

# TRUCK NEWS WEST

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## MELT for farmers

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In B.C., truck drivers, along with several other positions in the industry, are in high demand, with vacancy rates higher than any other sector in the province.

## B.C. urgently needs more drivers

Trucking industry vacancy rate highest of any sector in B.C.

By **Derek Clouthier**

### KELOWNA, BRITISH COLUMBIA

"I don't even know how you're operating if that is at all possible."

That was the reaction from B.C. economist Ken Peacock after learning from Statistics Canada that the trucking industry has the highest job vacancy rate of any sector in B.C. at 17%.

Peacock, who was speaking during the B.C. Trucking Association's AGM and Management Conference in Kelowna, B.C., June 1, went so far as to say he didn't believe the numbers were correct, and estimated it to be closer to the 10% mark.

"In a way, this is almost inconceivable," he said.

The high vacancy rates were seen in the fourth quarter of 2018, and were by far the highest in the country, with Alberta and Manitoba at 6.5%, and Saskatchewan at 3.8%. The next highest province after B.C. for trucking job vacancy rate was Quebec at 6.8%.

B.C.'s trucking sector continued to outpace all other industries when it came to economic growth, a trend that has been going since 2011. In 2018, trucking in B.C. saw 3% growth, compared to a 2.5% average for all other industries. In 2017, the industry enjoyed over 7% growth, while other industries were at 4%.

"B.C. has been a good news story for half a decade now," Peacock said.

A Business Council of B.C. economist, Peacock provided an outlook of the provincial economy, as well as the country as a whole, saying B.C.'s growth rates remained the best in Canada, thanks in large part to the advancement of the LNG project, which will also help boost the trucking industry.

Anticipated real GDP growth for all of Canada is 1.4%, significantly lower than in previous years, with a slowing housing market taking much of the blame. U.S. growth rate is expected to be around 2.5%.

Peacock said he expects Alberta's economy to continue doing better in the coming years, saying its new premier, Jason Kenney, "is going to be relentless and take it to B.C. to try to rebuild Alberta."

With the western provinces both relying on each other for energy resources, Peacock said he does not understand the current spat over the construction of new pipelines in B.C.

He said the provinces have long relied on each other for oil and gas products, "but some politicians don't want to admit that fact."

Peacock concluded that there are signs of a Canadian and U.S. recession on the horizon, and though not certain, could begin in the coming year. **TN**

## Bison has come a long way in 50 years

### WINNIPEG, MANITOBA

One of the most recognizable carriers in North America recently celebrated its 50<sup>th</sup> year in business. Bison Transportation recognized its semicentennial May 28, 50 years to the day after the company launched in Winnipeg, Man.

Rob Penner, Bison president and CEO, recently answered some questions from *Truck News-West* about the company's history, achievements, and future.

**TNW:** Who started Bison Transport and why?

**Penner:** Bison Transport was incorporated in 1969 by owner Duncan M. Jessiman, who continues to provide leadership to the company as chairman and sole shareholder. Utilizing specialized equipment, Bison began providing local cartage services to the construction industry and was then awarded the catalogue business first for Eaton's and then Sears.

**TNW:** Where did the name "Bison" come from?

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# Trucking is important, eh!

Eye opening statistics on what trucking means to the Canadian economy

As a trade dependent nation, supply chains are the foundations of Canada’s economy. As the Transport Canada statistics shown here indicate, trucking is the most integral part of Canada’s supply chains for both domestic and cross border movements.



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11, 100

  
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Derek’s deliberation

# Telling your story can help attract the next generation of workers

I couldn’t agree more with B.C. Trucking Association president and CEO Dave Earle’s declaration that the trucking industry has to do a better job telling its good-news stories.

Having worked in this industry for nearly four years, for several years in newspapers prior, I have a lot of experience with those who shy away from talking to the media.

When you work as a journalist, there is a certain level of skepticism some people have toward you.

During my time as editor for our local newspaper, two mayors had their time in office. The first, despite my attempts to be as friendly as possible and let him know I was someone who understood the difference between social banter and talking on the record, would not warm up to me. The second did, however, and the improved relationship I felt was beneficial both personally and professionally to us both.

During my time with *Truck News-West*, I have found there are three types of people in the trucking industry. There are those who love talking to me and telling their stories and either welcome the opportunity when asked, or let



me know by email or phone when something happens.

For a writer who’s looking to tell the industry’s stories, these people are a dream – they make my job so much easier.

There are also those who will talk to me when I approach them, though they seem slightly on edge and not 100% comfortable with talking to media. More often than not, once they see how I use the information they provide, they are happy they decided to talk to me.

I’d also lump large companies into this category of “will talk to media, but only when pushed.” Most large carriers have media channels you have to go through to get questions answered, which I understand to an extent. It’s a way for them to make sure the right message is being relayed and ultimately published. It’s the same when you try to get answers from a politician. The only thing I would say about to this group is that *Truck News-West* is a trade magazine that aims to do the very thing Earle said was desperately needed...tell the trucking industry’s stories.

The last group is frankly one I have trouble understanding. They will not, under any circumstances, speak to me, or any media for that matter.

I would like to think they are the minority, but I don’t know for sure, as is often the case, those who have opened up to me in the past are the ones I interact with most.

One of my favorite stories to write each month is our Last Word profile. It tells the story of a small-to medium-sized carrier in Western Canada. What I like about it most is that I always try to bring to the forefront the human element behind

the company. It’s more than just a business profile, it’s about the person or family that started the company and what has driven their success.

It amazes me how many carriers have told me they have no interest in being profiled in our magazine. This is the one constant in the magazine where I have never received negative feedback...not once. The carriers I’ve profiled love these stories, and I wish more could be told.

These are the type of stories our industry needs to get out there, and there is no shortage to be told.

This is a big part of what will attract good people into the industry. **TN**



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# CTA highlights efforts on Driver Inc. during BCTA conference

By Derek Clouthier

KELOWNA, BRITISH COLUMBIA

The Canadian Trucking Alliance (CTA) has taken several strides in its attempt to reign in Driver Inc. in an attempt to help level the playing field for carriers across the country.

CTA president Stephen Laskowski brought B.C. Trucking Association (BCTA) AGM and Management Conference attendees up to date in Kelowna, B.C., June 1 saying Driver Inc. is a

focal point for the alliance, which includes ensuring the industry and drivers know what the effort entails.

In a nutshell, Driver Inc. involves incorporating a driver who is operating a company truck. They do not own, lease, or operate their own vehicle and receive payment from the carrier without proper tax deductions. Unlike owner-operators, which Laskowski described as a “true small businesses where risk is involved,” those operating under



CTA president Stephen Laskowski speaks in Kelowna, B.C.

