

TRUCK NEWS WEST

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Volume 30, Issue 12

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Alberta budget

MELT to continue; Women Building Futures gets funding.

Reach us at our Western Canada news bureau
Contact **Derek Clouthier**
Derek@Newcom.ca
or call 403-969-1506



Gordon 'Gord' Price of Langley, B.C., was named Canada's national Driver of the Year for 2019. Price, pictured with his partner Cassandra Tennant and their furry friends, is honored to receive the award after more than 32 accident-free years behind the wheel.

Canada's best

B.C. trucker named national Driver of the Year for 2019

LANGLEY, BRITISH COLUMBIA

B.C.'s Gordon Lynal Price is this year's Canadian Trucking Alliance (CTA)/Volvo Trucks Canada Driver of the Year.

Price received the honor during the B.C. Trucking Association's (BCTA) annual Christmas party Dec. 5.

"I am delighted that Gordon Price has been named Canada's truck Driver of the Year for his outstanding safety record and his leadership. Many of us might notice something unusual at roadside, not all of us would act," said Dave Earle, BCTA president and CEO. "The industry needs more truck drivers like Gordon Price, and we're honored to celebrate his achievements."

Price's trucking career spans more than 32 years and over 4 million accident-free miles, and he is known as someone more than willing to help others.

In March 2018 while on the Island Highway between Chemainus and Nanaimo, Price spotted a person on the side of the road. He called 911 and assisted the woman, Patricia Galloway, who was unconscious at the time having suffered a minor stroke, by administering first aid until responders arrived.

Price also rescued a man in the U.S. from his vehicle after a head-on collision.

"A true ambassador to the industry, Gordon personifies what this award truly means," said Stephen Laskowski, president of the CTA. "On behalf of CTA and the other provincial trucking associations, I am proud to honor such as courageous, dedicated professional as Canada's top truck driver."

Turning 50 this year, Price learned how to drive truck at the age of 10. Over the years, he has driven ice roads in Canada's north and hauled across the U.S. He has also been a driving instructor, safety trainer, and an owner-operator.

Every year, a panel of judges from Transport Canada, the Traffic Industry Research Foundation, Canada Safety Council, and the CTA select a national Driver of the Year from a list of candidates from each province.

Price was the unanimous choice of this year's judges, and received a trophy, cash prize, and overnight accommodation at the BCTA Christmas event's host hotel for winning the award. **TN**

We Are Trucking

STA looks to improve industry image and attract new workers with campaign

By **Derek Clouthier**

REGINA, SASKATCHEWAN

The Saskatchewan Trucking Association (STA) is on a mission to change the general public's impression of the trucking industry.

Susan Ewart, executive director of the STA, said with the ever-increasing age of truck drivers and what she called the public's "less-than-stellar positive image of trucking," it is important to try and dispel some of the myths about the industry, tell positive stories, and spread word of the opportunities available to potential employees.

"We need to keep telling our story and hopefully something will stick or resonate with an individual that might be considering a career change," said Ewart.

After extensive research into the types of jobs available in trucking that included interviewing people in those positions and insight into education requirements and salaries, the STA launched the We

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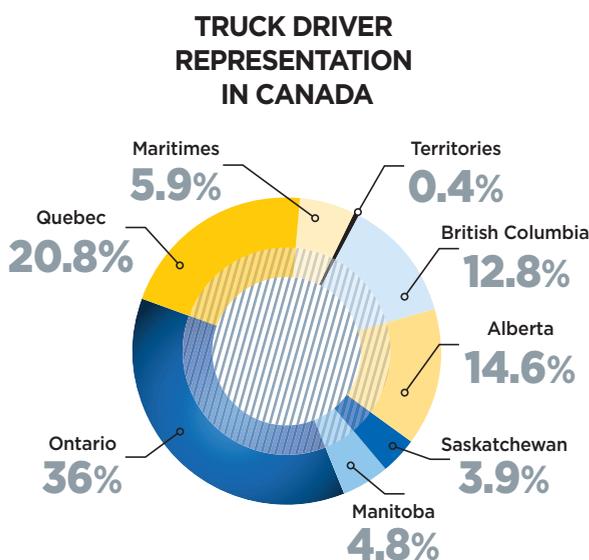
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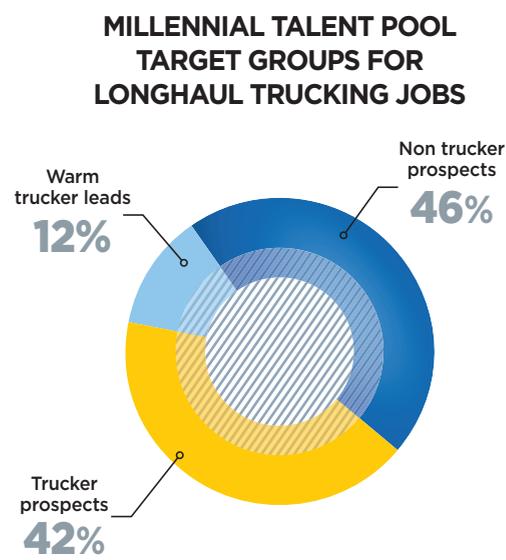
Positive thinking

Why it's critical to boost trucking's image among millennials

Truck transportation has the highest job vacancy among all Canadian industries, averaging 6.6% in 2018. That's more than double the Canadian average and makes for about 22,000 vacant positions. In addition, 6.6% of truck drivers are 65 or older, which means that as many as 20,000 drivers could be retiring and leaving the industry imminently. Attracting millennials, who are now the largest group in the labor pool, seems the obvious solution but is fraught with challenges. Research conducted on behalf of Trucking HR Canada shows that in the eyes of millennials trucking lags behind other industries when it comes to projecting a positive image.

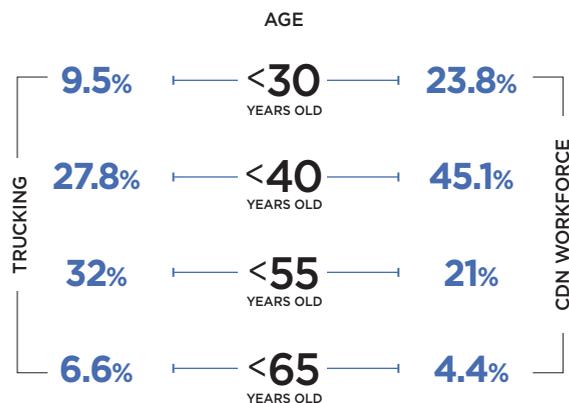


Source: Trucking HR Canada, Statistics Canada



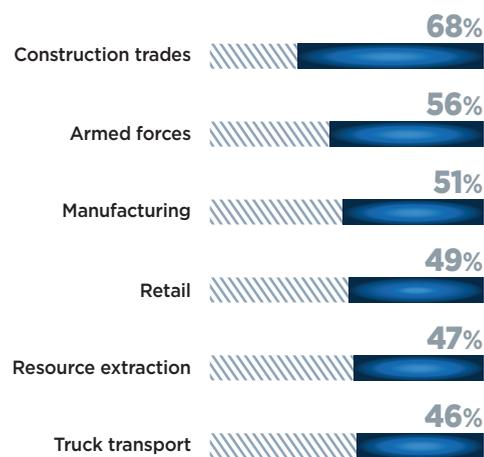
Source: Trucking HR Canada

CANADIAN TRUCK DRIVERS VS OVERALL CANADIAN LABOR FORCE



Source: Trucking HR Canada, Statistics Canada

POSITIVE IMPRESSION AMONG MILLENNIALS - TRUCKING VS OTHER INDUSTRIES



Source: Trucking HR Canada



LIKELY TO BE OLDER
36% ARE 24-29 YEARS OLD
37% ARE 30-36 YEARS OLD

LIKELY TO BE MALE
67% ARE MALE

LIKELY TO MAKE LESS MONEY
48% MAKE LESS THAN \$50K

LIKELY TO BE LESS EDUCATED
50% HAVE ONLY HIGH SCHOOL OR LESS

STRONG INTEREST AMONG RURAL DWELLERS
15% WOULD CONSIDER LONGHAUL TRUCKING

STRONG INTEREST AMONG FIRST NATIONS
17% WOULD CONSIDER LONGHAUL TRUCKING

Source: Trucking HR Canada, Statistics Canada

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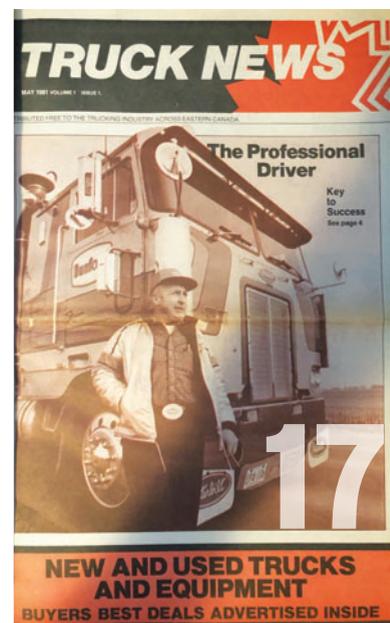
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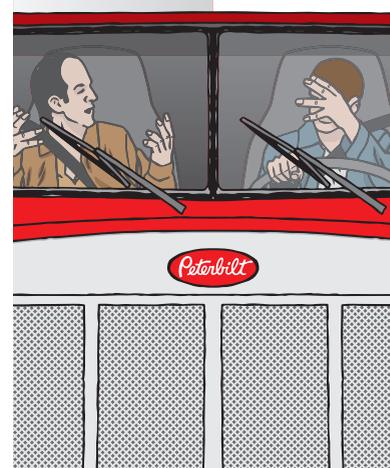
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Derek's deliberation

We have you and the trucking industry covered

It certainly is the end of an era, but the beginning of a new, more modern way of bringing trucking industry news to our readers.

