

# TRUCK NEWS WEST

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Volume 30, Issue 11

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## Page 14

### It's a start

Panel applauds MELT, but says more needs to be done.

Reach us at our Western Canada news bureau  
Contact **Derek Clouthier**  
[Derek@Newcom.ca](mailto:Derek@Newcom.ca)  
or call 403-969-1506



Jennifer Lesnik always knew she wanted to be a heavy-duty technician, and now she has become Kenworth's first female certified master technician in North America.

# A master of her craft

Edmonton woman first female to achieve Kenworth master technician status

By **Derek Clouthier**

## EDMONTON, ALBERTA

Edmonton's Jennifer Lesnik is the first woman to earn Kenworth's certified master technician status.

Now in her 12th year as a service technician and having worked for Edmonton Kenworth Group since 2007, Lesnik's achievement spans all of Canada and the U.S.

"Jennifer is a great technician and we couldn't be more proud of her in achieving this certification," said Gary King, Edmonton Kenworth president and dealer principal. "This caps off all the hard work she has put in over the years and we look forward to her continued success with our dealer group. As the only woman to have achieved this status, she sets an excellent example and we hope more women soon follow in her footsteps."

Kenworth's dealer technicians must complete a rigorous training system, including classroom time, online, and self-study components to become a master technician.

The courses and exams are conducted and evaluated by instructors, with technicians needing to show they have mastered the skills needed to be successful in performing all diagnostics, repair, and maintenance procedures before being recognized as a master technician. It is estimated to take more than 570 hours to complete the courses and training, as well as the additional 6,000 hours of training required to become a licensed journey-

man heavy equipment technician in Canada.

"It feels amazing to have completed this certification and become a Kenworth master technician," said Lesnik. "It's hard work and it takes a lot of time to complete, especially when you work full-time during that training, but now that it's over, I feel confident in my ability to handle any of my customers' needs."

Now a master technician, Lesnik will be responsible for disabled trucks within a 160-km radius of Edmonton Kenworth – Leduc, working on such components as PACCAR engines and PACCAR and Allison transmissions.

"With the training and experience I have, I'm prepared to quickly diagnose a problem, fix it, and get the truck operator back on the road in a timely manner," said Lesnik. "Any part that can be spec'd in a Kenworth truck, we're prepared to service."

In addition to her hard work, Lesnik credits the support she has received from the staff at Edmonton Kenworth which instilled the confidence she needed to be able to pursue such an achievement.

"Since my first day with Edmonton Kenworth, the staff there have treated me just like everyone else, which is what I want," said Lesnik. "As long as you're capable of doing the work, that's all that matters. It doesn't matter whether you're a man or a woman. The close relationships I've made over the years and the encouragement I've received to go after the Kenworth master technician certification helped a lot." **TN**

## Truck News embraces digital future

Commitment to Western Canada remains firm

By **James Menzies and Derek Clouthier**

Your reading habits are changing, and we are evolving to meet your needs.

The January issues of *Truck News-East and West* will mark the final print edition, 40 years after the paper's founding. As we evolve for a digital era, the news of Canada's trucking industry will now live online - at a completely revamped [Trucknews.com](http://Trucknews.com).

It's no secret news content is increasingly being consumed online. Shortly after the decision was made to end the print edition of *Truck News*, another iconic publication, *USA Today*, also announced plans to become an online-only news medium.

The change has been made in response to market research on emerging reader needs and readership preferences - namely, annual research conducted on behalf of Newcom Media, and also the findings of a landmark study recently conducted by Magazines Canada,

*Continued on page 6*

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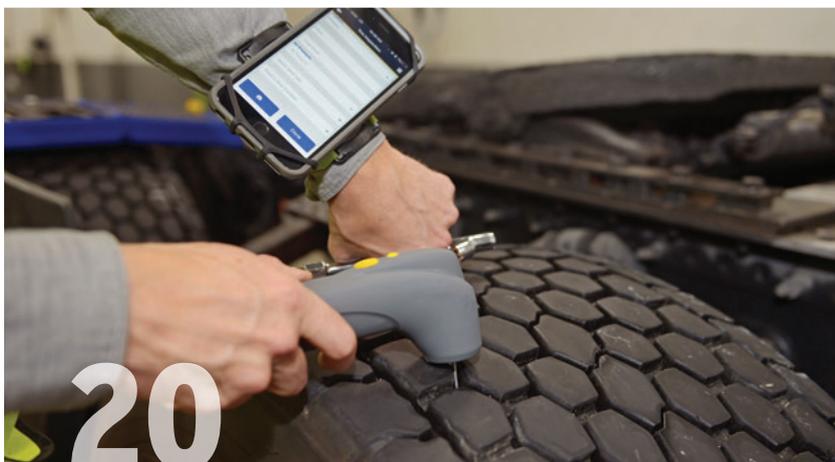
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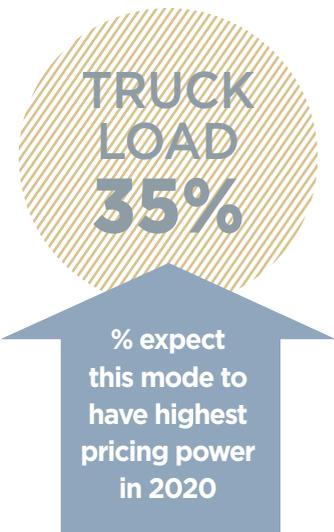
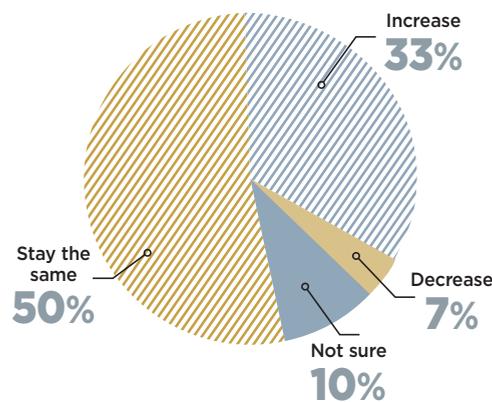
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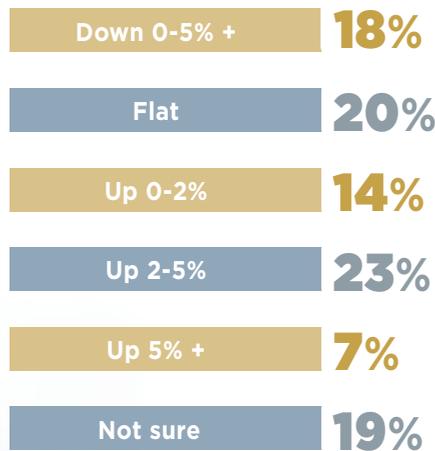
Freight volumes didn't build as expected this year. While 61% of shippers responding to our annual Transportation Buying Trends Survey last year expected to increase volumes and only 4% expected to decrease them, only 41% actually increased their volumes and 22% decreased them. How do things stand for TL carriers in 2020? Half the shippers surveyed expect their use of TL to remain the same as 2019 (a subpar year) while a third expect increases. After two years of price hikes, the majority of shippers also expect transportation pricing to be either flat or down in 2020. A big part of the reason why is the fact shippers are no longer concerned about tightening equipment capacity.



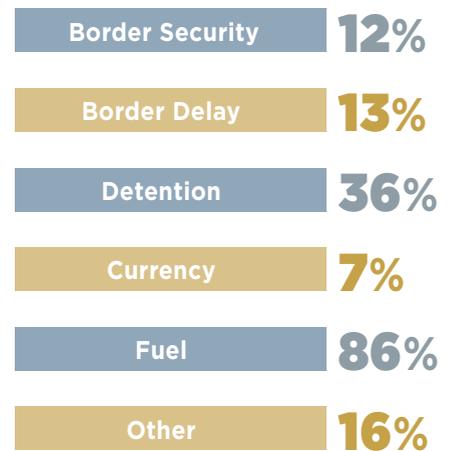
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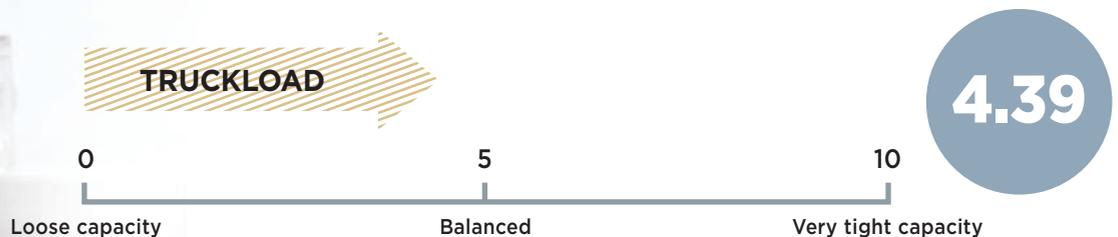
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Derek's deliberation

# Kudos to an industry that continues to help those in need

There is no shortage of good causes available to the trucking industry if it wants to help, and for the most part, the industry steps up to the plate when needed.

Most recently, the Missing Children Society of Canada (MCSC) spoke during the Saskatchewan Trucking Association's annual AGM in Regina to inform them of how they can make a difference in its effort to bring missing children home.

Two years ago, MCSC partnered with the Alberta Motor Transport Association (AMTA) for this very cause.

The partnership centered around MCSC's CodeSearch program, and rolled it out to AMTA members. The program is an app-based rapid response platform, which engages law enforcement and others of missing children.

The very nature of the trucking industry is a perfect fit for efforts such as this. Locating missing children is seldom an easy task, and with drivers literally scouring North America 24/7, what better industry to lend a hand in finding these lost and/or abducted souls?

At the time the partnership was announced in 2017, MCSC said it

recognized the incredible opportunity it was awarded being able to work with the AMTA. MCSC CEO Amanda Pick said, "We know that it only takes one person in the right place at the right time to help a missing child. Twenty-four hours a day, seven days a week, commercial transport vehicles are in every community across Canada. The drivers behind the wheel of those trucks are ideally positioned to provide the valuable eyes and ears in the search for missing children."

She could not be more correct.