Driver Inc. claim tax deductions as a small business would, with many going into a black hole and not claiming any taxes at all.

Laskowski said Driver Inc. is not about finding quality drivers, but rather about gaining a competitive advantage in the marketplace, an advantage that is non-compliant with Canadian tax regulations and not a source of pride for the industry.

“It’s going to be a continuous battle when it comes to Driver Inc.,” said Laskowski. “Tax evasion is not a model to attract new employees. The message has to be that there are consequences of non-compliance.”

Canada Revenue Agency has clarified that incorporated drivers do fall under the category of personal services businesses, and are not eligible for any small business deductions. This means carriers must issue T4As to all self-employed drivers.

Educating drivers and those in the industry about Driver Inc. is one effort Laskowski said needs to continue. Many drivers looking to become owner-operators are lured into Driver Inc. because they believe it is an easier path to achieving their goal with none of the risks of being a small business owner.

“I can tell you that in the carrier community, their patience on education is getting less and less because they are losing drivers,” said Laskowski.

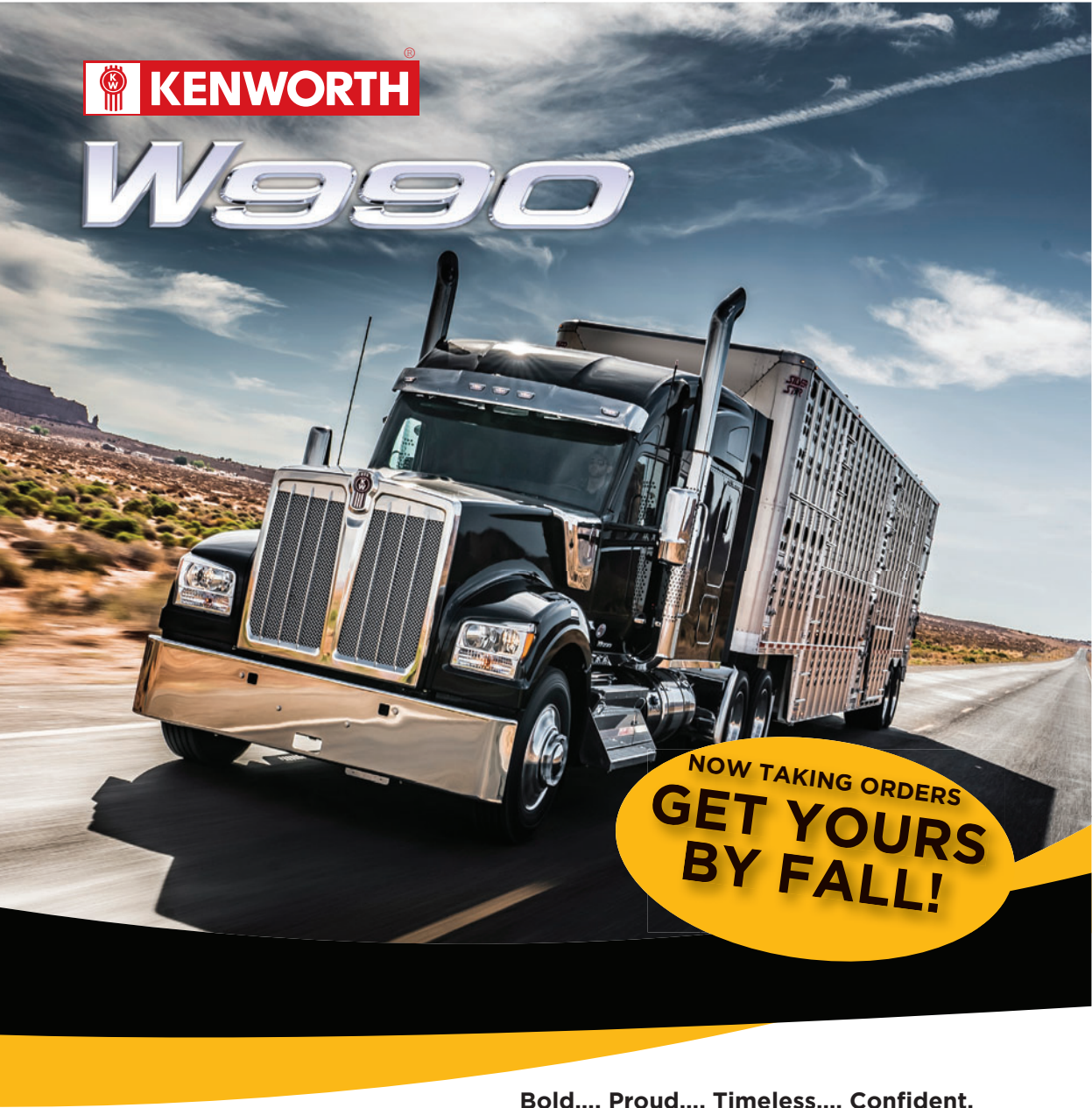
Enforcement and awareness of Driver Inc. are the CTA’s goals moving forward in 2019.


Laskowski also provided an update for attendees on the Canadian electronic logging device (ELD) mandate, saying he expects an announcement in the near future.

The coming year will also bring full ELD enforcement in the U.S., which moves away from automatic on-board recording devices (AOBRDs), which are a less sophisticated option compared to ELDs.

Laskowski said U.S. enforcement is looking forward to full enforcement, as it will simplify what has been a complex issue that has involved various types of devices.

“I expect an interesting next year in the U.S.,” said Laskowski. **TN**





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# Event continues to drive women forward

EDMONTON, ALBERTA

Inclusion, diversity, and equality were the overwhelming themes at this year's Western Women With Drive event, which for the first time was held in Edmonton, Alta.

Kimberley Burfoot, director of finance and administration for the Alberta Motor Transport Association (AMTA), which, along with Trucking HR Canada, hosts the annual event, said she left with a strong conviction that it is mandatory for the trucking industry, as well as society as a whole, to embrace these themes.

"It appeared that everyone who attended the event had an extreme passion and excitement about making our industry a career home for everyone in all walks of life," said Burfoot. "The transportation industry is doing a lot to bridge this gap with working groups and recruitment, focus on modernizing, and transforming the industry, while leading in changing how diverse we can be."

The event also touched upon two other key efforts the industry must continue to address, the first being recruitment and retention, which remains a challenge for carriers.

"While the industry is heavily focused on recruiting into challenging economic times and driver shortages," Burfoot explained, "members seem very passionate about creating new opportunities and programs in order to really retain their employees."

