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Electronic recorders and sensors are transforming the business of trucking

PRIVATE FLEETS ARE BEGINNING to cross what I have come to think of as the great digital divide.

Truck-mounted sensors and systems now monitor everything from load locations to reefer temperatures, hard-braking events and idling times. Their messages are streaming to dashboard warning lights and fleet computers alike.

Increasingly we are also seeing how different pieces of data can come together as the information which transforms business operations.

The steady march toward mandated Electronic On Board Recorders (EOBRs) offers a perfect example. On the surface, these devices are a simple replacement for problem-prone paper logbooks. Faced with the unwavering eye of a computer, it will be tougher for operations teams to push their drivers to finish trips regardless of available time.

Case studies presented during the 2014 PeopleNet Canada Transportation Symposium show that the benefits of time-related data don’t end there. TDL Group (Tim Hortons) successfully connected electronic Hours of Service records to its payroll system, eliminating timesheets. FritoLay is using its electronic recorders to support a payroll system that needs to reflect different payment models, depending on a driver’s activities. MBI Energy Services refines its schedules and routes based on electronic reports from drivers who punch in the number of trucks that are waiting in line for loads of water.

Safety managers, meanwhile, can enjoy insight that was once limited to those in a truck cab. Telematics make it possible to track everything from a driver’s speed to following distances or even if seatbelts are engaged. Overly aggressive drivers can be identified by tracking things such as a high number of hard-braking events, counted whenever truck speeds drop any faster than 11 kilometres per second. And while engine governors can limit top vehicle speeds, fleets which combine speeds and GPS locations are able to spot the drivers who tend to race through residential areas and known construction zones.

There is more information to come. PeopleNet is also working with the American Transportation Research Institute (ATRI) on a project that is actually using 3D and infrared cameras to track the parking spaces available in a truck stop. Information like this could be sent to drivers approaching the end of their available driving hours, perhaps through changing road signs, onboard communications systems, a 5-1-1 phone call, or a message from dispatchers. Yet another layer of information could include details about available truck stop amenities.

It all proves that, when data comes together, the possibilities are endless.

John G. Smith, Editor
Twitter: @wordsmithmedia
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Another edition that reflects your fleet’s operating realities

ONE OF THE STRENGTHS OF Private Motor Carrier magazine is its commitment to reflecting the real-life business realities of private fleets.

This edition is no exception.

The Paper Chase (on page 8) includes a fascinating case study about Western One Equipment Sales and Rentals, and how it turned a negative facility audit into a learning opportunity – transforming everything from recordkeeping practices to training in the process. The feature also draws on details presented during our annual conference, where Peter Hurst of the Ontario Ministry of Transportation’s Carrier Safety and Enforcement Branch discussed Deloitte’s review of the Commercial Vehicle Operator’s Record (CVOR).

Want to get more out of your trailer fleet? Take a look through Trailer Tech (page 21), where you can pick up 10 different options to improve utilization, safety and tracking alike.

And, in The Final Foot (page 16), we explore the importance of dock design and operating practices when it comes to ensuring safety, productivity and efficiency. The tips and ideas offered by experienced professionals will give any fleet operator lots to think about.

These are just a few examples of the articles assembled to answer your pressing questions and to share the successes of fellow private fleets.

Do you have an idea for a future article or topic that you would like to be addressed? Be sure to share your thoughts by emailing info@pmtc.ca. We are always happy to hear – and tell – your stories.

Bruce Richards, President

PMTC conference proves itself to be the premier event for private fleets

THE PRIVATE MOTOR TRUCK COUNCIL of Canada’s (PMTC) annual conference proved once again that it is the nation’s most informative event specifically designed for private fleets.

Like every year before it, the schedule was packed full of learning opportunities including carefully designed seminars, networking with fellow private fleet professionals, and chances to discover new products and services through the Exhibitors’ Showcase.

This June’s conference also provided PMTC an opportunity to celebrate excellence through the PMTC - Zurich Private Fleet Safety awards; the PMTC - 3M Canada Vehicle Graphics Design awards; inductions to the PMTC - Huron Services Hall of Fame for Professional Drivers; and Trucking HR Canada’s new Top Fleet Employer award.

Best of all, everything occurred in a relaxed setting among friends and colleagues.

The following pages of Private Motor Carrier magazine include a complete conference report, offering insight from the educational seminars and unveiling the award winners alike. After reading the details, I’m sure that you’ll want to set aside the time to attend in 2015.

On behalf of the conference committee and the entire PMTC membership, I extend our thanks to each of the event sponsors (see page 24); to each of the participants in the Exhibitors’ Showcase; to the speakers who presented such informative seminars; and, of course, to everyone who took the time to be there.

Dennis Shantz, Chair
With several maintenance shops at its disposal, Western One Equipment Sales and Rentals had every reason to believe it was caring for all the support vehicles in its private fleet. “We maintain all the equipment we rent to customers. Why wouldn’t we maintain our [own] vehicles?” asks environmental health and safety manager Tanna Duncan, referring to the way activities were traditionally viewed.

Maybe that’s why Alberta Transportation’s negative safety rating was so surprising. But there was no mistaking the results. A related audit discovered that the maintenance wasn’t properly recorded and tracked. Things were falling through the cracks.

It took months of intense work to turn the situation around.

The private fleet has since adopted a Network Safety, Compliance and Maintenance System from Safety Canada, and now tracks maintenance activities and driver files across Alberta and B.C. Its focus even extends beyond larger commercial vehicles to include pickups and vans. And work is now scheduled around automated email reminders relating to maintenance programs, training needs, and licence expiry dates alike.

“It took so much pressure off my shoulders,” Duncan says.

It’s more than a piece of software. To her, it’s an electronic assistant.

Like it or not, fleets face a wide array of reporting requirements in every Canadian jurisdiction, involving everything from the National Safety Code to Occupational Health and Safety rules. And when problems emerge, auditors focus their attention on the paper trail.

“Alberta Transportation does not mess around. They will take away that operating authority or safety fitness certificate,” says Robin Weatherill, vice-president and general manager of Safety Canada. “When you open up a company you have to be compliant.”

**The triggers**

Government audits can be triggered by a number of factors, says Rick Taraschuk, president of Compliance Solutions. “Every time you have a violation there’s a little flag that pops up.” The unwanted points on carrier profiles can also add up in a hurry, particularly during safety blitzes.

Logbooks tend to raise more of the flags than anything else, he says.

The internal audits, which help to catch such challenges before drawing a regulator’s attention, need to look at a number of factors. His company, for example, keeps a close eye on a fleet’s logbook entries such as recorded fuel stops and loading times. The problems there tend to emerge in the form of anomalies. A driver typically cannot average more than 90% of a posted speed limit, he explains. So if most drivers take six hours to travel from Regina to Winnipeg, it raises questions about someone completing the trip in 4-3/4 hours. “Regina wasn’t any closer to Winnipeg.”

Many identified issues are solved by refining internal processes. Compliance Solutions encourages fleets to use logbooks that include preprinted carrier names, addresses and cycle information. This eliminates many form and manner violations.

