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The brand's roots were established in Kelowna, B.C.



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Terry S. Rivet
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Rochester, New York
March 2, 2017

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PUBLISHER

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

VICE PRESIDENT, EDITORIAL

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

EDITOR

John G. Smith
john@newcom.ca • 416/614-5812

CONTRIBUTORS:

**Steve Bouchard, Mike McCarron,
Jim Park, Nicolas Trépanier**

DESIGN/LAYOUT

Tim Norton, Frank Scatozza
production@todaystrucking.com • 416/614-5818

SALES AND MARKETING CONSULTANT

Anthony Buttino
anthonyb@newcom.ca • 416/458-0103

SALES AND MARKETING CONSULTANT

Nickisha Rashid
nickisha@newcom.ca • 416/614-5824

QUÉBEC ACCOUNTS MANAGER

Denis Arseneault
denis@newcom.ca • 514/947-7228

CIRCULATION MANAGER

Pat Glionna
416/614-2200 • 416/614-8861 (fax)

PRODUCTION MANAGER

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



Kenneth R. Wilson
Award Winner

NEWCOM

NEWCOM BUSINESS MEDIA INC.

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

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Jim Glionna

PRESIDENT

Joe Glionna

VICE PRESIDENT, OPERATIONS

Melissa Summerfield

CHIEF FINANCIAL OFFICER

Peter Fryters

DIRECTOR OF CIRCULATION

Pat Glionna

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Driving needs to be classified as a trade

Forty-three years in all aspects of trucking has made me realize that, from a driver's point of view, nothing has really improved – despite well-intentioned efforts of a number of companies. Revenues and operating margins are so low that most smaller for-hire carriers are teetering on the brink of bankruptcy.

Trucking from a driver's point of view will only improve when it is classified as a trade, and a graduated licensing program is introduced along with standardized driver training. Attracting new drivers would be easier if there were defined career paths available for motivated individuals.

The best company jobs I had were union jobs (i.e. St Mary's Cement, Gulf Canada). There was always a respectful working environment and opportunities to learn and improve my bottom line. I have been an owner-operator, company owner, driver service driver, strike breaker, driver trainer, trip leasing pirate, always at great personal expense. Three wives and four kids later, I would not change anything except to have been able to convince my two young sons not to become truck drivers. You would not believe what my boys have gone through already, just to break into this industry out here in B.C.

When I started driving, truckers were respected. Nowadays you are viewed as an impediment to the self-serving and inconsiderate motoring public in general.

— **Michael Bach**
British Columbia

Thunder Bay traffic plans make no sense

Thunder Bay, Ontario's Highway 102/Dawson Road and the highway portion of Arthur Street have always been the main truck routes in and through the city. In accidents on these highways people generally survive the crash. On the expressway people die.

A single truck pays \$4-5,000 a year for a licence. Insurance is well upwards of \$5,000 per year.

Trucks generate a lot into the economy and help pay for the repairs and upkeep of these highways. Banning trucks from these roads would be like banning lake freighters from Lake Superior so that sailboats could sail freely. It makes no sense.

Trucks and thousands of people use these highways to make a living. There is very little bike traffic. Also, if a person builds a house near a highway or airport, you expect a certain level of noise. It all goes back to the "Not in My Back Yard" syndrome.

If gravel trucks are exempt from this bylaw, regional forest product trucks demand the same.

This bylaw goes beyond what a bylaw should be intended to do, and greatly impacts people's lives and businesses.

This city should worry about the effects of this bylaw on the tax base.

— **Eric Harju**
Thunder Bay, Ontario





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By John G. Smith



Fight the Good Fight

Recent debates about truck restrictions prove you can (and should) fight city hall

If the signs are any indication, municipalities would rather find a way to live without trucks. No parking. No idling. No Jake brakes. No trucks on this street or that. It's like we're living in the midst of a song by the Five Man Electrical Band. Remember the lyrics? "Do this. Don't do that. Can't you read the sign?"

Like it or not, there will always be an uneasy truce between municipal politicians and the trucks that travel through a community. Our industry's vehicles have to share their workplaces with the general public, and trucks will always appear big and loud when compared to the four wheelers around them.

Even longstanding corporate citizens can face the wrath of angry neighbors. Truck yards, shops, warehouses and truck stops may initially be established on the outskirts of town, but poor zoning practices often allow subdivisions to sprawl up next to them and leave little buffer in between. Once that happens, it's only a matter of time before politicians begin fielding calls about "those damn trucks".

It doesn't take much to shatter the truce, either. The bark of an engine brake in the middle of the night can lead to an angry call about noise bylaws. A close call or collision in the wrong area leads people to think of every truck as a rolling menace. Scheduled courier deliveries are seen as barriers to smooth traffic flows. They all become convenient targets during municipal election campaigns as would-be councillors look for the so-called wedge issues that often define winning campaigns.

Do trucks provide a valuable service? "Sure," most residents will respond. "Just not in my backyard."

As frustrating as such fights can be, they all need to be taken seriously. Businesses are undeniably an important source of tax revenue and local jobs, but residents can be blind to that reality – and will usually represent more votes than their business-

running counterparts. Leave a well-organized community activist unchallenged, and any number of restrictions could emerge.

Consider just two truck-related fights that are ongoing right now.

The municipal council in Thunder Bay, Ontario is returning to its decades-old debate about restrictive truck routes, and could ban heavy vehicles from thoroughfares including a section of Arthur Street. Do you know what else can be found just a little further down the road? Santorelli's Truck Stop and its related 35 employees. What about them?

"Trucks become convenient targets during election campaigns."

Travel southeast to Prescott, Ontario and you will find a community mayor who wants to ban all hazardous cargo from Highway 401 during stormy weather. It doesn't seem to matter that the drivers of such trucks

require an extra layer of training when compared to their peers, that the industry reports just one spill per 40,000 shipments, or that defining such "bad weather" would be virtually impossible.

The general public has to be protected, but freight also has to move. It is possible to strike a reasonable balance between the two goals, but we all have a role to play in ensuring that the trucking industry's voice is always heard in related discussions.

Get informed. Sign up. Get involved. And fight the good fight wherever it's needed.

Your industry is depending on you. **TT**

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

You can reach him at 416-614-5812 or johng@newcom.ca.



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By Rolf Lockwood



The Counterfeit Conundrum

If it sounds too good to be true, it probably is

Counterfeit, will-fit, or knockoff truck parts remain a serious issue, and you should be concerned. There's a difference between those three definitions, but one old rule applies: you get what you pay for. And when you see a brake drum or a trailer light or a wheel fastener that seems cheaper than it ought to be, your too-good-to-be-true antennae should be picking up a signal.

Some cheaper parts, usually made offshore in places like India and China, might well be worth your money, but this is definitely buyer-beware territory. And an out-and-out counterfeit is potentially a source of real woe. It robs the legitimate manufacturer of rightful profit and can mar the manufacturer's good name.

If you're doubting me here, just think about this: hundreds of people have been killed over the years in air crashes blamed not on storms or terrorists but on "unapproved parts". The U.S. Federal Aviation Administration (FAA) keeps track of such things, of course, and as of a few years back it blamed nearly 200 airplane accidents on poor-quality counterfeit or knockoff parts that just weren't up to the manufacturer's designed criteria.

The problem was big enough that the FAA established the Suspected Unapproved Parts Program Office to deal with the issue.

I know of one truck maker caught in this way, having bought wheel fasteners from a cheaper-than-normal source for use on its assembly line. The wheel nuts in question had been correctly marked but metallurgically they were not what they pretended to be. They'd been bought offshore, in good faith of course, but the quality was sufficiently low that they caused a wreck and killed a four-wheeler in the process.

I happened to be in the plant manager's office when he took the call informing him of the crash investigator's conclusions blaming the fasteners. He was devastated, nearly brought to tears. Innocent but oh so guilty.

If it can happen to a major truck maker with a big purchasing department, the individual truck owner is even more easily caught out this way.

To define things a little better, a "counterfeit" part is exactly what the word implies – it's a part made and packaged to look exactly like the real thing. Sometimes they're very hard to tell from the actual OEM component because the box has been printed as an exact replica, and the part number is correct. The piece itself may be hard to distinguish as a copy even if you look at it side by side with the real thing. In some cases, only a metallurgical test would divulge the counterfeit's real nature.

Your only defence is to deal with reputable suppliers who, we hope, have done their own homework. And, again, to distrust anything that sounds too good to be true. There simply ain't no free lunch.

"In some cases only a metallurgical test would divulge the counterfeit's real nature."

A will-fit, perhaps better called a knockoff, will not pretend to be anything but a cheaper version of the original, but it may claim to be just as good. Almost inevitably it isn't. Nowhere is this more troublesome than with brake

system components, precisely where you can't afford mistakes with poorly manufactured parts.

Bendix, which leads the counterfeit fight, did several thousand hours of testing and evaluation a few years back, confirming that knockoff brake valves, for example, are decidedly inferior when compared with the genuine thing. Comparing them against its own design spec's, engineers concluded, among other things, that knockoff valves create double the allowable spec' for pressure differential. If it's too high, the primary circuit opens long before the secondary circuit, creating an unstable truck, longer stopping distances, and accelerated wear of linings, drums, and seals.

Obviously you owe it to yourself – and everyone else on the road – to buy carefully. **TT**

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

You can reach him at 416-614-5825 or rolf@todaystrucking.com.

Dispat

Raging Storm

Thunder Bay is looking to restrict truck traffic. The story sounds familiar.

By John G. Smith

A longstanding dispute over truck routes in Thunder Bay, Ontario is heading toward another city council vote in June, and the stakes are particularly high for Santorelli's.

The truck stop has been in business for 65 years – 45 of which have been under the current owners – and welcomes truck traffic along Arthur Street. So do the 35 employees working in the restaurant and accompanying tire shop. But city council is looking to close much of Arthur Street and Dawson Road (Highway 102) to anything above 15,000 kilograms, squeezing more trucks onto the east-west Harbour Expressway that runs between the two routes. Trucks bypassing the community would need to use highways 11/17 and 61.

It isn't the first time a traffic change has affected the business. The truck stop dates back to a time when Arthur Street was part of

the Trans-Canada Highway. Thirty percent of the business was lost when the nearby Harbour Extension was opened in 2008, says Lorne Kellar, Santorelli's controller.

It isn't the first time the idea of further restricting the city's truck traffic has passed through council chambers, either.

"I've been a councillor for almost 17 years and it's been an issue from Day 1," says Trevor Giertuga, who has been championing the bid to limit truck traffic on Dawson Road. He cites safety concerns and infrastructure funding as the reasons. One stretch of the route recorded about 35 truck collisions in less than five years, he says. Municipal taxpayers are also responsible for road maintenance since the provincial government down-loaded the route to the city.

"The trucks really beat up the road," he says. "It's in horrible shape again."

Truck operators are quick

to argue that they pre-dated many of the adjoining residential areas, where homeowners have been pushing for the restrictions.

"If you build [a home] on a highway, you've got to live with it," says John McKevitt Sr. of McKevitt Trucking. Drivers with his 150-truck fleet are not keen about the idea of being forced off Highway 102 and through the hills around Kakabeka Falls that also attract loads of tourists.

Trucks that serve the city's last paper mill will face challenges of their own. "It puts a half hour longer on the journey and it's more sets of lights," says owner-operator Eric Harju of Firesteel Contractors, referring to the Harbour Expressway route. "There isn't a problem the way it is right now. There's about four different roads a guy can do. It breaks the traffic up."

He's personally met with the mayor to plead the industry's case. "It's sad when you have to fight for your business over something that is 'not in my backyard' ... We use the highway to make our living. They use the highway to go shopping."

"There's no common sense. I don't think any of them



know how they get their stuff," McKevitt agrees. He even remembers a discussion many years ago when one councillor wanted tractor-trailers to transfer their loads to delivery trucks at city limits.

It's the classic case of balancing residential rage and business needs.

