



PEAK PERFORMANCE:

See on pg. 19 how driver Don won this hat and then try yourself on pg. 57



April 10-12, 2014
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

CANADA'S Top 100 A Special Issue

Our annual tally of Canada's
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THE MONTH** PG. 40

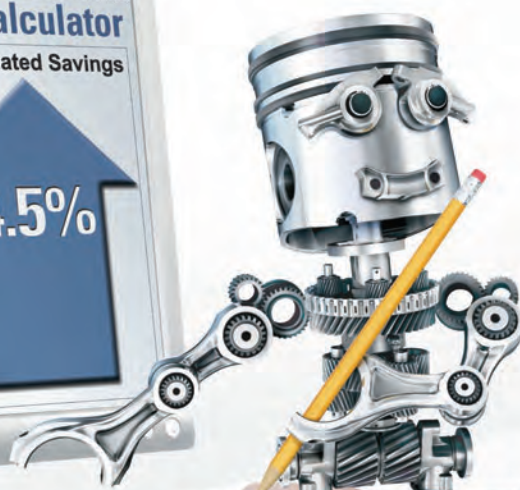
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Marty Kroft's '79 Mack F Model was photographed by Grace O'Callaghan.




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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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NEWCOM BUSINESS MEDIA INC.

451 Attwell Dr., Toronto, ON M9W 5C4
416/614-2200 • 416/614-8861 (fax)

VICE PRESIDENT, EDITORIAL

Rolf Lockwood, MCLT
rolf@newcom.ca • 416/614-5825

EDITOR

Peter Carter
peter@newcom.ca • 416/614-5828

CONTRIBUTORS: **Teona Baetu, Steve Bouchard, Heather Ness, Jim Park, Nickisha Rashid**

DESIGN LAYOUT

Tim Norton, Frank Scatozza
production@todaystrucking.com • 416/614-5810

PUBLISHER

Joe Glionna
joe@newcom.ca • 416/614-5805

NATIONAL ACCOUNTS MANAGER

Heather Donnelly
heather@newcom.ca • 416/614-5804

QUÉBEC SALES MANAGER

Denis Arsenault
denis@newcom.ca • 514/938-0639

PRESIDENT

Jim Glionna

CONTROLLER

Anthony Evangelista

PRODUCTION MANAGER

Lilianna Kantor
lily@newcom.ca • 416/614-5815

DIRECTOR OF CIRCULATION

Pat Glionna

CIRCULATION INFORMATION

P.O. Box 370, Station B, Toronto, ON M9W 5L3
416/614-2200 • 416/614-8861 (fax)

Today's Trucking is published monthly by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Toronto, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus applicable taxes; one-year subscription: \$40 plus applicable taxes; one-year subscription in U.S.: \$60 US; one-year subscription foreign: \$90 US. Copyright 2014. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in *Today's Trucking*. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to *Today's Trucking*, 451 Attwell Dr., Toronto, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No.40063170. ISSN No. 0837-1512. **Printed in Canada.**

We acknowledge the financial support of the Government of Canada through the Canada Periodical Fund of the Department of Canadian Heritage.



**Kenneth R. Wilson
Award Winner**



“Trucking Sure Beats Working in Finance”

Editor's Note: *In November, Today's Trucking published a letter from Mike Boisvenue of Sudbury, ON. In it, Boisvenue announced that after 15 years of trucking, he was hanging up the keys. "I'm overwhelmed and disturbed at how this industry has turned around. Trucking has been in my blood since the day I was born and I'm sorry to say that I just can't take it anymore," he wrote. Shortly after the magazine appeared, we received the following response from owner-operator Sara Graham, of Outlook, SK.*

Dear Mike:

I read with interest why somebody who was born with trucking in his blood would quit. I've read your reasons—and I've nodded my head in agreement with much of what you say.

I agree that our politicians have given our police too much power. I was given a ticket in Northern B.C., for non-securement of a load. I asked the cop how I'm supposed to secure an empty tanker—and his response was a shrug and a \$538 ticket.

I also agree that government sticks their heads into the privacy of truckers far too often. North Dakota takes it a step further and implemented their non-smoking rules to even include company vehicles and personal farm tractors.

It angers me to hear of these companies who also have cameras facing the driver, and not the road—I'm guessing it's in response to insurance companies wondering if the driver has his finger up his nose.

However, there seems to be no expectation of any privacy these days, Mike, in any sector.

In November, I took a personal trip down to Toronto and decided to drive it. What I get a kick out of, is the Ontario signs that remind drivers that “Fatigue Kills”, yet there are very few driver pull outs. In winter, I was shocked to see that they put gates up across their rest stops.

With all those twists and turns and slick driving, the only place I saw to pull into was designated as a “Plow vehicle turnaround”.

It could be the reason why professional drivers leaned on me to go faster than the posted 90/km an hour. They were tired and wanted to get to their destination so they could finally get their sleep.

Don't blame “Western drivers” for blowing the doors off your truck. I've witnessed many other eastern and U.S. plates crossing the lines and sitting behind me with less than a one-second spacing.

I saw a truck in The Soo (with Quebec plates I might add) being so impatient that he drove with his right side of the truck up on the sidewalk instead of waiting for the light to change.

I'm originally from Toronto, Mike, and take offence how you point your finger at Western drivers in general.

I'm completely passionate about trucking. It beats my prior life in finance.

I love the road, and I love the people. With any job, there is always the bad with the good.

As a generalization, Canadians are passive—they don't voice their opinions when bad policy affects their jobs. We complain within our group—but don't feel that we have a voice for the politician.

I hope you will reconsider, and keep driving Mike. Don't let the system beat you down. It's guys like you who remain vocal and raise the attention of others. If trucking is truly in you, and you're passionate about the industry, fight for it, don't give up my friend.

— **Sara Graham, Outlook, SK.**

EMAIL:

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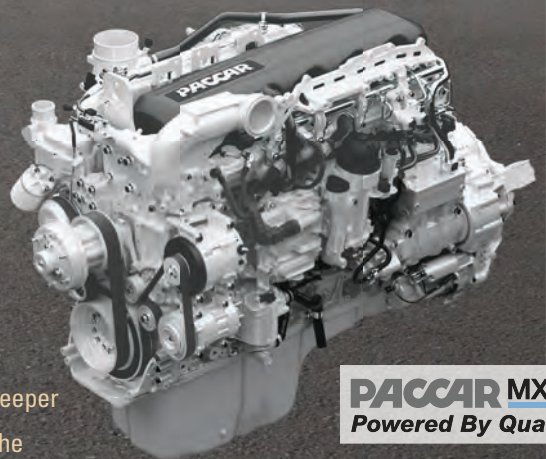
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By Rolf Lockwood



How To Pick Up Women

Trucking needs to bring more women to its ranks. It's not a matter of should; it's a matter of must.

Women are OK. Pretty cool, really. If women had a Facebook page I'd hit 'Like'. Oddly enough, it was a woman who brought me into this world and nurtured me through my first two decades on the planet. And another woman who's been nurturing me through the past four. Lucky enough to have three terrific daughters, I'm happy to have their nurturing as well.

Capable sorts, too, all five of them. Very, very capable.

I hesitate to raise that nurturing cliché because women are far too often seen that way alone. I sometimes feel that their capabilities are ignored. Hell, I always feel that way. And maybe nowhere is this more true than in trucking.

When I look around and take stock of what this industry needs—what the entire world needs, for that matter—I see a monstrous waste of talent because women haven't been allowed to play a role. In most cases it wouldn't matter a bit if a given job were done by a man or a woman. Sometimes size matters, of course, and there probably aren't too many female types who'd like to drag a tarp over a flatdeck load of steel or snowmobiles in a muddy yard. Then again, most men don't want that job either and lots of them couldn't do it if they tried.

Sure, there are women in key roles here and there. I think of Jennifer Singer and Sherry Orr and Natalie Meyers who manage or lead companies, a bunch of others who run HR departments, and others still who fill roles of many sorts within the supplier community. But there aren't enough of them.

And when you get to the steering wheel and the shop floor, the numbers fall off dramatically to nearly zero.

So I'm very pleased to see an effort to change things by way of a new national advisory committee led by Trucking HR Canada (www.truckinghr.com), called SWIFT. That's Supporting Women in Freight Transportation, a group that includes a cross-section of senior managers, directors, presidents, and other executive types. Not a guy to be seen, of course, which must surely make it unique in the long history of industry committees.

Together, says a press release, they're "committed to educating other women about careers in trucking, identifying challenges and barriers to their career paths, and promoting the recruiting and retention practices which support women in the workforce."

Women represent a mere three percent of Canada's truck drivers, technicians, and cargo workers, the organization tells us.

They also account for just 11 percent of managers, 13 percent of parts technicians, 18 percent of dispatchers, and 25 percent of freight-claims, safety, and loss-prevention specialists. Yet women represent close to 48 percent of the total Canadian labor force.

I'll add another perspective here, namely the observation that women in the executive and managerial ranks are far more likely to be in charge of HR or recruiting departments than the harder-edged functions like operations and maintenance. That's what I'd most like to see change.

"While many gains have been made, women are still largely underrepresented in trucking-related careers," says Angela Splinter, chief executive officer of Trucking HR Canada. "This challenge needs to be addressed as the trucking industry looks to ease an intensifying shortage of skilled workers."

It's not just drivers this industry needs, though that chronic shortage gets all the attention. There are opportunities, for both sexes, in every corner of trucking.

All current research, says SWIFT, shows that labor shortages resulting from an aging workforce are particularly acute for the trucking sector. We have a lower percentage of young people and we're below the national average in terms of employing women.

Trucking presents a "huge opportunity" for women, the new organization says, and it's impossible to disagree. Especially in traditionally male-dominated occupations like technician and driver, including owner-operator.

SWIFT's objectives are, first, to raise awareness among women of the various career opportunities that exist in trucking and to make employers aware of recruitment and retention practices that can better support the integration of women into the workforce. As well, it aims to develop practical tools to support connecting women with careers in trucking.

SWIFT's first meeting, with a reception attached, will be held **April 11** during our **Truck World 2014** trade show (www.truckworld.ca) in Toronto. (Newcom Business Media, which publishes *Today's Trucking*, also owns *Truck World*.)

By the way, if you think the shortage of drivers in North America is unique, look across the Atlantic. In Germany, Europe's largest economy, around 250,000 truck drivers will retire over the next 10 to 15 years, according to research by transmission-maker ZF Friedrichshafen. That's 40 percent of all German truck drivers, but only about 10 percent of those jobs can be filled with young ones.

I'd suggest they start appealing to women over there as well. **TT**

Rolf Lockwood is vice-president, editorial, at Newcom Business Media. You can reach him at 416-614-5825 or rolf@todaystrucking.com.

"Women represent a mere three percent of Canada's truck drivers, technicians, and cargo workers."

Dispat

Trailer Tribute

Two years to the day that **Speedy Transport** Driver **Chris Fulton** heroically chose to give his life in order to save a busload of migrant workers that had steered into his path, his employer unveiled this van in his honor. "Our trailer, SP1253L120 has been properly rebranded in memory of Chris Fulton," Speedy President Jared Martin told the staff, "and will be utilized along highway 401 between Quebec and Ontario." Martin added, "I'm confident he is watching over all of us, ensuring we always return home safely."



ches

IN MEMORIAM — PG. 11

“Papa Jer’ Was a Legend in the Trailer Business

CSA — PG. 15

Even the U.S. Government Thinks CSA is Flawed

ENFORCEMENT — PG. 18

Ministry Officers Get to use Radar Guns



CROSSINGS

Bridge Goes Above Detroit River But Not Above The Law

Trucks carrying hazardous goods will not be using the Ambassador Bridge, which connects Detroit to Windsor, the Michigan Department of Transportation has decided. “This confirms what the regulations are at the Ambassador Bridge. There have been questions for a number of years of whether or not the government could regulate it because the Ambassador Bridge is private property,” said Gregg Ward, vice-president at Detroit-Windsor Truck Ferry.

Ward’s ferry service focuses on moving trucks carrying dangerous goods or other machines such as automotive presses that cannot cross the Windsor-Detroit border via the bridge or tunnel.

The Detroit International Bridge Co. (DIBC), who owns and operates the Ambassador Bridge, asked for changes to current restrictions placed on the types of materials allowed to cross over the bridge.



Currently, flammable, corrosive, explosive or radioactive materials are prohibited from crossing the bridge. The only alternative is Ward’s ferry service.

But the DIBC’s request was denied after eight months of deliberation during which the agency reviewed public comments and after several meetings with law enforcement and emergency responders.

DIBC is unhappy with the decision and issued a statement saying they will seek judicial review. That’s why it’s important to build a second bridge, Ward explained. The truck ferry, he added, carries eight trucks per crossing, which takes 15 minutes. The Ambassador Bridge, on the other hand,

has 8,000 trucks crossing per day, he estimates.

“That’s what they [the DOT] were looking at when they considered the haz-mat materials [dangerous goods in Canada]—if there was an accident on the bridge, the consequences are huge.”

