

TRUCK NEWS EAST

Delivering daily news at trucknews.com

Volume 39, Issue 5

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Economic headwinds

Is the economy, and the trucking industry in particular, slowing? Data presents mixed signals.

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The future's electric

Daimler Trucks North America CEO Roger Nielsen makes bold proclamation at ACT Expo.

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Chicken or egg?

Why aren't more fleets using FA-4 engine oil? One says it's too hard to find.

A shining example

Highway Star of the Year enjoys paying it forward

By James Menzies

MONTREAL, QUEBEC

Moving household goods is a tough job, but it has its perks. Like moving VIPs and celebrities, and getting to solve complex challenges every day.

"It's hard work, but it's different every day," said Ron Pridmore, the 2019 Highway Star of the Year, who was announced as such at this year's ExpoCam show in Montreal April 13. "It's challenging. Some days are more challenging than others."

Pridmore has been in the moving business since about 1976, when a friend asked him to help with a move. He's been at it ever since, operating his own truck and spending the majority of his career – 40 years – with United Van Lines and its affiliate Campbell Moving, which nominated him for the award.

"For me, it's not really trucking. It's more. Driving isn't the whole job, it's moving people," Pridmore said in an interview with *Truck News* prior to the award presentation.

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Nikola World attracted more than 2,000 people and shed new light on the truck manufacturing start-up's market strategy.

Nikola lays out its plans for disruption

Nikola's hydrogen-electric truck demonstrated for the first time

By James Menzies

SCOTTSDALE, ARIZONA

Nikola Motor Company founder Trevor Milton rode into the Westworld event center here April 16 atop a wagon pulled by the famous Budweiser Clydesdales. It was a shout-out to Anheuser-Busch, which has placed orders for more Nikola Class 8 hydrogen-electric semis than any other company, and a fitting way to kick off the two-day Nikola World demonstrations.

More than 2,000 people attended the event, representing more than 49 countries.

"With many more we couldn't even allow in due to capacity," Milton beamed.

The company has come a long way in a short time. Milton founded the company in 2014 with the vision to bring to market electric-powered Class 8 trucks. It was started in his basement and has blossomed to include divisions for powersports and military vehicles, as well as a European Class 8 truck dubbed Tre. All were on display at Nikola World. More than 130 people now work for the company, which will exceed 300 by the end of this year. The company's flagship product is the Nikola

One truck, which is set to enter production in 2022. A Nikola Two day cab is also in the works.

More than \$1 billion has been invested into the Nikola drivetrain, and investors have lined up to provide funding. That has benefited Nikola's growth, Milton acknowledged, while rival Tesla has been under tremendous pressure to deliver its own Class 8 electric semi on schedule.

"I have a lot of sympathy for what they're going through," Milton said. "The world is putting a lot of pressure on them to succeed in every category in the world. I feel for those guys a lot and it's one reason I don't want to go public – I want to go slow without the pressure of the financial world bearing down on me."

But no one can accuse Nikola of moving slow. Before it even launches its truck in North America in 2022, the company designed and showed a European cabover version of its truck, which will launch just one year after its debut here in North America. And it also has been working to develop the hydrogen fueling infrastructure, which will be rolled out at the same time it ramps up truck production. The initial fueling site is operational in Arizona, 10 more eight-ton per day sites will open up next,

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Feature Stories

A flashy debut

Nikola Motor Company showed the world its Class 8 hydrogen-electric tractor at a glitzy Nikola World event in mid-April. 30-31

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Shipper's choice

What our latest research reveals about what's most important to Canadian shippers

Canadian shippers weigh a number of factors when selecting one carrier over another. Our annual Shipper's Choice Survey, conducted by our sister publication Canadian Shipper, asks Canadian shippers to rate the importance of 8 Key Performance Indicators when selecting one carrier over another for each of the surface transportation modes. What shippers had to say this year and how they scored each mode along with the survey's demographics are included below.



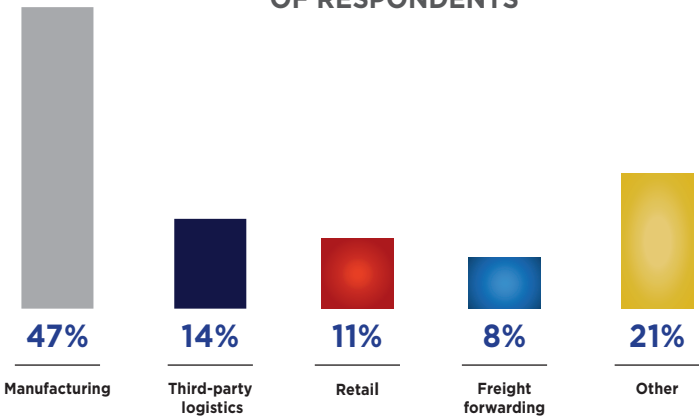
WHAT CANADIAN SHIPPERS VALUE MOST WHEN SELECTING CARRIERS (BY MODE - SCALE OF 1 TO 5)

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices
LTL	4.787	4.389	4.192	4.716	4.757	4.511	3.755	4.141
TL	4.876	4.551	4.238	4.744	4.718	4.523	3.976	4.214
Courier	4.876	4.433	4.573	4.765	4.688	4.458	3.883	4.184
Rail	4.568	4.446	4.326	4.664	4.547	4.344	3.730	4.017

HOW CANADIAN SHIPPERS SCORE CARRIER PERFORMANCE BY MODE

Mode	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices
LTL	20.62	18.83	17.17	20.32	20.54	18.69	15.44	17.27
TL	21.59	19.86	17.12	20.58	20.91	19.25	16.39	17.64
Courier	20.93	18.58	19.02	19.38	18.33	16.51	14.41	16.31
Rail	15.67	16.89	15.82	17.48	15.47	14.22	12.10	13.94

INDUSTRY SECTOR DISTRIBUTION OF RESPONDENTS



CANADIAN SHIPPER EXPENDITURES ON TRANSPORTATION BY MODE

	Truck	Courier	Rail
Less than \$10,000	7%	30%	10%
\$10,000 - \$49,999	16%	27%	13%
\$50,000 - \$99,999	11%	16%	12%
\$100,000 - \$449,999	27%	14%	25%
\$500,000 - \$999,999	10%	4%	5%
\$1,000,000 - \$4,999,999	15%	7%	21%
\$5,000,000 - \$9,999,999	6%	2%	5%
\$10,000,000 or higher	9%	1%	10%

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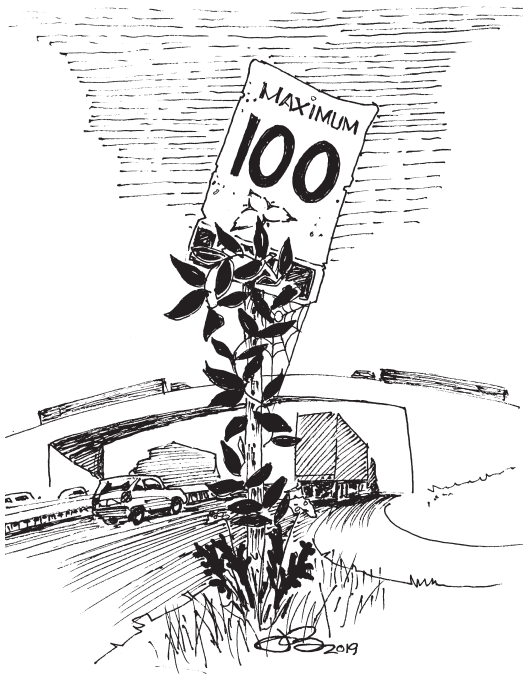
Is Nikola's buck-a-mile all-in vision achievable?

To outsiders, trucking is an industry that seems ripe for disruption. I can't tell you how many press releases I've seen from start-ups that promised to "Uberize" the trucking industry. When I scan through them, I see little they are planning to offer beyond what existing online load-matching services do today. How is that disruptive? Trucking can't be Uberized, because not everyone has a Class 8 truck sitting in their driveway.

Trucking is not an industry that's archaic, or lagging others when it comes to innovation and technological advancements. It is progressing on these fronts at a rapid pace. Look at the electrification of Class 8 vehicles as an example.

Yes, Tesla, Nikola, Xos (formerly Thor) and other start-ups have boldly proclaimed they're going to disrupt trucking by producing electric trucks. But who's winning that arms race? I've seen more working electric trucks from the incumbents, such as Freightliner, Volvo, and Paccar, than I have from the so-called disrupters.

So, it was with a healthy skepticism that I traveled to Scottsdale, Ariz., in mid-April for the first ever



Nikola World. And I have to say, I came home a little less skeptical. It's not just because I got to see working versions of two Nikola Class 8 tractors. A couple laps around a track, watched from the bleachers, was underwhelming, as it did little to convey what the driving experience will be like.

However, where Nikola really stands to disrupt the trucking industry is in how it plans to sell

these trucks. In fact, it doesn't want to sell them at all.

Nikola is planning a full-service lease model, but with a key differentiator from what's available in the market today. It plans to include fuel. And tires. For seven years. At a cost of less than a buck a mile – comparable to the operating cost of a diesel. Now that's disruptive.

If Nikola can pull this off, a fleet manager or operator would know their total cost of ownership for a seven-year life-cycle when they take delivery of the truck. Fuel surcharges would be history. Diesel price volatility would be a non-issue. But is it realistic?

Nikola believes it can produce hydrogen cheaper than anyone else in the world, on-site through stations that will be located adjacent to all 700 or so of its fueling sites. Even more ambitious, it says it will do so in a renewable manner using solar and wind power generated at these sites. This eliminates the need to transport hydrogen and the associated costs of doing so.

That's extremely ambitious. Is it possible? Maybe. Is it possible at a retail price of \$6/kg (about half of what most hydrogen stations in the

world charge today)? When I consider the vast tracts of land that will be required at each and every fueling station to generate the wind and solar power, I can't see how. And that's where I believe Nikola's model could fall apart. I've become a believer in the truck technology and in founder Trevor Milton's abilities to execute on his vision.

But can he do it for less than a buck-a-mile? That's where I remain a skeptic. I could see costs spiraling out of control and while the Nikola is a sleek, environmentally-sound machine, it doesn't have a future if its total cost of operation can't rival that of diesel. And that's where the wheels could come off Milton's grand vision. **TN**



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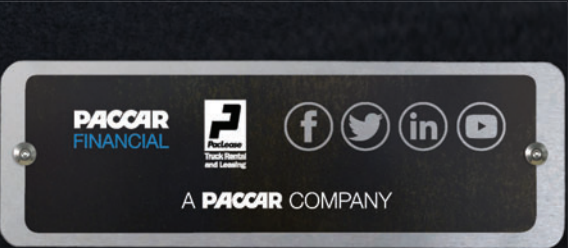


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Data pointing to softening market

TORONTO, ONTARIO

Orders for trucks and trailers are falling off last year's torrid pace, and freight volumes are also on the decline, pointing to a possible softening of market conditions for truckers.

The Canadian spot market saw weaker load volumes in March, marking the first time TransCore Link Logistics has seen a March with weaker volumes than February. Meanwhile, the month saw the second highest truck volumes in history, behind only October 2018.

Canadian spot market load volumes were down 7% in March, and 43% year-over-year. Equipment postings were up 21%, with a truck-to-load ratio of 2.79, a 30% increase over February. By contrast, in March 2018 there were only 0.92 trucks per load.

In the U.S., for-hire truck tonnage slipped 2.3% in March, but was 1.6% stronger year-over-year, according to the American Trucking Associations (ATA).

"In March, and really the first quarter in total, tonnage was negatively impacted by bad winter storms throughout much of the U.S.," said ATA chief economist Bob Costello. "While I expected tonnage to moderate in the first quarter, the late Easter holiday and the winter storms made

it worse. It is likely that tonnage will improve in the second quarter, although year-over-year gains will be significantly below the 2018 annual increase of 6.7%."

During the first quarter, truck tonnage was up 3.8% compared to the same period in 2018.

Shippers are beginning to see conditions ease, after a difficult environment last year when hefty rate increases were the norm. At a reading of 0.6, industry analyst FTR's February Shippers Conditions Index (SCI) reflects a balanced freight market.

February is the fifth month in a row that the SCI has been in positive territory with forecasts for the shipping environment to gradually improve through early Q4. After that, conditions should settle into a near neutral range with truck freight rates expected to be down, capacity additions likely decelerating and a relatively stable fuel cost outlook.

With increasing uncertainty, and equipment order backlogs that are pushed into 2020, fleets are taking a breather when it comes to ordering new trucks and trailers. Class 8 truck orders hit a 31-month low in April, with preliminary data from ACT Research showing 14,800 orders, a

6.2% decline from March but down 57% year-over-year.

"We continue to contend that current order weakness has more to do with very large Class 8 backlogs and orders already booked, than with the evolving supply-demand balance," said Kenny Vieth, ACT's president and senior analyst. "Of course, contracting freight volumes, falling freight rates, and strong Class 8 capacity additions suggest that the supply-demand balance will become an issue later this year."

"Near-term build slots are becoming available as fleets rearrange orders based on current needs," said Don Ake, FTR vice-president, commercial vehicles. "There still is limited cancellation activity, as fleets do not want to give up build slots they may need at a later date. They remember what happened last year when they needed trucks, but could not get enough of them."

U.S. trailer orders were below last year's volume for the fourth straight month in March, with nearly 16,000 net orders. ACT Research's *State of the Industry: U.S. Trailers* report indicated near-record backlogs have filled 2019 build slots for many manufacturers, and there is some resis-

tance towards booking orders into next year.

"While some fleets have fulfilled investment plans for the year, others reportedly are seeking more equipment this year," said Frank Maly, director, commercial vehicle transportation analysis and research at ACT Research. "However, their efforts will likely be in vain, with dry van and reefer orderboards consuming most available production slots for the year."

In its *State of the Industry: Classes 5-8 Report*, ACT reported that freight growth is slowing, while truck population growth is accelerating – a supply-demand story it says typically does not end well.

"Data continue to tell the same stories we have been reporting. First and foremost, the story remains one of current demand strength: Public truckload carriers' profitability in Q4 shattered records, and while freight data metrics are fading, the fade is from best-ever levels," said Vieth. "The second story starts with those softening freight metrics, pivots on robust build and sales, and ends with the reality of a record new Class 8 inventory. In short, freight growth is stagnating, even as Class 8 population growth is accelerating." **TN**

THIS MONTH'S CROSSWORD PUZZLE

TN-192 June © 2019 M. Jackson

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Insights

Guest Column

Changes coming to WSIB

Are you ready for the
WSIB's new premium
rate model?

Beginning on Jan. 1, 2020, Ontario's Workplace Safety and Insurance Board (WSIB) will introduce a new way of setting premium rates for almost 300,000 businesses across the province.

Our new model will make it easier to understand how your business and other businesses are classified. Premium rates will also better reflect your individual claims experience and help businesses plan for the future by providing projected rate information.

What's changing in the new model?

First, we will streamline how businesses are classified.

By adopting the North American Industry Classification System (NAICS), which is already used by the Canada Revenue Agency and Statistics Canada, it will be easier for you to understand how businesses are classified. Using NAICS will allow us to move 155 different rate groups to 34 classes/subclasses.

Second, we will make your premium rate easier to understand.

We will set an average premium rate for each class based on its risk profile and share of responsibility to maintain the insurance fund.

Each NAICS class will then be broken down into a series of risk bands, and each risk band will have an associated premium rate. The difference between successive risk bands will be approximately 5%.

Businesses in the same class, with similar risk profiles will then be assigned to the same risk band and premium rate that reflects their individual risk profile.

Third, we will help you plan for any changes in your premium rate.

Projected rates will provide your business with the future direction of your rates, up or down and businesses will no longer have to wait for rebates or surcharges. The current retrospective approach to rate-setting, including MAP, NEER and CAD-7 experience rating programs will be eliminated.

For experience-rated businesses

If you were in an experience-rating program previously, in 2020 you will receive your final NEER and CAD-7 statements, as well as your final adjustments under these programs,



Janine Dyck is the vice-president of employer services, at the Workplace Safety and Insurance Board. She is currently the lead on the implementation of the new rate framework program within its Employer Services Division.

which will include an assessment of the 2019 year. Businesses registered under the MAP program received their final statement in 2018, and will receive any final adjustments in 2019.

