

# TRUCK NEWS WEST

Delivering daily news at [trucknews.com](http://trucknews.com)

Volume 30, Issue 6

**Page 9****Women in trucking**

Western Women With Drive travels to Edmonton.

**Page 10****Disrupting the industry**

Panel discusses how technology has impacted the industry.

**Page 28****MELT for farmers**

Farm workers in Saskatchewan to require MELT next year.

Reach us at our Western

Canada news bureau

Contact **Derek Clouthier**

Derek@Newcom.ca

or call 403-969-1506



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?

*Continued on page 11*

**Careers: 28**

**Ad Index: 28**



# CHECKS EVERY BOX



Daimler Truck Financial

Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks dealer nearest you, call 1-800-FTL-HELP. FTL/MC-A-1541. Specifications are subject to change without notice. Copyright © 2018 Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company.

DAIMLER | Freightliner - A Daimler Group Brand

# AND THEN SOME.



## Fuel Efficiency

### Integrated Detroit™ Powertrain

- Detroit engines
- DT12™ Automated Manual Transmission (AMT)
- Detroit drive axles

### Aero packages

## Uptime

### Elite Support™ service network

### Designed for ease of maintenance

### Exhaustive durability testing

### eVault interior electrical fuse and relay box

## Safety

### Detroit Assurance® suite of safety systems

### LED headlights

### Standard air disc brakes

## Driver Experience

### Driver's lounge

### Freightliner's quietest cab

### Outstanding ride quality

## Connectivity

### Detroit™ Connect suite of connected vehicles services including Virtual Technician™

When choosing a truck there are many factors to consider. Like advanced aerodynamics designed for maximum fuel efficiency. The backing of the largest service network in North America to keep your truck moving. Safety technology that helps mitigate collisions and increases vehicle uptime. And driver-focused amenities to make sure the truck feels like a home away from home. The new Cascadia® delivers on all of this, and it checks the profitability box, too.

[Freightliner.com/new-cascadia](http://Freightliner.com/new-cascadia)



# 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.



Follow Lou on Twitter @LouSmyrlis.

**90%** 

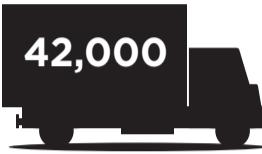
of all consumer products and foodstuffs are shipped by truck, either solely or in part

**10** million trucks

cross the Canada-US border each year with the value of goods on the increase since 2011

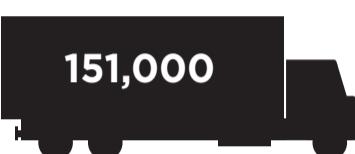
## THE CANADIAN TRUCK FLEET

Class 6 trucks



**42,000**

Class 7 trucks



**151,000**

Class 8 trucks



**351,000**

## CANADIAN CARRIER EQUIPMENT PURCHASES IN 2018



**11,100**

Class 6/7 trucks



**35,700**

Class 8 trucks



**691** million tonnes

of shipments are moved by Canadian carriers annually

**553,000**  
trailers in Canadian Fleet



**49,500**  
trailers purchased by Canadian carriers in 2018



**\$4 billion**

Size of the aftermarket serving Canada's Class 6-8 trucks



## #DeloDrives PERFORMANCE

The Next Generation of Heavy Duty Diesel Engine Oil  
**Delo® 400 with ISOSYN® Advanced Technology**



Up to 35% Better Oxidation Control\*



Up to 46% Better Piston Deposit Control\*



Up to 68% Better Wear Protection\*



Up to 60% Better Component Durability\*

[canada.deloperformance.com](http://canada.deloperformance.com)

\*As compared to previous generation HDMO product test limits.

**Delo**  
Let's go further

© 2019 Chevron Canada limited. All rights reserved. All trademarks are property owned by Chevron Intellectual Property LLC or their respective owners.

**Lou Smyrlis**  
Director Business Development  
**416-510-6881**  
lou@newcom.ca

**Kathy Koras**  
Associate Publisher  
**416-510-6892**  
kathy@newcom.ca

**A. (Tony) Hohenadel**  
Publisher - truckandtrailer.ca  
**416-614-5800**  
tony@newcom.ca

**EDITORIAL**  
**Derek Clouthier**  
Editor  
**403-969-1506**  
derek@newcom.ca

**Sonia Straface**  
Associate Editor  
**416-510-6890**  
sonia@newcom.ca

**James Menzies**  
Contributing Editor  
**416-510-6896**  
james@newcom.ca

**DESIGN AND PRODUCTION**  
Michael Chimenti, Beverley Richards,  
Alicia Lerma, Tim Norton

**ACCOUNT MANAGERS**  
**Nickisha Rashid**  
National Accounts Manager  
**416-614-5824**  
nickisha@newcom.ca

**Anthony Buttino**  
National Accounts Manager  
**514-292-2297**  
anthonyb@newcom.ca

**Denis Arsenault**  
Quebec Accounts Manager  
**514-938-0639 ext. 2**  
denis@newcom.ca

**Doug Copeland**  
Regional Accounts Manager  
**905-715-9511**  
doug@newcom.ca

**Paul Beelien**  
Regional Accounts Manager  
**416-614-5806**  
paul@newcom.ca

Truck West is published monthly by  
Newcom Media Inc.

### NEWCOM

Chairman & Founder:  
**Jim Glionna**  
President  
**Joe Glionna**  
Vice - President  
**Melissa Summerfield**  
Director of Circulation  
**Pat Glionna**

**Subscription Inquiries**  
Lilianna Kantor  
Phone: 416-614-5815  
Fax: 416-614-8861  
Email: lily@newcom.ca

RETURN UNDELIVERABLE CANADIAN ADDRESSES  
TO: CIRCULATION DEPARTMENT, TRUCK NEWS  
5353 DUNDAS STREET WEST, SUITE 400,  
TORONTO, ONTARIO M9B 6H8  
PUBLICATIONS MAIL AGREEMENT NO. 40063170  
CUSTOMER NO. 4006214

TRUCK WEST is a proud member of the following trucking associations:



Funded by the  
Government of Canada

**Canada**

# Contents



## BRITISH COLUMBIA

**Page 8** CTA president talks Driver Inc. during BCTA conference.

**Page 10** Panel discusses how technology has disrupted the industry.

## ALBERTA

**Page 9** Western Women With Drive heads to Edmonton.

## SASKATCHEWAN

**Page 28** MELT to be required for Saskatchewan farm workers next year.



## In Every Issue

### 16 Marketplace

Electric shunt trucks are gaining traction.

### 29 Mark Dalton in...

The truck without a driver.

### 38 Last Word:

Learning a valuable business lesson and running with it.

### 7

## Editorial

Telling our good-news stories will help attract workers.

### 11

## Cover story

Bison celebrates its 50th year in business.

### 14

## Roger McKnight

It's time to start appreciating Canadian energy resources.

### 15

## Chris Nash

The importance of PIC for all those involved.

**16**



# A shortcut for a longer drive.

## **Cleaner diesel engine. Better fuel economy.\***

Synergy Diesel Efficient is pre-additized, helping you go up to two per cent further without the hassle, as compared to diesel without a detergent additive. It helps keep your engine cleaner for better fuel economy, which can mean less maintenance and downtime – to improve your bottom line. Only available at Esso and Mobil stations. Where science and trucking come together.

**Learn more at [esso.ca/diesel-efficient](http://esso.ca/diesel-efficient)**



\*Applies to Synergy Diesel Efficient fuel compared to diesel fuel without detergent additive.  
Actual benefits will vary depending on factors such as vehicle/engine type, driving style and diesel fuel previously used.  
Concentration and availability of our proprietary additive package may vary based upon factors beyond our control.  
© 2019 Imperial Oil Limited. All rights reserved. Esso is a trademark of Imperial Oil Limited. Imperial Oil, licensee. All trademarks used herein are trademarks or registered trademarks of Exxon Mobil Corporation or one of its subsidiaries unless indicated otherwise. Imperial Oil, licensee.