FUEL

High Diesel Prices Here to Stay Awhile

A Shell plant shutdown in Edmonton, Suncor problems in Fort McMurray and a huge power loss, also in Edmonton: These are but three of the reasons for the recent fuel-price hike in western Canada. Across Canada, the national average



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for January was up 12.5 percent on a year over year basis.

When broken down weekly, the first five weeks of 2014 have shown a steady increase.

"If this early trend continues, there could be new record highs in early 2014. Already, the Ontario average in January 2014 showed a 9.3-percent year-over-year hike from January 2013," the Ontario Trucking Association (OTA) told its members.

The Manitoba Trucking Association (MTA), meanwhile, has advised its members "to discuss options with their customers to provide temporary relief from this cost impact.

"Fuel suppliers are suggesting this issue will remain well into 2014."

IN MEMORIAM

"Papa Jer' Was a Legend in the Trailer Business"

Born in Montreal in 1938, Gerald Edward Collis led a full life as a great baseball player, football coach, family man—and for many years—a trailer expert.

Collis passed away peacefully in early December due to Pulmonary Fibrosis and his many friends in the trucking industry in Ontario agree that he will be missed not only for his humor, sociability and reliability, but also because Collis was a "legend in the trailer business."

"If he didn't know how to solve your problem he'd find somebody who could,"

his good friend Brian Petelka of Load Covering Solutions of Burlington, ON., told *Today's Trucking*.

Collis started his career with Firth Brown Steel and joined Highway Trailers in Montreal. When Highway Trailers closed in 1980, Jerry pursued his love of house painting before getting back into the trailer business for Thru-Way Trailers. That led to a position at Transport Trailer Sales, from which he retired in October 2013.

Petelka says Collis was one of the "Original Six" that organized and attended—for more than 18 years—the annual trek from the Toronto area to Detroit to see the Thanksgiving Day football game. This yearly event brought together Collis and Petelka along with KimTam Leasing's Rim Kaknevicius, Transport Trailer Sales' Nick Lambevski, and Larry Downy and Hugh Maher both of Muskoka Transport.

Collis' philosophy in life, according to Petelka, "was to not worry about things you couldn't control, and he lived this way right to the end carrying on with dignity and grace.

"Although Jerry started out as my loyal and trusted customer way back when, he turned into a terrific friend immediately. He was the kind of man that if you needed someone to visit or talk to, Jer always made time for you," Petelka adds.

Collis leaves his wife Sharon, sons Danny, Michael and Kevin and daughters Tracey and Regan.



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CARRIERS

7 Great Carriers to Drive For

Canadians truck well. We've always known that. Here's more proof.

Seven of 20 companies named the "Best Fleets to Drive For" by the U.S.-based Truckload Carriers Association (TCA) in conjunction with training experts CarriersEdge are Canadian.

They are:

- Bison Transport, of Winnipeg, MB;
- Brian Kurtz Trucking, of Breslau, ON;
- DJ Knoll Transport, of Emerald Park, SK;
- Kriska Holdings, of Prescott, ON;
- TimeLine Logistic International, Saskatoon, SK.;
- Transpro Freight Systems, Milton, ON;
- Trimac Transportation, Calgary, AB.

Drive Logistics from Windsor, ON., and Erb Group of Companies of New Hamburg, ON., also made their way to the best-fleets-to-watch list.

Chris Burruss, president of TCA, commented: "Each year, I am more and more amazed at the innovative programs these fleets are implementing, regardless of their size. And several of the Best Fleet winners are also in contention for TCA's National

Fleet Safety Awards, so clearly these are not just nice places to work—they're also safe."



The contest recognizes the best working environments for company drivers and owner-operators and is open to for-hire fleets in

the U.S. and Canada. Fleets recognized among the Top 20 range from 25 trucks to 8,500.

"The biggest trend we saw this year was a shift to mobile technology. Most companies are using smartphones and tablets to deliver information to their drivers, and some are even developing their own custom mobile apps," said Mark Murrell, president of CarriersEdge, the contest's administrator.

The fleets nominated were evaluated based on the following categories:

- Total compensation package—including base pay, bonuses, vacation and sick day allotment
- Health benefits
- Pension plans
- Professional development opportunities, such as training, coaching programs, etc.
- Career path and advancement opportunities
- Commitment to employee personal growth, including work-life balance, driver family support, and employee-directed charitable contributions
- Commitment to continuous improvement, including dispute resolution processes and inclusion of driver feedback in policymaking
- Team building and driver community development activities
- Annual driver turnover rate
- Fleet safety record



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BANS

Here's a Better Idea: Let's NOT Ban Trucks on Provencher Blvd.

Heavy trucks are welcome on Provencher Boulevard. That's the message—loud and clear—from a report released by the City of Winnipeg on Jan. 31.

In September of last year, St. Boniface Councillor Dan Vandal proposed a truck ban on Provencher Blvd. so that his constituents could enjoy a patio in peace and quiet. Of course the proposed truck ban got a fair amount of criticism from the trucking community and associations.

But it turns out that to de-list Provencher Boulevard as a truck route is not only inconsistent with the guiding principles of the Transportation Master Plan, but has negative safety and other implications far beyond Provencher Boulevard.

Vandal told Winnipeg media he was disappointed with the report and requested another one. A final decision regarding Provencher Blvd. has not yet been made.

CSA

Even the U.S. Government Thinks CSA is Flawed

The Federal Motor Carrier Safety Administration's (FMCSA) CSA safety-enforcement program cannot accurately assess the safety of small carriers, the U.S. Government Accountability Office (GAO) found in its recent review.

"The GAO's review of FMCSA's Compliance, Safety, Accountability (CSA) program was comprehensive, thoughtful and balanced," said Bill Graves, the president and CEO of the America Trucking Associations (ATA).

"While ATA has long supported CSA's objectives, we can't help but agree with GAO's findings that the scores produced by the program don't present an accurate or precise assessment of the safety of many carriers."

The ATA stopped short of saying, "we told you so," but they did find similar shortcomings with the CSA program in a white paper published in December 2013.

At the time, the ATA said the safety program was "plagued with problems".

Commented ATA's Executive VP Dave Osiecki: "Since scores are so often unreliable, third parties are prone to making erroneous judgments based on inaccurate data, an inequity that can only be solved in the near term by removing the scores from public view.

"It would clearly be improper for FMCSA to proceed with its plan to base carrier safety fitness determinations on data from the system, until the problems identified by GAO have been rectified," Osiecki said.

To see the full ATA white paper, view: <http://tinyurl.com/csawhitepaper>



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Continued on page 18



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Mark Taylor, Western Canada Regional Manager, Flying J Canada Transport

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logbook2014

— March —

5-7

The Work Truck Show and NTEA Convention

Indiana Convention Center,
Indianapolis, IN

Website: www.ntea.com

11

**Annual Meeting
Manitoba Trucking Association**

Winnipeg, MB

Website: www.trucking.mb.ca

19-21

2014 Specialized Transportation Symposium

Houston, TX

Website: www.scranet.org/symposium

23-25

International Warehouse Logistics Association Convention & Expo

Phoenix, AZ

Website: www.iwla.com

23-26

**Annual Convention
Truckload Carriers Association**

Grapevine, TX

Website: www.truckload.org

24-26

**CV and Transportation Seminar,
Americas Commercial Transportation (ACT) Research Co.**

Columbus, IN

Website: www.actresearch.net

27-29

Mid-America Trucking Show

Kentucky Exposition Centre, Louisville, KY

Website: www.truckingshow.com

— April —



10-12

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13-16

Annual Shippers Conference & Transportation Expo

Orlando, FL

Website: www.nasstrac.org

22-26

Specialized Carriers and Rigging Association's Annual Conference

Boca Raton, FL

Website: www.scranet.org

— May —

18-21

International Federation of Warehousing and Logistics Associations 2014 Annual Conference

Chicago, IL

Website: www.iwla.com

May 31 – June 3

Heavy Duty Distributor Council's Annual Business Conference

Gatineau, QC

Website: www.hddc.ca

— June —

6-8

BC Trucking Association AGM and Management Conference

Kelowna, BC

Website: www.bctrucking.com

18-19

Private Motor Truck Council of Canada Annual Conference

Kingbridge Conference Centre, King City, ON

Website: www.pmtc.ca

21

BC Professional Truck Driving Championships

Abbotsford and Surrey, BC

Website: www.bctrucking.com

— July —

10-12

Walcott Truckers Jamboree

Walcott, IA

Website: www.iowa80truckstop.com/trucker-jamboree

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Do you have an event you'd like to see listed on this calendar or on the interactive www.todaystrucking.com online calendar?

Contact **Teona Baetu** at Teona@todaystrucking.com or 416-614-5827

Continued from page 15

PARTS

Not Your Granddad's Parts Guys No More

Your parts people are facing seismic shifts in the marketplace; and aftermarket suppliers are running hard to keep your stockroom equipped accordingly.

That's the gist of a brand-new white paper just released by Pedro Ferro, Meritor's senior vice president, aftermarket & trailer. Fleets are running equipment longer, more and more companies purchase parts on line, glider kits are becoming more popular and because individual trucks can be called into a variety of applications, parts departments have often been forced to re-engineer the way they keep those trucks repaired.

"Owners with an average vehicle age of nine to 10 years are focused on quality replacement parts availability and overall lifecycle costs," Ferro said.

"They also want a supply distribution channel with appropriate product support, counsel and expertise. Fleets have 'discovered' the total cost of a parts purchase, even the sourcing, inventory requirements, order processes and shipping costs," he said.

You can read the complete white paper—which Ferro distributed during the Heavy Duty Aftermarket Week Conference, which takes place in Las Vegas every January—here: <http://www.todaystrucking.com/not-your-granddads-parts-guys-no-more>

ENFORCEMENT

Ministry Officers Get to use Radar Guns

The Ontario Ministry of Transportation (MTO) will begin equipping its patrol vehicles with radar devices to help MTO officers better enforce the province's speed limiter requirement.

Once MTO vehicles are equipped with radar, observing officers will be able to

clock commercial motor vehicles and will be able to charge any driver traveling at 115 km/h or greater for violating the province's speed limiter law, which requires most trucks to have a functioning speed limit system set at 105 km/h. The radar reading will be used as evidence that the speed limiter is not functioning under the "deeming provision" outlined in Sec. 68.1 of the Highway Traffic Act. However, officers will not lay a tampering charge strictly based on the radar reading.

Multiple teams of officers are expected to begin training on the devices this April. Each region will be issued a radar unit and officers will primarily focus their enforcement on major highways with speed limits of 100 km/h.

All MTO enforcement officers will also be trained and begin to enforce specific moving violations under the Highway Traffic Act related to large commercial motor vehicles, the Ontario Trucking Association told its members.

Officers will start to lay charges such as improper lane change,



THE POWER TO

failure to obey traffic signals etc., but speeding violations will not be included in this training and speeding offences will continue to be the responsibility of the police.

ENFORCEMENT

Ontario, Saskatchewan Cops Training to use Tasers

Ontario Provincial Police (OPP) and their counterparts in Saskatoon and Regina are now allowed to carry and use Tasers, also known as stunt guns or conductive energy weapons (CEWs). OPP officers have started training this January to learn how to use their new intermediary weapons. The Saskatchewan cops will start their training early this year.

“Effective December 23 of last year, any OPP officer that has been trained will be permitted to carry a CEW for operational purposes,” said Sgt. Peter Leon, central region media coordinator for the OPP.



AND HE GOT HERE FROM THERE!

On page 57 of this issue, you'll find the **Can't Get There From Here** contest in which readers are asked to identify some roadside landmark. The first 10 to report a correct answer win a *Today's Trucking* cap. Last month, we took a call from a sharp-eyed driver who recognized our mystery location. When our staffer asked where the driver was actually working at the moment he made the call, he said, "making a delivery of steel to 435 Attwell in Toronto." *Today's Trucking's* office is at 451 Attwell. So, we told him, "Come on in and get your cap." So over to our place did **Don Jackson**, a driver with CST of Brantford, ON., come, where he took delivery of his prize from our Contributing Editor **Teona Baetu**. It's a small world, especially if you're a truck driver.