As part of its partnership with MCSC, the AMTA has trained all its staff on the usage of the CodeSearch app and how to share it. The association has also written articles about the collaboration, shared information on MCSC in its membership newsletters, provided MCSC with opportunities to speak during AMTA events, and stayed engaged with MCSC on social media by sharing information on missing children posts.

Having truck drivers involved in helping to find missing children is similar to the effort of Truckers



Against Trafficking, which expanded into Canada this past September.

These kinds of partnerships could not make more sense, with trucking possibly being the most valuable industry resource organizations like MCSC and Truckers Against Trafficking can have.

And the fact that the industry continues to develop collaborations like these only goes to show the type of people who work in trucking and their unrelenting desire to help those in need.

This holiday season, another example of the trucking industry doing its part is 18 Wheels of Christmas.

On Nov. 22 from 3 p.m. to 8 p.m., and again Nov. 23 from 10 a.m. to 4 p.m., the organization will hold its 17th annual Food and Toy Drive. This year's campaign will go to help those in need in the Dawson Creek, B.C.-and area.

There will be three locations where they will be looking to fill a trailer with food and toy donations – Dawson Creek Co-op, Save-On-Foods, and Safeway.

There's no question that this holiday season and beyond the trucking industry deserves a pat on the back for all it does to help others. But as we all know, that is not why they keep doing what they do. **TN**



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## Going digital

Continued from page 1

Canada's national magazine association.

Two major findings shaped our decision: The Mags Canada study confirmed what our own studies and circulation data have been telling us for years. Decision-makers in our industry – people who have

purchasing authority and are primarily 45 years of age and older – remain committed to print (according to our research). But they prefer to consume certain types of information, namely industry news, through our digital products.

This hardly comes as a surprise. The web offers the immediacy readers have come to expect when consuming news. *Truck News* was among the

first to recognize this potential trend, and was among the very first North American industry publications to launch a website, in 1998.

The introduction of Trucknews.com changed how we delivered content to our readers, as we adopted an online-first approach to reporting on industry news. We were truly ahead of the times, in adopting a web-first philosophy.

Since then, we have established a well-earned reputation of being the first to deliver the news, through our website and e-newsletters.

The second major finding we are responding to is that the upcoming generation of industry decision-makers – those under 45 years of age – prefer to receive their information through our digital products.

Going forward, Newcom's English language trucking outlets will be streamlined to offer readers the best of both worlds. *Today's Trucking* will be the English language print magazine, containing the same feature-rich content readers have come to expect, as well as some new voices that will carry over from the print editions of both *Truck News* publications.

Trucknews.com, produced by the editors of *Today's Trucking*, and its e-newsletters, will serve as the online source for Canadian trucking news. An important point to make is that the entire editorial team is remaining intact. In fact, reducing the number of print production deadlines will free up editorial resources to focus on creating content.

Our dedication to having editorial boots on the ground in Western Canada will also not change. Maintaining our presents in the west ensures our readers in Manitoba, Saskatchewan, Alberta, B.C., and the North, will continue to have a voice.

Our content will be delivered through a completely redesigned website, offering the editorial team more tools with which to deliver online material in a much more dynamic manner. We are genuinely excited about the new website, which will launch early in 2020. We're also looking forward to contributing a much larger role in the production of our flagship print product, *Today's Trucking*.

The popular Careers section, listing job opportunities for company drivers and owner-operators, will continue. It will be made available in all issues of our sister publication, *Today's Trucking*, starting with the February issue.

The Marketplace section, listing available equipment for sale, will also continue and be made available in all issues of *Today's Trucking* starting in February.

The decision to end the *Truck News* print editions was based on two key inescapable conclusions: To meet the needs of our core audience, we must remain committed to strong print products; and to meet the needs of younger decision-makers – the core audience of our future – we must grow and enrich our existing digital products.

Next month, we will offer more detail as to what to expect in our completely redesigned website. For now, make sure you don't miss a beat, and subscribe to our free e-newsletters. Just click the "Subscribe" button on the top right-hand section at Trucknews.com. **TN**

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# No MELT exemptions for Alberta farm or bus drivers

## EDMONTON, ALBERTA

Following public criticism, including from some family members of those killed in the Humboldt Broncos bus tragedy, the Alberta government will no longer consider exempting some commercial drivers from mandatory entry-level training (MELT) or re-testing.

A September report in the *Globe and Mail* had indicated the province would ease its testing standards for some drivers in the farming and bus sectors.

The issue revolved around a possible exemption to drivers being deemed “transition drivers,” as well as farm and bus drivers called “extension drivers” from having to retake the MELT knowledge and road tests. Transition drivers are any Class 1 or 2 driver who acquired their license between Oct. 11, 2018 and Feb. 28, 2019, while extension drivers are farm and bus drivers who earned their license March 1 and beyond.

Drivers in these categories received a letter in the mail from

Driver Programs and Licensing Standards with details about their driving record and whether they would be required to retake MELT-enhanced knowledge and road tests to retain their commercial license.

And, as Alberta Motor Transport Association (AMTA) president Chris Nash explained, drivers in the agriculture sector were looking to have these exemptions permanent – which the AMTA does not support.

Reports now indicate the government is no longer considering separate training standards for Class 1 and Class 2 farming and school bus drivers. Transition and extension drivers will also no longer receive any exemptions from MELT re-testing or training.

Alberta Transport Minister Ric McIver wrote on Facebook that after meeting with some Humboldt families, his government was looking for ways to “hold these 6,800 drivers to a zero-tolerance safety standard with a probationary period.”

The 6,800 drivers McIver is referring to are those who received their Class 1 or 2 license between Oct. 11, 2018 and March 1, 2019, which followed the announcement of MELT, but was before the program became law.

McIver continued, writing, “Following our conversation with the families, we have decided that transition drivers will be placed on two years’ probation, in addition to an already required clean driving record. If they receive an infraction of any kind within their two-year probation, they will be automatically required to retest under MELT.”

McIver added in an Op-Ed in the *Calgary Herald* that neither farmers nor school bus drivers will be permanently exempted, and following the two-year probation, the new training rules will take effect.

In February, the previous Alberta government extended the deadline for farm workers to comply with the MELT program. After consultation with the agriculture industry, the previous

government said it granted the exemption to those in the sector “to avoid undue pressure on seeding and harvesting operations this year.”

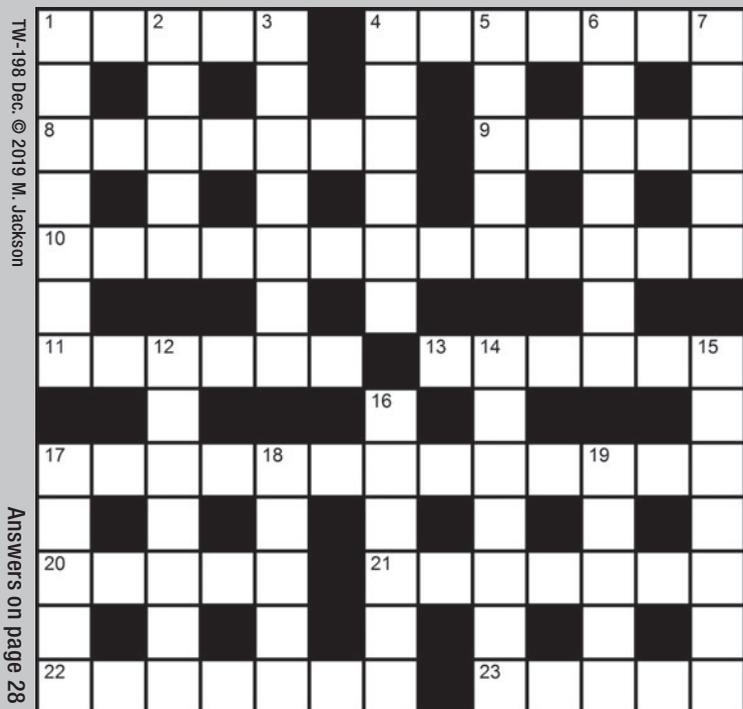
The Alberta government still encouraged farmers and farm workers to complete the MELT program before acquiring their Class 1 or 2 driver’s license, but that it would not be mandatory during the 2019 farming season.

In a response to the argument that farm truck drivers only move their product short distances, Toby Boulet, who lost his son Logan in the Humboldt tragedy, wrote on Twitter, “Just driving a short distance from your home or farm! This is a ridiculous argument. Watch the reports and decide for yourself. Everyone is on the same road. It is becoming an argument about economics. The value of a load of grain and a life. I know where I stand.”

At the time, McIver had said on Facebook that the farming and school bus driving professions are highly flexible and seasonal industries.

Some family members of those killed in the Humboldt collision traveled to Edmonton to oppose the proposed re-testing exemptions to transition and extension drivers. **TN**

## THIS MONTH'S CROSSWORD PUZZLE



TW-198 Dec. © 2019 M. Jackson

Answers on page 28

### Across

- 1 Tire inserts, sometimes
- 4 Xpeditor refuse truck brand
- 8 Driver seat comfort item
- 9 Paper logbook successors (1,4)
- 10 Paper logbooks, slangily (7,6)
- 11 Mobile home haulers
- 13 Rented a truck long term
- 17 Rotator wrecker assignment (5,8)
- 20 Chevy clone of GMC Astro
- 21 Peach plates state
- 22 Certain V-twin bikes, briefly
- 23 Terminal parking areas

### Down

- 1 Ford commercial van
- 2 Roadside deer, slangily
- 3 Left lane leadfoot
- 4 '17-debut Mack conventional
- 5 Gear protrusions
- 6 Tailgate party necessities
- 7 Alberta plates' flowers
- 12 Big rig power unit
- 14 Fuel \_\_\_\_\_, trip cost factor
- 15 Certain trailers (3,4)
- 16 Former ON truck show site
- 17 Fifth wheel or pintle
- 18 '68-'13 Saskatoon-based carrier
- 19 Kenworth co-founder Worthingtona

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# Women considering career in trucking need to 'just do it'

By Derek Clouthier

## REGINA, SASKATCHEWAN

Hitting the road across country, the overwhelming theme of Women with Drive's first stop in Western Canada was to "just do it."