## EDITORIAL

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**



**Derek Clouthier** can be reached by phone at (403) 969-1506 or by email at [derek@newcom.ca](mailto:derek@newcom.ca). You can also follow him on Twitter at [@DerekClouthier](https://twitter.com/DerekClouthier).

## Mark Your Calendar!

ROAD TODAY • TRUCK NEWS  
**JOBS EXPO**

**SEPTEMBER 14, 2019**  
International Centre,  
Mississauga, Ontario, Canada

[www.rttnexpo.com](http://www.rttnexpo.com)  
**FREE ENTRY**  
**FREE PARKING**

**STS** SURFACE  
TRANSPORTATION  
SUMMIT

**OCTOBER 16, 2019**  
International Centre,  
Mississauga, Ontario, Canada  
[www.surfacetransportationsummit.com](http://www.surfacetransportationsummit.com)

 NORTH  
AMERICAN  
COMMERCIAL  
VEHICLE SHOW

**OCTOBER 28-31, 2019**  
Georgia World Congress Center,  
Atlanta, Georgia, USA  
[www.nacvshow.com](http://www.nacvshow.com)

**CFMS** Canadian Fleet  
Maintenance  
Summit

**APRIL 15, 2020**  
International Centre  
Mississauga, Ontario, Canada  
[www.trucksummit.ca](http://www.trucksummit.ca)

**TRUCK**  
**WORLD**

**APRIL 16-18, 2020**  
International Centre  
Mississauga, Ontario, Canada  
[www.truckworld.ca](http://www.truckworld.ca)

# 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**

**KENWORTH**  
**W990**

**NOW TAKING ORDERS  
GET YOURS  
BY FALL!**

**Bold.... Proud.... Timeless.... Confident.**  
**Introducing the Kenworth W990 -**  
**showcasing quality materials, exacting**  
**craftsmanship, timeless design, North**  
**American manufacturing, and so many more**  
**reasons to opt for the scenic route.**

*Check out our used truck line-up!  
Warranty and in-house financing options available.*



- Brandon • Burnaby • Campbell River • Castlegar • Chilliwack (parts only) • Cranbrook •
- Dawson Creek (parts only) • Delta (parts only) • Estevan • Fort St. John • Kamloops • Kelowna •
- Langley • Nanaimo • Penticton • Prince George • Quesnel • Regina • Saskatoon •
- Swift Current • Terrace • Vernon • Whitehorse • Williams Lake • Winnipeg •

[INLAND-GROUP.COM](http://INLAND-GROUP.COM)

## 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**

If you've already learned the business of logistics

CITT can now certify you without sending you back to class

Introducing CITT's new Challenge On-Ramp to industry's most valued professional designation. Finally, there's a fast, accurate and affordable way for experienced people to demonstrate their competencies and qualify for industry's most respected logistics designation and full CITT membership.



[citt.ca/challenge\\_onramp](http://citt.ca/challenge_onramp) • 416.363.5696

®CCLP (CITT-Certified Logistics Professional) is a registered trademark of CITT

We know that trucking isn't a 9 to 5 business...

Supporting them isn't either.



**FIRST**  
TRUCK CENTRE

BEST  
MANAGED  
COMPANIES

[www.firsttruck.ca](http://www.firsttruck.ca)



# 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 (CTR) 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**

## Get Your Technology & Maintenance Solutions From a Proven Source



Whether you're a trucking professional or a tech on the shop floor, TMC is the place where the experts meet. We are the only industry association focused solely on truck technology and maintenance.

Be Part of Trucking's Future...

Join ATA's Technology & Maintenance Council

Visit [JoinTMC.trucking.org](http://JoinTMC.trucking.org) or call 703-838-1763

**TMC**  
TURNING EXPERIENCE INTO PRACTICE

Technology & Maintenance Council  
950 N. Glebe Road, Suite 210  
Arlington, VA 22203



# 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

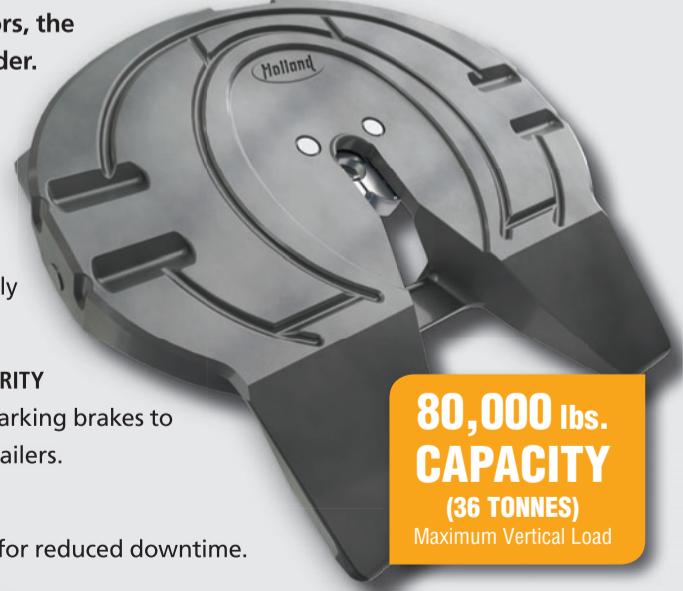
a people business and you get to meet some of the most creative, resilient, and determined people on the planet – both in and out of the truck. **TN**



**FW35TT**  
TERMINAL TRACTOR  
FIFTH WHEEL

BUILT SPECIFICALLY for Terminal Tractors, the FW35TT fifth wheel is the industry leader.

- PROVEN HOLLAND TWIN-LOCK™ DESIGN  
For the fastest and most reliable coupling design in the industry.
- HIGH STRENGTH STEEL ALLOY  
Extra thick face plate with strategically located structure ribs.
- LOCK-DOWN MODE FOR COUPLING SECURITY  
Automatically activates with trailer parking brakes to prevent the potential for dropping trailers.
- EASY LOCK SET REPLACEMENT  
Easy 15 minute lock set replacement for reduced downtime.



Follow us on



[www.safholland.ca](http://www.safholland.ca) 519.537.3494

© 2019 SAF-HOLLAND, Inc. All rights reserved.



THE FLEET  
TECHNOLOGY  
SHOWCASE



NORTH  
AMERICAN  
**COMMERCIAL  
VEHICLE SHOW**

October 28-31, 2019 • Georgia World Congress Center, Atlanta, Georgia



nacvshow.com

# KEEP YOUR FLEET IN **THE FAST LANE**

---

## **CAN'T MISS SHOW FEATURES**

- The biggest class 4-8 vehicle manufacturers in one place
- 500+ exhibitors
- 530,000 sq. ft. of exhibit space expanded to two halls
- Connectivity zone featuring ELD and peripheral devices
- 'Ask the Expert' Workshops
- 3 On-Floor Education Theaters
- Off-Floor Conference Programs



**REGISTER NOW**  
with code  
**TRUCKNEWS19**  
for your free expo  
hall pass!

# 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?



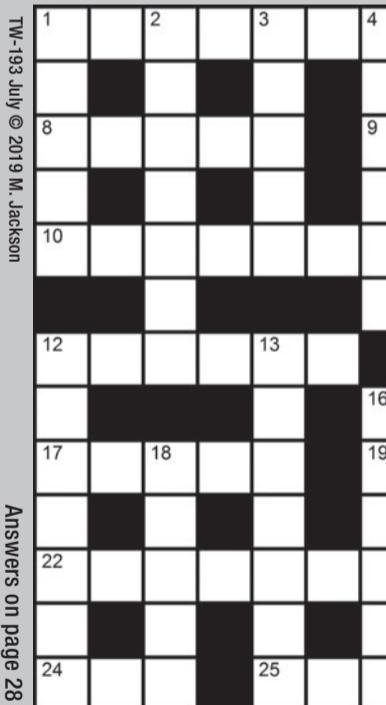
**Roger McKnight** is the chief petroleum analyst with En-Pro International Inc. Roger has more than 25 years of experience in the oil industry. He is a regular guest on radio and television programs, and is quoted regularly in newspapers and magazines across Canada.