Moving to the new model

To help you smoothly transition into our new model, any initial rate increases will be staggered over time, while rate decreases will be applied immediately.

Here's how the transition to our new model will work:

- In 2020, businesses will be assigned a starting point rate and projected premium rate based on previous rates, claims experience, size of business, NAICS classification and whether or not they were in an experience-rating program previously, to determine the 2020 premium rate they will pay. Businesses with projected premium rate decreases will move down to their projected risk band.
- In 2021, businesses with projected premium rate increases will move up a maximum of one risk band from their 2020 risk band. Businesses with projected premium rate decreases will move down to their projected risk band.
- In 2022, businesses that have not yet reached their projected premium rate will move up a maximum of two risk bands above their 2021 risk band. Businesses with projected decreases will move down to their projected risk band.

Starting in 2023, our policies for premium rate setting under the new model will be fully in effect. Businesses with projected premium rate increases will see their rates increase up to three risk bands per year until they reach their projected premium rate, protecting them from any sudden changes to their premium rates. Businesses eligible for decreases will see their rates decrease up to three risk bands per year until they reach their projected premium rate.

What's next?

We will be providing businesses with 2020 premium rates this fall. For more information or to sign up for one of our monthly webinars and newsletter about our new premium rate-setting model, visit our website (wsib.ca/rateframework) or contact us at rateframework@wsib.on.ca. **TN**

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According to the center's website, goods movement extends beyond the boundaries of the GTHA. Those behind the center believe that the Peel region requires a safe and efficient network in order to move goods and deliver services to communities and businesses. The region of Peel will be investing \$240,000 annually for the next five years to establish the

“The mandate of the Smart Freight Centre aligns completely with the work of UofT’s Transportation Research Institute, bringing together the expertise of transportation researchers from a broad range of diverse disciplines with our partners in industry and government to ready us for the opportunities and challenges of 21st century mobility,” Dr. Eric Miller, director, Transportation Research Institute, University of Toronto said. “These projects are about much more than research papers and academic journals – they’re about solving real, on-the-ground problems.”



“The Smart Freight Centre is a prime example of what is possible through collaboration between government and industry,” Kherea said. “This project will benefit the local economy through more efficient delivery of goods and services, as well as provide new growth opportunities for local industries. Our government is proud to support this environment of growth by laying down the foundation to build a nation of innovators.”

The center is still seeking government and industry partners' financial contributions in establishing the project. To learn more, visit: www.smartfreightcentre.ca **TN**

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How to use social media to your advantage

By **Sonia Straface**

MISSISSAUGA, ONTARIO

Want to grow your social media presence and be reflected as a reputable, professional business online? Then listen to your audience.

That was the advice from Kimberly Biback of Sharp Transportation, who gave a presentation at the Truck Training Schools Association of Ontario's (TTSAO) annual conference on Feb. 28 on how to effectively use social media.

Platforms

"If you want to use social media properly, you need to think about your audience and your reach," Biback stressed. "Without an audience, social media is a waste of time, and without the right audience, likes and followers are redundant."

Biback advised to look at platforms you want your followers to come from. For example, Instagram is a great platform to share photos, but its core users are between 18 and 29 years of age. So, it likely won't be a big hit for drivers, since many of them are older than the typical user.

"Think about which platform is going to help you get to your goal," she added. "Social media is not one-size-fits-all."

And above all else, Biback said, don't stretch yourself too thin and be on all platforms.

"There are 203 major social media platforms, but don't be on every one just because it's there," she said. "Think about which platform is going to help you get to your goal. For example, many today are using LinkedIn like Facebook, and LinkedIn isn't like Facebook at all. It's a professional platform."

Posts

Once you've decided which social media accounts are right for your business, it's time to start posting and engaging with your followers.

"Here, the number one rule is don't be annoying," she said. "You need to make sure you are posting relevant, interesting content that resonates with your target audience."

Biback added that when it comes to posts, quantity does not equal quality. In fact, she said "a post a day could keep the followers away. You really want to think about the activity that could drive followers to unlike your page, for example, posting just to fill space. Presence alone doesn't make conversions."

Be human

Good businesses are online and have a big focus on customer service and being relatable, Biback said.

"Having a strong sense of customer service on social media is critical," she said. "Businesses are



out there scoping you out. They want to know if you're responsive, if you're ethical. They look at your response time, at your reviews."

She added that when posting, it also helps for your posts to not just be about business. Sometimes, it's okay to have fun and post entertaining polls.

"It's great to have a human side. Engage with your audience," she said. "Ask questions and answer their questions. And don't remove or edit customer posts."

Overall, Biback said, social media can and should be used as a strategy to help you do business more effectively and less expensively than ever before.

"In order to be successful, you should be human, make sure you're using the right vehicle, and you have a detailed strategy online," she said. "It must be rewarding for people to be visiting your page or platform. You must be informative. Don't let them down. If being informative is how you get followers, being entertaining is how you keep your audience." **TN**

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Canadian ELD final rule to be published this summer: Millian

By Sonia Straface

MILTON, ONTARIO

The highly-anticipated Canadian electronic logging device (ELD) mandate is expected to be finalized this summer, according to Mike Millian, president of the Private Motor Truck Council of Canada (PMTCC).

As it stands, the Canadian transportation industry is still waiting for the final rule to be published in *Canada Gazette Part 2*. The regulation was first proposed and published in *Canada Gazette Part 1* in December 2017.

According to Millian, there's been such a delay going from

Gazette Part 1 to *Gazette Part 2* because, initially, third-party certifications were not going to be part of the final rule.

"Originally (the regulation) was posted without required third-party certifications," he said April 18 at a PMTC seminar in Milton, Ont. "But after seeing what happened in the U.S., where they have self-certification, it's been a disaster. Right now in the U.S., there are at least 400 companies which claim their ELD device is compliant."

Millian said he estimated more than half of those 400 wouldn't be certified by a third-party company.

To avoid this "disaster," Millian said he and others have been advis-

ing government to go through with third-party certifications as part of the final rule.

"So now in Canada, unlike the U.S., manufacturers will have to submit their device to whomever Transport Canada decides is going to certify it," he said.

The other slowdown, according to Millian, has to do with compliance and grandfather dates.

"That's where the biggest debate is," Millian said.

Millian said the PMTC and the Canadian Trucking Alliance originally wanted the compliance date to be 18 months after the final rule is published, and then a 24-month grandfather period.

"And there are some who want 12 months for compliance and zero grandfather period," Millian said. "Our argument for that is, if you go to 12 and zero, you're going to have chaos. It's not doable. You

can't transfer everybody that quick."

Millian said without a grandfather period, those who have ELDs and automatic on-board recorders will be "punished" instead of those without, because "If you don't have anything installed you have 12 months to research and buy a device and put it into your fleet – that itself will take 12 months. But if you have a device installed prior to the *Canada Gazette Part 2* posting, and it's not compliant, you now have to remove that device, spec' out and install a new device, change out all your back-office systems – you have more work to do than somebody who has nothing."

Millian concluded saying that he anticipates the final rule to be published this summer.

"We've got to get this posted in *Gazette 2* by this summer and we are told it's going to happen." **TN**

Trucking welcomed into Ontario immigration nominee program

TORONTO, ONTARIO

The Ontario Trucking Association (OTA) is applauding the provincial government for welcoming the trucking industry into the Ontario Immigration Nominee Program (OINP), through the in-demand skills stream.

The 2019 budget reads: "To better reflect employer and labor market needs, the government will seek to expand the occupations eligible for the Employer Job Offer: In-Demand Skills Stream to include transport truck drivers and personal support workers."

The change gives Ontario trucking companies the same access to foreign labor sources currently provided to the agriculture and construction industries.

"Ontario's economic competitiveness is highly dependent on the trucking industry as the dominant mode of freight transportation in the province," said David Carruth, chairman, OTA. "Having access to this program provides trucking companies an avenue to recruit the talent they need to fill gaps in their workforces."

Prospective truck drivers will have to go through Ontario's mandatory entry-level training program, and will require further in-house training by their employer.

"The industry is taking steps to help address its labor shortages – from increasing wages to better marketing the opportunities available in the industry – but these measures alone will not be able to meet the labor needs over the coming years without access to labor through immigration," said Carruth. "Today's budget announcement will provide assistance to our sector and by extension the Ontario economy."

"Making sure this province stays open for business has been one of the (Premier Doug) Ford government's

guiding principles. The decision to allow trucking access to the OINP is a critical step in supporting that vision," added OTA president Stephen Laskowski.

"While the trucking industry does not expect immigration, on its own, could or should solve the industry's labor shortage, it's clear immigration

and the recruitment of professional foreign truck drivers through programs like this one will need to play a larger role moving forward."

The Ontario trucking industry will also be allowed to participate in a pilot program that will bring highly-skilled immigrants to smaller communities.

The budget also confirmed the government will maintain the tax exemption for natural gas used as a transportation fuel.

It will also allow electronic documentation for International Registration Plans, making it easier for truck drivers to confirm their credentials and reduce paperwork. **TN**

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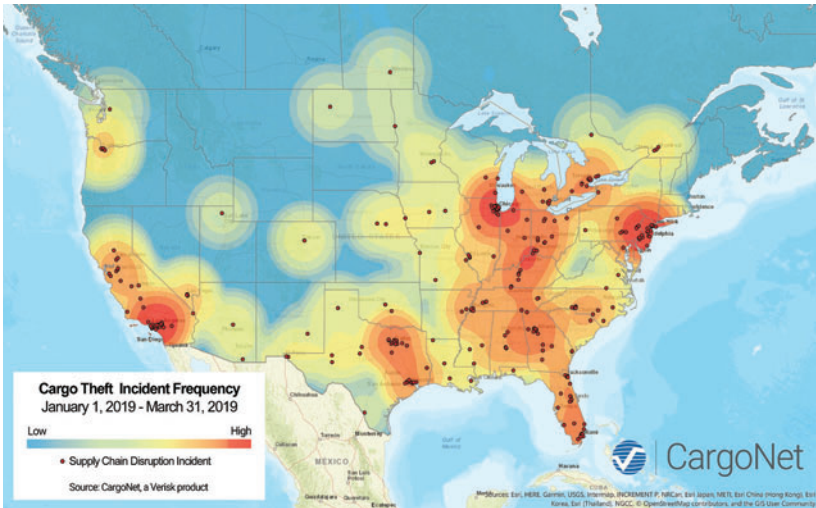


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Cargo thefts declined in Q1



JERSEY CITY, NEW JERSEY

Cargo thefts in the U.S. and Canada declined 22% year-over-year in the first quarter of 2019, according to the latest data from CargoNet.

In the quarter, the company recorded 330 supply chain risk intelligence events. Of those, 52% involved a stolen vehicle and 42% involved stolen cargo. Other events included identity theft, missing drivers, fictitious pickups and other matters.

There were 140 cargo thefts in the U.S and Canada in the first quarter, with an average value of US\$145,772, for a total loss of \$12.8 million.

CargoNet noted that loaded trailer thefts are a growing threat, and in some parts of the country, are preferred over full truckload theft. It also noted a resurgence in fictitious pickups, after two years of dormancy. “We believe these two trends will continue through the rest of the year,” CargoNet indicated in a press release.

Food and beverages remains the most stolen commodity. Non-alcoholic beverages were the most frequently stolen type. Household goods and electronics were the next most frequently stolen commodities.

California was the most targeted state, while Florida and Texas were next. **TN**

Mack not concerned with slowing truck orders

MONTREAL, QUEBEC

Slowing Class 8 truck order intake is not a concern to Mack Trucks, according to Roy Horton, director of product strategy, who spoke at an ExpoCam press conference April 11.

“It’s not an alarming issue at this point in time, it’s something we see as a normal part of the industry,” Horton said, noting backlogs are stretched out through 2019 and Mack is now taking orders for early 2020. “It has been a good, long period of hard demand, which has been good for everyone.”

Mack has been taking full advantage of the strong cycle. In 2018, it increased its production build rate by 30%, increased retail sales by 18%, and saw its sleeper order intake surge 221%, reflecting strong demand for its new Mack Anthem.

“Business is very good, that’s the main message,” Horton said. “With business being very good, orders have started to slow down. Over the last year, orders have been extremely strong; orders have outpaced the industry’s capacity to build and deliver.”

Horton noted Canadian GDP is expected to grow 1.7% this year, and 1.8% in 2020. He said Mack will continue its momentum into this year.



Roy Horton

He also credited Mack’s dealer network for its success. It now has 440 service points across North America, including 95 in Canada. Since 2010, these dealers have invested US\$700 million into their facilities. They’ve added 80 service points, increased service bays by 60%, more than doubled their population of technicians and added 60% more salespeople.

Mack Laval has joined Camions Montreal and Centre du Camion Ste-Marie to become the third bilingual certified uptime center dealership. There are now 139 certified uptime Mack dealers in North America.

They’ve seen their shop efficiency improve by 24%, and reduced truck check-in time by 40 minutes. **TN**

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The future is electric: DTNA leader

LONG BEACH, CALIFORNIA

The future of commercial vehicles is battery-electric, Daimler Trucks North America (DTNA) leader Roger Nielsen said during a keynote speech at ACT Expo.

The company is committed to putting nearly 50 battery-electric test vehicles on U.S. roads by the end of this year, and will have nearly 200 in testing worldwide.

“The road to emissions-free transportation is going to be driven with battery-electric vehicles. I believe the future is electric,” Nielsen said. And he’s not talking plug-in hybrids, which he said will not be produced by DTNA. He did, however, say it will continue offering natural gas trucks as an interim solution until full commercialization of the battery-electric Freightliner eM2 and eCascadia.

He also said the company sees potential for hydrogen fuel cells to extend range, but doesn’t see it as viable in the short-term.

“I can see a glimpse of it over the horizon, but it will not be this generation of engineers who will be delivering it,” Nielsen said.

To hasten the arrival of zero-emission commercial transport, Nielsen said three things must happen: the industry must develop a common charging infrastructure; batteries must become cheaper, lighter, and more powerful; and incentives must be available to help customers achieve lower cost of ownership.

To be ready, Nielsen said DTNA will ramp up testing initiatives with customers.

“For our engineers, these early customer partners are our test drivers. We want them to test these vehicles to their extremes. We want to see the failures so we can engineer solutions,” he said.

Also, the company will be converting its Portland, Ore., manufacturing plant to produce electric Freightliners. The plant will house a battery storage facility and an electric vehicle co-creation

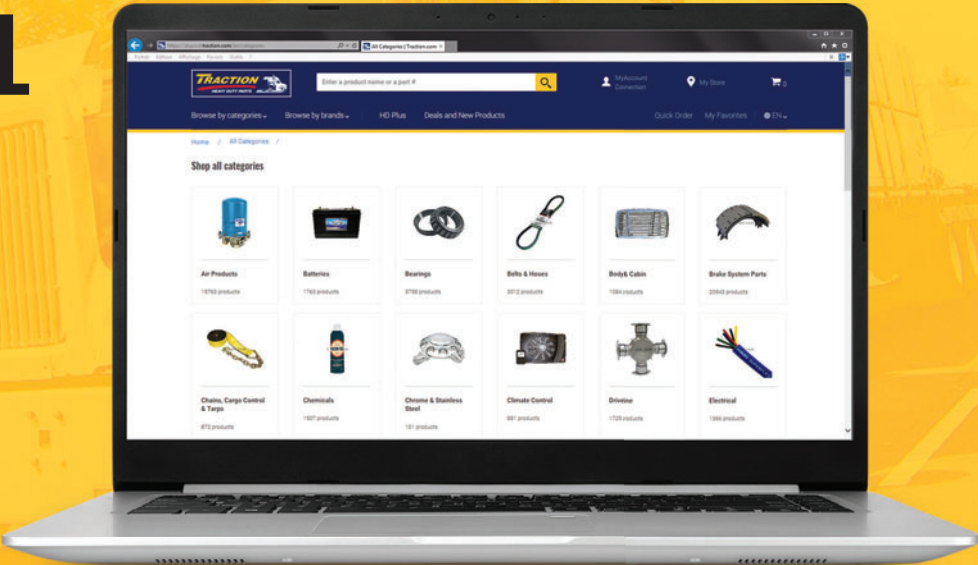


Roger Nielsen, head of Daimler Trucks North America, says the future of commercial vehicle transportation is electric.

center, where the e-consulting team will work with customers. It was also chosen because of its proximity to the markets where electric vehicles are in highest demand. **TN**

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Regional haul opportunities growing

LONG BEACH, CALIFORNIA

The latest report from the North American Council for Freight Efficiency (NACFE) is highlighting converging trends from e-commerce to electrification that could lead to growth in regional hauling activities.