Closely related to recruitment, the conversation on how to attract a new generation of workers, such as millennials, was another focus during Western Women With Drive.

Keynote speaker Tina Varughese talked about the importance of placing more emphasis on work-life balance, and Burfoot said it became clear that the idea of needing more time in the day was nothing more than a fallacy.

"We all have the same number of hours to work with, and having more time does not lead to having more balance in life," she said. "We need to choose to have balance and learn to say no, and design a happy life around the 168 hours a week that we all have to use."

The AMTA held the western version of Women With Drive in Calgary for two years prior to moving it to Edmonton for 2019. Though there was a smaller crowd this year with the change of venue, Burfoot said they plan to continue growing the event in the west. **TN**

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# Disruption in the industry

Panel discusses how innovation has impacted transportation sector

By Derek Clouthier

**VANCOUVER, BRITISH COLUMBIA**

Innovation has long disrupted the transportation industry, from the advent of the motorized vehicle to a conceivable future of automation.

Opening the Canadian Transportation Research Forum's (CTRF) annual conference in Vancouver, B.C., May 27, a panel discussed how transportation has evolved over the years, as well as how turning points have spurred innovation and change.

Geoffrey Wood, senior vice-president of policy for the Canadian Trucking Alliance (CTA), was on hand to highlight how the Humboldt tragedy, perhaps the most significant "disruption" to impact trucking in recent memory, led to several changes within the industry.

Several of those changes included mandating technological innovation, such as electronic logging devices (ELDs), which will become law in Canada in 2020.

The CTA submitted a 10-point action plan following Humboldt. In addition to mandating ELDs and pushing for mandatory entry-

level training, the list included such efforts as the feasibility of requiring carriers to use forward-facing cameras; increasing the use of in-cab technologies to monitor distracted driving behaviors; assess market readiness of advanced driver assist systems; and explore ways to expand pre-screening technology like weigh-scale bypass – all of which are technological innovations that have potential to disrupt the industry.

"Trucks need to go everywhere, they need to be reliable, and they need to be safe," said Wood. "There's a lot of stuff here that is in the works, and it's important to continue working with our partners to have them move forward."

The CTA's efforts following Humboldt were to address one of the alliance's top priorities, truck safety. The driver shortage, ELDs, Driver Inc., providing a level playing field and effective enforcement, and the elimination of emissions tampering round out the primary efforts the CTA aims to achieve.

The ultimate innovation that could have a significant impact on the trucking industry is automa-

tion. Already available with various advanced driver assist technologies, Wood said when it comes to full automation, the industry needs to be realistic, as driverless trucks are nowhere near a reality in the foreseeable future.

John Niles of Harmonize Mobility added that he found it interesting all the talk surrounding autonomous trucks and cars considering in the U.S. trains have not even become autonomous due to labor issues.

"There are many barriers, twists and turns getting to (driverless vehicles)," said Niles, "if we get there at all."

Driver assist technology, however, is here now, and beneficial to the industry, according to Wood, who believes much of these new innovations should be mandated because they save lives and reduce collisions.

Asked about platooning, Wood said there is a lot of research currently happening and the technology is at the industry's disposal, but the market has not bought in.

"We have a big and diverse industry, and keeping all these things on the menu is fine," Wood said about platooning and if there is a place for mandating its use. "But we



Geoffrey Wood.

have to leave it up to the market on whether they want to use it."

Wood said the industry has long adopted new technologies both because some have been mandated, like ELDs and emission controls, and because of individual preference, where it helps a business' bottom line by providing a good return on investment.

The panel also discussed issues around connectivity and the potential a 5G network would provide to the idea of connected vehicles and a move toward full automation.

Eve Hue, project manager of new mobility for TransLink, said a 5G network is essential for connectivity and automation, which would ultimately make transportation safer and more personalized.

She pointed out that statistics show 94% of vehicle collisions are related to human error. **TN**

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# Bison celebrates 50 years

Continued from page 1

**Penner:** When it came time to choose a name for the company, Duncan's brother Bill suggested Bison. Symbolizing pioneering spirit, the bison is also a very social animal, is extremely resourceful, and is determined in pursuit of its goals. The hardy bison, which was also symbolic to Manitoba's heritage, seemed the perfect fit.

**TNW:** Can you nail down a turning point for Bison, when the company really began to take off?

**Penner:** In the start of 1991, Bison had 32 trucks, of which only 18 were licensed and we had 36 drivers who worked one week on, one week off on a work share program. They worked one week for the company and then were paid by Employment Insurance on their off week. Deregulation had delivered a significant setback and we were struggling to find work for our people. We had to transition from a company that ran from Winnipeg and Pine Falls, Man., to the United States and then directly back, to an irregular router truck-load carrier that went everywhere in Canada and the U.S. Those were exciting times and we literally doubled our fleet five years in a row.

**TNW:** If Bison of 2019 could tell Bison of 1969 one thing, what would it be?

**Penner:** The big opportunity would center on the drivers, same as today. Focus on skills development and help to build and develop the very best drivers. We left them to figure out too many things on their own and to fend for themselves for too long. Fortunately, we have come a long way and we live and breathe that mantra today, but I can't help but think had we been more deliberate about helping our drivers versus simply relying on them we would be in a much better place today.

**TNW:** What Bison initiatives that are not related to generating revenue for the company are you most proud of?

**Penner:** Our spirit of giving, of helping, and of caring. We are very active in the communities we live and work within, and leadership comes from all corners of our business. The Jessiman family has always been very philanthropic, which resonates well with the workforce. What's just as special is seeing our young people stretching and honing their leadership skills by getting involved in making a difference in our communities.

**TNW:** How will transportation change in the next 50 years, and what will Bison look like in 2069?

**Penner:** The proliferation of technology and automation has our industry fully in its grasp, but I am willing to bet there is still going

to be a high degree of human intervention and involvement in the transportation sector. Driver Assist Tech is here to stay and it will make us all safer, but at this point in time, given all of the infrastructure challenges and reliability concerns that exist, there are many trillions of dollars that need to be invested before we see a monumental shift. For Bison, we stay the course. We continue to invest in people and technology, not one or the other. Our people will remain at the front edge of change.

**TNW:** Would you start a trucking company in 2019? Why or why not?

**Penner:** Absolutely. This industry is the linchpin that keeps our



The first truck in the Bison Transportation fleet from 1969.

entire economy rolling. There will always be a need for a solutions provider and this remains a great place to build a career. Despite what you might read, this is still

a people business and you get to meet some of the most creative, resilient, and determined people on the planet – both in and out of the truck. **TN**

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Why all the hate for Canadian crude?