Offering advice to women looking to get into the industry, a panel made up of three successful women in trucking and entrepreneurs, urged attendees to follow their dreams and goals, saying it would all work out in the end.

"Just go do it and you'll be fine," said Heather Day, president of C.S. Day Transport, who moved from teaching to the family business much sooner than she had envisioned.

"For me, everything just carries over...performance reviews are nothing different than what we were doing when we were teaching," said Day, admitting that her transition after just four years teaching in England was a bit easier given her family's trucking background. "Being around the building and being around the smells...I used to fill in as a teenager and got to know the drivers quite well. It was all quite natural."

Erin Diehl, owner of D&E Transport, who borrowed the popular shoe-brand expression for women to "just do it" and launch their trucking careers, also said the industry needs to make a few changes if it's going to continue being successful and attractive to women.

Diehl, who in addition to running a company works full-time as a registered nurse, said there are a few simple things the industry can do to make it more attractive to women.

"We have to stop saying this is a male-dominated industry," she said, adding that the statement can scare potential female workers away. "We have a lot of strong women who work in this industry."

Diehl also said more needs to be done to make both women and men feel safe and cared for while on the road.

"I need a bathroom to stop at and I need one more than every six hours," said Diehl. "I need a safe place...we shouldn't have to be put at risk to make a living."

How trucking is branded is another area Diehl believes the industry has fallen short.

"Somehow, we got into the image that trucking is dirty," she said, pointing to how owner-operators and truckers in general are not seen in such a negative light south of the border. "I don't know how it slid, but we have to work to get it back up."

Jennifer Ehrmantraut, owner of Intentional You Coaching and Consulting and former government employee who was the first woman to hold a position as assistant deputy minister of the Ministry of Highways and Infrastructure, said she has always been one who has tried to break the glass ceiling.

"Someone told me no, and I'm going to prove them wrong," said Ehrmantraut, who was told by a female government coworker that women had a glass ceiling hovering above them. "I never thought of being a woman in an organization that was dominated by men



From left: Erin Diehl, Jennifer Ehrmantraut, Heather Day, and Trucking HR Canada CEO Angela Splinter, who moderated the panel.

and it was not my intention to pave the way for women to be what they aspired to be."

Day said women in trucking need to start talking more about their professions and always be an

ambassador for the industry.

Diehl agreed, adding that it all boils down to self-confidence.

"You're the only person standing in your way," she said. "(Women) just have to believe in themselves." **TN**




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# B.C. rolls out program to reduce GHG emissions from heavy-duty vehicles

## VICTORIA, BRITISH COLUMBIA

The B.C. Trucking Association (BCTA) has partnered with the provincial government to offer the new Heavy-duty Vehicle Efficiency Program.

Under CleanBC, the joint initiative is intended to lower greenhouse gas (GHG) emissions, while helping fleets spend less money on fuel.

“Heavy-duty vehicles produce approximately 35% of GHG emissions from road transportation in B.C., and fuel is one of the highest operating costs for our industry,” said Dave Earle, BCTA president

and CEO. “The CleanBC Heavy-duty Vehicle Efficiency Program will help industry tackle both challenges, putting fuel-saving technologies and practices within reach of more companies. BCTA strongly supports this program and the benefits it will bring to the environment and fellow British Columbians.”

The government will contribute \$1.4 million annually for up to three years for the new program.

“Reducing emissions from the transportation sector is important if we are to create a cleaner future,” said Claire Trevena, minister of

transportation and infrastructure. “This investment will both improve our air quality, with more efficient and less polluting heavy-duty vehicles, as well as lower costs for operators, creating a more affordable and cleaner sector.”

The program will cost-share the purchase and installation of fuel-saving equipment for heavy-duty vehicles with qualified companies. It will also educate about driving practices that help reduce fuel usage and related emission.

“With CleanBC, we’re making transportation cleaner and more

efficient – drivers, industry and the public will benefit as we support heavy-duty vehicles to be more efficient and reduce pollution,” said George Heyman, minister of environment and climate change strategy. “B.C. industries are already leading the way, and this project will accelerate that transition by improving performance, reducing emissions and saving money.”

Registration for the pre-requisite CleanBC Heavy-Duty Vehicle Efficiency Program course sessions opened Nov. 4. Sessions are scheduled to take place in Langley, B.C., Nov. 26, Dec. 3, and Dec. 4, and in Kamloops, B.C., Dec. 10. Additional dates will also be announced, two in Langley and one in Prince George, B.C.

The free one-day course covers how to develop a fuel management program for fleets, incorporating measures to improve fuel economy, and how to develop a baseline of fuel consumption and measure progress while implementing a fuel management program.

Once a fleet has completed the course, it becomes eligible to apply for incentives through the CleanBC program, including rebates on the purchase and installation of qualifying fuel-saving equipment.

**“BCTA strongly supports this program and the benefits it will bring to the environment and fellow British Columbians.”**

– Dave Earle, BCTA

“Their application has to identify the technology and, once approved, proof of purchase and installation is required before they receive any rebates,” explained Shelley McGuinness, communications specialist with the BCTA. “Rebates aren’t retroactive, you have to have approval prior to purchase.”

The program is available to all carriers in B.C., where there are an estimated 66,000 heavy-duty vehicles insured and on the roads.

To be eligible, companies must have one or more heavy-duty commercial vehicles with a gross weight greater than 11,794 kg. They must be licensed and insured in B.C., and operate and have a terminal in the province.

“What’s exciting about the CleanBC Heavy-duty Vehicle Efficiency Program is that it’s available for all carriers who meet the eligibility criteria,” said Earle. “There is no restriction on the size or location of your operation in B.C.; we’re aiming at reducing GHG emissions from B.C.’s fleet as a whole, truck by truck, since that’s what it will take to help meet emissions-reduction targets for our sector.” **TN**

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# Westcan and MADD aim to stop impaired driving with holiday campaign

## COQUITLAM, BRITISH COLUMBIA

With the holiday season around the corner, Westcan Bulk Transport and MADD Canada are shining a light on the perils of impaired driving.

As part of the 2019 effort, Westcan and MADD have made Jeremy Cook the face of the Impaired Driving Prevention Campaign. Cook was hospitalized after being involved in a collision six years ago that was caused by an impaired driver.

“Impaired driving claims lives and causes life-changing injuries

every day,” said Cook, who was 15 years old when the collision occurred. “No one should ever have to go through this. I’m sharing my photo and my story so that people can better understand the consequences of impaired driving, and so that they’ll call police if they see a driver they think might be impaired.”

Cook’s photo will be decaled on 40 of Westcan’s truck trailers in B.C. The trailers will include a message encouraging the public to call 911 to report suspected impaired drivers.

The incident that put Cook in hospital happened Oct. 11, 2013. The car he was a passenger in was struck by an impaired driver who ran a red light at a high speed. Cook suffered serious injuries, including a traumatic brain injury, broken bones, a collapsed lung, and long-term damage to his eyes.

Westcan and MADD Canada have partnered since 2012 to help discourage impaired driving.

“Road safety is a major priority in our business,” said Howard August, executive vice-president of Canadian operations for Westcan.

“This program highlights the very real consequences of impaired driving, and reminds the public about the important role we can all play in helping police take these dangerous drivers off the roads. We are honored to share Jeremy’s story, and the stories of others victims, in the ongoing effort to prevent these senseless tragedies.”

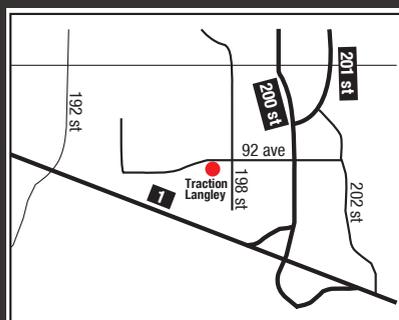
In total, 240 Westcan truck trailers in Western Canada and Ontario display decals as part of the effort.

“Sharing the powerful stories of victims is a crucial way to educate the public about the toll of impaired driving, and emphasize the importance of always driving sober,” said Dawn Regan, MADD COO. “We thank Jeremy for telling his story, and we thank Westcan Bulk Transport for delivering this message to the public.” **TN**

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# WBF celebrates two successful years of its Class 1 training program

By Derek Clouthier

## EDMONTON, ALBERTA

Two years after launching its Class 1 driver training program, Women Building Futures (WBF) marked the occasion with a celebration in October. Several alumni attended the event, including April Naugle, who graduated in March last year.

"I've gone from dreaming about being a truck driver to maneuvering a big truck around the city, transporting all kinds of freight," said Naugle. "Plus, I get to be home every night and off on weekends."

Naugle is now a driver for

Rosenau Transport, and is one of 37 graduates of the WBF professional driver programs since September of 2017. The age of those who successfully complete the program ranges from 24 to 54, with 90% of graduates who have kept in touch with WBF working in the transportation industry. WBF says the average increase in the income of graduates is 114%. Pre-program income for the four graduating classes was \$11/hr, while upon landing initial employment after completing the course, that number increased to \$23.58/hr.

Helena Nieuwendyk was another alumni who attended the cere-



April Naugle, a graduate of the Women Building Futures Class 1 driver training program.

mony. She said a trainer once told her to remember that everything in your life came from a truck, whether it be the materials needed to build your home, your vehicle,

or the roads we drive on.

"It's an extremely important job we do, and it makes me feel proud to be of service," said Nieuwendyk.

Georgina Daub, who was a graduate from the first WBF Class 1 driver training program in 2017, drives for Westcan Bulk Transport, and also attended the celebration. Daub attended a WBF's information session for her daughter, never expecting to register into the Class 1 program herself.

"I thrive on being productive, so this attitude has always helped me to be successful in whatever work I choose," said Daub. "And I get to drive a really big truck."

Megan Bates, manager of industry relations with WBF, said much of the success of the Class 1 driver training program comes from strong partnerships that have been forged since 2016.

"The program and partnerships have successfully kept the needle moving on diversity and inclusion within the transportation industry," said Bates. "We have learned from both the successes and the challenges along the way."

For its driver training program, WBF partners with the Alberta Motor Transport Association, along with carriers Westcan, Rosenau, Caron Transportation Systems, Trimac Transportation, and Watt and Stewart.