“If you ask most people to define trucking words like ‘over-the-road’ and ‘longhaul’ are likely to be part of the description. But the reality is that 45% of the Class 8 tractors produced today are day cabs, and a high percentage of those trucks are involved in regional haul operations,” says Rick Mihelic, NACFE’s director of future technologies and study team manager.

Growth in e-commerce and a push toward immediate deliveries are being observed along with innovations in load matching systems, GPS-based asset tracking systems, and data mining capabilities, concludes the *More Regional Haul: An Opportunity for Trucking* report. Regional operations are also supported by equipment options including electric and hybrid vehicles, long combination vehicles, and specialty equipment.

Even the ever-present demand for new truck drivers has a role to play in a growing interest in regional hauls.

“Regional operations mean drivers are more likely to get home on a regular basis and that could help the industry with its the driver recruitment and retention problem,” explains executive director Mike

Roeth. “Regional operations are also fertile ground for alternative-fueled vehicles because, by their very nature, they make it easier for fueling infrastructure for vehicles that use an energy source other than gasoline or diesel fuel to be installed.”

“If we can improve the coordination of regional haul and make it more of a choreographed stage performance rather than a pickup basketball game, we can capture even more benefits,” the report adds. “The question is, how can we as an industry hasten this movement to better take advantage of its opportunities for drivers and electrification?”

More warehouse space would mean that last-mile deliveries could be accomplished with smaller trucks or even cars, *More Regional Haul* suggests. Predictive routing based on historical and real-time data could help to offset the impact of traffic congestion, too. GPS tracking could even show where equipment is sitting underutilized, or help to provide real-time information on available parking along a route.

This won’t be the council’s last word on regional hauling. Plans are underway for a Run on Less Regional demonstration that will help to demonstrate the fuel economy that can be realized using equipment on the road today. That project builds on the Run on Less 2017 event, which showed 10.1 mpg (23.3 L/100 km) was possible using real trucks in longhaul applications. **TN**

We salute you

LOUISVILLE, KENTUCKY

The Women in Trucking Association (WIT) hosted its 10th annual Salute to Women Behind the Wheel at the Mid-America Trucking Show in Louisville, Ky., on March 30.

One hundred and fifteen female drivers tallying nearly 1,700 collective years of driving gathered to celebrate and salute.

“The annual Salute event shows that women can thrive and enjoy a career as a professional driver,” said Ellen Voie, president and CEO of WIT.

“Whether they are industry veterans or newcomers, they are paving the way for women to participate and succeed in a male-dominated industry. We want them to know we see them, and they are valued.”

The celebration included self-defense demonstrations by Debbie Gardner of Survive Institute and Lifelite’s PepperBall Launcher, a live broadcast of the Women in Trucking show on SiriusXM’s Road Dog Channel 146, a performance from Jayne Denham, an award-winning singer and songwriter from Australia, chocolate fountains, and an iconic truck-shaped cake.

The event also included the annual group photo of the women in their WIT red T-shirts and ended with the distribution of grab bags filled with items from the event sponsors. **TN**



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Fleet News

CN finalizes TransX acquisition



WINNIPEG, MANITOBA

CN has announced it has closed its acquisition of The TransX Group of Companies.

The deal was first announced on Oct. 30, 2018.

"We are pleased to have concluded this important transaction that allows us to deepen our supply chain focus and to continue to offer the best services to our customers, from the first mile to the last mile. This transaction will support the safe and efficient movement of our customers' goods to their end markets in a fast-growing consumer economy," said JJ Ruest, president and chief executive officer of CN.

Mike Jones, chief operating officer of TransX added: "Through our talented team of people, we are looking forward to continuing to improve our standard of excellence in our solution-based, customer-focused products, and integrated solutions."

TransX will continue to operate independently out of Winnipeg, Man.

"CN and TransX have been supply chain partners for many years. With the acquisition of TransX, CN will continue to support the wholesale and beneficial cargo owner customers, including in the growing, service-sensitive, refrigerated transportation business. CN will continue to expand capacity and foster additional supply chain solutions to help our partners and customers win in their marketplace," said Keith Reardon, CN's senior vice-president, consumer products supply chain growth. **TN**

Kriska brings on Champion

MILTON, ONTARIO

Kriska Transportation Group (KTG) announced it has acquired Milton, Ont.-based Champion Express.

Under the terms, Champion will continue to be led by its current management team.

"We are excited to bring the Champion Express team of experienced logistics professionals into the KTG family," said KTG CEO, Mark Seymour. "Champion has a longstanding reputation of white glove-like care and attention to their customer base. We expect these customers to benefit from the additional support

KTG has to offer, and we believe this will bring growth opportunities for all parties involved."

Champion business manager Peter Jenkins added: "Champion Express is excited to be joining the KTG family of companies. Being part of a group with an impressive amount of assets will further our capabilities when servicing our customers. We are proud of our team's dedication and strong customer relationships. The support of KTG will enable Champion to strengthen these relationships and build on our accomplishments." **TN**

Top Fleet Employers named

OTTAWA, ONTARIO

Sixty-three of the best workplaces in Canada's trucking and logistics industry have earned honors through the sixth annual Top Fleet Employers program, Trucking HR Canada recently announced.

All applicants were rated on topics including recruitment and retention practices, workplace culture, compensation, training and skills development, and innovative human resources (HR) practices. Additionally, those who have been recognized in the program for a minimum of five years are honored with the Top Fleet Employer of Distinction status.

"Our Top Fleet Employers are leaders in promoting a positive image of the trucking and logis-

tics industry," said Angela Splinter, chief executive officer, Trucking HR Canada. "As the competition for skilled workers continues to intensify, their consistently strong HR approaches will help position us as an industry of choice."

The Top Fleet Employer standards have been validated by trucking industry experts, and are reviewed annually to ensure an accurate reflection of human resources issues, trends, and today's working environments, the organization says. A newly created Top Fleet Employers Council provides strategic input to program policies and the Top Fleet Employers' Awards assessment criteria.

The full list of winners can be found at www.TruckingHR.com. **TN**

TFI International posts record Q1, expands

MONTREAL, QUEBEC

It was a record first quarter for TFI International, which posted a profit of \$65.1 million, up sharply from a \$48.2 million profit during the same quarter last year.

It achieved record operating income of \$106.3 million, a 41% spike year-over-year.

"This year is off to a strong start at TFI International, continuing our momentum that grew throughout 2018," said Alain Bedard, chairman, president, and CEO. "We produced record first quarter results due to our relentless focus on strong execution and profitable growth, regardless of the economic cycle."

All segments performed strongly,

Bedard added, but logistics and last mile saw a 5% decline in revenue y-o-y. Operating income was higher across all segments.

Total revenue was \$1.23 billion, a 3% increase from Q1 2018. Net cash flow from operating activities was \$160.7 million, up 178% from Q1 2018.

"For the remainder of the year, as always, our focus will be on creating and unlocking shareholder value, and returning excess capital to shareholders wherever possible," Bedard said.

The company also expanded its operations through acquisition.

TFI International's U.S. last mile division, TForce Final Mile, has

taken over select assets of BeavEx and its affiliates, Guardian Medical Logistics (GML), JNJW Enterprises, and USXP.

The companies were obtained through a deal approved by the U.S. Bankruptcy Court for the District of Delaware.

TFI International paid US\$7.2 million in cash, and took on working capital liabilities, but will see approximately US\$100 million in annual revenues.

It will take on only seven of the 69 BeavEx/GML locations.

"This is a superb transaction not only for TFI, but for the valued customers of BeavEx and GML who will continue to receive out-

standing service and support as part of the TFI circle of customers," said Bedard. "For TFI, these select assets are an outstanding fit with our existing network, bringing additional revenues, as well as logistics and e-commerce expertise, route density and geographic reach to TForce Final Mile."

BeavEx primarily serves the final-mile delivery requirements of the financial, health care, retail, industrial and manufacturing sectors.

It offers same-day, next-day, and on-demand home delivery services. GML provides final-mile, mission-critical logistics and transportation services to the medical laboratory industry. **TN**

Bison expands in U.S.

WINNIPEG, MANITOBA

Bison Transport has acquired Celadon's container-on-flatcar intermodal operations in an all-cash transaction.

Terms of the deal weren't disclosed, but Celadon reports that the division contributed US\$20.2 million in revenue during 2018. Personnel, drivers, customer and supplier relationships, and the containers and chassis themselves were all included in the transaction.

Under the deal, Celadon has agreed to refer intermodal work to Bison in exchange for an undisclosed referral fee.

"This represents another important step in divesting our non-core businesses and returning to our roots as a leading North American truckload carrier," said Paul Svindland, chief executive officer of Indiana-based Celadon.

"Our intermodal business platform is approximately five times larger than it was five years ago," said Brad Chase, Bison's vice-president, logistics and multimodal. "This strategic move supports our corporate initiative for continued growth in our asset-light business platforms."

On April 1, Bison announced it has acquired the Amherst, Wis.-based H.O. Wolding (HOW).

HOW is a 320-truck, dry van fleet with truckload operations in the U.S. Midwest, northeast and southeast regions.

"The HOW acquisition represents a strategic investment in U.S. domestic transportation services that will work alongside Britton Transport, another of our U.S. subsidiaries, to add scale and provide a wider breadth of services to our customers," noted Rob Penner, Bison Transport's president and CEO. "Our goal as the new owner is to empower HOW leadership with access to our expertise, resources and cost models."

Marc Wolding has accepted the role of president of HOW. **TN**



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Titanium eyes further growth in the U.S.

Mixed Q1 results reflect changing market dynamics

BOLTON, ONTARIO

Titanium Transportation Group reported its trucking segment achieved record first quarter revenue and EBITDA, but its logistics segment was hurt by changing market dynamics.

However, it expects a steady 2019 and for its recently launched U.S.-based logistics division to be profitable by the end of the year.

Titanium recorded \$39 million in Q1 revenue, its second strongest Q1 in history. The trucking segment had its best first quarter ever with \$28 million in revenue, up 7.9%.

Logistics revenue declined by 40.9% to \$12.1 million, which the company attributed to a softening market and difficult comparables from a booming 2018.

The company's net income was \$540,000, down from \$1.08 million in the first quarter of 2018.

"We are pleased with the strong start to 2019 in our truck transportation segment, which delivered another record quarter as we continued to build market share," said Ted Daniel, CEO of Titanium. "After an extraordinary 2018, our logistics segment performance

was largely reflective of changing market fundamentals, however remained significantly ahead of 2017 results."

Speaking to analysts during a conference call May 1, Daniel said he expects a gradual improvement in market conditions for the logistics business through the rest of the year. The trucking segment should remain "relatively stable," he said. He also noted a softening market could present some attractive acquisition opportunities.

"We do believe the softening marketplace will make 2019 more

conducive for rational merger and acquisition opportunities," he said.

On the trucking side, the company anticipates a stable rate environment and will achieve some organic growth this year. The company added 14 trucks in the first quarter and will add five more in the second quarter. It has secured build slots for another 40 trucks in the third and fourth quarters, which will be filled if demand exists. The company says all its trucks are seated and that it isn't currently affected by a driver shortage.

"Our recruiting right now is very strong," Daniel said. "We seem to have a very attractive company to a lot of drivers in the industry. We are not experiencing a shortage of applicants. We don't have any empty trucks at this point in time, so we're able to grow organically."

Daniel said Titanium offered drivers a "really good raise" in 2018, and has other perks, such as a share purchase plan. There is some overcapacity in the marketplace, but Marilyn Daniel, chief operating officer, expects that to change later in the year as the Canadian electronic logging device (ELD) mandate is implemented.

She noted many carriers running Montreal-Toronto (Titanium's busiest lane) are not yet using ELDs.

While the logistics segment was down sharply y-o-y in the first quarter, Ted Daniel said it could still turn out to be the second best year in company history for the segment. The company recently set up its first U.S. division, a logistics operation based in Charlotte, N.C. It was able to leverage the technology it built at its head office to minimize the cost of expansion. Daniel expects this division to be profitable by the end of this year. He also envisions expanding the U.S. operation to other cities, and won't rule out the acquisition of a U.S. fleet.

"We would prefer, just as a matter of comfort and convenience, to buy a Canadian carrier. But having said that, given that we've opened a U.S. brokerage, we are also not averse to considering a U.S. opportunity," Daniel said. "There are going to be some interesting opportunities this year, for sure."

The biggest attraction of the U.S. market is its size, Marilyn Daniel explained.

"The biggest difference in the U.S. is the size of it. The \$1.4-trillion-dollar business that the trucking industry is in the U.S. is enormous, and gives us a huge breadth of opportunity. Our opening of the Charlotte office is the beginning of many; we hope to go throughout the U.S. and make our footprint in the U.S. fairly substantial in a fairly short period of time." **TN**

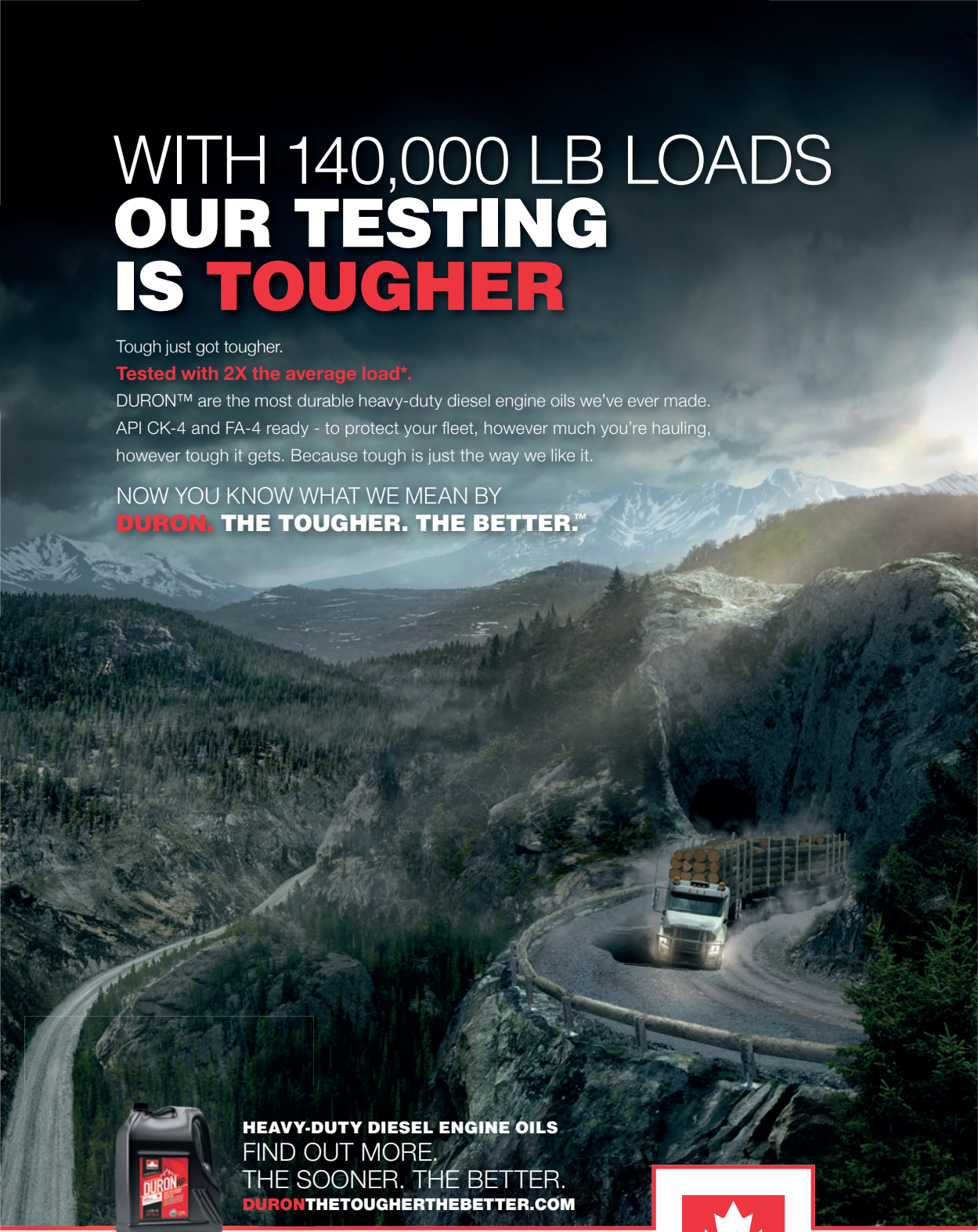
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Comparing bypass technologies

PHOENIX, ARIZONA

When it comes to weigh scale bypass technologies, more is better. That's according to recent study by Texas A&M Transportation Research Institute (TTI). The study found that both radio frequency identification (RFID) and commercial mobile radio services (CMRS) technologies have their own place and benefits in an electronic weigh station bypass.