I spent two weeks out of the country only to return to the same gunfight at the OK Corral, but things are far from OK, in fact they seem worse. Sure, the term gunfight is a political metaphor, but the debates on energy I am following in the optical and print media can only be summarized as, “if you’re shouting, you’re not listening.”

With the federal election iceberg edging closer to the Canadian economic Titanic, our politicians are in a race to see who can be the first out the door for their summer break. With weeks left until this exodus, Bills C-48 and 69 may be locked in a room with a do-not-disturb sign until after the election. This may be a relief for the Trudeau government, as they are both cracked planks in the Liberal environmental platform.

Bill 48, which proposes a ban on tanker traffic off the Northern B.C. coast and was an election promise back in 2015, has stalled as it seems to discriminate against Alberta crude shipments, yet LNG tankers from the B.C.-approved, \$40-billion Kitimat terminal can go unchecked.

Bill 69 may also be molassed in the Senate and is the subject of intense debate, with crude oil producers claiming that, if passed, it will add more roadblocks to any future fossil fuel projects. This bill adds a shopping list of social factors onto the mountain of paperwork now threatening to avalanche any investor daring to cross north of the 49th parallel.

The social variables that may have to be included in any new project in the oil sector raise a lot more questions than answers.

Does all the political correctness in Ottawa now replace work history, education, and job skills?

Does this mean we’ll force these same rules on those we import crude oil from at the rate of 750,000 bpd, such as Saudi Arabia, Russia, and Venezuela?

Will the hypocritical Quebec government continue to allow these countries to ship their crude up the St. Lawrence to Quebec City and Montreal, while at the same time shutting down any thought of Energy East, ruling it an environmental time bomb?

How is it that we merrily import crude but can’t export it from our own tidewater other than by pipeline to our only customer, the U.S., at Canadian taxpayer subsidized prices?

“Trudeau is demanding a cross-Canada carbon tax, but it will do nothing to reduce global carbon emissions.”

Why is it that Bill 69 applies to the oil sector while other heavy emitters such as chemicals, cement, aluminum, fertilizer, and waste treatment facilities are exempt?



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

Why are consumers in Canada paying a carbon tax, being responsible for 1.6% of global emissions, while the U.S., China, Russia, and India pay zero-carbon tax, yet account for 70% of the same releases of GHG into the global atmosphere?

Trudeau is demanding a cross-Canada carbon tax, but it will do nothing to reduce global carbon emissions. His carbon tax isn’t an environmental plan, it’s a tax plan.

Take that to the bank if you can afford it. Take it to the polling booth if you can’t. **TN**

THIS MONTH'S CROSSWORD PUZZLE

TW-193 July © 2019 M. Jackson

Answers on page 28

**Across**

- 1 CB message-end sound, sometimes (5,4)
- 6 Route guidance gizmo (1,1,1)
- 8 Cargo lifting device
- 9 Winter ice road event
- 10 Sleazy motel rating (3,4)
- 11 Patterned tire surface
- 12 Tripmeter buttons
- 14 Peterbilt pilot
- 17 Final tax filing month
- 19 Cat and Cummins products
- 22 Pre-hiring exam, perhaps
- 23 Hawaii truck plates word
- 24 Truck equipment power source (1,1,1)
- 25 CB's "At your back door" (6,3)

**Down**

- 1 "Dukes of Hazzard" smokey
- 2 New tractors without powertrains
- 3 It's east on the map
- 4 House-moving rig need, often
- 5 '06-debut International tractor
- 6 Dash dial
- 7 Radar gun target
- 12 6-Across predecessor (4,3)
- 13 COE feature, often (4,3)
- 15 Straight truck type (3,4)
- 16 Employment benefit, \_\_\_\_\_ insurance
- 18 Truck \_\_\_\_\_, annual QC drag meet
- 20 Prairies cargo, commonly
- 21 Chaotic situation acronym

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When you consider there are over 25,000 carriers on Alberta highways and the variety of activities, conditions, and demands in their day, there is no question that safety is a complex and ever-changing issue.

And it is an issue that must be a priority for not only carriers, but also shippers.

The introduction of mandatory entry-level training (MELT) on the heels of the devastating Humboldt bus crash is just one example of critical changes that need to be made to ensure improved safety and manage liability.

**“When you see the PIC logo on a truck or school bus, you can be confident in the training, maintenance, and priorities of that organization and that they are committed to safety...”**

Another important program that continues to bolster industry standards is Partners in Compliance (PIC). Since 1995, PIC has been the leading safety management program that provides transportation companies specific guidelines, management practices, training objectives, and performance monitoring; pushing standards to a true level of excellence.

While this volunteer program is in a league of its own for carriers and requires ongoing commitment and reporting, it is attention worthy for shippers as well.

The reason being is that more organizations and municipalities are recognizing PIC and requiring their suppliers and service contractors have the designation. Carriers that are truly dedicated to safety and are active members of the PIC program are now being sought out and will have a competitive advantage for the time being.

Suncor and the Rocky View Schools division are two examples of organizations that are reinforcing their commitment to safety by now specifically requiring vendors to hold a current PIC designation.

Andrew Barnes, our director of compliance and regulatory affairs, anticipates that with changes such as this, shippers are going to feel

increased pressure to understand their responsibilities for engaging qualified and reputable carriers who also have an active PIC membership.

As an association dedicated to safety and training for the transportation industry, we are encouraged by this change. Establishing PIC as a business partner standard, including shippers, should be a matter of due diligence and an important part of vetting trucking companies before they even schedule to pick up a load.

We see great opportunity for current members of PIC and commend them for their proactive engagement in this program. As

active members, they are advocating for excellence in safety, promoting the value and benefits of the program, and providing peace of mind to their customers.

While it would be ideal for PIC to one day become a national standard, for now we are seeing matters continuing to move in a positive direction.

When you see the PIC logo on a truck or school bus, you can be confident in the training, maintenance, and priorities of that organization and that they are committed to safety; and especially the precious people they transport and those they drive amongst. **TN**



**Chris Nash** is president of the Alberta Motor Transport Association. He has more than 30 years of experience in the transportation industry, from the road to the boardroom. Chris was born, raised and still lives in Edmonton with his family.

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# Shunt trucks: Fuel of the future

While the technology is in its infancy, electric shunt trucks are gaining traction



Electric shunt trucks, such as this T2e, are here – and more are coming.

