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Today's Trucking

The Business Magazine of Canada's Trucking Industry



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By Rolf Lockwood

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Where will the Nikola One refuel?

Re: Electrifying Debut (January 2017)

I think "dead in the water" is a better way to label this.

Great to have a company thinking outside the box. Biggest problems for [the Nikola One] are outside the company's control. There are governments that don't want to deal with the parking issues at present. "We'll look into it and do a study," is their response. Pretty sure you would not see charging stations at off ramps or rest areas.

Hard to promote this when these same governments are trying to go green and killing a lot of power plants.

— Aaron Morrill

Stavely, Alberta

Ed: It's worth noting that Nikola One has plans to open 364 of its own hydrogen fueling stations, with construction to begin in 2019.

The speeds of LCVs

Re: LCVs in Harmony (January 2017)

In the article *LCVs in Harmony* you stated that, in Western Canada, the speed limit for [Long Combination Vehicles] is 100 kilometers per hour. I find this surprising because I usually set the cruise on my Super B at 105 kilometers per hour and I am quite often passed by LCVs going much faster.

The posted speed on Highway 1 in most of Manitoba, Saskatchewan and Alberta is 110 kilometers per hour, and the LCVs seem to be going at least that speed.

— Paul Croft

Rorketon, Manitoba

Challenging barriers to young drivers

Re: Where do youth get experience? (January 2017 letters)

I have seen many 19- and 20-year-old young people get their A (Class 1) licence. Most of these young people are insanely talented and I would hire them in a heartbeat if I were a recruiter. The problem is with the age limit for truck drivers in the U.S. Most of the trucking jobs available are for over-the-road and [involve] cross-border work. There are a very few carriers that do "Canada-only" work. Beyond this, some companies have age restrictions with their insurance, and might only be able to get around that if they are self-insured. The best bet is to try and find a carrier that will mentor and further train your son for a year or two doing local daycab work. In Ontario, that might even mean doing 401 corridor work.

Some carriers have tried doing this for young people only to have been burned one way or another. Possibly your son could work in a warehouse/cross-docking facility for a carrier until a little older. There has been talk of lowering the age in the U.S., but to date it hasn't happened. If it does, that certainly will help as well. Good luck to your son and all other young people who want to get into the trucking industry.

— Kevin Matthews

Kitchener, Ontario

Correction

Our **Semi-Retired** feature on drivers working past the age of 65 erred in Bob Houlden's first name. *Today's Trucking* regrets the error.

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By John G. Smith



Dear @realDonaldTrump

No #FakeNews here,
but some real worries

Dear Mr. President,
Would it be better to refer to you as @realDonaldTrump?
It seems Twitter is your favored way to communicate.

So let's do this 140 characters at a time. Re-tweet and comment as you see fit.

As a Canadian and member of the #DishonestMedia, I doubt you hold my opinion in high regard, but hear me out.

Quite frankly, many of your promises scare me to death. Because liberal media and all that.

We clearly have different thoughts on immigration and refugees. #DiversityIsStrength #WelcomeToCanada

In the spirit of being #neighbors, though, let's try to find some common ground. You'll find it's the Canadian way.

Your campaign promised to create jobs and grow the economy. Support of free trade in the Americas will achieve this.

Russia has clearly grabbed your attention, but remember the big country in the middle? Canada is your second-largest trading partner.

We exchanged US \$575 billion in goods in 2015. @CommerceGov says Canadian-bound exports supported 1.7 million U.S. jobs in 2014.

Sure, the \$280 billion in goods we accepted in 2015 were down 10% from 2014. But that was up 32% over 2005.

As you talk of "tweaking" #NAFTA, your Canadian-bound exports are up 179% over 1993, when the deal was signed.

Canada is now the top export market for about 35 states, according to @CanTruck.

Trucks carry about 60% of it. The annual loads of vehicles and parts alone are worth US \$5.4 billion.

The cross-border freight is not just to fill your store shelves. Manufacturers use multiple suppliers to stay competitive.

Without trucks, none of this is possible. That makes the trucking industry worthy of your support.

We know many regulatory issues are up for debate, too. #SpeedLimiters #GHG17Phase2 But try to avoid knee-jerk reactions.

Cautious, measured approaches produce regulations that make sense, and truly help to eliminate red tape.

And please, take a moment to breathe before posting your thoughts. You now carry the weight of the presidency.

An off-hand remark on Twitter sends stock values reeling.

If you want to complain about @AlecBaldwin and #SNL, have at it. #EveryonesACritic #BoostTheRatings

Maybe you have other things to worry about, now that you're leading the free world.



Meanwhile, some industry suppliers refuse to discuss hopes for your term. Likely because they fear retribution.

It shouldn't be that way. These companies support an industry that's the foundation of your economy. They create jobs.

Treat them like the economic partners they are.

Remember that #globalization opens markets, encourages cost-effective production. #AffordableEquipment

Forget about building walls and look for ways to eliminate border bottlenecks.

Help control prices on U.S. Customs decals, APHIS fees, and Administrative Monetary Penalties.

Continue initiatives like the in-transit runs under the Beyond the Border Action Plan.

Support a free and open economy.

Let's find ways that our economies can work together.

Signed,

#TheFriendlyNeighbors

#ExceptWhenPlayingHockey

John G. Smith is editor of *Today's Trucking*.

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By Rolf Lockwood



See Much?

We need better headlamps, period. But clean windshields, too!

Clearly, there are issues with the headlights that show us what's ahead. Or maybe don't. We shouldn't be happy.

I've been writing about lighting in my e-newsletter, *The Lockwood Report*, and the heavy response has surprised me. I struck a chord.

I've long held that North American headlight standards are inherently dangerous because they don't allow brightness levels to match the speeds we travel. It's just too easy to "overdrive" your lights, meaning you can't see as far ahead as it will take you to stop. You just don't see obstructions until it's already too late.

That's what you get with most ordinary headlamps, or more particularly with the regulatory standards that define legal lighting quality. Which might have been OK in the 1960s, but we go faster now. It's not that better bulbs and lamps don't exist – they do. It's that nobody's required to supply or use them.

Until a decade or two ago, my own first step upon getting a new car was to make lighting upgrades, but modern cars – and most trucks are no different – make that difficult and/or expensive. There's nowhere to find a solid mount for driving lamps when "bumpers" are plastic, for example, but long-range driving lamps are essential for me. Nowadays I'm outta luck.

I have yet to try the LED headlamp option, so I asked for comment and got lots.

"Poor headlights have been a sore point for me for all of the 37 years I have been in this industry as a fleet manager," one Alberta fellow told me, saying he was glad I'd raised the issue. "Unbelievable how you buy new trucks and the headlights do not give adequate lighting.

"About 15 years ago I discovered all the common lights in semi's can be upgraded from the standard halogen to 'high-output' halogen for about \$5 per light. They made a huge difference.

"In the last two years I've purchased 15 Navistar trucks with LED headlights. Wow! Every driver had positive comments. Less fatigue and less eye strain. The lights are brighter and there's much more side visibility. I'm also testing LED replacement lights on my older units.

"The bad news is it now costs about \$500-600 a truck for the sealed beams. I think this cost will go down as demand increases. The only negative on LED lights is that until the public gets used to them, the driver gets flashed on low beam once in awhile. We adjust them a little bit lower and still get excellent light."

Other correspondents expressed hatred for LED lamps, claiming that they're inherently too bright and blinding if not aimed correctly – and dipped from high to low beam in the face of oncoming traffic. The latter happens far too

seldom, they claimed. A northern Alberta small-fleet owner said this matters especially when roads aren't well maintained and aren't marked with white or yellow lane-defining stripes. That sentiment was echoed by others.

A driving school operator offered good advice that doesn't involve buying much of anything in order to see better.

"How about cleaning the film that builds up on the [headlight] covers?" he wrote. "A few minutes of elbow grease can improve things immensely. There are excellent cleaners on the market.

"How clean," he went on, "is the windshield? The headlights may be fine but the window on the inside might be horrible with tar film from smoking, dirt, and grease smears."

He finished with an idea that would get my support 100%. He wants to see full-time tail lights.

I'll follow up on all this with both manufacturers and Transport Canada, and I'd be very interested to know what you readers think. Please write. **TT**

Rolf Lockwood is vice-president, editorial, at Newcom Business Media.

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Dispat



Trump's vow to "make America great again" has implications from trade agreements to the trucks you buy.

Heavy Duty Aftermarket Week can be a decidedly patriotic affair. Sessions during the related Heavy Duty Aftermarket Dialogue event open with color guards and music videos featuring the *Star Spangled Banner*. But it was a promise of "America first" that was weighing on the minds of many participants.

Those were the words that U.S. President Donald Trump used just days before when describing his new administration's approach to governing. "From this day forward, it's going to be only America first. America first. Every decision on trade, on taxes, on immigration, on foreign affairs will be made to benefit American workers and American families," he said in an inaugural address. "We must protect our borders from the ravages of other countries making our products, stealing our companies and destroying our jobs."

Trade deals including the North American Free Trade Agreement, which governs every load that crosses the Canada-U.S. border, are up for review. The Trans-Pacific

THE TRUMP CARD

U.S. president brings an "America First" approach to trade, but what does that mean for trucking?

— By John G. Smith —



ches

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Aftermarket Afterburn

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Wheel Fatality

PG. 21

Hellish Highway

Partnership agreement was ended with the stroke of Trump's pen before it ever reached Congress. His administration has mused about tacking tariffs of up to 20% on goods that come from Mexico, and there's no shortage of industry equipment made there. Daimler, Navistar and PACCAR all produce trucks in Mexico. Hyundai builds trailers in the southern locale, and Meritor has a plant near Monterrey. Bendix Commercial Vehicle Systems recently doubled production capacity at its facility in Acuna.

Rick Dauch, president and CEO of Accuride, recognizes the factors that helped propel Trump to power. "There's an angry workforce across the Midwest," he said, referring to those who lost manufacturing jobs in America's heartland. While his company produces wheels in Mexico, it also has capacity at a site in Henderson, Kentucky. But a decision to bring all production northward wouldn't be made too hastily, he said. The company is monitoring



Several panels during Heavy Duty Aftermarket Week fielded audience questions about the new administration.

what truck and trailer makers do. "We're going to be where our customers want us," he said. They're also watching Trump's approach to China, especially when it comes to the production of steel wheels. "There's got to be subsidization going on," he says, referring to competing supplies of low-cost components.

Maxion Group has two facilities in Mexico, and the global company's new line of aluminum wheels is being made in Asia. "We're very comfortable with our presence. We're a major manufacturer on both sides of the future wall," says Donald Polk, an Ontario native who

is the company's president – Americas. Only time will tell which trade policies change, he added. "We need to see how things will turn out."

Not surprisingly, those who make products exclusively in the U.S. are welcoming the promise of tighter trade rules.

"Even before the administration changed, in particular segments I could sense a kind of shift back to a desire to support 'Made in U.S.A.," said Brad Begley, vice president – sales, aftermarket business for Webb Wheel, which casts and machines its products domestically. "It's premature to suggest what might happen with the administration,

but the wind seems to be blowing in that direction," he said. "I hope that wind turns into a hurricane."

Acting quickly

The challenges around trade restrictions are not limited to the sourcing of trucks and components. Bob Dieli, an industry consultant, told the Aftermarket Week crowd that imports play a significant role in trucking activity. "Most everything spends time in a truck. This building spent time in a truck," he noted. "We count imports as a plus because the freight has to get from the dock to wherever it's going."

There are certainly plenty of imports flowing from one NAFTA jurisdiction to the next – and most of that moves on wheels. Cross-border freight moving between Canada, the U.S. and Mexico amounted to \$93.2 billion in the year leading up to October 2016. While truck shipments dropped 3.1% during that time, they still accounted for 60.8% of the value of freight moved to



and from Canada, the Canadian Trucking Alliance reports. Vehicles and their parts accounted for the top category. On their own they represented \$5.2 billion in trade, 56.9% of which was moved by truck.

One challenge could be a difference in opinion about how the U.S. economy is even performing. Trump talked of rusting factories. Dieli cited an index known as Truck Economic Activity that suggests a period of economic growth. “Mr. Trump seems to think we’re in a different phase of the business cycle. I’m not going to argue with him. You can get hurt doing that,” he said.

Another speaker during Heavy Duty Aftermarket Week offered some unique insight into the approach Trump will take. Jeffrey Hayzlett, a business commentator and former Kodak executive who was a judge on Trump’s *The Apprentice* reality show, said the new president is known to act quickly. “He will move, whether you like it or not, with great speed,” he told the crowd.

Dieli insisted real legislative change still takes time. “There’s no legislation



▲ Trump “will move, whether you like it or not, with great speed,” says Hayzlett.

that has not been lawyered or legislated to the max,” he said. Even U.S. President Ronald Reagan’s famed tax cuts took a year to enact. But travelers from seven majority-Muslim countries discovered how quickly cross-border trips could be affected when Trump suspended immigration from those jurisdictions. It took days to confirm that dual citizens with Canadian passports were exempt, even if they were from one of the seven named countries. U.S. courts stepped in after that.

Emissions and energy

The new administration’s trade and border security plans are not the only topics that could affect Canada’s trucking industry.

A list of the Obama administration’s top issues – including climate change – was quickly stripped from the White House website and replaced with a list that includes an America-First Energy Plan to eliminate “harmful and unnecessary policies” like the Climate Action Plan. That Climate Action Plan committed to reducing Greenhouse Gas (GHG) emissions. The first phase of GHG-related emissions standards affected 2014-18 Model Year trucks. The second phase is scheduled to roll out from 2021-27.

The new limits have been projected to save US \$170 billion in fuel over the lifetime of affected vehicles, thanks to fuel efficiency which would improve 23-25%, but the equipment would still come at a higher upfront cost. And Canada has traditionally adopted U.S. emission rules.

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Trump's energy policies could affect Canada in other ways, too. He is moving forward with plans for the Keystone pipeline that would deliver Canadian oil southward. Gene Orlick, chairman of the Canadian Trucking Alliance, is betting on that to boost the economy in Alberta, where his fleet is based. It can take two or three years for petroleum producers to ramp up, he said. That means more freight along the way. Even for his fleet. Orlicks may specialize in food and beverage shipments, but the available volumes dropped when close to 100,000 people lost their jobs because of low oil values. "We don't ship to Fort McMurray and Grand Prairie like we used to," he said, referring to the oil-producing region.

Global suppliers

But where will the loads of future truck parts come from? There is no avoiding the fact that truck components are currently made around the world. Will the supply chain shift?

"There are going to be decisions made by the Trump administration which are going to affect not only Meritor but the whole industry. We're going to have to react," says Brett Penzkofer, Meritor's vice president – North American after-market. "We don't know what that will be yet, or what it will mean relative to changes in trade, tariffs, or restrictions." As a global company, Meritor sources supplies in many countries, but it also relies on many domestic sources, he notes. "We're well-positioned to be able to react to any [business] model or change that comes."

Mexico is the "wild card", he says, referring to the country that has frequently been a target of Trump's scorn. "Especially since a lot of the truck and trailer manufacturers continue to move toward that footprint, or previously had been moving to that footprint."

Meanwhile, Jonathan Starks, Chief Operating Officer of FTR Associates, questions whether the proposed 20% surcharge on Mexican goods will become a reality. "It's just a proposal. There's no indication of how it will be processed, who would be paying or where it would be collected. There's a huge range of

things that we can't foresee," the analyst said. Even Trump's administration has begun to reference lower potential tariffs.

"Country of origin changes all the time, and what we do today we didn't do five or 10 years ago, and it's going to change in the future," said David Danforth, general manager and vice president – PACCAR Parts, when answering questions in an Aftermarket

Week education session. "If you're predominantly in a certain country, you're probably not going to get the best value or the best product in the segment."

Of course, value is measured by more than purchase price alone.