For its part, RFID is faster and more reliable than CMRS. RFID is used by transponders, and CMRS is the same cellular signal used in cell-phones, and is used in apps, such as the PrePass Motion app.

According to the research, TTI found that transponders using RFID have a 99.99% accuracy, whereas CMRS can be as low as 81.5% and as high as 93.3% accurate, depending on speed and traffic.

"Bottom line, RFID is best used at high-volume heavy-traffic sites and at toll facilities. CMRS offered broader coverage including low-volume sites and virtual stations," said Warren Hoemann, transportation consultant for HELP Inc., during a webinar it hosted in April.

But which is better? The TTI study revealed, both.

"Carriers and enforcement alike must choose which technologies fit

best for each location," Hoemann said.

When evaluating which you should choose, Hoemann advised asking yourself a few questions, including: where do you travel?; are your trucks on toll roads?; and, what percentage of bypass is acceptable for you?

If you're traveling in high-volume, high-traffic areas, RFID is the way to go, Hoemann says. As it will mean more successful bypasses and fewer trucks pulled into the weigh stations, thanks to its accuracy levels.

Similarly, if you travel on toll roads, Hoemann says to get a transponder, as only RFID transponders are approved for toll transactions.

If you're fine with a lower percentage of successful bypasses, you can get away without using a transponder and only using a CMRS-based app.

"There will be more pull-in alerts with CMRS," Hoemann said. "That's just reality."

In conclusion, Hoemann said: "Good, better and best. From Pre-Pass, the good is the PrePass Motion app. It's convenient and it offers bypass coverage. Better is the RFID transponder. But the best is you can have both. For trucks equipped with the transponder, there is no downside to adding the app." **TN**

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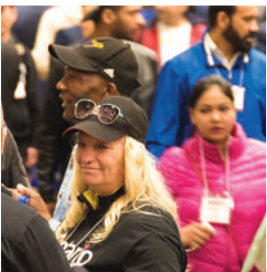

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June 2019 • Truck News – East 25

Household goods mover named Highway Star of the Year

Continued from page 1

Pridmore became so reliable that Campbell Moving would count on him to handle the majority of its VIP moves. These included Prime Ministers, an astronaut, and a roster of NHL hockey players. The highlight?

“We moved Jason Spezza and he was so excited he came to work in his slippers,” friend and co-worker Mike Jingras quipped.

True story, the diehard Senators fan acknowledged, admitting he forgot to put on his boots that day. Pridmore has decorated his truck in Ottawa Senators decals and contributed it to local charity drives and

parades. Another memorable move involved relocating Marian Hossa after he was traded from the Senators. Pridmore had just purchased his jersey two days earlier.

“I said, ‘You owe me \$200,’” he joked.

The household moving gig has given him many memories, and he has hundreds of pictures of the most interesting of those adventures. When he moved Julie Payette, a Canadian astronaut, to the U.S. about 20 years ago, he gained access to normally restricted areas at NASA.



Ron Pridmore was presented with an oversize check for \$10,000 at ExpoCam for being named Highway Star of the Year.



Ron Pridmore

“I usually take care of their most concerned piece right away and when they see that’s done, it tells them there’ll be no problems. Most people leave.”

— Ron Pridmore

Pridmore bought his first truck in 1984, and just recently sold his latest highway tractor. He’s focusing now on overseas moves using containers so he can be home more often with Claudette, his wife of 40 years. But it doesn’t mean the type of work will be any simpler. One of the biggest challenges facing movers is navigating residential areas, which are usually not designed to accommodate heavy trucks.

“A lot of times we have to do a shuttle. We have to have a small truck to load the furniture in and then reload it in our truck. We always have low wires to deal with, bad parking, double parking. Winter time is the worst,” Pridmore explained.

And neighbors aren’t always cooperative, either. Jingras recalled a move where a neighbor called the city bylaw officers to complain of the truck’s location. Pridmore and Jingras promised to move the truck anytime she wanted out.

“We always do that,” said Jingras. “So, the lady kept going in and out all day. The sixth time, her car stalls in the middle of the street and she says ‘Can you push me?’ We have to take care of it and be polite about it.”

“It’s funny, the things you have to deal with it,” Pridmore added. “You can’t get mad.”

And it’s hard to imagine the soft-spoken, affable Pridmore ever

getting mad. He has a friendly demeanor, which helps him to immediately make customers comfortable. After all, he’s handling their most valued possessions.

“We get them on our side very quickly,” he said. “You’ve just gotta be good, make sure everything is wrapped in the house. I usually take care of their most concerned piece right away and when they see that’s done, it tells them there’ll be no problems. Most people leave.”

Last year, Pridmore said he had no damage claims.

Loading the truck is an “art,” according to Pridmore. “It’s to the roof. Everything is taken apart and every little hole is filled.” Most loads gross close to 80,000 lbs.

While he thinks of himself as more of a mover than a trucker, Pridmore admits to enjoying the time behind the wheel.

“The driving is nice,” he said. “You get to relax and recuperate.”

Pridmore was joined by Jingras at the award ceremony in Montreal. The two have worked together for more than 20 years and share an obvious camaraderie.

“We have a lot of fun on the job. We laugh all day,” said Jingras.

“We make the job fun,” Pridmore added.

But after 40 years on the highway, Pridmore welcomes the opportunity to be at home more with his wife

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Pridmore proudly displays his passion for the Ottawa Senators, and has had the opportunity to move many of them over the years. The highlight was moving Jason Spezza to Dallas, he says.



In his spare time, Pridmore enjoys building model trucks, including tribute trucks he makes for the families of fallen professional drivers.

Claudette, who is battling breast cancer. It's a cause Pridmore has taken to supporting personally. When he moved Maple Leafs star Patrick Marleau to Toronto from San Jose, Calif., he was given an autographed stick as a thank you. Pridmore sold it for \$1,000 and donated the money to the Breast Cancer Foundation.

"She used to come with me (on the road)," Pridmore said. "She couldn't anymore. It was too hard."

He also builds customized model trucks. His favorites are "tribute trucks," which he builds for the fam-

ilies of fallen truckers, with their loved one's image in the window. He's also been called on to make some unexpected moves of a different type, one of which got him a mention in the local newspaper. In the early '80s Pridmore was doing a move in Ottawa during the winter. The snowbanks were piled high and a young lady got out of a taxi wearing a full leg cast. Unable to climb over the snowbank, Pridmore and his partner picked her up and carried her up the three floors to her apartment.

Asked for his reaction to winning the award, Pridmore said "I'm very humbled. It was a bit of a shock."

But then, as always, he quickly followed that up with a joke. "I mean, I paid a lot of money for publicity. Billboards and stuff."

Asked what he's most proud of during his career, Pridmore cited his 40-year accident-free driving achievement as one that he cherishes.

"That's why I took the train here," he quipped. "Just to be safe."

The Highway Star of the Year award is presented by Newcom Media, and sponsored by Freightliner and Eberspaecher. Pridmore took home \$10,000 in cash, additional prizes from sponsors, and enjoyed a trip for two to Montreal to accept the award. **TN**

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Isuzu enjoys record year in Canada



TORONTO, ONTARIO

Isuzu has announced it registered the most low cab forward trucks in Canada in 2018 for the first time in several years.

Dealers retailed 1,690 trucks, a new record for Isuzu in Canada. It cited IHS Markit registration data to confirm it sold more low cab forward trucks here than any other company.

“Despite Isuzu’s relatively recent arrival in Canada, we have more than doubled our sales while increasing our market share by over 20% in the Classes 3-5 low cab forward segment. Four factors worked in our favor to make 2018 a banner year,” said Shaun C. Skinner, pres-

ident, Isuzu Commercial Truck of Canada, “those factors being the loyalty of our customers, the dedication of our dealer body, the hard work of our field force and the superiority of our product line.”

He added: “We anticipate that we will continue our momentum in 2019. Unemployment is low, housing starts are expected to run at strong levels, and consumers continue to turn to online retailers, meaning an increasing need for delivery trucks. With a lineup that ranges from Class 3 to Class 6 and includes diesel, gasoline, LPG and CNG engines, we are well positioned to make 2019 another record-breaking year for Isuzu.” **TN**

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Jimmy Zborowsky
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CN partners with Lion

MONTREAL, QUEBEC

CN announced recently that it has signed a Memorandum of Understanding (MOU) with The Lion Electric Co. for the conception, design, and manufacturing of eight tandem axle, Class 8, zero-emission, electric trucks.

According to CN, the trucks will be deployed in cities across the CN network such as Vancouver, as well as the Greater Toronto, Montreal, and Hamilton areas. They will be tested for different tasks from urban delivery, container shuttle service, to port operations, and cross-town service.

The trucks will be custom-built to withstand the North American climate and road conditions. They will also produce no noise pollution and are set to remove 100 tons of greenhouse gas emissions from the road each year.

“This project is an example of CN’s commitment to sustainable business practices,” said Mark Lerner,



vice-president of marketing and business development at CN. “By using these zero-emission trucks in different settings, we want to identify where these trucks can make the most impact on how we serve our customers and reduce our emissions. Over the last 25 years, CN has already reduced greenhouse gas emissions from its locomotives by 40% and we are constantly looking for innovative ways to continue down that path.”

Delivery of the trucks is expected in the summer of 2020. The terms of the MOU were not disclosed. **TN**

LCS turns 40

WILLIAMSHIRE, NEW YORK

Load Covering Solutions (LCS) is celebrating its 40th anniversary this year, and plans to expand its line of aerodynamic products over the coming decade.

The company celebrated the milestone at the Mid-America Trucking Show in March.

“For 40 years, LCS has listened to our customers and responded to the North American trucking industry’s changing load covering needs by continuing to improve our flatbed products,” the company said in a press release.

Its computational fluid dynamic (CFD)-tested aero devices include the Windmaster Bullet, a round

top slide kit said to reduce drag by 11.81%, the Windmaster GR8LOOK, CFD-tested to reduce drag by 5.17%, and the Windmaster Smartlook, which testing showed gave a 9.96% reduction in drag.



Load Covering Solutions celebrated its 40th anniversary at the Mid-America Trucking Show.

“Windmaster bulkhead aerodynamic devices are tested up against flat aluminum bulkheads at 100-inches high at 65 mph,” the company said. **TN**

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Nikola shows hydrogen-electric truck to the world

Continued from page 1

with some 700 sites expected to be operational in the U.S. and Canada when Nikola trucks start hitting the highway.

It's an ambitious plan, but one that Nikola executives – and especially its founder – seemed unfazed by.

“This is our time to shine,” Milton said.

Unlike other truck makers, including Tesla, which are working on fully-electric Class 8 trucks, Nikola is the only one to have announced a hydrogen-electric variant. The hydrogen fuel tank acts as a range extender of sorts, providing a range of up to 700 miles. It will also offer a pure electric version for shorter distance regional haul applications. Milton expects about 80% of orders to be for the hydrogen-electric Nikola.

“One size doesn't fit all,” he said. And if that's not ambitious enough, the company wants to derive its hydrogen from renewable solar and wind power sources. It is also looking to completely change how trucks are financed, and will offer a bundled lease that includes seven years worth of fuel and tires, in addition to the truck itself and all maintenance, which will be provided by Ryder. All this for an anticipated 95 cents a mile U.S., according to chief financial officer Kim Brady.

“How great would it be for your management team and chief financial officer, to be able to say, ‘I can predict my costs for the next seven years’?” asked Brady.

Nikola president Mark Russell said the company will also sell trucks outright, if that's the customer's preference, and will entertain other combinations thereof. But customers will buy the hydrogen fuel from Nikola, which believes it has the most cost-effective, on-site production capabilities available. Every fueling station will produce its hydrogen on-site so that transportation isn't required, making it even cheaper and more environmentally-friendly.



The Nikola semi was built from a clean sheet design, and abandons traditional styling norms.

“How great would it be for your management team and chief financial officer, to be able to say, ‘I can predict my costs for the next seven years’?”

– Kim Brady, CFO, Nikola

Many fleets were in attendance at Nikola World, including Bison Transport and Loblaw from Canada. More than 14,000 trucks have been ordered already, which will take more than three years to build. Russell said the company has stopped taking orders for now, so it doesn't extend its backlog further. Anheuser-Busch placed orders for 800 Nikola trucks and vice-presi-



Nikola founder Trevor Milton (far right) takes questions about the design of the hydrogen-electric semi.

dent of sustainability Ingrid De Ryck is excited to take delivery.

“These will play a key role in our plans to convert our entire longhaul dedicated fleet to renewable-powered trucks by 2025,” she said.

Milton shrugged off any concerns about the truck's ability to perform in cold climates, and some of its 700 hydrogen stations will be built in Canada. When

Truck News asked him about this, he mentioned Nikola is building the world's most advanced fuel cell lab, where testing will occur in temperatures ranging from -30 F to well over 120 F. Anheuser-Busch has volunteered to work with Nikola to road-test its first batch of trucks and will be a close partner as the truck gets real world-validated. **TN**



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Beyond the curtains

Power, style, and comfort among Nikola semi highlights

By James Menzies

SCOTTSDALE, ARIZONA

A thousand horsepower per drive axle, 2,000 lb.-ft. of torque and only 15 minutes to fully fuel an 80-kg hydrogen tank were among the technical highlights touted by Nikola Motor Company as it showcased its line of Class 8 semis at its first-ever Nikola World event here April 16-17.

That can give the company up to 700 miles of range with a total cost of operation that will rival or beat diesel, the company claimed.

The truck was designed from a blank sheet, which Nikola CEO Trevor Milton said was an advantage.

“It all came down to styling, aerodynamics, and efficiency. That was the center focus for this truck when we built it from the ground up. How do we build a truck unlike anything that’s ever been built?” Milton said in front of about 2,000 Nikola World attendees. “We built this thing from the ground up to be different.”

But while it’s one thing to build a truck that looks different, it must also perform as well or better than diesel trucks do today, Milton acknowledged.

“We had to have something that’s high-performance as well. And on top of that, if you don’t have a low enough total cost of ownership, nobody is going to buy it. You almost have to beat diesel in every category,” Milton said. And that, he added, is what Nikola is doing. Traditionally, zero-emissions trucks have failed to gain acceptance because they were too expensive, lacked power, and couldn’t be worked on by existing maintenance staff.

“The hardest part is building something you can actually service afterwards,” said Milton. The company addressed that by partnering with Ryder to supply maintenance across North America.

On why Nikola is producing both a hydrogen-electric and a fully-electric version of its semis, Milton said it comes down to storage capacity. The 80-kg hydrogen tank can store more than 3,000 kWh of energy, while adding only 160 lbs to the vehicle. It would take 30,000 lbs of batteries to equal that, Milton said, and that’s why the Nikola can get a range of up to 700 miles, making it viable on



The interior is like no other truck on the road, with the door placed behind the driver’s seat and the seat moved four feet forward.



People lined up for an opportunity to step inside the Nikola truck on display.

longhaul routes. By contrast, the fully-electric Tesla Semi has a third of the energy storage capabilities of the Nikola hydrogen-electric truck, Milton claimed.

He also said a hydrogen-electric truck weighs about 5,000 lbs less

than a fully-electric vehicle, affording additional payload.