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



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



***The Manitoba trucking industry is investing in safety***

RPM offers Manitoba trucking companies of any size the expertise needed to enhance their Occupational Health & Safety program. Our training and advisory services can be utilized at our state of the art training centre or your facility.

Safety program excellence is recognized through Trucking Certificate of Recognition which provides financial reward to proactive employers who reduce injuries and illnesses.

***Tap into the experts @ RPM to reap the benefits of your investment. You've paid for it, get the most out of it!***

204-632-6600  
info@rpmsafety.ca

www.rpmsafety.ca  
@safetyrpm

**» RISK. PROFESSIONALLY MANAGED.**



# Setting the highest standards for road safety

Highway safety is everyone's business, and for those whose businesses involve moving people and products throughout our province on a daily basis, transportation comes with even greater risks and responsibilities.

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.

## ROAD TODAY • TRUCK NEWS JOBS EXPO

### Looking for a Career Change in Trucking or Logistics?

#### — SAVE THE DATE —

**Saturday, September 14, 2019 • 11 AM – 5 PM**

International Centre | Conference Centre | 6900 Airport Rd, Mississauga, ON

#### GET YOUR RESUME READY!

Professional drivers, mechanics, warehouse staff, office staff and more



Event Sponsors



**FREE ENTRY • FREE PARKING**

**www.rttexpo.com**

To exhibit, contact Kathy Koras kathy@newcom.ca or Manan Gupta manan@newcom.ca

# 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 Trailers, said this will be the first all-electric Terberg shunt truck in North America.

“Train Trailers 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 Trailers 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 Trailers 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**

Western Canada's Trailer Specialist.

**Ocean  
TRAILER**



**Wilson  
TRAILER**

**CIMC**

**FONTAINE  
TRAILER**

**TITAN  
TRAILERS INC.**  
Strength Through Innovation

**NEUSTAR**

**FELLING  
TRAILERS**

**Renn**

Rentals, Leasing, Sales, Service, and Parts

Delta      Calgary      Edmonton      Winnipeg      Nanaimo      Prince Rupert

(800) 891-8858 (877) 720-7171 (800) 610-1019 (866) 397-5524 (877) 878-5979 (250) 627-1981



**Ocean Trailer has Western Canada's  
Largest Rental Fleet with Over 8000 Trailers.**

- Double drops • Grain hoppers
  - End dumps
- Dry Vans • Reefers



- Heaters • Flat decks



- Step decks • Curtain sider



- Chassis • Storage vans



**You Name It . . . We Rent It!**

# QUEREL TRAILERS

FOR THE LONG HAUL

**1-844-779-0048**  
[www.quereltrailers.com](http://www.quereltrailers.com)  
 1585 Niakwa Rd. Winnipeg, MB R2J 3T3

**CANADA'S HEAVY DUTY TRAILER SPECIALISTS**

**AUTHORIZED DEALER!**

Canuck Trailers  TRAIL KING  FELLING TRAILERS  BW TRAIL  LINER 

**LOWBEDS • JEEPS • BOOSTERS • END DUMPS - ALL SIZES**

**IN STOCK!**



**2019 TRAIL KING ACS 53'x102" TRI AXLE COMBO DROP-FRAME/STEP-DECK FLAT**  
 JUST ARRIVED! ALUMINUM STEEL COMBO, LOW PRO TRI AXLE, STD TRI AXLE AND A TANDEM WITH FRONT AXLE SLIDE. ALL TRAILERS ARE 53' X 102". -1280826

**IN STOCK!**



**2019 TRAIL KING TK110SA 53'x108" TRI AXLE SLIDING-AXLE TRAILER**  
 AIR RIDE SUSPENSION WITH 60" AXLE SPREAD, 255/70R22.5 TIRES, 30,000 LBS. WINCH (WITH WIRELESS REMOTE), TIRE INFLATION SYSTEM, WIDE LOAD LIGHTS, 6.5" LOAD ANGLE. STK#TK110SA TRAVELLING A -1276210

**5 AVAILABLE!**



**2019 TRAIL KING TK 80 ACS 53'x102" ALL ALUMINUM DROP-FRAME/STEP-DECK**  
 AIR RIDE SUSP; ALL ALUMINUM WITH FRONT AXLE SLIDE AND LOAD LEVELLERS. -1276526

**4 IN STOCK!**



**2019 CANUCK TRIAXLE CLOSE UNDER LOAD BELLY DUMP**  
 102" WIDE, AIR RIDE, 60" SPREAD, 14,500# TARE. -1282724

**IN STOCK!**



**2019 CANUCK TRIAXLE SIDE DUMP**  
 AVAILABLE IN 38' - 42' LENGTHS, 102" WIDE, AIR RIDE, DUMP TO BOTH SIDES, ELECTRIC TARP. -1282725

**1989 TRAIL KING TRIPLE AXLE AIR RIDE HYDRAULIC DETACH**  
 C/W NEW SAFETY AND SETUP FOR WET LINE OPERATION. -1284616

**2019 TRAIL KING, LOWBED/FLOAT**  
 TK 110 HDG, 25' OF DECK, 60" AXLE SPACING, AIR RIDE, WIDE LOAD LIGHTS, STEEL WHEELS, 275 70R 22.5 TIRES AND AVAILABLE IN 10' OR 9' WIDE. -1282722

**ONLY 2 LEFT!**



**(2) 2019 KENWORTH T370 W/NEW ETNYRE CENTENNIAL 2000 GALLON DISTRIBUTOR.**  
 ONE OF ETNYRE'S TOP STOCKING CANADIAN DEALERS. -1277957

**IN STOCK ... READY TO BE DELIVERED!**

**6 IN STOCK!**



**2020 ETNYRE BLACKHAWK 55 TON LOWBED**  
 8'6" OR 9'WIDE, 49' LONG, AIR RIDE, 60" SPREAD, 24" CLEAR DECK, 22.5 TIRES, STEEL WHEELS, HONDA POWERPACK, LED LIGHTS, OUTRIGGERS. -1282723

**IN STOCK!**



**2019 CANUCK R20-2800 ALL STEEL TANDEM END DUMP**  
 102" WIDE, AIR RIDE, ALUMINUM WHEELS, TARP. -1282726

**IN STOCK!**



**2019 CANUCK 53'x102" TRI AXLE STEEL DROP-FRAME/STEP-DECK**  
 HENDRICKSON AIR RIDE SUSP; 255/70R22.5 TIRES, 60" SPREAD, ALUMINUM WHEELS, WELD-ON THREE BAR WINCHES, RUB RAIL & STAKE POCKETS, STROBE LIGHTS, TWO SPEED LANDING GEAR, TWO TOOL BOXES. -1276214

**\$48,000**

**ON THE GROUND!**

**MOST UNITS IN STOCK AND AVAILABLE FOR IMMEDIATE DELIVERY!**  
**SERVICE & DELIVERY ACROSS CANADA AND THE USA**

Join our network of highway carriers and trucking trades helping Canadians and communities in need.