Western One introduced a training program to address many of the issues it discovered. “It’s not just about producing certificates to put into [a driver’s] file,” Duncan says. “It’s making sure they get the right information they need.” A representative from each branch was also trained in what to look for when reviewing the driver logs.

Ongoing audits of driver files will certainly help to demonstrate that drivers are receiving the information they need.

“Documentation is everything,” Cowie says. He likes to see training schedules matched to attendance sheets and test results. Drivers are also asked to sign the bottom of completed tests, confirming that they were told the correct answers after the test was completed.

It may seem like an unusual step when a driver receives a high score, but he refers to a lawsuit in which a driver boasted about the 89% earned on a Transportation of Dangerous Goods quiz. Prosecutors in the court case were quick to focus on the 11% of questions the driver got wrong.

Documents which record disciplinary
actions deserve attention of their own—particularly to prove that the discipline matches company policies. Cowie, for example, refers to another fleet that had a policy which said drivers should receive a verbal warning after their first Hours of Service violation, a written notice after the second, and a suspension after the third. Government auditors found that the business was not following its own policy.

It is about more than a paper shuffle to occupy government auditors.

Consider a fleet that fails to show that a driver was retrained after being cited for speeding, Cowie says. “God forbid he kills someone [while speeding]. Then you’re looking at lawsuits and civil suits.”

An ongoing look at pre-trip inspection documents, meanwhile, can help to identify underlying maintenance challenges or equipment choices. The related auditing costs are easily justified when compared to the cost of a breakdown, he says.

“As soon as that driver leaves on the road, you don’t have a lot of control over what he does,” Taraschuk adds. “People don’t always do what you expect. But they will always do what you inspect.”

Deloitte audits Ontario’s CVOR

Fleet documents are not the only thing being scrutinized during internal audits. Consultants from Deloitte recently highlighted a number of challenges with Ontario’s Commercial Vehicle Operator’s Record (CVOR) itself.

“The CVOR system works,” stressed Peter Hurst, director of the Ontario Ministry of Transportation’s Carrier Safety and Enforcement Branch, when presenting the findings during the Private Motor Truck Council of Canada’s annual meeting. But there is room for improvement.

Many of the private fleets that serve municipalities, for example, complain they are more likely than longhaul fleets to generate the scores which trigger audits. It’s because the ratings are based on traveled kilometres. Those who operate in dense urban areas face a higher risk of minor collisions which add unwanted points, particularly since fleets need to report any damage above $1,000.

The threat of an audit isn’t the only reason the fleet managers might be concerned. Many fleet managers say these violation rates play a role in their personal performance reviews, Hurst says.

One potential solution could involve a higher reporting threshold. (“You knock a mirror off your truck and you’re probably almost at $1,000,” Hurst says.) Another is to follow the definitions used by U.S. tollways and some other Canadian provinces. There, reportable collisions are limited to situations that involve a fatality, serious injury or towed vehicle.

But any solutions are more complex than simply adopting another set of rules for the unique fleets. How would the ministry determine which threshold should be established? Can a rating that triggers an audit at one fleet be overlooked at the next?
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The CVOR’s “audit” results

Deloitte consultants made a few suggestions after reviewing Ontario’s Commercial Vehicle Operator’s Record (CVOR):

- Strengthen rigour and consistency of intervention processes.
- Allow carriers to obtain driver CVOR records.
- Limit amount of time in one intervention band.
- Align audits with causes of audits – increasing the use of Tier 3 audits.
- Increase thresholds for reportable collisions.
- Review relevancy of carrier data to administration of the CVOR.
- Consider linkages to external entities (e.g., Insurance Bureau of Canada).
- Review thresholds and model weightings.

The recommendations are now being reviewed.

source: Ontario Ministry of Transportation

The consultants are already concerned about a CVOR analyst’s existing discretionary power. Under today’s system, analysts can decide to overlook a particular score if they are already familiar with a fleet’s activities. “It’s led to a little bit too much judgement in their view,” Hurst says.

Deloitte and ministry personnel also admit that there is little incentive for a fleet to invest in the audits needed to emerge from a conditional rating. “So they just decide to operate indefinitely as conditional carriers,” Hurst says. It is still unknown whether the issue will best be fixed with incentives, disciplinary action, or mandated audits within a specific timeframe. Another option might include focusing the audits on issues that led to the conditional ratings in the first place. If most of the issues involved logbooks, for example, the ministry could simply study those. Manitoba has successfully taken that approach, Hurst adds.

Internal fleet personnel, meanwhile, could soon expect to enjoy easier access to Ontario driver abstracts – something they haven’t enjoyed since a minister’s order in 2004. “If we’re going to hold carriers accountable for all aspects of safety and performance, including drivers, we should be making the information available,” Hurst says.

Fleets can also expect other steps to catch those who are attempting to cheat the system. One of the consultant’s recommendations involves sharing data between the CVOR and records gathered by the Workplace Safety and Insurance Board, Insurance Bureau of Canada, or even the International Registration Plan. That would catch fleets which inflate their mileage numbers in a bid to improve safety ratings.

It is another part of a story that will emerge in related audits.

Inspect and respect

S
ome people seem to be asking for added scrutiny during roadside inspections.

Bob Lickers, enforcement program advisor with the Ontario Ministry of Transportation, refers to drivers who are found on roads which conveniently bypass inspection stations, or who grind aggressively through the gears when asked to pull into a scale’s parking area for a more detailed review. Then there are the drivers who pull off the highway and begin to scramble around their trucks after seeing the flashing lights which say a scale is open for business. Each raises questions in an inspector’s mind.

“We can see you,” he said with a laugh, during a presentation at the Private Motor Truck Council of Canada’s annual conference.

Maybe the sense of panic shouldn’t be surprising. Many drivers admit that they don’t know what a Schedule 1 report is, even after they hand over a binder that includes the all-important daily inspection document near the front cover. The binders themselves can also be...
Lost his cell phone so he can’t check in. Again.

Lost an hour due to road closings.

Lost 15 lbs on his diet, but having a slice of the strawberry pie anyway.

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in disarray, with outdated or outright missing paperwork. Licences are sometimes outdated and downgraded simply because someone forgot to inform the Ministry of Transportation about a new mailing address or failed medical.

And if the annual inspection sticker has expired? “You have just got a Level 1 inspection,” he said, referring to a 13-point check of vital documents such as logbooks. A 31-step Level 2 inspection builds on that, focusing on equipment without actually measuring brake adjustment. The Level 3 inspection goes into the greatest detail, covering 38 individual items. (Drivelines were recently added to the Level 3 inspection following a fatal accident in the U.S.)

The Top 10 defects and other shortcomings spotted during Ontario inspections occur time and again. Load security topped the list in 2012, followed by brake adjustment, a lack of trip inspection reports, no Commercial Vehicle Operator Record or National Safety Code certificate, logbooks, improper trip inspections, damaged air lines, gross vehicle weights, vehicle registration, and turn signal lamps. The most common items to actually put vehicles out of service included insecure loads, flat or leaking tires, stop and turn signal lamps, brake adjustment, damaged air lines, inoperative parking brakes, logbook errors, improper licences, and improper brakes.