We may be ceasing our printed editions of our western and eastern *Truck News* magazines, but it is with the ultimate goal of producing even better, more in-depth stories going forward.

Our focus will be on keeping you up-to-date on all the news coming out of the industry on a newly-vamped website, www.trucknews.com. In an age when getting people their news in a timely manner has never been so easy, with websites and social media platforms accessible through handheld devices, laptops, and computers, we will keep our readers informed on a daily basis using online tools the vast majority of people use daily, if not hourly.

But yes, even I agree with what I have heard from some of our readers – it is sad to see our printed magazines disappear. Believe me, *Truck News-West* has pretty much been my baby for four years now. The articles, stories, and profiles that went into each issue was my decision, even down to which page they went on.

When I first came on board as editor of *Truck News-West* (*Truck*

West at that time), it was my goal to have it stand strong on its own, and not simply be a younger sibling of the eastern publication. And I believe I did that. Every month, 80-90% of the content in *Truck News-West* was unique to Western Canada, and for the most part, written by yours truly.

So yes, I will miss picking up that magazine every month, as I'm sure some of you will as well.

The good news is that everything I loved about *Truck News-West* is going nowhere, and will in fact be improved upon for www.trucknews.com. Combining my efforts with our editors in Toronto, our online presence and the quality of our industry coverage will be second to none, and our readers will benefit by having all their news delivered on point and on time.

In addition to what we will be offering online, readers will continue to find top quality content at truck stops and elsewhere in what will be our flagship printed magazine, *Today's Trucking*.



Providing the industry with detailed, comprehensive articles on everything from technology, regulations, the environment, and the people who make trucking such a great industry, *Today's Trucking* will continue to flourish, and be made even better with the level of experience and passion our group of editors bring to the table.

And for those in the west, do not fret. I will continue to focus on the issues impacting the trucking industry in Western Canada. Being

based in the west, proudly calling it home, and with several years covering the industry, my primary concern and focus is on making sure western voices continue to be heard and the unique stories that come out of this region will be told.

Not only will www.trucknews.com feature news and other stories from the west, *Today's Trucking* will dedicate space for the most important western content each and every month.

We are bringing our readers the best of both worlds – timely news online, and in-depth features in print. So, don't worry, we will always have you and the industry covered. **TN**



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Improving our image

Continued from page 1

Are Trucking initiative.

The two main goals of the campaign are to change the image of

the industry in Saskatchewan into a positive one that will entice more people into trucking. The other goal is to provide STA members with the tools they need to join the We Are Trucking initiative.

As part of the effort, the STA created a series of videos aimed at youth and how to make a career change into trucking. The association will have a paid media buy in February that will target specific social media platforms like Facebook, Snapchat, Instagram, and YouTube. Web pages have been created to provide additional information for those interested in trucking, and a library of images and video for STA members to distribute and help shape the image of the industry.

“We need to keep telling our story and hopefully something will stick or resonate with an individual that might be considering a career change.”

– Susan Ewart, STA

“We would definitely hope to see job vacancies in trucking decrease and an overall perception by the public that trucking isn’t bad and it is one of the driving forces of the economy in Saskatchewan,” Ewart said of the We Are Trucking campaign.

The effort will target those in looking for a career change, are recently retired, or are unemployed, including new Canadians, youth, and women, all of which the STA say are previously untapped demographics that may not have considered a career in trucking.

“I am very proud of the work done by our team on this campaign,” said Ewart. “We did everything in house using our STA staff. They are a dedicated group of young people working to make a difference in trucking.”

For more information, visit <https://sasktrucking.com/about-us/we-are-trucking>. **TN**

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Balancing the budget

AMTA reacts to Alberta budget cuts; WBF gets \$10 million in funding

By Derek Clouthier

EDMONTON, ALBERTA

In the face of the Alberta government's budget cuts in an attempt to reduce provincial deficit, the local trucking association is applauding the decision to uphold all mandatory entry-level training (MELT) requirements for drivers.

The Alberta government has made several cuts for what it says is an effort to help balance a budget that became inflated during previous governments. Reductions will be seen in the public and health sectors, education, housing, and municipal funding.

The Alberta Motor Transport Association (AMTA), however, will continue to push for several safety measures for the trucking industry, including a Safety Fitness Certificate renewal process for all carriers, HOS regulations, public document accessibility for carriers surrounding regulatory interpretations by Carrier and Vehicle Safety, and changes to the Temporary Foreign Worker and Provincial Nominee Programs.

The AMTA also said it will con-

tinue to advocate for infrastructure improvements, particularly rest stops, which help improve safety and the efficient transportation of goods.

"We applaud the construction of new rest areas in Alberta along the Yellowhead Highway and Hwy 2 at Wolf Creek," said Chris Nash, president of the AMTA.

Nash also pointed out the reversal of a decision to close two highway rest areas north of Edmonton after government officials met with the AMTA and industry members to discuss the matter.

"Safe rest areas are key," said Nash. "The association will continue to push for more rest area infrastructure for drivers transporting goods throughout the province."

Other infrastructure projects at the top of the AMTA's list of priorities include the twinning of Hwy 40 south of Grande Prairie, Hwy 881 and 63 from Grassland to Edmonton, Hwy 3 at Lethbridge, the Hwy 43X and 43 interchange, and extending the 116 Street truck route in Grande Prairie.

"Some of these projects were addressed in the budget," said Nash. "We look forward to continuing work with government on making all Alberta highways as safe as they can be for commercial transport and the motoring public."

Moving forward, Nash said the association will respond to potential cuts on a case-by-case basis, acting as a "watchdog for industry."

Despite cuts to the overall education budget in Alberta, one school was allocated a \$10 million grant, which will help get more women in the province working in the trades.

Women Building Futures (WBF), which trains female students for employment in traditionally male-dominated occupations, including truck driving, says it will use the funding to expand its training in a sustainable way, including online learning and technologies to complement its in-person curriculum.

"We know anyone's decision to choose a career or change a career path is not a quick one," said WBF CEO Kathy Kimpton. "This funding will allow our team to increase supports for women through the

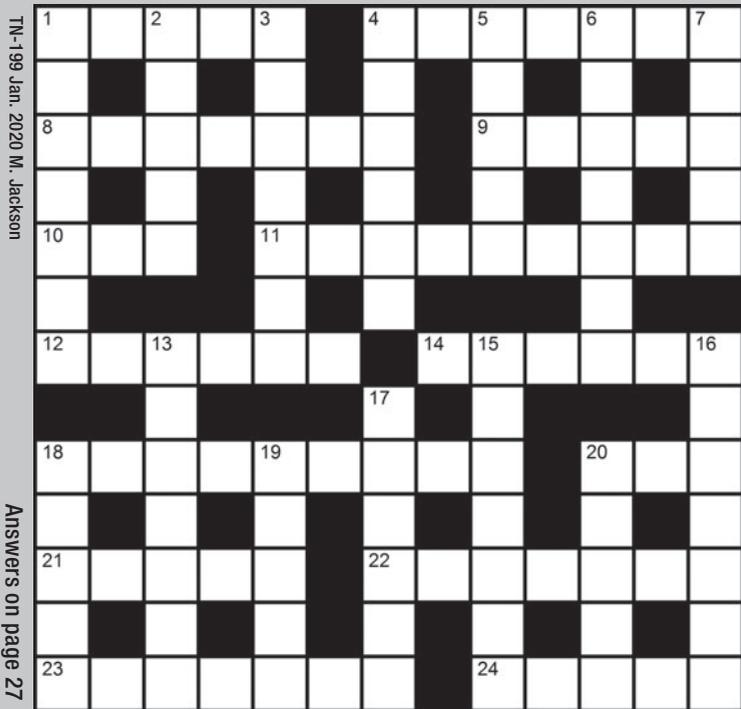
exploration phase and application process of our programs."

The school's Class 1 and 3 driver training programs are both funded by industry partners, but Kimpton said recent government funding will help WBF provide support and resources women need to be successful in the program.

So far, 37 women have graduated from the four cohorts of the Class 1 driver training program at WBF – which aligns with the province's MELT requirements – and their average increase in income has gone up 114% as a result.