# delivering change

OUR SPONSORS ARE MAKING CHANGE HAPPEN

20+ MILLION LBS DONATIONS DELIVERED

\$600K IN SERVICE DONATIONS & FUNDRAISING

2,200+ HOURS VOLUNTEERED

Join us. [www.trucksforchange.org](http://www.trucksforchange.org)

**TRUCKS FOR CHANGE** NETWORK 



**SURFACE TRANSPORTATION SUMMIT**

**Oct 16, 2019**  
**International**  
**Centre,**  
**Mississauga**

**The**  
**Summit**  
**that**  
**Delivers**



[surfacetransportationsummit.com](http://surfacetransportationsummit.com)



**PRINT**  
+  
**WEB**  
— FOR —  
**ONE**  
**LOW**  
**PRICE**

**The NEW 2019**

**Truck and Trailer.ca**  
Canada's #1 Source for Heavy Trucks and Trailers

WEBSITE



**Truck and Trailer**  
Canada's #1 Source for Heavy Trucks and Trailers

MAGAZINE



**LEGENDS LAST FOREVER**



TOOL BOXES



FLOOR MATS



WORK BENCHES



INDUSTRIAL STRENGTH BUSINESS CARD. MUD FLAPS



MINIMIZER.COM | TESTED & TORTURED | 800.248.3855

**Truck and Trailer.ca**  
Canada's #1 Source for Heavy Trucks and Trailers



NEED HELP?

1-877-450-6416

1-416-510-5237

or [info@truckandtrailer.ca](mailto:info@truckandtrailer.ca)

**We Drive  
Traffic to You**  
... More for Your Money!

# LOADSHARE

LOADSHARE®  
SUSPENSIONS INC.

[www.canadianloadshare.com](http://www.canadianloadshare.com)



## Loadshare® Air Helper Springs

for Trucks & Trailers

Maximizes weight transfer directly  
from chassis to front axle. (up to 8,000 lbs.)

### ADDITIONAL BENEFITS

- maintain proper ride height
- increase vehicle stability
- improve handling and steering
- reduce leaf spring wear and drive train maintenance
- maintains correct steering geometry
- improve ride quality in both conventional and cabover trucks
- adjust to varying load requirements or road conditions with the help of convenient in-cab controls

### IDEAL APPLICATIONS INCLUDE

- refuse compactors
- snowplows/wing plows
- concrete mixers
- lift axle equipped trucks
- utility trucks
- buses
- dump trucks
- highway tractors

"Distributor  
Inquiries  
Welcome!"

for more information contact:

**Canadian Loadshare®**

79 Bessemer Road, Unit 15, London, Ontario, Canada N6E 1P9

Tel: (519) 649-7420 Fax: (519) 649-7421

USA Inquiries - [www.fsip.com](http://www.fsip.com)

Canada's Largest Inventory of  
New and Used Trucks and Trailers



Visit us on the web at [truckandtrailer.ca](http://truckandtrailer.ca)

1-877-450-6416



New And Used Trailer Sales & Leasing



Trailer & Truck Parts & Service



**WE'VE GOT WHAT YOU'RE LOOKING FOR**

**1-866-599-3533 [WWW.FLEETSTOPTRAILERS.COM](http://WWW.FLEETSTOPTRAILERS.COM)**



AS OF MARCH 1ST WE'RE ON THE MOVE... BUT DON'T WORRY WE HAVEN'T GONE FAR!



REFRIGERATED TRAILERS



FLATBED TRAILERS



BELLY DUMP



END DUMP



DRY VANS



B-TRAIN FLAT DECKS



TAG TRAILERS



DROP DECK TRAILERS

**NEW CALGARY**  
5654 55TH ST SE  
CALGARY, AB  
T2C 3G9

**EDMONTON**  
18410 - 118A AVE.  
AND 3904 - 78 AVE.  
EDMONTON, AB

**SURREY**  
17276 - 104A AVE.  
SURREY, BC  
V4N 5M3

**WINNIPEG**  
1650 OAK POINT HWY.  
PO BOX 18 WINNIPEG, MB  
R3C 2E6

**GRANDE PRAIRIE**  
8401 - 99TH ST  
CLAIRMONT, AB  
T0H 0W0

**LETHBRIDGE**  
4005 - 9TH AVE N.  
LETHBRIDGE, AB  
T1H 6H6

**KAMLOOPS**  
575 ATHABASCA ST.  
KAMLOOPS, BC  
V2H 1C5

**RED DEER**  
158 QUEENS DR.  
RED DEER, AB  
T4P 0R4



**Transcraft®**

**Talbert®**  
SINCE 1938

**BENSON**  
INTERNATIONAL

**GINCOR**  
TRAILER WERX®

**Renn**

**Beall**

## Canada's Largest Inventory of Heavy Trucks and Trailers

**Truck and Trailer.ca**

For more information call **416-614-2200** Fax: 416-614-8861  
[info@truckandtrailer.ca](mailto:info@truckandtrailer.ca) [info@equipmentfinder.com](mailto:info@equipmentfinder.com)

# BORN READY.



## 2020 MACK AN64T HEAVY-HAUL TRACTOR

MACK ENGINE: MP8 13 LITER, 505 HP, M-DRIVE TRANS, MERITOR 46,000 REAR AXLE(S), 46,000 AIR-RIDE SUSP, 227" WHEELBASE, 70" MID-RISE SLEEPER, 1800 WATT INVERTOR, DELUXE CABINERY, ALL POWER GROUPS, 3 OF THESE AVAILABLE! -1282314



## 2020 MACK AN64T HEAVY-HAUL TRACTOR

MACK ENGINE: MP8 13 LITER, 505 HP, M-DRIVE TRANS, MERITOR 46,000 REAR AXLE(S), 46,000 AIR-RIDE SUSP, 215" WHEELBASE, 48" FLAT-TOP SLEEPER, COLLISION AVOIDANCE SYSTEM, DELUXE CAB WITH ALL POWER GROUPS. IN STOCK. -1282315



## 2020 MACK GU713 GRANITE B.C. TANDEM TANDEM CONCRETE MIXER

MP7-425 HP, FULLER RTLO16909LL, DUAL 20,000 FRONT AXLES, MERITOR RT46-164EH ON HENDRICKSON HAULMAX WITH DUAL LOCKERS, LONDON BRIDGEMASTER (3) MIXER .... AVAILABLE FALL 2018 -455755



## 2014 MACK CHU613 RAWHIDE EDITION HEAVY-HAUL TRACTOR

MACK ENGINE: MP8 13 LITER, 505 HP M-DRIVE TRANS, MERITOR 46,000 REAR AXLE(S), 46,000 AIR-RIDE SUSP, 243" WHEELBASE, 70" MID-RISE SLEEPER, TIRES ALL 70%, LOW MILEAGE, MOOSE BUMPER, TOOL BOX, CHAIN HANGERS, NEW 6 MONTH MVI. -1282316



## 2019 MULTICAT SLINGERS IN STOCK!

PROUDLY MADE IN CANADA, MC-21 MODELS FOR TRI-DRIVES, MC-15 MODELS FOR TANDEM, ALL EQUIPPED WITH RADIO REMOTE CONTROLS, ELECTRIC "FLOP" TARPS, POWER DRIVE "SUPER SHIELDS", EXCELLENT MATERIAL SPREADERS FOR ALL AGGREGATES, TOP SOIL AND MULCH. SUPPLIED ON A NEW MACK OR INSTALLED ON YOUR CHASSIS! CALL FOR DETAILS! -85385