"If all things given were equal," adds Mike Eppes, managing vice president – parts for Rush Enterprises, "domestic is an easier sell." **TT**



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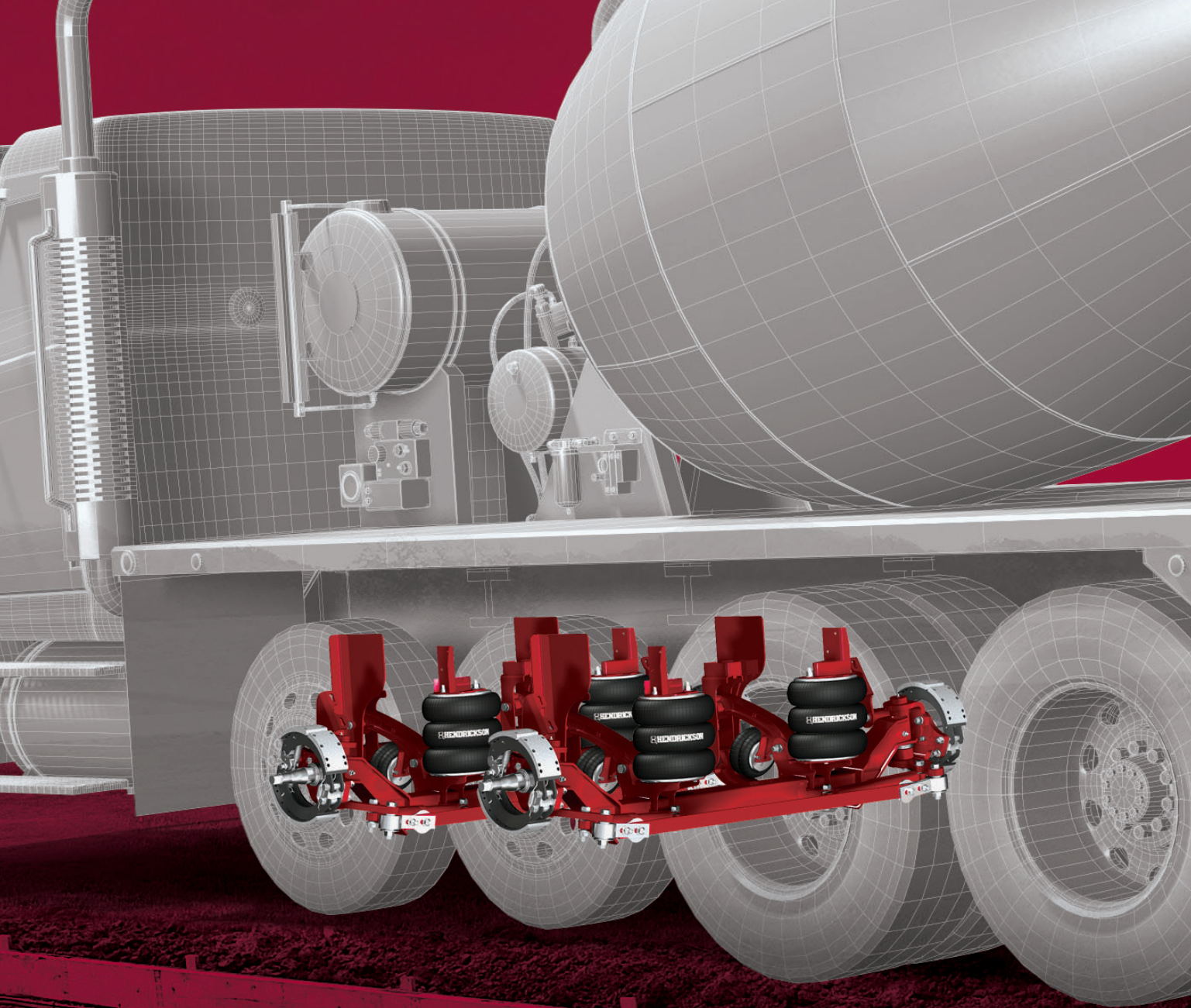
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The Aftermarket Afterburn

Weak dollar pushes up parts prices



Truck and trailer sales continue to drop in Canada, but the value of the aftermarket that serves them continues to rise, according to statistics released during Heavy Duty Aftermarket Week.

Analysts with MacKay and Company, which produces DataMac reports on part and component sales, expect the aftermarket serving Class 6-8 trucks and trailers to reach \$4.9 billion in 2017, up from \$4.6 billion last year. By 2021 the aftermarket demand could reach \$6 billion.

It isn't all about higher sales volumes, though. Recent gains in value have been realized through the higher sticker prices associated with a weak Canadian dollar.

Several factors are also transforming the industry as a whole.

North America's demand for emission-related components is up 254% alone since 2010, and that's expected to jump another 42% by 2021. Rather than cleaning Diesel Particulate Filters locally, meanwhile, trucking companies are increasingly turning to factory-remanufactured products, the analysts said.

The sales of remanufactured starters and alternators are also losing ground to new products from cost-competitive offshore manufacturers, according to MacKay and Company. And smaller repair shops are finding it tough to meet the shift from copper to aluminum radiators.

"More service work is outsourced by the fleets, and that means more opportunities for the service providers," added John Blodgett, vice president of MacKay and Company.

Who actually services the vehicles tends to be based on equipment age. When first owners still hold the equipment, 54% of the service work is

completed by end users, 27% by dealers, and 11% by garages, the analysts found. Once equipment changes hands, 61% of end users opt to do the work themselves, with only 15% completed by Original Equipment dealers and 18% by independent garages.

Then there is a shift in nameplates to consider.

The aftermarket changed dramatically between 2010 and 2015, says Dave Kalvelage, manager of IT and database services at MacKay and Company. Freightliner's brand share, for example, increased to 38% from

32%. International's share dropped 13 percentage points, largely because of past challenges with its emission strategy.

"There's been some big changes in the engine market," he adds, referring in part to PACCAR reaching 11% of that market, up from 2%.

The stakes for a share of the available aftermarket are significant no matter whose nameplate is involved.

Overall, Canada had 1.1 million Class 6-8 trucks, trailers and container chassis last year, the analysts noted. That added up to 346,600 Class 8 trucks, down 1% from a year ago; 190,900 Class 6 and 7 trucks, down 2%; and 575,900 trailers and container chassis, which was relatively the same as 2016, with a bump of just 0.4%.

Just don't expect a lot of new equipment to flood the market in the coming year. While MacKay and Company projects Class 6/7 sales to increase 15% this year, Class 8 sales should drop 25%. Trailers sales are projected to be down 21% on their own. **TT**



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Drug test results needed

The countdown to submit 2016 US Department of Transportation drug and alcohol testing results has begun, with the annual survey results required by March 15.

The reports are used to determine the random testing rates for the following year. Failure to respond can lead to civil penalties.

Drivers and carriers with further questions can email FMCSAdrugandalcohol@dot.gov, or call 202-366-4844.

Manitoulin opens in Wawa



Manitoulin Transport has opened a new transportation terminal in Wawa, Ontario. The location at 164 Mills Drive sits on 1.8 acres, has greater storage capacity than Manitoulin's existing Wawa terminal, and is able to handle twice as many shipments.

"As the provider of the widest direct coverage in Canada, Manitoulin goes beyond simply investing in major towns and cities," said Don Goodwill, president, Manitoulin Group of Companies. "More remote areas, such as Wawa, can also be highly strategic in building out a network of truly comprehensive coverage."

Ontario expands LCV program

Ontario is clearing the way for more Long Combination Vehicles (LCVs), through changes included in the latest phase of the program.

The province has eliminated the cap of 16 permits per carrier, as well as a maximum of 100 carriers overall. New vehicle configurations for transporting vehicles and container chassis have also been introduced along with an expanded high-

way network on which LCVs can travel.

The primary highway network has been expanded to include highways 403, 407 East, 412, and 400 up to Parry Sound. Long Combination Vehicles can also travel five kilometers off the primary highway network to access shipper and carrier sites. The previous limit had been two kilometers.

Walmart escapes US \$80-million penalty

A U.S. federal judge refused to force Walmart to pay US \$80 million in penalties under a lawsuit that accused the retail giant of failing to pay California drivers a minimum wage for certain tasks.

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District Judge Susan Illston reportedly said that Walmart acted in good faith, believing its payment policy was in line with California's labor law.

A jury awarded the workers more than US \$54 million in back wages in November after finding that Walmart didn't pay drivers the state's base wage for pre-and post-trip inspections,

10-hour layovers and 10-minute rest breaks. Attorneys for the drivers had asked Illston to award an additional US \$80 million in penalties and damages.

Load board shows hope

Load volumes on TransCore Link Logistics' Loadlink load board surged

in December, jumping 45% higher than those reported during the same month in 2015. The number of trucks vying for those loads also dropped, leading to what TransCore cited as "healthy" truck-to-load ratios.

There was an average of three trucks per load for most of the year, but that dropped to a healthier 2.26 trucks per load in December, and it was also down dramatically from the 3.73 recorded in December 2015.

TransCore's Canadian Freight Index draws on data from about 5,500 Canadian trucking companies and freight brokers.

Premier axes Tory's toll plan

Ontario Premier Kathleen Wynne says she believes many taxpayers cannot afford to pay a toll every time they drive on the Don Valley Parkway or Gardiner Expressway – two major routes into Toronto – so she won't let the city implement the fees.

Toronto Mayor John Tory had announced before Christmas that he wanted to introduce \$2-a-trip tolls. At the time, he said he hoped the money would produce about \$200 million a year for transit infrastructure and highway repairs.

Wynne instead said the province will give the city more proceeds from the provincial gasoline tax, so by 2021-22 Toronto will get \$307 million.

"This announcement redirects current tax funds where they are required and does not place more of a tax burden on road users," said Ontario Trucking Association president Stephen Laskowski.

Loomis, Unifor at the table

Labor union Unifor and Loomis Express entered contract negotiations in mid-January, with the union citing respectful treatment of employees, contracting, and economic issues as bargaining issues.

Unifor represents 1,600 workers at Loomis, a wholly owned subsidiary of TFI International, which until recently was known as TransForce. Loomis

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workers are covered by a national collective agreement with associated provincial addendums. The agreement expires on March 31, 2017.

Unifor members include hourly drivers, owner-operators, call center staff, clerical teams, and warehouse workers. It was formed in a merger of the Canadian Auto Workers and the Communications, Energy and Paperworkers unions.

Volvo discontinues 16-liter engine

Volvo Trucks North America has discontinued production of the 16-liter Volvo D16 engine. A statement from the manufacturer says the decision is the result of limited market demand and the long-term investment that would be required to maintain the D16 for North American operating requirements.

The D16 engine was available in Volvo VNL and VNX models. The VNL will continue to be available with Volvo D11, D13 and Cummins X15 engines.

The VNX, in which the D16 was standard, will remain in the product lineup.

In the interim, Volvo intends to offer an X-package for the VNL model, providing the ride height and heavy-haul attributes of the VNX with 500-horsepower Volvo D13 or Cummins X15 engines.

Penske embraces discs, collision tech

Penske Truck Rental is making collision avoidance systems and air disc brakes its standard spec' on commercial tractors within its rental fleet.

"These added vehicle features underscore our commitment to over-the-road safety for our commercial truck rental customers and their drivers," said Don Mikes, Penske's senior vice president of rental. "These systems can help commercial drivers avoid collisions and the braking system provides additional stopping power when needed."

Penske has ordered more than 2,000 commercial tractors from Freightliner, Volvo and Navistar with the new spec'. The first of the 2018 Model Year units were set to be available for rental as early as February.

Meritor pledges to "do better"

Executives overseeing Meritor's aftermarket business are pledging to "do better" as they take steps to improve everything from product portfolios to deliveries.

"It's extremely important that you're seeing there's a new Meritor, that we're

shaking things up," Brett Penzkofer, vice president – North American aftermarket, told a crowd at Heavy Duty Aftermarket Week. "We're going to earn your trust. We're going to help us all collectively grow our businesses."

Penzkofer has held the role since June 2016, and says he was intrigued by the quality of the company's brands,



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products, employees and customer base. "But there are a number of things that I saw that we needed to do much better, so I grabbed the challenge."

One of the most dramatic moves included moving the division's headquarters to Florence, Kentucky, in what he says was a way to refocus the organization.

Other steps involve finding ways to

make it easier to do business with those in the distribution channel, and improving the depth of the product portfolio including genuine, all-makes, and remanufactured product lines. "In doing so we will guarantee and ensure that we have superior quality and dependability with our products," Penzkofer said.

Then it's a matter of ensuring consistent deliveries and fill rates. "We have not always done that," he admitted, adding that steps are also being taken to improve package quality. Some packages, for example, have been known to hold 10 times more empty space than product.

Canada Cartage supports Survival

Canada Cartage supported Project Winter Survival on January 21, helping to store and deliver life-saving supplies for the homeless.

"This year, Canada Cartage picked up, delivered and unloaded 3,000 sleeping bags, and had trailers on site to help Project Winter Survival with some much-needed storage space," says Paul Hanson, the fleet's operations manager.

The charity's winter survival kits are packed and distributed to more than 150 social service agencies including the Red Cross, Salvation Army, Covenant House, local shelters, and various outreach programs in the Greater Toronto Area.

Ottawa motorist killed by runaway wheel

Barely a year after Ontario enforcement teams embraced a "zero tolerance" for wheel-related defects, another motorist has been killed by a runaway wheel assembly.

The dual wheels broke away from the left side of a westbound trailer on Ottawa's Highway 417, crossed the median, and struck a delivery van in the eastbound lanes, OPP Constable Guy Prevost told *Today's Trucking*, referring to the February 10 collision. The van driver was pronounced dead at the scene.

A numbered Ottawa company has been charged with permitting the operation of an unsafe commercial vehicle, while the driver of the tractor-trailer has been charged with operating a commercial vehicle with detached parts.

Paul Koenderman was killed on the Toronto-area's Highway 400 in January 2016, barely two months after a wheel crashed into Kimberly Coordes' windshield on Highway 401, outside London.

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A Hellish Highway

Highway Thru Hell paves the way to Heavy Rescue: 401

Highway Thru Hell offered many television viewers their first glimpse of heavy rescue operations, and now the producers are focusing cameras on one of the most hellish routes Canada has to offer – Ontario's 400 Series highways.

Heavy Rescue: 401 debuted on the Discovery Channel this January, showcasing the efforts needed to keep traffic moving between Sarnia, Toronto and Barrie.

Just don't call it a reality show. "I fundamentally disagree with anyone who describes this as a reality show," executive producer Mark Miller told *Today's Trucking*, stressing there is no control over the weather and that crashes are not staged.



"We know there are people out there who aren't fans... who think we make the [trucking] industry look bad," Miller adds. "I think we humanized it."

Highway Thru Hell, now in its sixth season, portrays heavy rescue crews on British Columbia's Coquihalla Highway as true emergency responders. Fans even share photos of their kids who dressed up for Halloween as tow operators. If the show has a villain, he believes it's the bad weather that contributes to wrecks.

No matter how the show is viewed, there is no question that it has viewers. *Highway Thru Hell* ranks among Discovery's Top 5 programs, and has

made TV stars of people like Jamie Davis, who runs a towing operation in Hope, British Columbia. The most recent episode recorded more than a million viewers in a single week. That's a massive audience for a specialty channel.

Heavy Rescue: 401 takes a slightly different approach to *Highway Thru Hell* and focuses on a broad array of teams

including Ontario Provincial Police, Ontario Ministry of Transportation enforcement personnel, York Regional Police, road maintenance teams, the Compass Center, and other groups as they focus on keeping highways open for business. "You realize the stakes are huge," Miller says. "We had no lack of content." **TT**

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Inventories correcting, ACT Research says

The past year is probably one that truck manufacturers would like to put behind them. Just over 23,000 Class 8 units were sold in Canada, adding to the 192,664 sold in the U.S. Freightliner remained the market leader in that segment, holding one-third of sales in Canada and 37.6% in the U.S.

When it came to Class 7, International secured 46.7% of the Canadian market compared to the 27.4% it accounted for south of the border, where Freightliner held the leadership position in that space as well.

In the medium-duty segment, Hino secured just under 48% of Canada's Class 6 sales, while Ford led the way in Class 5.

But strong December sales, combined with modest production, helped to reduce stubbornly high inventories.

"Going forward, the big inventory pulldown into the end of the year, and the full-year inventory correction, will allow industry production to more closely align itself with demand," says Kenny Vieth, ACT Research president and senior analyst.

