savings equates to \$8,000 to \$22,500 per highway tractor per year. That's using an Ontario average of \$1.16 per liter of diesel at the time of writing. So, a 10-truck fleet is presented with an \$800,000 to

\$2.25 million potential in savings.

This is where I remind you that all of the fuel not burned and all of the money saved is a result of the decision made by the individual driver to act.

But it goes deeper than just measuring the savings. We need leaders to motivate and educate the individual, then use the resulting savings appropriately. There is a time investment needed to be made by drivers, so compensation should be offered.

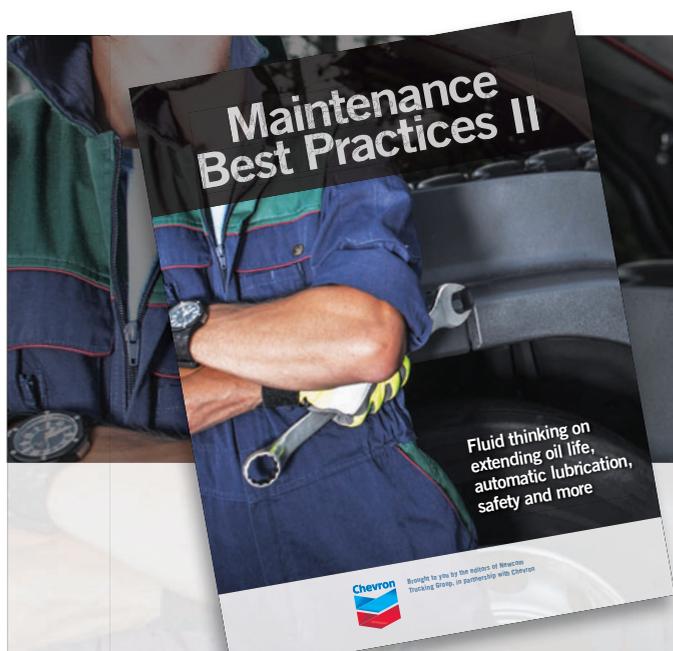
We make much of carbon taxes but must recognize that need as we transition to a sustainable ecology and economy. Finally, a portion of those dollars saved buffer company profits, providing returns for investors as well as dollars to reinvest in equipment that becomes increasingly less dependent on fossil fuels.

Let's also think about the image we want to put forward. Today's young people are demonstrating in the public squares around the world on a weekly basis asking the adults in their lives to act in a responsible manner. That's what we need to do. By doing so we create a win-win-win-win. A win for ourselves. A win for the environment. A win for the economy. A win for society as a whole.

Change comes from each of us choosing to act. That's something we should always bear in mind. **TN**



Al Goodhall has been a professional longhaul driver since 1998. He shares his experiences via his blog at www.truckingacrosscanada.blogspot.com. You can follow him on Twitter at @Al_Goodhall



Fluid Thinking

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