Last year, inspectors impounded 143 vehicles for critical defects, and 73 had been parked by mid-2014; there were also 147 wheel separations in 2013, with 55 reported so far this year.
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Lickers used several pictures to demonstrate just how blatant some of the spotted problems can be. Tires worn down to the casing. Missing wheel fasteners. Empty pop bottles that had been used to replace the lenses on stop and turn signals. And while roadside inspectors don’t expect drivers to spot a ¾-inch difference in brake stroke, they do expect drivers will “bend at the hip” to view brake travel, he added.

Other common issues identified at roadside scales are drivers who use handheld cell phones or fail to wear seatbelts. “It’s something that we certainly monitor,” he said. Those hauling dangerous goods, meanwhile, are often cited for something as obvious as placards that are faded, missing, or not mounted on point.

The most common Hours of Service violations include logbooks that were not updated to the last change of duty status, or drivers who fail to carry the previous month’s logs. Legibility presents other challenges. “Use a ruler,” Lickers suggested, noting how they tend to be popular giveaways at trade shows. Drivers who normally drive locally, but are making a single trip outside the 160-kilometre radius that does not require written logs, can also expect added scrutiny.

Fleets that have introduced Electronic On Board Recorders (EOBRs) will have other factors to consider. An officer will not actually climb into a truck to view the data on a screen, he said. And inspectors in northern or rural areas of the province will not have access to email because of sketchy cell phone service. Ultimately, drivers can still be asked to transfer information into a hand-written logbook.

Ontario is one of the most active jurisdictions in Roadcheck safety blitzes, he said, but fleets shouldn’t expect the focus to end there. Brantford inspectors, for example, ran a blitz of their own in the following week. The Out of Service rate during that event reached an “atrocious” 45%.

“We want to promote safety initiatives and reduce the occurrence and severity of collisions,” Lickers said. “Ultimately, that’s kind of what we’re all about — making sure that everyone gets home at the end of the day.”

*With files from Sonia Straface*
Every effort to remain safe and productive on the road can be undone in the final few feet of a trip. It’s why a dock — the all-important bridge between a trailer and building — deserves more attention than it often receives.

Well-planned layouts, the right equipment, refined workplace procedures and commitments to good housekeeping all help to fight against delays, damaged freight and workplace injuries alike.

“People respect what you inspect,” offers logistics expert Thomas Freese, the principal behind Freese and Associates, describing why he focuses so much attention on something as fundamental as housekeeping. Clearing debris and cleaning spills will open a path for any freight and also help to protect against slips and falls.

The commitment to a cleaner workspace is strongest when specific people or teams are assigned to the tasks, he says.

Even when Freese walks into a distribution centre for the first time, he can identify the managers who regularly monitor these activities. They are the people who engage employees and know everyone by name. “In almost all these cases you will find that the housekeeping is better and the productivity is better,” he says. “It’s a sense of ownership. The employees have a sense of pride in where they’re working and what they’re doing.”

The housekeeping activities are not limited to cleanliness alone. Ongoing preventive maintenance will avoid other challenges.

Uneven dock plates send shocks through every passing forklift, stressing the muscles of operators. Damaged floors lead to unwanted flat spots on pallet jack wheels. Trailer maintenance will play a role as well. A worn shock, for example, can lead to an uneven dock leveler, potentially throwing someone off a forklift.

**Guiding lines**

As important as the ongoing maintenance will be, a well-designed layout makes a difference of its own.

A safe and productive flow of traffic can be guided by something as simple as lines on the floor, although Freese prefers to use tape, which can be more easily moved as an area evolves.

Pascal Jette of GMR Safety, which supplies PowerChock dock restraints among other tools, suggests physical barriers are sometimes a better option.
People have been known to follow an “internal GPS” when walking through a warehouse and tapping away on a smartphone, he says. In these cases, a physical bar is tougher to ignore. “Safety procedures go a long way, but they don’t go all the way. You can have the best safety procedure in the world, but sometimes that guy is half asleep and can’t think straight.”

Aside from supporting pedestrian safety, clearly defined paths also help to eliminate many bottlenecks.

Darren Masson, a 14-year industry veteran who is now a quality assurance supervisor with Supply Chain Management, suggests many other bottlenecks can be addressed through better communication. All too often, just one or two employees understand when and where freight will go. “Then it’s a lot of standing around and wondering, ‘Who do I talk to?’” he says.

The solutions do not need to be complex. The most effective system he has found involves posting a schedule on a white board, letting everyone know what will arrive and when. Clearly marked pick tickets, meanwhile, help guide the move of every pallet by displaying trailer numbers and general descriptions of the goods rather than codes alone.

Separating the shipping and receiving doors will make a difference, too. “Too many times, a pallet shipping out ends up on a receiving trailer,” Masson says.

**Holding tight**

One of the biggest safety-related gains can be realized by properly securing vehicles during loading and unloading.

Wheel chocks need to be supplied at the very least, although there are limits to the low-tech tools. Supposedly secured trailers can still slip forward on an ice-covered surface, and simple chocks have little holding power against a driver who decides to hop in a truck and hit the accelerator.

“The wheel chock has to be manually inserted and you rely on the driver to do that, and there is no way to know — if you’re about to load onto that truck on a forklift -- is it engaged or isn’t it engaged,” Freese says. “You assume it is. You can look down. You can see the chain as it goes in somewhere. It might be in the right place, but you don’t really know.”

Masson learned his lesson the hard way when loading freight onto a trailer earlier in his career. He remembers the sinking

---

**6 WAYS TO IMPROVE DOCK PRODUCTIVITY**

1. **Utilize all the available space** — The space above dock doors can be used to hold pallets.

2. **Don’t use the dock for temporary storage** — Keep the space clear of overflow inventories, used equipment, unresolved returns, recalls, defective goods awaiting disposition, promotional materials and other items.

3. **Light it up** — Install dock lights to properly illuminate trailer interiors. This will make it easier to inspect cargo and read labels.

4. **Ensure adjoining storage areas are aligned perpendicular to the dock** — This will minimize a common source of bottlenecks.

5. **Restrict access to unauthorized personnel** — The dock is not the space for uninvited sales calls, informal meetings or driver breaks.

6. **Keep staff trained** — Dock employees should be familiar with available equipment, safety and emergency procedures.

Source: Freese and Associates
"The D16 fuel economy is huge - 2 MPG savings means around $20000/truck."