## NANAIMO MACK Your Heavy Truck Specialists!

### Mack Sales & Service of Nanaimo Ltd.

2213 McCullough Rd.  
Nanaimo B.C. V9S 4M7

**Toll Free 1-866-758-0185**

Contact: Brian Burgoyne cell 250-616-1233  
or Richard Mayer cell 250-616-1241

### Langford Branch Office

2920 Amy Rd.,  
Langford B.C. V9B 0B2

**Ph: 778-426-0185**

Contact: Giovanni Aliperti  
cell 250-883-3059

# Whatever it takes to HAUL.



**2019 Mack Pinnacle 64T HD D/C**  
MP8-505C Eng., mDRIVE-HD,  
14.6/46 Axles, 213" W/B,  
Holland 5th Wheel, Stk: 026858 -1270477



**2019 Mack Pinnacle 64T 70'**  
MP8-505C Eng., mDRIVE-HD,  
13.2/46 Axles, 243" W/B, 70" Stand  
up sleeper, Stk: 026693 -1269361



**2018 Mack CXU613 70' MR**  
MP8-505C Eng., mDRIVE-HD,  
13.2/40 Axles, 221" W/B,  
Stk: 024413 -1259017



**2019 Mack Anthem 64T D/C**  
MP8-505C Eng., mDRIVE-HD,  
13.2/40 Axles, 3.79 Ratio, 197"  
W/B, Stk: 027899 -1276897



**2019 Mack Granite 64FR**  
MP7-425M Eng, mDRIVE-HD 14  
Speed, 20/46 Axles, 3.58 Ratio,  
299" W/B, Stk: 027076 -1276269



**2018 Mack CXU613 Dump Truck**  
MP7-345C Eng., mDRIVE, 14.6/40  
Axles, 16' NeuStar gravel box,  
Electric tarp, Stk: 023216 -1273133



**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"**  
MP8-505C Eng., 18 Sp., 14.6/50  
Axles, 265" W/B, 70" Stand-up  
sleeper, Stk: 030760 -1285085



**2019 Mack Pinnacle Grain Truck**  
MP8-415C Eng., mDRIVE-HD,  
14.6/40 Axles, NeuStar 20' grain  
box, Stk#028479 -1276150

ESTEVAN LLOYDMINSTER  
PRINCE ALBERT REGINA

MELFORT NORTH BATTLEFORD  
SASKATOON SWIFT CURRENT

**888.265.4959**

**AGRICULTURAL  
CONSTRUCTION  
TRUCKS & TRAILERS**

[redheadequipment.ca](http://redheadequipment.ca)

**Redhead** EQUIPMENT



INLAND



Globe Trailers

There "IS" A World of Difference ...  
10 Year Structural WarrantyManitoba Dealer  
Permit # 5033DOEPKER  
TRAILERS

## FEATURING PACLEASE RETURNS 2015 & 2016 Kenworth T680s

Monthly Payments As Low As \$1,300 O.A.C.



-1285060

- 76" ACAD, Paccar 455 HP, Fuller RTLO 13 Spd., 12K Front Axle, 40K Rear Axle\*
- 76" ACAD, Paccar 485 HP, Fuller RTLO 18 Spd., 13.2K Front Axle, Super 40 Rear Axle\*
- 76" ACAD, Paccar 500 HP, Fuller RTLO 18 Spd., 12K Front Axle, 40K Rear Axle\*

**- FLEXIBLE LEASE OPTIONS WITH UNITS STARTING AT \$57,500!**

Example Lease: \$57,500 Term: 48 Months, 10% Down plus \$375 Doc Fee

MONTHLY PAYMENTS = \$1,305.29

\* Subject to applicable taxes extra

**CALL YOUR NEAREST PRAIRE SALES BRANCH TODAY FOR MORE INFO!**

NEW & USED TRUCK SALES					TRAILER SALES
Regina, SK 1-888-979-0394	Saskatoon, SK 1-888-979-0394	Swift Current, SK 1-888-297-8191	Winnipeg, MB 1-888-297-8191	Brandon, MB 1-888-979-5692	Winnipeg, MB 1-888-979-5692 Brandon, MB 1-888-979-5692

**WWW.CUSTOMTRUCK.CA**



*The World's Best.*



Truck and Trailer.ca  
Canada's #1 Source for Heavy Trucks and Trailers



**NEED HELP?**

1-877-450-6416

1-416-510-5237

or [info@truckandtrailer.ca](mailto:info@truckandtrailer.ca)

## Looking for a Career Change in Trucking or Logistics?

ROAD TODAY • TRUCK NEWS

**JOBS EXPO**

[www.rttexpo.com](http://www.rttexpo.com)

**SAVE THE DATE**  
**Saturday, September 14, 2019**

11 AM – 5 PM

International Centre | Conference Centre | 6900 Airport Rd, Mississauga, ON

FREE ENTRY • FREE PARKING

**GET YOUR RESUME READY!**

Professional drivers, mechanics, warehouse staff, office staff and more

To exhibit, contact Kathy Koras [kathy@newcom.ca](mailto:kathy@newcom.ca) or Manan Gupta [manan@newcom.ca](mailto:manan@newcom.ca)

Event Sponsors



# LOOKING FOR WORK READY?



GINCOR WERX FRAME RAILS TO ROAD WORK READY VEHICLES

Leverage our experienced sales teams market knowledge to target your work ready customers. Stock your dealership with the right work ready inventory for the right vocation, in the right region, for the right market segment.

[WORK READY VEHICLES](#)

Visit Our New Website at [www.gincor.com](http://www.gincor.com) For A Complete Listing Of Our Nationwide Work Ready Inventory.

Locate your work ready solution by product, application, or Province.

[REQUEST INFORMATION](#)

[REQUEST INFORMATION](#)



CHASSIS MAKE & MODEL

Trailer

TRUCK EQUIPMENT

Live Bottom Trailer

UPFIT DESCRIPTION

Tandems, Tri-axles, Trident or Quadom Bolt trailer, capstan bolt, insulated, Electri Tarp. Contact for more information

LOCATION

Ontario

BRANCH

Gincor Trailor Werx Blenheim

KEY CONTACT

John Hammond

[johnhammond@gincor.com](mailto:johnhammond@gincor.com)



CHASSIS MAKE & MODEL

Trailer

TRUCK EQUIPMENT

25 Tonne Tag Trailer - Excavator Style

UPFIT DESCRIPTION

25 Tonne Tag Trailer - Excavator Style

LOCATION

Kosciw, ON

BRANCH

Gincor Werx Kosciw

KEY CONTACT

Steve McNabb

[stevemcnabb@gincor.com](mailto:stevemcnabb@gincor.com)

[REQUEST INFORMATION](#)

[REQUEST INFORMATION](#)

[REQUEST INFORMATION](#)



CHASSIS MAKE & MODEL

Misc

TRUCK EQUIPMENT

Effer Crane 80-4S - Oilfield Service Body

UPFIT DESCRIPTION

Designed according to DIN 15017/H1 B3 Standards  
- 35' 4" Maximum horizontal outreach - 48,550  
ft-lbs. maximum lifting moment (+20 degrees)  
- 380 Degree slewing angle - 2,500 LBS. Standard  
crane weight - 13 Gallon Oil Reservoir Lifting  
capacity - 5,810 LBS. @ 8'4" to 1445 LBS. @ 34'4"  
Oilfield Service Body - 6.5' Dock with  
underslung toolboxes - 24" Aluminum upright  
tool cabinets mounted behind cab with storage  
and hoodcheck rack. Contact for more  
information, available for immediate delivery

LOCATION

Calgary, AB

BRANCH

Gincor Werx Calgary

KEY CONTACT

Alfred Langkowiski

[alfred.langkowiski@gincor.com](mailto:alfred.langkowiski@gincor.com)