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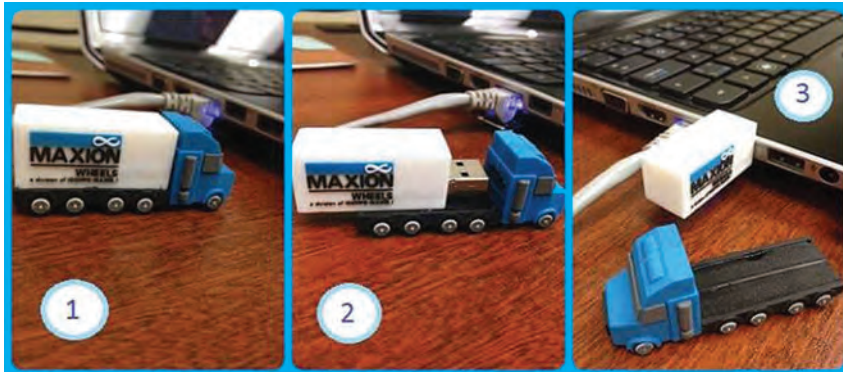
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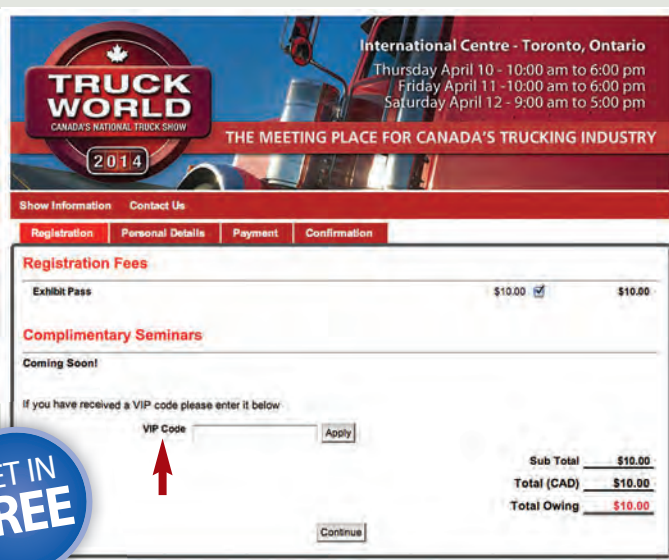
Ain't Data Truck?



They make things so much cooler than they used to! Contributing editor **Teona Baetu** really likes her new USB key that arrived courtesy of Maxion the wheel people. This is how information is shipped and un/downloaded.

Truck World 2014

"We love Mississauga in the Spring Time"



Does this look familiar? If not, why not? It's the online registration page for **TRUCK WORLD**, Canada's biggest professional trucking show which runs in **Toronto April 10-12** at the International Centre. See where it says VIP Code? Email our editors at editors@todaystrucking.com and they'll see you get yours! Which means you get in FREE.

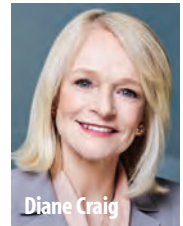
<https://reg.conexsys.com/tw14>

What's Tweetin'?

Tweets of Wisdom

Why follow @Todaystrucking on Twitter?

How about because we send reporters to tweet live from conferences and there'll always be something worth learning? The following is a taste of the reporting from the Human Resources Professionals



Association Conference in Toronto. The Presentation? "Executive Presence" or "How to Make a Great Lasting Impression," by **Diane Craig**, CEO of Corporate Class Inc.

@todaystrucking • Jan 24

Diane Craig at HRPA Conference. "Emailing at 2:00 a.m. doesn't show you're diligent; it could mean you're in over your head."

@todaystrucking • Jan 24

Craig at HRPA Conference. "Lack of interpersonal skills can drive up the cost of meetings."

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HRPA Conference. "How many people at the meeting; how much do they get paid hourly and how many meetings a week?"

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"Wanna start a light-hearted conversation? Tell somebody about a "worst" experience. Like your "worst" restaurant. They'll respond accordingly."

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"We should be as prepared for casual conversation as we would be for a presentation."

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"Corporate success depends 15-percent technical skills 85-percent interpersonal skills."

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ALL IN THE FAMILY: Nadine Guilbault, Jean Guilbault, Guylaine Ouellet, Eric Gignac, Daniel Gariépy, Michel Gignac and Ghislain Poirier.



Heard on the Street

Guilbaults Bridge Generation Gap

On December 23, after 42 years at the head of **Group Guilbault**, **Jean Guilbault** and **Michel Gignac** passed the torch to the next generation: **Eric Gignac** has been appointed president; **Nadine Guilbault** is now vice-president; **Guylaine Ouellet** has been named vice-president administration and controller; **Daniel Gariépy**, vice-president finance and **Ghislain Poirier**, is vice-president operations.

"It is with great pride and filled with emotions that after 42 years, we are announcing the sale of our company, Guilbault Group Ltd., to our children and those who have operated it for several years," Jean Guilbault and Michel Gignac said in a joint announcement.

"We feel that this succession, which we have been preparing for several years, is the best proposition for the protection of our 825 employees who allowed us to grow year after year."

The company remains in the family, which is welcome news to the staff because it silences rumors of an outside sale.

Eric Gignac confirms that "the change of management will not change much daily operations of Groupe Guilbault," one of the largest trucking companies in Quebec with revenues of approximately \$100 million. "We have a winning formula and we have no intention of changing that," says the new president.

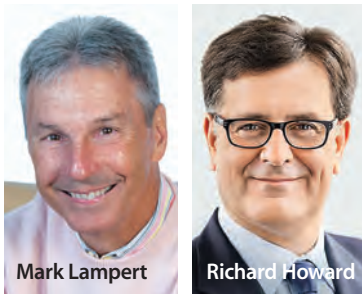
The company wants to maintain and enhance its position as a leader in the LTL segment. Eric Gignac also sees a place for diversification into logistics services and specialization, including controlled temperature, pharmaceutical and medical products transport.

Daimler's Lampert Retires; Richard Howard Steps Up

Daimler Trucks North America (DTNA) has announced that **Mark Lampert**, senior vice president of sales and marketing, will retire March 31, 2014.

Richard Howard will assume the position on April 1, 2014.

As DTNA's senior vice president of sales and marketing, Lampert was responsible for—among other things—the development of sales and marketing for Freightliner Trucks, the Detroit components brand of on-highway



Mark Lampert

Richard Howard

engines, axles and transmissions and the company's proprietary components sales. "I am extremely grateful to have spent over 20 years with this great company, and I am deeply honored to have had the opportunity to lead Freightliner to its present position as undisputed market leader across each and every commercial vehicle segment," said Lampert.

Richard Howard's highly successful, diverse tenure with the company has included positions in project management, marketing and financial services that have spanned the globe, including positions based in the United Kingdom, South Africa, Canada, the United States and Asia-Pacific regions.

Manufacturer Turns 100, Keeps Growing with New Acquisition

Just in time for their 100-year anniversary, **Ingersoll Machine and Tool** (IMT), a full-service, single-source supplier

of precision components has acquired **Standen's**, a spring and suspension manufacturer. "The synergies between IMT and Standen's are staggering," IMT states.

IMT started out manufacturing steering gear assemblies for boats and cars in 1914 in what used to be a small soap factory. Then, in 1981, IMT got a 10-year, \$100-million federal contract to produce large-caliber ammunition shells.

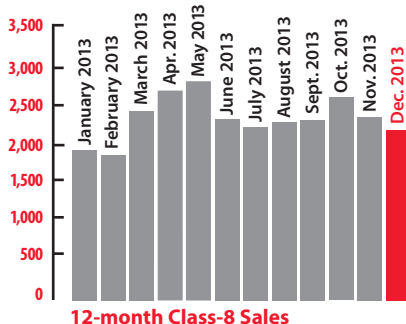
Calgary-based Standen's, on the other hand, produces leaf springs, tillage tools, light trailer suspensions and suspension hardware. It serves the transportation, defense and agricultural industries.

Standen's will operate under the transportation group of IMT and will be run by **Dean Davenport**, the president of the transportation group.

Canada – Truck Sales Index

December 2013

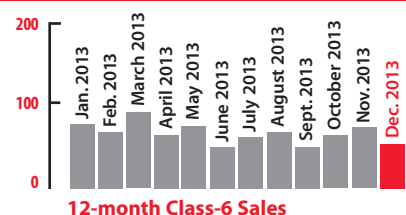
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	503	6825	7672	24.5%	25.1%
Kenworth	309	4886	5851	17.6%	19.2%
International	235	4003	4408	14.4%	14.4%
Peterbilt	365	3844	4155	13.8%	13.6%
Volvo	312	3653	3717	13.1%	12.2%
Western Star	235	2446	2456	8.8%	8.0%
Mack	209	2155	2267	7.7%	7.4%
TOTAL	2168	27,812	30,526	100.0%	100.0%



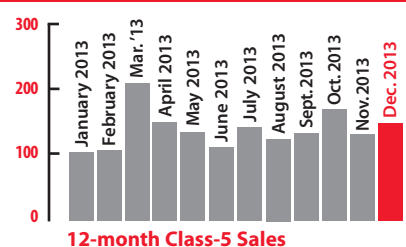
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	43	708	681	24.2%	22.6%
International	32	708	912	24.2%	30.3%
Kenworth	58	572	590	19.6%	19.6%
Peterbilt	45	536	492	18.3%	16.3%
Hino Canada	45	399	337	13.7%	11.2%
TOTAL	223	2923	3012	100.0%	100.0%



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	12	284	276	39.6%	28.0%
Hino Canada	23	253	315	35.3%	32.0%
International	11	167	377	23.3%	38.3%
Peterbilt	0	13	16	1.8%	1.6%
TOTAL	46	717	984	100.0%	100.0%



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	93	949	989	58.8%	57.3%
International	34	508	507	31.5%	29.4%
Mitsubishi Fuso	10	121	196	7.5%	11.3%
Freightliner	2	31	16	1.9%	0.9%
Peterbilt	0	4	4	0.2%	0.2%
Kenworth	0	0	15	0.0%	0.9%
TOTAL	139	1613	1727	100.0%	100.0%



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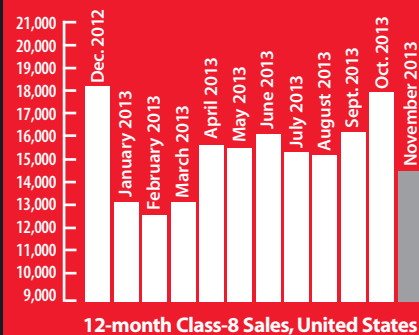
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- Wholesale parts distribution
- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

U.S. – Retail Truck Sales*

CLASS 8	Nov. 2013	YTD '13	Share '13
Freightliner	5015	67,166	36.7%
International	1862	27,508	15.0%
Kenworth	2001	25,132	13.7%
Peterbilt	2266	24,761	13.5%
Volvo	1937	20,033	11.0%
Mack	1236	15,484	8.5%
Western Star	191	2678	1.5%
Other	3	35	0.0%
TOTAL	14,511	182,797	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	50	84	17	14	168	120	43	6	0	1	503
Kenworth	34	127	55	0	48	33	12	0	0	0	309
International	7	79	1	16	85	33	12	1	1	0	235
Peterbilt	88	102	18	36	70	32	12	7	0	0	365
Volvo	23	23	7	10	185	48	6	5	0	5	312
Western Star	20	98	4	9	40	30	8	9	0	17	235
Mack	5	40	19	1	83	37	19	5	0	0	209
TOTAL	227	553	121	86	679	333	112	33	1	23	2168
YTD 2013	2913	6106	1523	1300	9212	4956	1116	472	78	136	27,812

Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

*U.S. Truck sales numbers were not available in time for print. We apologize for any inconvenience. Please check todaystrucking.com for updates.



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Wanted: More Room at the Inn

The safe-place-to-stop shortage is getting worse. It's time we let politicians know the situation is getting dangerous. By Alf Meyer

Most of you are probably familiar with the story of the birth of Jesus; how his mother Mary and her husband Joseph were forced to travel to another town. Upon arrival they couldn't find suitable lodging and wound up settling on a stable.

I was thinking about that story last month one night as I once again searched for a place to park for the night. Our job compels us to drive far from home only to discover there's no room for us at the Inn or, in our case, truck-stop. Unfortunately our dilemma is not restricted to just Christmas season but most nights, all year long.

I recently read that the T/A's and Petro's are planning to install NG facilities in 100 of their truck stops. Others are doing similar projects.

I'm not against cheaper alternative fuels or saving the environment; the issue I'm addressing is where these facilities are

being installed; they're in the middle of our extremely limited parking lots. That's right, not on the unpaved grassy section of the truck stop property but located on what was once designated as truck parking.

I realize truck stops are in the business of making money and far be it from me to deny them the opportunity to increase their dwindling revenues. But the fact is, they're going to have even less space for overnight trucks.

I write articles, blogs, and do a radio show where I generally discuss health issues in our industry. A recent study involving several thousand patients revealed some unexpected effects of sleep deprivation. Not only did bad sleep habits contribute to poor health, sleep apnea and narcolepsy, the mortality rate sky-rocketed among test subjects who were exposed to irregular, unusual, or insufficient sleep patterns due to their various jobs. Add the

anxiety of not knowing where or when you'll get to bed and the overall effect can be catastrophic...kinda like our job?

This dilemma can only get worse. Might I also add it's another factor compelling drivers to leave the industry and discouraging new candidates from considering our profession, regardless of pay scale. So what's to be done about it?


It's about time the government got more involved in remedying this crisis, otherwise the consequences in the not-too-distant future could prove to be more costly and painful than the remedy: that of building more and new rest areas, improving infrastructure, providing incentives, tax breaks, etc. for the private sector to expand or build new facilities and/or truck-stops.