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Canada – December 2016

CLASS 8	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
Freightliner	557	7,660	29.1	33.3
Kenworth	283	3,097	14.8	13.4
Volvo Truck	339	2,904	17.7	12.6
International	169	2,886	8.8	12.5
Western Star	187	2,374	9.8	10.3
Peterbilt	205	2,369	10.7	10.3
Mack	171	1,747	8.9	7.6
Other	0	0	0.0	0.0
Total	1,911	23,037	100	100
CLASS 7	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
International	84	2,041	35.4	46.7
Hino	59	839	24.9	19.2
Freightliner	40	664	16.9	15.2
Kenworth	27	413	11.4	9.4
Peterbilt	20	313	8.4	7.2
Ford	7	101	3.0	2.3
Total	237	4,371	100.0	100.0
CLASS 6	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
Hino	27	510	51.9	47.8
Freightliner	11	238	21.2	22.3
International	8	171	15.4	16.0
Ford	3	72	5.8	6.7
Peterbilt	1	72	1.9	6.7
Kenworth	2	4	3.8	0.4
Total	52	1,067	100.0	100.0
CLASS 5	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
Ford	173	2,371	46.3	43.8
Hino	80	1,159	21.4	21.4
Dodge/Ram	76	1,084	20.3	20.0
Isuzu	43	631	11.5	11.7
Freightliner	0	100	0.0	1.8
International	1	49	0.3	0.9
Mitsubishi Fuso	0	13	0.0	0.2
Kenworth	1	2	0.0	0.0
Peterbilt	0	1	0.0	0.0
GM	0	0	0.0	0.0
Total	374	5,410	100.0	100.0

U.S. – December 2016

CLASS 8	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
Freightliner	4,375	72,513	28.0	37.6
Kenworth	3,079	29,475	19.7	15.3
Peterbilt	2,120	26,531	13.6	13.8
International	1,269	21,372	8.1	11.1
Volvo Truck	2,354	20,543	15.1	10.7
Mack	1,903	17,153	12.2	8.9
Western Star	521	4,949	3.3	2.6
Other	8	128	0.0	0.0
Total	15,629	192,664	100.0	100.0
CLASS 7	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
Freightliner	2,056	28,542	42.7	47.6
International	1,188	16,414	24.7	27.4
Peterbilt	689	5,979	14.3	10.0
Kenworth	553	4,815	11.5	8.0
Ford	166	2,556	3.5	4.3
Hino	158	1,611	3.3	2.7
Total	4,810	59,917	100	100
CLASS 6	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
Ford	2,883	22,235	51.3	36.3
Freightliner	1,143	18,131	20.3	29.6
International	709	11,596	12.6	18.9
Hino	580	6,898	10.3	11.3
Kenworth	262	2,199	4.7	3.6
Peterbilt	46	228	0.8	0.4
Total	5,623	61,287	100.0	100.0
CLASS 5	SALES		MARKET SHARES	
	Dec.	YTD	Dec. %	YTD %
Ford	4,575	45,290	58.1	62.7
Dodge/Ram	2,082	15,737	26.4	21.8
Isuzu	811	5,763	10.3	8.0
Freightliner	186	2,747	2.4	3.8
Hino	158	1,873	2.0	2.6
International	19	688	0.2	1.0
Mitsubishi Fuso	6	64	0.1	0.1
GM	40	51	0.5	0.1
Kenworth	2	30	0.0	0.0
Peterbilt	1	9	0.0	0.0
Total	7,880	72,252	100.0	100.0

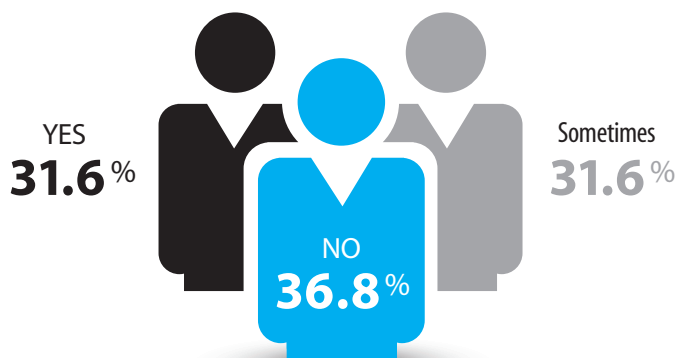
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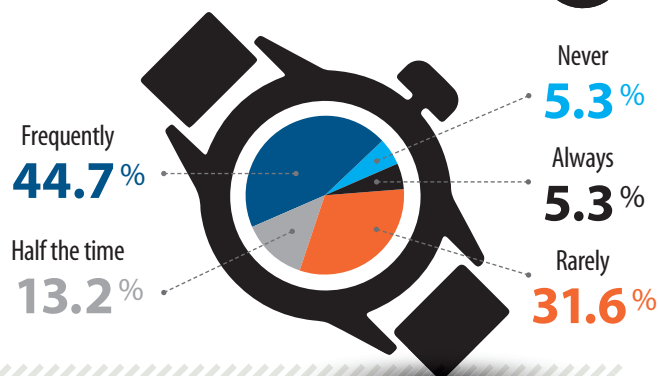
Ancillary Charges

The demands on trucking companies seem to increase with every passing year. Delivery windows are tighter than ever. And when contract terms are not met, there is a price to pay. This month, **Today's Trucking's** Pulse Survey is asking about ancillary charges and penalties.

Does your business have formal, written contracts with customers?



How often are your trucks detained more than two hours by shippers?



Accessorial charges include fees for activities other than driving the truck. Which of the following charges have been adopted by your business?

76.5%	Fuel surcharges
58.8%	Additional stops
38.2%	Detention
35.3%	Layovers
32.4%	Truck ordered, not used
29.4%	Divergent miles
23.5%	Tolls
23.5%	Deadheading
20.6%	In-transit stop/drop charges
20.6%	Border crossings
17.7%	Out-of-route/circuitous miles
14.7%	Carbon tax surcharges
14.7%	After-hours deliveries
8.8%	Tailgates
5.9%	Non-dock deliveries
2.9%	Shrink wrap
2.9%	Pallet jack
2.9%	Cash on Delivery
0%	Bill of Lading updates

"Tolls for company drivers only."

"Part load, full load rate."

When detained by shippers, how often does your business collect detention fees?



Shippers apply charges and penalties of their own. In the past year, has a customer fined you for:

44%	Lumper services
40%	Late deliveries
36%	Damaged/spoiled freight
8%	No shows (rescheduling/cancelling)
8%	Broken seals or packaging
4%	Early deliveries



Today's Trucking Pulse surveys are conducted once per month, covering a variety of industry issues. To share your voice in future surveys, email johnng@newcom.ca.

Results are rounded to the nearest 1/10th percent.

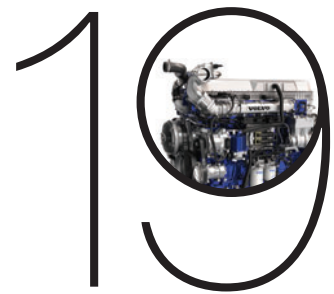
Next month: TRAINING

MARCH 2017 **23**

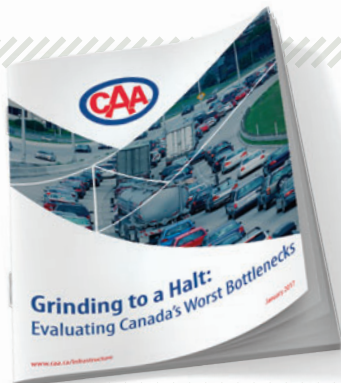
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78% TOLL HIKE

The Quebec Trucking Association is calling on Transport Minister Laurent Lessard to help block the latest toll increase on Autoroute 30, and has met with elected representatives from throughout the region in a bid to find a long-term solution to skyrocketing prices. A30Express, the private company that runs the toll route, announced its latest toll increase that took effect February 1. It's the third increase since February 2014, and represents a 78% increase over the tolls established when the route opened.



Purolator was the first fleet in Canada to receive trucks powered with Volvo's new 2017 engines. The 19 D13 models were under the hoods of VNL 300 tractors. The company has 460 power units, more than half of which are Volvos.



11.5 MILLION HOURS

Think of that many wasted hours. Canada's 20 most-congested traffic bottlenecks cover just 65 kilometers, but collectively cost drivers more than 11.5 million hours and burn an extra 22 million liters of fuel per year. The findings, published in *Grinding to a Halt: Evaluating Canada's Worst Bottlenecks*, were released by the Canadian Automobile Association. Toronto accounted for 10 of the listed bottlenecks, Montreal placed five, Vancouver had four, and Quebec City had one.

97.4% STRIKE MANDATE

That was the size of the strike mandate that Purolator employees gave Teamsters during a January vote. While the collective agreement expired on December 31, the carrier owned by Canada Post has not seen strike action in 30 years. No strike deadline has been set, either. According to the union, sticking points in negotiations include the contracting of routes to non-union carriers beyond a 50-kilometer radius of a depot; changing defined benefit pensions to defined-contribution pensions; and a proposed end to retirement bonuses.



Bison truck driver Taljinder Sohi was just named a Highway Angel by the Truckload Carriers Association (TCA) in recognition of his roadside heroics last May, on Highway 5 in British Columbia. His award brings to six the number of Bison drivers who've been given angel wings since 2011 because they've stopped to help somebody. The other five were Brian McHale, Lee Wood, Gary deVos, Vijaydeep Sahasi and Jason Levrault. There's no official Good Samaritan policy at the fleet, says Garth Pitzel, Bison's director – safety and driver development. "It's just the right thing to do."

0.8% DROP

The Canadian General Freight Index (CGFI) finds that the total cost of ground transportation decreased by 0.8% in November when compared to October. The Base Rate Index, which excludes the impact of Accessorial Charges assessed by carriers, decreased by 1.1%. Average fuel surcharges increased to 12.67% of base rates in November versus 12.10% in October.



Trending *on* Today's Trucking.com

Drivelines Online

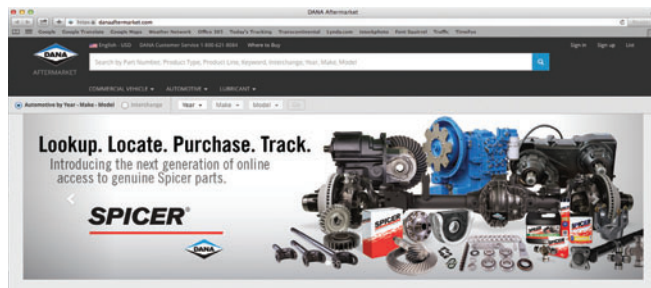
Dana's new e-commerce platform means Spicer and SVL driveline product information is just a click or search term away. The actual purchasing, however, remains in the hands of the company's distributors.

Mark Wallace, executive vice president and president of the commercial vehicle aftermarket, called the website nothing less than "a platform for the future of our company." It can be accessed through www.danaaftermarket.com, www.SpicerParts.com/Aftermarket, and www.SVLparts.com/Aftermarket.

Dana officials referred to many features being designed from a standpoint of "customer-centricity". Visitors to the site can search for products in a Google-like search bar, or point and click through a series of menus. Searches can be conducted by part number, product type, product line, keyword, interchange part number, year, make, or vehicle model.

"Type in what you know, hit enter," said Darryl Wray, senior manager – aftermarket, referring to the ease of use.

Each of the 67,000 active part numbers gets its own page including data such as engineering spec's, line drawings, alternate views and exploded views. Individual items can be searched in terms of year, make, model or even popularity.



From there, users in a shop can create shopping lists or wish lists for individual projects, and submit RFQs to distributors who can offer details such as pricing and availability. Details about distributors include contact information and locations on a map.

"We listened a lot to our customers the last nine months," said Peter Cirulis, vice president customer experience, strategy and product planning – global aftermarket, referring to the development process.

Distributors access tools of their own through a secure login, where they find details such as price and availability. There, they can order parts and determine how quickly they need to arrive. Emergency orders for carriers and driveshafts can even be inserted into production lines, offering a lead time as short as five days on parts.

Generated prices at this point are only available in U.S. dollars.

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HERE ARE A FEW EXAMPLES OF TWEETS FROM AROUND THE INDUSTRY THIS MONTH



BestFleets2DriveFor @BF2DF

And now (drumroll please), the 2017 Best Fleets to Drive For #Top20! @TCANews @EPICVUE @BoseRide #trucking #thebest

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Tory on Toronto's transit vis-à-vis Wawa. "Wawa has 1 bus. You call it to come to your house and pick you up" #TOpoli

Chris Wray @CAO_CWray

I thought we were more sensitive in Ontario. One city does not make the entire province.



Paul Beauregard @Paul_B_1979

Just transferred from the Team Division. Going to be interesting. @ChallengerMF @ChallengerMotorFreight #Trucking

Michael Anderson @MikeOnMachines

You'd think a nation as big and wide as ours would not have congested roads. Yeah, right. @Todaystrucking article: bit.ly/2iHMTLx

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26-29

TRUCKLOAD CARRIERS ASSOCIATION'S ANNUAL CONVENTION

Gaylord Opryland

Nashville, Tennessee

www.truckload.org

APRIL

2-5

TRUCK RENTING AND LEASING ASSOCIATION'S ANNUAL MEETING

Hyatt Regency Coconut Point Resort and Spa

Bonita Springs, Florida

www.trala.org

4-6

SAE WORLD CONGRESS EXPERIENCE

Cobo Center

Detroit, Michigan

www.sae.org

6-7

NATIONAL HEAVY EQUIPMENT SHOW

International Center

Toronto, Ontario

www.nhes.ca

7

MANITOBA TRUCKING ASSOCIATION'S ANNUAL GENERAL MEETING AND SPRING GALA DINNER

RBC Convention Centre

Winnipeg, Manitoba

www.trucking.mb.ca

20-22



Place Bonaventure

Montreal, Quebec

www.expocam.ca

21

B.C. TRUCKING ASSOCIATION'S ASSOCIATE DINNER

Sandman Signature Hotel

Langley, BC

www.bctrucking.com

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Contact John G. Smith

416-614-5812

johng@newcom.ca



Truck of the Month

The truck dad let him drive

The people who designed this **1952 GMC two-ton** knew their audience. For starters, the truck didn't come with an interior rearview mirror. The idea was, this vehicle would be used by farmers. Farmers filled the box with feed or produce, so the rearward view would be blocked anyway. There was no back bumper, either. That would just get in the way when you were trying to cozy up to a loading dock. And never mind chrome. It made much more sense to paint the trim. This was a no-frills, made-for-hard-slogging tool on wheels.

It was the perfect vehicle to launch what would grow into one of Canada's most venerable fleets.

Armour Transportation is now based in Moncton, New Brunswick, but the seeds for the enterprise were planted more than 65 years ago in Taylor Village, about 30 kilometers outside town. Gordon Milford Armour hauled hay and gravel to various communities around Nova Scotia and New Brunswick. When that business tapered off in the early '50s, he started hauling for Kraft Foods and pulling Christmas trees for buyers in the U.S.

One of the province's first general freight and motor carrier licences came in 1955, and the business became GM Armour and Son.

The son was Wes Armour, now the president and Chief Executive Officer of Armour Transportation, which boasts 4,000 pieces of equipment, 2,000 employees, 26 freight terminals, and more than 700,000 square feet of public warehousing. But to this day, he still recalls how deeply he loved riding in the '52 GMC. When Wes was just nine years old, his dad let him steer from the passenger's seat. Sometimes he was allowed to ride along for three-day trips, sleeping on one of the army cots that his dad had installed in the truck's box. And during Christmas, he squeezed

between his dad and the owner of the Christmas tree lot, as they made their way to a market in Boston. On some trips the load was stacked so high that it grazed the power lines.

"It was like going on a trip around the world," he says.

This particular GMC is not the original, though. It's a replica. As hard as he searched, Wes wasn't able to find the first one. But in the '70s, one of his drivers found this model in Newcastle, New Brunswick. A friend delivered him to pick it up, and Wes drove it back himself. Just like dad. **TT**

THE SPEC'S

TRUCK:
1952 GMC two-ton

ENGINE:
**Inline six,
overhead valve**

TRANSMISSION:
Four-speed

REAR AXLE:
Two-speed

Do you have an unusual, antique, or long-service truck to be profiled?