By James Menzies

The applications best suited for electrification are those that see trucks operate locally, with lots of starts and stops, and park at home each night for charging. So, it's little wonder that shunt truck operators and manufacturers are taking a hard look at electrification, as that application checks each of those boxes.

**What's the appeal?**

Shunt truck applications are seen as ideal for electrification, because they usually don't travel far from home base, where charging stations are located. Their frequent starts and stops provide regenerative braking opportunities and they can usually be charged between work shifts.

"Drivers like the fact that this tractor has the same agility and robustness that they associate with the Kalmar Ottawa product. But it has the extra benefits of being quiet, and without fumes," Gina Lopez, vice-president of terminal tractors with Kalmar, said of the company's T2e electric shunt truck.

Operators also like being able to do away with the troublesome emissions systems needed on diesel-powered on-road yard tractors. Those systems don't like idling, and shunt truck applications typically include lots of idle time.

"A Tier 4 emissions system was designed for operators in Class 8 applications, doing 70 mph and generating a lot of heat in the after-treatment system," said Mallery Pinder, North American dealer manager with Tico, which is developing an electric model. "In our application, most users idle 50% or

more, and idle time is not good for those systems."

But while there's lots to like about going electric, Pinder cautioned that the technology may not yet be ready for prime time.

"In a port environment, they're going to need to be able to pull 150,000-lb loads," Pinder said. "The battery technology needs to be able to withstand five to 10 Gs of force when an operator connects to a trailer, and you do that 100 times a day. The battery needs to be able to withstand that shock load, and often."

While Tico is developing an electric shunt truck, it sees compressed natural gas (CNG) as an ideal bridge until electrification is further advanced.

**Here in Canada**

Loblaw is believed to be one of the first, if not the first, Canadian company to order an electric shunt truck. It ordered a Terberg unit from dealer Train Trailers, which will be delivered and put into service in the coming weeks. First, the electric drive system from the European manufacturer will need to be modified for the North American market.

James Currier, national account manager for Train Trailer, said this will be the first all-electric Terberg shunt truck in North America.

"Train Trailer is very excited to bring an electric vehicle to North America," he told *Truck News*. "We've been pushing Terberg to allow us access to one. Everything looks good to go for July."

Train chose to work with Loblaw, as it has several distribution centers across Canada where the unit can be tested.

"The Canadian climate is sometimes unforgiving. Given this is a new product to the Canadian climate, we want to be able to test it in several different climates, so partnering with a company like Loblaw allows us to find the resources and dedicate the time necessary in order to test all sorts of different attributes and functionalities," Currier said. "It was absolutely necessary to find a partner with very large scale."

When the shunt truck is deployed, Train Trailer will work closely with Loblaw to monitor its performance.

"It's very much a hand-in-hand partnership," Currier noted. "We want to be able to start putting electric vehicles out to a large portion of shunt truck users within Canada, and ideally eventually all of North America, but in order to do that somebody has to go first."

A second generation Terberg electric yard tractor is currently in development, and once it's released, Train Trailer plans to bring them over in larger quantities. Currier said interest in the technology is steadily increasing.

**“The battery technology needs to be able to withstand five to 10 Gs of force when an operator connects to a trailer, and you do that 100 times a day.”**

– Mallery Pinder, Tico

"I'd say every month, I see an increase in demand for electric vehicles," he said. "Ultimately, I think their presence in Canada will be strong and significantly increased over the next few years."

**But is it too cold?**

The Loblaw experiment will be watched with great interest, as there's a widely held theory that Canada's just too cold for electrification. It's no secret, after all, that batteries prefer moderate climates to extreme temperatures.

Mike Saxton, chief commercial officer with Orange EV, makers

of pure electric terminal tractors, said he's confident his company's vehicles can operate in a Canadian winter, and will soon do so.

"Orange EV's electric shunt trucks are outperforming diesels in cold weather," he said. "They start when turned on and avoid the need for excessive idling. Colder weather may, somewhat like with diesels, lead to increased energy consumption rates. How much greater depends on how cold and for how prolonged the cold."

Lopez said, "Our current T2e (electric terminal tractor) has the capability to operate down to 14 F (-10 C). We are aiming for lower temperatures with some upcoming development initiatives as well."

**The charging requirements**

Range and charging time are two critical factors to consider when purchasing an electric shunt truck. Saxton said Orange EV's shunt trucks can run 24 hours on a single charge.

"For most sites, the electric infrastructure required already exists," he said. "And the site is simply extending current circuit capacity to where they install and hook up to the charging equipment Orange EV provides with the trucks... Sites install 480 VAC circuits at amperage based on the speed of the charging desired, from standard to fast charging."

The trucks are recharged in as little as two hours using fast charging methods, he added, noting charging is usually done during work breaks and other downtime.

Kalmar's T2e requires 480-volt three-phase power with a single industrial plug. Lopez said it will run for 12 hours between charges and can be fully charged in 2.5 to 3.5 hours.

"Most applications present opportunity charge windows during breaks and this allows for longer periods of operation," she added.

**How quiet is too quiet?**

One safety concern that may exist in busy yards is the noise – or lack thereof – from an electric shunt truck. While this is no doubt appealing to drivers, does it compromise safety in the yard?

"Fleets ask this at first but then realize there's still some noise from the truck and trailer, while also concluding their other safety practices more than address any concern over quiet trucks," contended Saxton. "Many of these sites already have electric forklifts, which are also quiet. The new protocols include slowing at and checking blind corners, beeping the horn – a different sound helps identify the electric truck – and educating site personnel, already highly trained to be safety-conscious." **TN**



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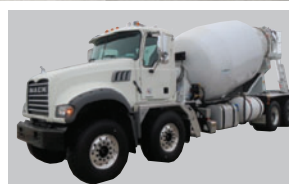
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**2019 Mack Anthem 70"**  
MP8-505C Eng., mDRIVE-HD,  
12/40 Axles, 221" W/B, 70" Stand-  
up sleeper, Stk: 026860 -1285084



**2019 Mack Pinnacle 64T 48"**  
MP8-505C Eng., mDRIVE-HD,  
13.2/44 Axles, 3.56 Ratio, 231" W/B,  
48" Sleeper, Stk: 031195 -1276900



**2019 Mack Anthem 86T 70"**  
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Axles, 265" W/B, 70" Stand-up  
sleeper, Stk: 030760 -1285085



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CHASSIS MAKE & MODEL  
Misc

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UPFIT DESCRIPTION  
Designed according to DIN 15017/H 83 Standards - 35' 4" Maximum horizontal outreach - 48,350 FT.LBS. maximum lifting moment (~20 degrees) - 380 Degree slewing angle - 2500 LBS. Standard crane weight - 13 Gallon Oil Reservoir Lifting capacity - 5,600 LBS. @ 8'4" to 1345 LBS. @ 34'4" Oilfield Service Body - 6.5" Deck with undermount toolboxes - 24" Aluminum upright tool cabinets mounted behind cab with storage and headcoche rack Contact for more information, available for immediate delivery

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CHASSIS MAKE & MODEL  
Chevy

TRUCK EQUIPMENT  
9'4" Steel Job Boss

UPFIT DESCRIPTION  
9'4" steel job boss with fold down slides and strobe light

LOCATION Taylor Auto Mall

BRANCH Gincor Werx Kingston

KEY CONTACT Kori Marshall  
kormarshall@gincor.com

REQUEST INFORMATION

20' STOCK BEAURUC DUMP BO...