CHASSIS MAKE & MODEL

Chevy

TRUCK EQUIPMENT

9'4" Steel Job Boss

UPFIT DESCRIPTION

9'4" steel job boss with fold down sides and strobe light

LOCATION

Taylor Auto Mall

BRANCH

Gincor Werx Kingston

KEY CONTACT

Korri Marshall

[kmarshall@gincor.com](mailto:kmarshall@gincor.com)

CHASSIS MAKE & MODEL

Misc

TRUCK EQUIPMENT

20ft Beauroc Dump Body

UPFIT DESCRIPTION

Truck # KM042291 Black TS MPB 455hp, 1760 ft-lbs.  
13 sp mDrive HD, Creeper gear, 20k x 2 1/4k axles.  
HMK 460 Hendrickson, 3.01 Ratio Grey Beau-Roc  
20.5 Dump Body with Air tarp and Pintle hitch

LOCATION

MacKay's Truck Center

BRANCH

Gincor Werx Moncton

KEY CONTACT

Bruce Harvey

[bharvey@mackaystruckcenter.ca](mailto:bharvey@mackaystruckcenter.ca)

NEWMARKET

Gincor Werx

210 Harry Walker Parkway

Newmarket, ON

L3Y 7B4

Phone: (416) 421-5851

Fax: (416) 421-7663



**FGI** FORT GARRY INDUSTRIES | **100** 1919-2019

**FGITRAILERS.COM**  
PARTS | SALES | SERVICE | EQUIPMENT

**BWS** **LODE KING** **Midland** **LANDOLL** **ABS**



**2019 LODE-KING ALUMINUM S/B BULKERS**  
FOUR HOPPER, A/RIDE, ALUMINUM 22.5" RIMS W/BFG TIRES, FENDERS, TARP LIGHT PACKAGE, DUAL CRANKS, LOADING LIGHTS, & SELF-CLEANING CHUTES. TANDEM AND TRIDEMS ALSO AVAILABLE. -1285382



**2019 LODE KING RENOWN DROP DECKS**  
COMBINE THE STRENGTH OF STEEL WITH THE LOW MAINTENANCE & WEIGHT SAVINGS OF ALUMINUM FOR A TRAILER THAT IS AS LIGHTWEIGHT AND STURDY AS ANY ON THE ROAD TODAY. 53X102", INTRAAK AIR RIDE, 3 BAR WINCHES, CHAIN PULL OUTS, TARP HOOKS, FIR DECKING. -1269369



**2019 TW3000 SIDE DUMPS**  
36' TRIDEM, INTRAAK AIR RIDE, AR200 STEEL BODY, 2 WAY TIPPING HINGE, 2-SPD LANDING GEAR, UNIMOUNT STEEL WHEELS, POWER TARP, TWO-WAY DUMPING. -1285384



**2019 BWS AIR RAMP TILT**  
• A GREAT OPTION FOR THE CONSTRUCTION INDUSTRY  
• UNIQUE AIR TILT DECK AND RAMPS FOR FAST UNLOADING  
• NO COMPLICATED HYDRAULICS ARE INVOLVED.  
• 5 YEAR STRUCTURAL WARRANTY -1274690



**ABS LIVE BOTTOM TRAILERS**  
TRIDEM AIR-INSULATED BIN LIVE BOTTOM TRAILERS. YOUR BEST CHOICE FOR CONFINED SPACE AND REDUCED SEGREGATION. LIVE BOTTOM TRAILERS OFFER QUICK UNLOADING AND ADDED TIP-OVER SAFETY COMPARED TO END DUMPS. -1285385

800-282-8044

Prices do not include freight, PDI and taxes.

BRITISH COLUMBIA | ALBERTA | SASKATCHEWAN | MANITOBA | ONTARIO

**The NEW 2019**

**Truck and Trailer.ca**  
Canada's #1 Source for Heavy Trucks and Trailers

**WEBSITE**

**Truck and Trailer**  
Canada's #1 Source for Heavy Trucks and Trailers

**MAGAZINE**

**YOUR  
BEST  
OPTION**

FOR  
**Reaching  
the Entire  
Canadian  
Market**

# SRS500

**Non-Etching  
Cleaner  
and Polish**



## Simply the **BEST** Aluminum Surface Restoration Solution

- Strong, environmentally safe, brushless, non-etching solution is ideal for cleaning and polishing aluminum and metal surfaces
- Cleans and brightens aluminum trailers or other exterior aluminum and stainless steel surfaces, leaving a rich sheen behind
- Removes up to 95% of surface oxidation and won't tarnish or dull wheels, fuel tanks, bodies, stainless steel or accessories
- Ready to use, biodegradable acid/surfactant formulation is designed for the retention of high optical reflectivity
- Effectively removes residual dirt, oils, road film, diesel soot and more, without etching or pitting



Contact  
Us for  
Pricing:  
Phone,  
Email or  
check our website!



Phone: 780.667.5650 Email: [terry.vk@srsgroup.ca](mailto:terry.vk@srsgroup.ca) or Visit: [srsgroup.ca](http://srsgroup.ca)

# TRUCK LINER 2000



DEALER/INSTALLER  
INQUIRIES  
WELCOME

ORDER YOUR "FACTORY WELDED" UHMW DUMP LINER KIT TODAY!  
INSTALLATIONS AVAILABLE!

CANADA'S #1 DISTRIBUTOR OF  
ONE-PIECE PLASTIC LINERS

"CUSTOMIZED TO SUIT YOUR NEEDS"

- UP TO 16' WIDTHS
- VARIOUS LENGTHS & THICKNESSES
- TRIED & TESTED with GRAIN & GRAVEL

For Western Canada Sales and Installations Call Your Local  
Fort Garry Location or Call Bruce Smith @ **519-977-4614**

"GREASE FREE"  
5TH WHEEL SLIP PLATES



ONLY  
\$150.00 EA  
CASH & CARRY

ASK FOR BRUCE SMITH  
CALL  
**(519) 977-4614**



Canada's  
Largest  
Inventory  
of  
New  
and  
Used  
Trucks  
and  
Trailers

Visit us  
on the web at  
**truckandtrailer.ca**  
1-877-450-6416

**Truck and Trailer**  
Canada's #1 Source for Heavy Trucks and Trailers

**Truck and Trailer.ca**  
Canada's #1 Source for Heavy Trucks and Trailers

**Ryder** [www.ryderusedtrucks.ca](http://www.ryderusedtrucks.ca)  
**1-888-995-2459**



**\$20,999**  
MANAGER'S  
SPEC  
2012 INTERNATIONAL PRO LF687  
DAYCAB TRACTOR  
INTERNATIONAL ENG; MAXX13'10  
410/1700, 410 HP, 10 SPD TRANS; AIR RIDE  
SUSP; 175" WHEELBASE, WHITE IN COLOR,  
638,526 KMS, STK#447983. -1283517  
CALGARY



**\$32,495**  
MANAGER'S  
SPEC  
2014 FREIGHTLINER CASCADIA 125  
HIGHWAY TRACTOR  
72" SLEEPER, DETROIT ENG; DD15'13  
14.8L 505/18, 505 HP, 13 SPD TRANS; AIR  
RIDE SUSP; 234" WHEELBASE, 1,144,603  
KMS, STK#532674. -1272651  
CALGARY



**\$42,495**  
2014 FREIGHTLINER CASCADIA 125  
HIGHWAY TRACTOR  
72" SLEEPER, DETROIT ENG; DD15'13  
14.8L 505/18, 505 HP, 18 SPD TRANS; AIR  
RIDE SUSP; 234" WHEELBASE, WHITE  
IN COLOR, 904,414 KMS,  
STK#523356. -1283069  
CALGARY