"Together we have kept an eye to continuous improvement, not only within the training program but also with onboarding and training new drivers once they start their new careers," said Bates. "Because we have had consistent employer partners, each graduating cohort is welcomed to their new companies by the alumni who have come before them, giving great opportunity for support and mentorship."

The program is also supported by WBF's training partner Gennaro Transport Training, as well as Commercial Vehicle Enforcement, which hosts a scale visit during the course. Applications are now being accepted for the 2020 program. Visit <https://www.womenbuildingfutures.com/programs/professional-class-1-driver> for more information. **TN**

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# MELT's impact on Saskatchewan trucking industry being felt

By Derek Clouthier

## REGINA, SASKATCHEWAN

The influence of Saskatchewan's mandatory entry-level training (MELT) program has been far-reaching in both a positive and negative way on the province's trucking industry.

That was the opinion of a diverse panel discussion during the Saskatchewan Trucking Association's (STA) annual AGM in late October, when panelists gave the MELT program varying grades

depending on their respective professions.

The lowest mark came from Earl Driedger, who owns Maximum Training, which has been in the driver education business since 2001.

Driedger said his enrollment is down 75% since the introduction of MELT, and that colleagues he has spoken to say they are experiencing the same decline.

"If you guys have a shortage of drivers, you're going to have an incredible shortage of drivers in the

next six to 12 months," Driedger told attendees.

Though Driedger said Saskatchewan's MELT program is a step in the right direction, more needs to be done to bring it to the standards he and other training schools have been advocating for several years.

"It's a step in the right direction for sure, but the material and the set up that we have to work with, I'd put in more towards a C or a D," he said of the score he would give today's program.

Areas where Driedger said the program could be improved includes more drive time behind the wheel, providing financial assistance to students, and perhaps most importantly, testing all students in urban centers, as opposed to some being tested in less congested rural locations where they are more likely to pass.

"You can train anywhere you want," he said, "but the testing should be done in particular centers that have all the aspects of driving capabilities that are required."

Mario Da Silva, corporate risk, safety, and security manager for Manitoulin Transport, agreed, saying, "With test centers, what we're noticing is that a driver might fail in a certain test center, and they might go a couple of hours north, and that same person passes."

Da Silva had a more positive outlook of the MELT program than Driedger, giving it a good grade because it puts all drivers on the same level playing field and standard.

"When you look at the responsibility the driver has on the road, it's just enormous, with regards to load securement, fatigue management, hours of service, the transportation of dangerous goods, and sharing the road with smaller vehicles," said Da Silva. "So, the key is driver safety and training."

Da Silva did echo Driedger's sentiment that the MELT program as it currently stands is a good start. He added that more needs to be done to improve both the program and safety on Canadian roads, and carriers play a big role in that effort.

"At the end of the day, it's our employee and our equipment on the public road," said Da Silva. "So, we as carriers, we're responsible of properly training our employees."

Ron Foord, director of carrier and vehicle safety services for Saskatchewan Government Insurance (SGI), gave the MELT program a good score, as it improves safety and includes farm workers, which he said was a great achievement.

"The program was implemented with the goal of having the safest roads in Canada," said Foord, "and that was the guiding principle, so I would give it a very high grade."

Foord said SGI is also monitoring drivers who acquired their Class 1 license in the months prior to MELT being mandated to ensure they are achieving high safety standards.

With the Humboldt tragedy being the catalyst for much of the changes across Western Canada in the past year, Foord highlighted the fact that carrier monitoring was improved long before, with better predictive modeling and auditing procedures since 2014.

"We've tried to be accountable for every change that we've made we've tried to have a measure," he said. "As we increase the number of



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From left: Moderator Derek Clouthier, Kwei Quaye, Earl Driedger, Mario Da Silva, and Ron Foord.

audits, the crashes seem to drop.”

Foord said in 2013, there were 80 audits conducted on National Safety Code (NSC) monitored carriers, and there were 800 collisions. In 2018, the number of audits increased to 290, and the number of collisions dropped to 600.

“It’s not a light switch, it’s not going to happen overnight,” said Foord, “but we changed our carrier profile working with the Saskatchewan Trucking Association to better identify carriers that are high-risk.”

Foord also urged attendees to review a study done by Virginia Tech University outlining the most effective interventions carriers can employ to help reduce collisions involving their fleet.

“Carrier do have the most effect on the drivers,” he said.

Kwei Quaye, vice-president of traffic safety, driver and support services for SGI, also touted MELT as being a success, but shied away from giving it a grade.

“Last year, around this time, there was no MELT, there was no program. A lot of effort went into creating what we have here today,” said Quaye. “The model that we have is not a perfect model, but if you see the manual it is about 366 pages...does it cover everything? Probably not. Does it cover all the competencies, probably, yes. Could it be better? Absolutely.”

Quaye underscored the fact that the Saskatchewan government was looking at implementing a MELT

program prior to the Humboldt incident, albeit on a lesser scale than the province’s 121.5 hours of training it requires today.

Quaye said the program was shaping up to include somewhere around 70-80 hours of training, but that making it mandatory seemed “far-fetched” at the time.

“Then April happened and everything changed...Humboldt happened and the rest is history,” he said. “It’s a mandatory program that provides a huge opportunity for us to do better than we were doing before, and we are committed to growing it and making it better each and every day.”

Thought the program is mandatory for anyone looking acquire their Class 1 license, Driedger

suggested some schools in Saskatchewan are not yet up to par.

Driedger said he knows of some schools that are completing their driver training programs in three weeks, whereas at Maximum, it takes four.

“I’ve been doing this a long time and I’m pretty sure I know what I’m doing, and I don’t know how they can do that,” he said. “I don’t know if things are getting a short-cut or if they are cheating and doing it in less time.”

Quaye said schools have until the end of the year to get their programs in compliance with the new MELT standard, which was extended from the previous Aug. 1 deadline.

He said any school not complying with the MELT standard after that time will face an audit and possible penalties until they are in line with the program.

Aside from MELT, Quaye said the government has been working on other initiatives to improve safety for the trucking industry, including additional rest stops and upgrading roads.

Attendees said they would like to see the addition of driver profiles carriers can access as part of their hiring process. They said this would add to transparency and ensure drivers cannot hide past incidents from potential employers. **TN**

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# Trans Mountain remains a pipe dream

One thing I garnered, or a better word to use would be, “guessed,” from this past election pose-arama, was that none of the leaders – and I use that term wincingly – has ever played or paid for a son or daughter to play hockey. I did, and I am still paying.

One of the motivational chants that I remember being used by the volunteer coaching staff was, “There is no ‘I’ in team!”

The family of pundits, known as a punditry, had it right with a left-wing loaded and supported Liberal minority now in power. But power to do what? The balance of power will be in the form of the NDP who

forgot to study for the test and lost 50% of their seats.

So here we are — the mutual resentment society has been elected.

Prime Minister-elect Justin Trudeau has said that he won't form a coalition. Nope, that would mean sharing the ego light with Jagmeet Singh and the PM doesn't tolerate being in anyone's political shadow.

Forget shadows, as the western storm clouds have not only risen but are about to crash around the ears of the rest of the country.

The Trans Mountain Pipeline's future, and the heated concerns

of Alberta were mentioned and acknowledged as almost a throw-away comment by the prime minister. Yes, the pipeline will be built. Next question? Mine would have been, “When?” The answer of course would have been, “Next question.”

As we all know, the pipeline has been bought and paid for by taxpayers, but not bought and built by our agent, Justin Trudeau. That was when he had a majority, which has now evaporated, in case he hasn't noticed, into a minority. To get this thing built he will have to enlist the backing of the NDP, whose position is that there is no



**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.

place at the table for the pipeline. Next choice, the Bloc? Forget it. Does nothing for Quebec, so Quebec does nothing for Alberta. This was an echo of the Bloc position on the Energy East project. Does nothing for Quebec, so Quebec does nothing for Canada. Will the Conservatives help get the TMX built? That remains to be seen.

**“Without left-wing support for his left-wing party, our prime minister will find himself in a corner in a round room.”**

The Trans Mountain is running into more and more mountains and less and less oceans for it to reach in order to get Alberta crude out of Alberta. Without left-wing support for his left-wing party, our prime minister will find himself in a corner in a round room. If he can't build it, can he sell it? Dare he sell it? I dare someone to buy it. But who would buy something that isn't there?

I can only hope our prime minister honors the motto, “There is no ‘I’ in team.”

Govern yourself accordingly, Justin. **TN**

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# J&R Hall Transport to open facility at CentrePort Canada

## WINNIPEG, MANITOBA

CentrePort Canada welcomed nine new companies at its Winnipeg, Man., location, including trucking company J&R Hall Transport.

Companies have either established operations or are in the process of building new facilities in the Brookside Business Park, a 15-acre, mixed-use industrial park at CentrePort within the rural municipality of Rosser.

“We welcome these market leaders to CentrePort North,” said Frances Smee, reeve, Rural Municipality of Rosser. “Over the last year, we have seen an incredible

amount of investment and development activity; the private sector is responding to the infrastructure we have worked to put in place and development is booming.”

J&R Hall will be located at 137 Wheatfield Road and will encompass 3.8 acres including a 15,000-sq-ft transportation terminal.

“We have seen an incredible increase in the development activity at CentrePort over the last year and the landscape is changing rapidly,” said Diane Gray, president and CEO of CentrePort Canada Inc. “Since water and wastewater servicing was installed in the spring of 2018, build-

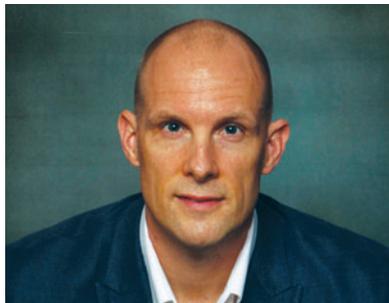


J&R Hall Transport one of nine new companies to open CentrePort facility.

ing permit values have increased tenfold, with more than \$105 million in building permits being issued to date in 2019.”

Other companies moving to CentrePort include La-Z-Boy, Domino's Pizza of Canada, and Lowry Manufacturing and Sales. **TN**

# Sutco names new president



Doug Sutherland.