Send your *Truck of the Month* ideas or photos to john@newcom.ca, or mail *Today's Trucking Magazine*, 451 Attwell Drive, Toronto, ON, M9W 5C4

Heard *on the* Street



Bison's Penner adds CEO to title

Rob Penner has been promoted at **Bison Transport** – one of Canada's largest fleets – where he will now serve both as president and Chief Executive Officer. Penner has worked at Bison since 1991, and was promoted to president last year. He is an active member of the Canadian Trucking Alliance board of directors and Manitoba Trucking Association, and is chairman of the Truckload Carriers Association.

Stan Williamson, 1925-2017

The man who was arguably the backbone of the **Canadian Fleet Maintenance Seminar** (CFMS) through its best years, **Stan Williamson**, has died at the age of 91. A Shell Oil employee for 38 years, Williamson had been a member of the Automotive Transportation Service Superintendents Association since 1963. In 1985 he took over as general manager of the CFMS, successfully guiding it with his calm hand through to 2001. "His handling of CFMS back in the day was very professional. He was a no-nonsense manager of other people's money. I sure am proud that he entered my life for a spell," said Ron Gervais, formerly of Bendix and an active supporter.



Daimler chief steps down

Dr. Wolfgang Bernhard stepped down as the global head of **Daimler Trucks and Buses** in February, a year before his contract expired, citing personal reasons. Chief executive Dr. Dieter Zetsche will lead the business unit until a successor is appointed. Bernhard was named head of Mercedes-Benz Vans in 2009 and was appointed to Daimler AG's Board of Management in February 2010. In April 2013 he assumed responsibility for Daimler Trucks and Buses.

Vipar eyes \$1-billion goal

Vipar Heavy Duty has set aggressive goals for the next five years, and promoted several executives who will be responsible for meeting them. Larry Griffin has been named vice president of program management, Andrei Katibnikov vice president of information technology, and Jeff Paul vice president of marketing. Along with Jim Pennig, vice president – business development, they will join a new executive management team. Each will have responsibilities under the company's new Game Plan for Growth that has targeted US \$1 billion in annual reported program purchases as early as 2021. "To do that, we have to increase those purchases by \$350 million," noted Vipar president Chris Baer.



Hazelton leads bearing ops in Canada

Sean Hazelton has been named managing director – Canada at the **Timken Company**. He reports to Brian J. Ruel, vice president – Americas. Hazelton was recently strategic business manager at Canadian Bearing, and worked at Emerson Canada for 17 years in a variety of roles.



Order of Canada includes Wes Armour

Wes Armour of **Armour Transportation Systems** has been appointed to the Order of Canada in the same year our nation will celebrate its 150th birthday. The New Brunswick entrepreneur was selected for his leadership as an entrepreneur and dedication to his community. Armour Transportation has more than 4,000 pieces of equipment, 2,000 employees, 26 freight terminals, and more than 700,000 square feet of public warehousing. Other industry members who have been named to the Order include Trimac founder Bud McCaig (1999), Manitoulin Group founder Doug Smith (2008), and Seaboard Transport Group's Joe Shannon (2013).



Prepare for the M&A parade

By Mike McCarron

January was a telling month in the Canadian trucking industry as two iconic families I'm proud to call friends suffered very different fates.

Meyers Transport, the LTL carrier in Belleville, Ontario, shut its doors after 90 years in business. Even in defeat the family showed its class by walking away with their heads held high instead of stiffing suppliers.

Conversely, it was great hearing that the Ledson family of hybrid Cavalier Transportation in Bolton, Ontario cashed in their chips and sold to TFI International (TransForce), the industry's Pac-Man.

The closing of Meyers and the sale of Cavalier are just two tales of a sector in upheaval. Every time you crack open an industry magazine there's another deal or a demise to read about, and no shortage of reasons for it: Baby-boomer truckers who made their dough and are ready for Florida; big dogs with an insatiable appetite for capacity, customers, and drivers; small and mid-size fleets struggling with what to do next.

M&A trends are shaping this industry in ways that we haven't seen in awhile.

Big get bigger

The investment bankers who predicted years ago that scale would be the key driver of domestic trucking industry consolidation were bang on. The facts don't lie.



The 2007 *Today's Trucking* Top 100 showed that the Top 10 carriers owned 60,953 pieces of equipment. Fast forward a decade and that number has grown to 92,716.

Scale like that makes it tough to compete when you're a little guy playing in the wrong sand box. Fasten your seat belts because, with so much capacity in so few hands, this trend will continue. It will be interesting to see what happens to shipper rates as domestic options keep shrinking.

Seller Economics 101

The number of carriers looking to join the Merger and Acquisition parade far exceeds the number of companies that are prepared for the move. Potential buyers are actually struggling to find good matches as a result.

It's because many small

carriers have simply done little or nothing to prepare to sell. They have no identity. No "secret sauce".

When you can do one thing really well, buyers will pay a premium. Cavalier is a great example. Their secret sauce came in the form of niche lanes to Rochester and Syracuse, New York, and it was so valuable that George can now take care of generations of Ledsons.

Third-party thirst

Carriers are suddenly in love with "freight pimps".

Once seen as the bane of the industry, freight brokering lets a carrier take advantage of strong existing customer relationships and grow without adding a pound of steel.

Many carriers I have spoken to also like the flexibility the business gives them when

markets go soft. Their thinking is that, when trucking rates decline, so will the rates they pay to outsourced carriers. The better gross margins also help.

The ELD mandate

Consolidation isn't the only thing wreaking havoc on the bottom line of smaller fleets. The impending Electronic Logging Device mandate in the U.S. will push many over the cliff or onto the sales block once they're forced to follow the letter of the law.

Discounted capital

The current \$1.31 exchange rate and cheap access to capital have U.S. buyers salivating at the prospects of shopping north of the 49th parallel. Throw in the cross-border expertise that Canadian drivers offer and you have a perfect storm of more U.S. players looking for Canuck market share.

Best of luck to both the Meyers and Ledson families. The worst part of consolidation is the number of good friends that I will no longer see on the industry social circuit. Going to miss them both. **TM**

Mike McCarron is the president of *Left Lane Associates*, a firm that specializes in growth strategies, both organic and through mergers and acquisitions. A 33-year industry veteran, Mike founded MSM Transportation, which he sold in 2012. He can be reached at mmccarron@leftlaneassociates.ca, 1-888-204-8434, or @AceMcC on Twitter.

TOP TRENDS

Issues that re-shaped the Top 100 for-hire carriers

By John G. Smith



Meyers Transport is gone. After 90 years in business, and decades on **Today's Trucking's Top 100** list of Canada's largest for-hire carriers, the eastern Ontario fleet shut its doors in mid-January. High capacity and aggressive rate cutting in the Less-than-Truckload (LTL) sector were blamed along with a general downturn in the region's industrial activity. "It is sad to think there won't be any trucks and trailers going up and down the road with 'Meyers' on it anymore," observed chairwoman Natalie Meyers, part of the fourth generation in the family business. The family's Mortrans truckload and dedicated specialty service continues, as does Mosaic Logistics, but 190 people lost their jobs.

The tough times in the trucking industry are not limited there. Low oil values continued to suppress freight volumes in provinces like Alberta last year, while a weak Canadian dollar has yet to spur the exports that drive manufacturing-related freight in Ontario and Quebec. Any significant growth in equipment and personnel counts could be traced to mergers and acquisitions.

TFI International – the rebranded entity recently known as TransForce, and undeniably Canada's largest for-hire fleet – certainly continues its buying spree. Late last year the Quebec-headquartered business announced it was acquiring Brampton, Ontario's non-asset-based National Fast Freight from Calyx Transportation Group, expanding LTL capabilities. But that deal was dwarfed by October's US \$558-million cash purchase of former Con-way Truckload operations from XPO Logistics.

Cameron Doerksen, a transportation analyst with National Bank Financial, refers to the latter deal as a "game changer". About half of TFI International's revenue is now generated in the U.S., and 25% of the total revenue comes from the truckload segment south of the border, he says. "That company has significantly changed its profile as a result of that acquisition." It may be a game changer for industry mergers and acquisitions as well. TFI International paid XPO Logistics 4.9 times the truckload fleet's Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA), Doerksen notes. That's less than the multiples other publicly traded fleets have paid for their recent acquisitions. It could be the sign of a buyer's market.

"There's a lot of activity right now, and I'd say there's more sellers than there are buyers right now," says Mark Seymour, president and Chief Executive Officer of Ontario-based Kriska Transportation, referring to smaller companies that want to sell before dealing with challenges like a pending U.S. mandate for Electronic Logging Devices, tougher training standards for entry-level drivers, and rising insurance costs. Kriska has reviewed no fewer than 50 potential purchases in the last 16 months, although none of those were seen as a fit. "It's not about adding trucks, drivers and trailers. It's about adding operating companies that can stand on their own two feet," he says.

Fleets that want to expand can't rely on new business alone, Seymour adds, referring to organic growth that hasn't been seen since the 1990s and 2000s. "We've had organic shrink in recent years." Low rates simply leave little room for aggressive companies to steal freight from competitors.



"We managed to grow our miles by 6%, although freight was hard to come by. If you work hard and sweep out the corners, there are opportunities," says Rob Penner, president and Chief Executive Officer of Bison Transport. The growth, while enviable to many fleets, was still 3% off company targets for the year. The fleet didn't record any acquisitions in 2016, but it is actively looking for opportunities to grow – particularly in Eastern Canada. Many of the fleets that want to sell lack a strong sense of succession planning, he observes. As for operations hoping to sell before December's U.S. mandate for Electronic Logging Devices, Penner says it's too late. "Why buy somebody's problems?" he asks. "There's lots of good, high-performing fleets available."

The companies are not alone in their search for acquisitions. In April, VersaCold Logistics Services acquired Coastal Pacific Xpress, British Columbia's largest refrigerated carrier for shipping perishable products in North America. That came just a month after it acquired Gary Heer Transport and launched VersaCold North America Transportation Solutions. Meanwhile, Westcan Bulk Transport acquired Wheeler Transport – a fuel and asphalt hauler based in Coquitlam, British Columbia – adding 60 new employees, including 49 drivers and two owner-operators.

Investments in yards, terminals and warehouses indicated growing businesses in their own right. Maritime-Ontario Freight Lines opened a new terminal in Surrey, British Columbia. Consolidated FastFrate announced in October that it was expanding intermodal operations by spending \$10 million on an Edmonton facility, \$1.5 million to expand a Winnipeg operation, and \$5.5 million for 238 intermodal chassis.

"These are exciting times for our company," said Ron Tepper, Consolidated FastFrate's Chief Executive Officer. "We believe in our future and continue to invest in our Canada-wide network of asset-based LTL road and rail services. It, too, is looking to expand in the U.S."

Gene Orlick, chairman of the Canadian Trucking Alliance and president of Alberta-based Orlicks, agrees with thoughts that expanding companies are in the driver's seat. An increasing number of Canadian fleets, particularly smaller operations, are looking to escape the frustrations of a driver shortage and higher equipment costs that can be linked to a weak Canadian dollar, he says.

And there is no ignoring the direct link between broad economic forces and the demand for equipment and personnel.

"I believe the outlook for the economy and the oil and gas industry has changed for the better," Mullen Group CEO Murray K. Mullen recently said in a recent call with analysts. We are well positioned to pursue acquisitions and recapture market share from competitors that have mispriced their services and are over-leveraged. The timing of the recovery or acquisitions is somewhat elusive, but I have a high degree of confidence that 2017 will be the beginning of growth for our organization once again."



**THERE'S
A LOT OF
ACTIVITY
RIGHT NOW,
AND I'D SAY
THERE'S
MORE
SELLERS
THAN
THERE ARE
BUYERS
RIGHT NOW.**

Mark Seymour,
*President and Chief
Executive Officer of
Ontario-based Kriska
Transportation*



TFI International Chief Executive Officer Alain Bedard noted in a recent conference call of his own that a sluggish Canadian economy, oversupplied domestic LTL market, and downward pressure on rates in the U.S. all hurt the company's third-quarter revenues. That said, revenues in the Package and Courier market were up, increasing revenues by 3% and operating income by 50%. "Revenue growth in the [Package and Courier] segment was driven by our expanding reach in e-commerce activity. Less-than-Truckload activity remains subdued by a soft Canadian economy, but enhanced by improved operating margins. An ailing North American manufacturing sector is holding back freight volume in the Truckload segment where we are continuing to right-size operations and focus on high-return activities. Lower customer volume is also affecting logistics activities which nevertheless continue to produce superior returns," he explained. "Soft manufacturing activity has affected volumes, especially in the truckload sector and the lower value of the Canadian dollar has not yet provided the Canadian economy with an appreciable boost."

But when boosts come, trucks and trailers will be needed to serve them. **TT**

>> **IT HAS BECOME THE DEFINITIVE RANKING OF MOVERS AND MERGERS IN CANADA'S TRUCKING INDUSTRY** (if we do say so ourselves). The **Today's Trucking Top 100** offers a by-the-numbers look at the largest of Canada's for-hire fleets. From here, you can see who is adding capacity and who is contracting. Some longstanding members of the list have disappeared altogether through acquisitions (Cavalier Transportation became part of the TFI family) and closure (Meyers Transport was shut down after 90 years in business).

1 (1 – 2016 ranking) **TFI International**

Saint-Laurent, Quebec

www.tfiintl.com

Trucks: 1,028

Tractors: 8,359

Trailers: 24,120

O/Os: 10,621

Employees: 17,384



What's in a name? *Plenty.*

Especially when you consider the rebranding of **TransForce** as **TFI International (TFI)**.

Canada's largest for-hire fleet continues an aggressive growth strategy, and recently acquired Brampton, Ontario's National Fast Freight – a non-asset-based Less-than-Truckload service that last year generated \$80 million in annual revenue.

But the biggest deal of 2016 was undeniably international. TFI International acquired the North American truckload operations of XPO Logistics for US \$558 million. That divested truckload operation included about 3,000 tractors, 7,500 trailers, and 29 locations – and instantly made the Canadian juggernaut the 19th-largest asset-based truckload carrier in the U.S., complete with a presence in the cross-border market with Mexico.

When the calendar turned on a new year, the acquisitions continued when TFI International acquired World Courier Ground U.S., which primarily offers same-day courier, rush trucking and warehousing services in the medical industry. It is integrated under the Dynamex brand, but will operate as TForce Critical.

The appetite for acquisitions has not ended there. Just as the Top 100 were hitting this page, TFI announced that it had purchased Bolton, Ontario-based Cavalier Transportation Services. The LTL and truckload service, brokerage and warehousing business primarily serves the Ontario, Quebec, New York and Illinois Corridor.

THE **TOP** 100

Our annual tally of the
nation's top for-hire fleets

2 (2) **Mullen Group**

Oktoks, Alberta

www.mullen-group.com

Trucks: 1,480

Tractors: 2,925

Trailers: 8,812

O/Os: 1,096

Employees: 3,893



Mullen Group CEO Murray Mullen is "happy to close the books" on 2016, and predicts a return to growth after two years of steady declines.

"It's a year that was defined by the meltdown in the oil and gas prices in the early part of the year, which really took its toll," he said

of 2016, in a February conference call with analysts. "At Mullen we witnessed the carnage first hand, seeing our revenue and profitability decline significantly as demand collapsed. We oversaw the loss of over 550 good hardworking people in 2016 and over 1,500 since 2015, and that's through no fault of their own."

Industry rates charged in the fourth quarter of the year were "borderline ridiculous," he added, stressing that Mullen Group would not adopt similar pricing in the name of building market share. "We take a look at a lot of acquisition opportunities, and I can tell you what we look at is not very pretty."

Mullen keeps looking for potential acquisitions that would be a natural fit, though. "We are going to be active on the acquisition front in 2017, and we think that'll help us accelerate our growth," he said.

>> 3 (NR) **Canadian National Transportation**

Brampton, ON

www.cn.ca

Trucks: 0

Tractors: 1,050

Trailers: 7,000

O/Os: 1,050

Employees: 75



Canadian National's focus reaches well beyond iron highways.

On December 6, a three-member panel was named to review a proposal to build a \$250-million intermodal and logistics hub next to its main line in Milton, Ontario. If current plans are approved, the facility will be 2,900 meters long and will be able to handle four trainloads of cargo per day.

The Town of Milton and Halton Region, however, have raised concern that the project doesn't fit official plans that govern development in the area.