A neat feature on the Nikola – and one it has had to fight for vigorously against patent infringement – is its mid-cab entry door, which is located behind the driver’s seat. That driver seat was moved four feet forward compared to a traditional diesel, since there is no longer a diesel housed in front of the driver. This has also given Nikola the opportunity to improve aerodynamics with an aggressively sloped hood. The driver’s forward seat position also enhances visibility.

When the driver unlocks the truck, three steps automatically deploy, allowing easier entry into the cab with four points of contact. Regenerative braking allows for faster and more effective braking and shorter stopping distances, Milton claimed.

Jason Roycht, vice-president of Bosch Commercial Vehicles, said his company has worked closely with Nikola on integrating technologies, including cameras that replace mirrors.

“We like this for aerodynamic benefits. We also like it for enhanced safety,” he said, noting the cameras can eliminate sunlight reflection and show the driver exactly what they need to see at any given time.

“The great thing about cameras,” added Milton, “is you can put them all over the place. The software is so advanced it can tell what the driver wants to see and display what that driver wants to see.”

For example, the driver will get a different view when the truck is in reverse than when it’s headed down the highway. And cameras can alert the driver to a car that’s coming up on its rear at high speed – something they otherwise may not see until too late.

“Current mirrors have no logic behind them,” said Milton, noting the

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addition of color can help drivers more quickly process what they're seeing.

The entire interior is digital, with a 21-inch 4K display infotainment system and a 13-inch instrument cluster. Voice-activated commands allow the driver to adjust settings without taking his or her hands off the wheel. For instance, they can verbally instruct the truck to adjust the climate control on either side of the cab, or to turn on seat warmers.

Nikola also aims to eliminate problems related to key management, by eliminating the keys altogether. Drivers can control the door locks using a personalized app. When the driver approaches the truck, it will recognize him or her and automatically deploy the steps and set the interior temperature. This will also enhance security, officials said, and if a driver loses their phone, they can override the security systems using a series of codes.

"They keyless entry stuff Bosch is doing pretty much makes it impossible for trucks to be stolen," Milton said. "It prevents unauthorized access."

Heck – the truck can even improve pet life. Milton, a dog lover, said continuous noise has a negative effect on dogs, but the silence of an electric motor won't hurt their ears. And they can be safely left in the truck with the cab temperature set at a comfortable level; if there is a change in temperature, the driver will be notified via the app. The windshield will display the interior temperature so passers-by know the pets are comfortable.

Steve Jennes designed the Nikola truck, beginning in 2015.

"We had a clean sheet of paper," he recalled. "We wanted something the industry hadn't seen before."

Priorities, he said, were a clean, simple profile with dynamic windows.

"From the front, I wanted a stance to the vehicle that was impactful," he added, noting he drew inspiration from high-speed bullet trains in Europe and Asia. The wheelbase

IN TREVOR MILTON'S WORDS



Nikola Motor Company founder Trevor Milton is a visionary and a showman. The charismatic entrepreneur is not shy to voice his opinions or promote his vision. Here are some of his more colorful quotes from Nikola World, held in Arizona April 16-17.

On Tesla's goal to launch an electric semi: "We don't want them to fail. Personally, I'm always rooting for them to win."

On comparisons to diesel: "We designed something that will beat diesel in every category."

On the future of diesel: "I believe in the next 10 to 15 years, diesels will be banned all around the world. Even here in the U.S. for a lot of states. We don't want to be stuck in a situation where we're forced to react; we wanted to be a leader."

On Nikola's ability to solve the driver shortage: "This is Nikola's chance to bring more women into the trucking world. It's a truck they can be proud of driving and a truck they can feel safe driving."

On his vision: "There were times when we leveraged our home to make this company succeed. I've dedicated my entire life to this."

On the company's achievements to date: "We've solved complex problems that no one else did. We did it first."

measures 210 inches, but designers hope to get that down to 190 inches before entering production in 2022. The Nikola Two day cab boasts a tremendous amount of space behind the driver, since the driver's seat has been pushed forward by four feet. Nikola plans to install an office environment back there. Its weight rivals that of traditional diesel day cabs today.

Interior materials are high-end leather and suede. In fact, Nikola made visitors put on plastic gloves before entering the cab, so the high traffic wouldn't harm the finish. It's the first time this truck writer has been asked to wear gloves before stepping into a truck.

"The fit and finish is what you'd expect from a high-end automobile," Milton said.

He added the luxurious design could help attract more drivers to the industry, including women, who will be comforted by the safety features.

The rear fenders look like they were borrowed from a Lambo, but Milton said they're also functional, reducing drag for improved fuel economy. The headlights are also sleek; Jennes said he issued the challenge to his staff to find the thinnest, brightest headlamps anywhere. The truck was demonstrated on a short track, but test drive evaluations have not yet been permitted. Nikola plans to build more prototypes and to get them into field testing well before the commercial launch in 2022.

But what about the fuel?

As with any alternative fuel, there is always debate about the chicken and the egg scenario. Why would fleets buy an alt-fuel truck when the fueling infrastructure doesn't exist? And why would anyone build the fueling infrastructure when there aren't trucks out there that use it?

That conundrum doesn't exist when it comes to hydrogen, Nikola

officials claimed, since the company controls the roll-out of both the hydrogen-electric trucks it's producing and the fueling network that will keep them going.

"We are talking about bringing simultaneously, a fuel cell Class 8 truck and hydrogen stations to market at the same time starting in 2022," said Jesse Schneider, executive vice-president, hydrogen and fuel cell technology with Nikola.

The company has partnered with Nel to build the fueling stations and produce the hydrogen that's needed on-site. It's aiming to fill trucks in 10-15 minutes. Its first hydrogen station is already up and running near Nikola's Arizona headquarters, and it plans to build 10 eight-ton-per-day sites in the near future. By the time the Nikola semi goes into production in 2022, the company claims it will have some 700 fueling stations operational in the U.S. and Canada.

Jon Andrew Lokke, CEO of Nel, said producing hydrogen on-site is more cost-effective and reduces the need to transport the fuel and produce emissions. Every hydrogen fuel station built for Nikola trucks will also be capable of filling light-duty hydrogen-fueled cars.

The Arizona station in use by Nikola today can store just one ton, but is already one of the largest gaseous hydrogen storage facilities in the world. Solar panels will be mounted on the dispensers and the facility roofs, to produce fully renewable hydrogen. Nel supplies the electrolysis equipment to split the water from the hydrogen.

Most stations, which will be located near truck depots, will have a capacity of eight tons per day. The retail price will be about \$6 per kilogram – about half of what most hydrogen customers around the world currently pay, Lokke said.

The first eight-ton station will be built soon at an undisclosed California location with a test fleet nearby. **TN**



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Human Factors

Labor market information

Why it matters

As we educate the government on our need for workers, advocate for our fair share of skills and training development dollars, and promote career and economic opportunities in this industry, one thing is clear: we need more than anecdotes about how tight the labor market is right now. We need good data.

At Trucking HR Canada, we are working hard to quantify the industry's current and future demand for skilled drivers, dispatchers, technicians, administrators, managers, and more.

In partnership with the Conference Board of Canada, we are embarking on the largest national labor market study the trucking and logistics sector has ever seen.

Here's a snapshot of where we're at, and where we're going:

Defining the scope

We started our study by defining the scope, size, and key segments of the industry. Trucking and logistics is larger than we think when we factor in warehousing, storage, freight brokering, and more. How we define ourselves and our economic impact is important.

As the competition for workers intensifies, a clear and consistent definition of what our industry encompasses will inform a more accurate assessment of our overall workforce numbers and impacts.

More consistent data

This definition, what we call our "labor market information framework," will allow more consistent data capture, analysis, and modeling which, in turn, will support a more accurate measurement of supply and demand for trucking and logistics services.

Instead of the piecemeal approach we have now, our study will provide much-needed consistency and credibility in terms of how we measure the scope and size of the industry.

Leading indicators

Trucking HR Canada's preliminary analysis, which includes recent data from Statistics Canada, labor force surveys, and the Conference Board's own transportation-specific studies, supports our narrative with concrete numbers.

Trucking and logistics has a 6.6% vacancy rate, one the highest across all industries and more than double the national average of 3.2%. This is despite the fact that the driver workforce, which is approximately 318,000 people, is at a five-year high. Studies suggest that there are more than 20,000 vacant driver positions today.

Additionally, our definition of trucking and logistics – which

includes commercial freight as well as activities in natural resources development, construction, manufacturing, and wholesale/retail trade – indicates a workforce much larger than we thought, meaning our economic impact deserves attention.

We need your voice

Capturing labor force statistics is important, but the real work will involve collecting primary data. This means talking directly with fleet owners and human resources professionals to produce a more complete picture of the current and future demand for jobs and skills that employers are looking for.

Trucking and logistics has a 6.6% vacancy rate, one the highest across all industries and more than double the national average of 3.2%. This is despite the fact that the driver workforce, which is approximately 318,000 people, is at a five-year high.

Over the next few months, Trucking HR Canada will be reaching out to fleets of all sizes, in all regions, and in various segments of the industry. The surveying will take some time, but we believe that more sources will produce more credible and accurate labor market information.

And this, in turn, will mean better-informed policy makers, educators, training providers, and HR

professionals – those on the front lines of ensuring we have a skilled workforce today and into the future.

We look forward to working with you in making it happen. **TN**



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

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Is Ontario really open for business?

The issues involving spring weight restrictions have not been addressed and need to be brought to the fore-front once again. These laws have been around in most Canadian provinces since 1949.

They vary by jurisdiction, but for the most part reduce loads allowed on designated secondary highways by 10% to 50% of weights allowed during normal conditions. Most provinces exempt certain commodities and essential services from these limits.

The reason for frost laws are justifiable. Reducing loads during thaw periods limits damage to our roadways and saves significant dollars over a road's lifecycle. Each jurisdiction has its own variance of regulations, so I am going to concentrate on Ontario regulations. In Ontario, the reduced load period runs from March 1 to April 30 in the south, and March 1 to May 31 in the north. Vehicles operating on these roads are limited to 5,000 kgs per axle.

The Private Motor Truck Council of Canada (PMTCC) agrees these laws are needed to protect our infrastructure, however we need to realize that life and industry must continue for businesses that operate and are located



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

on these roadways. Exemptions in place currently in the Highway Traffic Act (HTA) demonstrate governments of the day were aware of this, however these exemptions have not been updated since they were originally put in place 60-plus years ago.

Here are some examples of how the exemptions are outdated:

A limit of 5,000 kgs on all axles, including steer axles, creates a major problem that cannot be rectified by the carrier. A lot of vehicles today, especially vocational trucks, are manufactured with 9,072-kg front ends. The weight on the steer axle of these vehicles is over the 5,000-kg limit when empty. These vehicles can't legally operate on the road at all under current regs. A simple solution is to exempt the steer axle from this restriction or increase the limit to 7,500 kgs on the front steer.

Continued on page 37

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Insights

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Continued from page 35

Partial exemptions that allow certain vehicles to carry 7,500 kgs on the axles is a good compromise. It shows that the legislators understand certain vehicles still must be allowed to operate at reasonable weights to allow business to continue. The problem with this exemption is the limitation on who can utilize it. The list includes two-axle tank trucks used for heating fuel and two-axle trucks used exclusively for feed. While these laws made sense decades ago when they were created, they are extremely limiting and no longer serve the purpose they were created for.

Farm operations and associated businesses have evolved over the years. The majority are no longer small operations with a few hundred acres or animals. A lot are now big businesses, operating thousands of acres of land and animals. The amount of product that needs to be delivered has increased substantially and is delivered with multi-axle vehicles. When the laws were created, the majority of vehicles delivering these essential products were two-axle trucks, which is no longer the case, and has not been for decades. This exemption needs to be updated to 7,500 kgs per axle, regardless of the number of axles on the vehicle. The current exemption in today's reality amounts to no exemption at all.

The 7,500-kg per axle exemption is already in the HTA, as any truck transporting live poultry is allowed 7,500 kgs per axle, regardless of the number of axles. It would make sense to extend these exemptions to the trucks that supply heat and feed to these animals. Our membership also questions why this exemption exists for poultry only. It is just as important to remove and supply all forms of livestock. The exemption for poultry only is simply baffling.

Full exemptions exist for municipal trucks, waste trucks, public utility vehicles and milk trucks. We completely understand the need to exempt municipal, waste and public utility vehicles. What we do not understand is why a milk truck is exempt, while a truck supplying livestock, feed and heating fuel is not?

It seems to us one is just as important as the other. Under this exemption, trucks removing milk are exempt, however the trucks that supply the feed or heat for the animal that produces the milk are not. If we have no heat or feed, there is no animal to produce the milk.

One of the Ontario government's current slogan's is: Open for Business. The reduced load file in the HTA needs to be updated for the agriculture and heating fuel sector, as these laws currently have these industries "closed for business" for a significant portion of the year. **TN**

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Tax Talk

What your software won't tell you

This year more than 91% of all T1 income tax returns were filed electronically, either by professional tax-preparers or by individuals using tax-prep software. That's up from 78% five years ago.

While few people relish the idea of preparing tax returns, Canada Revenue Agency has made filing them pretty straightforward. There are two ways to file a return electronically: EFILE is a service for accountants and others to file returns to the CRA on behalf of their clients; NETFILE is for individuals who want to file using CRA-authorized software.

Like other types of software, it's important to understand what tax-filing programs can and cannot do, and what you're paying for. Because there's a difference between filing a return and actually preparing one. Most do-it-yourself tax software has some sort of question-and-answer mechanism to come up with information but that's where the conversation ends. Let's take a look at how that might play out.

Income splitting with spouse: I realize that Mr. Trudeau has made this a touchy subject, with all sorts of new rules. But the bottom line is if your spouse helps run your com-

pany, you can pay him or her reasonably for their time and effort. That alone might generate a tax savings. But there might even be a long-term benefit. Say your spouse's tax payable bill is 50% CPP and 50% income tax, versus yours which is 100% income tax. Which is better? Your spouse will get the CPP back one day. The tax paid never comes back. Is your tax-prep software programmed to dig that deep and ask that question? You may never know.

New service vehicle: Between capital cost allowance and loan interest, any changes here can have a significant effect on your tax bill. Adding a vehicle and showing the disposal of the old one are not easy concepts for software to explain to you.

Tuition from the kids: The number of times I've had to chase clients to chase their kids for tuition receipts is incalculable. But the difference a tuition donation makes sure isn't, especially if the amount is transferred over to mom and dad's return.

Rent: Those same kids, if they moved to go to school in Ontario, can claim their rent. It's not a tax deduction but it contributes to their Trillium benefit calculation.

The more money the kids get from the government, the less they may ask from you.

GST/HST from meal claim: If you made a TL2 meal claim on your tax return look at Line 457. If it's blank you left money on the table.

Trucking expertise: A client of ours who closed his trucking business in 2018 took his tax info to an accountant who specialized in Uber drivers because that's what the trucker did for the remainder of the year. This specialist called with all sorts of questions about the trucking



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

statement we had prepared. Good for her for asking but I could tell it wasn't sinking in. A few hours later our client called wanting us to do his tax returns. Our trucking expertise trumped the Uber expert. **TN**



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Weighty issues

Weight fluctuations could be a sign of metabolic syndrome

We all know that an active lifestyle really benefits our overall health. Unfortunately, trucking limits your ability to engage in regular physical activity.

As a result, occasional weight fluctuations may cause you to temporarily let out your belt a few notches, or reach a little further to engage your seatbelt. Although slight weight changes are normal and manageable, if your weight gain is excessive and the extra pounds have mostly settled in your waist and trunk, you may be affected by a more serious condition: metabolic syndrome.

Metabolic syndrome, a weight condition impacting one-third of

North American adults, is often first recognized because of body shape changes. For a man, his body has assumed the shape of an apple, and for a woman, hers has taken the shape of a pear.

It is a cluster of three or more conditions that occur together, and is a serious condition where fat accumulates in organs that don't usually store fat, such as the liver. Metabolic syndrome increases your risk of stroke, heart disease, and Type 2 diabetes.

Some signs of metabolic syndrome are increased blood pressure (over 130/85); elevated fasting blood sugar (over 100 mg/dL); reduced good/HDL cholesterol

(under 40 mg/dL for men and 50 mg/dL for women); high triglyceride levels (over 150 mg/dL); and excess body fat around the waist (over 40 inches for men and 35 inches for women). Although the symptoms of most of the conditions clustered in metabolic disorder may go unnoticed, those of diabetes (fatigue, blurred vision, and increased thirst and urination) and a growing waist circumference are more apparent.