## KELOWNA, BRITISH COLUMBIA

After more than a decade with the company, Doug Sutherland has been named president of Sutco Transportation Specialists.

Sutherland was previously Sutco's vice-president and general manager for a period of just over eight years. Prior to joining Sutco, Sutherland was general manager of Summit Truck and Equipment Repair.

“Doug strongly supports the family values we were founded on almost 25 years ago, and at the same time has pushed for organization change and innovation to strengthen the long-term success of all of our stakeholders,” said Sutco CEO Chris Sutherland. “With Doug as president, we are very well positioned to fully realize our organizational goals.”

Summit and Sutco are both part of the Sutherland Group of Companies, which also includes B.C. EcoChips and Landmark Timber Services.

Beginning his career in the entertainment industry, Doug entered the trucking sector more than 10 years ago. He holds a bachelor of commerce degree from the University of Victoria and is an executive board member of the B.C. Trucking Association and the Canadian Trucking Alliance. **TN**



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# Action needed to combat abuse of foreign workers

Early in October, the *Globe and Mail* reported that some trucking companies, primarily based in Surrey, B.C., are profiting from abuse of Canada's Temporary Foreign Worker Program (TFWP) and the immigrant workers they hire. I was interviewed for the story, which was not news to our association. What I said is worth elaborating, since the negative impact on our industry by a small subset of unsafe carriers is both disheartening and unnecessary: we urgently need higher standards, harder and faster enforcement, and more information for

carriers and the immigrant drivers caught in the net.

To briefly restate the problem: some B.C. trucking companies, in collusion with bogus immigration consultants, are hiring TFWs without any experience driving heavy trucks in their homeland or Canada and sending them out in conditions with loads they aren't properly trained to handle. Their drivers may not speak English and/or be aware of safe practices; they may have paid the carrier and the consultant for the job; and they may be paid less than accepted rates for their work and

made to flout hours-of-service and other safety requirements, without access to employment rights all workers in Canada can expect.

At minimum, carriers applying to the TFW program should have to comply with National Safety Code (NSC) certification requirements. B.C.'s transportation ministry has several initiatives to promote compliance, including oversight of inactive NSC certificates (to prevent unsafe, non-compliant carriers from switching certificates) and ensuring new NSC applicants pass an NSC knowledge test. Both laudable initiatives that remain languishing, only partially implemented.

That B.C. still needs a mandatory entry-level training (MELT) standard for Class 1 drivers is not news, but an established standard should be the baseline that immigrant drivers hired through the TFW program must meet.

**“We all suffer when miscreants are allowed to damage a program meant to benefit Canadian businesses and immigrants legitimately trying to start a better life.”**

However, neither NSC nor training standards can be meaningful without enforcement. The 2018 B.C. Auditor General's report on commercial vehicle safety says that, while there is a well-defined process for carrier safety interventions in B.C., audits triggered for non-compliant carriers haven't been carried out in a timely manner. In 2016, 46% of inspections intended to be complete within three to six months of being triggered hadn't been started a year or more later.



**Dave Earle** is president & CEO of the B.C. Trucking Association. He has extensive experience in government and labor relations, occupational health and safety training and consulting, administration of substance abuse testing and treatment programs, and workers' compensation. Earle holds a B.A. in communications/political science from Simon Fraser University.

In fairness, it's clear from the *Globe and Mail* report that some of the carriers manipulating the TFWP are operating entirely outside the law and difficult to track. It's also clear that we urgently need to prevent scoff-laws from entering and staying in trucking, for the safety of all road users.

Earlier this year, the B.C. Trucking Association (BCTA) partnered with MOSAIC to deliver an outreach program through the federal Migrant Worker Support Network. Since June 2019, I've been speaking at BCTA events throughout our province about the rights of foreign workers, what employer obligations are and who workers can turn to if they are mistreated. We'll continue this campaign into 2020.

Direct action is needed to combat the abuse that some have practiced within the TFWP framework. Some strategies, like MELT, are coming. Others, including systems for hard enforcement of carriers and "consultants" manipulating the program should be reviewed and implemented now. We all suffer when miscreants are allowed to damage a program meant to benefit Canadian businesses and immigrants legitimately trying to start a better life. **TN**

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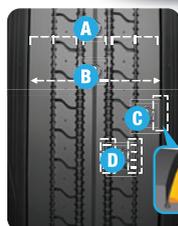
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Product Code	Tire Size	Fly Rating/Load Range	Measuring Rim Width	Max Load (lbs) @ Cold Infl. Pressure (psi) Single	Max Load (lbs) @ Cold Infl. Pressure (psi) Dual	Max Inflation Pressure (psi)	Diam. (in)	Section Width (in)	Approved Rim Width	Tread Depth (1/32")	RPM	Max Speed (mph)	Weight
2210203	11 R22.5	14/G	8.25	6175	5840	105	40.9	10.9	7.50	17	509	75	110
2210233	11 R24.5	14/G	8.25	6610	6005	105	43.0	10.9	7.50	17	484	75	118
2219263	295/75 R22.5	14/G	9.00	6175	5675	110	40.0	10.9	8.25	16	520	75	107

## Traction to open corporate store

**LANGLEY, BRITISH COLUMBIA**  
Traction will open its first corporate store and a new distribution center in B.C. It currently serves Canada's west coast with 12 associated stores and other business partners.

The company said the opening of a corporate store and the fourth warehouse in Canada will complement its services by offering customers access to over 500,000 parts from more than 1,000 suppliers.

"A market analysis started almost two years ago has revealed

that to consolidate our position as leader of the heavy vehicle parts aftermarket, our presence in this region had to be increased," said Pierre Rachiele, executive vice-president of the heavy-duty parts division.

"Our current customer base, serviced by our Edmonton warehouse in Alberta, will be the first to benefit from this as we will be able to respond more quickly to their demands from the new warehouse in Langley." **TN**

# Cleared of any wrongdoing, driver struggles with aftermath of fatal collision



Biermann purchased a new truck in 2012 to help make ends meet and get back on the road.



Harley Biermann.

By Derek Clouthier

## CALGARY, ALBERTA

Nearly a decade after a tragic collision changed his life forever, Harley Biermann has been exonerated of any wrongdoing, but continues to deal with the aftermath of that night.

Biermann was hauling freight from Calgary, Alta., to Vancouver, B.C., on Feb. 3, 2010, when at 1:38 a.m., just east of Revelstoke, B.C., a truck came into his lane, causing a collision that killed two people.

Biermann told *Truck News-West* that he was making his way down Albert Canyon Mountain when he saw a truck coming up the hill heading east and going way too fast while passing other tractor-trailers that were slowly ascending.

"As the speeding truck passed the last truck, the driver very aggressively turned his wheels to his left, steering his tractor-trailer head on into my tractor and trailer," Biermann recalled. "At which point, my tractor-trailer was forced onto

the solid ice wind row."

Biermann came off the wind row and back onto the highway, in what he described as an "out-of-control manner."

The other tractor-trailer then goes under Biermann's trailer, launching it into the air and breaking it into two pieces. Approximately 20 feet of the trailer remains attached to Biermann's truck, while the other 33 feet careened over the cliff.

"As the remaining portions of my tractor and trailer were falling out of the airborne position," Biermann explained, "I slammed into the ditch and mountain in a jackknife position with the rear end of my trailer facing west, and the tractor facing southeast."

The collision resulted in the driver of the eastbound vehicle and its passenger being killed.

The incident was eventually brought to court, where Biermann was accused of causing the collision due to his truck being in a jackknife position as it was coming down the mountain.

Biermann, however, counter-sued, saying his truck and trailer jackknifed only after being struck by the oncoming truck.

Witnesses described an eastbound truck – the truck carrying the two men and the one Biermann said was speeding up the hill – was driving erratically and crossed the center line, hitting Biermann's westbound truck.

A third truck involved in the collision became caught in the debris, which was spread 200 meters long across the highway, closing the road for approximately nine hours.

On April 8, seven years after the trial began, Biermann was found to

have not been at fault.

The driver of the eastbound truck was later identified as Mihail Atanasov and drove for Taiko Carriers. He was deemed to be the direct cause of the accident.

Despite being absolved of any

wrongdoing, Biermann still struggles with the aftermath of the incident.

About a year after the collision, Biermann said he received \$50,000 from the Workers' Compensation Board (WCB), with the explanation being, "that's a driver's wage," which was verbally relayed to him at the time.

He has also had to undergo psychological therapy, an MRI and CTC, mental assessments, massage therapy, and chiropractic treatment, all at his expense.

Dealing with the mental implications of being involved in a fatal collision are not easy.

"With short-term memory loss caused by a concussion from that night, Harley is short with others," said Susan Shumey, a friend of Biermann. "His day-to-day tasks and making decisions, I feel, they challenge him daily."

Shumey says Biermann's patience and attention span have suffered since the tragedy.

"Harley is smart, he can articulate very well with his knowledge of many, many things," she said. "He always has an idea that will solve a problem or invent something new, whether it be with the earth, wind, water, mechanics, or the body. But he is stuck in the aftermath of this accident that changed his life Feb. 3, 2010, at 1:38 a.m." **TN**

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# Tires are getting smarter

Is your tire management program keeping pace?

By James Menzies

Tires represent a fleet's third largest expense, after fuel and driver wages, but they often don't get the attention they deserve. Trey Thompson, field engineering manager with Continental, said industry studies have shown that 40-80% of commercial truck tires are at least 10% underinflated.

Just 10% underinflation increases fuel consumption by 2%, while reducing tread life by 15%. Just 20% underinflation is officially considered a flat tire.

"Unless your fleet is in the top echelon of tire maintenance, you're going to be having more than half your tires costing you these unnecessary increases in your monthly budget," said Thompson.

The good news is, tires are getting smarter. Thompson made the comments during the unveiling of a new line of "intelligent" construction tires this fall. They come from the factory with sensors installed. The company followed up with a regional steer tire that has the option of coming with the sensor.

There are various ways to access information communicated by the tire sensors. Continental offers an in-cab display, which notifies the driver when tire inflation is off. It also has a mobile app and a yard reader, which captures tire inflation pressures as the trucks enter or leave a fleet's yard. It's well suited for fleets that return to base each night.