There are no fewer than 40 businesses with about 700 employees stretching between 25th Side Road and Highway 61 on Arthur Street, Kellar says, and many of them support the trucking

ches

Smoke Screening

PG. 14

Pre-MELT Rush

PG. 16

Alberta's Activities

PG. 20



industry. He also dismisses arguments that this is about safety. Trucks account for just 3.6% of the overall traffic on Arthur Street, and were involved in four accidents in a decade, he says. "One accident every 2.5 years doesn't create a safety concern in my mind.

"The trucks that are on Arthur Street, they're all local," he adds, referring to the industry's economic value. "All the money is being earned and spent in Thunder Bay."

The affect on businesses is not lost on Mayor Keith Hobbs, even though the proposed bylaw would still allow local deliveries and emergency vehicles. "I respect what truckers do. I know they have a tough job, and the time-lines," he says, stressing that he never charged a trucker during his 34-year career as a police officer.

The Ontario Trucking Association has added its own voice to the debate, calling on the community to consider safety zones and

photo radar. It made the same case when the matter was last debated in 2012. For that matter, the association wonders if some stretches of the recently proposed truck routes have been built to handle the additional commercial traffic volumes.

"The Ontario Government's Bill 65, the Safer School Zones Act, will soon allow municipalities to introduce photo radar in community safety zones. Such a measure would not only allow the City of

Thunder Bay to lower speeds in the appropriate areas, but enforce these speeds," said president Stephen Laskowski. "This would seem to be a good compromise in ensuring that these historic trade routes remain open, while addressing the need of local constituents to slow traffic down in these areas."

The debate continues for now. The latest vote has been deferred twice, first to March 24 and then until June. The need for the added research emerged with a bid to add a third route, Hodder Avenue, to the restricted runs.

"It's like Groundhog Day," said councillor Linda Rydholm, during a March debate on the issue. "This has been a topic too many times at the table."

"We're hoping for the best. We're trying to work with them," Kellar says, referring to the upcoming vote. But Santorelli's is still preparing for the worst. He notes that the truck stop and other truck-related businesses have a plan that will drop in place if restrictions are passed.

"I believe it will pass," Giertuga says, weighing the views of his fellow council members.

But council members have thought that before. **TT**



Smoke Screening

Legalized marijuana to come with roadside tests, but cross-border truckers still face an outright ban

By John G. Smith

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Think of it as one of the first steps to help clear the air around a campaign promise.

The federal government has officially unveiled its plans to legalize recreational marijuana by July 2018, and promised as well to introduce some of the toughest impaired driving laws in the world – complete with roadside saliva tests that can be demanded by police.

Those tests will focus on the presence of THC (tetrahydrocannabinol) in the bloodstream within two hours of driving. Penalties will range from \$1,000 fines for those that have 2-5 nanograms of THC per milliliter of blood, and even jail time for multiple offenders found to have higher levels of the drug or a combination of 2.5 nanograms of THC per milliliter of blood and a .05 Blood Alcohol Content.

For now, existing laws remain in place. Many questions about testing regimes for truck drivers also remain unanswered.

“There is a great deal of work ahead of us,” said Bill Blair, parliamentary secretary to the minister of justice, stressing that lessons will be learned from earlier legalization in Colorado and Washington State.

The shift will undoubtedly make a difference in truck driver testing regimes, most of which have focused on operations that cross the Canada-U.S. border. The U.S. Department of Transportation is standing firm that it does now allow truck drivers to use any Schedule 1 drugs including marijuana. Even if the marijuana comes with a prescription or was consumed in a state that allows recreational use.

“The U.S. is not likely to respond well to Canada’s legalization of marijuana for recreational use, especially when it comes to its use by commercial drivers,” says William Hurst, a lawyer based in Indianapolis, Indiana. “While many U.S. states have recently legalized medical marijuana and even its recreational use, the federal government seems to be moving in the opposite direction, as evidenced by U.S. Attorney General Jeff Session’s obsession with demonizing the drug.”

When the U.S. Department of Justice told federal prosecutors in 2009 that they shouldn’t focus on people who complied with state laws when using marijuana, the Department of Transportation balked. As it stands, “it remains unacceptable for

any safety-sensitive employee subject to drug testing,” the regulators say in a 2012 policy that continues to guide decisions.

“These circumstances lead me to believe that truck drivers from Canada who may choose to indulge in the recreational use of marijuana would still be criminally charged and punished if they were driving while marijuana was present in their system,” Hurst adds.

The Canadian Trucking Alliance is already exploring the truck-specific testing issues as part of a coalition of about 20 employer associations and employers in safety-sensitive roles.

“We’re not getting involved in the issue of social policy,” says David Bradley, Chief Executive Officer of the alliance. “Our concern first and foremost is with respect to public and workplace safety ... we don’t really care what people are doing in their own personal time as long as they show up at work, fit for duty.”

“We need to have a regulatory framework in Canada to be able to conduct workplace testing – including the old chestnut of random testing.”

In about two decades since the U.S. pulled Canadian carriers into testing requirements south of the border, there has been “no end” to legal challenges, human rights challenges and reviews, he adds.

Employers did win one recent challenge. Ontario Superior Court Judge Frank Marrocco ruled that the Toronto Transit Commission should be able to conduct random drug and alcohol tests. That had been opposed by Amalgamated Transit Union 113. But the tests are now a reality, and the first tested employee even failed.

“There will be more testing, and specifically random drug and alcohol testing,” says Connor Page, a spokesman with DriverCheck, which provides driver medicals and drug screening. “There’s really nothing restricting companies, assuming they don’t have a unionized workforce. We have lots of clients that already do that, and there are some court cases that set a precedence for allowing that.”


But employers that currently use urine tests in their programs will likely begin the shift to testing for oral fluids, Page says. Even if a test can’t prove a driver is

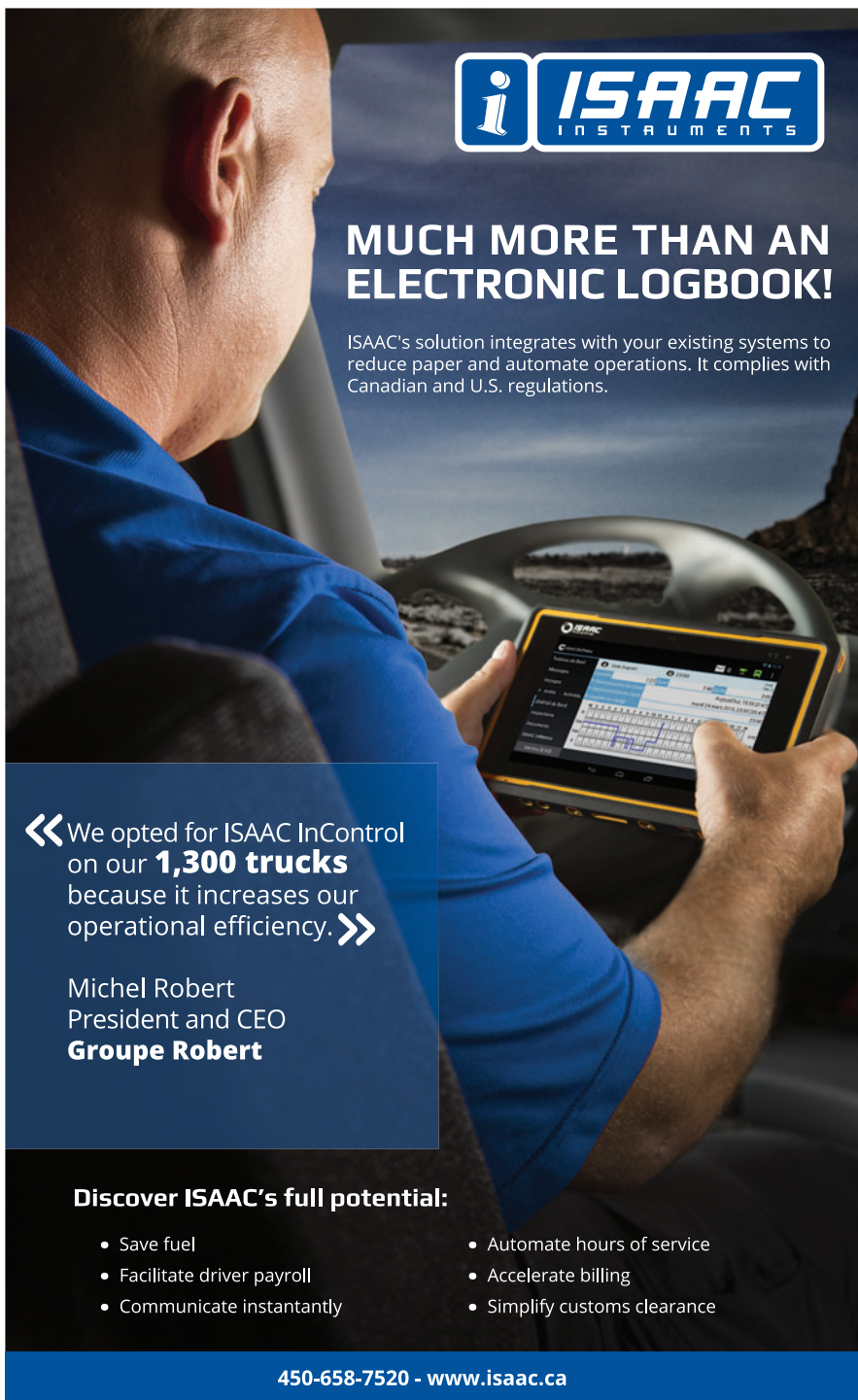
impaired, the tighter time windows that come with the oral test results will help determine if someone consumed marijuana during their shift, he adds.


“It’s going to become an ever-expanding problem,” says Mike Millian, president of the Private Motor Truck Council of Canada, which has been among several industry groups to host panel discussions

about drug testing ahead of the federal announcement.

But employers need help, he says. The group has already reached out to the federal government, requesting support for testing regimes.

“The federal government is saying, ‘We’re going to legalize it and good luck to you,’” Millian says. 





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A Pre-MELT Rush

Test appointments rise as Ontario approaches mandatory training

An increasing number of would-be truck drivers are lining up for licensing tests at Ontario DriveTest centers as the

province approaches a July 1 deadline to introduce Mandatory Entry-Level Training (MELT).

The number of appointments has increased since the beginning of 2017 and was up 20% last March when compared to the same month in 2016, an Ontario Ministry of Transportation spokesman confirms.

The surge was not unexpected, either. Extra examiners were trained, and more classified test slots had been allocated to respond to an increase in demand.

The new training standards for Class A licences will require a minimum of 103.5 hours of training with a Private Career College registered with the Ministry of Advanced Education and Skills Development, an Ontario College of Applied Arts and Technology, or recognized authorities like carriers with training programs under the Ontario Ministry of Transportation's Driver Certification Program.

It's not just DriveTest centers that have noticed higher volumes of applicants, either. Ed Popkie, president of the Fifth Wheel Training Institute, says his school has recently struggled to book exam times for students.

"Testing centers that we work with are busier with people who have not gone to formal training and who have learned or gotten lessons either on the job or in the evenings and weekends from a friend or family member and are challenging the Class A road test," he said. "There are fewer spots available and there is a lot more activity with different configurations and companies bringing trucks and trailers to the DriveTest centers in Ontario."

Ontario will be the first province to implement such a training standard. Training schools had until April 1 to develop and implement compliant programs that had to be evaluated by third-party inspectors on behalf of the Ontario Ministry of Transportation.

"[MELT] is something we support," said Popkie.

While about 9,000 Class A road tests are delivered in Ontario each year, just 2,500 people went through a Private Career College, public college, or Ministry of Transportation-approved driver certification program in 2014, he says. **TT**

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"Optimism" in oil patch: Mullen

Company revenues are still lower than peak levels, but Mullen Group chairman and Chief Executive Officer Murray K Mullen is reporting a "sense of optimism" in the oil and gas sector – and he expects the good news to continue.

"After two years of reporting declining revenues we are finally starting to experience some growth," he said when unveiling the first quarter's financial results. "The results are 4.9% above last year, representing that some early stage stability is returning to the battered oil and natural gas service industry as well as reinforcing our acquisition strategy."