Even though this syndrome is closely linked to being overweight, obese or inactive, it can also result from insulin resistance – a condition that reduces cells' ability to utilize sugars.



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

During normal digestion, your system breaks down the foods you eat into sugar, which is then used by your cells as a fuel. Insulin, a hormone produced by your pancreas, helps the sugar enter your cells. However, for people with insulin resistance, the cells don't respond normally to insulin, preventing glucose from entering the cells easily. As a result, blood sugar levels continue to rise, which triggers the pancreas to produce more insulin, creating a harmful imbalance.

As you age, your risk increases. However, whenever possible, take steps to address the following risk factors: if you have coronary artery disease; if you carry too much weight, especially in your abdomen; and if you have a family history of Type 2 diabetes, or if you had diabetes during pregnancy.

Your risk is high if you have sleep apnea, non-alcoholic fatty liver disease, or a hormone disorder, such as polycystic ovary syndrome.

Ethnicity is also a factor, especially if your background is African, Aboriginal, Asian, Pacific Islander, or Hispanic. Your risk is greatest if you are a Hispanic woman.

Even though some of these risk factors are unavoidable, by committing to a healthy lifestyle you may prevent the clustered conditions that develop into metabolic syndrome and also improve your overall health. Maintain a healthy weight – losing seven to 10% of your body weight can reduce insulin resistance and blood pressure and decrease your risk of diabetes. Improve your diet – eat plenty of vegetables, fruits, lean protein and whole grains, while limiting your intake of sugar-sweetened beverages, alcohol, saturated and trans-fats and salt. Avoid smoking.

Add exercise; aim for at least 30 minutes of physical activity most days. In your downtime, get moving. Walk around the yard, do a few chin-ups, squats or push-ups, or stretch – anything to get your heart pumping. As well, manage stress – add physical activity, meditation or yoga to your day.

However, when making these aggressive diet and exercise lifestyle changes are not enough, your doctor may recommend medications to help control cholesterol, blood sugar and blood pressure levels.

So, if you carry extra weight around your middle, make sure it doesn't become a dead weight. **TN**



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Back Behind the Wheel

Coping with seasonal allergies

Although we have had a fairly cool and wet spring in many parts of Canada, it is fair to say that summer will eventually arrive. With that being said, allergy season will also soon arrive.

Hay fever, also known as allergic rhinitis, is caused by the body's allergic reaction to allergens such as pollen, grass, dust mites, or pet dander. Hay fever affects approximately 20% of the population in North America.

Although hay fever is not a life-threatening condition, symptoms can significantly affect a person's performance at work. The good news is hay fever is fairly easy to treat.

The cause of hay fever is the immune system's overreaction to harmless airborne substances. When the immune system comes in contact with these substances it releases chemicals, such as histamine, into the bloodstream. It is these chemicals that are responsible for the symptoms of hay fever.

The symptoms of hay fever usually develop during childhood or early adulthood, although, it can begin at any age. Common symptoms include running nose, nasal congestion, watery eyes, as well as sneezing and coughing.

Hay fever is usually more of an irritating condition than a significant medical problem. However, the symptoms of hay fever can significantly reduce the quality of a person's life. In severe cases, hay fever can lead to absences from work.

Hay fever is usually diagnosed by your doctor after taking a detailed medical history and conducting a physical examination. Your doctor may also recommend undergoing special testing to identify what specifically you are allergic to. A common test is called the skin prick test. This test involves pricking the skin with small amounts of possible allergens and monitoring your body's response.

A positive reaction would cause a small raised bump on the skin. Blood testing can also be performed to measure your body's immune response.

The good news is hay fever is treatable. The first form of treatment is to avoid the substances that cause your reaction. However, this is not always the most practical solution.

In mild cases, over-the-counter medications may suffice. Antihistamines are the most commonly-prescribed medication for hay fever. These medications work by blocking histamine, which is responsible for many of the symptoms associated with hay fever. It is important to note that some of these medications may cause you to become drowsy. So, it is important to discuss it with your physician before taking any of these medications when you drive for a living.

Nasal corticosteroids are used to

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

reduce nasal inflammation and runny nose. These are administered in the form of nose sprays. Another group of medications are called decongestants. There are several side-effects associated with decongestants, which include increased blood pressure, insomnia, irritability, and headache. As such, they are designed for short-term use only.

Discuss your particular case with your doctor, and he or she will be able to advise you as to which medication is best for you. Until next month, drive safely. **TN**





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Safety

NTSB touts benefits of collision avoidance systems

WASHINGTON, D.C.

Collision avoidance systems should be made standard in all highway vehicles to save lives, according to the National Transportation Safety Board (NTSB).

In a recent webinar it hosted titled *Benefits and uses of collision avoidance systems*, a number of industry experts sang the praises of the technologies. According to the NTSB, through its various studies, forward collision avoidance systems are a crucial component in helping save lives on the highway.

"We found in our 2015 study that collision avoidance systems could have prevented 1,700 fatal rear-end collisions annually," NTSB board member Earl Weener said in the webinar.

Between 2012 and 2014, the NTSB found that close to half of all two-vehicle crashes were described as rear-end collisions. Of these crashes, it has been found that 87% are the result of a driver failing to pay attention to the traffic ahead.

In its 2015 study, NTSB analyzed nine commercial vehicle crashes it believes would have been prevented if collision avoidance systems were in place. After the study was released, passenger vehicle manufacturers promised to have automatic emergency braking standard on all new vehicles by 2022.

While NTSB said this is a step in the right direction, it still thinks more can be done.

NTSB wants collision warning and automatic braking systems in all commercial vehicles as well as passenger vehicles.

NTSB advises commercial fleet owners to transition fleets to vehicles that already have these systems in place.

However, Todd E. Porter, vice-president of safety at Sentinel Transportation, who has his fleet equipped with such technologies, warns that owners should prepare adequately for this new technology.

"Technology is good, technology works, however there are things that need to happen to make sure technology works properly," he explained in the webinar. "So, first we need to understand technology and what it can and can't do. You can't just put the technology in and hope that it works."

He advised fleet owners to have adequate training for drivers when installing such technologies.

"Technology interacts with human beings, and they need to know how it's going to impact them, and how they need to work with the technology to get the most benefit out of it," he said. "As opposed to fighting the technology." **TN**

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Lift truck work environments need safety management system

By James Menzies

MISSISSAUGA, ONTARIO

If you operate lift trucks at any of your facilities, you better have a safety management system (SMS) in place. That was the warning from David Mustard of Workplace Safety & Prevention Services, when speaking at the organization's Partners in Prevention conference April 30.

"It is basically a management tool to reduce risk and prevent occupational injuries, illnesses, and fatalities," he explained. "The goal is to identify and then eliminate or control all hazards and risks."

An SMS is a proactive way to reduce workplace injuries involving lift trucks. "The time of reactive is gone," Mustard said, noting the cost of a workplace injury to a business is four to five times the employee's wage. Incurring workplace injuries is also bad for business. Mustard pointed out customers can use the WSIB's Compass tool (www.compass.wsib.on.ca) to find a detailed workplace injury history of any company, knowing only its name.

"All your stats show up," he warned. He encouraged attendees to do this before allowing their kids to accept a job at any warehouse.

If your business doesn't have a safety management system in place, Mustard said it should implement one. It begins with buy-in from senior management.

"Do you have senior management support? If you don't, is there any point at all in going forward? You're wasting your time and energy," he said. "You have to get a commitment from senior leadership first."

A project team should be created, that is committed to implementing the system correctly. The system should be piloted before being rolled out across the operation, Mustard explained.

"It's hard to get it right the first time, so do a pilot run," he said.

Training and communication are also important elements of an SMS. All parameters of the program should be monitored, and corrective measures taken where necessary. Documentation is also important.

"If it's not written down, it never happened," Mustard said of training and policies.

The SMS should ensure proper lift trucks are spec'd with the required capacity, that operators are fully trained before using the equipment, that pre- and post-operating inspections are conducted, and that barriers separate pedestrians from lift trucks. It should also ensure there's adequate lighting, that aisles are free of obstructions, and that appropri-

ate safety clothing is worn. Other safety tips it may include involve job rotation (so operators don't become fatigued), that capacity plates are legible, and that operator's manuals are available for each piece of equipment.

Failing to have an SMS can result in some hefty fines from the Ministry of Labour. Mustard gave several examples of major fines that were given to both companies and their managers, for failing to ensure a safe workplace where lift trucks were in use. **TN**



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The anatomy of a collision

Collision reconstructionist says there's no such thing as an accident

MISSISSAUGA, ONTARIO

All collisions are preventable and 80% are due to driver distraction. That was the message from Bruce Brunsch, a retired police officer and now collision reconstructionist with Split Second Decision. He was speaking at Workplace Safety & Prevention Services' Partners in Prevention trade show and conference April 30.

Brunsch refused to refer to collisions as accidents, noting every one is preventable. As a collision reconstructionist he pieces together what caused a crash by working from the end of the crash backwards to the beginning. "I wanted to give answers for people who couldn't talk anymore, and get answers for families," Brunsch said of what drew



Drivers can focus on only one task at a time, so put cellphones out of reach.

investigated a fatality where a truck driver was run over by his friend, who was backing a trailer in the yard. "If you have to back up a long way, we get stuck looking in one mirror," he said. "This person got stuck looking in the left mirror and never came back and he ran over his friend and killed him." Brunsch suggested practicing situational awareness by parking the truck along lines in empty parking lots, getting the tires as close to the line as possible. It's a way to become comfortable with the size of the vehicle you're driving.

It's also important to leave lots of space. A car traveling at 100 km/h takes 60.56 meters to stop. When approaching curves, be aware of the "critical curve speed" – the speed at which a rollover will occur. Wet roads will reduce the critical curve speed. "Every road, every curve is different," Brunsch warned. Seatbelts must always be worn. He showed an in-cab video from a truck rollover test. The unbuckled occupant was flipped around like a rag doll, while the buckled driver was kept in position. "They're designed to help keep you in position if an airbag deploys," he said.

Brunsch also urged attendees to eliminate distractions by keeping their cellphones and handheld devices turned off, or placed out of reach. "Our brains only work on one task at a time," he said. "When you look at your phone, you're not thinking about driving." And distractions aren't limited to cellphones. Brunsch said if you're distracted by something else – whether it be an argument with your significant other, or a dispute at work – park the vehicle until you've calmed down. He left attendees with three missions: to practice seeing the big picture by scanning the horizon; to practice positional and situational awareness and learning the size of your vehicle; and to eliminate distractions while driving. **TN**



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him to the profession. He said he's investigated thousands of crashes, and all are explainable. "I've never seen a crash I can't explain," he said. "It's not an accident. There's a cause and an effect and it doesn't happen out of the ether." Brunsch shared some advice on how to prevent crashes, including "checking in" to the task of driving the moment you get behind the wheel. This includes when driving to work. "Your drive to and from work is part of your job," he said. "Don't go on autopilot." Being a safe driver also means refusing to resort to road rage because of the actions of other motorists. If a car cuts you off, don't get mad, Brunsch advised. "That person doesn't even know you exist," he said, adding they were likely distracted. "They're checked out." Getting angry makes a driver more likely to make mistakes. "We get so pissed off, we take a personal affront to it. And we get distracted by it," he explained. While a crash occurs in .10 to .25 seconds, it takes a driver 1.5 seconds to react to a situation. And reaction times can become slower as drivers age. Brunsch instructs drivers to look as far ahead as possible, and to always scan the horizon. He even advises talking out loud about what you're seeing in the distance. He also advised drivers to practice positional awareness. He

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Speeding to be focus of Operation Safe Driver Week

GREENBELT, MARYLAND

Enforcement teams will turn their focus to speeding during Commercial Vehicle Safety Alliance's (CVSA) Operation Safe Driver Week, scheduled for July 14-20.

"For more than two decades, speeding has been involved in nearly one-third of all motor vehicle fatalities," said CVSA president Jay Thompson. "That is unacceptable, especially because it's preventable. We will continue to educate the public on the dangers of speeding and we will identify individuals who are speeding on our roadways and may issue citations as a deterrent to future speeding tendencies and to affect driver behavior."

This year's Safe Driver Week will be promoted with a theme of "Late won't kill you, speeding will."

Speeding was a contributing factor in 26% of all traffic fatalities in 2017, the U.S. National Highway Traffic Safety Administration (NHTSA) reports. Driver actions also contributed to 94% of all traffic crashes, its 2015 Traffic Safety Facts says.

According FMCSA's 2016 Large Truck and Bus Facts, speeding of any kind was the most frequent driv-

er-related crash factor for drivers of commercial motor vehicles and passenger vehicles. And the Insurance Institute for Highway Safety Highway Loss Data Institute says speeding has been a factor in about one in four crash-related deaths since 2008.

During last year's Operation Safe Driver Week, speeding citations were handed out to 1,908 commercial vehicle drivers and 16,909 drivers at the wheels of passenger vehicles. Another 17 commercial drivers and 714 passenger vehicle drivers were cited for driving too fast for conditions.

But speeding won't be the sole focus of Operation Safe Driver Week. Enforcement teams will also be tracking other dangerous behaviors including distracted driving, texting, failing to use a seatbelt, following too closely, improper lane changes, reckless or aggressive driving, failing to obey traffic control devices, and evidence of drunk or drugged driving.

A 2014 study demonstrated that traffic tickets can make a difference, noting that a 1% increase in seatbelt-related citations led to a 0.28% drop in crashes, as well as reducing the number of crash-related non-fatal injuries. **TN**

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Potential potholes ahead

Expect more discrete marijuana consumption methods, more widespread medical use

By James Menzies

MISSISSAUGA, ONTARIO

More discrete methods of consuming legal marijuana are coming soon, and the number of people using medical marijuana is likely to climb sharply.

Those were a couple revelations from Jay Rosenthal, co-founder and president of Business of Cannabis, who spoke at Workplace Safety & Prevention Services' Partners in Prevention conference and trade show here April 30.

While Rosenthal hailed Canada as a global leader in the design and rollout of a legitimate national marijuana industry, he acknowledged challenges still exist, especially in workplaces. Rosenthal said 20% of cannabis users consume about 80% of the pot, so it's not likely workplaces are suddenly overwhelmed with marijuana users if they weren't before recreational pot became legal. But he did acknowledge workplaces need to have a policy.

"The evolution for workplaces is the recreational cannabis component," Rosenthal said. "Now consumers can go and buy legal cannabis and it creates challenges for

workplaces. They need to update their policies, think of how they are implemented, and communicate those policies to employees."

He said employers should also be mindful of evolving social norms. For example, employees who travel may indulge when they're on the road, or come to company functions such as Christmas parties having used cannabis. Rosenthal also noted taking cannabis discretely will become a whole lot easier this fall, when edibles and other forms of recreational marijuana are legalized. Some of these methods won't require oral ingestion, meaning saliva testing will be unreliable.

"In October, there are going to be many, many more products available to consumers," Rosenthal said, noting in markets where edibles are already available, fewer consumers purchased dry weed to smoke. "More are buying more discrete consumption methods. Edibles, oils, mints, gummies, gum, drinks, and vape pens," are a few he listed. "This has all kinds of implications potentially for workplaces."

A test that measures impairment remains elusive, as existing testing methods determine only if THC is

in the system, and that can remain there a week or more after use.

Rosenthal also pointed out the use of medical marijuana is trending up, and will continue to do so, even though recreational sales are now permitted. There are already about 350,000 medical marijuana patients in Canada and Rosenthal said that'll climb.

"In many places when recreational cannabis comes online, the medical program goes away for the most part. In Canada, the opposite has happened. The number of patients increases every day," he said.

This is because the stigma has been driven down, patients are pushing their doctors to replace traditional medications they're currently on, doctors can now better control dosage using capsules, and more research is being done to understand the benefits of medical marijuana. It's also likely insurance providers will begin covering the costs of medical marijuana.

While the legalization of marijuana has created challenges for Canadian employers, Rosenthal said it has also created a booming industry and jobs. He noted there are nine Canadian companies with market



Jay Rosenthal

caps above \$1 billion, thanks to their access to the capital markets here. Some provinces, such as New Brunswick, are actively courting producers for job creation and positioning themselves as global leaders in marijuana production.