"We are proud to announce that in 2019, Continental has given the tire a voice," Tom Fanning, vice-president of sales and marketing, said while launching the Conti HSR3 steer tire at the North American Commercial Vehicle Show (NACVS). "We now communicate information from the tire into the truck and outside the truck."

He also shared results of a case study, in which a U.S. fleet reduced its tire-related emergency road service costs from six cents per mile to two cents per mile after installing tire sensors and a yard reader.

One of the biggest issues that cause failures is improper inflation pressures. Often, they're not even correct to begin with.

"There are still some things we do, just because that's what we always did, and tire inflation is one of those things," Thompson said. He said many fleets simply fill the tires to 100 psi, which in the past was fine, as tires tended not to last long anyways. Since tire design has greatly increased



Continental's yard reader is ideal for tracking inflation pressures on trucks that regularly return to their home terminal.



Goodyear's Tire Optix allows fleets to access information about their tires' health, including tread wear and inflation pressures.

removal miles, irregular wear now shows up long before the end of the tire's intended life.

Phillip Mosier, manager, commercial tire development with Cooper Tires, agreed.

"There is a large number of fleets that use 100 psi all the way around," he told *Truck News* in an interview. "That's the easiest thing for maintenance guys, is to remember one number. You really need to be paying attention to what the max load is, and adjusting pressure."

"That's the biggest problem in the fleet community – getting the right air pressure for the load," added Jason Miller, Cooper Tires' national fleet channel sales manager. "If you're running full and coming back empty, what's the right inflation pressure?"

Every tire manufacturer publishes a load and inflation table in its tire guide, however, Thompson said those are referenced too infrequently. And it wasn't practical to adjust tire pressures on the fly to

always remain within those recommended inflation pressures.

A new product from SAF-Holland, introduced at NACVS looks to

change that – on trailers,

at least. The company's SMAR-te Tire Pilot now offers dynamic tire inflation adjustments based on axle load. Working with tech company AKTV8 to design the brains of the system, SAF-Holland's Tire Pilot Plus wheel-ends can now read axle weight. The tire manufacturer's load and inflation recommendations are loaded to the software and the tires are kept at the right pressure for the load.

A tire on a loaded trailer may be inflated to 100 psi, but it may

perform better at 70 psi when unloaded. SAF-Holland estimates tire life can be increased by as much as 10-20% using the system.

Technology can also be helpful for tracking tread depths. Goodyear's Tire Optix, introduced last year, has collected data from more than a million tires.

Nearly 15% of those inspected tires required one or more corrective

actions regarding inflation pressure or tread wear conditions, Goodyear claims.

"Goodyear Tire Optix eliminates the need for manual collection and entry of tire data," said Johnny McIntosh, general manager, services and solutions, commercial tires with Goodyear. "And fleets can view the tire information collected by Tire Optix in real time, enabling them to identify maintenance opportunities and immediately adjust their tire management programs, if needed."

Aperia, whose Halo tire inflation pressure works on both trucks and trailers using the power of a rotating wheel to create air pressure, has recently added a telematics element to its product. Halo Connect not only maintains inflation pressure in real time, it also provides asset tracking and offers other tire maintenance data, included info entered about tread depths and replacement details.

UPS has been testing the system, and during NACVS, Aperia called up a unit that had a tire leaking at 16 psi per hour. The issue was spotted even when the tire's pressure was still at 100 psi, because of operational forces. The truck made it back to the shop for a repair.

Halo Connect uses machine learning – and algorithms that draw on about 1.6 billion kilometers of experience with tires – to identify tire-related issues before a simple pressure gauge ever could.

"There's really a one plus one equals three value when you combine the inflation and the analytics," said Aperia president and chief executive officer Josh Carter, noting inflation issues can be addressed before casings are degraded. "We've seen fleets report a 90%-plus reduction in tire-related emergency roadside service since implementing Halo Connect."

But while more intelligent tires and new technologies are making it easier for fleets to monitor tire conditions, many rely on the old method of manual tire checks. This drives Thompson nuts.

"Often times, we have a fleet that says, 'We don't need any system to check tires. We check our tires every night.' But who's doing that tire check? It's always the new guy. He has no experience. He doesn't appreciate this and doesn't understand that these tires are the second biggest expense this fleet is going to incur this month, next month, and the month after," Thompson said of the maintenance person most commonly relegated to doing nightly tire checks. He also said it's fair to question how many drivers properly check inflation pressures using a tire gauge during their pre-trip inspections, especially inside duals, which are difficult to reach.

"Checking tires is not very effective, and not cheap," he contended. **TN**

Continental launched a series of smart tires with sensors.



# INLAND



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**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, DAY CAB, GRAY VANTAGE INTERIOR, 11R22.5 TIRES STK#KJ950980. -1282459



**2020 KENWORTH T370 STRAIGHT TRUCK (CAB AND CHASSIS)**

PACCAR ENG; PX-9, 350 HP, 6 SPD TRANS; 14.6K/40K AXLE(S), 5.57 RATIO, 220" WHEELBASE, WHITE IN COLOR, CAB & CHASSIS, PINNACLE INTERIOR, 315/80R22.5 11R22.5 TIRES STK#LM958559. -1282488



**2019 KENWORTH T880 HIGHWAY TRACTOR**

40" INTEGRAL LOW-ROOF FLATTOP SLEEPER, CUMMINS ENG; X15, 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 3 WAY LOCKS, STK#KJ952978. -1282461



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38" ACFT SLEEPER, CUMMINS ENG; X15, 565 HP, 18 SPD TRANS; 14.6K/46K AXLE(S), 4.10 RATIO, AG460 SUSP; 220" WHEELBASE, BLACK IN COLOR, BLACK SPLENDOR INTERIOR, 11R24.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS STK#LJ961881. -1289421



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**2016 KENWORTH T800 DAYCAB TRACTOR**

CUMMINS ENG; ISX15, 485 HP, 18 SPD TRANS; 12K/46K AXLE(S), 4.30 RATIO, AG400 SUSP; 185" WHEELBASE, WHITE IN COLOR, EXTENDED DAY CAB, BLACK SPLENDOR INTERIOR, 11R24.5 TIRES, 4 WAY LOCKS, 764,944 KMS, STK#GJ977670A. -1282014 **\$85,000**



**2016 KENWORTH T680 HIGHWAY TRACTOR**

76" ACAD SLEEPER, PACCAR ENG; MX-13, 485 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.73 RATIO, AG400 SUSP; 224" WHEELBASE, WHITE IN COLOR, GRAY VANTAGE INTERIOR, 4 WAY LOCKS, 11R22.5 TIRES ALUMINUM RIMS, SUPER 40 REARS 995,540 KMS, STK#GJ977893A. -1287012 **\$54,900**



**2017 KENWORTH T880 HIGHWAY TRACTOR**

PACCAR ENG; MX-13, 500 HP, ULTRASHIFT TRANS; 13.2K/46K AXLE(S), 3.91 RATIO, AG460 SUSP; 185" WHEELBASE, YELLOW IN COLOR, GRAY SPLENDOR INTERIOR, 4 WAY LOCKS, 11R22.5 TIRES, ALUMINUM RIMS, 9696 ENG HOURS 492,239 KMS, STK#HJ988647. -1288346 **\$97,500**



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76" ACAD SLEEPER, PACCAR ENG; MX-13, 500 HP, 18 SPD TRANS; 13.2K/40K AXLE(S), 3.91 RATIO, AG400 SUSP; 232" WHEELBASE, WHITE IN COLOR, GRAY DIAMOND VIT INTERIOR, 11R22.5 TIRES, 892,303 KMS, STK#GJ977898A. -1289833 **\$59,900**



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**2013 KENWORTH T800 DUMP TRUCK**

PACCAR ENG; MX-13, 455 HP, 13 SPD TRANS; 14.6K/40K AXLE(S), 3.90 RATIO, 212" WHEELBASE, WHITE IN COLOR, NEW 15' DEL GRAVEL BOX, FLIP TARP AND PINTLE HITCH, GROENEVELD AUTOMATIC GREASE SYSTEM, BENDIX COLLISION WARNING SYSTEM, 918,873 KMS, STK#DR958713A. -1272632 **\$82,500**



**2016 KENWORTH T680 HIGHWAY TRACTOR**

76" ACAD SLEEPER, PACCAR ENG; MX-13, 485 HP, 18 SPD TRANS; 12.35K/40K AXLE(S), 3.42 RATIO, AG400L SUSP; 228" WHEELBASE, BLUE IN COLOR, GRAY DIAMOND VIT INTERIOR, SUPER 40'S REARS, 11R22.5 TIRES, ALUMINUM RIMS, 4 WAY LOCKS, 811,945 KMS, STK#GJ977886A. -1289378 **\$59,900**



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**\$15,999**

**2009 INTERNATIONAL 4300LP STRAIGHT TRUCK W/VAN**  
INTERNATIONAL ENG; MAXX DT07 210/2300, 210 HP, 5 SPD TRANS; AIR RIDE SUSP; 205" WHEELBASE, WHITE IN COLOR, 141,819 KMS, STK#500474. -1292747  
**CALGARY**



**\$29,919**

**2013 FORD F550 STRAIGHT TRUCK W/VAN**  
GAS ENG; 6.7L10 300/2800, 300 HP, 6 SPD TRANS; LEAF SPRINGS SUSP; 201" WHEELBASE, WHITE IN COLOR, 177,688 KMS, STK#520393. -1286283  
**CALGARY**



**\$23,118**

**2015 INTERNATIONAL TERRASTAR STRAIGHT TRUCK (CAB AND CHASSIS)**  
INTERNATIONAL ENG; MAXX7, 300 HP, AUTOMATIC TRANS; 3.91 RATIO, 213" WHEELBASE, 172,604 KMS, STK#559781. -1293319  
**VANCOUVER**



**\$20,635**

**2013 CHEVROLET CC20903 VAN/PANEL TRUCK**  
300/4400, 300 HP, 6 SPD TRANS; LEAF SPRINGS SUSP; 133" WHEELBASE, WHITE IN COLOR, 68,857 KMS, STK#530344. -1292011  
**CALGARY**