North Am. show registration opens

Online registration has officially opened for the 2017 North American Commercial Vehicle Show (NACV Show).

The inaugural event will run from Monday, September 25 (by exhibitor invitation only) to Thursday, September 28 and will feature suppliers from around the globe at the Georgia World Congress Center in Atlanta, Georgia.

More than 95% of the show's exhibition space has already been booked.

"To receive complimentary admission to the NACV Show, we encourage all fleet managers to contact their key vendors for a customer code that they can utilize when registering online," said Larry Turner, president and Chief Executive Officer of Hannover Fairs USA and co-organizer of the NACV Show.

Key association partners including the American Trucking Associations (ATA), the North American Council for Freight Efficiency (NACFE), the Heavy Duty Manufacturers Association (HDMA) and Natural Gas Vehicles for America (NGV America) will also have a presence on the show floor.

"This is the place to be in September to experience everything new the commercial vehicle industry's leading brands have to offer," said Joe Glionna, president of Newcom and co-organizer of the event. Newcom also publishes *Today's Trucking*. For more information, visit nacvshow.com.

Polaris purchases JG Drapeau

Polaris Transportation Group has purchased Toronto-based JG Drapeau and Commercial Warehousing, marking its third corporate acquisition. Terms of the deal were not disclosed.

Drapeau and Commercial Warehousing

will continue to be led by the existing management team including Margaret Hogg, who remains general manager.

"Drapeau is an award-winning carrier [most recently recognized by Trucking HR Canada with the prestigious 2017 Top Fleet Employer award], with a top-tier safety record, strong management team, and consistent financial

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performance over their 47 years in the industry,” said Larry Cox, Polaris president. “In addition, they bring deep subject matter expertise in the field of specialized products warehousing, Canada and U.S. distribution programs, and full truckload work [temperature-controlled and hazardous materials].”

Daseke acquires Big Freight Systems

American-based open deck provider Daseke has acquired Winnipeg-based Big Freight Systems and Indiana’s Schilli Companies for undisclosed terms.

Daseke said with the contribution of asset-light revenue, a first-class industrial warehousing operation, a new midwestern presence, as well as an even stronger presence in the Canadian market, all of Daseke’s family of companies will benefit from their synergies and growing scale of operations.

In 2016, Schilli and Big Freight’s total combined estimated revenue was US \$119 million.

Big Freight has been in business for nearly seven decades and specializes in the powersports market. Founded by Seaton “Red” Coleman in 1948, it serves all Canadian provinces and 19 U.S. states.

Pro drivers held to higher standard: court

A bus driver and his fleet must still share the blame and costs for a 2008 crash, even though the collision involved a carload of partygoers who ran a red light, an Ontario appeals court has ruled.

Three people were killed and one seriously injured when an SUV with five people, who had spent the night at several pubs, collided with an OC Transpo bus. The original ruling by Superior Court Justice Giovanna Toscano Roccamo assigned 20% of costs to the City of Ottawa and driver Raymond Richer.

The bus was speeding and Richer was looking from left to right rather than straight ahead when approaching the

intersection. “Despite having the statutory right of way, a driver in the shoes of Mr. Richer is required to yield the right of way where, exercising proper care, circumstances dictate he ought not to exercise the statutory right of way,” the judge ruled. The appeals court agreed.

Richer could be judged as a “reasonable bus driver in like circumstances”,

the ruling found, citing policies found in the Ontario Ministry of Transportation’s *Official Bus Handbook*.

“The requirement that Mr. Richer observe the standard of care of a reasonably prudent driver in like circumstances does not preclude a finding that, as a professional driver, he should be held to a higher standard,” the ruling added.



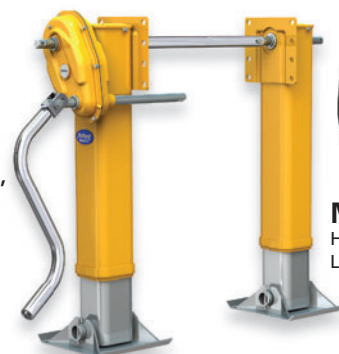
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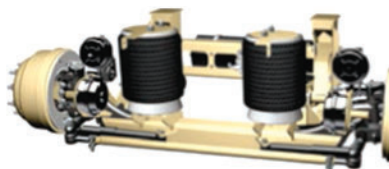
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Dispatches



Shaun Hammond (sitting right) offered insights into several files, with Alberta Transportation colleagues at his side.

Alberta's Activities

14 provincial plans for everything from permits to training

Have you ever wondered what regulators were thinking? Shaun Hammond, Alberta Transportation's assistant deputy minister – safety policy and engineering, came to the Alberta Motor Transport Association's annual meeting and offered insights into a variety of provincial plans.

1. Electronic Logging Devices:

Alberta wants the federal government to embrace a weight threshold of 11,794 kilograms when requiring Electronic Logging Devices (ELDs), aligning with the current limit that applies to provincial Hours of Service rules. Existing federal Hours of Service rules apply to Gross Vehicle Weights above 4,500 kilograms. But those lighter weights could apply to small hot shot vehicles and landscapers, creating a regulatory burden that could put such operations out of business, he said. A U.S. mandate for ELDs takes hold in December, and Transport Canada has indicated that it expects to follow with a mandate of its own.

2. Wide-base single tires: Early data from a pilot project on wide-base single tires is proving potential fuel-efficiency gains, but pavement engineers are concerned about how they could affect infrastructure life. A 20-year lifespan for a road could be reduced to 19.1

years, they stress. But the wide-base singles also would be supported by Tire Pressure Monitoring Systems, Hammond counters. "I've never seen a set of duals that are perfectly inflated and matched." It's not just the engineers who are presenting barriers, though. Municipal officials in Calgary say they'll never allow it on road under their watch, he says.

3. Tri-drive permits: The regulations that govern vehicle weights and dimensions are being updated to allow tri-drive tractors without provincial permits. It is just taking time.

4. Future incentives for fuel-saving spec's?: Federal plans for emissions rules to further limit Greenhouse Gases were unveiled March 1. Hammond also expects there will be incentives to adopt some of the related fuel-saving equipment. "Perhaps the federal government will use some of the revenue from the carbon tax and move it into this area." The challenge at this point is that the provincial and federal governments don't yet know exactly how much carbon tax revenue will be available, he adds.

5. A plan for highway infrastructure: "As long as we can get our products through to tidewater, that's important

for us,” Hammond said, referring to the need to align Alberta infrastructure investments with neighboring jurisdictions. And the potential for a north-south corridor between Fort McMurray and Peace River is “in the thinking stage”, while twinning on Highway 3 has already begun. Transportation hubs are emerging around ring roads, he adds. Smaller municipalities are introducing plans for small logistics centers where local products can come together before traveling further afield. “We’re trying to figure out that first-mile problem,” he said.

6. Permits for 244-inch tractor lengths:

Alberta intersections may be designed for shorter wheelbases, but the province is looking at ways to allow wheelbases above 244 inches, Hammond says. Other provinces have been increasing the lengths to 282 inches, making room for environmentally friendly add-ons.

7. A promise for more rest areas:

There are plans to increase the number of truck-accessible rest areas in Alberta. “Part of the review is to look at economically feasible locations along the provincial highway network that have ample parking, amenities for food and fuel,” he says. And his boss has made opening new rest areas a priority. “There are some municipalities up in the rural areas on the route that are taking a look at this and saying, ‘Wait a moment. We’ve got land ...’” he added.

8. Partners in Compliance support:

The provincial government wants to know what Partners in Compliance will look like in 2025, as it explores the program’s mandate and potential financial support. “Then I’ve got a target to shoot for, and we have an investment strategy,” Hammond says. Carriers with excellent safety ratings can join that program to enjoy benefits like bypassing roadside inspections.

9. Mandatory Entry Level Training:

“The goal of improving commercial driver training is a core objective of the department’s Transportation Safety Plan,” Hammond says. But there are questions to answer, such as how the training of

Temporary Foreign Workers would be addressed. And what about a kid who grew up driving on a farm, and only wants the licence to haul farm produce locally?

10. The focus on safety: Alberta is focused on several health and safety issues including fatigue, distraction, impaired driving, and seat belts. Says Hammond: “We have to do a better job of educating all drivers around the issue of safety around commercial vehicles.”

11. Protecting emissions systems:

Alberta is looking for ways to ensure carriers don’t alter vehicle emissions systems, but there are still concerns from northern carriers who say the equipment won’t work in cold conditions. “My gut on this is it’s coming, and we are getting past the technical issues,” Hammond says of the additional enforcement. Expect roadside inspections to follow when those issues are addressed.

12. An interchange for Grande

Prairie: Plans for a Highway 43X bypass are on the construction program, and will be completed in the fall of 2018, Hammond says.

13. The New West Partnership:

While many gains have been made in harmonizing weights and dimensions, there are limits. “BC can’t handle our extended lengths on some of their highways,” he says. Barriers are being removed, though.

14. Protecting cyclists and pedestrians:

Alberta officials are co-chairing a Vulnerable Road User Task Force with Transport Canada, and one of the goals in protecting cyclists and pedestrians is to ensure that the solutions are not “over-regulated”, Hammond promises. Emerging technology could help. But some changes may have nothing to do with trucks at all. Road engineering might be part of the solutions, he said. **TT**



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Class 8 orders are steady: ACT Research

Healthy order volumes and restrained production boosted the backlog of Class 8 trucks for the fifth month in a row this March, according to ACT Research. Inventory levels were nearly unchanged compared to February, and sat far below the peak of 70,000 unsold units that existed in the fourth quarter of 2015.

"While there still is some trimming to do to reach an inventory-sales ratio target range of about 2.2, the heavy lifting is now pretty much accomplished," said Jim Meil, industry analyst.

As of March, Freightliner accounted for 32.5% of Canada's Class 8 year-to-date sales, and 37% of the U.S. sales. Kenworth and International rounded out the top three positions on this side of the border, with Peterbilt and Kenworth holding the Number 2 and 3 spots in the U.S. While International held 14% of year-to-date sales in Canada, its share hovered around 10.9% in the U.S.

In Canada, International led Class 7 sales, Hino led Class 6 sales, and Ford was the top brand in Class 5 sales.