"As a non-profit, this investment ensures we have long-term funding available to expand our reach, continue to bring women through our programming, and help build life-changing careers," said Kimpton. "Increasing awareness of training opportunities, championing women in under-represented careers, providing long-term and short-term support for women to explore and apply, and increasing accessibility of training material are all top of mind and require sustainable funding." **TN**

THIS MONTH'S CROSSWORD PUZZLE



TN-199 Jan. 2020 M. Jackson

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BCTA opposes plan for new George Massey Tunnel; backs bridge option

By Derek Clouthier

VANCOUVER, BRITISH COLUMBIA

The B.C. Trucking Association (BCTA) believes the proposed eight-lane tunnel which would replace the existing George Massey Tunnel (GMT) is not only a less safe and costlier option than a bridge, but would also be more harmful to the environment.

BCTA president and CEO Dave Earle voiced his opposition to the replacement tunnel, saying it would not address one of the most concerning issues with the current tunnel – congestion.

The Metro Vancouver Board gave the thumbs up to the proposed replacement tunnel Nov. 1, a recommendation that will now go to the province for review and public consultation.

The province's previous Liberal government had intended to replace the tunnel with a 10-lane bridge, but the plan was scrapped by the current NDP government, which took over in 2017.

The eight-lane tunnel would allot one lane in each direction for transit use, leaving six lanes for traffic, compared to the current GMT which has four lanes counter flowed in the mornings and afternoons to accommodate traffic flow.

"With one transit lane in each direction, that leaves only three lanes for vehicles, which is what we have now for traffic traveling at peak periods in the rush-hour direction," said Earle. "It is a nightmare eight to 12 hours per weekday, severely congested eight to 10 hours on weekends. On weekdays, even traffic moving against



rush hour is if often delayed 20 to 40 minutes."

Earle also said the proposed tunnel would not be able to accommodate oversized loads or trucks carrying dangerous goods, rerouting drivers over the Alex Fraser Bridge, which could add an hour to their drive time.

Safety is another concern when it comes to traffic tunnels.

Earle said the current GMT experiences higher than average collision rates and poses unsafe conditions for emergency responders.

Citing a 2016 study, Earle said collisions within the GMT tend to be more severe than elsewhere on B.C.'s Hwy 99 corridor. He also said a 2015 report estimates that a bridge could reduce the frequency of collisions by around 35%.

"Building a new tunnel, even with improved geometrics, can't completely resolve these safety concerns for either emergency responders or motorists," said Earle. "For example, fires resulting from a crash will lower visibility and air quality, making conditions much more dangerous than on a bridge, even in a better designed tunnel."

Cost and timing are other

"From a goods movement perspective, the BCTA would prefer a replacement bridge because it's safest for road users and emergency personnel."

– Dave Earle, BCTA

factors to consider when choosing between a tunnel or bridge.

Earle said "you can get more bang for your buck" with a bridge, as the recently halted 10-lane option was similar in estimated price as the now eight-lane tunnel proposal.

Shelley McGuinness, communications specialist for the BCTA, added that the cost of the tunnel is made that much more complicated with the requirement to create safe passage for pedestrians and cyclists.

"On a bridge, this is easy enough," said McGuinness. "For a tunnel, not so much, and will increase the cost."

Tunnels also take longer to complete, according to Earle, who said construction time is approximately 20-25% lengthier compared to bridges.

But with all the safety, cost, and truck restriction concerns the BCTA has, another issue comes to the forefront.

"The bigger issue is the environmental approval processes that must be extremely protracted," said Earle. "This work was done for the bridge and did not involve an assessment of impact on riverbed disturbance, as the bridge did not touch the river."

The proposed tunnel, however, would have an impact on the riverbed, and potentially a significant one.

"Our understanding is the tunnel proposal will require the removal of 1.5 million cubic meters of salt contaminated soil from the Fraser estuary, home of the largest salmon runs in B.C.," said Earle. "This assessment will not be a small undertaking."

The Mayors' Task Force had endorsed a list of six options to replace the aging GMT in July, two of which were bridge options. Completion of the proposed immersed-tube tunnel is expected by 2027.

"From a goods movement perspective, the BCTA would prefer a replacement bridge because it's safest for road users and emergency personnel," said Earle, "it will improve efficiency and affordability by reducing transportation-related costs, and less congestion will also mean fewer emissions." **TN**

Hino Central Fraser Valley is Dealer of the Year

LANGLEY, BRITISH COLUMBIA

Hino Motors Canada (HMC) has named Hino Central Fraser Valley of Langley, B.C., its Dealer of the Year.

The award was presented to Hino Central Fraser Valley executives at a recent dealer meeting.

Hino Central Fraser Valley, part of the Hino Central Group, has been a Hino dealership since 2008.

Hino Central Fraser Valley said it received the highest ranking in HMC's annual dealer evaluation – a comprehensive measure of the dealer's total business, sales management, service support, parts performance, and overall facility.

"Their constant focus to work together for the growth of their team members and generating

customer satisfaction in everything that they do led them to win Hino's prestigious award," said Tony Caldarone, senior vice-president for sales and customer support at HMC.

"At Hino, we believe in a total support approach where we will continue to understand customer needs and continue to meet and exceed their expectations resulting in brand loyalty and trust."

The second and third place winners were Somerville Hino of Toronto, Ont., and Tri Truck Centre of Barrie, Ont., respectively.

Hino is a subsidiary of Toyota Group. It produces and distributes light, medium and heavy-duty commercial trucks." **TN**



Hino Central Group executives with officials from Hino Motors Canada at the awards ceremony.

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Karsten Mendoza of Rosenau Transport, his family, and volunteers prepare to load Johnny Chu's generous donation into the trailer as part of 18 Wheels of Christmas' weekend blitz in Calgary, Alta., Dec. 7.

DAWSON CREEK, BRITISH COLUMBIA

The response in Dawson Creek, B.C., in support of the 18 Wheels of Christmas campaign was amazing.

That's according to Chris Richards of Rosenau Transport, who organizes the yearly Christmas charitable event in the area. Richards said this year they were contacted by more agencies and organizations looking for the group's assistance, so the campaign "stepped things up a few notches."

Normally, 18 Wheels uses a single trailer and runs its local event over a weekend with the goal of supporting one of the local food banks. But this year, with three food banks in Dawson Creek, the organization decided to up its game to three

trailers, each in their own location and supporting each food bank.

"In total, with the help of dozens of community volunteers, we collected 63 pallets of food and over \$4,300 in cash and corporate donations," said Richards. "This is well over double our usual collection efforts from previous years."

With a population of just over 12,000, Richards was overwhelmed by the generosity of his community, saying they "gave like a city of a million."

"I cannot thank all of our volunteers enough," he said, highlighting the assistance they received from the local Rotary Clubs, Air Cadets, as well as his colleague from Rosenau, Karen Brisebois. "The

efforts put forth by everyone will ensure that our community will not need to go without this holiday season and beyond."

The efforts of 18 Wheels were equally successful in Alberta, with events being held in Okotoks Nov. 15, Calgary the weekend after, and again for its weekend blitz Dec. 6-8 at all seven Save-On-Foods locations in the city.

It was the campaign's 10th year at Okotoks Light Up, and with weather cooperating, donations flooded in more than expected.

"Everything we collected that evening in Okotoks goes to the Okotoks Food Bank," said Colleen Nickel, who also works for Rosenau Transport and organizes 18 Wheels

in the Calgary area.

Donations included pre-packaged food hampers, three full food collection boxes, and cash for additional items.

On Nov. 23, 18 Wheels was in Calgary at the Lake Bonavista Promenade, where the community has helped the cause since 2002.

"We are never disappointed with the involvement of the businesses and residents of this community," said Nickel. "We gathered 12 full food bank collection boxes and will be delivering this to the Calgary Food Bank on Dec. 23."

Donations collected during December's weekend blitz also went to the Calgary Food Bank Dec. 23. **TN**

Truxpo returns to Lower Mainland this May

ABBOTSFORD, BRITISH COLUMBIA

Truxpo is set to return to the Tradex Centre in Abbotsford, B.C., this spring, expanding on its past success by showcasing products, services, and special features to attendees.

Running May 29-30, the biennial event will include a wide range of equipment and services for the trucking industry, including all the latest light- to heavy-duty vehicles and technology.

Special features planned for the show include a half-day professional conference presented by the B.C. Trucking Association (BCTA), as well as a driver and family day with live entertainment, activities for children, food trucks, and more.

"We are proud to keep Truxpo evolving and expanding to represent the ever-changing transportation industry," said Mark

Cusack, national show manager for Master Promotions, which puts on the event in partnership with the BCTA. "With this year's theme of 'Total Transportation,' Truxpo 2020 will include the standard exhibitors showing off trucks, trailers, and services from across Western Canada, along with new partners to appeal to an even broader audience."

BCTA president and CEO Dave Earle said this year's show promises to be a valuable event for those in the trucking industry throughout the province.

"We're excited to be hosting another half-day executive conference," said Earle, "and are planning topics and speakers now."