**\$34,592**

**2009 FREIGHTLINER M2 106 STRAIGHT TRUCK W/VAN**  
CUMMINS ENG; ISC 240/2200, 240 HP, 5 SPD TRANS; AIR RIDE SUSP; 288" WHEELBASE, WHITE IN COLOR, 365,498 KMS, STK#480258. -1293155  
**CALGARY**



**\$61,077**

**2014 VOLVO VNL64T 630 HIGHWAY TRACTOR**  
61" SLEEPER, VOLVO ENG; D1310 455/1800, 455 HP, 12 SPD TRANS; AIR RIDE SUSP; 223" WHEELBASE, WHITE IN COLOR, 771,126 KMS, STK#536890. -1286286  
**CALGARY**



**\$46,500**

**2014 FREIGHTLINER CASCADIA 125 HEAVY-HAUL TRACTOR**  
60" MR SLEEPER, CUMMINS ENG; ISX 15, 550 HP, 18 SPD TRANS; 4.10 RATIO, AIRLINER 4600LB SUSP; 228" WHEELBASE, ENG BRAKE, WET KIT. 479,373 KMS, STK#530685. -1293320  
**VANCOUVER**



**\$58,121**

**2015 VOLVO VNL64T 670 HIGHWAY TRACTOR**  
61" SLEEPER, VOLVO ENG; D1313 455/1800, 455 HP, 12 SPD TRANS; AIR RIDE SUSP; 223" WHEELBASE, BLACK IN COLOR, 793,926 KMS, STK#345323. -1286900  
**CALGARY**



**\$43,000**

**2014 FREIGHTLINER CASCADIA 125 HIGHWAY TRACTOR**  
72" MR SLEEPER, DETROIT ENG; DD15, 505 HP, 10 SPD TRANS; 3.70 RATIO, AIRLINER 40,000LB SUSP; 244" WHEELBASE, ENG BRAKE, WET KIT. 502,434 KMS, STK#553127. -1293321  
**VANCOUVER**



**\$18,624**

**2012 INTERNATIONAL PROSTAR DAYCAB TRACTOR**  
INTERNATIONAL ENG; MAXX1310 410/1700, 410 HP, 13 SPD TRANS; AIR RIDE SUSP; 175" WHEELBASE, WHITE IN COLOR, 379,823 KMS, STK#447981. -1286629  
**VANCOUVER**



**\$26,999**

**2011 INTERNATIONAL PRO LF627 PREM DAYCAB TRACTOR**  
CUMMINS ENG; ISX07 485/1800, 485 HP, 10 SPD TRANS; AIR RIDE SUSP; 185" WHEELBASE, WHITE IN COLOR, 357,671 KMS, STK#628934. -1281069  
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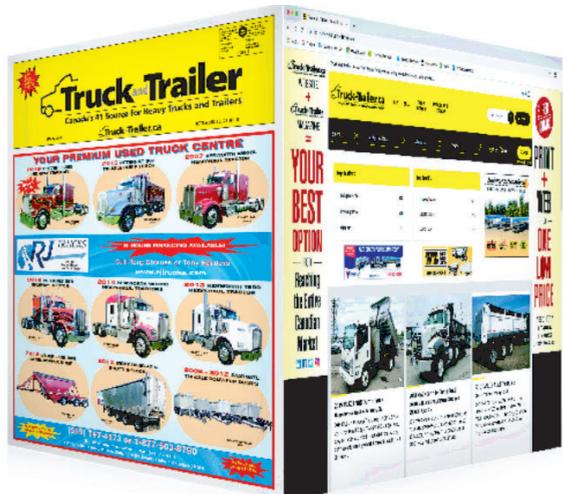
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**2018 MACK MRU613**  
MP7-355, ALLISON 4500, FRONT AXLE:  
FXL20, REAR AXLE: S402R, 197" WB. **STK#**  
**35822.** -1285300



**2019 MACK AN64T – New Anthem Model**  
MP8-505C, MDRIVE 12 SPD, FRONT AXLE:  
FXL12, REAR AXLE: RT46-160, 191" WB.  
**STK# 35988.** -1286967



**2018 MACK CXU613**  
MACK MP8-505C, T318LR21, FRONT AXLE: 14.6,  
REAR AXLE: RZ50, 265" WB. **STK# 35825** -1285322



**2019 MACK GR86F**  
**New Granite Model**  
MACK MP7-425,  
MDRIVE 14 SPD, FRONT  
AXLE: FXL20, REAR  
AXLE: RZ50-166,  
237" WB. **STK# 35956**  
-1285339



**2019 MACK GR86B - BAY-LYNX**  
**MULTICAT SPREADER**  
MACK MP8-445C, MDRIVE 14 SPD, FRONT  
AXLE: FXL20, REAR AXLE: RZ50-166,  
265" WB. **STK# 35967.** -1276879



**2018 MACK CHU614 – Winch Rig-Up!**  
MACK MP8-505C, MDRIVE 13 SPD,  
FRONT AXLE: 14.6, REAR AXLE: RZ50-166,  
265" WB. **STK # 35754** -1029880



**2018 MACK CHU613**  
**15' Summit Gravel Box**  
MACK MP8-505C, MDRIVE  
13 SPD, FRONT AXLE: 14.6,  
REAR AXLE: S440,  
225" WB., **STK# 35747.**  
-1282630



**2018 MACK CXU613 - LOGGING RIG-UP**  
MACK MP8-505, MDRIVE 14 SPD, FRONT  
AXLE: 20.0, REAR AXLE: RZ48, 265" WB.  
**STK# 35709.** -693666



**2020 MACK AN64 – New Anthem Model /**  
**GRAVEL BOX**  
MACK MP7-395C, MDRIVE 12 SPD, FRONT  
AXLE: FXL14.6, REAR AXLE: S38R, 207" WB.  
**STK# 37068.** -1285333

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**2020 Pinnacle 64T HD Daycab**  
MP8-505C Eng., mDRIVE-HD,  
14.6/46 Axles, 213" W/B, 3.73  
Ratio, Stk: 030347. -1284548



**2020 Pinnacle 64T 70"**  
MP8-505C Eng., mDRIVE-HD,  
12/40 Axles, 237" W/B, 3.79 Ratio,  
Stk: 029885. -1283610



**2019 Mack Pinnacle Chassis**  
MP8-415C Eng., mDRIVE-HD,  
14.6/40 Axles, 247" W/B, Stk:  
028480. -1276270



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



**2018 Mack Pinnacle 70"**  
MP8-505C Eng., mDRIVE-HD,  
12/38 Axles, 249" W/B, Stk:  
029511 -1273920



**2018 Mack CXU613 Dump Truck**  
MP7-345C Eng., mDRIVE-HD, 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 Anthem 48"**  
MP8-505C Eng., mDRIVE-HD,  
13.2/46 Axles, 209" W/B, Stk:  
029239 -1277653



**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

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# Saskatchewan seeks federal funds for MELT

**REGINA, SASKATCHEWAN**

Saskatchewan is seeking financial help from the federal government to fund truck driver training, according to the *Globe and Mail*.

The newspaper reported in October that the province made the request in February, a month before its safety program for new Class 1

drivers took effect.

It said the two governments are reviewing options.

The mandatory entry-level training (MELT) program, unveiled in the wake of last year's Humboldt Broncos tragedy, costs thousands of dollars, and the province says federal funding through student

loans could ease the burden for prospective truckers.

Saskatchewan's MELT program costs about \$10,000 per student.

The Canadian Trucking Alliance (CTA) praised Saskatchewan's decision to seek help from Ottawa.

"When it comes to training dollars, CTA wants to see its prospective students given the same level of financial support as other sectors, and applauds the leadership shown by the Government of Saskatchewan in seeking this

equity from Ottawa," said CTA president Stephen Laskowski.

"Once the new cabinet is appointed, CTA will be working with Ottawa to support Saskatchewan's vision that equal training funding treatment is made available for truck drivers across Canada."

The MELT program is at various stages of implementation nationwide.

In July, Canada's premiers reaffirmed their commitment to adopting a minimum national entry-level training standard for truck drivers by 2021. **TN**

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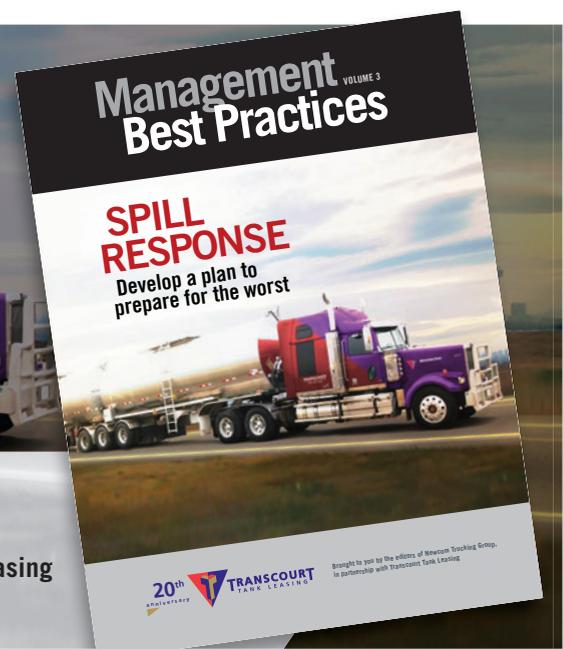


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# SPILL RESPONSE

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Mark Dalton: Owner-Operator

By Edo Van Belkom

THE STORY SO FAR

Mark gets a call asking if he's willing to bail Bud out of jail. He agrees to do it for a few days, because on the 10th, Bud's brother will be back in town and will take over, as Mark has a sweet load to California beginning on that day...

Bud and Mark climbed up into Mother Load and drove north to a Keg restaurant where they could sit down in a quiet space and talk without raising their voices and anybody overhearing. After they both ordered a draught and a couple of steak dinners, Mark asked the question that had been on his mind for several hours now.

"So," he said. "What the hell happened?"

Bud's lips curled upward in an awkward smile, he nodded his head a couple of times and then began to speak.

"I met her a couple of months ago," Bud said, a bit of a twinkle in his eye. "She was fun, funny, sexy as all hell, and she seemed to be able to let me be myself...warts and all."