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Looking to avoid injuries around the dock? Consider the following tips:

1. Adopt a traffic management plan that is designed to reduce congestion.
2. Remove surplus pallets. Turn them over to a pallet distributor, or store them in a dedicated area of the warehouse.
3. Clearly mark the areas where pedestrians can safely walk.
4. Enforce pedestrian safety rules and safety boot policies.
5. Encourage truck drivers to remain in defined waiting areas.
6. Do not allow anyone to drive over a collapsed dock leveler.
7. Remove any freight that contributes to blind corners.
8. Restrain any vehicles before unloading freight. Accepted tools for this include wheel chocks or dock locking systems.
9. Adopt a procedure that keeps trucks from pulling away while freight is being loaded or unloaded. Options might involve asking drivers to hand over the keys until work is finished, or using gladhand devices to lock the brakes.
10. Include indoor and outdoor dock areas in monthly workplace inspections.

Sources: Workplace Safety and Prevention Services, and the Ontario Ministry of Labour.

feeling he felt as the trailer pulled three feet away from the dock, destroying the dock plate in the process.

“Dock locks are of extreme importance in any design in any facility,” Freese says, referring to more refined systems. The options include equipment that latches onto ICC bars, or automatic wheel restraints. Once engaged, a light on the inside wall will confirm everything is held tight, warning people against driving a forklift onboard unless everything is secured.

The systems are particularly important for docks which deal with high volumes of inbound and outbound trailers, says Jette. And as important as the warning lights will be, he also stresses the value of an additional alarm, referring to his company’s PowerChock wheel restraints that will scream a 120-decibel warning if someone tries to remove the restraints before loading and unloading is finished.

“People can forget to look at lights,” he says. “It’s hard to forget an alarm.”

The space race

Across the dock door’s threshold, there will need to be clearly defined areas for trash, pallets and battery charging stations alike. And extra space can be found in often-overlooked places. Freese, for example, refers to the soaring ceilings in high-cube warehouses. Things like empty pallets can often be stored above the dock doors. “The forklift, instead of going into the truck, will lift the stacked pallets up and put them on a rack,” he says. “When you go to ship empty pallets out again they are right there.”

But other spaces need to be maintained for their original purpose.

Many companies overlook the importance of a formal driver’s lounge, Freese explains. “You don’t want him wandering in the warehouse. You don’t want him in that staging area. You don’t want him interfering with your dock operations.” Every step to reduce foot traffic around the dock doors will help prevent accidents and make it tougher for someone to pilfer freight.

Typically, the lounge will require at least 120 square feet to support one driver, and another 20 square feet for each additional driver that will occupy the room.

Staging areas need to be protected as well. Initial designs might have set aside the required 15 to 40 linear feet of clear space between a door and storage area, but employees have been known to commandeer some of the room for other purposes.

Then there is the need to improve loading speeds.

Some private fleets and distribution centres have made massive productivity gains by rethinking the way goods are loaded. Non-palletized freight is lifted onto conveyors that deliver goods by gravity, straight into the truck. “You turn the door quicker,” Freese says.

The wider use of technology also supports quicker and more accurate loading. He prefers solutions such as RFID tags and bar codes over re-typed information. And when data such as licence plates, pallet contents and trailer numbers are available, it is easy to create an “information trail” to trace where any goods may be.

Cigarette manufacturers have taken this a step further by pointing video cameras into each trailer, tracking exactly what was loaded and when. The final image shows a label with the shipment number, trailer number and date. “Then they shut it and seal it,” he says.

Other technological options can help to protect equipment from speed-related damage. “Not everybody has as much space as they would like,” Jette explains. His company responded by developing a sensor and alarm that will sound if pallets are pushed too close to a dock door.

Physical barriers are also available to block lift truck operators who might tend to race toward partially opened doors.

Product packaging and schedules will change, affecting how space is used and where the goods can flow. But those who see their docks as an evolving space will be ready for anything that comes their way.
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10 ways to enhance your trailers

by John G. Smith

Many high-profile efforts to enhance trailers tend to focus on improving aerodynamics or reducing weight. That’s understandable – particularly in an era of high diesel costs and demands to reduce greenhouse gas emissions.

But they are not the only ways to improve your freight-carrying assets. Consider the following options as just a few examples:

1: A second floor
Regulators limit overall vehicle heights to 4.15 metres, but it’s still possible to create a second floor inside a trailer by including options such as Anca’s Lift-a-Deck II or the Kinedyne K2 Kaptive Beam. The chance to carry an extra layer of freight will be valuable for fleets which cube out before reaching maximum allowable weights, or when dealing with damage-prone cargo that can’t otherwise be stacked.

2: Tire monitoring and inflation systems
Proper tire pressure plays a role in everything from tread life to fuel economy. According to the SmartWay program, fuel economy can drop as much as 1% for every 10 psi below recommended air pressures.

Automatic tire inflation systems including models from Meritor, Dana, Hendrickson and Vigia will draw on a vehicle’s air system to top up trailer tires as needed.

Another option is to track the pressures and ask drivers or maintenance teams to add the air. Shaw Tracking, for example, recently announced a partnership with Advantage PressurePro. The result is a system that monitors tire pressures remotely or from the cab.

3: Enhanced landing gear
SAF-Holland’s landing gear with the sealed NoLube option will not need any extra grease for five to 10 years. The elevating screw is surrounded by a sealed grease tube, while shaft seals on the driveshaft and crankshaft bushings hold back water, dirt and other contaminants. Landing gear with the option enjoys a lifetime warranty on defects and workmanship as a result.

Prime Transport Solutions, meanwhile, has recently been demonstrating the PTS50 pneumatic landing gear that can be raised in just five seconds at the push of a button. Forty pounds are saved by eliminating the hand crank, while maintenance-needy screw and nut mechanisms also disappear.

4: Added stability
Antilock Braking Systems (ABS) introduced a way to keep equipment on a straight and narrow path by preventing locked wheels. Roll Stability Controls build on these by monitoring lateral motion and selectively applying the brakes to help prevent rollovers. Bendix is taking this a step further by making the case for full Electronic Stability Controls which add a yaw sensor to show how a vehicle is twisting around a central point. Meritor-WABCO systems, meanwhile, include self-learning functions that compensate for wearing tires and alignments.

5: The power of information
Electronic Control Units now ensure that trailers can deliver a wealth of data as well as cargo.

Meritor WABCO’s PLC Display will tap into the Meritor Tire Inflation System by PSI and inform drivers about everything from tire pressures to wheel-end temperatures. The Bendix Trailer Information Module (TIM) watches over ABS and tracks the use of roll stability systems. And Carrier Transicold’s TRU-Tech and TRU-View help fleets to update reefer settings on an entire unit or across an enter fleet; its IntelliSet profiles with...
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Those are just a few examples. Wherever there is data, it can be transformed into information.

6: Cleared air
Contaminants in an air line have been known to clog the tiny orifices inside brake valves. In-line and gladhand-mounted filters will keep air supplies clean and clear without affecting brake timing.

7: Automated lift axles
When properly used, a lifted axle can extend tire life and improve fuel economy. The Bendix Tabs-6 Advanced system will even decide on the axle position automatically. This option monitors the loads on an air bag and automatically raises or lowers an axle based on the suspension capacity and legal load limits. The system can also be programmed to lower the axle when a trailer is parked, so the vehicle is ready for loading at any time.