>> 4 (3) **TransX**

Winnipeg, Manitoba

www.transx.com

Trucks: 78

Tractors: 1,560

Trailers: 4,755

O/Os: 890

Employees: 2,388

TransX Group of Companies remains one of the largest privately held fleets in Canada, and it is clearly a success story. President and founder Louie Tolaini immigrated from Tuscany when he was just 19, and acquired a business with five trucks in 1963. It's come a long way since then. Last year, Tolaini was named to the Manitoba Business Hall of Fame for his achievements.

5 (4)**Day & Ross Transportation Group***Hartland, NB*www.dayrossgroup.com

Trucks: 580

Tractors: 1,585

Trailers: 3,677

O/Os: 1,768

Employees: 1,830

6 (6)**Trimac Transportation Services***Calgary, AB*www.trimac.com

Trucks: 7

Tractors: 1,180

Trailers: 4,309

O/Os: 776

Employees: 3,000

7 (5)**Bison Transport***Winnipeg, MB*www.bisontransport.com

Trucks: 0

Tractors: 1,400

Trailers: 4,000

O/Os: 700

Employees: 2,600

8 (8)**Canada Cartage***Mississauga, ON*www.canadacartage.com

Trucks: 344

Tractors: 1,917

Trailers: 2,850

O/Os: 610

Employees: 3,164

Bison

Waterstone Human Capital recently named **Bison Transport** as one of Canada's 10 Most Admired Corporate Cultures, in the Enterprise category for businesses with revenues above \$500 million. The fleet is also home of Jack Fielding, the reigning Volvo Trucks Canada/Canadian Trucking Alliance Driver of the Year.

9 (9)**Armour Transportation Systems***Moncton, NB*www.armour.ca

Trucks: 150

Tractors: 950

Trailers: 3,600

O/Os: 25

Drivers: 2,000

10 (10)**Groupe Robert***Rougemont, PQ*www.robert.ca

Trucks: 0

Tractors: 1,400

Trailers: 3,200

O/Os: 700

Employees: 3,300

11 (7)**Challenger Motor Freight***Cambridge, ON*www.challenger.com

Trucks: 0

Tractors: 1,300

Trailers: 3,300

O/Os: 150

Employees: 2,000

12 (11)**Manitoulin Transport Group***Gore Bay, ON*manitoulintransport.com

Trucks: 272

Tractors: 820

Trailers: 2,479

O/Os: 343

Employees: N/A

Trimac Transportation

Trimac Transportation was officially delisted from the Toronto Stock Exchange in July, when the bulk hauler privatized as Trimac Transportation Services. All the outstanding shares were acquired by Trimac Holdings, the company's largest shareholder, which is indirectly controlled by chairman Jeffrey J. McCaig.

13 (12)**SLH Transport***Kingston, ON*www.slh.ca

Trucks: 1

Tractors: 350

Trailers: 2,900

O/Os: 350

Employees: 725

14 (13)**UPS Canada***Burlington, ON*www.ups.ca

Trucks: 2,667

Tractors: 175

Trailers: 363

O/Os: 0

Employees: 12,000

**15** (14)**Westcan Bulk Transport***Edmonton, AB*www.westcanbulk.ca

Trucks: 72

Tractors: 737

Trailers: 1,978

O/Os: 223

Employees: 853

16 (NR)**Midland Transport***Dieppe, NB*www.midlandtransport.com

Trucks: 233

Tractors: 853

Trailers: 1,698

O/Os: 420

Employees: 1,480

17 (23)**Hyndman Transport***Wroxeter, ON*www.hyndman.ca

Trucks: 0

Tractors: 520

Trailers: 2,000

O/Os: 75

Employees: 700

**18** (15)**Kriska Transportation Group***Prescott, ON*www.kriska.com

Trucks: 0

Tractors: 578

Trailers: 1,676

O/Os: 194

Employees: 834

19 (21)**M-O Freightworks***Brampton, ON*www.m-o.com

Trucks: 150

Tractors: 350

Trailers: 1,735

O/Os: 253

Employees: 513

20 (18)**H&R Transport***Calgary, AB*www.hrtrans.com

Trucks: 0

Tractors: 537

Trailers: 1,619

O/Os: 196

Employees: 646

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21 (20)
Rosedale Group
Mississauga, ON
www.rosedalegroup.com
Trucks: 60
Tractors: 523
Trailers: 1,560
O/Os: 108
Employees: 905

22 (19)
Erb Group of Companies
New Hamburg, ON
www.erbgroup.com
Trucks: 184
Tractors: 664
Trailers: 1,220
O/Os: 131
Employees: 1,389

23 (17)
Siemens Transportation Group
Saskatoon, SK
www.siemenstransport.com
Trucks: 74
Tractors: 520
Trailers: 1,356
O/Os: 105
Employees: 1,289

24 (24)
Purolator
Mississauga, ON
www.purolator.com
Trucks: 176
Tractors: 455
Trailers: 1,288
O/Os: 30
Employees: 13,000

25 (25)
Rosenau Transport
Edmonton, AB
www.rosenau.org
Trucks: 90
Tractors: 351
Trailers: 1,405
O/Os: 81
Employees: 750

26 (26)
International Truckload Services
Belleville, ON
www.itstruck.ca
Trucks: 6
Tractors: 392
Trailers: 1,325
O/Os: 207
Employees: 625

27 (30)
Verspeeten Cartage
Ingersoll, ON
www.verspeeten.com
Trucks: 0
Tractors: 359
Trailers: 1,358
O/Os: 274
Employees: 297

28 (29)
Titanium Transportation Group
Woodbridge, ON
www.ttgi.com
Trucks: 4
Tractors: 400
Trailers: 1,300
O/Os: 150
Employees: 350



29 (NR)
VersaCold Logistics Services
Vaughan, ON
www.versacold.com
Trucks: 32
Tractors: 675
Trailers: 985
O/Os: 810
Employees: 26

30 (27)
B&R Eckel's Transport
Bonnyville, AB
www.breckels.com
Trucks: 197
Tractors: 270
Trailers: 1,205
O/Os: 15
Employees: 450

31 (NR)
Sunbury Transport
St. John's, NF
www.sunbury.ca
Trucks: 0
Tractors: 600
Trailers: 1,020
O/Os: 310
Employees: 112

32 (44)
Arrow Transportation Systems
Kamloops, BC
www.arrow.ca
Trucks: 94
Tractors: 405
Trailers: 1,056
O/Os: 245
Employees: 993

33 (40)
Caravan Logistics
Oakville, ON
www.caravanlogistics.com
Trucks: 4
Tractors: 350
Trailers: 1,200
O/Os: 70
Employees: 350

34 (28)
CAT/Canadian American Trans.
Coteau du Lac, PQ
www.cat.ca
Trucks: 0
Tractors: 350
Trailers: 1,200
O/Os: 40
Employees: 425

35 (NR)
Groupe Morneau
Anjou, PQ
www.groupemorneau.com
Trucks: 26
Tractors: 440
Trailers: 1,047
O/Os: 50
Employees: 1,300

36 (31)
SGT 2000
St-Germain-de-Grantham, PQ
www.sgt2000.com
Trucks: 0
Tractors: 290
Trailers: 1,200
O/Os: 12
Employees: 390

37 (35)
Schneider National Carriers Canadian Division*
Aberfoyle, ON
www.schneider.com
Trucks: 0
Tractors: 390
Trailers: 1,100
O/Os: 40
Employees: 408



Titanium Transportation Group

Titanium Transportation Group acquired assets from Tregaskiss Investment Group for \$6.3 million last June. The deal included a 31,560-square-foot terminal in Windsor, Ontario, which had been occupied by Drive Logistics, as well as 19 power units and 59 trailers.

Schneider National

Schneider National is not revealing Canadian equipment counts this year, while it awaits word on its application to become a publicly traded company. But globally it has 18,000 employees operating about 10,000 trucks, 33,000 trailers, and 17,700 containers.

38 (36)

Gibson Transport

Alliston, ON

www.warrengibson.com

Trucks: 0
Tractors: 255
Trailers: 1,232
O/Os: 26
Employees: 433

39 (NR)

FTI

Dundas, ON

www.loadfti.com

Trucks: 0
Tractors: 350
Trailers: 1,100
O/Os: 150
Employees: 85

40 (41)

Normandin Transit

Napierville, PQ

www.normandintransit.com

Trucks: 1
Tractors: 367
Trailers: 1,077
O/Os: 30
Employees: 572

41 (39)

XTL Transport

Etobicoke, ON

www.xtl.com

Trucks: 0
Tractors: 275
Trailers: 1,133
O/Os: 95
Employees: 495

42 (22)

Gibson Energy

Calgary, AB

www.gibsons.com

Trucks: 141
Tractors: 107
Trailers: 1,100
O/Os: 484
Employees: 200



43 (43)

Speedy Transport Group

Brampton, ON

www.speedy.ca

Trucks: 315
Tractors: 250
Trailers: 750
O/Os: 315
Employees: 350

44 (37)

Groupe Guilbault

Quebec, PQ

www.groupeguilbault.com

Trucks: 5
Tractors: 298
Trailers: 1,000
O/Os: 58
Employees: 638

45 (42)

Consolidated FastFrate

Woodbridge, ON

www.fastfrate.com

Trucks: 12
Tractors: 300
Trailers: 965
O/Os: 683
Employees: 420

46 (NR)

KTL Transport

Richmond, BC

www.euroasiainc.com

Trucks: 0
Tractors: 150
Trailers: 1,100
O/Os: 120
Employees: 350

47 (51)

Penner International

Steinbach, MB

www.penner.ca

Trucks: 0
Tractors: 350
Trailers: 875
O/Os: 315
Employees: 98

48 (66)

Transport St-Michel

St-Michel, PQ

www.transportstmichel.com

Trucks: 9
Tractors: 270
Trailers: 860
O/Os: 60
Employees: 380

49 (NR)

BST Transportation Group

Richmond, BC

www.bsttransportation.ca

Trucks: 25
Tractors: 325
Trailers: 775
O/Os: 225
Employees: 150

50 (NR)

Kleysen Group

Winnipeg, MB

www.kleysen.ca

Trucks: 80
Tractors: 225
Trailers: 800
O/Os: 130
Employees: 225

51 (46)

Landtran Systems

Edmonton, AB

www.landtran.com

Trucks: 45
Tractors: 365
Trailers: 650
O/Os: 170
Employees: 575

52 (45)

Q-Line Trucking

Saskatoon, SK

www.qlinetrucking.com

Trucks: 35
Tractors: 178
Trailers: 844
O/Os: 222
Employees: 318

53 (68)

Andy Transport

Salaberry-de-Valleyfield, PQ

www.andytransport.com

Trucks: 0
Tractors: 325
Trailers: 700
O/Os: 86
Employees: 380

54 (47)

V.A.

Boucherville, PQ

www.vatransport.com

Trucks: 11
Tractors: 186
Trailers: 818
O/Os: 0
Employees: 150

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55 (49)**Caron Transportation Systems***Sherwood Park, AB***www.carontransport.ca**

Trucks: 29

Tractors: 285

Trailers: 687

O/Os: 12

Employees: 394

56 (32)**Simard Transport***Lachine, PQ***www.simard.ca**

Trucks: 89

Tractors: 211

Trailers: 700

O/Os: 300

Employees: 300

57 (38)**Western Canada Express***Winnipeg, MB***westerncanadaexpress.com**

Trucks: 140

Tractors: 260

Trailers: 580

O/Os: 600

Employees: 1,300

58 (48)**Groupe Boutin***Plessisville, PQ***www.boutinexpress.com**

Trucks: 10

Tractors: 260

Trailers: 680

O/Os: 7

Employees: 525

59 (53)**AYR Motor Express***Woodstock, NB***www.ayrmotor.com**

Trucks: 0

Tractors: 196

Trailers: 730

O/Os: 56

Employees: 450

60 (52)**Wilson's Truck Lines***Etobicoke, ON***www.wilsonstrucklines.com**

Trucks: 1

Tractors: 215

Trailers: 700

O/Os: 150

Employees: 296

61 (NR)**Coastal Pacific Express***Surrey, BC***www.cpx.ca**

Trucks: 0

Tractors: 300

Trailers: 600

O/Os: 350

Employees: 140

62 (NR)**Cooney Group of Companies***Belleville, ON***www.cooney.ca**

Trucks: 0

Tractors: 212

Trailers: 665

O/Os: 20

Employees: 275

Andy Transport (See page 37)

Andy Transport continued on a growth path in 2016, acquiring its second location in Boucherville, Quebec in less than six months. A corresponding partnership was also established with Le Center du Camion Ste-Marie – a Mack, Volvo and Isuzu distributor.

63 (73)**Easson's Transport***Kentville, NS***www.eassons.com**

Trucks: 0

Tractors: 376

Trailers: 500

O/Os: 20

Employees: 500

64 (57)**DCT Chambers Trucking***Vernon, BC***www.dctchambers.com**

Trucks: 28

Tractors: 350

Trailers: 491

O/Os: 45

Employees: 201

65 (58)**Sokil Transportation Group***Edmonton, AB***www.sokil.com**

Trucks: 80

Tractors: 165

Trailers: 620

O/Os: 0

Employees: 280

66 (NR)**Kim-Tam Canada***Woodstock, ON***www.kimtamtrucking.com**

Trucks: 4

Tractors: 550

Trailers: 300

O/Os: 120

Employees: 200

67 (NR)**Transport JC Germain***Trois-Rivieres, PQ***transportjcgermain.com**

Trucks: 0

Tractors: 200

Trailers: 650

O/Os: 45

Employees: 250

68 (60)**Shadow Lines Transportation Group***Langley, BC***www.shadowlines.com**

Trucks: 3

Tractors: 182

Trailers: 661

O/Os: 178

Employees: 62

69 (55)**Thomson Terminals***Etobicoke, ON***www.thomsongroup.com**

Trucks: 5

Tractors: 165

Trailers: 650

O/Os: 6

Employees: 500

70 (63)**Paul's Hauling***Winnipeg, MB***www.paulshauling.com**

Trucks: 10

Tractors: 222

Trailers: 586

O/Os: 1

Employees: 275

Paul's Hauling

Paul's Hauling has 275 employees, but it began with one – Paul Albrechtsen. The entrepreneur once lived in tool sheds to save enough money to buy two trucks in just two years. Last year he earned the Order of Manitoba, recognizing his work as a business leader and philanthropist.



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Navistar, SAF Holland, Volvo, Western Star and more...

71 (61)

Bruce R. Smith

Simcoe, ON

www.brsmith.com

Trucks: 0

Tractors: 200

Trailers: 600

O/Os: 70

Employees: 250

72 (NR)

Light Speed Logistics

Calgary, AB

www.lslinc.com

Trucks: 0

Tractors: 300

Trailers: 475

O/Os: 200

Employees: 250

73 (54)

Travelers Transportation Services

Brampton, ON

www.travelers.ca

Trucks: 3

Tractors: 215

Trailers: 550

O/Os: 14

Employees: 225

74 (NR)

LaPrairie Group

Grimshaw, AB

www.laprairiegroup.com

Trucks: 300

Tractors: 150

Trailers: 300

O/Os: 0

Employees: 500

75 (71)

Transport Bourassa

St-Jean-sur-Richelieu, PQ

www.bourassa.ca

Trucks: 1

Tractors: 196

Trailers: 543

O/Os: 1

Employees: 407

76 (69)

Wolverine Freight System

Windsor, ON

www.wolverinefreight.ca

Trucks: 2

Tractors: 150

Trailers: 550

O/Os: 65

Employees: 220

77 (33)

YRC Reimer

Winnipeg, MB

www.yrc.com

Trucks: 18

Tractors: 225

Trailers: 435

O/Os: 82

Employees: 1,261



78 (NR)

Aheer Transportation

Delta, BC

www.aheer.com

Trucks: 0

Tractors: 75

Trailers: 600

O/Os: 65

Employees: 25

79 (70)

Northern Industrial Carriers

Edmonton, AB

www.nictrucking.com

Trucks: 5

Tractors: 65

Trailers: 600

O/Os: 6

Employees: 90

80 (72)

Falcon Motor Express *

Caledon, ON

www.falconexpress.ca

Trucks: 2

Tractors: 210

Trailers: 450

O/Os: 60

Employees: 340

81 (77)

System 55 Transport *

Oakville, ON

www.system55.com

Trucks: 4

Tractors: 134

Trailers: 476

O/Os: 53

Employees: 98

82 (75)

McKevitt Trucking

Thunder Bay, ON

www.mckevitt-trucking.com

Trucks: 90

Tractors: 120

Trailers: 400

O/Os: 20

Employees: 250

83 (74)

Arnold Bros. Transport

Winnipeg, MB

www.arnoldbros.com

Trucks: 0

Tractors: 118

Trailers: 492

O/Os: 120

Employees: 219

84 (102)

Gosselin Express

Thetford Mines, PQ

www.gosselinexpress.com

Trucks: 55

Tractors: 275

Trailers: 275

O/Os: 5

Employees: 125

85 (NR)

Harman Group of Companies

Caledon, ON

www.harmangroup.ca

Trucks: 0

Tractors: 250

Trailers: 350

O/Os: 100

Employees: 150

86 (NR)

Gestion TBL

Trois-Rivieres, PQ

www.groupebellemare.com

Trucks: 100

Tractors: 90

Trailers: 400

O/Os: 50

Employees: 500

Bruce R. Smith

Bruce R. Smith has a new leader this year in Manny Calandrino, who was named president and Chief Operating Officer of the Fastfrate Group that also includes Fastfrate, Fastfrate Integrated Logistics, and Canada Drayage. He reports to Ron Pepper, executive chairman.