I'm pretty sure no third party outside our industry is going to rise to the defense of truckers. It's up to truckers themselves to do something about it.

We should all use our collective voice along with the corporate and economic clout we wield to persuade politicians to become more interested in us and not just pay us lip service about our invaluable contribution to the economy.

In the end, all of society must have an interest in the health and future of the trucking industry. If no one is pulling the freight, the economy will stall and everyone will suffer. It's that simple!

I suggest anyone with a vested interest in this industry call his MPP and MP. Share this article with others in your industry.

Let's start with contacting the Honorable Lisa Raitt: Minister of Transport Canada. Her e-mail address is lisa.raitt@parl.gc.ca. Let her and her colleagues know your vote will be determined by their decision on this issue. You can also phone or e-mail your concerns to the number and email link below. It's now up to YOU! 

Contributor **Alfy R. E. Meyer** is an owner-operator with Erb Group and author of the novel *ABAJAM Chronicles, Two Families Lost in Time*.



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CANADA'S Top 100

Looks like tough sledding ahead. However, this statistical snapshot of Canada's biggest fleets proves that Canadian carriers are, if nothing else, resilient and ready.

BY ROLF LOCKWOOD

Well, it's no surprise to see TransForce at the head of this year's Top 100 list. It's very odd, on the other hand, to see Vitran missing from last year's third-place position. Elsewhere on the list, there has been movement up and down but none of the changes were wildly dramatic.

The Vitran story did have some drama to it late last year, with TransForce ultimately winning a bidding war with Manitoulin Transport. Already holding about 20 percent of Vitran, the Quebec giant bought the rest of its Canadian assets for a reported US\$6.50 per share. Having bid US\$6.00 previously, Manitoulin chose not to fight further.

Winnipeg's TransX filled that number-three spot on the Top 100 list, moving up from sixth. The Mullen Group stayed in second, and not that far behind TransForce.

Will there be other failures and mergers in 2014? Your guess is as good as ours but the fact is we're another year away from the recent disasters in the U.S. economy and things are looking up. In fact modest growth in both freight volume and revenue is in the forecast for the next few years.

Judging the state of the industry in early 2014 is no easy task but even if there's no obvious economic doom and gloom on the horizon, there is still the usual uncertainty and not enough money out there to satisfy all the needs and wants. And of course there are far, far too many compliance potholes to negotiate, some of them deep enough to swallow a 53-footer.

The biggest of them by a long shot concerns hours of service and the serious productivity hit that's been taken by highway carriers. Which is probably where that 53-ft trailer went. Meaning, for instance, it was once possible for an owner-operator we know to do three Toronto-Chicago rounders in a week cleanly and now he's down to two. Adios to two trailer loads.

There are also signs, which were entirely predictable, that driver pay is being adversely affected, especially for all those with a mileage-based compensation package. The driver work week has been significantly shortened, so the math is simple. And along with the increasing demands of CSA and safety compliance in general, the truck-driving job thus looks less and less attractive to young people about to enter the workforce. We don't need this.

In fact nobody's happy with the CSA safety-monitoring program, not even an arm of the U.S. government that created it. A recent Government Accountability Office review of the Federal Motor Carrier Safety Administration's CSA regime reinforces industry concerns with the program and calls for reform, according to the American Trucking Associations.

Especially egregious is the safety enforcement program's inability to assess the safety of small carriers accurately.

So there we are early in the new year. No thanks to regulatory realities, the survivor fleets continue surviving. Resilience is the name of the game. As it always has been. **TT**

WHY WE COUNT ON YOU!

The compilation of the **Top 100 Data** is ongoing. Throughout the year, our staff editors *Peter Carter, Rolf Lockwood, Steve Bouchard and Nic Trepanier* (with help this year from freelancers *Teona Baetu and Stephanie Young*) work with Newcom's *Martin Smith, Li Li, Lily Kantor and Frank Scatozza* to monitor the for-hire trucking field in anticipation of assembling the next list. But the fact is most of the counting is done by people at the carriers themselves; we merely compile their submitted numbers. To them, we offer a sincere "thank you." We also want to hear from other carriers, not on the list. Because there is no central information bank, it is possible that some sizeable carriers never appear on our radar screen unless you tell us. So if you know of any carriers who might qualify, drop me a line at peter@newcom.ca.
Thank you — **Peter Carter**, Editor, *Today's Trucking*.

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Today's Trucking

2014

CANADA'S TOP 100

Rank (2013)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
1 (1)	TransForce Inc. , Saint-Laurent, PQ	15,677	0	4377	11,300	7680	14,510
2 (2)	Mullen Group Ltd. , Okotoks, AB	12,494	1603	2886	8005	1239	6087
3 (6)	TransX Ltd. , Winnipeg, MB	6250	85	1540	4625	915	2385
4 (4)	Day & Ross Transportation Group , Hartland, NB	5661	507	1668	3486	3776	1562
5 (9)	Bison Transport Inc. , Winnipeg, MB	5632	15	1408	4209	528	2268
6 (7)	Canada Cartage System L.P. , Mississauga, ON	5201	412	1913	2876	800	3600
7 (8)	Challenger Motor Freight Inc. , Cambridge, ON	4396	10	1086	3300	121	1660
8 (5)	Groupe Robert , Rougemont, PQ	4300	0	1100	3200	0	3300
9 (10)	Armour Transportation Systems , Moncton, NB	4200	150	950	3100	50	1850
10 (15)	Contrans Group Inc. , Woodstock, ON	3400	0	800	2600	1400	1700
11 (11)	SLH Transport , Kingston, ON	3354	4	350	3000	350	800
12 (12)	Manitoulin Transport Group , Gore Bay, ON	3308	182	750	2376	223	0
13 (14)	Trimac Transportation Services LP , Calgary, AB	3120	0	533	2587	554	1952
14 (13)	UPS Canada , Burlington, ON	2992	2571	142	279	0	10,231
15 (16)	Gibson Energy ULC , Calgary, AB	2890	167	740	1983	406	395
16 (18)	Transfreight, Inc. , Kitchener, ON	2500	0	400	2100	0	1100
17 (17)	Siemens Transportation Group , Saskatoon, SK	2385	95	635	1655	171	1425
18 (19)	H&R Transport Limited , Lethbridge, AB	2128	0	553	1575	225	920
19 (22)	Erb Group of Companies , New Hamburg, ON	2120	188	716	1216	159	1160
20 (20)	XTL Transport Inc. , Etobicoke, ON	2050	425	425	1200	140	285
21 (24)	SGT 2000 , St-Germain-de-Grantham, PQ	2031	0	341	1690	22	445
22 (23)	Purolator , Mississauga, ON	1960	170	500	1290	13	12,000
23 (21)	M-O Freightworks , Brampton, ON	1934	102	407	1425	547	253
24 (25)	Rosedale Group , Mississauga, ON	1879	49	465	1365	110	845
25 (26)	C.A.T./Canadian American Trans. , Coteau du Lac, PQ	1700	0	350	1350	45	450
26 (30)	Rosenau Transport , Edmonton, AB	1680	75	330	1275	75	550
27 (36)	B&R Eckel's Transport , Bonnyville, AB	1630	191	269	1170	20	560
28 (35)	International Truckload Services , Belleville, ON	1617	4	378	1235	205	560
29 (38)	Celadon Canada , Kitchener, ON	1541	0	541	1000	119	664
30 (33)	Simard Transport Ltd. , Lachine, PQ	1534	73	391	1070	212	895
31 (32)	YRC Reimer , Winnipeg, MB	1530	35	460	1035	160	1261
32 (29)	Groupe Guilbault , Ste-Foy, PQ	1528	5	273	1250	55	617
33 (28)	Schneider National Carriers Canadian Division , Aberfoyle, ON	1490	0	390	1100	40	408
34 (27)	Gibson Transport , Alliston, ON	1487	0	255	1232	26	433



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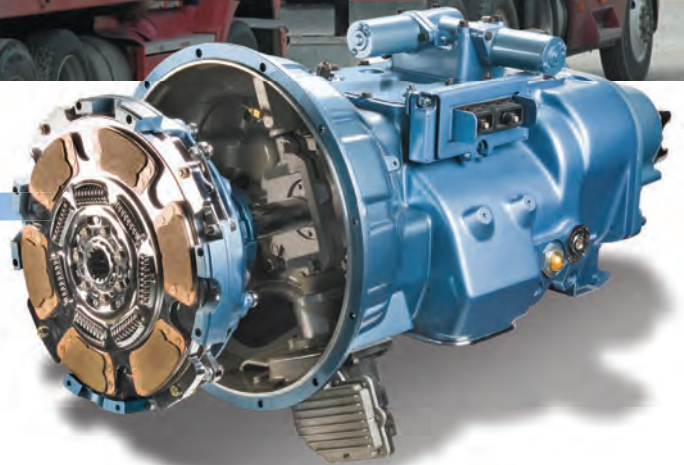
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Rank (2013)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
35 (34)	Kriska Transportation , Prescott, ON	1465	0	337	1128	58	435
36 (39)	Western Canada Express , Concord, ON	1271	20	380	871	289	210
37 (42)	Normandin Transit Inc. , Napierville, PQ	1261	1	328	932	30	552
38 (41)	Vedder Transportation Group , Abbotsford, BC	1244	0	316	928	74	435
39 (50)	Shadow Lines Transportation Group , Langley, BC	1142	12	230	900	220	87
40 (37)	Northern Industrial Carriers , Edmonton, AB	1106	6	150	950	10	200
41 (49)	Caravan Logistics Inc. , Oakville, ON	1045	5	265	775	89	289
42 (47)	V.A. Inc. , Boucherville, PQ	1015	11	186	818	1	450
43 (48)	Caron Transportation Systems , Sherwood Park, AB	999	23	296	680	16	412
44 (nr)	Q-Line , Saskatoon, SK	980	0	330	650	0	0
45 (51)	Groupe Boutin , Plessisville, PQ	966	12	277	677	8	512
46 (46)	DCT Chambers Trucking , Vernon, BC	958	28	250	680	45	190
47 (53)	Penner International , Steinbach, MB	920	0	45	875	315	98
48 (nr)	Wilson's Truck Lines , Etobicoke, ON	915	0	215	700	150	296
49 (56)	Paul's Hauling Ltd. , Winnipeg, MB	903	9	264	630	2	340
50 (52)	Travelers Transportation Services , Brampton, ON	890	3	237	650	14	225
51 (54)	Musket Melburne , Mississauga, ON	885	0	225	660	115	320
52 (56)	Sokil Transportation Group , Edmonton, AB	865	80	165	620	0	280
53 (57)	Team-Transport Services Ltd. , Richmond, BC	859	0	48	811	48	11
54 (58)	Meyers Transportation Services , Peterborough, ON	843	4	194	645	48	284
55 (44)	Bruce R. Smith Limited , Simcoe, ON	840	0	205	635	36	250
56 (62)	AYR Motor Express Inc. , Woodstock, NB	840	0	185	655	47	430
57 (61)	Thomson Terminals , Etobicoke, ON	826	3	151	672	1	400
58 (63)	Cascades Logistique et Transport , Kingsley Falls, PQ	780	0	140	640	20	350
59 (64)	Verspeeten Cartage , Ingersoll, ON	749	0	94	655	299	265
60 (65)	Calyx Transportation Group Inc. , Concord, ON	748	6	9	733	83	443
61 (60)	Arrow Transportation Systems Inc. , Richmond, BC	716	40	201	475	150	900
62 (68)	Les services logistiques Trans West Inc. , Lachine, PQ	715	0	210	505	90	470
63 (66)	Hyndman Transport , Wroxeter, ON	693	0	157	536	43	202
64 (74)	Muskoka Transport , Bracebridge, ON	639	4	175	460	22	245
65 (70)	McKevitt Trucking , Thunder Bay, ON	628	3	175	450	25	260
66 (67)	Arnold Bros. Transport Ltd. , Winnipeg, MB	627	14	200	413	100	187
67 (71)	System 55 Transport , Oakville, ON	614	4	134	476	53	98
68 (72)	Transport Bourassa Inc. , St-Jean-sur-Richelieu, PQ	613	1	166	446	1	346
69 (59)	HBC Logistics , Etobicoke, ON	613	0	33	580	0	225
70 (73)	Mackie Moving Systems , Oshawa, ON	600	50	100	450	150	550
71 (79)	Transport Herve Lemieux , Saint-Laurent, PQ	575	41	254	280	29	401
72 (69)	Wolverine Freight System , Windsor, ON	572	2	100	470	65	220
73 (75)	Doug Coleman Trucking Ltd. , London, ON	564	44	150	370	32	373