**\$47,118**  
2013 FREIGHTLINER CASCADIA 125  
HIGHWAY TRACTOR  
60" SLEEPER, DETROIT ENG; DD15'10 14.8  
560/180, 560 HP, 18 SPD TRANS; AIR RIDE  
SUSP; 235" WHEELBASE, WHITE IN COLOR,  
919,093 KMS, STK#503169. -1285119  
CALGARY



**\$50,861**  
2014 FREIGHTLINER CASCADIA 125  
HIGHWAY TRACTOR  
72" SLEEPER, DETROIT ENG; DD15'13  
14.8L 505/18, 505 HP, 10 SPD TRANS;  
AIR RIDE SUSP; 240" WHEELBASE,  
BLUE IN COLOR, 941,957 KMS,  
STK#533170. -1285129  
CALGARY



**\$25,594**  
2011 INTERNATIONAL 4300  
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  
CALGARY



**\$59,000**  
2013 HINO 338  
REFRIGERATED TRUCK  
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  
CALGARY



**\$33,995**  
2010 FREIGHTLINER M2 106 STRAIGHT  
TRUCK (CAB AND CHASSIS)  
CUMMINS ENG; ISC'07 330/2000, 330 HP,  
10 SPD TRANS; AIR RIDE SUSP;  
216" WHEELBASE, BLUE IN COLOR,  
296,035 KMS, STK#617181. -1272169  
VANCOUVER/SURREY



**\$41,495**  
CLEARANCE  
SPECIAL  
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  
VANCOUVER/SURREY



**\$23,624**  
2012 INTERNATIONAL PRO LF687  
DAYCAB TRACTOR  
INTERNATIONAL ENG; MAXX13'10  
475/1700, 475 HP, 10 SPD TRANS;  
AIR RIDE SUSP; 175" WHEELBASE,  
WHITE IN COLOR, 224,462 KMS,  
STK#436185. -1280243  
VANCOUVER/SURREY



**\$39,995**  
CLEARANCE  
SPECIAL  
2014 FREIGHTLINER CASCADIA 125  
HIGHWAY TRACTOR  
72" SLEEPER, DETROIT ENG; DD15'13  
14.8 475/180, 475 HP, 13 SPD TRANS;  
AIR RIDE SUSP; 230" WHEELBASE,  
WHITE IN COLOR, 975,506 KMS,  
STK#313809. -1276131  
VANCOUVER/SURREY



**\$48,500**  
2011 INTERNATIONAL PRO LF627 PREM  
DAYCAB TRACTOR  
CUMMINS ENG; ISC'07 485/1800, 485 HP,  
10 SPD TRANS; AIR RIDE SUSP; 185"  
WHEELBASE, WHITE IN COLOR, 357,671  
KMS, STK#628934. -1281069  
VANCOUVER/SURREY

Financing  
Available

NEW EXTENDED WARRANTY COVERAGE AVAILABLE

Engine, Trans, Diff. Turbo, Inj, DPF, EGR and more! Up to 400,000 kms



ALBERTA - CALGARY 4535 8A Street NE

(Mike Abbott)

B.C. - SURREY 9697 190th Street

(Ryan Martin)



INLAND



KENWORTH

DOEPKER  
TRAILERS

PACCAR



Globe Trailers

Manitoba Dealer  
Permit # 0471

## Great Selection of New Kenworth Trucks!



**2019 KENWORTH T800 HIGHWAY TRACTOR**  
62" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 20K/69K AXLE(S), 4.30 RATIO, NEWAY ADZ369 SUSP; 260" WHEELBASE, WHITE IN COLOR, TRI-DRIVE, BLACK SPLENDOR INTERIOR, 385/65R22.5 11R24.5 TIRES, 3 WAY LOCKS STK#KR999294. -1282036



**2020 KENWORTH T370 STRAIGHT TRUCK (CAB AND CHASSIS)**  
PACCAR ENG; PX-9, 350 HP, 6 SPD TRANS; 16K/40K AXLE(S), HAS402 SUSP; 228" WHEELBASE, WHITE IN COLOR, PINNACLE INTERIOR, 385/65R22.5 11R22.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS STK#LM958563. -1282494



**2020 KENWORTH W900B 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, 11R24.5 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 HIGHWAY TRACTOR**  
62" ACAD SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 13.2K/46K AXLE(S), 3.91 RATIO, AG460 SUSP; 228" WHEELBASE, WHITE IN COLOR, BLACK DIAMOND INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, STK#KJ955892. -1278011



**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

## Manitoba Doepker Trailers Sales: Contact Brandon or Winnipeg Locations



**2019 DOEPKER TRIDEM LEGACY ALUMINUM 2 HOPPER BULKER**  
BLACK WALLS, DOEPKER AUTO LIFT MANAGEMENT SYSTEM, 11R22.5 TIRES, ALUM RIMS, STAINLESS STEEL FENDERS, STK#K4039516. -1282438



**2016 DOEPKER STEEL SUPER B BULKER**  
WHITE WALLS, BLACK TARP, ALUMINUM FENDERS, 11R22.5 TIRES, ALUMINUM RIMS STK#G1034673. -1282024



**2020 DOEPKER GRAVEL ROCKR SUPER B SIDE DUMP**  
HARDOX TUB, ELECTRICAL REMOTE OPERATING PENDANT, BLACK MINIMIZER FENDERS, DOEPKER AUTO LIFT MANAGEMENT SYSTEM, ELECTRIC SIDE TARP SYSTEM, 11R22.5 TIRES, ALUMINUM RIMS STK#L3040225. -1282900



**2019 GLOBE 8.5' 50 TON LOWBOY FLOAT**  
10 YEAR STRUCTURAL WARRANTY, 63" AXLE SPREAD, BLACK, APITONG DECK, SWING OUTS, 1 DROP KING PIN, 275/70R22.5 TIRES, STK#KB336427. -1270605

## Great Savings - Pre-Owned Spring Truck Sale



**2014 PETERBILT 579 HIGHWAY TRACTOR**  
75" INTEGRAL SLEEPER, PACCAR ENG; MX-13, 485 HP, 13 SPD TRANS; 13K/40K AXLE(S), 236" WHEELBASE, WHITE IN COLOR, 75" INTEGRAL SLEEPER, PRESTIGE INTERIOR, 11R22.5 TIRES, 1,055,973 KMS, STK#ED221210. -1283297 **\$47,500**



**2014 KENWORTH T660 HIGHWAY TRACTOR**  
72" ACDN SLEEPER, CUMMINS ENG; ISX15, 550 HP, 18 SPD TRANS; 3.73 RATIO, 13.2K/40K SUSP; 232" WHEELBASE, WHITE IN COLOR, GRAY SPLENDOR INTERIOR, 11R22.5 TIRES, MAGNUM MOOSE BUMPER, 11R22.5 TIRES, ALUMINUM RIMS, 1,010,693 KMS, STK#ER967757. -1284496 **\$62,500**



**2014 KENWORTH T680 HIGHWAY TRACTOR**  
76" ACD SLEEPER, PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 3.55 RATIO, 13.2K/40K SUSP; 232" WHEELBASE, WHITE IN COLOR, GRAY SPLENDOR INTERIOR, 11R22.5 TIRES, MAGNUM MOOSE BUMPER, 11R22.5 TIRES, ALUMINUM RIMS, 1,010,693 KMS, STK#ER967757. -1284496 **LEASE PAYMENTS \$1,395/ MTH + TAXES O.A.C. ON 48 MONTH TERM**



**2012 KENWORTH T800 HIGHWAY TRACTOR**  
72" ACD 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**



**2012 KENWORTH T800 FEED/GRAIN TRUCK**  
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**



**2016 KENWORTH T800 DAY CAB 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 DAY CAB, BLACK SPLENDOR INTERIOR, 11R24.5 TIRES, 4 WAY LOCKS, 775,552 KMS, STK#GJ977670A. -1282014 **\$95,000**



**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**

## BRANDON

1240 Highland Ave.

**1-888-979-5692**Dave Mantei - New/Used Sales  
Cory Nakonechny - New/Used Trailers & Used Truck Sales  
Todd Border - Bus. Mgr.