CHASSIS MAKE & MODEL  
Misc

TRUCK EQUIPMENT  
20ft Beauruc Dump Body

UPFIT DESCRIPTION  
Truck # KM04220R Black TS MPB 455hp, 1760 ft-lb, 13 sp m-Drive HD, Creeper gear, 20k x 2 /48t axles, HMX 460 Hendrickson, 3.8l Rotte Grey Beau-Roc 20.5 Dump Body with Air tarp and Pintle hitch

LOCATION Mackay's Truck Center

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CHASSIS MAKE & MODEL  
Trailer

TRUCK EQUIPMENT  
Live Bottom Trailer

UPFIT DESCRIPTION  
Tandems, Triaxles Tridem or Quadrem Belt trailer, asphalt belt, insulated, Electri Tarp Contact for more information

LOCATION Ontario

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CHASSIS MAKE & MODEL  
Trailer

TRUCK EQUIPMENT  
25 Tonne Tag Trailer - Excavator Style

UPFIT DESCRIPTION  
25 Tonne Tag Trailer - Excavator Style

LOCATION Keswick, ON

BRANCH Gincor Werx Keswick

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RIDE SUSP; 234" WHEELBASE, WHITE  
IN COLOR, 904,414 KMS,  
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SUSP; 235" WHEELBASE, WHITE IN COLOR,  
919,093 KMS, STK#503169. -1285119  
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14.8L 505/18, 505 HP, 10 SPD TRANS;  
AIR RIDE SUSP; 240" WHEELBASE,  
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STK#533170. -1285129  
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REFRIGERATED TRUCK**  
INTERNATIONAL ENG; MAXX DT07  
225/2300, 225 HP, 5 SPD TRANS;  
LEAF SPRINGS SUSP; 272" WHEELBASE,  
WHITE IN COLOR, 288,833 KMS,  
STK#628960. -1285116  
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HINO ENG; J08E-VB'10 260/2500, 260 HP,  
6 SPD TRANS; LEAF SPRINGS SUSP;  
271" WHEELBASE, WHITE IN COLOR,  
237,490 KMS, STK#513773. -1285112  
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TRUCK (CAB AND CHASSIS)**  
CUMMINS ENG; ISC'07 330/2000, 330 HP,  
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216" WHEELBASE, BLUE IN COLOR,  
296,035 KMS, STK#617181. -1272168  
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**2014 FREIGHTLINER CASCADIA 125  
HIGHWAY TRACTOR**  
48 SLEEPER, DETROIT ENG; DD15'10 14.8  
505/180, 505 HP, 18 SPD TRANS; AIR RIDE  
SUSP; 208" WHEELBASE, BLUE IN COLOR,  
819,365 KMS, STK#516901. -1274414  
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72" SLEEPER, DETROIT ENG; DD15'13  
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HIGHWAY TRACTOR**

62" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 3.91 RATIO, 13.2K/46K SUSP; 244" WHEELBASE, RED IN COLOR, 62" ACFT SLEEPER, GRAY DIAMOND INTERIOR STK#LJ961299. -1282487



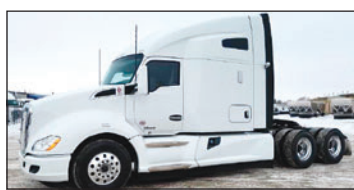
**2019 KENWORTH T880  
HIGHWAY TRACTOR**

40" INTEGRAL LOW-ROOF FLAT-TOP SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 111R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#KJ950358. -1282460



**2019 KENWORTH T880  
DAYCAB TRACTOR**

PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 12.5K/40K AXLE(S), 3.70 RATIO, AG400L SUSP; 189" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 11R22.5 TIRES, STK#KJ950980. -1282459



**2019 KENWORTH T680  
HIGHWAY TRACTOR**

76" ACAD SLEEPER, PACCAR ENG; MX-13, 455 HP, 12 SPD TRANS; 13.2K/40K AXLE(S), 3.25 RATIO, AG400L SUSP; 232" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 11R22.5 TIRES, ALUM RIMS, STK#KJ958371. -1282037



**2019 KENWORTH T800  
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**2020 KENWORTH W990  
HIGHWAY TRACTOR**

76" MID ROOF SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.81 RATIO, AG460 SUSP; WHITE IN COLOR, BLACK LIMITED EDITION INTERIOR, 11R24.5 TIRES, 3 WAY LOCKS, STK#LJ961702. -1285213

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**2014 KENWORTH T660  
HIGHWAY TRACTOR**

72" ACAD SLEEPER, CUMMINS ENG; ISX15, 550 HP, 18 SPD TRANS; 3.73 RATIO, 13.2K/40K SUSP; 228" WHEELBASE, PURPLE IN COLOR, GRAY DIAMOND INTERIOR, MAGNUM MOOSE BUMPER, 11R22.5 TIRES, ALUMINUM RIMS, 1,010,693 KMS, STK#ER967757. -1284496 **\$62,500**



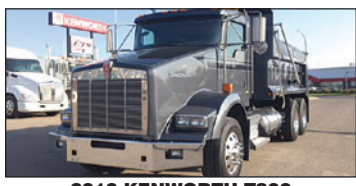
**2014 KENWORTH T680  
HIGHWAY TRACTOR**

76" ACAD SLEEPER, PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 3.55 RATIO, 13.2K/40K SUSP; 232" WHEELBASE, WHITE IN COLOR, GRAY SPENDOR INTERIOR, 11R22.5 TIRES, ALUM/STEEL RIMS. REPO TRUCK, 732,545 KMS, TK#EJ967545A. -1280418  
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72" ACAD SLEEPER, CUMMINS ENG; ISX, 485 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 4.10 RATIO, AG400 SUSP; 232" WHEELBASE, TAN IN COLOR, RED SPLENDOR INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 1,093,455 KMS, STK#CJ954668. -1285038