For more information, visit www.truxpo.com. **TN**

Mental health issues impacting the trucking industry

By Derek Clouthier

PRINCE GEORGE, BRITISH COLUMBIA

Mental health, bullying, harassment, diversity. These are issues the trucking industry have historically tossed to the wayside, but can do so no longer.

An employees' well-being encompasses more than their physical health, and how employers can ensure they are taking the necessary steps to address mental health was the topic of discussion during SafetyDriven's Speaker Series in Prince George, B.C.

Cathy Cook, president of Safe Harbour Consulting, said psychological disorders and mental health issues are more prevalent in the trucking industry than in the general public.

She said though most transportation companies approach physical health in a variety of ways, there remains a stigma toward mental health.

"Mental health problems affect everyone, it does not discriminate," said Cook, adding that in Canada on any given day there are 500,000 people who are unable to work due to a mental health issue.

Citing a recent survey, Cook said 75% of those in trucking feel their work is too stressful, and 71% say the same thing about their lives in general.

"We need to treat mental health the same way we treat physical health to make a safe workplace," said Cook.

Trucking poses several risk factors when it comes to mental and physical health issues.

Long driving shifts, disrupted sleep patterns, social isolation, and delivery urgency all create health issues, such as sleep apnea, obesity, diabetes, drug and alcohol abuse, and psychological problems.

On the mental side of things, depression and bipolar disorder (manic depression) can result from the strains of the job, and lead to other issues, such as drug and alcohol abuse.

Though Cook said we all experience highs and lows from time to time, it is when we can no longer deal with those changing moods that a problem ensues.

The Workers' Compensation Act and Occupational Health and Safety Regulation outline the rules employers must follow when dealing with mental health.

Since 2012, workplaces must be free of harassment, and mental health claims became more accepted. Employers are required to provide a healthy and safe workplace, and employees are required to disclose any forms of impairment due to substances or fatigue to their supervisor.



Cathy Cook.



Dave Earle.

A compensable mental health claim must include a diagnosis of a mental disorder and can be caused by work or a significant stressor or trauma.

Cook said more mental health claims are denied in B.C. than are accepted, and that work load, discipline, and occurrences like demotions or being laid off cannot be used as a trigger for mental health issues during a claim.

"There is no single pre-emptive cookie cutter way to identify mental health in the workplace," said Cook, urging those in attendance that if they see a person they believe could have a mental health issue not to avoid bringing the matter up with them.

"People may not be willing to talk to you," she said, "they may not be willing to get help...this time. But they may be willing to the next time."

Signs someone could be dealing with a mental health issue include changes in behavior like absenteeism, being withdrawn, or being overly talkative when they are normally not.

Bullying

One behavior that could spur mental health disorders is bullying or harassment.

Dave Earle, president and CEO of the B.C. Trucking Association (BCTA), said during his presentation that when it comes to the acceptance of others, diversity goes beyond ethnicity, gender, religion, and culture.

"We're talking about acceptance of others based on their skill," said Earle.

In B.C., the official description of bullying is "Any inappropriate conduct or comment by a person toward a worker that the person knew or reasonably ought to have known would cause that worker to be humiliated or intimidated."

And the laws continue to change when it comes to bullying and mental health.

In the Occupational Health and Safety Regulation, "injury" now includes "psychological injury," and bullying and harassment are specifically mentioned in the act.

"You have to treat others the way they want to be treated," said Earle, discarding the old saying "treat others the way you would want to be treated" as an outdated mantra.

Not all adverse comments, however, are considered bullying or harassment.

Any reasonable action taken by an employer or supervisor relating to the management and direction of workers or the place of employment is not considered bullying. Performance management, progressive discipline, and even "being a jerk" does not constitute bullying or harassment.

"I don't have to be friendly or be one of the gang," said Earle.

To address bullying and harassment in the workplace, carriers should implement a personal conduct policy that includes the process of reporting harass-

ment, training, and the policy's implementation.

Earle said there is a fine line between constructive criticism and bullying, and that it's not about what you are saying, but how you say it.

"Why are you saying what you are saying," he said, "because if it's to intimidate or humiliate, you're in trouble."

"Be curious and be open, and value all the people in your workplace."

Next crop of workers

Increasing diversity, whether it be ethnically, hiring more women, young workers, or those with varying skillsets, is one way to ease the impact of the driver shortage.

Angela Splinter, CEO of Trucking HR Canada, said with over 318,000 truck drivers in Canada, an unemployment rate at 3.8%, a high vacancy rate, and continued employment growth, the industry needs to diversify its workforce to find the next generation of employees.

Referring to information from Abacus Data, Splinter said of all the millennials in Canada, one in 10 would consider a job in trucking, representing a potential candidate pool of 1.1 million.

To attract younger workers, Splinter said carriers must provide more than an attractive salary, and include flexible benefits packages and work arrangement, as well as continuous verbal feedback. **TN**

Time for Quebec politicians to rethink pipeline?

There's an elephant in the room of the politicians involved in the Paris Accord.

But first, here in Canada... In this report, I will go with the position that the pipeline is half full, as opposed to half empty – at least that's how this is starting, with no guarantees of how many words it may take to change to my traditional cynimatic (my word) verbal visage.

Change is a good word to start off with, and that's what happened this week with the CN Rail workers' strike that put the squeeze

on propane supplies from outer Canada (Alberta) to inner Canada (Quebec and Ontario).

Maybe I missed something here, but wasn't Quebec the same province that declared just post-election days ago that it would never allow (tolerate?) Alberta crude crossing its border?

Does this also mean crude oil and its derivatives?

Because that's what propane is, a by-product of the refining process of any crude oil, including Alberta crude.

This propane can be moved by pipeline as a natural gas liquid, as it does now to Sarnia, Ont.'s chemical valley where it is processed into propane and other gases. From Sarnia, it then goes by rail to Quebec, or, with this week's interruption, by truck.

Both of these transportation options are high risk when compared to movement by pipeline. But Quebec is firm on its position on pipelines, and anything related to crude oil from anywhere except Saudi Arabia.



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

As Alberta propane is used as a drying agent for the farming industry and a standby fuel for hospitals and schools (and indeed the only heating source for those remote communities not directly serviced by natural gas), may I suggest it may be time for politicians in Quebec to rethink their position? That is if any thought was even given to it in the first place.

“Quebec is firm on its position on pipelines, and anything related to crude oil from anywhere except Saudi Arabia.”

Speaking of thought, the self-appointed and self-titled Ecofiscal Commission is warning all of us to be ready to pay an additional 40 cents a liter for gasoline by 2030 to meet our self-declared Paris targets. That won't be the end but only the beginning, as our current federal leadership wants us to be carbon neutral, or more like neutered, by 2050. So, a 40-cent increase may look like pocket change, but it's about all we'll have in our metaphorical pockets.

It is difficult for me to imagine President Donald Trump, or any potential U.S. president, telling his or her electorate that they should be ready to pay an additional \$1.50/gallon in a carbon tax to reduce greenhouse gas emissions.

This is because the U.S., the largest energy consumer in the world, signed off (not on) to the “nudge, nudge, wink, wink” Paris Accord. A key part of the agreement was the \$100 billion per year, starting in 2020, needed for developing countries to reduce their GHG emissions. Without the \$45 billion contribution from the U.S., this program is doomed to fail.

The Paris Accord may be a good place to visit, but the U.S. doesn't want to live, or even be there.

The elephant has left the room and slammed the door. **TN**

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We can learn from U.S. ELDT program



Once again, our American counterparts appear on pace to beat us to the punch when it comes to implementing a much-needed safety initiative.

This time, it is the FMCSA's national Entry Level Driver Training (ELDT), which is supposed to come into effect in February 2020. Watching this program roll out, I would suggest that there is a lot that we can learn from this process.

This will be a national backstop program, meaning that across the country, there is now a minimum training standard. Once this program is implemented, no one will be able to simply test for a commercial vehicle license, they will be required to take some form of entry level training. This is something that the Manitoba Trucking Association's (MTA) board of directors has discussed with a national training program: the need to ensure there aren't any loopholes or opportunities to slip through the cracks. By having one national program, a backstop, if you will, no drivers can take advantage of lower standards in one state or another. Further, if a state already has a testing standard in place that is higher than what the FMCSA is proposing, the higher standard remains in effect.

With that said, it has to be pointed out that saying "there's a standard" has to actually mean something. In Manitoba, drivers in the MELT program are required to complete 121.5 hours of classroom training, followed by 41 hours in-cab, as well as 40.5 hours in the yard. Instructors are able to access a government and industry-designed set of training materials designed to cover all of the content in the curriculum.

According to the FMCSA website, there is no required amount of classroom theory/knowledge training or set number of hours behind the wheel. In this program, a new driver's ability to drive is at the discretion of the trainer. No specific training materials have been developed by the FMCSA beyond what can be found in the appendices of 49 CFR 380. This is a government document, not training material. So, to say there's a testing standard might not mean what we would anticipate.

Second, much of the program requires self-certification that is not overseen. While we want to trust that everyone who registers with the Training Provider Registry meets the requirements, based on what our industry has seen with self-certification of ELDs in the U.S., the question must be asked, "Have all of the requirements actually been met?"