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Canada – March 2017

CLASS 8	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
Freightliner	587	1,592	28.6	32.5
Kenworth	297	704	14.5	14.4
International	272	686	13.3	14.0
Peterbilt	240	600	11.7	12.3
Volvo Truck	241	476	11.8	9.7
Western Star	191	438	9.3	8.9
Mack	223	398	10.9	8.1
Other	0	0	0.0	0.0
Total	2,051	4,894	100.0	100.0
CLASS 7	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
International	160	327	42.7	34.9
Hino	95	256	25.3	27.3
Freightliner	48	136	12.8	14.5
Kenworth	35	99	9.3	10.6
Peterbilt	31	93	8.3	9.9
Ford	6	26	1.6	2.8
Total	375	937	100.0	100.0
CLASS 6	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
Hino	42	144	44.7	44.6
International	28	108	29.8	33.4
Freightliner	22	60	23.4	18.6
Ford	1	8	1.1	2.5
Peterbilt	1	2	1.1	0.6
Kenworth	0	1	0.0	0.3
Total	94	323	100.0	100.0
CLASS 5	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
Ford	417	935	53.5	56.6
Hino	178	293	22.8	17.7
Dodge/Ram	100	262	12.8	15.8
Isuzu	76	150	9.8	9.1
International	2	6	0.3	0.4
Freightliner	2	3	0.3	0.2
Mitsubishi Fuso	2	2	0.3	0.1
Kenworth	2	2	0.0	0.0
GM	0	0	0.0	0.0
Peterbilt	0	0	0.0	0.0
Total	779	1,653	100.0	100.0

U.S. – March 2017

CLASS 8	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
Freightliner	5,322	13,709	36.0	37.1
Peterbilt	2,192	5,870	14.8	15.9
Kenworth	2,112	4,631	14.3	12.5
International	1,420	4,019	9.6	10.9
Volvo Truck	1,640	3,866	11.1	10.5
Mack	1,658	3,833	11.2	10.4
Western Star	447	1,000	3.0	2.7
Other	2	9	0.0	0.0
Total	14,793	36,937	100.0	100.0
CLASS 7	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
Freightliner	2,406	6,739	48.7	52.0
International	1,288	3,184	26.1	24.6
Peterbilt	554	1,293	11.2	10.0
Kenworth	393	892	8.0	6.9
Hino	186	451	3.8	3.5
Ford	113	410	2.3	3.2
Total	4,940	12,969	100.0	100.0
CLASS 6	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
Ford	2,283	6,011	29.8	32.9
Freightliner	2,405	5,742	31.4	31.4
International	2,032	4,343	26.5	23.7
Hino	743	1,703	9.7	9.3
Kenworth	177	448	2.3	2.4
Peterbilt	20	47	0.3	0.3
Total	7,660	18,294	100.0	100.0
CLASS 5	SALES		MARKET SHARES	
	Mar.	YTD	Mar. %	YTD %
Ford	3,520	10,535	56.9	61.1
Dodge/Ram	1,816	4,498	29.3	26.1
Isuzu	494	1,064	8.0	6.2
Freightliner	48	585	0.8	3.4
Hino	239	419	3.9	2.4
GM	37	60	0.6	0.3
International	12	47	0.2	0.3
Mitsubishi Fuso	20	22	0.3	0.1
Kenworth	0	4	0.0	0.0
Peterbilt	3	3	0.0	0.0
Total	6,189	17,237	100.0	100.0

Pulse Reader Survey

Tell us your views on... Industry Image

The trucking industry's image affects more than the way people feel about jobs. It plays a role in recruiting, retention, and even regulatory decisions. What do you think about the trucking industry's image?

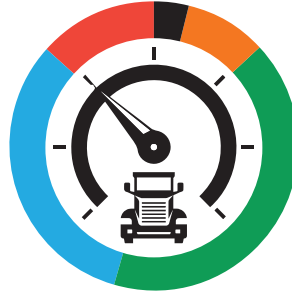
How would you rate the trucking industry's current image?



(5 is highest)

- ① – 12.5%
- ② – 26.3%
- ③ – 46.3%
- ④ – 13.8%
- ⑤ – 1.3%

How would you rate your own image of the trucking industry?



(5 is highest)

- ① – 4.0%
- ② – 9.3%
- ③ – 41.3%
- ④ – 32.0%
- ⑤ – 13.3%

Does the trucking industry deserve the image it has?



- YES
62.7%
- NO
37.3%



Which of the following hurt the trucking industry's image the most? (Choose the Top 3)

- 60.8% Aggressive driving
- 51.2% Driver/employee compensation (pay, benefits)
- 43.2% Media reports (newspapers, TV, radio)
- 32.4% Job requirements (hours of work, physical demands)
- 23.0% Collisions
- 23.0% Poor truck appearance
- 17.6% Social media posts
- 16.2% Reality TV shows
- 14.9% Out of Service rates



Truck drivers always being in a hurry and very unprofessional."



Which of the following could best help improve the trucking industry's image? (Choose the Top 3)

- 61.3% Driver/employee compensation (pay, benefits)
- 37.3% Truck appearance (cleanliness, paint condition)
- 28.0% Media outreach (participating in interviews)
- 18.7% Government lobbying
- 18.7% Social media posts (Facebook, Twitter)
- 17.3% Driver/employee uniforms
- 13.3% Association advertising
- 12.0% Awards (driver of the year)
- 9.3% Job fairs
- 6.7% Skills competitions (driver rodeos)
- 5.3% Show and shine competitions
- 4.0% Reality TV shows
- 2.7% Driver teams (Road Knights)

Since you began your career, has the trucking industry's image:

- Improved
13.3%
- Stayed the same
21.3%
- Worsened
65.3%



"Apprentice-type training where you would need to log enough time on straight trucks, then single trailer, then Super B, etc."

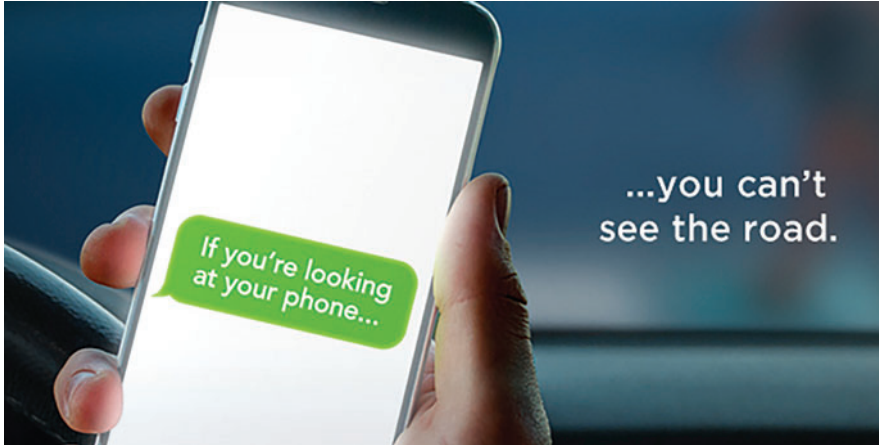


Results are rounded to the nearest 1/10th percent.

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

Next month: **Truck Stops**

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88% MORE CLOSE CALLS

Distracted drivers are 36% more likely to be involved in close calls when compared to other drivers, and up to 88% more likely to have a close call if they are distracted by a cellular device, **SmartDrive Systems** reports. Drawing on data from its video-based analytics platform, the company also found the most-distracted drivers are 84% more likely to roll through a stop sign or red light, while those using mobile devices are 2.5 times more likely to roll on through.



250,000 REFRIGERATED VANS

Utility Trailer Manufacturing has now manufactured more than 250,000 refrigerated vans at its plant in Clearfield, Utah. The company's first Clearfield, Utah plant at Freepoint Center, opened in 1965, makes 2000R reefers and other trailer products. Utility has produced more than 490,000 refrigerated vans overall.

29 CARGO THEFTS

Ontario reported 29 cargo thefts in the first quarter of this year, giving it the second-highest cargo theft rate among North American jurisdictions, **CargoNet** reports. Only California beat that, recording 51 cargo thefts. Texas typically holds the second-place position in the ranking. Most of the Ontario thefts were in the Greater Toronto Area, with three in Brampton, five in Mississauga, and five in Toronto itself. The 192 cargo thefts tracked across North America were each worth an average of US \$149,522. Most occurred in secured yards.



\$201,000 IN EMISSIONS PENALTIES

CR England, Knight Transportation and Werner Enterprises will pay the U.S. Environmental Protection Agency (EPA) a combined US \$201,000 in penalties for failing to install Diesel Particulate Filters or verifying that their trucks complied with California rules. CR England pays \$64,000, Knight \$72,000, and Werner \$65,000. The penalties related to trips between 2012 and 2014.

\$50,000 SAFETY FINE

Manitoba-based **Maxim Transportation Services** will pay \$48,750 in fines and surcharges following a workplace injury in September 2014. That's when a Maxim employee burned his face and forearm while using an oxygen acetylene torch to cut a hole in the top of a 45-gallon barrel. As the torch pierced the top of the barrel, flames shot out of the filler hole. According to Manitoba Workplace Safety and Health, the barrel was not properly purged of its flammable contents. Maxim pled guilty on March 23 to failing to ensure – as far as reasonably practicable – the safety, health and welfare of its worker.

Trending *on* Today's Trucking.com

It's a Tech Hunt

JB Hunt Transport Services will invest more than US \$500 million over the next five years to enhance its operating systems, develop cloud-based infrastructure, and create innovative and disruptive technologies. The company's engineering and technology team will be doubled in the process.

There's even the opportunity for other carriers to share in the gains, at least where the JB Hunt 360 transportation management system is concerned.

The announced investment was accompanied by the launch of the online Marketplace for **JB Hunt 360** – connecting shippers and carriers with real-time data and “artificial intelligence” to match freight with capacity, the company says. Carriers submit rates and are selected based on preference, ratings and reviews, among other factors.

“Customers are demanding greater visibility and information into their supply chain in real time. JB Hunt 360 is our comprehensive



sive solution to meet that demand,” said John Roberts, president and Chief Executive Officer.

Other updates in 2017 will include real-time load recommendations and automated tools for shippers and carriers.

Said Roberts: “Technology is a huge force propelling us into the future.”

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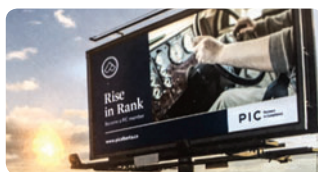


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HERE ARE A FEW EXAMPLES OF TWEETS FROM AROUND THE INDUSTRY THIS MONTH

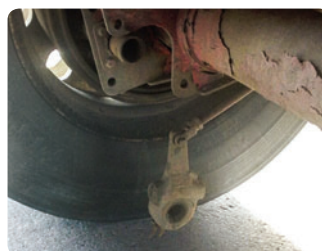


The Tesla Life @TheTeslaLife
Elon Musk releases first teaser image of the coming Tesla Semi Truck.



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Partners in Compliance now has 75 members representing 14,249 units. Six new members since last year. #pic #amta2017



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Dan Goodwill @DanGoodwill

Wes Armour and Victoria Armour, Armour Transportation Systems, will discuss Bridging the Generational Gap at #STS17 @CanTruck #trucking

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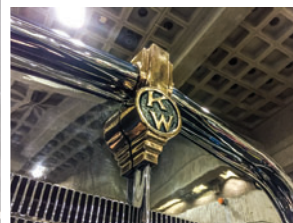
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Truck of the Month

From Wartime to Peace

The halls of the ExpoCam trade show in Montreal were packed with new equipment this year. It's where 14,000 buyers and exhibitors turned for a glimpse of the latest and greatest offerings, after all. But one booth offered a nod to the industry's past. It's where the Great Lakes Truck Club's Clifford Antique Classic Truck Show display was anchored by this **1944 Model 600 Kenworth**.

Only 217 of the units were built overall, and half of those were conventional trucks like this one. They were designed for World War 2, and the majority were sent to serve overseas. This unit, now owned by **B&L Farm Services**, was one of five that remained in North America to serve on the home front.

Danny Jackson of Grant's Pass, Oregon was the first to recognize the antique rig's promise in 1970. He cleaned and painted it. Tony Carnicello of Eagle Equipment and Supply purchased it in 1982 and ran coast to coast, pushing the truck's top speed of 50 miles per hour (80 kilometers per hour). A buyer in

Lyndon, Washington followed them as the next owner.

But Brian Kurtz of Brian Kurtz Trucking in Breslau, Ontario picked it up in 1999, and began the painstaking process of making an old truck new again. The Kenworth was stripped down to its frame in 2000-01, working with original parts along the way. It runs with a 160-horsepower Cummins and shifts

through the gears with the twin sticks of a 4 and 3 Overdrive transmission. Even the tires are similar to those that would have been on the truck in 1944.

The documentation was original, too. Kurtz had the original operation and maintenance manual from Cummins, the Kenworth service manual, and motor truck repair manual that came with the truck.

The Johnson family of B&L Farm Services picked the Kenworth up at the BK Super Auction in 2014, and has now placed it into service as a show and parade truck. The truck built in wartime continues to represent a piece of the past. **TT**

THE SPEC'S

TRUCK:

Model 600 Kenworth

ENGINE:

160 hp Cummins

TRANSMISSION:

Spicer 4/3

SLEEPER:

Coffin-style with outer entrance

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

Send your *Truck of the Month* ideas or photos to johng@newcom.ca, or mail

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Heard *on the* Street



It's all according to Hoyle at Mack

Richard (Rick) Hoyle has been named the new vice president of national accounts for **Mack Trucks**. In addition to holding a business management degree from Western Carolina University, he owned and operated a bulk haul business for 16 years before joining Mack. Hoyle will be based in Greensboro, North Carolina.