8: Greater guards
When it comes to trailer underride guards, the Insurance Institute for Highway Safety (IIHS) says that Quebec-based Manac has set the highest bar in the industry. The models mounted on Manac and Trailmobile trailers were the only ones to pass all three tests by the Virginia-based group – involving a direct crash and cars that overlap the edge of the guard by 30% and 50%.

Researchers credited the results to vertical supports attached near the outside of the trailer, and a reinforced mounting position on the trailer deck.

9: Trailer tracking
If your fleet values its trailers (and we know it does), the assets will need to be tracked. And the related systems are becoming more affordable every day.

PeopleNet’s Tethered Trailer Tracking system, for example, uses an existing Power Line Communication (PLC) cable to exchange data with the trailer’s anti-lock brakes. The result offers an affordable way to track drop and hook events, along with date and time, location, and odometer readings. That can be used to locate trailers, eliminate yard checks, and manage trailer detentions alike.

10: An enhanced appearance
Trailers are transformed into rolling billboards through an array of graphic designs, but the look can be further enhanced through hardware. Great Dane’s optional XP appearance package for the Freedom XP Aluminum Flatbed trailer, for example, includes polished fill plates, added mud flaps, and additional LED lighting.

Automatic Tire Inflation Systems, such as this one from Meritor PSI, can help to eliminate breakdowns and fuel economy. (Photo: Meritor PSI)
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YOUNG, CRESINE INDUCTED INTO DRIVER HALL OF FAME

TWO MORE INDUCTEES HAVE been named to the Private Motor Truck Council of Canada’s (PMTC) Hall of Fame for Professional Drivers, sponsored by Huron Services Group.

Tony Young has been driving 16 years for TDL Group (Tim Hortons), and has never reported an incident. The certified company driver trainer, who served for 20 years as a volunteer firefighter near Kingston, Ontario, also recorded nine years of collision-free driving with other carriers.

He is joined in the Hall by Allan Cresine, who began driving for Home Hardware Stores Ltd. in 1980 after spending seven years with other carriers. Cresine has logged more than 3.5 million collision-free kilometers with the Home Hardware fleet alone, and is also a member of the fleet’s driver safety committee.

“The skills of professional truck drivers are evident to all road users, and are especially valued by their employers,” said Bruce Richards, PMTC president. “These professionals compile safe driving records that are beyond amazing, considering all the adverse conditions they face everyday, but only a select few can equal the calibre of the drivers in the Hall of Fame. The industry salutes these individuals and we are pleased to honour them.”

Home Hardware Stores’ Allan Cresine and TDL Group’s Tony Young pose with the hardware. (Photo: John G. Smith)
FEW BRANDING TOOLS are more powerful than a private fleet, and the best and brightest examples of that were on display during the Private Motor Truck Council of Canada’s 2014 Vehicle Graphics Design competition, co-sponsored by 3M Canada.

Awards were presented in six categories: Tractor-Trailer; Straight Truck; Special Events/Promotion; Light Duty Commercial Truck; Human Interest; and Identity.

“This national event brings entries from across the country and is a clear indication of how much pride companies take in promoting their products and services through engaging vehicle graphics,” said PMTC President Bruce Richards.
SPECIAL EVENT/PROMOTIONAL
FLEET: HIGHLAND TRANSPORT
Graphics Film Type: 3M
Graphics Supplier: Toronto Digital Imaging Inc.
FLEET: DDROPS COMPANY
Graphics Film Type: 3M
Graphics Supplier: Alpine Graphics Productions Ltd.
HONOURABLE MENTION
FLEET: BRICK BREWING
Graphics Film Type: 3M
Graphics Supplier: Twin City Graphics Inc.

LIGHT DUTY COMMERCIAL TRUCK
FLEET: GLACE LAURENTIDES / LES VERS MICHEL
Graphics Film Type: 3M
Graphics Supplier: Toronto Digital Imaging Inc.
FLEET: RENDITIONS
Graphics Film Type: 3M
Graphics Supplier: Market Your Car
HONOURABLE MENTION
FLEET: COCA-COLA REFRESHMENTS
Graphics Film Type: 3M
Graphics Supplier: Lowen Corporation

HUMAN INTEREST
FLEET: NUTRI-ZOO
Graphics Film Type: 3M
Graphics Supplier: Lettrapub
FLEET: CONTINENTAL COSMETICS
Graphics Film Type: 3M
Graphics Supplier: Market Your Car
HONOURABLE MENTION
FLEET: SAPUTO DAIRY PRODUCTS CANADA G.P.
Graphics Film Type: 3M
Graphics Supplier: National Graphic Solutions Inc.

STRAIGHT TRUCK
FLEET: PET VALU
Graphics Film Type: 3M
Graphics Supplier: Toronto Digital Imaging Inc.
FLEET: PURITY LIFE HEALTH PRODUCTS
Graphics Film Type: 3M
Graphics Supplier: Twin City Graphics Inc.
HONOURABLE MENTION
FLEET: BROUE ALLIANCE
Graphics Film Type: 3M
Graphics Supplier: Lettrapub
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Or on line at www.pmtc.ca

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[ ] with _______drivers_______other leased personnel
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JOHN DEERE, TDL GROUP HONOURED FOR FLEET SAFETY

John Deere Canada and the TDL Group (Tim Hortons) have both been honoured with the annual Private Fleet Safety Award presented through the Private Motor Truck Council of Canada and Zurich.

The award recognizes commitments to overall safety and over-the-road records.

“Along with Zurich, we at the PMTC congratulate the management and drivers of these fleets,” said PMTC president Bruce Richards. “The efforts of everyone involved with these fleets, and many others in the PMTC membership, points to their desire to keep road safety foremost in their operations.”

John Deere has operated its private fleet for more than 38 years in Canada and its fleet personnel include more than 150 people. The company is C-TPAT, CSA and FAST approved and is a two-time winner of the Private Fleet Safety Award.

New hires are required to have clean abstracts and must pass a series of pre-employment drug, alcohol, written and road tests. The newest employees also receive two full days of in-house training.

John Deere conducts full investigations after every incident, and offers an award program for its drivers. Its Commercial Vehicle Operator’s Record (CVOR) violation rate is only 6.5%.

The TDL Group, meanwhile, is one of the most visible private fleets in Canada.

New hires at TDL are subjected to multiple interviews, reference checks, a road test and physical assessment. They also receive two-day orientation with a driver trainer and four weeks with an over the road trainer. And all drivers receive an annual performance review.

TDL also has an incentive program for its safe drivers. The company’s CVOR violation rate is enviable at less than 3.9%.

The competition is open to all Canadian private carriers and Zurich has been the sponsor since the awards’ inception.
David Marvin, Praxair’s director of transportation, shares some fatigue-related facts that might keep fleet managers up at night.

It’s estimated that more than 28% of truck drivers have sleep apnea — a disorder which interrupts a sleeper’s breathing, according to the U.S. Federal Motor Carrier Safety Administration. They may not even be aware when they stop breathing, sometimes hundreds of times a night. Often, the medical issue goes undiagnosed despite clear symptoms such as loud snoring. The extended periods without oxygen can increase the risk of high blood pressure, heart attacks and strokes. A good night’s sleep is virtually impossible to come by.