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Rank (2013)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
74 (76)	Groupe Jules Savard , Jonquiere, PQ	540	0	160	380	1	300
75 (83)	ProNorth Transportation , North Bay, ON	535	3	132	400	4	200
76 (77)	BLM Group , Kitchener, ON	520	0	120	400	10	225
77 (91)	Transport TYT , Drummondville, PQ	515	0	90	425	40	195
78 (78)	Williams Moving & Storage , Coquitlam, BC	483	93	72	318	45	181
79 (81)	Total Logistics Trucking , Vaudreuil, PQ	470	0	80	390	100	270
80 (86)	Groupe Goyette , Saint-Hyacinthe, PQ	458	1	54	403	34	182
81 (88)	Samuel Son and Company Ltd. , Mississauga, ON	455	10	170	275	150	0
82 (84)	Transport Bourret Inc. , Drummondville, PQ	439	10	154	275	9	436
83 (89)	Transport St-Michel , St-Michel, PQ	433	5	91	337	26	153
84 (82)	Fluke Transport , Hamilton, ON	417	12	110	295	62	130
85 (90)	Transport Bernières , Decary, PQ	395	0	100	295	0	225
86 (87)	Empire Transportation , Grimsby, ON	386	0	65	321	0	80
87 (nr)	TVM Limited , Cottam, ON	386	0	151	235	139	42
88 (92)	APPS Transport Group , Brampton, ON	382	17	65	300	40	250
89 (nr)	Accord Transportation , Surrey, BC	379	1	24	354	158	77
90 (94)	Consolidated FastFrate , Woodbridge, ON	365	5	60	300	30	200
91 (93)	Transport LFL , Vallée-Jonction, PQ	361	33	89	239	3	200
92 (95)	Transport Gilmyr Inc. , Montmagny, PQ	353	0	96	257	2	195
93 (nr)	Fleetway Transport , Brantford, ON	330	0	80	250	0	82
94 (97)	Gosselin Express , Thetford Mines, PQ	321	11	60	250	2	110
95 (98)	Chester Cartage , Toronto, ON	315	50	65	200	0	110
96 (99)	Sylvester & Forget Transport , St-Stanislas De Kostka, PQ	312	2	85	225	15	115
97 (100)	Transport Matte Limited , Donnacona, PQ	303	1	105	197	0	117
98 (nr)	Vitesse Transport , Lachine, PQ	298	0	85	213	11	136
99 (nr)	GTI Roll Transportation , Quebec, PQ	280	40	20	220	20	120
100 (96)	Transport Besette et Bourdreau Inc. , Saint-Hyacinthe, PQ	278	2	105	171	1	166
GRAND TOTAL		161,792	7,840	38,387	115,565	24,066	93,869

FOOTNOTE: nr = not previously ranked.

HOW WE DID IT

1. Companies are ranked based on total vehicle counts, including power units and trailers, as reported in January, 2014. Only trucks of class 6 or above are enumerated unless otherwise noted. Vehicles and employees based in the United States are included provided they are administered from a Canadian head office.
2. Most of the statistics were entered into the Today's Trucking data base by representatives of the companies themselves. The remaining companies and additions were gathered by Today's Trucking editors via phone, email or fax. While we strive to present accurate figures, the statistics have not been independently verified.
3. Several large fleets do not respond to our requests for information. These include Irving Transportation Services (comprising Midland Transport, Sunbury Transport and RST Industries based in New Brunswick). As well, the Canadian operation of Federal Express is not on the list.
4. If you have any enquiries or if you think your company should be on next year's list, please contact Peter Carter at 416-614-5828 or peter@newcom.ca

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Company Name	Rank ('13)	Total Units	Company Name	Rank ('13)	Total Units
A			N		
Accord Transportation	89 (nr)	379	Normandin Transit Inc.	37 (42)	1261
APPS Transport Group	88 (92)	382	Northern Industrial Carriers	40 (37)	1106
Armour Transportation Systems	9 (10)	4200	P		
Arnold Bros. Transport Ltd.	66 (67)	627	Paul's Hauling Ltd.	49 (56)	903
Arrow Transportation Systems Inc.	61 (60)	716	Penner International	47 (53)	920
AYR Motor Express Inc.	56 (62)	840	ProNorth Transportation	75 (83)	535
B			Purolator	22 (23)	1960
B&R Eckel's Transport	27 (36)	1630	Q		
Bison Transport Inc.	5 (9)	5632	Q-Line	44 (nr)	980
BLM Group	76 (77)	520	R		
Bruce R. Smith Limited	55 (44)	840	Rosedale Group	24 (25)	1879
C			Rosenau Transport	26 (30)	1680
C.A.T./Canadian American Trans.	25 (26)	1700	S		
Calyx Transportation Group Inc.	60 (65)	748	Samuel Son and Company Ltd.	81 (88)	455
Canada Cartage System L.P.	6 (7)	5201	Schneider National Carriers Canadian Division	33 (28)	1490
Caravan Logistics Inc.	41 (49)	1045	SGT 2000	21 (24)	2031
Caron Transportation Systems	43 (48)	999	Shadow Lines Transportation Group	39 (50)	1142
Cascades Logistique et Transport	58 (63)	780	Siemens Transportation Group	17 (17)	2385
Celadon Canada, Kitchener, ON	29 (38)	1541	Simard Transport Ltd.	30 (33)	1534
Challenger Motor Freight Inc.	7 (8)	4396	SLH Transport	11 (11)	3354
Chester Cartage	95 (98)	315	Sokil Transportation Group	52 (56)	865
Consolidated FastFrate	90 (94)	365	Sylvester & Forget Transport	96 (99)	312
Contrans Group Inc.	10 (15)	3400	System 55 Transport	67 (71)	614
D			T		
Day & Ross Transportation Group	4 (4)	5661	Team-Transport Services Ltd.	53 (57)	859
DCT Chambers Trucking	46 (46)	958	Thomson Terminals	57 (61)	826
Doug Coleman Trucking Ltd.	73 (75)	564	Total Logistics Trucking	79 (81)	470
E			Transfreight, Inc.	16 (18)	2500
Empire Transportation	86 (87)	386	TransForce Inc.	1 (1)	15,677
Erb Group of Companies	19 (22)	2120	Transport Bernières	85 (90)	395
F			Transport Bessette et Bourdreau Inc.	100 (96)	278
Fleetway Transport	93 (nr)	330	Transport Bourassa Inc.	68 (72)	613
Fluke Transport	84 (82)	417	Transport Bourret Inc.	82 (84)	439
G			Transport Gilmyr Inc.	92 (95)	353
Gibson Energy ULC	15 (16)	2890	Transport Herve Lemieux	71 (79)	575
Gibson Transport	34 (27)	1487	Transport LFL	91 (93)	361
Gosselin Express	94 (97)	321	Transport Matte Limited	97 (100)	303
Groupe Boutin	45 (51)	966	Transport St-Michel	83 (89)	433
Groupe Goyette	80 (86)	458	Transport TYT	77 (91)	515
Groupe Guilbault	32 (29)	1528	TransX Ltd.	3 (6)	6250
Groupe Jules Savard	74 (76)	540	Travelers Transportation Services	50 (52)	890
Groupe Robert	8 (5)	4300	Trimac Transportation Services LP	13 (14)	3120
GTI Roll Transportation	99 (nr)	280	TVM Limited	87 (nr)	386
H			U		
H&R Transport Limited	18 (19)	2128	UPS Canada	14 (13)	2992
HBC Logistics	69 (59)	613	V		
Hyndman Transport	63 (66)	693	V.A. Inc.	42 (47)	1015
I			Vedder Transportation Group	38 (41)	1244
International Truckload Services	28 (35)	1617	Verspeeten Cartage	59 (64)	749
K			Vitesse Transport	98 (nr)	298
Kriska Transportation	35 (34)	1465	W		
L			Western Canada Express	36 (39)	1271
Les services logistiques Trans West Inc.	62 (68)	715	Williams Moving & Storage	78 (78)	483
M			Wilson's Truck Lines	48 (nr)	915
M-O Freightworks	23 (21)	1934	Wolverine Freight System	72 (69)	572
Mackie Moving Systems	70 (73)	600	X		
Manitoulin Transport Group	12 (12)	3308	XTL Transport Inc.	20 (20)	2050
McKevitt Trucking	65 (70)	628	Y		
Meyers Transportation Services	54 (58)	843	YRC Reimer	31 (32)	1530
Mullen Group Ltd.	2 (2)	12,494			
Musket Melburne	51 (54)	885			
Muskoka Transport	64 (74)	639			

TRUCK OF THE MONTH CLUB

KROME IS WHERE THE HEART IS ***FIND OUT WHY THIS CABOVER SEEMED FATED*** ***TO BE OUR TRUCK OF THE MONTH***

After I knew the truck was gonna be on your cover, I called the previous owner's son to tell him. He was all happy about it. Then he told me that his dad had passed away."

At the very same time as **Marty Kroft** was negotiating with *Today's Trucking's* editors about making his **1979 Mack F-model** March's *Truck of the Month*, the man who originally restored the vehicle died at age 82.

Even more reason to put it on the cover. The truck and photos now stand as a tribute to restorer Lewis Shorter Metcalf, who passed away in mid-January.

Metcalf bought this red Mack with its five-speed transmission and 285-hp Mack engine in the '80s in Virginia, where for 30 years he owned and operated L.S. Metcalf Trucking.

The truck played such a huge role in Metcalf's life it earned honorable mention in his obituary: "He enjoyed restoring cars, trucks and farm tractors. He was pleased to win first place on a Mustang restoration in The Heart of Virginia Festival. Additionally, one of his restored Mack trucks was featured in the Appomattox Car Museum. This truck was recently purchased by a collector in Canada," reads the death notice.

The Canadian collector is none other than Kroft, a third-generation trucker who owns and operates Krome Transport Inc., out of Concord, ON. He runs 35 trucks all over the province and does everything from LTL to truckload, tailgate service and rush deliveries.

"I called [the Metcalfs] out of the blue because I knew the truck meant a lot to them," Kroft says. "I wish he was around to see it. I think the old fellow did all the work. Unfortunately, he developed Alzheimer's and had to sell it."

Metcalf's restoration helped reunite Kroft with a truck from his youth, one of his first and best-liked rigs.

When Kroft was in his 20s, he piloted an almost-identical cabover from one end of North America to the other.

And Kroft wore that first Mack out.

"It ended up in the scrap yard like all the rest of them," he says.

At the time, Kroft had no idea how much he would eventually miss the rig, but about two years ago, he saw a picture of Metcalf's cabover and was swarmed by memories of his youth.

"It was almost identical to the one I drove, right down to the color, and being already done and in the condition it was in, I got the itch and bought the truck.

"I'm really proud of my trucks because as I say, it runs in the family and I like the older iron better than the new."

And he takes great care to make sure these vintage beauties won't meet their assembly-line relatives at the scrap yard.

"I polish it too often," he laughs.

The '79 Mack only goes on select runs within Ontario in the summer and doesn't see snow. It's kept inside, and Kroft doesn't let just anyone drive his beloved restored trucks. But he likes to show them off at competitions, truck shows, and to the new guys.

Finally, Kroft says, his trucks (he also has a restored '65 Mack) never cease to attract photographers. Lewis Shorter Metcalf, we are sure, would be very proud of this click magnet. — **By Teona Baetu**



Photographs by Grace O'Callaghan



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We will be searching the country over the next few months for topnotch candidates and between now and year's end, we will be pounding the social media for input, likes, dislikes, comments, retweets and favorites. Come December, we will be declaring one of the candidates **Truck of The Year**. **Why? Because we love our trucks, that's for sure.**