Christman named operations president at Navistar



Navistar has promoted **Phil Christman** to president of operations. Reporting to Persio Lisboa, Navistar's Chief Operating Officer, Christman will oversee procurement, product development, manufacturing and supply chain activities. During his 30 years with the company, he has held leadership roles in engineering, led severe service and global businesses, and managed procurement and supply chain functions. Most recently he was senior vice president – joint strategic operations and planning.



Rogers promoted at Train Trailer

Train Trailer Rentals has promoted district sales manager **Shawn Rogers** to the newly created position of national sales manager for Canada. The role reflects the company's expansion in Quebec, Ontario and Alberta. It has locations in Mississauga and Cornwall, Ontario, as well as Calgary and Montreal. Before joining Train in 2016, Rogers was Thermo King's sales director, and Volvo Trucks Canada's national leasing manager.



Ontario college names training manager

Ontario's **Humber College** has named **James A. Pattison** as the new manager of the truck driver training program at its transportation training center. Pattison had been manager of coach operations for Great Canadian Coaches, and the manager of safety and training for Veolia Transportation under contract with York Region Transit. He has also held roles at Pacific Western Transportation and consulted for Zurich North America. Humber has trained commercial drivers for 25 years.

Mike Moss named COO at Ward Transport

Mike Moss has been named Chief Operating Officer of **Ward Transport and Logistics**, a family-owned Less than Truckload carrier. Moss began his career as a dock worker and moved progressively through several senior leadership roles in sales and operations. His resume includes roles as president and Chief Executive Officer of Fed Ex Freight West, vice president – logistics solutions at Southeastern Freight Lines, and most recently senior vice president – operations at ABF Freight. Ward offers LTL, third-party logistics and brokerage services in 25 states, Canada, Puerto Rico and Guam.

Mulroney to address Ontario Trucking Association

Former Canadian Prime Minister **Brian Mulroney** will headline a lineup of special guest speakers at the **Ontario Trucking Association's** annual executive conference in November. Known for presiding over the creation of the North American Free Trade Agreement (NAFTA), he will offer insights into what current trade discussions mean for trucking companies. Other scheduled speakers include Gabe Zichermann, an expert in workplace gamification; Dr. Mary Donohue, a social scientist and communication expert; and Ron Tite, an award-winning ad writer and creative director.



Cure your first-shipment-itis

By Mike McCarron

“That’s the last time we ever haul that crap.”

That rumbling you hear from the bowels of dispatch is a telltale sign of “first-shipment-itis”, the pain associated with a new customer whose first shipment has turned into a gong show. The *Trucker’s Urban Dictionary* defines first-shipment-itis as “an inflammation of common sense, causing smart truckers to miss opportunities due to a fixation on a first shipment’s bacteria.”

Your gut tells you to dump the customer and make the pain go away. But rarely does shipment Number 1 provide insight into the long-term profitability of a new customer.

In fact, the price and pain of any first shipment means diddly squat. Here’s why:

First-shipment formula

I never won a single bid in all my years of trucking. Every deal I closed involved the same formula: Patience + Competitor’s Screw-Up + Match Price = First Shipment.

Rarely will transportation buyers pay you more on the first shipment than what they’re currently moving it for. Even when the incumbent screws up you have almost no leverage. What you do have is an opportunity to match a bad rate and start building the customer’s lifetime value.



Lifetime value

My guess is that your best customers came to you after something went awry with another carrier, and you bailed them out.

Think of the business you would have lost if someone’s first shipment was a mess and you decided to punt them. You never have enough information about that first load to give away the customer’s potential lifetime value. That seven-foot skid you waited eight hours to pick up could be the prototype for George Foreman’s next great grill.

Zippo information

The photocopier salesman you’ve been dodging for months catches you by surprise at your desk. Your machine is working fine so you blow him off as quickly as you politely can.

Transportation buyers are no different when you drop

by. They’ll tell you very little about their company until they must. How much business do they have? How fast do they pay? The important questions won’t get answered until the customer really needs you.

Because of these unknowns, there’s a higher risk of a screw-up on the first shipment. It’s hard to judge the quality of any customer until you have a history.

Truth about trust

Any new relationship is a leap of faith, even if the only reason you’re getting the deal is because you’re the cheapest trucker that day. Moving a customer’s shipment for the first time involves trust. Trust is a powerful but fleeting advantage. Use it to ask questions and learn everything you can about the transportation side of the shipper’s business.

Solve a problem

Many shippers today make themselves out to be pure price shoppers. They’re not. Transportation buyers are paid to hide behind the rates, even when their sales manager is all over them because of the carrier’s awful service from Edmonton.

The shipper has a pain point. Find out what it is. Embrace every opportunity, even when the circumstances are not ideal. Tell the customer that the rate you matched is well below what you would normally charge, but expect it’s something you can build on. If every load is ugly there’s no harm in walking away. On the other hand, you might be surprised how many customers will reward you in the long term when you can solve their problems in the short term.

Too many customers are dismissed over the cost of a lunch at Red Lobster. If you suspect that first-shipment-itis has infected your company, it might be wise to pay Dr. Sales a visit. Clinical research indicates that this disease can stunt your growth. **TT**

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 mike@leftlaneassociates.ca, 1-888-204-8434, or @AceMcC on Twitter.

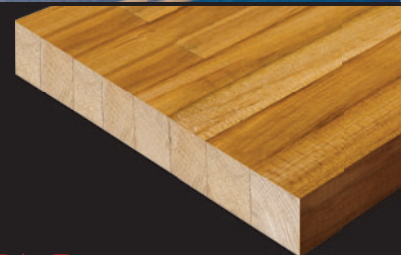
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Mexico Matters

Mexico has benefitted from NAFTA, but its trucks run under different rules

By John G. Smith

Mexico has clearly realized the benefits of the North American Free Trade Agreement. The southernmost member of the trading block is now Canada's third-largest trading partner, behind only the U.S. and China.

"It has been good to us. It has been good to our economy," says Rogelio F. Montemayor Morineau, president of the 5,000-member Canacar – Mexico's national trucking association, referring to the trade deal.

It has clearly played a role in the Canadian economy, too. Trade between Mexico and Canada has been increasing about 11% per year, he told fleet executives in a presentation to the Alberta Motor Transport Association. Mexico is now our second-largest supplier of fresh food, and sixth-largest supplier of seeds.

But automotive manufacturers are clearly the dominant player in north-bound exports.

The country is now Canada's second-largest supplier of auto parts, and exports of goods-moving vehicles – otherwise known as trucks – have grown about 45.3% per year. Mexico is now the sixth-largest producer of heavy vehicles in the world. Brands including Kenworth, Freightliner, Hino, Volvo, Isuzu, Scania, Dana, Cummins and International all have a manufacturing presence there.

It's somewhat ironic that the plants build trucks to meet emissions rules which don't apply in Mexico itself. Equipment in that country still has to comply with EPA 04 emissions standards. Canacar has opposed steps to raise them to EPA10 or EPA13 standards because Ultra Low-Sulfur Diesel and Diesel Exhaust Fluid are simply not available, Montemayor Morineau explains. Even if the regulations changed, updating the fleet would take time. A typical truck in Mexico is 17 years old.

It isn't the only way the country's trucking industry can be a world apart from the one familiar to most Canadians.

Hours of service are typically set by fleets themselves. Even if the officially sanctioned on-duty driving time was increased from eight to 10 hours per day, it takes 14 hours to drive from the border crossing of Nuevo Laredo to Mexico City, Montemayor Morineau said. Secure



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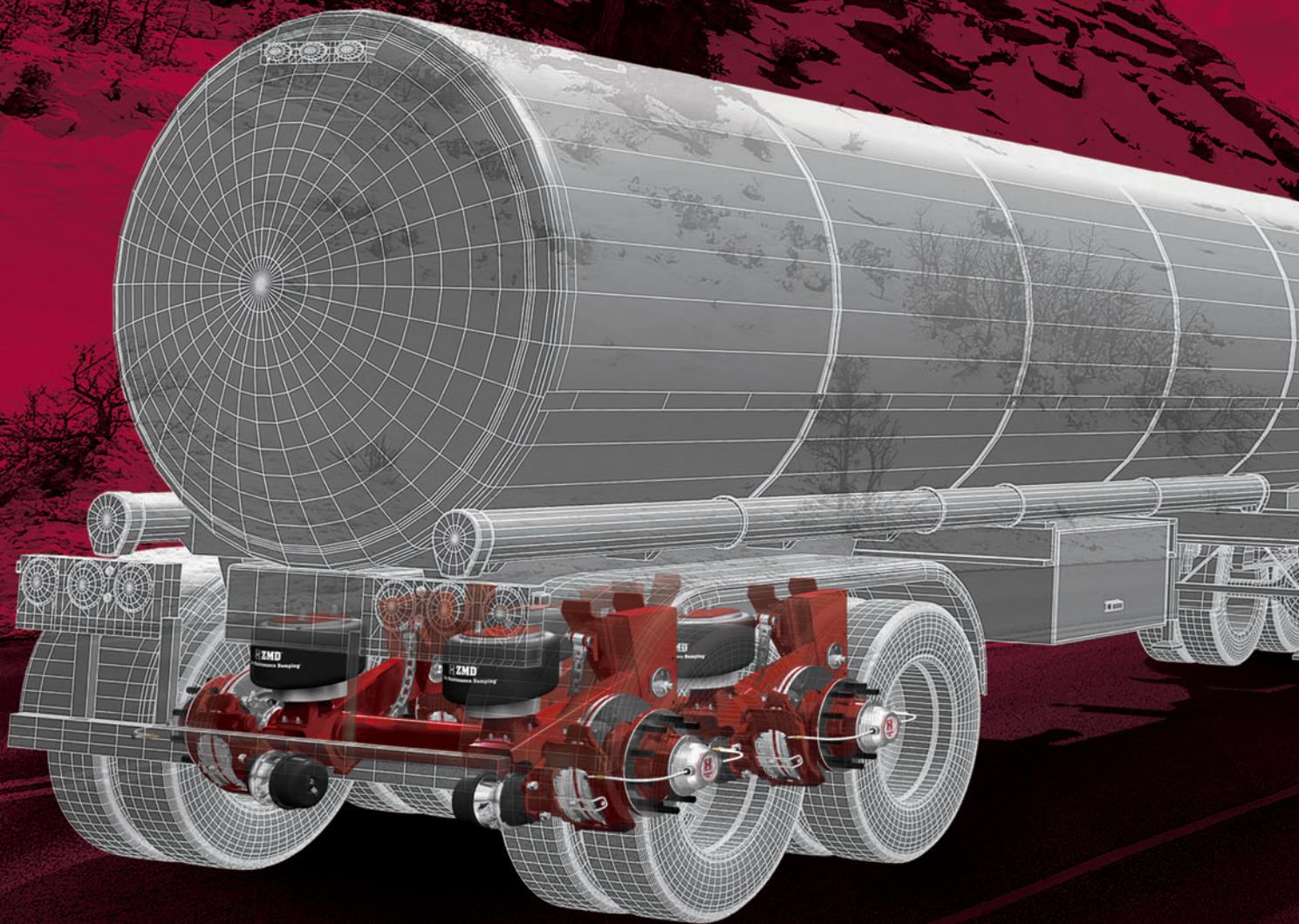
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rest areas are few and far between. "How can you expect us to comply with your driving time if we don't have the infrastructure for our drivers to rest?"

Then there's the matter of the border. It can take six to eight hours for a truck to cross the border these days, even requiring a specialized industry sector to do it. These transfer services now have about 25,000 trucks shuttling freight within 20 kilometers of the international crossings. Most of the work is performed by aging tractors, as well as Mexican drivers who tend to earn more than their counterparts because they have visas.

That has led to recruiting challenges elsewhere in the industry. "We have a lack of quality and professional drivers," Montemayor Morineau says of Mexico's broader driver shortage.



Rogelio F. Montemayor Morineau

Now there's the question of how a new U.S. administration might change screening requirements or affect freight flows overall.