Finally, this is a huge program, which has led to delays in implementation and the usual finger pointing. Getting all regions on board and developing the necessary infrastructure and automation is a huge undertaking. This isn't a surprise, nor is this unique to the FMCSA. The recently implemented carbon tax backstop program here in Canada also had huge infrastructure and wrinkles that are still being resolved. Unfortunately, what it means right now is that the ELDT program is in limbo.

Why is it important for Canada's trucking industry to pay attention

to this? First, these drivers will be driving in Canada, so we want to ensure their drivers are as safe and well-trained as ours (safety-related reciprocity is a longstanding issue in Manitoba between the MTA and Manitoba Infrastructure). However, there is opportunity to learn from their program as well. If we can learn from its deficiencies, such as by ensuring the infrastructure is in place well in advance of roll-out or by developing a higher standard that is accepted across the board, then I believe we will be working toward creating a more level, safer playing field for all carriers and new drivers. **TN**

Terry Shaw oversees the planning and priorities of the MTA, is the lead for political liaison and relations with all levels of government, media relations, and acts as a spokesperson for the industry. He is a member of several MTA committees and represents the association through his involvement with Trucking HR Canada, the Manitoba Employers Council, and the Winnipeg and Manitoba Chambers of Commerce. Terry also engages on national issues as a regional vice-president of the Canadian Trucking Alliance, of which he is a board and executive member.

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Volvo looks to bring its success in Canada to Mexican market

By Derek Clouthier

PUEBLA, MEXICO

Volvo Trucks North America (VTNA) president Peter Voorhoeve could not be happier with the continued progress his company has made in the Canadian market.

While looking to expand its footprint in Mexico with the GHG17 engine and improved connectivity offerings, Voorhoeve told *Truck News-West* that since the GHG17 engine was introduced in Canada two years ago, nearly 10,000 units are now on the road.

“If we look at the market shares in Canada, it has been very good,” said Voorhoeve. “They are growing; we are now at 13.9%. We are growing at a percent year-over-year.”

Voorhoeve attributed part of this Canadian success to Volvo’s improved driver environment.

“I think the truck itself is very competitive in terms of features versus the competition,” he said. “The driver environment is excellent, and I don’t say this just to sell you, but what we hear is that drivers prefer this truck over other trucks.”

Voorhoeve believes Volvo’s VNR regional truck is vastly superior to its previous VNM model series, and the evidence can be seen in Canadian sales numbers.

“That was maybe not the best regional truck,” Voorhoeve said of the VNM. “This VNR is a bullseye, and you see our trucking share in regional going up.”

Another factor contributing to Volvo’s continued success in Canada is a growing dealer network.

“I’m very happy with the dealer network in Canada. Not only did it expand, but it also is continuously reinforcing,” said Voorhoeve, pointing to the recent opening of Calmont Volvo Truck Centre in Calgary, Alta., as an example. “Their service capacity increased

enormously. You see continuous improvements and developments in the dealer network and I think that’s one of the reasons that our market share is going in the right direction.

“For me Canada is really becoming a success story.”

Mexico expansion

Volvo launched its new VNL and the VNR model series trucks into the Mexican market two years ago with the Volvo D11 and D13 engines meeting U.S. Environmental Protection Agency (EPA) 04/Euro 4 emission standards. At the time, the GHG17 engine, which meets 2017 EPA emission standards, was an available option for fleets with access to low-sulfur diesel and diesel exhaust fluid.

“If we look at the market shares in Canada, it has been very good. They are growing; we are now at 13.9%. We are growing at a percent year-over-year.”

— Peter Voorhoeve

But Volvo is looking to up its game in Mexico with the GHG17 engine, and from its 3.4% market share in the country.

During the Expo Transporte truck show in Puebla, Mexico, in October, Voorhoeve said his company is “reinforcing its position in Mexico with these strong trucks,” as well as the expansion of the GHG17 engine technology.

“We believe that Mexico requires new state-of-the-art technology...



Peter Voorhoeve.



we owe it to ourselves and we owe it to our families,” he said, speaking of the importance of protecting the environment for generations to come.

Voorhoeve also introduced the new director of Volvo Trucks Mexico, Luz Elena Jurado, touting her native roots as a strong advantage moving forward.

Jurado said Mexico requires more technology and that the GHG17 truck will “create the future and not wait for it.”

Currently, there are 249 GHG17 units that have been sold in Mexico, and with the recent expansion, the goal of Volvo is to continue to “take care of the environment” and sell more

GHG17 trucks into the Mexican market.

Volvo also released its Remote Programming technology and telematics platform to the Mexican market, which has been available in Canada and the U.S. for several years. Remote Programming provides software updates while on the road, eliminating downtime for the purpose of updates to powertrain control unit software.

In addition, the technology offers parameter updates, previously only available in the U.S. and Canada. Updates include transmission performance mode, max road speed limit, and max engine speed, among others features. **TN**

Michelin and Denray Tire expand services in Western Canada

GREENVILLE, SOUTH CAROLINA

Denray Tire is joining Michelin Retread Technologies as a franchisee, manufacturing commercial truck retreads, servicing Manitoba and Saskatchewan.

A family-owned and operated company in Western Canada, Denray Tire has been in business since the early '70s and has been a strategic dealer of Michelin,

BFGoodrich, and Uniroyal products for the past 45 years.

“We have an excellent 45-year relationship with Michelin and this new chapter gives us the opportunity to deliver additional service for customers,” said Derek Braun, president of Denray Tire. “Our MRT staff is excited about this new venture. Utilizing Michelin’s new-tire design technology, proven

tread designs and new-tire manufacturing standards, the MRT retread process will deliver reliable retreads, designed to maximize tire assets.”

Formerly a Bandag retread facility, Denray Tire boasts a 25,000 sq.-ft. MRT facility that employs 13 associates.

“Two generations of Braun’s have grown this business into

a premier service solution for Canadian customers,” said Bill Schafer, vice-president of B2B sales for Michelin North America. “We are pleased Denray has joined the Michelin family of retread franchisees.”

Denray is also a member of the Michelin Commercial Service Network and has nine locations across Canada. **TN**

A look back

Truck News magazines have evolved over the years, but its biggest change is to come

By James Menzies and
Derek Clouthier

CALGARY, ALBERTA

Right on the front cover of *Truck News-West*, the magazine says it has been “Western Canada’s trucking newspaper since 1989.”

That’s 30 years since the launch of *Truck News-West* (*Truck West* at the time), which was the spawn of *Truck News* magazine, “Eastern Canada’s trucking newspaper since 1981.”

We say “spawn,” as when the western version of *Truck News* first hit the streets, it was more of a carbon copy of the eastern publication, not even having its own editor to focus on content coming out of the west.

Over time, that slowly changed, and *Truck News-West* became more of what it was supposed to represent, a western Canadian trucking magazine with content from Manitoba, Saskatchewan, Alberta, B.C., and the North.

This is something it has continued to do with great success over the past four years.

The birth of *Truck News*

“You have in your hands the very first issue of *Truck News*, a new publication servicing the truck industry in Eastern Canada. It features up-to-date news, stories and important advertising information. We look forward to your continued readership in the coming months and hope you find *Truck News* a valuable guide to industry information.”

Those words, penned by *Truck*

News founder and original publisher Brian Light, introduced the newspaper – it was very much a paper in those days – to the Canadian trucking industry in May, 1981. Nearly 40 years later, the publication is transitioning to an online format, in keeping with readership trends.

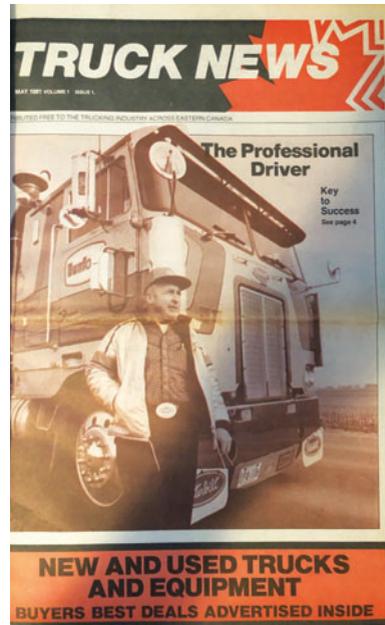
It has been a nostalgic couple months at *Truck News*, which included digging through a storage locker to find the very first issues of the paper. We thought it would be fun to go back through the first year’s editions to find out what the hot topics for the industry were.

The very first 28-page issue contained stories on: keys to success for the professional driver; learning to drive in school; and understanding air brake systems. It also defended truckers after an article in *Canadian Motorist* magazine “slammed truckers.”

“In their April 1981 issue, *Canadian Motorist* magazine launched a sensational attack on truckers and trucking in general,” the article read. The article in question featured a cover with a menacing looking trucker, cigarette dangling from his mouth, in front of an even more menacing rig. The headline read: “Warning: This Man May Be Hazardous to Your Health” and the story went on to suggest truckers were “Knights no more” and that “it’s their way or no way on the highway.”