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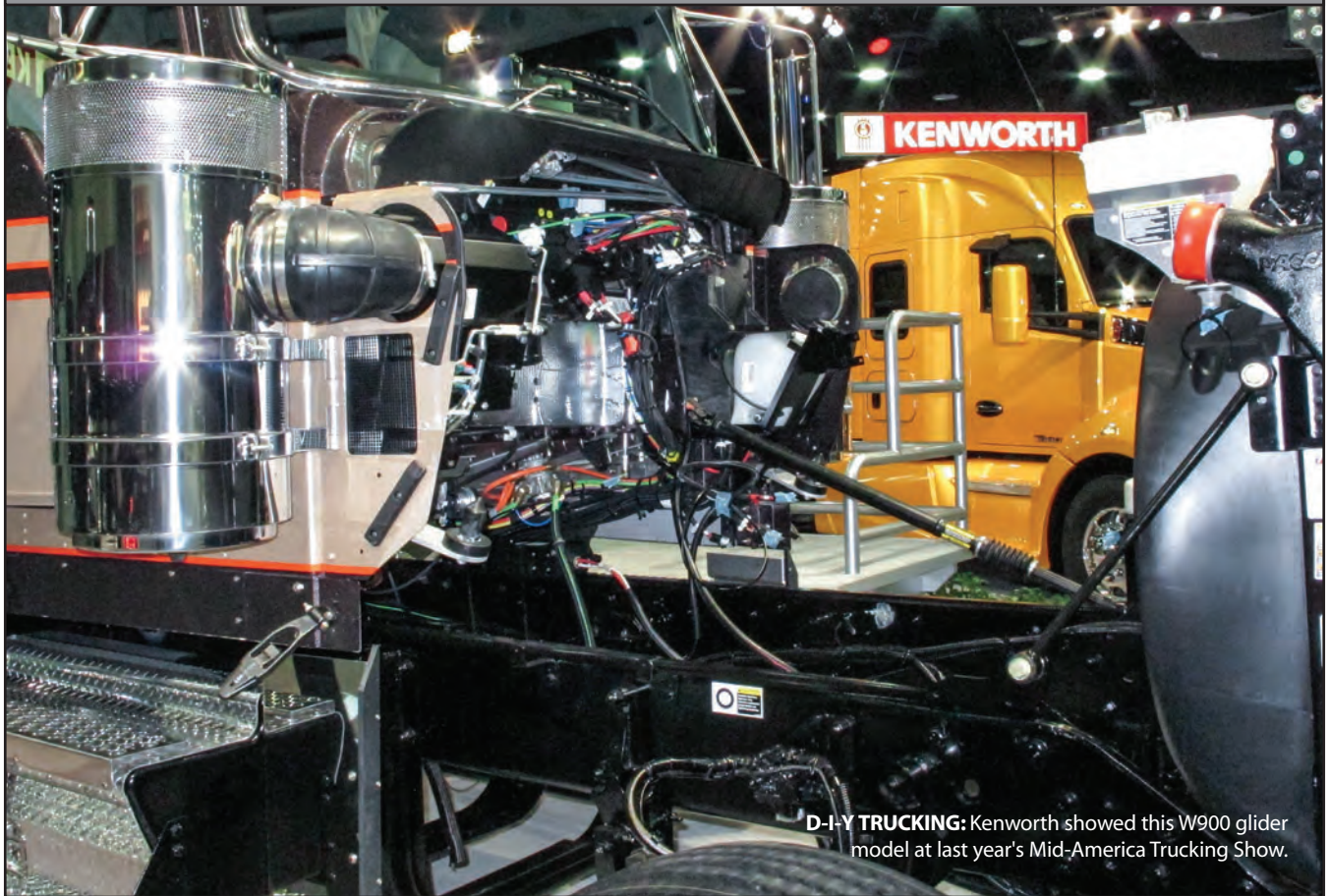
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D-I-Y TRUCKING: Kenworth showed this W900 glider model at last year's Mid-America Trucking Show.

Glider is not a 4-letter Word

An alternative to new trucks, gliders are not always just an end-run around EPA's emissions regulations. By Jim Park

You've heard the expression "bucket of bolts." In the truest sense of the word, that's exactly what a glider kit is. It's no reflection on the quality of the completed project, but probably the best non-regulatory definition you can bring to bear on the things.

When they arrive from the factory, towed in on their front wheels, they are neither vehicles nor incomplete vehicles.

They are not used trucks; they are not new trucks. They are, as Transport Canada defines them, "an assemblage of parts." An admittedly inglorious description for what's becoming a fringe alternative to buying new trucks.

Glider kits have been around for decades. They are brand-new cabs on brand-new frame rails with brand-new wiring and plumbing and a brand-new

steer axle and suspension/steering system. And not much else. Buyers also get a box strapped to the frame rails containing a bunch of parts needed to complete the project, but the buyer supplies the powertrain; i.e., an engine, transmission and drive axles.

They are often used when rebuilding a worn-out or wrecked truck with a salvageable powertrain. Increasingly, they are becoming alternatives to the rising cost of new trucks, and/or a way around certain emissions regulations.

Small fleet owner Dale Holman, of Georgetown, ON., has two rebuild projects on the go right now. He is using glider kits to rebuild two late-'90s vintage trucks and will use the engines and transmission from his older trucks along with reconditioned rear axles with a gear ratio change.

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MERITOR

He's totally unapologetic about his choice to rebuild his older trucks versus replacing them with new trucks.

For fleets that don't have a surplus of equipment to throw into the game at a moment's notice when one of their trucks break down, rebuilding an older truck is seen as a viable alternative. What seems to raise the ire of some of the glider kit opponents is the impression the glider guys are simply making an end-run around the EPA emissions requirements.

Holman, who is very handy with a wrench and formerly operated a brake-testing business in Toronto, also says he cannot repair the newer trucks.

"I can't reset the faults code and run the diagnostics on the new trucks," he says. "I'm totally at the mercy of the dealer. I've spent days waiting for repairs, which usually turn out to be sensors or something small. I can't afford to do that."

Holman says he's not trying to circumvent the emission rules. He points out that he could just as easily overhaul the trucks he has, but at some point the wiring starts to get dicey, the cabs look tired, the doors get loose, and it simply makes sense, he says, to start with fresh cab and chassis, using a reliable but older engine.

"As long as that option is available, I'll take it," Holman says.

As Good as New?

There's also some difference of opinion between opponents and proponents of gliders on the question of mechanical fitness. Opponents fear that builders will take shortcuts using sub-par hardware, or will make mistakes in assembling critical systems such as brakes.

For example, Don Moore, executive director of the Canadian Transportation Equipment Association (CTEA) says using improper or incorrect hoses or fittings on a brake system can alter its performance.

"If you put a 90-degree fitting in a brake line from the reservoir to the brake chamber that wasn't there in the first place, it adds the equivalent of about six feet of tubing to the brake system, which could affect the application and release timing of the brake," he points out. "The OE tested and certified the brakes with a 12-in. hose, for example, you now have the equivalent of a seven-foot air line."

While Moore is correct in his assertion that improper repairs can affect performance, frankly, that kind of stuff goes on all the time in repair shops. It's no different from changing the friction specification of the truck's brake linings. If the OE certified the truck with lining A, and you install lining B, you've changed the performance of the brake system. It's a stretch to blame glider kits for any

perceived or real shortcomings to a truck's brake system. The problem lies with the person doing the work.

There are a few respected truck dealers and service centers around the country that have established sidelines building glider kits for customers. Again, none of the ones we contacted elected to speak on the record, but their position is that if their factory-trained technicians do the



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In Gear

installation, it will be done as close to perfectly as is possible outside of an OE assembly line.

It's pretty clear that all the negative "emissions-beater" connotations surrounding glider kits have more or less driven the business underground. That doesn't stop it from going on; it just makes it harder to ensure the work is done properly—kind of like Canada's prostitution laws.

From a cost perspective, a glider rebuild can be less expensive than a new truck, but reports suggest the difference isn't great—even less perhaps if you have it professionally done.

There are some restrictions on what may be installed on a glider kit, but the Transport Canada definitions of new vehicle versus incomplete vehicle don't really apply to gliders bought for a fleet's or owner-operator's own use. Gliders can be ordered with remanufactured powertrain components. The OEs will not install a customer's used parts. Other components are readily available as remanufactured parts, or a builder's own old parts can be overhauled or rebuilt.



BUCKETS OF BOLTS: Glider kits are delivered with a box of parts ordered to fit the powertrain you plan to use.

There's also a bit of a grey market where customers are buying wrecked or junked trucks just for the VIN number in order to build up a glider using, or not, the powertrain from the wrecked truck. While not technically illegal (if two of the three main powertrain components are used), it does seem contrary to the spirit of why gliders exist.

Presently, aside from meeting the requirements of the various provincial truck safety standards set out in the annual PMVI requirements—those are

minimum maintenance standards, it should be noted—there's nothing preventing a glider being registered and put into service.

Alberta may be the one exception to this. That province has taken a hard stand on ensuring trucks have all the required certifications that would be issued by an original manufacturer and certified by means of a sticker affixed to the driver's door post. Glider kits do not come with such certification stickers as they are not deemed to be "new vehicles" by the manufacturer.

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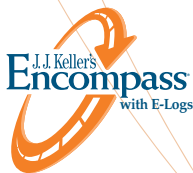
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WHEN IS A TRUCK NOT A TRUCK?

Glider kits are in regulatory no-man's land. They are considered neither "vehicles" nor "incomplete vehicles" for regulatory purposes. That makes all the difference in how they are regulated at the purchase stage and when licensed for the road. Transport Canada defines them as "an assemblage of parts" that would constitute a truck minus the powertrain i.e., engine, transmission and drive axles.

The Motor Vehicle Safety Act defines a vehicle as, "any vehicle that is capable of being driven or drawn on roads by any means other than muscular power exclusively..." Glider kits cannot be considered "vehicles" because they lack a powertrain, and so cannot be driven.

Nor are they incomplete vehicles, which are defined as "a vehicle that is capable of being driven and that consists of a chassis structure, powertrain, steering system, suspension system and braking system in the state in which those systems are to be part of the completed vehicle, but requires further manufacturing operations to become a completed vehicle." For instance, a fully operational chassis delivered by an OE to a second-stage manufacturer to have a dump box installed. Once the box is installed the second-stage manufacturer certifies it as a complete vehicle that meets all applicable Canadian Motor Vehicle Safety Standards.

A glider kit becomes a vehicle once the powertrain is installed, but the confusion doesn't end there. The regulations say that two of the three major powertrain components (engine, transmission, drive axles) must come from the same vehicle, a so-called donor vehicle—presumably an older or perhaps wrecked truck that will be rebuilt using the glider kit. These cannot be new components (remanufactured or rebuilt is apparently okay).

If these requirements are not followed, the builder or assembler of the truck will be deemed to be the manufacturer of a new vehicle, and as such, would be required to certify the vehicle conforms to all applicable safety standards—just as an OE is required to do.

Having said all that, Transport Canada regulates only new vehicles. If the builders follow the powertrain directive, then gliders cannot be considered new vehicles. So by default, they become used or in-service vehicles and so are regulated by the provinces. For all intents and purposes, when an older vehicle is rebuilt using a glider kit, if it can pass a provincial safety inspection, it can be licensed and put on the road.

A glider kit becomes a vehicle once the powertrain is installed, but the confusion doesn't end there.



And one final thing to think about. While you can buy a glider kit rebuild from a Canadian dealer—they are sold as used trucks with the appropriate notations on the vehicle registration—you cannot import a glider rebuild into Canada that was purchased in the U.S., for example. Transport Canada has jurisdiction over imported vehicles, and an information circular that will soon be available from Transport Canada notes the following:


"Transport Canada has determined that vehicles, classed as trucks and manufactured from "glider kits" that are less than fifteen years old, are inadmissible for importation into Canada due to the lack of certification that demonstrates that these vehicles comply with

all applicable CMVSS or FMVSS." That's the above mentioned sticker on the door post.

We have also learned that Transport Canada may start taking a firmer stance on glider rebuilds, and could take steps to encourage the provinces to follow suit as far as registration requirements are concerned. But that's a constitutional discussion that could be years from resolution.

Until that happens, there's no official reason you can't give your reliable old powertrain a new life in a spanking new cab—even a cabover, if you're an Argosy fan. They are still available from Daimler Trucks. In fact, they never went away. Very few people are aware that they are available. **TT**






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KAMLOOPS	144.2	-0.8	110.6
KELOWNA	145.4	-1.0	111.8
FORT ST. JOHN	153.9	4.5	119.9
YELLOWKNIFE	139.9	-5.0	120.1
CALGARY *	135.7	1.1	116.2
RED DEER	131.5	-0.1	112.2
EDMONTON	132.9	0.5	113.6
LETHBRIDGE	138.2	2.7	118.7
LLOYDMINSTER	133.9	0.0	114.5
REGINA *	142.9	0.0	117.1
SASKATOON	138.5	0.1	112.9
PRINCE ALBERT	135.9	0.3	110.4
WINNIPEG *	136.5	-1.2	112.0
BRANDON	138.5	0.8	113.9
TORONTO *	142.7	0.6	107.9
OTTAWA	144.9	-0.7	109.9
KINGSTON	142.4	-0.5	107.7
PETERBOROUGH	141.6	-0.7	107.0
WINDSOR	139.8	0.0	105.4
LONDON	140.7	0.2	106.2
SUDBURY	149.1	0.3	113.7
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THUNDER BAY	151.0	-0.5	115.4
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TIMMINS	148.7	-1.9	113.2
HAMILTON	142.7	0.0	108.0
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QUÉBEC	154.3	-0.8	110.0
SHERBROOKE	152.9	-1.0	108.8
GASPÉ	154.4	-1.0	113.9
CHICOUTIMI	152.4	-1.0	112.2
RIMOUSKI	153.7	-1.0	111.3
TROIS RIVIÈRES	153.6	-1.3	109.4
DRUMMONDVILLE	153.9	-2.0	109.7
VAL D'OR	151.4	-1.0	111.3
SAINT JOHN *	149.4	-1.1	109.0
FREDERICTON	150.5	-0.9	109.9
MONCTON	150.9	-0.7	110.3
BATHURST	152.8	-0.5	112.0
EDMUNDSTON	152.1	-1.1	111.4
MIRAMICHI	151.7	-0.8	111.0
CAMPBELLTON	151.2	-3.1	110.6
SUSSEX	150.3	-0.9	109.8
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SYDNEY	151.2	-0.7	112.1
YARMOUTH	151.0	-0.7	111.9
TRURO	150.4	-0.6	111.4
KENTVILLE	148.8	-0.7	110.0
NEW GLASGOW	154.0	2.9	114.5
CHARLOTTETOWN *	154.8	0.0	111.6
ST JOHN'S *	152.3	-1.2	114.3
GANDER	151.8	-1.2	113.8
LABRADOR CITY	157.6	-0.8	119.0
CORNER BROOK	153.0	0.7	114.9
CANADA AVERAGE (V)	144.0	0.1	111.0

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A Natural Ally

Fuels *The company that brought you diesel/propane hybrids gets into gas. By Steve Bouchard*

BL Energie, the company that brought diesel/propane hybrids to Quebec, is expanding and now offers an alternative to carriers interested in converting new or existing trucks to compressed natural gas (CNG) or liquefied natural gas (LNG).