"They say they want to change NAFTA, but they

don't say what they want to change," Montemayor Morineau told his Alberta peers. Canacar itself continues to wait for news of what will change. "What is really going to happen in the future? I really don't know about NAFTA."

While steps have been taken to streamline cross-border shipments, there have been limits. Mexico has built on the Customs-Trade Partnership Against Terrorism (CTPAT) with the NEEC-OEA program, but its focus is to ensure carriers have paid their taxes, he said. "We're not against checking. We're not against not bringing contamination in the United States." But the country's trucking industry is still looking for ways to reduce the wait times. In the near term, though, the transfer services will likely remain a fact of life.

Trucking will also continue to play a dominant role in any cross-border trade in the near future. Mazda may

have invested in railway access for its plant, but most of the products roll on wheels. "The railroad, the planes and the ships are not our competitors. They are part of our chain of logistics," he says. "The last mile will always be in a trucking company."

For now, the country remains a manufacturing hub for some of the

most recognizable brands in the world. Automobiles account for 8.1% of Mexico's exports, and vehicle parts represent 5.7%. Computers (5.2%), televisions (4.2%) and cell phones (3.9%) round out the top five. And look no further than the location of these plants for proof of the market they're built for.

"Everything," he says, "is in the north." **TT**

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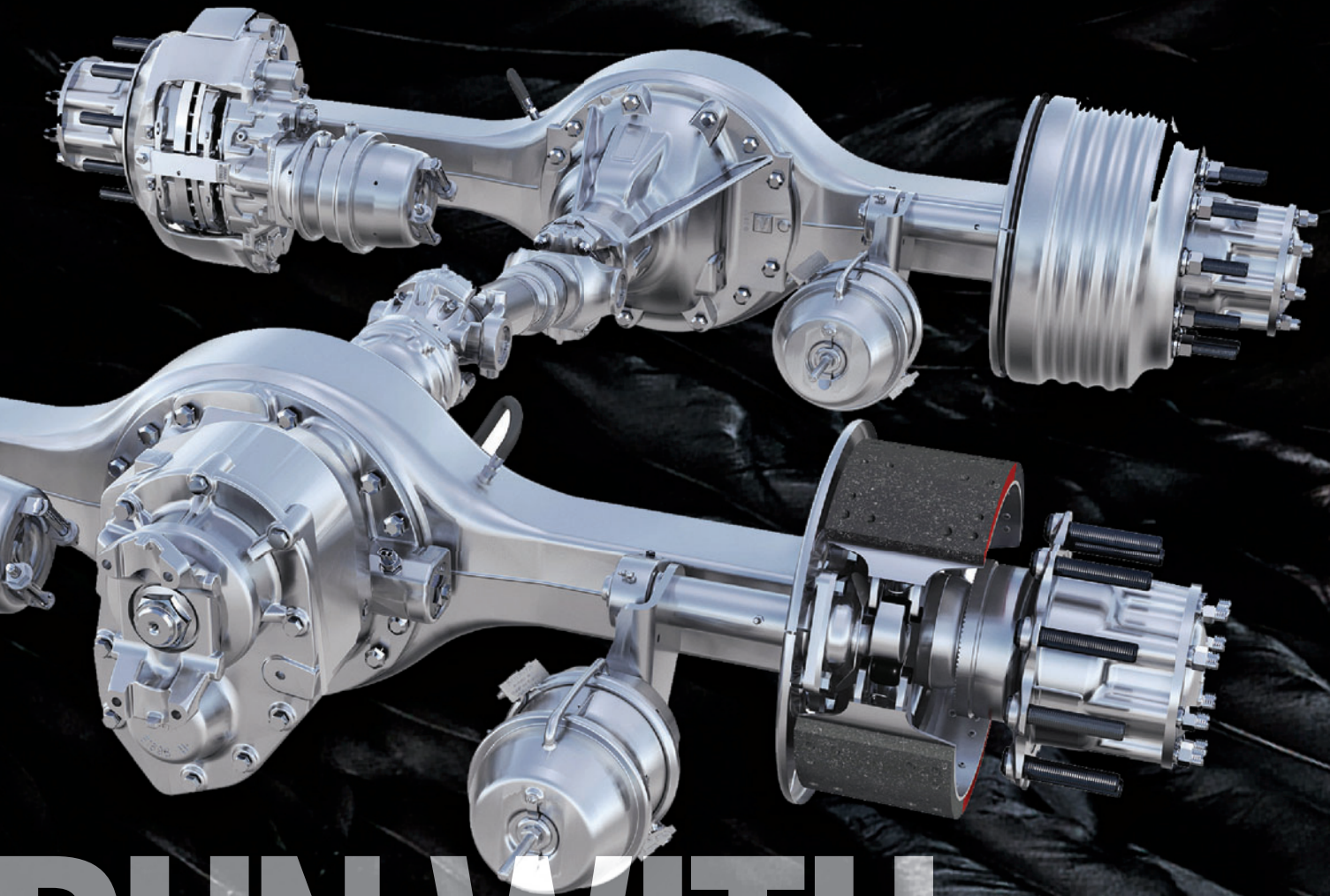
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◀ This is the very first Western Star ever built. It's still around, originally sold to a man in Seattle, Washington, and used by three generations of his family before being retired not long ago. Bought back by the original selling dealer, the truck was restored to its virgin glory.

After 50 years of many ups and a few downs, things look pretty good at Western Star these days

By Rolf Lockwood

GOLD STAR

Western Star Trucks is now 50 years old, an iconic brand in Canada, if a little less so in the U.S. That difference isn't surprising because the truck was born here when White Motor Company built a plant in Kelowna, B.C., and launched what was called the White Western Star. A tough truck, it was essentially hand-built, and if you wanted holes in the frame here as opposed to there, you had only to ask. Its initial target was the forestry world. A logging truck par excellence, as it remains, it also found favor in the oil patch and in mines.

It's a little less customizable today, but not by too much. The venerable Model 4900 is still around, albeit with the modern Constellation cab sitting atop the Cornerstone chassis introduced in 1988.

Believe it or not, the very first Western Star itself is also still with us. Sold to a man in Seattle, Washington, it was used by three generations of his family and retired not too long ago. Bought back by the original selling dealer, the truck was restored to its virgin glory and made the trip to Arizona recently where Western Star invited the press to celebrate its anniversary. They refer to it as "Celebrating 50 Years of Legendary Awesomeness".

In the early days, there were probably few people who would have predicted a 50-year run for the company. White was having a tough time, and by 1980 it was insolvent, which led to Volvo's entry into the



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Gold Star

The new 4900 XD-25 is not just a converted highway truck.



WESTERN STAR'S NEW **XD-25**

At the recent press gathering just outside Phoenix, Arizona, Western Star introduced its all new 4900 XD-25 off-road truck. The newest member in the XD OffRoad line, it's a 25-ton hauler aimed at smaller off-road jobs like construction, mining, and quarry-site hauling. Despite its size and bulk, it can manage on-road speeds up to 105 kilometers per hour, so in some cases it can be treated as an on/off-road machine.

While it looks like an ordinary 4900, much more steel is involved in its construction. It's by no means a converted highway truck.

The XD-25 presently comes with a 14-liter Detroit Series 60 Tier 3 engine mated to Allison Off Road Series transmissions and planetary gear sets. The motor will be replaced by year end with a Detroit DD13.

"The XD-25 provides yet another extreme-duty option for customers who tackle the toughest challenges," said Kelley Platt, president, Western Star Trucks. "These units are specifically designed to handle off-road jobs without compromising fuel economy and cycle-time efficiency."

Platt notes that it's the only Western Star on offer that's the cheapest in its market.

"Our customers want an off-road solution that has great ton-per-mile savings, and a lower purchase price over conventional articulated equipment," she said.

North American market. The Swedish outfit bought White's U.S. assets but the Canadian side of the company – meaning Western Star and the Kelowna plant – went to two Alberta energy companies, Bow Valley Resources and Nova Corp. The Western Star brand stayed alive.

In 1984, the beastly 6900 off-road model was launched with its quadruple frame rails and haul-anything-up-to-40-tons character.

The year before that an Australian enterprise was created, the Model 4900 deemed well-suited to the harsh conditions and big loads of Oz.

Production was not high, just 2,000 units in 1987, rising only to 4,500 in 1994.

The company was losing money during those years, and in 1990 its Calgary-based owners sold the majority share of Western Star Trucks to Australian tycoon Terry Peabody, who was also the importer and distributor down under. Over the next decade, he turned things around in a big way. After restructuring the company's debt, he slashed operating costs and grew annual sales to \$1.8 billion in 1999 compared to just \$13 million in 1992.

That growth came not just from trucks built in Kelowna but also from the purchase of Ontario's Orion Bus Industries and the ERF truck brand in England. Peabody's new version of Western Star also built a small military vehicle.

He cashed in when Freightliner LLC, part of DaimlerChrysler at that point, paid a reported US \$670 million to buy Western Star Trucks Holdings as well as its Orion Bus Industries division in 2000. Freightliner also acquired Western Star's 460,000-square-foot manufacturing plant in North Charleston, South Carolina, as well as the facility in Kelowna, then making 31 trucks a day. Western Star was folded into Freightliner's Sterling Division, Orion into its specialty vehicles business.

Two years later the B.C. plant was shut down and production was moved to Portland, Oregon. Things started to move. By 2006 Western Star had built 100,000 trucks. In 2011 the 4700 model was introduced, a lighter and somewhat more versatile truck than the venerable 4900.

Now called Daimler Trucks North

America, Western Star's owners have helped it move forward, especially with the introduction in 2015 of the 5700XE. It's a very modern highway truck that uses Daimler family mechanicals and sports fuel efficiency numbers not very far behind its stablemate, the Freightliner Cascadia. It's built in Cleveland, North Carolina, which also handles overflow 4700 and 4900 production from the Portland factory.

As things stand now, Western Star enjoys a Class 8 market share that usually hovers just below 10% in Canada. As of February, year-to-date figures pegged its share at 8.7%, which reflects a slowdown in the oil patch but still put it ahead of Volvo and Mack. Sales are strongest in B.C., Alberta, and Quebec.

In the U.S. it's a much different story. Year-to-Date Class 8 figures for February show a very small 2.5% market share.

Asked to explain that marked difference in a private interview, Western Star president Kelley Platt said it comes down mostly to the distribution network, not just that her trucks are a little heavier and more expensive than the competition's. There is work to be done on the dealer network in the U.S., whereas in Canada the company enjoys a well-established and broad sales and support system. That said, she noted that market share in the northeast U.S. is in the 10% range, the same in Colorado.

Western Star built 7,323 trucks in 2016, she noted, putting the company at a 3.8% market share for the year. Given Daimler's market share numbers for the past few years, the vocational market is a natural space for the company to grow, and that favors Western Star's vocational models, Platt said. Based on those goals, she expects to see Western Star's U.S. market share grow to 8% by 2025, maybe as much as 15%.

Given that a third of the North American Class 8 market exists in the vocational realm, Western Star would seem to be well placed after 50 years of truck-making. A niche player at present in the on-highway world, the company's 5700XE has clear appeal for smaller fleets looking to distinguish themselves, and that could change things in the next few years. **TT**



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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

Petroleum tankers are almost exclusively made of aluminum because it's lighter and durable enough. Air suspensions help cushion the trailers from wear and tear.



Tanks a Lot

Early mistakes when spec'ing tanks can be costly.

Some decisions should be left to the experts.

By Jim Park

There used to be good money in the liquid bulk business. The required equipment is so specialized that it presented somewhat of a barrier to entry into the market. That's still the case, but there are more players in the game now, and competition is keeping rates at near-1980s levels. Fleets, both private and for-hire, are now trying to make up for the low rates by optimizing their trailer spec's to increase utilization and carrying capacity.

"With fleets now having nearly exhausted ways of reducing cost, their only alternative is to carry more payload and hope the competition isn't right behind them on upsizing," says Robert Pahanich, vice president

of maintenance and procurement at Transcourt, which specializes in leasing tanks. "This presents some real challenges for fleets that want flexibility, because sometimes the dedicated tank isn't compatible with available backhauls."