"There is a major industry being developed here in Canada that's unique to this country and unique to the world," he said.

And while that may be small comfort to employers who don't know how to manage the prospect of impairment on the job, Rosenthal pointed out, "What is not new to the workplace is that people are consuming cannabis. Even before legalization the illegal market in Canada was estimated to be \$6 billion a year. This was not a small industry – it was just an illicit industry." **TN**

Risky drivers often double down on risk

SAN DIEGO, CALIFORNIA

Telematics data from Lytx demonstrates that drivers who engage in one risky activity are often guilty of several risky behaviors at the same time.

In 23% of the events the company scored, drivers were engaged in multiple potentially risky behaviors. For example, those who eat while

driving also tend to drive without a seatbelt or tailgate, Lytx says. The multi-tasking drivers were also twice as likely to encounter a risk as a driver engaged in just one potentially risky, distracting behavior.

While hands-free phones were used in 65% of calls last year, up from 27% in 2016, Lytx reports a 13% increase in the overall vol-

ume of risky driving behaviors that involved handheld cellphones during the same time frame.

There was a 10% increase in the volume of events in which the drivers using hands-free devices were involved in another potentially risky distraction such as eating, drinking, smoking, or using another device.

Most of the calls by commercial drivers were at speeds above 105 km/h, and a related confidential survey found that more than half the calls are initiated by family members.

"Identifying the underlying causes of risky behaviors

and addressing the dangers of multi-tasking are crucial first steps to training safer drivers," said Del Lisk, Lytx vice-president of safety services. "We recommend managers help their drivers understand the elevated risks around them, especially during peak times associated with distraction. Also, by advising drivers to make their calls or appointments before they start driving, managers can encourage them to avoid giving into these temptations."


Lytx identifies trends based on more than 160 billion kilometers of driving data. **TN**

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Do no harm

Why truckers should adopt this as their guiding principle



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

With some of the poor driving skills I've been exposed to at the hands of my fellow truckers on Hwys. 401 and 400 over the past year, I thought I would see if there was a code of ethics posted online for truckers.

I Googled "ethics for truckers" and "Canadian trucking ethics" and got nothing back. But when I Googled "Truckers code of ethics," I was directed to a number of posts, mostly out of the U.S. What stood out was that these posts were more about trucking etiquette and code of conduct rather than any specific human values or moral principles.

So, I'd like to propose a code of ethics we can apply to anyone working in any capacity within the trucking industry. It's really easy to remember because it is only three simple words: Do no harm.

I have found these three words aspirational over the years and they are especially pertinent to professional drivers.

First, do no harm to others. Safety is what we do, so this is a no-brainer – or it should be. Second, do no harm to yourself. Without self-care, without a healthy body and mind, we handicap ourselves from the outset. These are the foundational building blocks for long-term success as a commercial truck driver.

For the trucking industry as a whole, we have to recognize that we are one of the supporting structures in the society we have built, and as such we have a responsibility to not harm the society we live in. That society is global in nature for the transportation and logistics sector.

The principle of do no harm generates a range of detailed and complex conversations about our roles in the trucking industry and in broader society.

I know many of you are familiar with this principle; it is certainly nothing new. It's a principle that lives in all major religions, recognized as the law of reciprocity to many, do unto others as you would have others do unto you. From what I can see out on the road lately, we can go a long way to improving the image of the industry and that starts with an individual commitment to conduct ourselves in an ethical manner. Do no harm.

So as an individual driver, what does do no harm look like when it comes to caring for those that we share the public space with? There are thousands of specific issues. Here are a few that stand out for me: Following too closely. A couple of months ago, Middlesex OPP

in southwestern Ontario charged a semi driver with stunt driving after observing the driver tailgating for a number of kilometers on Hwy. 401 near London.

That is a big dollar fine, big demerit points, and a five-day vehicle impoundment. Look for more of that to happen. This is incredibly threatening to other drivers, especially car drivers. You know you can't stop in time. Don't do it.

Driving too fast for the road conditions is another example. This goes hand-in-hand with following too closely. You can't stop in time.

People get injured and killed as a result. Don't do it.

And then there's lack of courtesy. When I was a child, my mother always said to me, in a very kindly way, "What about your manners, Alan?"

She also demonstrated what she meant, as did my father. When you create space for yourself, there is nothing wrong with sharing that space as others need to move through it to get where they are going.

The zipper merge is the equivalent of holding open a door for a stranger while you offer up a smile.

It promotes kindness. Squeezing other vehicles out at merge points and in heavy traffic doesn't speed anything up. It promotes more friction. Friction slows everything down and raises the emotional temperature. Don't be a jerk. Be kind. Do no harm. **TN**

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By James Menzies

ATLANTA, GEORGIA

Doug Kading, vice-president of maintenance for C.R. England would love to use FA-4 engine oils across his entire fleet of 4,000 tractors. Instead, the FA-4 factory fill his new trucks come with is tossed at the very first oil change and replaced with CK-4.

“It’s sad to say, but that’s what happens,” Kading said during a panel discussion on FA-4 engine oils at the spring meeting of the Technology & Maintenance Council. C.R. England has tested the low-viscosity FA-4 engine oils, which through greater high temperature high shear properties deliver better fuel economy than the CK-4 oils widely used today. He found the FA-4 oils delivered a 0.5% fuel economy improvement over CK-4, enough to save the fleet about \$1 million a year if used across the entire operation.

“This is easy money to me,” he said. “It’s also friendly for the environment, we’re burning less fuel, there’s a lot of positives here.”

But as much as he wants to convert the fleet, he said it’s impractical to do so at this time. For one, FA-4 availability is an issue – particularly in bulk and in pockets of the country where his trucks operate and are serviced by third-party providers.

“Right now, because of the limited demand, there’s limited product and I like to use bulk oil,” Kading explained. “I have bulk tanks in my shop. I want my third-party suppliers to use bulk. Right now, bulk is kind of non-existent in a lot of the markets I’m in.”

Dan Arcy, global OEM technical manager for Shell, told *Truck News* in an interview that FA-4 is available in bulk from Shell.

“We can definitely supply it in package or in bulk,” he said, while acknowledging demand has been low.

Another impediment to transitioning for C.R. England is that its trailer refrigeration unit and auxiliary power unit suppliers don’t yet approve FA-4.

“We are doing testing but we don’t have the official blessing from those partners,” Kading said.

Adopting a two-oil strategy brings challenges, such as storage, labeling, and technician and driver training. C.R. England labels all its power units under the hood and on the driver door jamb to advise which oil is required for each power unit.

“If you run dual oils, you may want to consider labeling all your vehicles,” Kading advised. “It’s very confusing for mechanics to pull the reel down and not know what’s



C.R. England vice-president of maintenance, Doug Kading, wants to use FA-4 oils but has trouble finding it in bulk.

being dispensed and what truck or trailer it goes in. Labeling is a must.”

He urged fleets in the room to pressure their oil suppliers to make FA-4 available in bulk.

“Getting to the point where I don’t have to stock two oils is the tipping point for me,” he said. “I would really like to only stock one oil. It would make it a lot easier for me and easier for the mechanics. I think smaller fleets will have an easier time switching to FA-4.”

Brian Humphrey, OEM technical liaison for Petro-Canada Lubricants, admitted demand for FA-4 has been slow, since the new categories were launched in December 2016. But he said FA-4 is about 2% more fuel-efficient than the 15W-40 oils that are still predominant today.

“The people who’ve tried it, they like it,” Humphrey said. “There have been no negative results to date. But sales, as pretty much expected, aren’t flying off the shelf.”

He said this is because most fleets have a mix of vehicles, some of which aren’t compatible with FA-4. Humphrey expects this to change as more new trucks hit the roads.

“With the high level of Class 8 sales over the last couple of years, there have been a lot of new units put out there,” he said. “I think pretty quickly the vast majority of the market is going to be capable of using these FA-4 oils. And as fuel costs rise, switching to lower viscosity engine oils can be an easy way to pick up a couple per cent (fuel economy improvement).”

Shell’s Arcy compares the adoption rate of FA-4 to 10W-30 viscos-

ity engine oils, which took several years to gain traction.

“What we tend to see is a four- to five-year lag, because you have fleets out there that have older equipment, they have multiple different-colored engines, and they want one product for everything,” he explained. “I anticipate we’re going to have to wait until we see some turnover in these fleets before we start to see an uptake in the marketplace.”

“The people who’ve tried it, they like it. There have been no negative results to date.”

— Brian Humphrey,
Petro-Canada Lubricants

Greg Matheson, OEM account manager for Lubrizol, said fleets shouldn’t be concerned about FA-4 oil’s ability to protect the engine, despite their thinner viscosity. His company has run field tests on more than 300 engines, racking up nearly 70 million miles using FA-4. By the end of this year that will exceed 100 million miles. And so far, there have been no issues.

“This testing is done in real fleets, in different duty cycles, in all makes of engines and at different gross vehicle weights,” he said. “So, we

really test these oils out to show the performance in every application you would see over the road. FA-4 successfully lubricates the engine and delivers the durability needed to withstand the life of the engines in your fleet.”

Lubrizol’s testing also showed FA-4 works well in trailer refrigeration units and auxiliary power units as well. Engine teardowns after 500,000 miles have shown internal parts are in good condition.

“In our testing, we haven’t had any oil-related failures using FA-4,” Matheson assured. He added driver training is a key consideration. “Get drivers educated on what to look for on that API donut so they grab the right oil for the application when on the road.”

Suzanne Neal, powertrain fluids engineer with Daimler Trucks North America, said her company is factory-filling new Detroit engines with FA-4, but that few fleets stick to that oil.

“The general statement I’ve received, is the uptake of FA-4 is very low so far,” she said. “Very few fleets and owner-operators have changed to FA-4.”

She said not all engine OEMs approve FA-4, something she hopes to see change in the future. As demand increases, prices should come down, she noted.

“Availability is still low. It’s a challenge because the market price may appear to be a little higher. But over time, we expect this to balance out and FA-4 will be the same price as CK-4, or even lower if they become the market majority,” Neal said. **TN**



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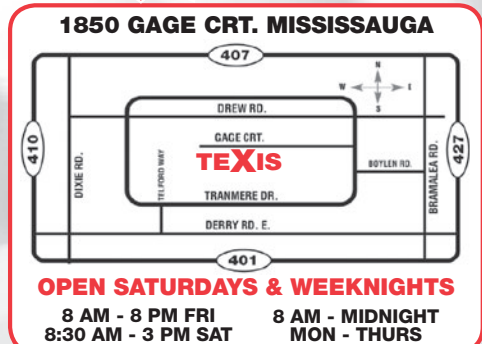
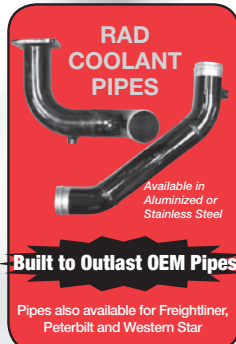
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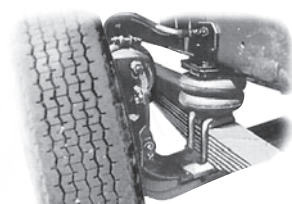
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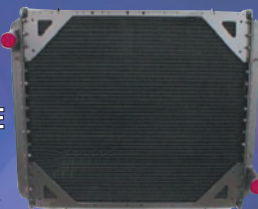
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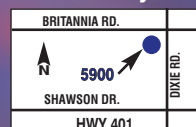
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Smart moves

Government-funded fleet assessments help lower fuel bills, emissions

By Eric Berard

OTTAWA, ONTARIO

An expert assessment can efficiently guide a fleet towards reduced fuel use by analyzing what it already does right and how it can improve in other areas, and the government is willing to pay for up to half the cost. Natural Resources Canada has launched a program that incentivizes fleets to tap into these expertise.

Through its Green Freight Assessment Program (GFAP), NRCan will contribute 50% of a fleet's expenses to get assessed, up to a maximum of \$10,000. Once a fuel economy improvement strategy is identified, Ottawa also offers financial help to implement the related solutions. Once again, the government will pick up as much as 50% of the tab. "The goal of the program is to provide each recipient with up to \$150,000 in contributions from NRCan towards the implementation of fuel reduction activities," the agency says.

A scientific approach is critical, as neither NRCan nor fleets want to invest in questionable magic bullet-type solutions. Tangible results

are expected and the federal ministry has developed an assessment tool in partnership with industry experts to obtain them.

E3 Fleet is a program of Richmond Sustainability Initiatives based in Toronto, Ont. It worked on the software tools used to calculate fuel economy solutions' return on investment (ROI) for fleets, says Roger Smith, president and managing director of the non-profit organization. Over the years, the man who spent his entire career in fleet management, says his team helped 200 fleets in Canada reduce their emissions and their fuel consumption, along with their operating costs.

"Fleet managers know that fuel efficiency, cost efficiency, and emissions reduction are inter-connected issues. Reducing fuel use also reduces fleet emissions while at the same time, increasing profitability. This is what we help fleets and fleet managers accomplish," he says.

"Our job was to develop this (software) tool that would be in support of the Green Freight Assessment Program as a broader program," Smith adds. That meant developing the soft-

ware and the protocol to help fleets of all sizes make sound business decisions.

The resulting Green Freight Assessment Software Tool (GFAST) focuses on aerodynamics, rolling resistance, efficient combustion/fuel switching, and a number of best management practices ranging from eco-driver training to route optimization, modal shift, and more.

Industry feedback

Before it was officially launched, the assessment tool was beta-tested with a large (650 vehicles) Ontario-based trucking fleet already known for its leading-edge fuel-saving initiatives, and the feedback it provided to E3 Fleet led them to make the tool even more user-friendly.

"It became a simple process of exporting data from their corporate fleet system into a CSV file, and that CSV file goes directly into the GFAST tool. It's seamless and it's very easy," Smith says. Better yet, the partnership contributed to the fleet further tweaking its strategies to save even more fuel.

PIT Group was then asked to validate and fine-tune the assessment tool, explains Simon Trudel, fleet management specialist with the non-profit organization that's known continent-wide for its expertise in fuel-saving technology evaluation and testing.

Trudel, too, thinks any fleet can benefit from an assessment program such as NRCan's GFAP. Most of them have already picked what he refers to "low-hanging fruit," or the most obvious means to optimize fuel economy, such as idle reduction or basic aerodynamic solutions like trailer skirts.

"There's not much left they can access without climbing up the ladder," he says.

According to Trudel, NRCan's GFAP program could well be that ladder, with a little help from savvy fleet assessors such as PIT, E3 Fleet and other assessing organizations that NRCan has identified Canada-wide.

When asked what should be a fleet's first step into an assessment program, Trudel spontaneously pinpoints the will to make changes. "If we come up with technology recommendations

that seem too much of a leap for a given fleet, chances are it will not attempt to implement them," he says.

Realistic recommendations

Recommendations must be realistic. For instance, aerodynamic devices won't likely be recommended for a fleet that operates mostly in urban settings as these devices provide better air penetration and fuel economy at higher speeds. "We need to understand a fleet's reality to make proposals that make sense in that reality," Trudel says.

Another motivation for fleets to go through the data gathering and fleet assessment process is the fact that, once collected and compiled, the information can be further used, for provincial programs aimed at similar carbon reduction targets such as Éco-camionnage in Quebec, for instance.

Trudel also advocates the use of experience-based hard facts. "We have access to a tremendous amount of knowledge to determine what type of technology is the best suited to obtain a given percentage of added fuel economy," he says.

When the 50% government-funded assessment process is over and solutions have been identified, the implementation phase can begin and it, too, can be financed up to 50% by NRCan.

The recommended solutions could be aerodynamic devices such as tractor fairings, trailer side skirts, wheel covers, aero mud flaps, or anything that can contribute to reducing friction like low rolling resistance tires, wide-base tires, tire pressure monitoring systems, etc. The use of long combination vehicles that require only one tractor to pull two 53-footers, auxiliary power units, or alternative fuels could also be part of the mix.