Yes, truckers were being vilified as far back as 1981, and *Truck News* quickly endeared itself to readers by going to bat for them.

By the end of 1981, *Truck News*



had already grown to 40 pages. It was a family effort. The masthead that first year named Brian Light as publisher, and Pam Light as editor. Brian Light and Wade Davey handled advertising. A new Peterbilt Model 359 was advertised in the ‘Summer’ issue for \$70,992.

The monthly issues resumed in September, with a cover story on ‘Women in Trucking – Moving into the Mainstream of the Industry.’ The cover featured a photo of Cindy Malley, a student at the George Brown Transport Training school.

“It’s a typical scene. A trucker pulls into a truck stop, parks the rig and goes into the restaurant for a late-night meal. After finishing the meal, the driver decides to make a quick phone call before heading out on the road again. However, these days the chances are that the driver might just be a woman, and the person waiting for a phone call at

home is her husband or boyfriend!” the article read.

It went on to report that in the past 20 years, “the number of women in the workforce has grown rapidly...Lots of wives have gone out to work to ease the financial burden on their husband.”

Full-page promo ads in *Truck News* espoused the virtues of the paper, which at the time was mostly black and white and on newsprint. “*Truck News* is easy to read. Bold type, short concise articles, straightforward organization starting with page 3 with a table of contents and list of advertisers.”

The publication has stayed true to those roots, but has evolved over the years, which included the launch of *Truck West* in 1989. It has gone through multiple ownership groups including Southam, Hollinger, Glacier Ventures, and its current owners, Newcom Media. It gradually moved to glossy, full-color paper. It continued covering the biggest issues facing the trucking industry, some of which – such as women in trucking – have remained topical since its inaugural year.

The biggest transition facing the publication is its move to an online-only format, beginning in January. But one thing that won’t change is its commitment to covering the Canadian trucking industry and bringing you the news like no other outlet.

To continue receiving the news from the same team that brings you *Truck News* each month, be sure to subscribe to our newsletters at TruckNews.com. **TN**

Alberta updates oversize and weight regulation to reduce red tape

EDMONTON, ALBERTA

The Alberta government has updated its Commercial Vehicle Dimension and Weight Regulation to reflect what it called “modern vehicle configurations and equipment.”

Having not been updated in nearly 20 years, the provincial government said commercial drivers in Alberta were forced to obtain permits for standard equipment that is allowed in other jurisdictions, including wildlife bumpers, aerodynamic devices, and wide-load signs. Alberta Transportation was granting permits for these pieces of equipment every time they were requested.

“Safety is always our top priority, but these outdated permits were not doing anything to improve safety,” said Transportation Minister Ric McIver. “They were out of touch and unnecessary. Alberta

Transportation has granted these permits every time they were asked for. If you grant a permit 100% of the time, it’s time to update the regulation.”

Updating the Commercial Vehicle Dimension and Weight Regulation is one aspect of the Alberta government’s overall commitment to reducing red tape.

“Modernization is an important part of reducing red tape as it allows Albertans to get ahead and be cost-efficient in a fast-paced world,” said Grant Hunter, associate minister of Red Tape Reduction. “These changes in trucking rules are an important step forward for our farmers and truckers and make their lives easier.”

The modernization of the regulation is expected to eliminate approximately 5,600 individual permits per year. **TN**

Western carrier ceases operations, sells its assets

SHERWOOD PARK, ALBERTA

Alberta-based carrier Ventures West Transport is selling off all its assets, as the company’s majority owner has decided to cut its losses.

Ventures West, which serviced the western provinces, Yukon, and N.W.T., was doomed after an unsuccessful bid to continue hauling fuel to a diamond mining operation in the N.W.T. With the loss of this contract, the Tłı̨chǫ government, the primary owner of the carrier, chose to cease operations of Ventures West while the company is under creditor protection.

It was estimated Ventures West would lose approximately \$9.3

million for the year ending March 31, 2020 after its failure to secure the contract to transport fuel to the N.W.T. mining operation. The contract would have spanned a five-year period.

Since the Tłı̨chǫ government, a First Nations organization, invested into Ventures West in 2009, it had advanced the carrier around \$37.6 million to support its operation.

Along with Tłı̨chǫ Landtran, another transportation company owned by Tłı̨chǫ Investment Corp. that has dissolved, Ventures West will sell off hundreds of trucks and trailers over the next couple of months. **TN**

Loving that lease

Some carriers lean toward leasing, as it offers several benefits and flexibility



Energy Transportation Group prefers leasing so it knows its fixed costs and doesn't have to staff up a shop.

By Derek Clouthier

Several factors can influence a carrier's decision to purchase a new or used truck to add to its fleet. And with an ever-changing marketplace that demands flexibility, leasing has become a more viable option for those looking for adaptability, peace of mind, and fixed costs.

Leasing advantages

Michael Cinquino is the president of Energy Transportation Group based in LaSalle, Que., and he said there are two key reasons his company chose to lease the majority of its trucks.

"With volatility in the marketplace, we wanted something where we would understand what our fixed costs would be per mile and be able to calculate revenue minus that fixed cost per mile," Cinquino explained. "It made those calculations a lot better for us and we were able to forecast better and understand our costs better."

Energy Transportation Group is made up of four divisions – two are asset-based and two third-party logistics, or 3PL, divisions. The 3PL side mainly covers the company's domestic and U.S. operations, while the others represent local cartage for specific shorter runs within a 100- to 200-mile radius. All of Energy Transportation's mid- and longhaul trucks are leased, and make up approximately 90% of its fleet.

The second major benefit to leasing, as Cinquino pointed out to *Truck News*, is that all its trucks are on full-service leases, so any repairs or required maintenance is covered, both mechanically and financially, by the lease provider.

"Should we incur any downtime because of those mechanical

breakdowns or repairs, our partners would have to supply us with interim vehicles while the repairs were being done," said Cinquino.

This peace-of-mind means Energy Transportation continues optimizing its entire fleet and avoids downtime when a vehicle needs to be taken off the road. It also means the company does not have to worry about investing into its own maintenance facility.

"We didn't have much expertise in that area," said Cinquino. "We're operators, and we really didn't need to invest in our own garage with our own equipment and hiring of mechanics."

Brian Holland, president and CFO for Fleet Advantage, a leasing solutions consultant out of Fort Lauderdale, Fla., said fleets are realizing that the old system of purchasing a new truck and squeezing as much life out of it as they can is not as cost-effective as operating with a shorter lifecycle.

"They're realizing they can achieve more savings on maintenance and repairs by moving to a shorter lifecycle, the highest variable and volatile cost of a fleet operation," said Holland.

Pointing to his company's Advanced Truck Lifecycle Administrative Analytics software, Holland said fleet operators can see a first year, per truck savings of US\$16,928 by upgrading from a 2015 model truck to a 2020 model. For a fleet of 100 trucks, that equates to a possible savings of US\$1.7 million, with fuel being the primary reason behind the reduction in costs.

"Fleets can save US\$6,048 in the first year in fuel expenditures when replacing a 2015 sleeper, representing a 12% increase in fuel economy and reduction of CO2 emissions,"

said Holland. "Maintenance and repairs also offer significant savings."

Allen Kenore is a lease account manager for IRL Idealease based out of Kelowna, B.C., and he outlined several benefits of a full-service lease option over ownership: new fuel-efficient technologies, reducing liabilities and debt load, access to specialized service, and as he explained, making the right financial decision.

"You benefit from the use of equipment that would otherwise be unaffordable or would require a significant cash outlay," said Kenore. "You immediately eliminate repair facilities, expensive specialized shop equipment, and the training and employment of shop technicians."

Another advantage to leasing over purchasing is flexibility.

Cinquino said fleets that lease have more control over the number of units they put on the road, which is important in an economic climate that has its ups and downs.

"When your leases come due, you're a little bit nimbler in terms of understanding where the market is or forecasting where the market is going to be," he said. "So perhaps rather than renewing some of those leases in some softer markets, you don't have to renew them. You can downsize your fleet and reduce capacity in the marketplace if that's what the market is asking for."

Leasing disadvantages

There are, of course, some factors carriers must take into consideration when choosing whether to lease or purchase trucks. One of the negatives to leasing, according to Cinquino, is the initial cost,

with payments, per-mile usage fees, and maintenance programs all adding up.

"Initial costings on a monthly basis are more expensive to lease than to buy," Cinquino said, "however, these are operating leases so you're not carrying that hefty asset on your financials as well."

Holland said an analysis by Fleet Advantage does show there is a higher investment level with leasing over a seven-year period compared to purchasing. He added, however, that "investment is overshadowed by much larger financial losses on the four-year and seven-year ownership in areas such as fuel expenditures, maintenance and repair, tires, and financial losses resulting from disposal of the financed trucks."

For fleet managers looking to gain assets, purchasing would be a clear advantage over leasing. Holland said equipment resale is a critical component for any fleet owning its trucks. He said a 5% gain in used equipment sales can significantly reduce finance costs throughout the lifecycle of a vehicle.