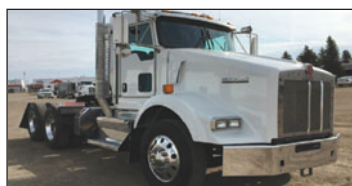
**2013 KENWORTH T800  
DUMP TRUCK**

PACCAR ENG; MX-13, 455 HP, ULTRASHIFT 13 SPD TRANS; 12K/40K AXLE(S), 3.55 RATIO, AG380 SUSP; 244" WHEELBASE, GREY IN COLOR, NEW LOADLINE GRAY DUMP BOX WITH FLIP TARP, 11R22.5 TIRES, ALUMINUM RIMS, 3 WAY LOCKS, ENG HOURS 14,740, 872,718 KMS, STK#DJ960037A. -1270845 **\$97,500**



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PACCAR ENG; MX, 430 HP, ULTRASHIFT 10 SPD TRANS; 3.70 RATIO, 12K/40K SUSP; 230" WHEELBASE, WHITE IN COLOR, W/NEW 20' RED GRAIN BOX, PINTLE HITCH WITH AIR/OIL, ELECTRIC TARP AND CHUTE OPENER, 3 PIECE END GATE. 599,304 KMS, STK#CJ308375. -1269360 **\$99,500**



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**2016 KENWORTH T880  
HIGHWAY TRACTOR**

CUMMINS ENG; ISX15, 485 HP, 18 SPD TRANS; 12K/46K AXLE(S), 4.30 RATIO, AG400 SUSP; 186" WHEELBASE, WHITE IN COLOR, GRAY SPLENDOR INTERIOR, EXTENDED WARRANTY - 7 YEAR/700,000 MILE MAJOR COMPONENT WARRANTY, 731,231 KMS, STK#GJ977673A. -1285211 **\$95,000**

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# MELT required for Saskatchewan farm workers by 2020

REGINA, SASKATCHEWAN

The Province of Saskatchewan will require drivers in agriculture to complete mandatory entry-level driver training (MELT) starting next year.

Like those looking to acquire a Class 1 licence to drive a commercial truck, farm workers will

need to complete MELT’s full 121.5 hours of training starting in 2021.

Agriculture workers were given a temporary exemption from MELT by earning an “F” endorsement on their licence to operate farm equipment without having to complete the MELT program.

“We wanted to take some more time to consult with the farm sector on the impacts mandatory training would have on their industry,” the minister responsible for Saskatchewan Government Insurance Joe Hargrave said. The majority of people consulted in the agriculture sector agreed training was necessary to improve safety, he said.

Commencing March 1, 2020, any farm worker looking to obtain their “F” endorsement will be required to

take 40 hours of commercial driver training. The worker will then be able to drive a farm vehicle within a 100-km radius of the address on the vehicle registration, and is restricted to operating within Saskatchewan.

Starting March 1, 2021, the province will eliminate the “F” endorsement, and anyone wanting to operate a commercial vehicle for agriculture purposes will need to complete the full 121.5 hours of MELT training. **TN**







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# SPILL RESPONSE

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Mark Dalton: Owner-Operator  
By Edo Van Belkom

Mark Dalton was an hour west of Regina on the Trans-Canada Highway hauling a load of Canadian beer destined for Asia. Somehow, a Canadian brewer convinced a Chinese distributor that beer from Canada is better, more flavorful, or just plain exotic. That, or there was a tariff on American beer imported into China and like most other things, someone else benefits.

Mark had three days to get to the coast and he'd done the trip often enough that just two days was more than enough time, so he was driving cautiously and taking in the view of Saskatchewan in springtime.

Along with Mark, there were plenty of longhaul trucks on the route, bringing goods and materials to hubs in Calgary and on to Edmonton, or like Mark straight on through to the coast. Hundreds, maybe even thousands of trucks drove the Trans-Canada every hour and as a result the highway was more like a lifeline for the country rather than just a roadway.

But among all the usual trucks – flatbeds, box trailers, reefers, livestock haulers – there was one truck like he'd never seen before. It was new, clean, totally aerodynamic and, Mark couldn't help but think, just a little bit sexy. There were lights on it that were flush with the body and everything else about it looked different, from the aerodynamic flares around the tires to the rivets holding the trailer's body in place.

It looked like...the future.

And there was another thing different about it as well. For as long as Mark had been following it, the truck had never sped up or slowed down. Instead, it had maintained exactly the same speed, which Mark confirmed with a glance at his own speedometer, was right on the speed limit. This was great for whoever the guy was hauling for, but for people in cars who were used to driving up to 20 km/h over the limit, this truck was a bit of an obstacle that wasn't so easy to get around.

After a few more kilometers, Mark decided to pass the truck himself to get a look at the front of it, and to see who in the world could be so disciplined on the road. He moved into the left lane and edged up even with the truck. As the cab came into his field of vision, Mark was shocked to see that the driver was laid back in his seat and was...reading a magazine.

"Dear God, man. You're going to crash like that!" Mark shouted inside the cab of Mother Load.

But the driver seemed not to notice Mark. Or

# The Truck Without a Driver

## - Part 1 -

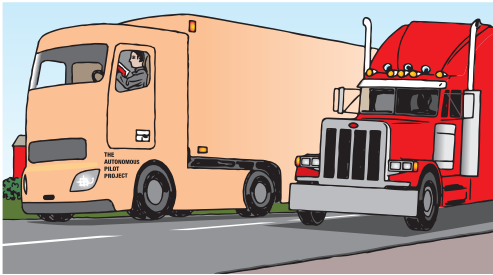
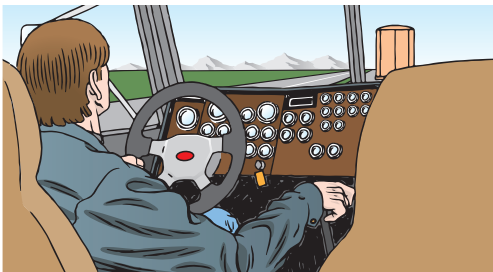


Illustration by Glenn McEvoy

care. However, he did look up from his magazine every once in a while, and did what looked to be a full scan of the road in front of him, and all the gauges on his dashboard. And that's when he read the sign on the left front fender.

"The Autonomous Pilot Project."

"Okay," Mark said aloud. "I get it."

What Mark was looking at was one of the new autonomous trucks that every tech or engineering company in the world seemed intent on developing and bringing to market. While it wasn't a true driverless truck, it was an early version of what would eventually be a truck that required no driver to steer it across the country.