Automated transmissions that prevent engine overrev or predictive cruise control systems that can generate fuel economies as high as 2% to 3% could also be included in new truck spec'ing recommendations. The latter systems can "see" the road a couple of kilometers ahead and adjust the truck's speed, along with the automated transmission's correct gear, and synchronize all systems according to the upcoming topography. **TN**



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Announcements

Kriska names new safety director; **Paccar** has a new CEO; and **Paul Quail Transport** ops manager wins national recruitment award.

Kriska Transportation Group has named **Eugenia Churilov** its new director of safety and compliance. Churilov brings more than 20 years of experience to the table. Before joining Kriska, she managed transportation compliance at Walmart Canada.

Before that, she managed safety and compliance at Calyx Transportation Group.

Paccar announced it has named **Preston Feight** its new chief executive officer. Feight will start his new position on July 1. He is currently the company's executive vice-president, and will succeed Ron Armstrong, who served as CEO since April 2014.

He has been with Paccar for 21 years with leadership roles including president of DAF Trucks, vice-president and general manager of Kenworth Truck Company as well as assistant general manager, sales and marketing and chief engineer at Kenworth.

Leanne Quail, the operations manager at Paul Quail Transport, has been named National Recruiter of the Year during the recent National Recruiting and Retention Symposium.

Quail was recognized for her innovative approach through a program known as Smart Start, which has helped successful job candidates obtain funding to earn an



A/Z licence and secure a job at the fleet. Quail also participates in the Private Motor Truck Council of Canada's Young Leaders Group, the Fleet Safety Council, the Truck Training Schools

Association of Ontario, and various community associations.

Continental has hired retread industry veteran **John Cox** to enhance process technologies for its ContiLifeCycle retread partners worldwide. The newly-created position, global technical services, emphasizes the company's commitment to supporting partner shops producing ContiTread retreads.

Cox has more than 20 years of experience in the North American retreading industry, working for an industry-leading corporate supplier as well as directly in retread manufacturing.

HDA Truck Pride announced recently it has named **Tina Hubbard** its chief operating officer.

In her new role, Hubbard will continue management and oversight of all member, supplier, and industry related activity as well as expand her knowledge and relationships with all other key aspects of the business.

Ritchie Bros. announced it is undergoing an organizational realignment in North America.

Jeff Jeter will be named president of upstream and emerging businesses.

His responsibilities will include driving the upstream business by rolling out RB Asset Solutions in the U.S., developing a go-to-market upstream initiative in Canada, continuing to oversee strategic accounts in the U.S., and enhancing focus on strategic accounts in Canada.

Kari Taylor will be the new chief sales officer, U.S. regions. In this newly created role, Taylor will assume responsibility for the U.S. field-based regional sales organization.

Brian Glenn, senior v.p. of Canada sales, will continue to run the regional field sales organization in Canada. **TN**

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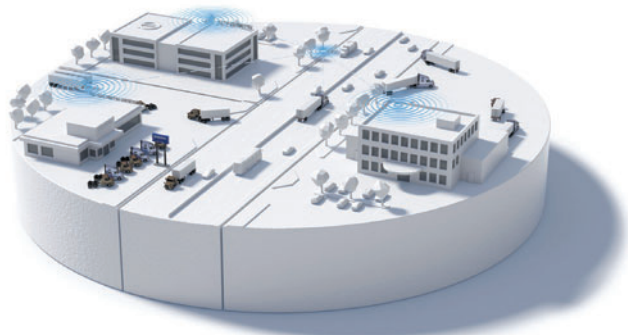
Products

Volvo Trucks has added more parameter updates to its **Parameter Plus subscription package**, and now offers more than 250 parameters that can be changed over the air. The Parameter Plus package allows for up to 50 parameter updates per year.

Volvo says nearly 17,000 of its trucks are benefiting from over-the-air update capabilities. Parameter categories include: road speed; cruise control; transmission settings; idle shutdown; and fuel economy.

A new offer is comfort shift, a software package that provides smoother launches when load shifting must be minimized, offering drivers a smoother smart and gentler drive, Volvo claims.

Parameter updates can generally be done remotely in less than 10 minutes, while over-the-air software updates take less than 20 minutes. **TN**



Petro-Canada's updated **Duron GEO LD** product line includes 15W-40 and 10W-30 CK-4 oils that meet the CES 20092 specification for Cummins natural gas engines. They're also backwards compatible to meet CES 20085 standards.

Offering further support for mixed fleets, Duron GEO LD is also approved to be used in Cummins, Detroit Diesel, Mack, and Volvo engines.

The oils are formulated to extend oil drain intervals and offer superior all-weather performance and advanced engine protection, the company adds. They've been proven to extend oil drain intervals up to 1,000 hours with the support of an oil analysis program. **TN**



Ancra has unveiled a **"non-permanent" decking system** that can be used in leased equipment or containers without voiding the warranty.

The FasTrack Lift-a-Deck II Conversion system is a single track that includes brackets for mounting into vertical logistics posts slots.

That track, when coupled with a Lift-a-Deck II beam, converts a standard dry van trailer into a captive beam Lift-a-Deck II decking trailer.

Deck heights can be customized to accommodate different-sized loads, inserting beams where required.

The 78-inch beveled single-track assembly installs into vertical logistics post slots. Two tracks are needed for each beam location. The brackets are spaced 12 inches apart to mount to standard vertical E/A slots on four- or six-inch centers. **TN**



Mack's Pinnacle trucks will echo the **grille stylings** of the Mack Anthem beginning in the third quarter of 2019.

The axle-forward Pinnacle is available in day cab and sleeper configurations.

The grille is framed by LED headlights, which are 66% brighter than previous models. **TN**

BFGoodrich has unveiled two **new tires** in the form of the Highway Control S and Highway Control T.

The company's Highway Control lineup is SmartWay-verified, with features such as new sidewall compounds designed to boost fuel efficiency without sacrificing wear, as well as a new tread design and improved shoulder ribs with micro-sipes to help resist irregular wear. Serpentine-shaped flow-through grooves are designed to evacuate water, while a variable-groove wall is there to help eject stones and extend casing life.

The BFGoodrich steer and all-position Highway Control S tire replaces the BFGoodrich ST 244 in sizes 11R22.5 and 11R24.5 (Load Range G), 11R22.5 and 11R24.5 (Load Range H), 275/80R22.5 (Load Range G), and 285/80R24.5 (Load Range G).

Its counterpart, the Highway Control T trailer tire, replaces the BFGoodrich TR 144. It fights irregular wear with a shoulder decoupling groove and related micro-sipes. The model comes in 11R22.5, 275/80R22.5, 11R24.5, and 285/75R24.5 (Load Range G) sizes. **TN**

Mack Trucks is adding a **battery refresher** as a standard feature on all truck models beginning in the second quarter of 2019.

The refresher, mounted in the battery box, helps to reduce and reverse the effects of sulfation, giving lead-acid batteries a longer life and supporting performance.

Sulfate crystals will build up on a battery's lead plates during normal operation, limiting the battery's ability to accept energy and reach a full charge, Mack explains. High-frequency energy pulses from the refresher help to remove the crystals.

The refresher can increase battery life by up to two times and help prevent no-start conditions, Mack says. And fully charged batteries help to reduce the wear and tear on other electrical system components like alternators and starters. **TN**



SPILL RESPONSE

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Management Best Practices

VOLUME 3

SPILL RESPONSE

Develop a plan to prepare for the worst

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Mark Dalton: Owner-Operator
By Edo van Belkom

THE STORY SO FAR

Mother Load is in need of her annual safety inspection and while Mark is talking about that with another driver, a third man approaches and tells Mark he knows a mechanic that does inspections for \$500.

Mark checks out Ralph's shop and isn't impressed. There are no trucks, no mechanics, and little equipment. On top of that, he says the inspection will be done in an hour. Mark tells him he's leaving the truck overnight.

Mark picks up his truck and sees that it has a new safety sticker. However, none of the repairs Mark knew the truck needed have been done. Mark knows he's part of an illegal operation now, and wants to make things right...

After thinking about it for a day or so, Mark decided he had to do the right thing and inform the police about this scam operation. If he went along with it and said nothing, then he would be just as guilty as the mechanics were for allowing it to continue on. It was a dangerous thing to falsify a safety inspection and someone could end up paying with their life. Mark called up OPP headquarters in Barrie and asked to speak to someone in frauds. Then, when he had an officer on the line, he began explaining what had happened, but was cut off.

"Hold on," the officer said. "This sounds like something that Peterson is working on. He's on duty right now and he'll want to talk to you."

After less than a minute's wait, he was on the line with another officer.

"Constable Peterson," he said. "How can I help you?"

"My name is Mark Dalton," Mark began, then continued on to explain what had happened with his safety inspection. "So, I basically ended up paying for a safety sticker. No repairs were made. I don't even think they took a look at the truck."

"But you gave him the money and went through with it all?"

"Yes," Mark said. "They took the money before I got to see my truck. All through this I was hoping that they were legit and were really truck mechanics and it would all work out okay in the end, but that's not how it turned out."

"You got your sticker, though."

"That's not the point," Mark pressed on. "I've already booked my truck in for the repairs it needs anyway, but I know there are other drivers who won't bother doing that. All they'll worry about is if they have their sticker. Who cares if the truck is actually safe?"

"Okay," the officer said. "I just wanted to make sure you were calling in for the right reasons and you were willing to go the distance. And by that, I



Safety first
– Part 4 –

mean testify in court about all this if it comes to it."

Mark had testified in court plenty of times. He didn't like it much, but he realized that there was no use in calling the police if you weren't willing to help them do their job. "I don't mind going to court, if it stops these guys from putting dangerous trucks out on the road."

"Alright, then," the officer said, staying on the line to take down all of Mark's contact information and all the info on the shop's location and a good description of "Ralph."

Mark had the repairs done to Mother Load over the next couple of days and was happy to get them over with. In the end, he'd saved about \$300, but it wasn't worth the worry he'd experienced over being part of something that was both illegal and dangerous.

On the afternoon of the third day, Const. Peterson called him back with disappointing news. "We've been calling the shop day and night, but no one is answering our calls. And when we went by, the shop was closed and no one was inside." A pause. "I don't think they knew we were police, but I think they aren't very trusting of strangers."

"I could call them back and see if I can bring a friend by for a safety inspection."

"Could you do that for us?" the officer asked. "That would be great."

"All I can do is try."

So later that day Mark called the number he had for Ralph. Just like with the OPP, there was no answer. However, after an hour or so, Mark's phone rang and Ralph was on the other end.

"You called me," said Ralph.

"Hey, where you been?"

"On vacation, why?"

"A couple of my friends were calling you for an inspection, but you never answered."

"I've got to be careful, you know. A lot of people want to see me, so I gotta know they're legit."

"Well, I was so happy with the safety inspection you did for me that I told a couple of my trucker friends and they want to get their trucks inspected by you too."

"Your friends. If you vouch for them, then sure, I can do a few more."

Mark wondered just how many more safety stickers he had on hand, and that was probably why he could only do a few more.

"How much did you tell them it would cost?"

"Five hundred, just as much as you charged me."

"Yeah, okay. You bring them by tomorrow with the cash, and I'll give you \$50 as a, uh, finder's fee. Okay?"

"Sure, sure," Mark said. "I'll bring them by."

The next day, Mark drove Mother Load to Ralph's shop followed by Const. Peterson in a very old, and very broken Freightliner. They could have easily gotten a newer truck for the sting, but they had to make it obvious that the safety inspection hadn't been done and the best way to do that was to use a truck that needed a lot of work. After parking their trucks, Mark led Const. Peterson – dressed in dirty oil-stained jeans, a plaid shirt and an old Argos ball cap – into the shop. "Hey, Ralph," he said. "This is Pete."

Const. Peterson reached out and shook Ralph's hand.

"You got the money?" Ralph said.

"Hey," said Mark. "I didn't pay until I picked up the truck."

"New policy," Ralph said.

Const. Peterson nodded and money quickly changed hands. After a quick count of the money, Ralph peeled off a \$50 bill and handed it to Mark. Mark took it without a word.

"I heard you can do the inspection fast," Const. Peterson said. "I need my truck this afternoon."

"Come back in an hour."

"No problem."

Mark shook both their hands, left the shop and hopped back into Mother Load. He started her up then, and without any warm-up quickly left the shop parking lot and headed for the highway. Within an hour he'd be well past Barrie and on his way out of the province. In an hour-and-a-half, Ralph would probably be in handcuffs and on his way to the nearest OPP detachment. With that thought in his mind, Mark fished into his pocket for the \$50 Ralph had given him. He pulled the red bill out and looked at it. And then he said aloud, "Who says crime doesn't pay?" **TN**

Mark Dalton returns next month in another adventure.

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GAME CHANGERS PART II

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GAME CHANGERS PART III

Honesty is the best policy

How Client Transport is making a name for itself through honesty and transparency

CAMBRIDGE, ONTARIO

Client Transport is the small, but mighty carrier you've likely never heard of.

Based in Cambridge, Ont., the 16-truck fleet is one that prides itself on having superior staff and drivers, all thanks to a little transparency.

Client Transport, just 30 years old, started out as a local cartage company. Today, it hauls dry freight and automotive parts around the Great Lakes all while making a name for itself in the industry.

Recently, Client Transport was named as one of the Top Fleet Employers by Trucking HR Canada. The program recognizes fleets with sound human resources policies and practices, and Client Transport has more than just that.

Jason Hunt, general manager, who joined the company in 2011, said that getting the business to where it is today was his main goal when he started.

"Back then, we were outdated," he recalled. "We had none of the technology we have today so I set my course back then in 2011 to bring this company to what I feel like is today's standards and it's been a seven- to eight-year plan. We are just about there."

Hunt said when he began, he wanted to run the business differently. He had a lot of experience in trucking, and as a former driver he wanted to show his drivers that he understood their perspectives and knew they were more than just a number.

This plan worked out well. Today, turnover at Client Transport is virtually zero.

"We're an extremely honest company," he said. "That's our big thing. When we're hiring drivers, we let them know first and foremost we will never have a dispatcher here try and push them around. We're very transparent. We try and provide our drivers with the latest technology and equipment. We give



"We are not a company that is huge on growth and revenue. We see that, but our profit margins aren't as important as keeping a good team together."

— Jason Hunt, Client Transport

them company cellphones and tablets. We try to give them new equipment. I have some older trucks, but we just purchased some brand new Mack Anthems that are gorgeous. And our pay structure is very competitive. When we see the industry is making changes, we make those changes too."

Hunt also said hiring is important to the business and something he doesn't take lightly, always interviewing new hires personally.

"Our greatest strength is our staff and drivers," he said. "We don't just hire anyone off the streets. My inside staff are dedicated and they see the same vision as I see; us as a team, and working together to build something positive. We are not a company that is huge on growth and revenue. We see that, but our profit margins aren't as important as keeping a good team together."

Hunt said he is proud to have cultivated such a sustainable culture within Client Transport, a place where his staff members are happy to go to work each day.

Part of that, is the flexibility Client offers its staff members.

"We give them the freedom to grow on their own, but at the same time we coach them," Hunt said. "We coach a lot here and help build that direction. If you get enough of those people in that room, you can do a lot of things."

New hires can also discuss their desired work-life balance, so routes can be designed for them, as needed.

The other part of the culture has to do with Hunt himself. Drivers appreciate having a manager who understands what it's like to be out on the road. And Hunt isn't afraid to deliver a load when push comes to shove.

"I still drive today," he said. "And my drivers see that. They know and trust that we won't ever leave them hanging. We want them to know we are here and we support them."

Like many trucking companies, Client is feeling the pinch of the driver shortage.

"The biggest challenge for us right now, is the driver shortage," Hunt said. "Even though we've seen it coming for 20 years. It doesn't matter who you talk to, there's always a trick. Everyone has a technique or something to say to these guys to get them to drive for them, and it drives me crazy. We are as honest as they come. We try to be so transparent with these guys we hire. We let them know how things are done around here. We know we're not the big name out there, but we are just as good because we are here for our staff. They're not just a number. They're not just a truck. When we can get them into the door, and they can see that, we have them. It's just trying to get them in the door that's proving difficult."

In the next few years, Hunt has his eyes set on slow and steady growth.

"I like gradual growth," he said. "Maybe a 25-30 truck fleet in the next five or 10 years. I want to see consecutive growth. Client Transport will continue to climb." **TN**



Sonia Straface is the associate editor of *Truck News*. She has been covering the Canadian trucking industry since 2014.



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