## ESTEVAN

89 Escana St.

**1-866-332-2121**  
TRUCK PARTS & SERVICE CENTER

Lenny Janz - New/Used Sales

## WINNIPEG

357 Oak Point Hwy

**1-888-979-0957**  
Jim Bednar, Andy Willerton, Richard Prokopic, Al Mowat - Sales  
Bryan Johnson - New Truck Mgr. (MB)  
Todd Border - Bus. Mgr.

## REGINA

520 Park Street

**1-888-979-0394**  
Lenny Janz, Erin Found, Terry Breehn - Sales  
Gordon Wood - Bus. Mgr.  
Bert Downton - Regional Used Truck Mgr (SK & MB)

## SASKATOON

2410 Northridge Drive

**1-888-979-2615**  
Chad Kemp, Guy Tatlow, Vince Boecler, Steve Shmigelsky - Sales  
Gordon Wood - Bus. Mgr.

## SWIFT CURRENT

175 Industrial Dr.

**1-888-297-8191**  
Erin Found - Sales  
Gordon Wood - Bus. Mgr.



# SURFACE TRANSPORTATION SUMMIT

Earlybird Pricing  
Ends Aug 15th

## Don't miss the summit that DELIVERS

**OCTOBER 16, 2019**

International Centre  
6900 Airport Road, Mississauga, ON

**REGISTRATION NOW OPEN!**

### GET

- ▶ **Expert insights** into your industry.
- ▶ **Networking Opportunities** with fellow supply chain leaders.
- ▶ **Practical Knowledge** you can put to work today.

Card Exchange & Networking

Driver Recruitment Best Practices

Freight Management Best Practices

Shipper-Carrier Roundtable | Workplace Safety

Economic Outlook | CEO Track | Shipper of Choice



Silver



Bronze



Afternoon  
Coffee Break



Lanyard



Association Partners



Produced by



Media Sponsors



**[www.surfacetransportationsummit.com](http://www.surfacetransportationsummit.com)**

## 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**

## TRUCKWEST

Advertiser's Index



Canadian Loadshare Suspensions Inc. ....	20	Ocean Trailer .....	17
Dealer Co-op Ad with Mack Trucks		Querel Trailers .....	18
Canada .....	21	Redhead Equipment Ltd. ....	21
Fleetstop Trailers .....	20	Ryder.....	25
Fort Garry Industries Ltd. ....	24	SRS.....	24
Gincor Werx .....	23	The Minimizer.....	19
Inland CTS (Custom Truck Sales)....	22, 26	Truck Liner 2000 .....	25
Nanaimo.....	21		

Chevron (Inside the Numbers).....	4	Mark Your Calendar.....	7
(CITT) LBC Capital .....	9	North American Commercial	
Crossword Puzzle Solution .....	14, 28	Vehicle Show (NACVS) .....	12, 13
Esso Canada – Fuels.....	6	Peterson Manufacturing .....	31
First Truck Centre .....	9	RPM.....	14
Fluid Thinking .....	30	SAF Holland .....	11
Freightliner .....	2, 3	Spill Response .....	28
Game Changers.....	29	Surface Transportation Summit .....	27
Great Dane Trailers.....	32	Technology & Maintenance	
Inland Kenworth .....	8	Council .....	10
Jobs Expo.....	15	Trimac .....	28

## SPILL RESPONSE

Download your free copy in the Digital Editions Archive on [www.trucknews.com](http://www.trucknews.com)



Brought to you by the editors of Newcom Trucking Group, in partnership with Transcourt Tank Leasing

### Management Best Practices

#### SPILL RESPONSE

Develop a plan to prepare for the worst

Mark Dalton: Owner-Operator  
By Edo Van Belkom

**M**ark 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.

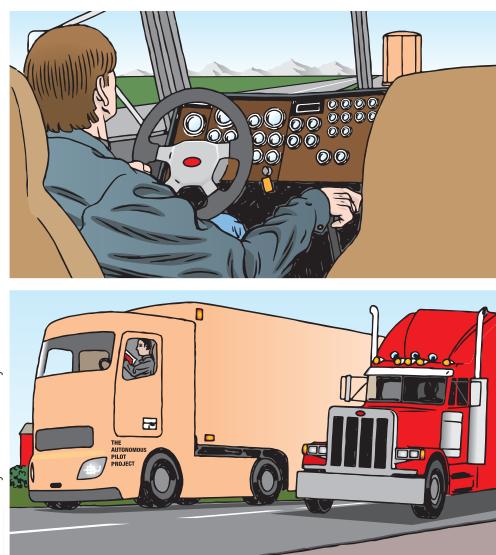
After a few more kilometers, Mark decided to pass the truck himself to get a look at the front of it, and to see who in the world could be so disciplined on the road. He moved into the left lane and edged up even with the truck. As the cab came into his field of vision, Mark was shocked to see that the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



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 first-hand. 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.*

**GAME CHANGERS**

**Mobil Delvac**

Brought to you by the editors of Newcom Trucking Group, in partnership with Imperial Oil Limited

**THE FLEET EXECUTIVE'S GUIDE TO GROWTH, TECHNOLOGY AND MAINTENANCE PRACTICES THAT SET YOU APART FROM THE PACK**

**DOWNLOAD YOUR FREE COPIES IN THE KNOWLEDGE CENTRES SECTION OF**

**www.trucknews.com**

# 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



**Derek Clouthier** can be reached by phone at (403) 969-1506 or by email at [derek@newcom.ca](mailto:derek@newcom.ca). You can also follow him on Twitter at [@DerekClouthier](https://twitter.com/DerekClouthier).

## Fluid Thinking

DOWNLOAD YOUR FREE COPY IN THE  
DIGITAL EDITIONS ARCHIVE ON

[www.trucknews.com](http://www.trucknews.com)



Brought to you by the editors of  
Newcom Trucking Group,  
in partnership with Chevron

# UPGRADE TO PETERSON'S LED HEADLIGHT AND MAX OUT YOUR MACK.



## 701C LED 7" PAR 56 Round Headlight

Fits Class 7 & 8 Vocational Trucks

Move up to LED brilliance and full DOT compliance with our Great White® LED 7" headlight upgrade. It's the perfect way to replace the standard incandescent sealed beams on your Mack, Navistar, AutoCar, and more.

You get a UV- and impact-resistant polycarbonate lens bonded to rugged aluminum housing. A 9-32 volt operating range, low power consumption, separate high/low beam functions, standard H4 electrical connection, and more — all with famous Great White® LED performance that's proudly made in the USA to exceed FMVSS/CMVSS 108 requirements.

Your Peterson rep will be glad to tell you more.



Scan this QR code  
to view info online!



**PETERSON**  
VEHICLE SAFETY LIGHTING

[www.pmlights.com](http://www.pmlights.com)



**Great Dane**

# Great leads the way

Great isn't simply a promise, it's our purpose. It's why we're looking to the future, developing new technologies and focusing on our customers' growing needs. It's what makes us ready for the road ahead and why **Great Doesn't Stop.**

[GreatDane.com](http://GreatDane.com)