87 (56)

**Musket
Melburne**
Mississauga, ON
www.musket.ca

Trucks: 3
Tractors: 160
Trailers: 420
O/Os: 0
Employees: 200

88 (NR)

**Trailwood
Transport**
Alliston, ON
www.trailwood.ca

Trucks: 0
Tractors: 130
Trailers: 450
O/Os: 50
Employees: 200

89 (NR)

**Fortigo Freight
Services**
Etobicoke, ON
www.fortigofreight.com

Trucks: 75
Tractors: 300
Trailers: 200
O/Os: 40
Employees: 40

90 (78)

Transport TYT
Drummondville, PQ
www.groupetyt.ca

Trucks: 0
Tractors: 110
Trailers: 450
O/Os: 40
Employees: 225

91 (NR)

Trans West
Lachine, PQ
www.groupetranswest.com

Trucks: 0
Tractors: 160
Trailers: 400
O/Os: 15
Employees: 500

92 (80)

**Groupe Jules
Savard ***
Jonquiere, PQ
www.julessavard.qc.ca

Trucks: 0
Tractors: 160
Trailers: 380
O/Os: 1
Employees: 300

93 (NR)

**Mexuscan
Cargo**
Sainte-Martine, PQ
www.mexuscan.com

Trucks: 0
Tractors: 125
Trailers: 400
O/Os: 10
Employees: 175

94 (NR)

**Big Freight
Systems**
Steinbach, MB
www.bigfreight.ca

Trucks: 0
Tractors: 175
Trailers: 350
O/Os: 30
Employees: 300

Fortigo Freight Services

Fortigo Freight Services doesn't limit itself to the trucking industry in the search for new talent. Founder Elias Demangos noted during a recent seminar that his company has been known to recruit through university job fairs. "The dispatchers of today are very different from the dispatchers of tomorrow," he said.

95 (91)

**Tandet Dedicated
Logistics**
Oakville, ON
www.tandet.com

Trucks: 6
Tractors: 192
Trailers: 315
O/Os: 75
Employees: 175

96 (NR)

**Mill Creek
Motor Freight**
Ayr, ON
www.millcreek.on.ca

Trucks: 100
Tractors: 100
Trailers: 300
O/Os: 70
Employees: 42

97 (85)

**Transport
Gilmyr**
Montmagny, PQ
www.gilmyr.com

Trucks: 0
Tractors: 133
Trailers: 360
O/Os: 26
Employees: 280

98 (NR)

Transport SN
Granby, PQ
www.transportsn.com

Trucks: 3
Tractors: 85
Trailers: 400
O/Os: 0
Employees: 125

99 (95)

TVM
Cottam, ON
www.tvmltd.ca

Trucks: 0
Tractors: 130
Trailers: 350
O/Os: 130
Employees: 31

100 (NR)

**Bourret
Transport**
Drummondville, PQ
www.bourret.ca

Trucks: 20
Tractors: 160
Trailers: 300
O/Os: 20
Employees: 400

(NR) = not previously ranked. (#) = 2016 ranking * Statistics unavailable for 2017 survey. Counts from 2016.

Companies have been ranked based on a total of vehicle counts, including straight trucks, tractors and trailers, as reported in December 2016/January 2017.

Vehicles and employees based in the United States can be included if they are administered from a Canadian head office.

Top 100 data is compiled from fleet representatives through a self-administered online form, telephone or email. The statistics are not independently verified.

Large fleets are excluded from the list if they ask to be omitted, or simply do not respond to repeated requests for data.

Do you think your company should be a candidate for future Top 100 lists? Email editor John G. Smith at john@newcom.ca, or call 416-614-5812.

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BEFORE IT STARTS.

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A	
Aheer Transportation	78 (NR)
Andy Transport	53 (68)
Armour Transportation Systems	9 (9)
Arnold Bros. Transport	83 (74)
Arrow Transportation Systems	32 (44)
AYR Motor Express	59 (53)
B	
B&R Eckel's Transport	30 (27)
Big Freight Systems	94 (NR)
Bison Transport	7 (5)
Bourret Transport	100 (NR)
Bruce R. Smith	71 (61)
BST Transportation Group	49 (NR)
C	
Canada Cartage	8 (8)
Canadian National Transportation	3 (NR)
Caravan Logistics	33 (40)
Caron Transportation Systems	55 (49)
CAT/Canadian American Trans.	34 (28)
Challenger Motor Freight	11 (7)
Coastal Pacific Express	62 (NR)
Consolidated FastFrate	45 (42)
Cooney Group of Companies	62 (NR)
D	
Day & Ross Transportation Group	5 (4)
DCT Chambers Trucking	64 (57)
E	
Easson's Transport	63 (73)
Erb Group of Companies	22 (19)
F	
Falcon Motor Express *	80 (72)
Fortigo Freight Services	89 (NR)
FTI	39 (NR)
G	
Gestion TBL	86 (NR)
Gibson Energy	42 (22)
Gibson Transport	38 (36)
Gosselin Express	84 (102)
Groupe Boutin	58 (48)
Groupe Guilbault	44 (37)
Groupe Jules Savard *	92 (80)
Groupe Morneau	35 (NR)
Groupe Robert	10 (10)
H	
H&R Transport	20 (18)
Harman Group of Companies	85 (NR)
Hyndman Transport	17 (23)
I	
International Truckload Services	26 (26)
K	
Kim-Tam Canada	66 (NR)
Kleysen Group	50 (NR)
Kriska Transportation Group	18 (15)
KTL Transport	46 (NR)
L	
Landtran Systems	51 (46)
LaPrairie Group	74 (NR)
Light Speed Logistics	72 (NR)
M	
M-O Freightworks	19 (21)
Manitoulin Transport Group	12 (11)
McKevitt Trucking	82 (75)

Mexusan Cargo	93 (NR)
Midland Transport	16 (NR)
Mill Creek Motor Freight	96 (NR)
Mullen Group	2 (2)
Musket Melbourne	87 (56)
N	
Normandin Transit	40 (41)
Northern Industrial Carriers	79 (70)
P	
Paul's Hauling	70 (63)
Penner International	47 (51)
Purulator	24 (24)
Q	
Q-Line Trucking	52 (45)
R	
Rosedale Group	21 (20)
Rosenau Transport	25 (25)
S	
Schneider National Carriers	
Canadian Division*	37 (35)
SGT 2000	36 (31)
Shadow Lines Transportation Group	68 (60)
Siemens Transportation Group	23 (17)
Simard Transport	56 (32)
SLH Transport	13 (12)
Sokil Transportation Group	65 (58)
Speedy Transport Group	43 (43)
Sunbury Transport	31 (NR)
System 55 Transport *	81 (77)
T	
Tandet Dedicated Logistics	95 (91)
TFI International	1 (1)
Thomson Terminals	69 (55)
Titanium Transportation Group	28 (29)
Trailwood Transport	88 (NR)
Trans West	91 (NR)
Transport Bourassa	75 (71)
Transport Gilmyr	97 (85)
Transport JC Germain	67 (NR)
Transport SN	98 (NR)
Transport St-Michel	48 (66)
Transport TYT	90 (78)
TransX	4 (3)
Travelers Transportation Services	73 (54)
Trimac Transportation Services	6 (6)
TVM	99 (95)
U	
UPS Canada	14 (13)
V	
V.A.	54 (47)
VersaCold Logistics Services	29 (NR)
Verspeeten Cartage	27 (30)
W	
Westcan Bulk Transport	15 (14)
Western Canada Express	57 (38)
Wilson's Truck Lines	60 (52)
Wolverine Freight System	76 (69)
X	
XTL Transport	41 (39)
Y	
YRC Reimer	77 (33)

Diesel Price Watch

CITY	Price cents per litre	(+/-) Previous Day	Excl. Taxes
WHITEHORSE	115.9	0.0	99.2
VANCOUVER *	117.1	-0.6	73.8
VICTORIA	110.6	0.0	75.2
PRINCE GEORGE	110.0	-1.7	78.1
KAMLOOPS	108.6	-0.4	76.8
KELOWNA	109.6	-0.2	77.8
FORT ST. JOHN	113.7	0.3	81.6
ABBOTSFORD	108.4	-0.2	76.6
YELLOWKNIFE	117.9	0.0	99.2
CALGARY *	103.6	0.1	76.3
RED DEER	102.2	-0.2	75.0
EDMONTON	103.2	-0.1	76.0
LETHBRIDGE	104.2	-0.7	76.9
LLOYDMINSTER	102.6	-1.6	75.3
GRANDE PRAIRIE	102.6	-2.3	75.3
REGINA *	99.2	-0.1	75.5
SASKATOON	97.8	-0.9	74.1
PRINCE ALBERT	99.2	0.0	75.5
MOOSE JAW	99.7	-0.2	76.0
WINNIPEG *	102.1	0.2	79.3
BRANDON	102.5	-0.4	79.6
TORONTO *	108.8	0.0	78.0
OTTAWA	107.7	0.0	77.0
KINGSTON	107.3	0.5	76.7
PETERBOROUGH	106.1	0.4	75.6
WINDSOR	106.3	0.2	75.8
LONDON	107.6	0.3	76.9
SUDBURY	108.5	0.0	77.7
SAULT STE MARIE	112.5	0.0	81.3
THUNDER BAY	111.3	0.3	80.2
NORTH BAY	110.3	0.2	79.3
TIMMINS	112.8	0.0	81.5
HAMILTON	107.4	0.0	76.8
ST. CATHARINES	107.2	0.3	76.6
BARRIE	106.2	-0.2	75.7
BRANTFORD	106.6	-0.2	76.0
GUELPH	107.9	0.0	77.2
KITCHENER	108.2	0.0	77.5
OSHAWA	106.2	0.0	75.7
MONTREAL *	112.8	0.0	73.9
QUÉBEC	114.2	-0.3	75.1
SHERBROOKE	112.9	0.0	74.0
GASPÉ	115.2	0.0	79.8
CHICOUTIMI	109.3	-0.3	74.7
RIMOUSKI	113.7	0.0	76.6
TROIS RIVIÈRES	112.1	-0.2	73.3
DRUMMONDVILLE	114.5	0.0	75.4
VAL D'OR	112.6	0.0	77.6
GATINEAU	114.2	-0.1	75.1
SAINT JOHN *	116.3	0.0	75.6
FREDERICTON	117.4	0.0	76.6
MONCTON	118.1	0.0	77.2
BATHURST	116.8	0.0	76.1
EDMUNDSTON	118.1	-0.1	77.2
MIRAMICHI	118.6	0.0	77.6
CAMPBELLTON	119.4	-0.1	78.3
SUSSEX	117.2	0.0	76.4
WOODSTOCK	119.5	0.0	78.4
HALIFAX *	107.4	0.0	74.0
SYDNEY	111.2	0.0	77.3
YARMOUTH	108.2	-0.5	74.6
TRURO	108.2	0.0	74.7
KENTVILLE	107.6	0.0	74.2
NEW GLASGOW	108.2	0.0	74.7
CHARLOTTETOWN *	115.0	0.0	75.8
ST JOHN'S *	125.4	0.0	83.5
GANDER	126.0	0.0	84.1
LABRADOR CITY	133.2	0.0	90.4
CORNER BROOK	126.2	0.0	84.2
GRAND FALLS	128.0	0.0	85.8
CANADA AVERAGE (V)	109.4	-0.1	76.2

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Margaret Hogg and Willie Johnston and his 1984 ERF.



The truck stop in the Westway Lorry Park was clean, but charged for parking.



Highland Travels

There are times when business mixes with pleasure, and Margaret Hogg of JG Drapeau and Commercial Warehousing recently experienced that first hand.

After a chance encounter during a vacation in Puerto Vallarta, Mexico, Hogg was invited to an engagement party in Scotland. Having never been there before, the fleet vice president decided to hop on a flight to do some sightseeing. But where others were pointing cameras at the Scottish Highlands, she always found herself focusing on the trucks. The models were undeniably unique. Nameplates like DAF and MAN were, well, altogether foreign.

Helen Johnston, who invited her on the trip, knew what would round out the experience. Her dad, Willie, had spent his entire working life as a commercial driver and Heavy Goods Vehicle mechanic. He would show Margaret around Glasgow in the cab of a truck that would never roll into an Ontario fleet yard.

"I didn't realize her dad was in trucking," Hogg admits. But it was the best vantage point she could have hoped for.

It led to a trip in a 1984 ERF powered by a Gardiner 300 turbo straight-eight-cylinder engine with a Fuller gear box. They traveled from fleet yards to truck stops, and along some of the tightest roads she has ever encountered. And it offered Hogg some insights into a different trucking culture and operating environment.

Scotland's maximum Gross Vehicle

Weights, for example, reach about 97,000 pounds. Trailers are typically 45 feet long, although 49-foot models have been gradually phased in over the last three years. And cabovers are clearly the configuration of choice.

Driving hours are capped at nine hours per day, but can be increased to 10 hours twice per week; 45-minute breaks are required after 4.5 hours behind the wheel. And shifts are limited to 15 hours overall, with 11 hour breaks between. All of that is tracked by digital tachographs, which have been mandated since 2006, requiring each driver to carry a related photo ID.

It isn't the only way drivers are identified. Each must now carry a Certificate of Professional Competence, earned after completing training modules in operating tachographs, loading and unloading vehicles, health and safety, first aid, and road safety. It costs about \$600, and has to be renewed every five years.

Says Hogg of the learning experience: "It was the best time of my life." **TT**

Tight roads and turns are an unavoidable reality, and can create a challenge when moving oversized loads such as this blade for a wind turbine.



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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



Hydrogen Highlights

Does the hydrogen fuel cell have a future in trucking? Maybe, maybe not.

By Rolf Lockwood

Alternative transportation fuels have been on the horizon for as long as most of us can remember, some of them seeming oh so close to commercial use, some a long way off. One of the options is hydrogen.

Well, let's clarify. Hydrogen itself isn't usually seen so much a fuel as an energy carrier, and in terms of motive power we should think of it as a source of electricity by way of a chemical reaction within a fuel cell. As in the recently introduced Nikola One long-haul tractor that promises so much.

There are others, though, who think hydrogen can indeed be used directly as a fuel in what's known as a Hydrogen Internal Combustion Engine (HICE). One company in Delta, British Columbia, Hydra Energy, says it can convert any internal combustion engine to run on hydrogen directly, diesel

trucks included, and will charge nothing for the switchover. Users pay only a fixed long-term price for the hydrogen they use. The key here would seem to be that Hydra doesn't use any fossil fuels to create the hydrogen it sells, rather collects ultra-low-cost waste hydrogen emanating from various common industrial plants.

Hydra is working closely with engineers and chemists at the University of British Columbia and was just awarded a significant cash prize through the Ignite Awards program run by the BC Innovation Council.

Not coincidentally, Hydra's chief technology officer is Jo Borck, who has 30 years of hydrogen fuel cell experience, including 20 at Ballard Power Systems in nearby Burnaby. That company remains the global leader in fuel-cell research and development.

What is hydrogen?