While the need to test all commercial drivers is debated, Praxair has already begun to screen its U.S. drivers for the condition. Early signs of trouble detected through a questionnaire are backed up with a visit to a sleep specialist and an overnight stay in a sleep lab. If diagnosed with sleep apnea, a driver is then supplied with a Continuous Positive Airway Pressure (CPAP) machine which delivers a steady supply of oxygen as they sleep.

A voluntary program for Canadian drivers began in July.

It is not the only fatigue-fighting program embraced by the fleet.

“We are often not good judges on how fatigued we are,” Marvin said during a presentation at the Private Motor Truck Council of Canada’s annual conference, explaining why Praxair has focused so much attention on fatigue. “In the past we [the industry] regulated hours that we worked instead of hours we slept. The more a driver could get completed in a day, the higher they were regarded.”

He asked the audience of fleet managers if anyone had ever driven while they knew they were clearly tired. Almost every hand in the room went up. It’s not surprising. He cited a study showing that


We are often not good judges on how fatigued we are.

— David Marvin, Praxair

Marvin: Praxair’s sleep apnea screening is now expanding to Canada on a voluntary basis.

(Photos by John G. Smith)
North American drivers average less than five hours of sleep per night.

Then he showed what fatigue can look like. Video captured from one of the fleet’s forward-facing cameras showed a driver drifting into another lane before responding to the warnings of a lane departure system.

A wide-reaching education program for drivers is looking to prevent situations like that. A series of three 20-minute videos offers information on sleep quality, body clocks, sleep hygiene, napping techniques, and circadian rhythms. Related workshops discuss ways to measure sleep in cycles, when to nap, and how to manage sleep debt.

“The drivers strongly agreed that their quality of sleep improved after the training,” Marvin said.

The fleet has even adjusted shifts to end before dawn to help ensure that drivers are well rested. “We had some locations where drivers would work a night shift and finish their shift at 7 to 10 a.m.,” he explained. “At that time, sunlight’s hitting their eyes and their body is telling them they’re awake.”

Company trucks, meanwhile, have been equipped with the Advisory System for Tired Drivers (ASTiD). Mounted inside the cab it predicts the likelihood of the driver falling asleep based on how long they have been on the road and by watching for a limited number of steering corrections. Warning lights are triggered if threats are observed.

Fit for Duty tests — involving five questions that are asked through the truck’s onboard computer — are also used to measure alertness before drivers begin a trip. Anyone who fails the test needs to report to a supervisor.

The extra steps appear to be paying dividends. Praxair has already noticed a major reduction in rollovers globally. In 2008, the company had 23. That number plunged to 10 in 2012.

It is the type of improvement which can help everyone to sleep better.
Managing employees can be difficult at the best of times, but things can get a lot tougher when workers are drawn from several generations.

“This can create tension in your workplace,” says Angela Splinter, CEO of Trucking HR Canada, which offers human resources guidance for Canadian fleets. “And you want to have a positive work environment.”

As many as four generations could be represented in a fleet at the same time. There are veterans (born 1922-1945), baby boomers (born 1946-1964), Generation X (born 1965-1980) and Generation Y (born 1981-2000). Each has its own set of values, ideas and views, which should be reflected in management techniques – particularly as private fleets face growing competition for employees, she said during a presentation at the Private Motor Truck Council of Canada’s annual conference.

Veterans tend to be seen as hardworking, loyal and compliant because they suffered through the harsh economic times around World War 2. Baby boomers, meanwhile, invented the term “workaholic” and are very competitive. “They often [had] to compete because there are so many of them,” Splinter said.

Generation X brings skepticism to the workplace, based on their own experiences such as watching parents lose long-time jobs. “This is the group that is looking for a work-life balance,” she said. Generation Y, the youngest group of recruits, is particularly tech-savvy because it grew up in the information age.

A generation’s approach to work can also evolve, and that will need to be reflected in recruiting and retention efforts.
Some aging veterans and baby boomers may now be more interested in part-time jobs as a bridge into retirement. They will also be particularly interested in health-related benefits, said Tamara Miller, Trucking HR Canada’s director of programs and services.

When looking to recruit or retain Generation Xers, she said it is important to stress how employees can maintain a work-life balance. “This can be a very cynical generation,” Miller added. “But they welcome the opportunity to grow and develop. They want to advance in their careers and they want to better themselves.”

Since members of Generation Y are so focused on technology, Miller referred to the value of social media platforms like Facebook and Twitter when spreading recruiting messages. Testimonials from other young employees can also be shared on a company website alongside details about corporate commitments to sustainability, which also tend to be embraced by this youngest group in the workplace.

Workplace cultures will also play a role in helping the different generations communicate.

Baby boomers really appreciate being involved in decision-making and want the opportunity to mentor younger workers, Miller said. They tend to think no news is good news. If you don’t tell them they’re doing something wrong, they assume they are doing it right.

Generation X puts honesty first. They are looking for feedback in every form to help better themselves. Generation Y, on the other hand, is very accustomed to receiving praise, and Miller said “it might be devastating” if you bluntly tell them they’re not doing well.

Formal mentorship programs can help to bridge any gaps. While older employees are looking to share their experiences, Generation X and Y are looking for the feedback.

As common as the traits may be, Miller still cautioned against overstereotyping the different demographic groups. Some Generation Yers will enjoy constructive criticism, selected baby boomers may make poor mentors, and some members of Generation X may be the most optimistic employees of all.

“Everybody is different,” she said. But the broad characteristics can still be applied as a general guide.
Is buying, leasing, outsourcing or renting trucks the best choice for your business?

To buy or to lease? Perhaps to rent or outsource? There are plenty of options to consider when deciding on the best choice for your business, and each comes with its own business case, a panel demonstrated during the Private Motor Truck Council of Canada’s annual conference.

Buying
Paul Kudla, director of fleets sales for Volvo Trucks Canada, referred to several reasons why private fleets choose to buy trucks. “Companies that are cash-rich tend to buy,” he said. “They have money that they have to spend … and they don’t need the tax write-offs.”

Those who own their assets also have greater control over trade cycles, their overall image and vehicle spec’s, he added. “If I have a lease account truck, it might be yellow. It might be brown. It might be white. But if it’s not my colour, it’s not my image. If I own the asset, I control that. You want 500 horsepower? You can put it in there. You want [an] automated transmission? You can put it in there.”

Still, he also stressed the value of completing a buy-versus-lease analysis, rather than simply buying because that is always the way business has been done. “We are an industry of elephants,” said Kudla. “I hate to say that, but we do things the same way all the time.”

Leasing
Bart Janic, the national sales executive for PACCAR, discussed the value of full-service leases.