As Doug Oliver, senior vice-president of pricing and appraisals for Ritchie Bros. Auctioneers explained, there has been a 32% increase in the number of used trucks coming into the market that are five years old, a 23% increase in six-year-old trucks, and a 12% decline in those seven years old. And for those looking to sell older model year trucks, how much they garner can vary compared to newer trucks.

"As can be expected, pricing isn't as strong on these units compared to 2018 and 2019 units," said Oliver.

Leasing options

In addition to options like Idealease and well-established providers like Penske Truck Leasing, which recently celebrated its 50th anniversary, OEMs are offering customers the ability to lease their equipment. Energy Transportation is the process of transitioning all of its units over to Kenworth trucks as part of its leasing partnership with PacLease.

Daimler Trucks North America recently announced its Dynamic Lease Program. Supporting a pay-as-you-drive model that matches lease payments with billable miles, the program draws on telematics data and is supported by the Detroit Connect platform in Cascadia trucks spec'd with Detroit engines. Base-level payments will reflect the truck's depreciation, while the remainder will be based on mileage. **TN**

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STK#LJ962885. -1291896



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76" ACAD SLEEPER, PACCAR ENG; MX-13, 485 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.73 RATIO, AG400 SUSP; 224" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 4 WAY LOCKS, 11R22.5 TIRES ALUMINUM RIMS, SUPER 40 REARS 995,540 KMS, STK#GJ977893A. -1287012
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MP8-415C Eng., mDRIVE-HD, 14.6/40 Axles, 247" W/B, Stk: 028480. -1276270



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



2018 Mack Pinnacle 70"
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MP7-345C Eng., mDRIVE, 14.6/40 Axles, 16' NeuStar gravel box, Electric tarp, Stk: 023216 -1273133



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



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MP8-505C Eng., mDRIVE-HD, 13.2/46 Axles, 209" W/B, Stk: 029240 -1277654



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Mark Dalton: Owner-Operator

By Edo Van Belkom

THE STORY SO FAR

Mark gets a call asking if he's willing to bail Bud out of jail. He agrees to do it for a few days, because on the 10th, Bud's brother will be back in town and will take over from Mark, as Mark has a sweet load to California beginning on that day.

Bud explains to Mark how he ended up in jail. Basically, his new girlfriend had been checking his phone and accusing him of having an affair. She wouldn't let up and when he grabbed the phone out of her hand, he also grabbed her arm. She called the cops and he was charged with assault...

They were three hours on their way to Montreal on Hwy. 401 when Bud got started. He had glanced over at the speedometer several times and was looking wistfully out the window in between looks. After a while, Mark couldn't help but notice and he knew that Bud desperately wanted to say something but was holding his tongue.

"Alright," Mark said. "What is it?"

"Your cruising speed," Bud said.

"What about it?"

"It's a little fast, isn't it?"

Mark glanced down at the speedometer and saw that he was doing his usual 110 km/h, the speed he had been driving on the 401 and every major highway for the past 10 years. "No, that's where I cruise at."

"You'd save fuel if you kept it to 100 km/h."

Mark sighed, wondering if Bud was paying for the fuel on this run. "You would think that, but I've looked closely at all the numbers for years and with a full-sized box trailer and the amount of weight inside, there's such a small difference in fuel consumption for the two speeds that it doesn't make much difference in fuel cost." A pause. "You've heard of the saying 'time is money,' right?"

"Of course, I have."

"Well, if I can drive five kilometers faster all the way to Montreal without it costing me more, then I can have all that extra amount of time at the end of the run to do whatever the hell I want."

"Okay, okay," Bud said. "You don't have to get so worked up about it. I was just trying to help."

Mark smiled. "Thanks, but really Bud. I've been driving for more than 25 years now, and I've made money in each one of those years. I've got it figured out. All I need you to do is keep me company. Why don't you tell me a driving story from back in the day?"

Bud laughed a little, then said, "Did I ever tell you the one where I drove all the way to Florida with an empty trailer?"

"No kidding."

"Yeah, I picked up the right one and all the paper-



Illustration by Glenn McEvoy

Bud's bail buddy - Part 3 -

work, but they'd loaded it onto a different truck."

"That's classic."

And with that Bud launched into a long, animated story about taking the wrong trailer, but one that he was able to use for a great load back into Canada, and six other loads before he returned it.

"When I got back to the yard after two weeks on the road, the original load was still there. I took it to Florida and the receiver didn't say a word about it being a week late."

"Well, that doesn't happen any more," Mark said.

"It sure doesn't."

Mark eased up on the accelerator and began the long slowdown leading up to the next truck stop on the highway.

"You on fuel?" Bud asked.

Mark sighed. "Not yet," he said. "But if I don't fuel up now, I'll have to fuel up somewhere in and around Montreal and I don't want to stop in the city anywhere besides the truck yard I'm going to."

"When I was driving, I used to know every fuel stop in just about every city I went to. In Montreal, there were a good half-dozen truck stops or gas stations near the yard that sold diesel way cheaper than on the highway. A couple of fill-ups and I saved enough to treat myself to a good steak dinner."

"Those fuel stops are gone, Bud. Land values got so high that it didn't make sense to use up so much land for selling fuel to trucks. Condos, strip malls, business parks...all of them are way more profitable than a mom and pop truck stop."

"If you say so," Bud said. "But I bet if you looked hard enough you could find one or two still in business."

Mark nodded. "Well, you're welcome to look for one...when you're driving your own truck."

Bud threw up his hands as if someone just pointed a gun at him. "All I'm saying is I bet you could do better than whatever they're charging here."

"Okay," Mark said, hoping that was the end of it. "Fine."

After Mark had filled up, he climbed back up behind the wheel and tossed the fuel receipt into an envelope he kept in the visor.

"That's your filing system?" Bud asked.

"No," Mark said, having had enough of Bud's scrutiny. "It's my toilet paper storage locker for when I have to go on the side of the road and I don't have anything else to wipe with."

Bud held his tongue for a few moments, which was fine by Mark. But eventually, Bud had to say something. "I used to record every fuel purchase in a book so I knew exactly how much I was using and how much it cost."

"Yeah, I have a similar system," Mark said. "It's called my credit card receipt."

That shut Bud up for a while and Mark was able to drive along in peace. As the kilometers fell away under Mother Load's wheels, Mark wondered why he'd ever agreed to this. The thing he liked best about driving a truck was that he was his own boss and he could run his business however he wanted. But with Bud on board it was like he was being audited by an accounting firm that had been hired by someone who thought Mark could do much better for himself, if only...

"Your hours good for the rest of the trip?" Bud asked out of the blue.

Mark was about to say something smart and sassy, but decided against it. Instead he said, "You know, you're right. Why don't you take over for a while?" Mark figured if he let Bud drive it would keep him quiet...and he was right.

With nothing to critique or complain about, Bud concentrated on driving and Mark was able to relax a bit, even dozing off in his seat for a while. But it was too good to last. Eventually, they came upon the outskirts of Montreal and it was time for Mark to take over since he'd delivered to this warehouse once before and had a pretty good idea of where he was going.

But Bud had delivered to the same warehouse years before and he was convinced he knew an easier way to get there.

"But I have written instructions," Mark said. "These are from this year, yesterday in fact, not 25 years ago."

"You don't trust me?"

"No, I don't."

"Believe me," Bud said. "I know what I'm talking about. Turn left here."

Mark was past the point of arguing with Bud

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about anything so Mark made the turn and left the rest to fate. But it didn't take long for Bud's direction to go wrong. Instead of a long open street leading up to the warehouse, there was now a strip mall in the way and even worse, there were 'No Heavy Trucks' signs all along the street.

"Now what?" Mark asked.

"Geez, I don't know," Bud said. "When did they build this?"

Mark ignored him, but checked the written directions he had. "Ha, would you look at that," he said. "Where you told me to turn left, the instructions said to turn right."

"You don't say?"

"Yeah, I do. Now get out and help me turn this thing around."

Eventually, they made the delivery, then went across town to pick up a return load to Toronto. But instead of the two of them spending the night in Mother Load, Mark offered to pay for a night in a motel.

"Thanks," Bud said. But that wasn't the end of it as Bud found things to complain about regarding the motel, their bed, noises outside in the hallway. "This isn't that great a motel. I've been in a lot of bad ones...this one isn't that bad, but for what you're paying, I mean...free wi-fi is great, but who uses it?"

"Goodnight Bud," Mark said, covering his ears with a pillow.

Bud's bail buddy – Part 4

Mark and Bud were having breakfast early the next morning when Bud's phone rang. It had been ringing off and on the entire trip but judging by Bud's facial expression this call was different from all the rest.

"What's up?" Mark asked when Bud was off the phone.

"That was my brother," Bud said. "He says something came up and he won't be back in town until the 11th."

"But he was supposed to be back on the 10th."

"I know. But something came up and he can't be here until a day later," Bud looked worried.

And he should.

Mark said nothing as he thought about it. He already had a terrific load that was to be picked up on the 10th and he'd already booked his stay in California so there was no way he was going to miss out. He really needed some time off.