"You mean you have faults?" Mark asked.

Bud didn't crack a smile. "This is serious, so I'd appreciate it..."

"I'm sorry," Mark said. "Go ahead."

"We went out a couple of times over the course of a month and slowly the time in between seeing each other got shorter and shorter until we were seeing each other every night. And it was great. I really looked forward to seeing her and when I went home for the night, I wished it was already tomorrow."

"Such a romantic," Mark said. He'd promised not to make any more jokes, but this was such a slight tease that Bud didn't even realize Mark had been teasing him.

"It was. That was it exactly. Romantic." Bud seemed to get excited and Mark marveled at a side of Bud he never knew existed.

"But slowly things started to change. It was such a slow transformation I didn't even know it was happening until things had gotten bad."

"What happened?"

"I don't know why, but she started getting weird on me. If I was too long getting to her place, she'd ask me where I'd been. When I didn't have a good enough explanation, it would put her in a foul mood the whole night." Bud stopped to take a breath. "Then she started checking my phone."

"Without your permission?"

"How can I give permission if I'm never asked. If I left it laying around, she would casually pick it up and start scrolling through my calls."

Mark had a good idea what was coming next.

# Bud's bail buddy

## - Part 2 -



Illustration by Glenn McEvoy

"Who's this?" she would ask, and 'Who's that?' Half the time I couldn't remember, I make so many phone calls in a day. Well, let me tell you, 'I don't know' is not a good answer in that situation. She began accusing me of cheating on her."

"It is a little far-fetched," Mark interjected.

"And you want to know the worst thing about it?" Bud paused, but Mark knew he didn't have to urge Bud on. He was on a roll. "I have a lot of women drivers working for me. Not only that, but a bunch of the men driving for me have names that could be the names of women. You know, Lorrie, Sam, Carol, Erin, Stacy. Every time she saw one of those names it was, 'Who is this?'"

"Sounds like it could only get worse," Mark said.

"And it did. Last night. We had a bit to drink – me a couple of beers, her a few glasses of wine – and she eventually got around to picking up my phone again. Didn't take long until she started up with the questions. When she came to someone named Sherry, I had no clue who that was. I still don't. And when I told her I didn't know, she just kept pressing. I kept saying I don't know, and she just started in about how I was cheating on her with someone named Sherry, which of course, I wasn't. The best I could do was tell her Sherry was some trucker I knew, but she wasn't having any of it."

Bud took a deep breath, then said, "Finally, I'd had enough of all this and I told her to get over it and relax, that it was no big deal. Well, that was it for her too. She lost it then, coming right out and accusing me of having more than one woman on the side."

Mark couldn't resist. "Well, do you?"

Bud was incredulous. "No, for Pete's sake. I don't. I've had enough trouble with one woman. Can you imagine how a guy my age is supposed to juggle two or three at once? Well, I didn't want to argue the point any more so I just told her, no I didn't have any other women, but she just wasn't listening to me anymore. She kept scrolling through my phone yelling out womens' names whenever they popped up onto the screen."

Mark remained stone-faced, but inside he was laughing a bit at the picture his mind created of the scene.

"Finally, I went to grab the phone from her – my phone, mind you, which I never gave her permission to look at in the first place – and she pulled away from me, not letting me have my phone back."

Bud lowered his head before he said another word, as if he might be ashamed at what came next.

"So, I grabbed her and forced the phone out of her hand. Well, that just confirmed everything she was accusing me of was true. And, I'd put my hand on her." A shrug. "So, she called the cops, showed the bruise on her arm where I'd grabbed her, and I was taken away, spent a night at the police station and now here I am."

"They tell me I can't let you speak to her," Mark said.

Bud laughed. "You won't have to worry about that. As if I would ever want to even see her again."

Their meal arrived and they enjoyed each other's company, catching up on what seemed like years of lost time. While they waited for dessert, Mark informed Bud that he was only going to be acting as his surety for three days. On the third day, the 10th, they would be meeting up with Bud's brother at the courthouse and they would switch over so that Bud's brother would become surety until the matter ran its way through the court system.

"They told me that was the plan," Bud said. "I appreciate your help. Thanks."

Together, they finished their meal and Mark made sure that Bud grabbed the check. "Least I can do," Bud said.

"Now," Mark said. "I've got a load to pick up headed for Montreal."

"Let's go," Bud said. "It should be fun." **TN**

Check back next month for the final two editions of Mark Dalton: Bud's bail buddy.

# PIONEERS *of* CHANGE

# Your friendly ghost in the transportation industry

By Derek Clouthier

## SASKATOON, SASKATCHEWAN

Though it didn't come in the form of a premonition in the night, Clay Dowling takes pride in his company being "Your Partner with Spirit."

Launched in 1987, Ghost Transportation is the spawn of necessity, and, as Dowling admits, at the behest of a customer in need.

"I started the company partly because I was unemployed, but mostly because a customer from my previous bankrupt employer asked if I could move a load for them. They asked what they could do to help, and demanded I made money doing so," said Dowling. "The move was successful and they shared the results with other businesses, which then started calling."

Though Dowling is unwilling to divulge the story behind being given the nickname "Ghost," he did disclose that the name comes from his company's humble beginnings, having no assets, and being seen as a ghost with no physical presence, yet very much in existence.

Ghost started as a freight brokerage offering boutique transportation services through more than a thousand transportation providers across North America.

But when some of its customers became concerned the company had no skin in the game, paired with an ever-changing supplier network, Dowling knew he had to make some changes by adding assets.

"(This) allowed us to retain and maintain certain market segments and further satisfied those suppliers request of us having 'skin,'" said Dowling. "The assets provided further growth to service offerings and ability to market requirements."

The addition of assets resulted in Ghost Transportation being named one of the Top 100 Fastest Growing



It didn't take long for Ghost Transportation to spook up a bunch of customers.

Companies in Canada in 1995, as well as one of the Top 500 Fastest Growing Companies in Canada again in 2015.

"We see several emerging changes to the market, and as a responsible industry, our success will be tied to being nimble and responsive to those changes," said Dowling. "We have been steadfast with company-only equipment and company employees and will be exploring independent contractors and agents in the coming years, which will be very different for us and will fuel additional opportunities for all involved."

Today, Ghost hauls pretty much anything as long as it is not human, a human possession, or has to be moved through a pipeline.

The company's freight brokerage service remains its largest sector, while also providing scheduled LTL road service from Toronto to Manitoba, Saskatchewan, and Alberta, third-party logistics, freight management, warehousing, local and dedicated cartage, intermodal drayage, and truckload services throughout Canada and into the U.S.

The company boasts 33 trucks, 42 trailers, and two straight trucks, which are broken into three fleets – Saskatchewan only, Quebec to B.C. and Canada/U.S., and a Canada-U.S. fleet.

"We carry and arrange to be carried the food you eat, the ingredients to make the food, the packaging for items you purchase, the clothes you wear, the furniture you sit and sleep on, the tools you use, the recreational products you play with, the flooring you walk on, the materials you build with, the seed that grows into food, and the chemicals that are used by various industries," said Dowling, "to name a few."

In addition to moving freight by truck, Dowling looked for ways Ghost could offer the local capability to haul products in and out of the smaller, landlocked province of Saskatchewan, which imports and exports worldwide.

This resulted in the company offering services by road, rail, air, and sea.

Though Dowling said volumes do not support the physical presence of various modes, "each has a time and place for utilization and none can replace the other."

Dowling said there has been an increase in ocean moves, which has had an impact on both road and rail.

"Generally speaking, there will still be a truck involved, but the involvement is what has changed," he said. "Goods that once upon a time were manufactured on North American soil would move by road or rail to the customer. Now these

goods may come from across the oceans."

Dowling said how trucks are used today has had a significant impact on supply chains and distribution models, and with not a lot of new freight in the world, the business has become more about how, when, and why a product is moved.

"Trucking has changed and will continue to change, yet a truck will be required until we get the 'beam me up Scotty' technology in place," said Dowling.

Dowling believes the government needs to become more aware of transportation's role in our daily lives and wellbeing and less about creating barriers through regulation.

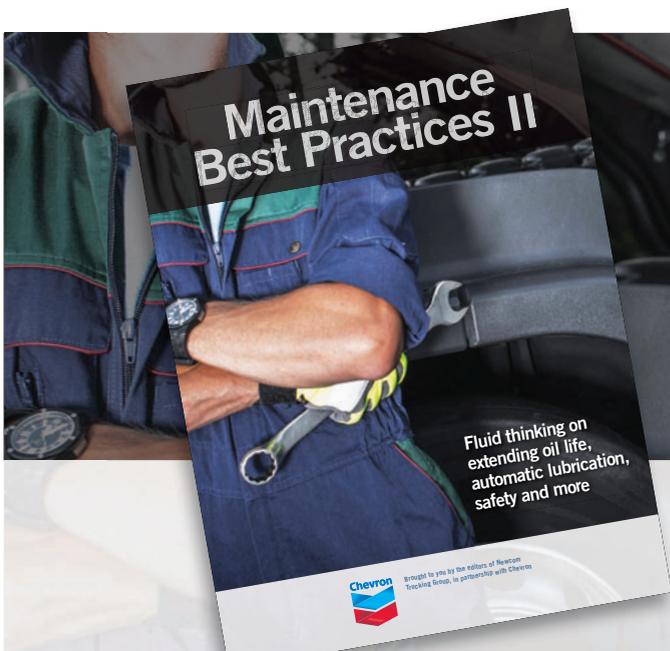
"Telling them that industry is fatigued...regulation fatigued, tax fatigued, disrespected, and that making unenforced rules to satisfy public outcry, is not a solution," said Dowling, who believes penalizing and eliminating the "bad guys," acting on industry recommendations, creating a level playing field, and having rules be uniform nationally are all needed to improve the sector.

After all, in the end, the world needs its products to be brought to consumers.

"Everything moves," said Dowling. "I can't think of anything more exciting than an industry that makes it happen." **TN**



Derek Clouthier can be reached by phone at (403) 969-1506 or by email at derek@newcom.ca. You can also follow him on Twitter at @DerekClouthier



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