“Assets are getting more expensive and are becoming more complicated,” he said. It can be tough for a fleet’s own shops to keep on top of the changes. And under a full-service lease, the leasing company conducts the preventive maintenance which helps to catch breakdowns before they occur. Participating fleets also enjoy the benefit of a large network of service facilities.

“When leasing, your first payment is your monthly costs,” he added. “There is no upfront cost, no down payments.”

On top of that, leasing companies often provide fleets with discounted rental vehicles during repairs or to offset seasonal peaks in demand.

But, like Kudla, he stressed the need to look at every option.

“The worst statement in our language is, I’m doing it because I’ve done it that way all my life;” he said. “You have to look for other alternatives.”

Outsourcing
Dave Zavititz, senior vice-president of sales and marketing at Canada Cartage, made the case for outsourcing.

“Outsourcing a fleet is no different from outsourcing a function within your company that you might look at — like payroll processing or IT,” he said. “As companies get into whether they should outsource, there is no right or wrong answer. It comes down to the company. Some companies choose to go somewhere in the middle and they outsource part of their fleet.”

Any related analysis should consider whether outsourcing makes sense strategically and logistically before looking at financial issues, he said, noting how the approach will come at a higher upfront cost.

Outsourcing is a strong option for businesses with highly seasonal or surging demands, Zavititz added. If Canadian Tire plans a Christmas sale and needs to move more freight, for example, Canada Cartage can accommodate the demand. And in the case of an urgent delivery, a business that outsources elements of its fleet will not need to worry about whether its drivers are available.

“Capital redeployment is the second most popular reason why people outsource,” he said. “They look at their fleet and the capital they’ve got tied up in that fleet, and their CFO says, ‘Could we redepolan that capital into something that will give us more growth?’”

Still, outsourcing may not be the best option for companies without seasonal surges, or which use drivers to perform activities in addition to driving.

Renting
Brian Killingsworth, executive manager at Penske Truck Leasing, noted how his company offers four different products: customer rentals (for general moving), commercial rentals, light- and medium-duty rentals, and heavy-duty rentals.

“We can offer you the right truck at the right time,” he said, “as well as help you easily supplement your fleet and reduce downtime, which allows you to focus on your core competencies.”

Financing
Fleet assets can be financed through four types of products — loans, capital leases, conditional sales contracts, and operating leases, said Michael Fox of CIT Finance Canada.

“There are four things you want to consider before you choose the product you want to go with,” he said. “Who do you want to be the registered owner of the vehicle? What end of term options do you want? Do you want it on your balance sheet or off you balance sheet? And then do you want a fixed or [floating] rate?”

Companies which understand all of their options will make the best decisions.
Canadian standards have now been unveiled for Electronic On Board Recorders (EOBRs), helping to ensure that the emerging technology complies with regulatory requirements.

FP Innovation’s Performance Innovation Transport — which tests and analyzes third-party technologies — evaluated three systems in a research initiative that involved trials, technical tests and stakeholder surveys.

The devices have clearly come a long way in a short period of time. As recently as two or three years ago, available technologies failed to meet regulatory needs.

The Canadian standards are not direct copies of their U.S. counterparts, said researcher Adime Kofi Bonsi, during a presentation to the Private Motor Truck Council of Canada’s annual conference. They had to meet Canadian Hours of Service rules. But steps were still taken to harmonize with the rules south of the border, to support cross-border operations.

The U.S. EOBR standards are expected to be set in January.

Hours of Service data can now be accessed outside the truck cab by using smartphones and tablets, Bonsi said, referring to the EOBR standards. Roadside inspectors can connect handheld devices to check log entries recorded over the previous 14 days. The Canadian standards also require systems to sync with the engine’s Electronic Control Module, and cannot require cell reception to work.

continued on page 37
From humble beginnings in 1974 to the prominent Canadian manufacturer of light and medium trucks it is today, 2014 marks Hino’s 40th year in Canada.

Originally based in Burnaby, British Columbia, Hino today is well entrenched within the Canadian marketplace with a coast-to-coast network of 49 dealers, a Canadian assembly plant in Woodstock, Ontario, and its head office and Parts Distribution Centre located in Mississauga, Ontario. Now more than ever, Hino is positioned to deliver Total Support to all its customers.

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HOME HARDWARE STORES NAMED TOP WORKPLACE

Trucking Human Resources Canada has honoured Home Hardware Stores Ltd. as one of the top 10 workplaces in Canada’s trucking industry.

Fleets of every size were rated on topics including employee recognition, compensation, lifestyle, employee engagement, wellness, professional development, recruitment and retention. Related reviews included a comprehensive online application, employee surveys and follow-up interviews.

“[Recognized fleets] have demonstrated their commitment to programs which play a vital role in recruiting and retaining a skilled workforce. Work like this will become increasingly important as the trucking industry grapples with its intensifying shortage of employees and job candidates,” said Angela Splinter, Chief Executive Officer of Trucking HR Canada.

Home Hardware’s performance bonus program was among identified best practices.

Further details about the winning fleets are at www.truckingHR.com.

order for recorders
continued from page 35

While specific Hours of Service faults can be highlighted for drivers and fleets, inspectors will need to interpret the related data on their own.

“EOBRs actually have benefits beyond compliance,” Bonsi added, referring to the way fleets can monitor Hours of Service data in real time. “They can actually help you improve operational efficiency and reduce your costs. The biggest benefit is that you’re able to get the most out of your drivers because the logs are produced automatically. They don’t have to take time to fill out logs personally at the end of the day. You don’t have to chase them down so they provide their logs, so dispatchers are able to improve operational processes.”

An ongoing review of data can help reduce infractions and fines alike, he said. Equipment problems can be detected before a truck breaks down, limiting roadside repairs. The benefits even extended to fuel economy, with real-time feedback leading to improvements of 10-15%. Without that feedback, drivers revert to their old habits. Now somebody can always be watching.

From the headlines

TDG RULES UPDATED — New regulations have been introduced to identify the dangerous goods haul on Canadian highways – harmonizing with the rules set by the U.S. and the United Nations. “All trucks operating in Canada and the U.S. will now have to use the same safety marks under the same conditions,” Transport Minister Lisa Raitt said when making the announcement. The amendments also make it clear on how the “danger” placard is to be used to identify different classes of dangerous goods, like pool chemicals or propane. The amendments also introduce new safety marks to distinguish organic peroxides and marine pollutants.

SHOPPING AND SHIPPING — Walmart Canada has acquired the Translogic Express Dedicated Inc. (TEDI) fleet and distribution centre operator SCM in separate deals. Each will be run as a wholly owned subsidiary. “We’re a growing company, and we think our needs will grow throughout the company both in terms of distribution, transportation and the retail business,” said Andrew Pelletier, Walmart’s vice-president of corporate affairs and sustainability.

PETERBILT ONTARIO GROWING ...

Peterbilt Ontario Truck Centres is opening a Hamilton-Niagara full-service dealership in Stoney Creek, Ont. The new facility is located off the Queen Elizabeth Way (QEW) between Toronto and Niagara Falls. It features 10 service bays.