Not another word was shared between the two until they were back in Mother Load and on the highway headed for Toronto.

"Is this change to the date my brother's returning gonna be a problem?" There was concern in his voice.

"I don't know," Mark said. There were a couple of options. He could ask if he could pick up the load

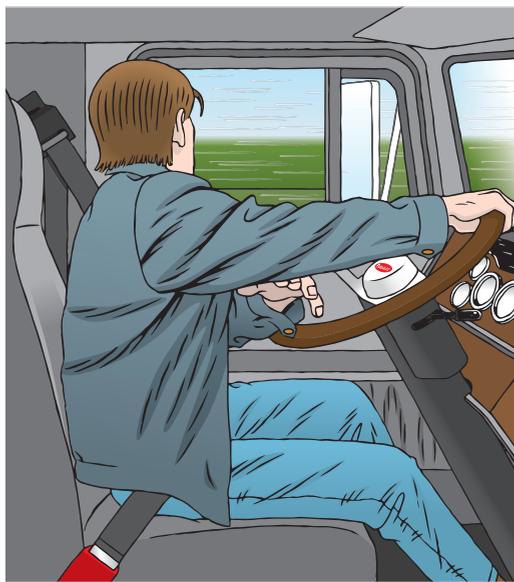


Illustration by Glenn McEvoy

the next day, but he didn't really want to do that. After all, he didn't know if this was a just-in-time load, but even if it wasn't, he wasn't about to ask a shipper to change a load's schedule to suit him. The shipper could easily just say no and give the load to someone else.

Then again, he could pick up the load on the 10th, hang around the city for an extra day to let Bud's brother get to the courthouse. Then they could make the switch, and Mark would be on his way. Sounded alright, but that would require Mark to hustle his way across the U.S. to make up for the lost day and he was getting too old for that kind of driving.

Of course, Mark could take Bud with him to California. Driving as a team they would get there in plenty of time and they could have a few days of vacation out there before delivering the load. But that option would mean spending even more time with Bud and putting up with even more of his "Back in my day," bull all the way across the country.

That just wasn't an option.

Mark continued thinking about what to do, when his nose crinkled and he smelled something foul. He sniffed at the air to make sure he was smelling what he thought he was smelling.

One, two sniffs, then he turned to look at Bud.

"What?" Bud asked.

Mark glared at him, then said, "Open your damn window!"

Bud rolled down the passenger window. "I didn't think it would smell that bad."

"So, you think your farts don't smell, is that it?"

"Oh, they smell," Bud said. "They just don't smell bad."

Mark put a hand over his nose, then rolled down his own window, eventually sticking his head out the side to catch some fresh air. It wasn't till a few minutes had passed that he rolled up the window again. "Don't ever do that again!"

"So, what are we gonna do?" Bud asked as they neared the GTA.

"Do about what?" Mark said.

"About the one day my brother is going to be late. I know you've got a nice load to pick up the 10th and everything, but he's not going to be here till the 11th."

Mark nodded. "I'm still picking up the load," he said. Bud said nothing as he looked at Mark for several moments. Finally, he said, "And what?" A pause. "I gotta go to California with you?" Ironically, Bud said it like the trip west would be like a jail sentence to him, which is of course the way Mark looked at it for himself.

Mark took a deep breath, let out a sigh and said, "No, you're staying here, and your brother is going to bail you out tomorrow."

"Stay here?" Bud said, the confusion obvious on his face. "I don't understand."

Mark didn't say anything to make it any clearer to Bud. Instead, he turned silently off the 401 and drove north on Hurontario Street. North of Derry Road, just south of Steeles, he turned off Hurontario and into the parking lot of Peel Regional Police's 22 Division, which was situated directly across the street from the Davis Courthouse.

After he pulled Mother Load and the trailer to a stop at the far end of the parking lot where there was plenty of extra room, Mark turned to Bud and said, "I'm going to California, and you're not." He paused a moment to let it sink in, then continued. "I'm pulling the bail and you are going to spend the night at the station. Tomorrow, the police will pick you up and take you to court where your brother will bail you out."

Bud looked speechless, but managed to say, "You can't do this to me, Mark."

Mark shook his head. "Yes, I can."

Bud threw up his hands as if to ask, "What the hell?"

Mark shut down Mother Load and looked Bud in the eye. "Bud," he said. "I love driving for you, just not with you. I agreed to be your surety until the 10th and I've fulfilled my part of the bargain. If your brother didn't make it, that's not on me. There's no way I would take you to California and there's no way I would miss out on this load. I've got a hotel on the beach booked for three days and you just don't fit in with my plans."

Bud's face at first turned angry, then softened as if he knew there was no way he could argue with Mark's reasoning. "Do me one favor, Mark."

"Sure."

"Call me when you get back from California," Bud said. "I should have a load ready for you by then."

"I'll do that."

Mark and Bud climbed down from Mother load and together they went inside the police station. **TN**

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Trucker Radio doesn't miss the chance to get in the 'Last Word'

By Derek Clouthier

NIAGARA FALLS, ONTARIO

What better way to conclude this section of *Truck News-West* magazine than to give the "Last Word" to someone whose words are heard by thousands of truck drivers every week.

Trucker Radio has strived to be the radio voice for the industry for 14 years now, nearly eight of which under the ownership of show host Stan Campbell and "the boss," executive producer Marta Ramirez, who is also Campbell's wife. And since Campbell and Ramirez claimed ownership, Western Canada has emerged as a hot spot when it comes to the show's most ardent listeners.

But it was not always smooth sailing for the charismatic group over at Alexis Broadcasting Co.

As Campbell explained to *Truck News-West*, the first couple of years was not easy for the broadcasting veteran, who admits he knew little – OK, nothing – about the industry when he was asked to come on board.

"I knew nothing...zero...about the trucking industry," said Campbell. "I knew that trucks had a bunch of wheels and that's about it."

Living in Montreal, Que., at the time, Campbell was asked in 2006 by a friend and former colleague if he would host a trucking talk show. He agreed, and every week, Campbell would receive a script of what to say on-air; that is until he realized the scripts were not working.

Campbell then started to do what he does best, adlibbing and adding his own content to the program. A predominately music-based show, the crew would toss in news from the trucking industry they would "steal from someplace" to fill in the gaps and fill the allotted two-hour time slot.



From left: Co-host Tim Denis, executive producer Marta Ramirez, co-host Alicia Vieira, and host Stan Campbell. Inset: Producer Sam Halfpenny.

It wasn't long until the show experienced financial issues, and Campbell was faced with a decision.

"We got to the point where we said either we sue, or the option was we take over the show," he said. "Well, that's what happened."

After Campbell and Ramirez purchased Trucker Radio, things started to change for the better.

"That's when I decided I needed to learn something about the trucking industry, because with the show previous to that, I knew nothing about it and had no contacts in trucking," said Campbell. "So, we decided to give *Truck News* magazine a call."

After a meeting that resulted in the two sides agreeing to cross-promote each other, the show grew, as did Campbell's Rolodex.

"When we started that, we immediately began forming up relationships with people in the trucking industry," he said. "The grapevine worked very fast."

Running a business, however, takes a lot of work, and sometimes ideas that sound good at the time don't always work out.

The show went through several reincarnations. Initially called the Canadian Trucking News Magazine Show, it later became the Driver Show in the hopes of tapping into revenue from the entire automotive industry.

It did not work out that way, and the show became Truck Radio, as it is known today.

Campbell also says it can be a challenge developing the kind of image he would like the show to portray, something the industry as a whole deals with as well.

"Trying to get a radio station to carry a trucking show is very difficult, and you're dealing with program directors at radio stations who have the stereotypical old-world image of the trucking industry," said Campbell. "They look at truckers as people who sleep under bridges and have no life, and they're all rednecks and uneducated."

Today, Trucker Radio is syndicated across 45 stations in Canada, the U.S., and even Europe and Australia.

There is also the Truck News Talk Show, a podcast Campbell started four years ago that targets

the trucking industry and had a failed attempt on satellite radio. "Because the show was music-based, I felt like the trucking industry needed a voice out there in the real world apart from the trucking industry that changed the image of the trucking industry," Campbell said of the show's experiment on SiriusXM. "We got on there hoping we would attract some revenue from advertising. No one was interested."

The majority of the stations that carry Trucker Radio are based in Western Canada, with Saskatoon, Sask.'s CJWW being the most popular.

Truck News-West editor Derek Clouthier has been a regular on the show since 2016.

And according to Campbell, a lot of people tune in.

"At the last count, I think we said we had in total 247,000 listeners," he said.

And though Campbell is looking to step down from the Truck News Talk Show, he still loves hosting Trucker Radio, and takes pride in its approach and content.

"When we took over the show, I wanted it to be above-board, meaning I didn't want a lot of whining...that southern, good ol' boy bitching and complaining on the air," said Campbell. "I wanted it to sound like intelligent conversations with a little bit of humor and personality. I wanted to get away from that stereotypical image of trucking." **TN**



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



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