Hydrogen itself is the most abundant element known to man, as well as being the simplest – just one electron and a solitary proton – but every other atom starts with a combination of hydrogen nuclei. Meaning that it has to be separated from other compounds before it can be used. It can't simply be collected.

The fundamental downside of using hydrogen to produce motive force is that its separation from other elements demands power. Getting enough hydrogen to equal the energy content of 3.7 liters (1 US gallon) of gasoline, for instance, requires about 7.5 liters (2 US gallons) of water and 45 kilowatt-hours of electricity.

Why expend energy to make energy?

As a means to move trucks – or cars and buses and trains and even planes – in an age of environmental awareness, the point is emissions. Or lack of them. The fuel cell in that Nikola tractor powers electric motors to move the truck and emits nothing but water vapor. There are no carbons involved.

Good news, eh what?

Hold on. The thing is, to split water into its two component parts – hydrogen and oxygen, or H_2 and O – the most common means by far is a process called steam reformation of methane derived from natural gas. About 95% of the world's industrial hydrogen is produced this way. And natural gas being just another fossil fuel, there are, of course, unwanted emissions resulting from the process.

A much better choice in environmental terms would be to use biomass in place of natural gas, but we're not there yet with a commercialized – read, affordable – way to do it. Other options exist but they're no closer to real-world use.

So that gorgeous Nikola tractor with its long range and strong performance is

not quite as clean overall as you might think. It emits nothing but heat and water vapor as it rolls down the road, but behind the scenes a fossil fuel is burned to propel it from A to B. There's still a net gain but it can't be called a truly zero-emissions heavy truck.

Nikola says it might erect a 100-megawatt solar farm to produce electricity for conversion of water to H₂ through electrolysis, thus avoiding the downside of using natural gas.

What's a fuel cell?

I'll go to the authority for a definition, namely the Canadian Hydrogen and Fuel Cell Association (CHFCA):

"A fuel cell produces electricity through a chemical reaction, but without combustion. It converts hydrogen and oxygen into water, and in the process also creates electricity. It's an electro-chemical energy conversion device that produces electricity, water, and heat.

"Fuel cells operate much like a battery, except they don't require electrical recharging. A battery stores all of its chemicals inside and converts the chemicals into electricity. Once those chemicals run out, the battery dies. A fuel cell, on the other hand, receives the chemicals it uses from the outside; therefore, it won't run out. Fuel cells can generate power almost indefinitely, as long as they have fuel to use.

"The reactions that produce electricity happen at the electrodes. Every fuel cell has two electrodes, one positive, called the anode, and one negative, called the cathode. These are separated by an electrolyte barrier. Fuel goes to the anode side, while oxygen (or just air) goes to the cathode side. When both of these chemicals hit the electrolyte barrier, they react, split off their electrons, and create an electric current."

In a nutshell, fuel cells are devices that unlock the power of hydrogen, first invented in 1839 and called a "gas battery". Nothing much happened with the idea until 1960 when the U.S. National Aeronautic and Space Administration (NASA) needed a practical power source for extended space missions. Fuel cells were the answer and are now used extensively in outer space.

In many applications, says the CHFCA, hydrogen is the actual fuel that powers a fuel cell, but certain fuel cell technologies run on other fuels like natural gas or even diesel.

The advantages

The fuel cell's advantages over other power sources come down to two main things: one, they offer high fuel efficiency while emitting extremely low emissions, at least locally. And two, in an engineering sense, they're simple – they can run on a wide variety of fuels, and depend on electrochemical reactions, meaning no moving parts. Thus, they're simple to operate, quiet, and reliable.

Among other advantages, a hydrogen fill-up takes just minutes compared to the hours required to recharge an electric vehicle.

Detractors say fuel cells won't last as long in a typical car as an ordinary gasoline engine – like 120,000 vs. 320,000 kilometers, the fuel cell being the lesser of those two. But it would seem there are as many estimates of that comparison as there are "experts" to do the estimating, and some say there's really no difference.

The other downsides, and they're big, include the near complete lack of infrastructure and the high cost to build and then buy fuel cells. The first fuel-cell car on the market, a Honda, came along in 2010 and cost US\$1 million to build. The cost has come down dramatically since then but it's still not cheap.

That said, there are many city buses around the world already running fuel cells successfully, and Ballard Power Systems says its fuel cells have powered buses for more than 10 million cumulative kilometers of revenue service. It claims a 350-kilometer range between refueling, with rapid refueling in as little as seven minutes, and much better fuel economy compared to diesel buses (1.5x) and Compressed Natural Gas buses (more than 2x).

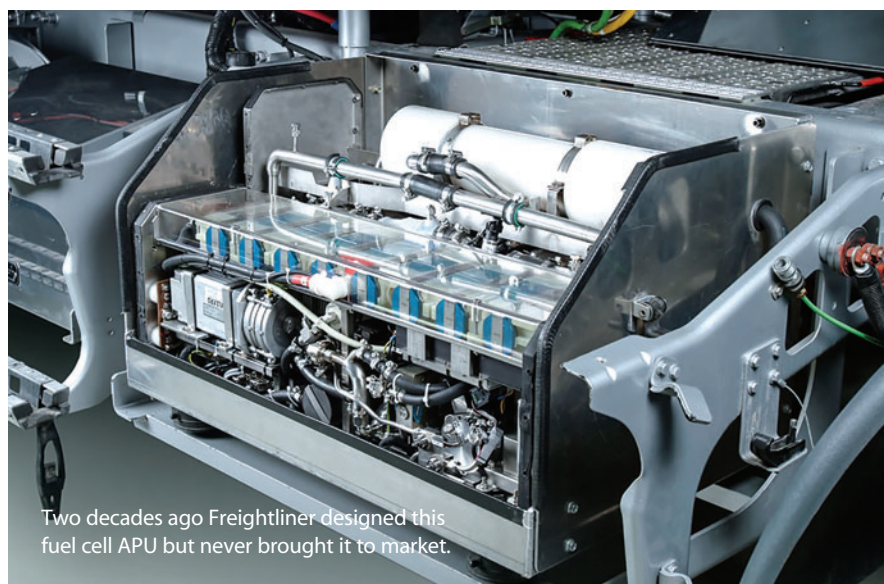
You'll be surprised to know that variations on the fuel cell will be used, some day quite soon, to power laptops and even mobile phones. A little less fancifully, in London, England, this coming summer will see the deployment of a fleet of Suzuki scooters by the city's Metropolitan Police, part of a hydrogen fuel cell technology fleet trial. The scooters will use 4kW air-cooled fuel cells made by Britain's Intelligent Energy Group.

"This brings closer the commercialization of hydrogen fuel cell scooters," the company says.

Auxiliary Power Units (APU)

The 4kW fuel cells used in those scooters offer power for other applications, says Intelligent Energy, including auxiliary power.

In fact, the diesel-fuelled APU we know and love is a prime candidate for fuel cell use, and Freightliner developed one back in the late 1990s. Though it seems not to have gone anywhere, in



Two decades ago Freightliner designed this fuel cell APU but never brought it to market.

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Refueling with hydrogen is quick and easy, taking mere minutes compared to hours to charge an electric vehicle.



2006 Modine Manufacturing introduced an idle-reduction system using zero-emissions fuel cells and a non-Greenhouse Gas, carbon dioxide, as the refrigerant. It was intended for both cooling and heating the sleeper cab, using a hydrogen fuel cell power pack specifically designed to produce electrical energy continuously for more than 10 hours.

More recently, at the 2014 IAA show in Germany, Eberspaecher showed off a fuel-cell APU that converts diesel to hydrogen and then to electricity and thereby supplies all electrical demands. Entirely independent from the engine, it takes the load off the alternator, resulting in lower fuel consumption and emissions.

"In future generations of trucks," the company said at the time, "components still driven mechanically today could thus be powered electrically at considerably less expense."

"Not only does our system solve the energy problem during stationary periods, rather we're pursuing a new, holistic approach to on-board power supply in the truck that... decisively enhances operating efficiency."

The innovative fuel-cell APU generates electrical power – without mechanical power losses – virtually emissions-free. Nitrogen oxide, carbon monoxide, and particulate emissions are said to be 90% less compared to a typical diesel APU.



▲ Modine's idle-reduction system used a hydrogen fuel cell and carbon dioxide refrigerant to provide emissions-free cab heating/cooling but never got to market.

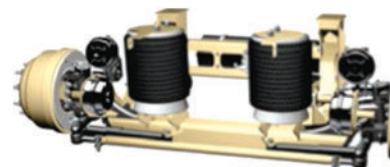
It's intended for use not only during stationary periods but on a permanent basis. When the truck engine starts, the fuel-cell system starts as well, supplying all electrical demands. Many energy-intensive consumers previously coupled with the drive engine, such as the air compressor, could in future be operated considerably more efficiently by electric means via the fuel cell system.

At the time, Eberspaecher planned to launch the fuel-cell APU in the North American market at the end of this year.

While the Nikola One may be the most exciting fuel cell application on the horizon, the Eberspaecher idea could well be just as significant in the long run. **TT**

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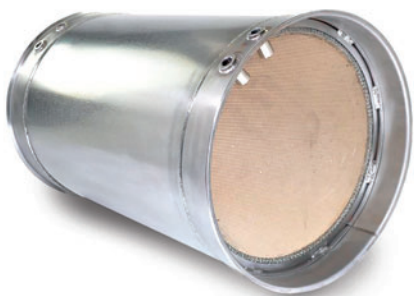
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Denso's Decision

Aftermarket DPF, DOC coming to market



Denso Products has partnered with Clean Diesel Technologies (CDTi) to introduce a new line of emission-control products for the heavy-duty aftermarket.

The PowerEdge diesel aftertreatment line will be distributed by Denso, but manufactured by CDTi, and include Diesel Particulate Filters (DPF) and Diesel Oxidation Catalysts (DOC).

Immediately available, the line-up includes an all-makes Original Equipment replacement program with 60 DPF part numbers covering 260 OEM products, and seven Diesel Oxidation Catalyst part numbers, for on-road and

off-road equipment. The company is also working on developing another 20 DPF part numbers and 15 DOC part numbers to come later this year.

Together that will meet more than 85% of market, fitting 73% of 2007-13 equipment in operation, according to Denso. Supported engine models will include Cummins, Detroit Diesel, MaxxForce, Volvo, Hino and Isuzu equipment.

Features include high-grade stainless steel to resist corrosion, new OEM substrates that maximize DPF performance and minimize backpressures, CDTi coatings to increase catalyzation and regeneration efficiency, and "exact-fit" designs that are supplied with gaskets to meet application needs, reduce part numbers and streamline installation, the company says.

The DPFs and DOCs are approved for horizontal, vertical and dual installation, and carry two-year warranties.

"This is a growing marketplace in

heavy duty," said Joseph Mejaly, Denso's senior vice president – operations, sales strategic planning and marketing, noting that emissions equipment introduced in 2008 is coming up for replacement.

The announcement was made the same day Denso announced an expanded sales network and catalog of rotating electrical auto parts.

The company is expanding its team of manufacturer reps from five to 35, ensuring national coverage, and enhancing internal operations to support reps. "We think we're going to be a player here," Mejaly says.

Denso is hardly new to the aftermarket. It is the second-largest automotive supplier in the world with US \$40.2 billion last year, about \$9.9 billion of which is generated in North America. And 9% of that goes into research and development. About 15% of its business serves the heavy-duty marketplace.

Denso Products and Services Americas has 510 employees.

"We supply the parts that keep the most powerful trucks on the road moving," Mejaly added. "The one thing we can leverage is the distribution network we already have in play." **TT**

Utility "optimistic" about year ahead

Utility Trailer Manufacturing is "fairly optimistic" about 2017, according to Craig Bennett, the company's senior vice president – sales and marketing. After closing out the year with a 15.9% total market share in the U.S., which includes a 54.2% share in the reefer segment, Bennett and his team are moving forward with some new products and an eye on incoming federal regulations.

Celebrating its 103rd year in the trailer business, Utility is also "seeing some life in the flatbed segment," he said in a media briefing at the company's City of Industry headquarters in California. Even with predictions for a

decrease in the overall trailer market, Bennett is still optimistic.

"The current estimates are showing a 10-15% reduction in trailers this year, and that would be a very manageable level," he said. "Nothing dropping off a cliff like it did in 2009."

The trailer manufacturer is hoping that two new models announced last fall – the 4000-X TBR, a composite dry van trailer, and the 4000AE, a combo flatbed trailer – will boost the company's market share.

Utility is also preparing for the incoming Phase 2 of Greenhouse Gas regulations, which will focus on



tractor and trailer fuel economy.

"It's going to get increasing more difficult and challenging to achieve," said Bennett. "We have actually designed a tail device that we have not introduced yet if this keeps going forward. But when it comes to 2024 and 2027, we have no idea yet how to achieve it. And there is no one in the industry right now who knows how to achieve those fuel economy results." **TT**

This fifth-wheel top plate has been gouged by material caught between the trailer and the plate. Note the corrosion that's forming due to a lack of lubrication.



Fighting Friction

With oils and greases, educated consumers always get the better deal

By Jim Park

How often have you seen a mechanic going from stem to stern on a truck with a grease gun and filling every fitting he can find with the same grease? It's quick, cheap and easy, but that approach may not be the best option for the truck.

Oils, greases and other lubricants come in a dizzying variety of formulations and even colors and grades. Unless you're on top of the oils and lubes game, it can be tough figuring out what's best for your application. Those who understand the work lubricants do probably would not take the one-grease-for-every-hole approach.

Jack Fasoli, national key account manager for Montreal-based Total lubricants, says his customers run the gamut from those that really understand and

research the product to those that buy on price alone.

"Many think that one of the key factors in choosing a lubricant is color," he says. "Somewhere down the line they got it in their head that a specific color meant a specific grade or type of grease."

Chassis lube, for example, can be anywhere from brown to green to pink. Such a general-purpose grease is usually fine for mating parts where metal-to-metal contact exists, such as in steering kingpins or spring shackles, but it may not be appropriate for fifth wheels, Automatic Slack Adjusters or clutch throw bearings. The original equipment manufacturers make lubrication recommendations based on grades and intended applications.

Fasoli says fifth wheels, for example, require grease that won't easily wash out with rain water yet protects the plate and smooths movement between the truck and trailer.

"There are three components to a fifth wheel grease – an oil for lubrication, and Extreme Pressure additive for pressure of the trailer on the plate, and a soap-based thickener to keep the grease in place," he says. "If the oil washes out quickly, you're left with a dry, sticky substance that can bind and accumulate dirt. When that scrapes away, you have no corrosion protection, either."

Based on that description, would you want that grease used in a sensitive part like a slack adjuster?

André Bolduc, senior technical-commercial advisor for Total says slack adjuster lubricants have special requirements.

"Slack adjusters require a Grade 1 or 2 lithium-complex synthetic grease," he says. "They should not be over-greased, either. Follow the manufacturer's recommendations."

Drivetrain fluids

Transmission and differentials require lubricant too, and these are now usually specially formulated for the application. Recently, manufacturers have adopted low-lube-level strategies as a fuel-saving measure (to reduce churning losses in the sump) or spray lubrication. These lubes are now almost exclusively synthetic.

"Gear lubricant serves two purposes," says Dale Kwasniewski, chief engineer at Meritor. "First it forms a hydrodynamic fluid boundary to prevent metal-to-metal contact. Second, the lubricant acts as a heat sink. Specifically, the gear oil transfers the heat from [the] gear mesh and roller bearing interface to the surrounding carrier casting where forced convection [air flowing over the axle assembly] and conduction cools the oil and the process repeats itself."

In regards to oil grades or viscosity, those fleets operating in warmer climates tend to specify multi-weight oil that will maintain a surface film, such as an 80W-140. Those fleets that operate

in northern climates will specify 75W-90. However, the area of gear lubricants is changing rapidly to address fuel efficiency and cold-flow viscosity, and new multi-weight gear lubricants are being developed to offer both cold-flow viscosity and maintain film thickness at high ambient temperatures.

"Using the improper viscosity gear oil could result in oil film breakdown, accelerating bearing and gear surface wear," warns Kwasniewski. "All drive axles must use a gear oil with EP additives in order to contend with the contact pressure between the ring gear and pinion teeth. The use of anything other than an approved GL-5 EP gear oil will result in primary gearing tooth surface distress that can be easily identified as the result of the wrong lube."