... AND SELLING — Cervus Equipment has offered $25.5 million to purchase Peterbilt Ontario Truck Centres’ 12 dealerships, subject to due diligence. “This acquisition extends our relationship with Peterbilt and expands our transportation business into the largest freight market in Canada,” said Graham Drake, president and CEO of Cervus.

SCR AT WORK — Navistar has shipped its first International DuraStar and WorkStar vocational trucks with its 9- and 10-litre SCR engines. The International DuraStar can be had with a 9-litre engine producing 275-330 hp and 860-950 lb-ft of torque. The WorkStar can be ordered with 9- and 10-litre Navistar engines producing 275-350 hp and 860-1,160 lb-ft.

IN THE NEWS
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AD index

ALL A BOARD

The Private Motor Truck Council of Canada has named its board of directors for the coming term. The chair is Dennis Shantz of Home Hardware Stores Ltd., vice-chair is Mike Millian of Hensall District Cooperative, and president is Bruce Richards. Directors include:

Stephen Birtley, TDL Group Corp.

Sanchia Duran, Shaw Tracking

Brad Fletcher, Air Liquide Canada Inc.

Hasan Habash, Shur-Gain a Nutreco Company

John Harrison, Huron Services Group Ltd.

Fred Hildebrand, Idealease of North America

Jason Hinton, Bumbrae Farms Ltd.

Paul Kudla, Volvo Trucks Canada

Shari Lagala, Patene Building Supplies Ltd.

Steve Lawn, Superior Propane

David Marvin, Praxair Canada Inc.

Terry Maw, Wabash Canada

Glenn Pattison, 3M Canada Company

Kevin Riley, Maple Leaf Consumer Foods

Kevin Roy, Cardinal Health Canada

Scott Sherriff, Paccar Leasing

Danny Vettoretti, PepsiCo Foods Canada

Andy Walker, Molson Coors Canada

Jamie Williams, PeopleNet Canada Corporation

Imre Zalan, Coca-Cola Refreshments Canada

Stephen Birtley, TDL Group Corp.

Sanchia Duran, Shaw Tracking

Brad Fletcher, Air Liquide Canada Inc.

Hasan Habash, Shur-Gain a Nutreco Company

John Harrison, Huron Services Group Ltd.

Fred Hildebrand, Idealease of North America

Jason Hinton, Bumbrae Farms Ltd.

Paul Kudla, Volvo Trucks Canada

Shari Lagala, Patene Building Supplies Ltd.

Steve Lawn, Superior Propane

David Marvin, Praxair Canada Inc.

Terry Maw, Wabash Canada

Glenn Pattison, 3M Canada Company

Kevin Riley, Maple Leaf Consumer Foods

Kevin Roy, Cardinal Health Canada

Scott Sherriff, Paccar Leasing

Danny Vettoretti, PepsiCo Foods Canada

Andy Walker, Molson Coors Canada

Jamie Williams, PeopleNet Canada Corporation

Imre Zalan, Coca-Cola Refreshments Canada
When conditions are unpredictable, the MICHELIN® X One® XDN®2 tire keeps you on the road.

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Peterbilt’s 579 and 567 can now be ordered with the Bendix SmarTire Tire Pressure Monitoring System. The system monitors pressures and temperatures on each tire in real time. Sensors are mounted on the wheels inside each tire. The related in-dash display can also offer tire pressure and temperature information on demand.

“Tires are one of the largest expenses for fleets and the SmarTire TPMS can help reduce this cost, as well as save money through reduced fuel costs, less downtime and safer operation,” said Robert Woodall, Peterbilt’s director of sales and marketing.

Hino Trucks has joined forces with Telogis to launch its next generation platform for Hino INSIGHT – a web-based location and telematics program designed for medium-duty trucks. The INSIGHT 2.0 backs up Hino’s commitment to give its customers improved total cost of ownership and better uptime.

“This next-generation technology brings new functionality, a refined user interface and a robust platform to support the needs of our largest fleet customer or an individual owner-operator,” said Glenn Ellis, vice-president of marketing, dealer operations and product planning for Hino. “Telogis’ significant investments in R&D and product innovation plus its experience in the OEM environment make them the standard for excellence in the connected services industry.”

The new platform will be a standard fit on 2015MY Hino 195h and 195h-DC hybrid models and an option on the 195 and 195-DC models.

Isuzu Trucks has announced the latest addition to their N-Series diesel trucks – the NPR-XD, which has a Gross Vehicle Weight Rating of 16,000 lb. This bridges the gap between the NPR-HD and the NQR. The standard cab will be available in 109-, 132.5-, 150- and 176-inch wheelbases. The crew cab will be available in 150- and 176-inch wheelbases. Every NPR-XD is powered by the Isuzu 4HK1-TC 5.2-litre diesel engine, offering 215 horsepower with a six-speed automatic transmission.

The bottom line? We deliver.

The MCP50 can help you manage your fleet while increasing your profitability.

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Learn more about the new MCP50 today by visiting www.shawtracking.ca/mcp50 or call 1 800 478 9511
DAIMLER TRUCKS UNVEILED its vision of the future this July, and there was one obvious thing missing in the demonstration vehicle: a driver with hands on the steering wheel.

The Mercedes-Benz Future Truck 2025 is able to drive itself down the highway, drawing on information from radar, a stereo camera, 3D maps, and a communications network linking vehicles and the surrounding infrastructure. Automatic course corrections account for hazards such as disabled cars and emergency vehicles, while cruising speeds of up to 85 km-h are maintained without the driver intervening.

Drivers in the cab are left to perform other tasks, or can retake the wheel to perform selected manoeuvres such as passing someone.

As futuristic as it all seems, this reflects the near future. The company predicts autonomous trucks will be able to travel through Europe within a decade.

With files from James Menzies
Source: Daimler

THE TRUCK OF THE FUTURE IS A MERCEDES-BENZ THAT DRIVES ITSELF.”

-Dr. Wolfgang Bernhard, Daimler board member

Future Truck
Daimler Trucks unveils vehicle controlled by radar, cameras, highway networks

The Cab—The driver’s seat pivots 45 degrees to create a comfortable workspace for invoicing, planning deliveries and arranging future loads.

The Truck —The demonstration vehicle is a Mercedes-Benz Actros 1845 with 449 hp and a 12-speed Mercedes PowerShift 3 transmission. The black and white adhesive graphics have been applied to obscure exterior contours.

How it sees—A radar sensor in the lower area of the front end scans the road at long and short range. A stereo camera behind the windscreen identifies lanes, pedestrians and other objects.
Gelling is for desserts, not diesel fuel.

Why fool around this winter? Diesel Treat reduces the possibility of your diesel fuel gelling to absolute zero. Guaranteed. While competing products disperse water, Howes Diesel Treat displaces it, leaving only pure fuel to burn. And that's a sweet treat your engine can really enjoy.

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Introducing the new 579. We started with a rich history of proven quality. Combining aerodynamics, durability and reliability, the new 579 is the result of Peterbilt's legendary passion for unrivaled performance. Peterbilt. Class Pays.

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