Now that Westport has stopped taking orders for its 15L GNL engine, BL Energie sees a very interesting niche market opening.

BL Energie produces a diesel/propane hybrid engine that employs a 70-percent-diesel to 30-percent-propane mix.

Its natural-gas-conversion technology requires a 50:50 diesel-natural-gas split. For some applications, says BL Energie President Yvon Boisclair, this could mean a 60-percent-gas to 40-percent-diesel split.

The conversion can be performed on new or existing trucks. LNG is better suited to highway applications whereas CNG befits regional applications.

BL Energie has already converted a dozen trucks, mostly vocationals, to CNG.

Last December, BL Energie converted a 2008 Volvo powered by a D13 and owned by Groupe Robert to LNG.

Yves Maurais, technical director, asset management, purchasing and conformity for Groupe Robert, stressed that the system is very different from the Westport LNG engine that uses 95-percent LNG (the other five percent—diesel—is used for ignition).

The converted truck was put into service shortly before the holidays, so it is too early to comment on its performance, said Maurais, but the driver has reported that he loves the performance and he sees no difference in driving.

“It is in fact an electronically controlled bi-fuel technology on an existing truck. Because Westport has ceased the production of its 15-liter LNG engine, there is an unoccupied niche in the market. Even if I wanted to buy a 13 or 15-liter LNG engine tomorrow morning, I could not.

“The next choice should come from Volvo in 2015,” says Maurais.

“In the meantime, BL Energie offers a solution that we are testing and, if the experiment proves successful, we may acquire other conversion systems.”

Eric Paquet, vice president of sales for BL Energie, says the company has worked with Gaz Métro Solutions Transport (GMST) in the development of its conver-



Photo Credit : Groupe Robert

sion project. In addition to having converted Gaz Métro's truck fleet, BL Energie has listened to its recommendations in the choice of tanks.

The company has opted for the natural-gas tanks built by Chart Industries, a U.S. company that manufactures a multitude of tanks in the biomedical, distribution, storage and energy and chemicals sectors.

Chart tanks have no internal pump; the cryogenic LNG is cooled to minus-162 degrees Celsius and directly transferred to an external component that warms the LNG to convert it to a 3,600 psi gas. The gas

then passes through a regulator that lowers the pressure to the 30 lb required in the system. Tanks can be filled in the same manner and with the same adaptors found at Groupe Robert facilities. Trucks using the Prins system and Chart reservoirs have already been tested and used in Europe.

Conversion to diesel/natural gas uses the same principles and system as conversion to propane gas, the main difference being pressure.

“Propane is stored in the tank at a pressure of 250 pounds, while liquefied or compressed natural gas is stored at about 3,000. Incidentally, the conversion to

propane is gaining popularity, and not only for existing trucks,” he says.

To date, BL Energie has converted the following power plants to propane: Volvo D13, Detroit Series 60, DD15 and DD16, MaxxForce 7 and 13-Liter, Cummins ISB, ISL and ISX, Mercedes and Caterpillar C12 and C13.

BL Energie also converted five brand new Western Stars which came from the factory approved for propane tanks. These Western Stars are currently being tested by Performance Innovation Transport (PIT).

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The savings are logically less with a 50:50 mixture system than with a 95-percent LNG system like Westport, but the purchase price is also lower (about \$40,000), and the system can be removed from a truck and transferred to another upon resale.

The system can also, like propane/diesel, operate only on diesel when needed, offering more flexibility. And if a carrier prefers a certain brand of engine, it can probably be converted to natural gas. Finally, the conversion would reduce the consumption of DEF and the number of EGR regenerations. The conversion to natural gas refund pays delivers a return on investment within two years, says Boisclair.

BL Energie guarantees against breakage that could be caused by his system.

Paquet comments: "It is clearly stated, in the Cummins warranty in particular, that if a non-OEM part damages an OEM part, we are responsible. But that does not mean that the engine warranty will be void." He adds that BL Energie provides an "insurance policy" for the duration of the manufacturer's warranty and assumes responsibility for any problems that would be caused by the system.

"We have more than 150 propane conversions to date; when we were called, we sent a technician, and propane had no connection with the breakdown."

Both propane and natural-gas conversion systems are provided with sensors that detect any anomaly and disable the system if necessary.

BL Energie currently has 15 branches in eastern Canada, including one at a Freightliner dealer and another at an International dealer, in addition to six conversion centers in the United States. **TT**

U.S. CONGRESS PROMOTES NATURAL GAS USE IN TRUCKING

On January 28, U.S. President Barack Obama mentioned both trucking and natural gas in his Union address and later that week, Congress introduced three bills to promote natural gas in trucking.



"The legislative proposals are aimed at making it safer, more convenient, and more cost-effective for trucking transportation companies to use natural gas when transporting goods across the country," according to a statement from U.S. representative Lee Terry's office.

Bill 1: HR 3937 – Evaluating the transition to natural gas

This bill would create a task force among the Departments of Energy and Commerce, the Environmental Protection Agency, members of Congress, state government, and private sector representatives to evaluate barriers to transition from diesel to natural gas. It would also look at the costs and benefits of using natural gas in trucks and the potential effects of such a change on the Highway Trust Fund.

The bill has been referred to the House Committee on Transportation and Infrastructure and the House Committee on Energy and Commerce. It would produce a report within 120 days of the bill becoming law.

Bill 2: HR 3938 – Long-haul trucks

The second measure would direct the Secretary of Transportation to designate natural gas fueling corridors for long haul truck traffic. The bill has been referred to the House Committee on Transportation and Infrastructure.

"Utilizing natural gas in the long haul trucking industry just makes sense," said U.S. representative Sam Graves, who chairs the House Small Business Committee. "These bills...provide the tools necessary to make sure companies looking to use natural gas are not at a disadvantage."

Bill 3: HR 3940 – Weight exemption

This third bill would allow an exemption from the current truck weight limit solely for the purpose of the weight of the natural gas tank, so that trucks using the fuel are not at a disadvantage. It has been referred to the House Committee on Transportation and Infrastructure.

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Pneumatic Trailer Legs

The PTS50 system from Prime Transport Solutions replaces the traditional gear-driven leg assembly.



New to North America is the PTS50 pneumatic trailer support system from **Prime Transport Solutions**, based in Ireland. It replaces the traditional gear-driven support leg assembly, doing away with the hand crank to raise or lower the trailer's landing gear. Now, a job that ordinarily takes 3-4 minutes, and often some hard work, is done in five seconds. The system works off the same air supply used for brakes and air suspension.

The system can be operated by drivers with slight disabilities and should help an aging truck driver to prolong his working life. All of which might also mean easier employee retention and fewer workers' compensation claims. There are simply two buttons to raise or lower the landing legs.

On the maintenance front, Prime says the PTS50 has just two moving parts, with no gears or lube. Each leg set is designed to last the lifetime of the trailer, and each leg is identical, fitting either side. The company also says you won't see a dropped trailer because the locking pin will not allow the leg to collapse. And if the PTS50's pneumatic lift cylinder somehow fails, there's a provision to lift the landing legs manually.

There's also said to be an aerodynamic advantage: without the crank handle, trailer skirts can be extended past the landing gear to improve air flow.

The legs are designed to support 150 tons of force and the absence of a gearbox further enhances strength. Components are manufactured to ISO 9001 standards.

The PTS50 sports a 5-year warranty on internal parts, 10 years on the legs (specifically a 10-year no collapse guarantee).

A few U.S. and Canadian fleets are already using the system in pilot projects and distributor partners are being lined up. Trailer-maker **Hyundai Translead** has added the PTS50 as an option on new trailer builds.

See www.primetransportsolutions.com and www.translead.com

MACK ADDS AIR DISCS

MACK ENHANCES VOCATIONAL LINEUP WITH ADDITION OF MERITOR EX+ AIR DISC BRAKES

Work truck customers looking for superior stopping performance in harsh conditions and duty cycles can now order Meritor EX+ air disc brakes for their **Mack Granite**, **TerraPro**, and **Titan** models.

Mack says the brakes are built to its standards and tuned specifically for the needs of vocational customers to help boost uptime and lower overall lifecycle costs.



More than 2.2 million miles of real-world service in North America has shown that the air disc brakes deliver superior stopping performance and require less maintenance than conventional S-cam designs. Mack's air discs use a flat rotor concept to prevent heat distortion in heavy-duty service, rather than 'hat-shaped' rotors, which are said to be more prone to distortion and shorter life. The brake pads are engineered by Mack to minimize brake fade during extreme braking cycles and frequent use.

Mack began offering air disc brakes in 2008 on its Pinnacle axle-forward and axle-back models.

See www.macktrucks.com

STREAMLINE INSPECTION REPORTS

SHAW TRACKING APPLICATION GIVES EASY ACCESS TO INSPECTION DATA

Shaw Tracking has launched the Vehicle Inspection Report (VIR) application. It provides a simple closed-loop process for completing vehicle and trailer inspection reports while improving driver safety, productivity, and the bottom line.

VIR is now available through the Mobile Computing Platform for streamlined access to vehicle inspection data and enhanced recording, proactively managing truck maintenance to prevent expensive breakdowns on the road. Said to be driver-friendly, the application is also geared to simplify the defect-resolution process through simple prompts and error-detection logic. Completed

inspection reports are directly submitted to the maintenance team and will notify drivers when submitted VIRs are updated and closed by the maintenance department.

VIR also pinpoints units that have not recorded a vehicle inspection report and can provide a comprehensive remediation history. Critical inspection elements are captured in accordance with Federal

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HYUNDAI TRANSLEAD EXPANDS CANADIAN PRESENCE

Hundai Translead, which says it's the fourth largest manufacturer of transportation equipment in North America, is serious about the Canadian market. It now has three distributors here with the recent addition of **Pierquip** in Quebec and Ontario. It's also represented by **KingPin Trailers** in Edmonton and **Trans East Trailers** in Burlington, ON.

Hyundai builds dry vans, refrigerated trailers, dollies, and container chassis, as well as military equipment. North American headquarters is in San Diego, CA, with a manufacturing plant just across the border in Tijuana, Mexico. By 2020, it aims to be the number one selling trailer on this continent.



The product range includes the original HT, HT HY-Cube, HT Composite, and HT Composite XT dry vans, in addition to the HT ThermoTech refrigerated trailer. In 2013, the company built some 26,000 dry and refrigerated trailers for North America.

All trailers manufactured for the Quebec and Ontario markets will be offered with hot-dipped galvanized components as standard equipment, says Pierquip. These would include rails and crossmembers, rear frame, rear impact guard, landing-gear mounting brackets and bracing, licence-mounting plate, and mid turn signal bracket.

Hyundai Translead trailers come standard with Hendrickson suspensions (two or three axles), Michelin tires, Holland landing gear, and Prolam floors.

See www.translead.com and www.pierquip.net/index.htm

Motor Carrier Safety Administration requirements avoiding out-of-service violations which affect CSA scores.

With its detailed reporting, stamped with time, location, driver, and vehicle data, VIR is also said to enhance the decision-making process by quickly identifying vehicles with reported issues and unresolved defects.

www.shawtracking.ca

ENHANCED ONLANE WARNING SYSTEM

MERITOR WABCO HAS IMPROVED ONLANE LANE-DEPARTURE WARNING SYSTEM

Meritor WABCO has announced a new option for OnLane, its lane-departure warning system, namely the ability to record and save videos of critical safety-oriented events. The new option is available now.

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Product Watch

The company says the new feature responds to the specific needs of fleet customers that use other advanced, integrated safety components, including stability control, traction control, and collision mitigation.

OnLane, powered with SafeTraK technology by Takata, is a vision-based warning system designed to monitor road markings and the vehicle's position

in the lane. It delivers distinct audible warnings to the driver if the vehicle leaves its lane unintentionally, encouraging the use of turn signals. It's equipped with what is said to be the industry's only driver-alertness warning feature, which detects erratic or degraded driving based on lane weaving and then provides a warning to the driver. It helps drivers stay aware of dangerous driving

caused by fatigue or distraction.

The new video-capturing feature is triggered by critical events such as sudden deceleration. When such an event occurs, the system will capture forward-looking color video of the scene ahead for the 10 seconds before – and five seconds after – the start of the event. The OnLane system automatically stores the 20 most recent videos, which can be downloaded manually using Meritor WABCO's Toolbox 11.0 diagnostic software. The video download function is included with the purchase of Toolbox 11.0.