All Original Equipment Manufacturers meticulously evaluate lubricants to ensure they are compatible with products and meet various test specifications.

"We require oil manufacturers to meet Dana SHAES256 specifications," notes Steve Slesinski, director of product planning for the commercial vehicle market at Dana. "Truck owners must use these Dana-recommended products to maintain warranties on axle components."


Other potential complications can arise from using non-approved lubes. According to Bill Gross, manager – service solutions for Eaton, improper lube oil can affect the performance of components like transmissions.

"You'll see reduced performance in the form of harder shifting in manual transmissions and longer shift times with automated boxes," he says. "Worst case is shortened life and increased down time."

Lubricants are part of the entire system these days. Component design teams work with the lubricant manufacturers very early in the design process. The lubricant is not an afterthought; it is considered an enabler for new technology. The decisions made throughout the design take the lubricant performance into account. Another lubricant may perform differently than the design considered.

"For instance, one consideration for pump sizing was based on the cold temperature performance of the lubricant," says Gross. "If a different lubricant is used that does not have the same performance, the pump may not be able to pump the lube to the desired locations."

If you're not up on all the latest lubricant advancements, your dealer can

help. There's a lot going on these days, and component manufacturers are pushing lube suppliers for more. Don't settle for a particular grease just because you like the color or because it's a bit cheaper. You could be trading away thousands of kilometers of additional wear for a few pennies per Preventive Maintenance stop. 

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Wheels in Motion

Product launches keep on rolling

Heavy Duty Aftermarket Week featured several key announcements involving truck and trailer wheel ends this year

Accuride



Accuride has unveiled new versions of its two- and five-hand-hole Accu-Lite 22.5x8.25 steel wheels, each of which are three pounds lighter than their predecessors and come with five-year warranties for the standard Steel Armor coating.

The five-hand-hole version – the 51487 – is the first 65-pound steel wheel for commercial vehicles, the company adds. The two-hand-hole version of the 51408 weighs in at 67 pounds.

Buyers also have the option of ordering the wheels with EverSteel, which comes with a standard eight-year warranty against corrosion.

“With the same great benefits of reduced weight, additional payload and increased ROI, Accuride offers advanced steel wheel technology with extended warranties that provides lasting value unmatched in the industry,” says Rick Dauch, Accuride president. In addition, their lighter weight helps offset the additional mass of emissions-control equipment, he said.

Both wheels are available in April and can be ordered in white, black or gray. They will be produced at the company’s wheel plants in Henderson, Kentucky and Monterrey, Mexico.

The company also unveiled its new Quantum 99 alloy aluminum wheel that weighs in at just 40 pounds.

Said to be 20% stronger than the company’s previous alloy, Quantum 99 is also 11% lighter than Accuride’s most popular

standard lightweight aluminum wheel. At five pounds per wheel, that shaves 100 pounds off a typical tractor-trailer when all wheel ends are replaced. The new design doubles the fatigue life of competing 40-pound aluminum wheels thanks to advanced metallurgy and engineering, the company says.

Quantum 99 is being launched on the standard 22.5x8.25 aluminum wheel.

Maxion Wheels

Maxion Wheels, long known for steel wheels, will bring its first forged aluminum wheels to the heavy-duty marketplace this spring.

The cornerstone of the product line – available in a standard machine finish or optional polished surface – will be the 45-pound 22.5x8.25 wheel. Offerings will also include a 24.5x8.25 wheel weighing 56 pounds, a 17.5x6.75 weighing 30 pounds, and a wide-base 22.5x14 that weighs 56 pounds.

By comparison, the company’s five-hand-hole steel wheel weighs 68 pounds.

The new wheels are designed to exceed industry standards in material, rim contour, radial and rotary fatigue, mounting configurations, and FMVSS

571.120 markings, the company says.

It’s all about acquiring new business rather than convincing customers to switch from steel to aluminum. “We view this a big step forward, a complementary addition to our existing product line,” says Donald Polk, president – Americas. “There has been a move in the market to more and more application of aluminum wheels. Fleet owners and owner-operators are looking to have the visual appearance. They’re also looking for a lighter product.”

The company estimates that the North American wheel market is now split evenly between steel and aluminum.

“Undeniably, aluminum is the future,” Polk said.

The new wheels will initially be built by a third-party manufacturer in Asia, although Maxion has production facilities in the U.S., Mexico and beyond.

While the brand has established a presence in North America over the last five years, Maxion has a 100-year history in the wheel market. One in every six Original Equipment wheels in the world are made by the company, which produced 56 million of them last year. It has a presence in 12 countries across five continents. 

Maxion Wheels now in aluminum



Webb Wheel

The brakes on trailers with side skirts are feeling the heat, but Webb Wheel has unveiled brake drums with Cool Running Technology vents to help keep operating temperatures under control.

The 66764 brake drum is designed for 20K trailer applications.

The challenge of higher heats has emerged because aerodynamic side skirts reduce the usual cooling flow of air by 41% in the direction of travel, and 30% across the width of the trailer, Webb tests have found. Temperatures were seen to hit 250 Fahrenheit. And those high heats can accelerate the wear of drums and linings.

The 99-pound drum manages heat 10% better than drums of a similar weight, the company adds.

“This is the number-one trailer application,” says Brad Begley, vice president sales – aftermarket business unit, referring to the 10 million trailers across North America that could use these drums.



PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS

For more new product items, visit **PRODUCT WATCH** on the web at todaystrucking.com

Fifth-wheel lock sensors

Jost system lets the driver confirm fifth-wheel coupling from inside the cab

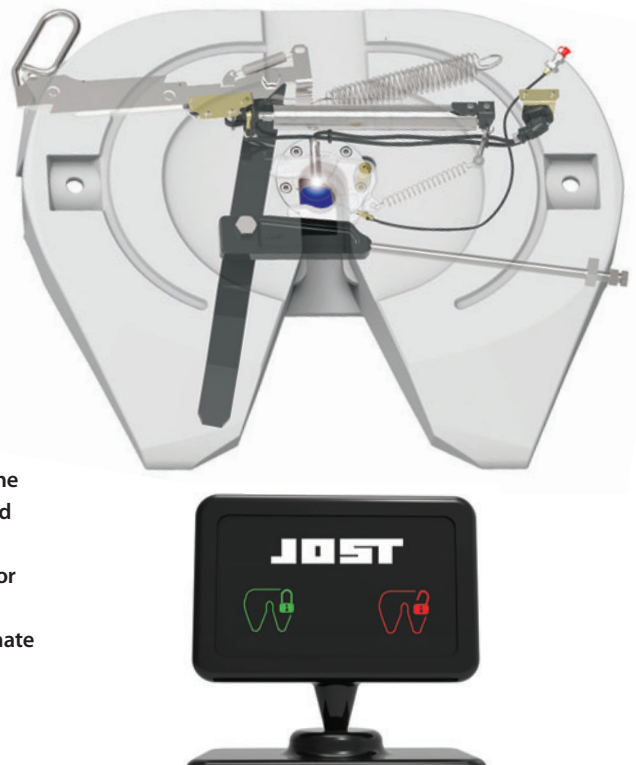
Jost International has introduced what it calls the "revolutionary" Sensor Coupling System on its JSK37USK series air-release fifth wheel. With sensor technology, it allows the driver to confirm that the fifth wheel is properly and safely coupled from inside the cab.

The system has dual sensors. The first verifies that the kingpin is in the lock position, and the second indicates that the fifth wheel is locked and the release handle is secured.

The lock status can be shown either by a Jost-supplied dash display or communicated through the vehicle's CAN bus.

Jost says that this evolution in tractor-trailer connections will culminate at some point with fully automated coupling systems.

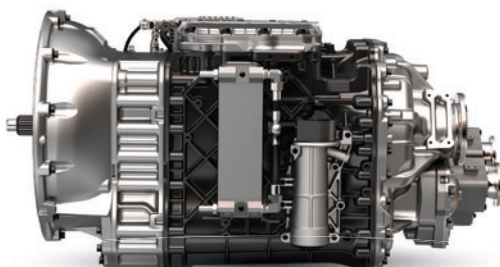
See www.jostinternational.com



NEW MDRIVE FEATURES

MACK'S TRANSMISSION SPORTS ROLLING START AND AUTO NEUTRAL TO BOOST JOBSITE PERFORMANCE

Mack Trucks has just introduced mDRIVE Rolling Start and Auto Neutral, two new standard-equipment features designed to improve jobsite performance and safety. They're on both normal and HD versions of the



Automated Manual Transmission, well suited to paving and concrete applications, engineered to work exclusively with Mack's MP series engines.

Rolling Start allows drivers to shift the transmission into drive without pressing the truck's service brakes. This eliminates the possibility of creating a bump in the paving surface, a critical benefit for paving applications.

Several construction applications, including concrete mixers, rely on remote throttle controls. By automatically shifting the transmission into neutral when the parking brake is set, the new Auto Neutral feature helps improve jobsite safety by reducing the possibility of the truck moving due to throttle application.

See www.macktrucks.com

OPTI-BRITE LED HEADLAMPS

OPTRONICS HAS RELEASED ITS "NEXT GEN" LED HEADLAMPS

Optronics International recently launched its most advanced Opti-Brite LED headlamps. They feature advanced retro-reflective LED technology engineered to emit a wider, brighter beam for increased visibility and safety, and what the company calls an eye-catching LED conspicuity array. The beam pattern is ultra bright, with broad, smooth, photometric characteristics that approximate the color temperature of natural sunlight, improving visibility and reducing eye fatigue.

The lamps are robust and aggressively priced, the company says. They come with Optronics' "no-hassle, one-diode



Optronics LED headlamp

lifetime warranty protection, which will replace the lamp if even one diode fails."

The new headlamps come in three formats that cover a wide range of vehicle makes and models. The HLL93HLB series fits a seven-inch round format and has both high- and low-beam functions built in. The HLL79HB high-beam lamps and HLL78LB low-beam lamps fit four-by-six-inch rectangular formats and are compatible with four-lamp systems with separate, dedicated high-beam and low-beam lamps.

The new headlamps are designed to allow users to easily upgrade headlamps from standard halogen and HID sealed beams to the longer-lasting LED light

source. They use standard H4 three-blade connectors, and it takes just minutes to convert any vehicle with compatible headlamps to the new LED technology.

All lamps have an expected service life of 30,000 hours, which is said to be 15 to 30 times that of halogen and HID headlamps. They'll be available in the first quarter of the year.

See www.optronicsinc.com

EXPANDED NO-REAM KINGPIN KIT

MERITOR'S FASTSET KINGPIN KIT NOW INCLUDES 45 NO-REAM KITS FOR FASTER REPLACEMENT

Meritor has expanded its FastSet Kingpin Kit to include 45 no-ream kits that support faster aftermarket kingpin replacements.

They're available for all popular axle applications, including Meritor, Dana, Eaton, Spicer, Mack, Volvo, Chevrolet, GMC, Isuzu, and Axle Alliance. FastSet

eliminates the need for reamers, special tools, and presses when replacing kingpins.

FastSet users do not need to ream kingpin bushings after they're installed in a steering knuckle. Rather than pressing in the bushings, users can install spiral bushings by hand. The kingpin's special groove pattern design also ensures that grease makes its way to high-wear areas, Meritor says.

FastSet only uses Meritor-approved components, and is covered by the company's standard aftermarket warranty.

See www.meritor.com



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SLIDE-OUT TRUCK FRIDGE

NORTHERN FRIDGE INTRODUCES
12/24-VOLT REFRIGERATOR/FREEZER

Northern Fridge has introduced the slide-out Truckfridge refrigerator/freezer. The new DR49DC-SS is a true 12/24-volt compressor refrigerator with freezer, designed ideally for the Kenworth T680 and T700 and the Freightliner Century, Columbia, and Coronado. It will also fit many RV and camper van applications.

The DR49DC-SS features a large storage volume, slide out drawers allowing top access, separate fridge/freezer compartments, stainless steel door, and high efficiency/low noise DC compressor. Installation frame/trim, adjustable thermostat, and interior light are all standard features. An optional mounting bracket keeps the fridge securely mounted to the vehicle floor.

See www.northernfridge.ca

EXTREME-DUTY BELT

CONTINENTAL'S NEW V
BELT PERFORMS BETTER
UNDER HIGH UNDERHOOD
TEMPERATURES

Continental has introduced the Extreme Duty Poly-V belt for the North American heavy-duty aftermarket.

The new straight-ribbed belt is designed to perform better under higher underhood temperatures that, Continental says, results in lower emission standards. The belt comes with a 160,000-kilometer guarantee.

The belt has four times the flex life of previous belts and was tested in an environment that was 20% hotter than mandated by SAE standards. The test was conducted to simulate an engine with a number of accessories and low circulation.

It's offered in 90 parts numbers designed for Class 6-8 vehicles and is currently available in eight-, 10- and 12-ribbed profiles, packaged in a new sleeve design.

See www.continentalhd.com



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YOU CAN'T GET THERE FROM HERE

Beaver Tales in Alberta

Last month's 10x18-foot beaver is lodged at the side of the Alaska Highway in – as many people guessed – Beaverlodge, Alberta. It was the brainchild of the late Alex Lojczyk, a Beaverlodge booster and entrepreneur who passed away in 2008 at 69. But four years earlier, his son Michael tells us, Alex decided that what that town needed was a big beaver, so he donated the land and materials and created this ginormous Official National Critter. Happy 150th Canada! This month's landmark is beside one of Canada's more congested arteries. The first 10 readers to correctly identify this landmark will win a **Today's Trucking** cap. Send your guesses to nicholas@newcom.ca.



February Answer:

10x18-foot beaver is lodged at the side of the Alaska Highway in Beaverlodge, Alberta



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P.S. If you call your answer in, don't forget to leave your contact details!



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"In the future, you're going to have to have telemetry to compete," says Jacques DeLarochelliere, of ISAAC Instruments.

Building Connections

How one man's need for speed led to a focus on telematics

By John G. Smith

Jacques DeLarochelliere was fixing cars before he was old enough to hold a driver's licence, and the cars became faster with every lesson he learned along the way. But the entrepreneur's real focus on racing didn't emerge until he enrolled at Universite du Quebec a Trois-Rivieres for a degree in mechanical engineering.

While competing on the karting circuit during his studies, DeLarochelliere's car had slipped from its usual Top 5 position to the middle of the pack. He insisted on dozens of mechanical changes, and felt vindicated after completing the next lap a half second ahead of Alex Tagliani, now of NASCAR fame. Then his team confessed they hadn't changed

anything. The better performance had come exclusively from his actions behind the wheel.

It gave birth to the idea for a 1990 university project and expertise that would later be applied at ISAAC Instruments, a Quebec-based business specializing in truck telemetry and telematics.

At a time when Formula One teams were the only ones that relied on vehicle telemetry collecting and transmitting data about everything from speeds to wheel positions, DeLarochelliere proposed building a system of his own. Combined with a partner's software, that quickly became a popular resource on the racing circuit, where he used the data to coach drivers. Within a

decade, major automakers were asking for systems to support research and development efforts. When that revenue stream dried up during the 2008 financial crisis, ISAAC Instruments turned its sights to trucking.

"The wisest and the more forward-thinking all started thinking, 'We need more information. Which truck should I park? And which truck should I keep?'" says DeLarochelliere, ISAAC's president. "If you think you're going to go racing without telemetry, you're not. In the future, you're going to have to have telemetry to compete in the transport world."

The true power of telematics emerges when companies integrate the data from different systems, he says. For example, a driver might need to record a pre-trip inspection on a tablet before passing through a fleet yard's gate. Systems can confirm whether tractors are hooked up to the right trailers.

He calls it the Internet of Trucks, a subset of the broader Internet of Things that now connects about 30 billion electronic objects. As the technology evolves, it means turn-by-turn directions of a GPS unit will consider traffic and weather; gamification will help to make tasks welcoming and easier, he says.

Results and guidance also become specific to each truck and driver, looking far beyond miles per gallon alone.

"If you have a heavier load, a less-aerodynamic truck, and you were sent in an hour with traffic and on a road with hills, you can't compare," he explains. "You got to compare their actions just like I did with race car drivers."

"If you think you have too much data, you don't have enough business intelligence." **TT**



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