That's the nature of the tank business in a nutshell. There are many different types of tank trailer, and many are designed to haul specific products or types of products. Spec'ing dedicated tanks will often preclude the carrier from carrying other cargo.

Take solvents, for example. They are a common commodity and widely distributed, and for the most part do not require specialized equipment. They can be carried in aluminum or stainless

steel tanks. They are usually alcohol- or petrochemical-based, so they will require a trailer rated for flammable products, but they are usually not temperature-sensitive. In most cases, the trailer won't require an insulated barrel.

Many of those types of product are very light, weighing somewhere around five or six pounds per US gallon. (By comparison, an imperial gallon of water weighs 10 pounds, whereas a gallon of some heavy corrosive products, such as nitric acid, can weigh as much as 16 or 17 pounds per gallon.)

Shippers want as much product as possible on the truck, so carriers are opting for ever-larger tanks. That means tackling related weights. Choosing aluminum over stainless steel can save as much as 6,000 pounds. Foregoing insulation can reduce weight by another 3,000 pounds. But this becomes a problem when carriers are looking to match the tank trailer to compatible backhauls.

Nabil Attirgi, president of Montreal-based Bedard Tankers, says the construction material for the tank barrel very much depends of the commodity being transported.

"There really is no such tank as a general-purpose tank," he says. "Take a material like 316L stainless steel. It's probably as close as we can get to general-purpose." But its cargo temperatures are limited to around 150 Celsius (300 Fahrenheit). Transport Canada and the U.S. Department of Transportation have additional ratings and classifications that must be followed when hauling certain hazardous cargo, further complicating the spec'ing exercise.

"Before we take on a job for a customer, we get them to check with their customers or shippers to ensure that the tank will be compatible for their cargo," Attirgi says.

You can now see where trying to optimize a tanker to carry solvents would create problems when sourcing

THE RISE OF LIFTABLE AXLES

Tank carriers tend to travel a lot of empty miles. Whether they are fuel haulers returning from service station deliveries, businesses that use dedicated tanks for food-

grade products, or asphalt haulers returning from road building jobs, the trip back to the terminal is almost always unladen.

Enter the opportunity for a new generation of lift axles.

Lifting unneeded axles improves fuel economy by eliminating some tire-induced rolling resistance. It also improves tire wear by putting more weight on the deployed axle. Running lightly loaded on fully inflated tires induces uneven wear. There are also said to be safety benefits to running with the minimum number of deployed axles. It's thought to improve traction in wet and snowy conditions.



Lifting unneeded axles reduces drag, improves overall tire life, and provides better traction because there's more weight on the remaining axle.

According to Robert Pahanich, vice president of maintenance and procurement at Transcourt, which leases tanks, these lift-able axles are a hot item on customer wish lists in selected

applications.

"You won't see us approving three liftable axles on a quad-axle trailer, but tridem and tandems are fine," he says. "Much of North America already allows these axles, or at least does not prohibit them. Ontario, being one of those notable exceptions, is now looking into the feasibility of allowing them – and they will sooner or later. They aren't there yet, but having said that, we are already leasing a lot of equipment in

Ontario with the so-called smart lift axles."

In today's hyper cost-sensitive world, the spec' could be worth the few extra pounds incurred by adding a lift kit.

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backhauls. You can't put hot product in an aluminum tank. You can't put corrosives in an aluminum tank. You can load solvent in a stainless tank, but if it's insulated you might lose out on up to 10,000 pounds of payload your competitor might be able to haul. Because of its weight, you'll likely opt for a smaller barrel. So again, you limit your carrying capacity. And even if you went for a largish stainless steel 316L tank, holding about 7,000 US gallons, drivers would be mighty unhappy about hauling 2,500 gallons (a full load weight-wise) of heavy acid in a barrel that large. The surging equipment would beat them to death.

Lightweighting

Whenever the conversation turns to lightweighting, bulk carriers are always held up as examples of the significance of every kilo of tare weight. Every liter of product is a billable commodity. The more you move, the more you make. What might be absent from those conversations is the potential cost of shortcutting your lightweight spec'. Lightweight equipment is expensive, and sometimes there is a tradeoff between weight and durability. Tank trailers often stay in service 20 years or longer. That's no place for a flimsy spec'.

Despite fleets' concerns over weight, Attirgi says he hasn't built a trailer with a spring suspension in seven or eight years. "The air suspensions tend to be heavier, and there's usually more maintenance involved, but the wear and tear on the frame and the barrel is a fraction of what it used to be," he says. "There's no give and no flexibility in a tank barrel, so all the roughness of the road comes right back to the barrel through the spring suspension. Springs are lighter, but they are harder on the equipment."

Likewise for disc brakes. Attirgi says disc brakes are on about 20% of his orders now, and that's up considerably in recent years. He notes that while disc brakes are slightly heavier and more expensive, they reduce maintenance costs and you don't need to spec' an automatic greasing system.

Fleets aren't looking to cut 50 pounds

here and 100 pounds there. They recognize that's a mug's game. But they are more than willing to look at big cuts, like switching from dual tires to wide singles.


"It's hard to skinny up a trailer," Pahanich says. "You can spend a lot of money and not really get a substantial weight reduction. Fleets will spend money on components that will last longer, such as galvanized steel or aluminum instead of carbon steel for subframes, cross members and even landing gear. That will keep the trailer out of the shop longer and lighten it up a bit."


Given the long life expectancy of a tanker trailer, there's often a mid-life rehab or replacement of the undercarriage. So fleets are looking to keep the trailer in service as long as possible, and that often conflicts with the weight-reducing strategies.

If you're new at tankers, or maybe a good customer has asked you about providing that service, you'll need to ask a

lot of questions about the product being hauled before shopping for a trailer. It all begins with product compatibility. Once you have the right material for the tank, then the spec'ing process begins. And if you're considering food-grade or milk transport, that's a whole other story. Attirgi says those tanks are in a category unto themselves.

"They are built to a different code than a chemical tanker, and they are even required to be built in a separate clean bay with specially trained welders," he says. "Food-grade is not something you take lightly."

With so many different types of tanks in service today, from basic bulk liquids to compressed gasses, hot products, oil tanks, and glass-lined acid tanks, just making the equipment choice is a process in itself. Your customer will know what they need, but you can make a lot of mistakes along the way if you're not an expert at spec'ing tanks. Rely on the advice of professionals. 



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Regional Demand

Volvo unveils 'shape of trucks to come'

By John G. Smith

Volvo Trucks North America has unveiled the VNR regional haul tractor, targeting what the manufacturer sees as an increasing focus on regional runs.

"The regional haul segment is changing and growing, and we are going to be part of the solution," said Goran Nyberg, president Volvo Trucks North America, during the truck's world reveal at the ExpoCam trade show in Montreal. Last year, 21% of the Class 8 trucks sold in Canada had sleepers smaller than 48 inches; day cabs represented 38% of Class 8 sales. Volvo expects those shares to increase because of factors such as an intensifying driver shortage, as fleets look for ways to attract a new generation of employees.

There is no question that the new VNR – marketed as "the shape of trucks to come" – is dramatically different from the VNM it replaces.

"We wanted to make sure this was an iconic design," said Brian Balicki, chief designer on the project. "We really looked to key words that would help us support the design process: bold, edgy, innovative, modern, and human." The truck's curves, for example, drew

inspiration from motorsports. The side air intake and grille are meant to have an architectural look and feel.

Changes introduced in the VNR are more than skin deep. The truck's curves offer aerodynamic enhancements to an industry segment that often misses out on such things.

The hood itself has been enhanced in several ways. It sits lower than the one on the VNM, boosting aerodynamics by 2%, and is also 75 pounds lighter. Mounting the hood to the cab reduces vibrations, said Wade Long, director of product marketing, and technicians won't need to remove splash shields when trying to access the engine.

That hood leads to a new grille with a prominent Volvo logo in the center – the first time the look has appeared anywhere in the world. End caps on the three-piece stamped steel bumper are also tapered so they sit inside the truck's turning radius. An optional aerodynamic piece further enhances the air flow.

Even the headlamps have been reshaped in the name of aerodynamics, but the improvements don't stop there. The shape and the lamp's heat sink also

combine to circulate warm air inside, reducing the risk of fogging or moisture.

The changes have hardly been limited to the exterior. A new rail system that sits under the dash now allows two cup holders to be located wherever drivers want them, and it can also be fitted with supports for tablets and other electronic devices. The truck offers the power for such things through four USB and 12-volt power sources in the cab, and as many as 12 such sources in the sleeper.

The Position Perfect steering wheel itself incorporates as many as 19 buttons to control electronics. Other changes bring new control over the steering wheel itself. It telescopes 4.5 inches, and the head tilts 30 degrees.

Look through the steering wheel and there's a five-inch color information display. Drivers are able to customize it several ways, whether they want to watch over fuel economy or monitor batteries and oil pressure. "We made these easy to read," Long added. Rather than flashing information as codes and symbols, it offers warnings in simple English.

But there are limits to how much color is used. Safety-related warnings, for example, come in red and yellow. Data about driver performance is in green. And it's not the only place color has played a role in the interior design. Red reading lights, for example, are included because they are less disruptive to anyone in the sleeper. Reflektor Orange accents in the steering wheel, door panel and seats offer a subtle nod to Volvo's legacy of safety.

The seats can even come with a cooled vented seat feature. "There's nothing better than having a little air blowing across your legs," Long says.

Meanwhile, the truck's 113-inch Bumper to Back of Cab dimension will help those who pull 53-foot trailers into loading docks designed for 48 feet.

The family of trucks comes in three versions including the flat-roofed VNR 300 daycab, the VNR 400 with a 42-inch sleeper, and mid-roof VNR 640 with a 61-inch sleeper. The standard engine is Volvo's D11, with up to 425 horsepower and 1,550 lb-ft of torque.

Says Nyberg: "We really believe this is the next step in the trucking industry." **TT**



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International RH Series Class 8 truck



International goes regional

New RH Series to be powered by 12.4-liter A26

International Truck has unveiled the new RH Series Class 8 truck for regional haulers, and will power the model with its proprietary 12.4-liter A26 engine.

“We are confident this truck will continue to build on our momentum and be successful in the regional haul market,” said Bill Kozek, Navistar president – truck and parts.

Many features specifically address maintenance needs, reflecting a corporate mantra of improving uptime. Cab wiring, for example, includes all-new harnesses and a power distribution module tucked inside the cab, away from the elements. The fuse panel is mounted on the dash and has exposed fasteners. A new single-canister aftertreatment system, meanwhile, is 60% smaller and 40% lighter than its predecessor and also been simplified for quicker service, the company says.

The view from the cab itself has been enhanced with redesigned side windows and mirrors, all drawing from an in-depth study of the points where drivers and trucks interact. Visibility

is further improved with a swept-back windshield and sloped hood.

With a 50-degree wheel cut, the RH Series has a turning radius of 27 feet, 10 inches, which is particularly important in urban environments, International adds.

Hundreds of drivers offered thoughts on the interior during a series of driver clinics.

The door panels were shaped to increase hip and elbow room as well as offer a more comfortable place for drivers to rest their arms. Other door-related features include a “full-grip” interior handle and new door pockets.

Look to the dash and you find the premium gauge cluster with digital driver display, real-time data on fuel economy, and other alerts. The new display also offers up to 15 customizable digital gauges.

The classic trim package comes with a 3.5-inch display, but the premium Diamond trim package incorporates the five-inch display with virtual gauges and integrated telemetry.

And forget pressing the middle of the steering wheel to sound the horn. The lanyard sits over the driver door.

Other controls include a new shifter mounted on the steering column.

“We drew upon the expertise of drivers to ensure that the RH Series is the most driver-centric Class 8 regional haul vehicle we’ve ever built,” said Denny Mooney, senior vice president - global product development. “Many of our customers tell us that their Number 1 challenge is attracting and retaining drivers, which is why we put so much effort into understanding and responding to drivers’ needs. These improvements also contribute to increased driver ease of use that will boost the vehicle’s productivity.”