Right now the technology was at a point where the truck could drive itself well enough on the straight and flat highway between Regina and Calgary, but the systems still had enough glitches or limitations that there still needed to be someone inside the truck to take over if the computers – or whatever the hell was driving the truck – broke down, didn't work, or couldn't figure something out, like a traffic jam or bad weather.

Obviously, Mark had stumbled upon a test project for driverless trucks. It made sense to do it in this part of the country where the road was straight and flat and a truck could probably get itself from one warehouse just off the highway in Regina to another warehouse just off the highway

in Calgary. If the truck could first get from depot to depot, then they could move on to try and develop a truck that could drive itself in city traffic.

Or at least that was the plan. As Mark matched the truck's progress down the highway, the driver – or perhaps monitor behind the wheel – noticed Mark staring and waved. And as he did so, the truck just kept on trucking down the highway without a twitch or hiccup.

Even when they came upon traffic at the Saskatchewan/Alberta border, the autonomous truck flawlessly navigated through the slowdown, matching pace with the other cars around it then speeding up to, but never over, the speed limit when traffic got back to normal. Half the drivers Mark knew had trouble keeping things running so smoothly.

And that was the danger.

Although this truck probably cost millions – maybe even billions – to design and build, in the long run it would be cheaper to operate than a truck that needed a driver. It would work continuously, night and day without a break or a log book to fill out. There would also be less traffic because these trucks would drive through the night, and as a result there would be fewer accidents and ultimately a reduction in shipping costs.

And, there would be one more trucker out of a job, but that was the whole point and biggest part of the cost savings.

Mark wanted to say it was a terrible idea, but he knew that there was currently a shortage of drivers. Clearly, there might just be a place for a truck without a driver.

On the one hand, there was always a fear of the unknown and who knew if this would work or not? But then those who resisted technological progress were always doomed to be surpassed by it.

Kodak once had the early opportunity to be a leader in digital cameras, but it decided the technology would never surpass film as the best way to take photographs. And people say the taxi cab industry has only itself to blame with poor service, dirty cabs, and rude drivers, paving the way for services like Uber and Lyft to flourish.

If this worked on a large scale, people – drivers like him – would be out of a job.

Mark had to see more of this operation firsthand. He pulled back behind the truck and decided to follow it to wherever it was going. **TN**

Mark Dalton returns next month in Part 2 of *The Truck Without a Driver*.

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# No longer resisting growth, Slinkemo strives to meet the needs of its customers

By Derek Clouthier

REGINA, SASKATCHEWAN

It didn't take long for Al Ackerman and his partner to learn a valuable lesson in the business world – it's not all about what you want, it's about what your clients need.

Ackerman and Yvonne Zadorozniak, his partner both professionally and personally, started Slinkemo Enterprises in 2001 with one truck, much like many other family-owned trucking companies.

But unlike those other carriers, Ackerman was content with a single truck.

"The idea behind the company was to have a little more control of how we did things when we first started, and the plan was to work seasonally, with different times being busier than others," said Ackerman. "The plan was to work hard for a good part of the year and also have a little family time for part of the year. It wasn't really a goal to grow trucks."

But Slinkemo did grow, not because Ackerman and Zadorozniak's goal changed, but because their customers led them down that path, in essence guiding their success.

"Our focus now is serving our clients so that they can't live without us," said Ackerman. "In order to do that you have to give them what they need to be successful."

Today, Slinkemo concentrates on the drayage, container handling and storage, and transloading businesses, primarily in the agriculture sector across the Prairies. They also provide tractor services, with 18 company trucks and five owner-operators.

"We provide first-mile services on pulse crop exports as they begin their trek around the world," explained Ackerman. "Our clients ship products globally and we get



Despite the urge to remain small, Slinkemo Enterprises has grown from one truck to 18 to meet the needs of its customers.

those products to rail as they work their way to the ports."

Slinkemo also hauls farm equipment across the Canadian Prairies, and as Ackerman says, the key to success in this sector is service.

"Today's producers have large acres to work in a short period of time and they need the inputs there on time to ensure their operation is covering as much ground in a short window of time as possible," he said. "Keeping their success as a top priority is the key to a satisfied customer."

Diversifying their business has been a big part of Ackerman and Zadorozniak's success, helping them become a more stable carrier.

"Employees and clients need to be assured the company they are working for or with is doing things professionally – setting the standard so to speak, rather than cutting corners," said Ackerman. "Innovation is leaps and bounds more important than degradation to try to lower a rate."

Slinkemo's relocation to Regina's Greater Transportation Hub was another move that helped the carrier expand, as it brought them closer to the source of the freight they haul.

"It has allowed us to change our operating model," said Ackerman, "creating more efficiencies and less dwell time at the rail yards,

which has increased our customer service."

Notwithstanding the success of Slinkemo, Ackerman still has his share of concerns on his plate, with the economy near the top of his list.

He believes government plays a major role in economic growth, with policies that can either accelerate or hinder private businesses' ability to thrive.

"Business in Saskatchewan has been good for us over the past few years," said Ackerman. "It may have softened a little in the back half of 2018 and into 2019, but we are optimistic about what the future holds for our province."

Being a resource-based province that experiences ups and downs, Ackerman's optimistic side believes Saskatchewan's recent softening could mean the next boom is right around the corner.

One area Ackerman and Zadorozniak have no concerns is with the implementation of electronic logging devices (ELDs) before the Canadian mandate drops next year.

The pair adopted ELDs early last year and it has proved to be a positive investment for Slinkemo.

"It helps us in all ways, from dispatch to maintenance, to administration and compliance, and the operators. It allows us to maximize visibility of our operation and that

creates efficiency and accuracy, both helping the bottom line," said Ackerman. "When the mandate comes for ELDs in Canada, it will be just another day at the office for our company."

Moving forward, Ackerman and Zadorozniak no longer resist the growth of their company to meet their customer's needs, and have even come to embrace the idea.

"The transportation industry is going to see some interesting times with advances in technology. Our company is looking forward to growing our business with great clients, embracing advances in technology, and preserving customer satisfaction through it all," said Ackerman. "Keeping up with advances, while maintaining the focus on our clients' success, will be the key to our future success." **TN**



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The cover of the 'Maintenance Best Practices II' booklet features a close-up of a person's hands in blue work gloves using a wrench on a mechanical part. The title 'Maintenance Best Practices II' is prominently displayed at the top. Below the title, it says 'Fluid thinking on extending oil life, automatic lubrication, safety and more'. The Chevron logo is at the bottom left of the cover.

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