Vehicle alerts and warnings can be transmitted to fleet-management systems through telematics.

OnLane's one-box design allows for quick and simple installation. It can be installed as a retrofit to existing vehicles, in addition to OEM line build.

See www.meritorwabco.com

ARCTIC SYNTHETIC GREASE

AMSOIL HAS INTRODUCED NEW ARCTIC SYNTHETIC GREASE TO WITHSTAND EXTREME COLD

New **Amsoil** Arctic Synthetic Grease is said to be specially formulated to withstand extreme low temperatures while ensuring maximum performance and protection. It provides low-temperature pumpability in harsh climates where temperatures drop below freezing, the company says.

The grease is claimed to provide mechanical stability, long service life, and superior protection against wear and corrosion, while also withstanding high loads and pressures where conventional greases have proven ineffective.

The grease is recommended for industrial machinery, heavy-duty automotive and industrial equipment, chassis, bearings, off-road and heavy equipment operating in arctic climates. It's compatible with many other types of greases and is available in convenient 15-ounce cartridges.

See www.amsoil.com



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FUEL FOR THOUGHT

Crystal Ball Time

— By Bob Tebbutt

Gold: Gold needs inflation, but it's elusive. The U.S. Federal Reserve targets two percent as an ideal rate.

The only thing that would move gold up would be flights to safety. We've seen some earlier this last month when emerging nations in a panic moved their currencies into gold, U.S. dollars and U.S. bonds. Inflation will come but be patient.

The U.S. Buck: The U.S. government has argued that it supports a strong dollar while watching the currency fall over 200 percent in the last 40 years.

It is clearly a planned move by the U.S. government to depreciate the value of their treasuries held by foreign governments.

For example, the Chinese government owns about 25 percent of the total U.S. debt, so their investment continues to depreciate as the U.S. dollar falls, but where else can they invest the trillions?

The Canadian Dollar:

It is clear that the Bank of Canada is pursuing a policy of lowering the level of the Canadian dollar.

Its rally up above par with the U.S. caused Canadian exports to plummet; manufacturers lost business and many factories closed or moved south costing hundreds of thousands of jobs.

The Bank of Canada has decided to lower the value of the Loonie and will continue until the Canadian dollar is low enough to revitalize exports.

Energy Prices: Crude oil production is expanding dramatically in North America and restrictive laws in the U.S. and delays in export pipelines will continue to back up supplies of crude and keep North American crude oil prices down.

Heating oil, diesel, and gasoline prices will be influenced by foreign markets where refineries are closing down as the higher cost of their crude renders their products too expensive compared to imports from the U.S. The Americans do not restrict exports of these products as they do for crude.

Natural Gas: This market is due for a huge rally, continuing the higher prices we have seen over the past year as world markets are

pricing natural gas at up to five times the North American market.

Both Canada and the U.S. are moving quickly to build facilities to export to these higher-priced markets and there is little opposition to exports as there is to crude oil. Therefore, cheap natural-gas prices are now a faint memory and prices are going to continue to rise dramatically.

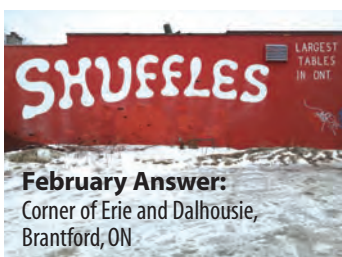
Interest rates: All of the money that has poured into the banking system in the U.S. (estimated to be over \$4 trillion) will eventually cause massive inflation and the steady rise in interest rates will be the result as sellers of bonds, mortgages and notes will demand higher interest rates in order to protect against inflation.

Bob Tebbutt is a partner with Armour Asset Risk Management Ltd. Today's Trucking provides no personal investment advice. Armour offers education and training services only. It does not offer brokerage services or personal investment advice.

YOU CAN'T GET THERE FROM HERE

Found in the Shuffle

Brantford, ON—Home to The Great One, Alexander Graham Bell and, according to the sign and until the place closed, the province's biggest shuffleboard tables, right near the corner of Erie and Dalhousie. If you did I.D. the place you were in a very exclusive club because as of press time the only readers who alerted us to its whereabouts were the eagle-eyed *John Jansen* of Waterford, ON., *Steve Crandall* of Burford, ON., *Gary Weagle* of Hagersville, ON., and *Darin DeRosse* as well as *Don Jackson* of Brantford. If you are one of the first 10 to tell us where this month's mystery statue is located, we'll send you a lovely **Today's Trucking** cap. Want a hint? It's St. Patrick's month. Contact Peter@newcom.ca or call 416-614-5828. Don't forget to leave your street address.



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2014 HIGHWAY STAR OF THE YEAR

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We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2014 Highway Star of the Year.



The Highway Star of the Year award is open to ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please submit your nomination as soon as you can. We'll be presenting the award during Truck World 2014 in Toronto, on Saturday April 12, 2014. **Forms are available on-line at www.todaystrucking.com/hsoy.**

THE HIGHWAY STAR OF THE YEAR HALL OF FAME

	2013	2012	2011
	Brian Bertsch Hi-Way 9 Express Ltd., Drumheller, AB	Stephen McGibbon Milltown Trucking, Oak Bay, NB	Reg Delahunt Independence Transportation Lanark, ON
2010	2009	2008	2007
Cliff Lammeren Praxair Edmonton, AB	Bud Rush Armstrong Moving/ United Van Lines Oakbank, MB	Dale Hadland international Freight Systems (IFS) Beachville, ON	Jean-François Foy Transport J.C. Germain Neuville, QC
		2006	2004
		Terry Smith Highland Transport Miramichi, NB	René Robert Classy Transport inc. Libau, MB

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ONLINE TRUCK SPEC'ING

NAVISTAR TOOL ALLOWS NEW TRUCK BUYERS TO CHOOSE FEATURES AND SPECS ONLINE

Navistar has announced re-designed online truck configurators for International ProStar, DuraStar, and TerraStar models. They allow customers to virtually design, build, and customize their truck's cab, exterior, interior, powertrain, and more.

The new configurators build on earlier versions with high-resolution, 3-D images, additional spec'ing options, and



an improved user interface. To start, users select their cab type and bumper-to-back-of-cab (BBC) length followed by options for

bumpers, mirrors, aerodynamic package, and other exterior features. Next, a preferred powertrain configuration is selected, including engine, transmission, and axle options. Finally, there's a prompt to select an interior trim and creature comforts. When complete, users may request a pricing quote, schedule a test drive with their local dealer, share their spec'd truck with their local dealer, or view new and used truck inventory meeting their specs.

Navistar will soon offer configurators for other models including the WorkStar and LoneStar.

See www.internationaltrucks.com

JUST ON INTERNATIONALS

NAVISTAR NOW OFFERS JUST FIFTH WHEELS AS PUBLISHED OPTIONS ON INTERNATIONAL TRUCKS

Jost International fifth wheels are now available as factory-installed options on International trucks. Published data book assemblies will include Jost's cast-iron, lightweight, cab-actuated-release, and low-lube product offerings.

The company's fifth wheels can now be spec'd as a factory-installed option on all major North American heavy truck brands. They come with a five-year warranty.

See www.jostinternational.com 

TRUCK BUCKS: DTNA LOYALTY PROGRAM

Daimler Trucks North America (DTNA) has announced a new customer loyalty program for owner-operators and small fleets. **Truck Bucks** will be aimed at rewarding customers with parts-and-service specials at Freightliner, Western Star, Detroit, and Thomas Built Buses service locations.

Customers enrolled in Truck Bucks will receive discounts and special product incentives.

Specials will include discounts on select parts and services designed to introduce customers to DTNA's aftermarket offerings. The program is said to be customer-friendly with discounts applied at check-out without the need for coupons or further action by the customer.

Sign up for Truck Bucks online or at the Mid-America Trucking Show in Louisville in March.

See www.mytruckbucks.com or www.daimler-trucksnorthamerica.com



RSS - 233

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The magazine cover features a yellow header with the title "Truck and Trailer" and the tagline "Canada's #1 Source for Heavy Trucks and Trailers". Below the header is a large advertisement for "LCS Load Covering Solutions Ltd. CANADA" with the headline "LOAD COVERING SYSTEMS". The ad includes images of various trucks and trailers with load covers, such as "STEEL HAULERS" and "the LOOK". Contact information for LCS is provided at the bottom: 5499 Hurontario Road, Burlington, Ontario L7L 5V4. Phone: 1-800-455-8277, Fax: (905) 335-8499. Email: info@loadcovering.com. Website: www.loadcoveringsolutions.com. The address 18 Industrial Drive, Caledonia, Ontario N3W 1H8 is also listed.

The screenshot shows the website interface for "Truck and Trailer, Canadian directory of new, used trucks, trailers, truck and trailer dealers, fleets and manufacturers." The URL is http://www.truckandtrailer.ca/. The site features a navigation menu with "HOME", "SELL", "FIND A DEALER", "PRODUCTS & SERVICES", "INDUSTRY NEWS", and "QUICK SEARCH". There are sections for "BUY" (Trucks 12,253) and "SELL" (Trailers 12,852) with filters for "New" or "Used", "Applications", "Product Types", "Make", "Where", and "All Locations". A "SEARCH" section allows users to search by "Make/Model" and "Where". Below the search section are advertisements for "hoty Super Deals NOW ON Pressure Washers", "7PL RENTAL SALES LIMITED (519) 354-9944", "LOCKWOOD'S PRODUCT WATCH" featuring a "MERITOR 6x2 DRIVE AXLE" and "EXTENDED DAY CAB", and "NewsFIRST" with a "Customer Focused Ideas You Can Steal From CN". A "FEATURED INVENTORY" section displays various trucks and trailers with their model years and makes, including a 2004 FREIGHTLIN, 2008 FREIGHTLIN, 1977 PETERBILT, 2009 VOLVO, 2013 ISUZU, 1988 GMC, and 2010 TRUCK. The footer includes "ADVERTISE | CONTACT US | SUPPORT | PRIVACY POLICY | TERMS OF SERVICE".

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By Peter Carter

Can Jack Get A Do-Over?

He's done his time. Does he or does he not get a second chance?



JUST CALL HIM ON HIS CELL: He's ready, willing but to some degree, still serving time.

I can't remember precisely how old I was the first time I set foot in a penal institution but I know I was in the single digits; i.e., really young.

My mom, dad, two aunts and I were in Kingston, ON., and we stopped in to see a cousin doing time for armed robbery. Many of the details are vague, but some I'll never forget.

We had to go through a bunch of doors before we got to the visiting area. And there was a whole lot of clanking going on.

I remember my cousin had cleaned up really well; his smooth face was shiny and shaved and his trousers looked ironed. Often, guys in jail eat healthier than they would on the streets and they often have precious little to do other than work out.

Having a cousin in prison didn't seem like a big deal, either.

I think that's partly because a few of my pals in Sudbury had relatives in jail; but also, my late father Tom raised us with this old-fashioned philosophy; i.e., Most of those guys are a lot like you and me. What's more, once a guy has done his time and paid his penalty, he deserves a fresh start.

My late father and his brother ran a fleet of buses. Over the years, they had all manner of day laborers and go-fers doing joe jobs. On any given day on Carter property you might have found a recent graduate of the penal system earning walkin'-around money.

If my father had actually owned such a thing as a Rolodex, it would have fallen open to "John Howard Society."

Tom's philosophy took root with me, too.

I sure know that if I were sentenced to jail for all the mistakes I've made, I'd have so much time to do I'd have to bequeath some in my will. A lot of the stuff young guys get busted for these days wasn't even illegal when I was a kid.

Here's the thing.

I've recently gotten to know a guy I'll introduce here as Jack.

He's in his early 40s. He's got two bright little kids, a wife who—like most wives—supports him way more than you might expect.

He loves motorcycles, boats, electrical stuff and the doing of business.

He loves his dog.

He built an airplane once. He's witty and articulate and he completed high school, but not much beyond. School and Jack were never friends.

Jack is a Caucasian, born-in-Canada English-speaking problem-solving type of guy. You meet guys like him at work every day.

Problem is, a few years back, he was in a business deal that went sour and he faced a long list of business-related charges. For good measure, the authorities also charged his wife.

Jack's choice was to sit through hundreds of hours of court, paying a lawyer hundreds of dollars per hour, in the faint hope of being found not guilty—or he could take a plea bargain, which meant his wife's charge would be dropped and he would do three years in the clink.

He—as thousands of Canadians do yearly—opted for the plea bargain. (Here's a fact you probably didn't know. The vast majority of time-doers have taken plea bargains. In the U.S.A., it's upwards of 90 percent!)

Jack is now out and wants to get re-established.

If I were Tom, I'd have Jack in to sweep out the buses. If he proved reliable and hard-working and hung in there, he'd be doing something more challenging soon.

But I am not in a position to give Jack a few bucks an hour to wash the fleet.

But I do have this magazine column and would love to hear from anyone out there who might have a suggestion for the guy. He would love to drive truck. **TT**

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