Outside, the truck’s aerodynamic curves offer more than better fuel economy. They also offer a four-Sone drop in wind noise. (One sone equals the sound of a refrigerator.)

Weight has been saved using the single-canister aftertreatment system, International Ride Optimized Suspension, aluminum fuel tank hangers, and the A26 engine itself.

The RH Series has a 113-inch BBC and will be offered as a day cab, 56-inch low roof sleeper, 56-inch hi-rise sleeper, day cab with roof fairing, and 56-inch hi-rise sleeper with roof fairing.

Production begins in June. 

PRODUCT WATCH

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Celebrating Canada's

150th

*Special edition
Peterbilt 389 a nod to
nation's birthday*

This is Canada's sesquicentennial and **Peterbilt** is helping to celebrate with the new Canadian 150th Anniversary Edition Model 389.

The truck is configured with a 131-inch Bumper to Back of Cab (BBC) and can be spec'd in 72- and 78-inch sleeper configurations.

Exhaust stacks are etched with "Canada 150", and anniversary emblems can be found on the bright bumper and sleeper sides. Premium leather seats feature a maple leaf on the headrest. And, of course, it also comes in a specially formulated Legendary Canadian red paint.

Other special features include a louvered grille sheet that evokes the Model 351 grille from the 1950s; bright rocker panels, cowl skirt and sun visor; and polished battery box, fuel tanks and quarter fenders. The interior includes a platinum-level Arctic Gray interior with a dark top dash and black-wood finish accents on the dash, doors, manual transmission shifter knob, and sleeper cabinet.

The Model 389 Canadian 150th Anniversary Edition can be ordered now. Production was scheduled to begin May 15.



SEVERE-DUTY SLIDER FOR FIFTH WHEELS

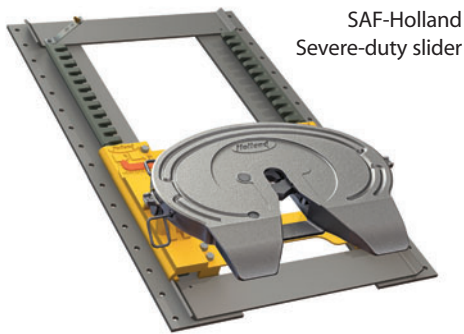
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INCLUDES NEW LOCK INDICATOR

SAF-Holland's severe-duty slider system for fifth wheels offers nothing less than an 80,000-pound vertical load and 200,000-pound drawbar capacity.

The system works with Holland FW35, FW33, and FW0070 fifth wheels, while the inboard and outboard mounting systems can be adapted to all fifth wheel configurations including the Holland Kompensator and No-Tilt wheels.

The Kompensator mounting systems allow for side-to-side cradle movements



SAF-Holland
Severe-duty slider

on uneven terrain, minimizing the torsional stress and twist on rigid trailers with a high center of gravity. The No-Tilt mounting system offers seamless conversion to a rigid No-Tilt fifth wheel when articulation is provided on the trailer, the company says.

Bracket mounting heights range from eight to 11 inches and can be changed to meet all heavy-haul configurations. Slide travels come in 12, 24, 36, 48, 60 and 72 inches to support different weight distributions and clearance. And two-inch slide increments support different distribution needs.

There is no question if the system is locked in place, either. A new visual plunger lock indicator found at the front of the slide bracket points a large arrow at the raised image of a closed or open lock. And in-cab air slide release controls can be used to reposition the fifth wheel.

www.safholland.ca

XL KEEPS A LOW PROFILE

3 MODELS OF LOW-PROFILE
DETACHABLE GOOSENECK TRAILERS



XL Specialized Trailers has updated its low-profile Hydraulic Detachable Gooseneck (HDG) models with a low-profile gooseneck that features a relief cutout that provides extra space between the trailer and truck.

There are three models overall. The XL 110 HDG has a 24-inch loaded deck height and is rated at 110,000 pounds

in 12 feet, and the XL 120 HDG with the same deck height is rated at 120,000 pounds in 16 feet and 110,000 pounds in 10 feet. The XL 110 Low-Profile HDG has an 18-inch deck height – to help meet bridge clearance regulations without a drop side or beam deck – and is rated at 110,000 pounds in 16 feet.

When loading or unloading, the

13-foot neck – which has a five-position ride height – can be removed with a wet kit or power unit. The deck can also be leveled with the adjustable wheel area ride height.

Main decks on these trailers are built with T-1 flange and 80k webs, as well as cross members on 12-inch centers.

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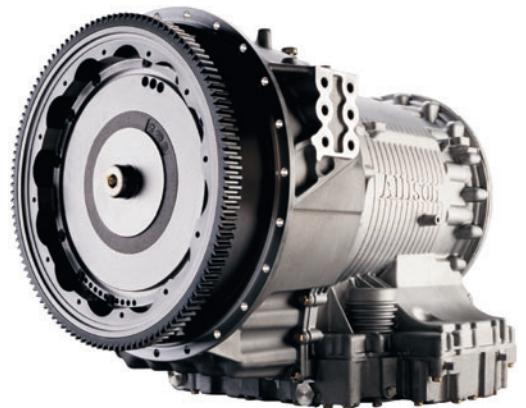


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The **Hendrickson** Genuine Parts equalizing beam now comes with a patented rotating bar pin end bushing to support easier installations.

The new feature on the Haulmax allows installers to adjust the pin's angle to match the axle pinion angle.

The rotating bar pin bushing uses the same rubber and bonding as the standard end bushing, and the rotating bar pin will lock into place once under load. It all helps to eliminate the inner bushing wear, the company says.

The equalizing beam itself is made of a high-strength steel, and is identical to the one used in production, complete with the robotic welds.

www.hendrickson-intl.com/partsandservice

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Miller Electric is bringing power to work trucks with the EnPak A28GBW, which delivers compressed air for tools, generator power, battery charging and crank assist, as well as stick welding abilities for repairs in the field.

The rotary-screw compressor delivers 28 cfm of compressed air, while a 5,500-watt generator can power jobsite tools or even truck-mounted electric/hydraulic cranes. The battery charge/crank assist will deliver up to 100 amps of DC power for 12/24-volt battery charging and up to 300 amps for crank assists.

Pulling everything together is a 210-amp stick welder, making this the first EnPak to include built-in welding functions.

The overall unit is 45x20x24 inches in size, and is also 550 pounds lighter than a PTO-driven air compressor and engine-driven welder/generator, the company says. Controls are on a remote panel. www.millerwelds.com/EnPakA28

OTC'S POWERFUL PUSHER

TOOL CHANGES KING PINS,
BRAKE ANCHOR PINS

Technicians who need to change king pins or brake anchor pins have a new tool at their disposal in the form of **OTC's** 4240A 30-ton king pin pusher set.

The tool's hydraulic cylinder delivers 30 tons of force to remove straight or tapered king pins – from 7/8 to 2 inches

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in diameter and up to 11-1/4 inches long – even if they are corroded. Combined with an included adapter, the cylinder can also remove anchor pins by positioning the tool over the brake spider.

Five special collars and two pins are used to adapt the tool for different trucks and buses.

It comes with 30-ton king pin/brake anchor pin pusher frame and adapters, hydraulic cylinder, two-speed hand pump, hose assembly and hose half coupler.

www.otctools.com



OTC 4240A 30-ton king pin pusher set

A ONE-MAN TRAILER TESTER

MUTT SUPPORTS TROUBLESHOOTING, INSPECTION PROCEDURES

IPA's Mobile Universal Trailer Tester (MUTT) has been unveiled to support one-man troubleshooting and inspections on all types of trailers, the company says.

Integrated into service trucks, MUTT identifies short, crossed and open circuits, and differentiates between poor wires and chassis grounds. It both displays amperage and offers audio feedback.

Available 12-button and three-button remote controls allow techs to apply air brakes from the rear of a trailer while performing visual and mechanical inspections. Antilock Braking System codes can be pulled from most systems using a blink code accessed through the control panel.

The locations of input and output connectors can be modified at the factory for customized service trucks, and the unit comes with a three-year warranty.

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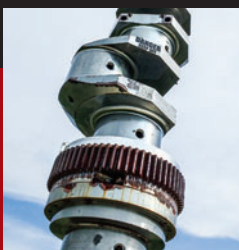
Truck owners are no strangers to large components, but a crankshaft looks out of place at highways 20 and 406 in Ontario. It was salvaged from a Great Lakes ship and pulled from the 6,000-horsepower engine that propelled it. This month's landmark is based much further west, but do you know exactly where it is? The first 10 readers to correctly identify it will win a **Today's Trucking** cap. Send your guesses to johng@newcom.ca.

DO YOU KNOW WHERE THIS IS?



May
Answer:

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Alexandre Taillefer founded the electric Téo Taxi, and now plans Téo Cargo.

Enter the Dragon

*Television personality and entrepreneur
Alexandre Taillefer is betting on electric trucks*

By Steve Bouchard

Quebec television viewers will recognize **Alexandre Taillefer** as one of the entrepreneurs featured on the French version of CBC's *Dragon's Den*, where business hopefuls pitch their ideas in the hope of securing investments. The founder of an electric taxi service known as Téo Taxi also co-founded ventures such as Galaxie, which broadcasts radio stations on Canadian TV channels, the Karaoke Channel, Stingray360 (formerly Chum Satellite Services), and the Hexacto wireless gaming company now owned by EA Mobile.

Now he has set his sights on electric trucks.

Taillefer is scheduled in 2018 to launch Téo Cargo, which will run custom-built electric trucks from Montreal to Toronto, and he also plans to introduce Téo Express for regional and intermodal business. Rather than requiring the trucks to recharge along the way, the service

will even include a series of stations where drained batteries can be swapped for fully charged versions.

"Téo Express and Téo Cargo will allow us to do trucking in Classes 6, 7 and 8," he told a crowd at the recent Canadian Fleet Maintenance Summit in Montreal. "We have invested \$ 40 million in this project. We expect to invest about \$100 million in equity and, overall, about half a billion dollars."

"Our goal is to implement this project elsewhere in Canada," he added.

Project partners include Hydro-Québec and Hydro One, the Boucherville manufacturer of TM4 electric motors, and Autobus Lion. He is a shareholder in the latter business that already makes the eLion all-electric school bus.

Taillefer estimates that a Class 8 truck that runs from 160,000 to 200,000 kilometers per year produces the equivalent of about 200 tonnes of Greenhouse Gases and consumes about \$350,000 worth of

diesel over five years. The same electric truck would reduce the emissions by 1,000 tonnes over its useful life, and would run on \$70,000 in total electricity over five years, he says.

The first phase of Téo Cargo will involve commissioning 12 electric trucks on the Montreal-Toronto corridor next year, followed six months later by another 30 trucks.

"The powertrain would prevent a 40-ton truck traveling on a 30-degree gradient, but the good news is that there is no such kind of slope between Montreal and Toronto," he says.

Building an electric truck is much less complicated than building a diesel model, Taillefer believes. That's because the electric truck has considerably fewer parts, and does not require oil or even a transmission.

According to the sketches that Taillefer was unveiling for the first time, a 5,000-pound battery behind the driver will sit on ball bearings, provide 320 kilowatt hours of energy, and draw 1.25 kilowatts per kilometer. That gives it a range of about 250 kilometers. The stations where batteries will be swapped – a process expected to take six or seven minutes – are to be located in Montreal, Quebec, as well as Brockville, Belleville and Mississauga, Ontario.

For larger distances, like Montreal to New York City, Taillefer's group believes the vehicle range can be extended with an onboard power plant fueled by natural gas.

Experience with school buses has shown that maintenance requirements are much lower with an electric vehicle, or 30 to 50% less during the life of the truck, he added. Purchase prices excluding the cost of the battery are expected to be similar to the cost of a diesel-powered alternative.

"We are not specialists in logistics or trucking," he admitted to maintenance managers in the crowd. "We want to accelerate the electrification of transport, and we wanted you to consider electrifying a part of your fleet." **TT**

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