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Today's Trucking

The Business Magazine of Canada's Trucking Industry

Running on Fumes

A labor shortage, cyberattack, and the squeeze on diesel

PLUS

PUNISHER TO
PROMOTER
Safety systems at work



July/August 2021

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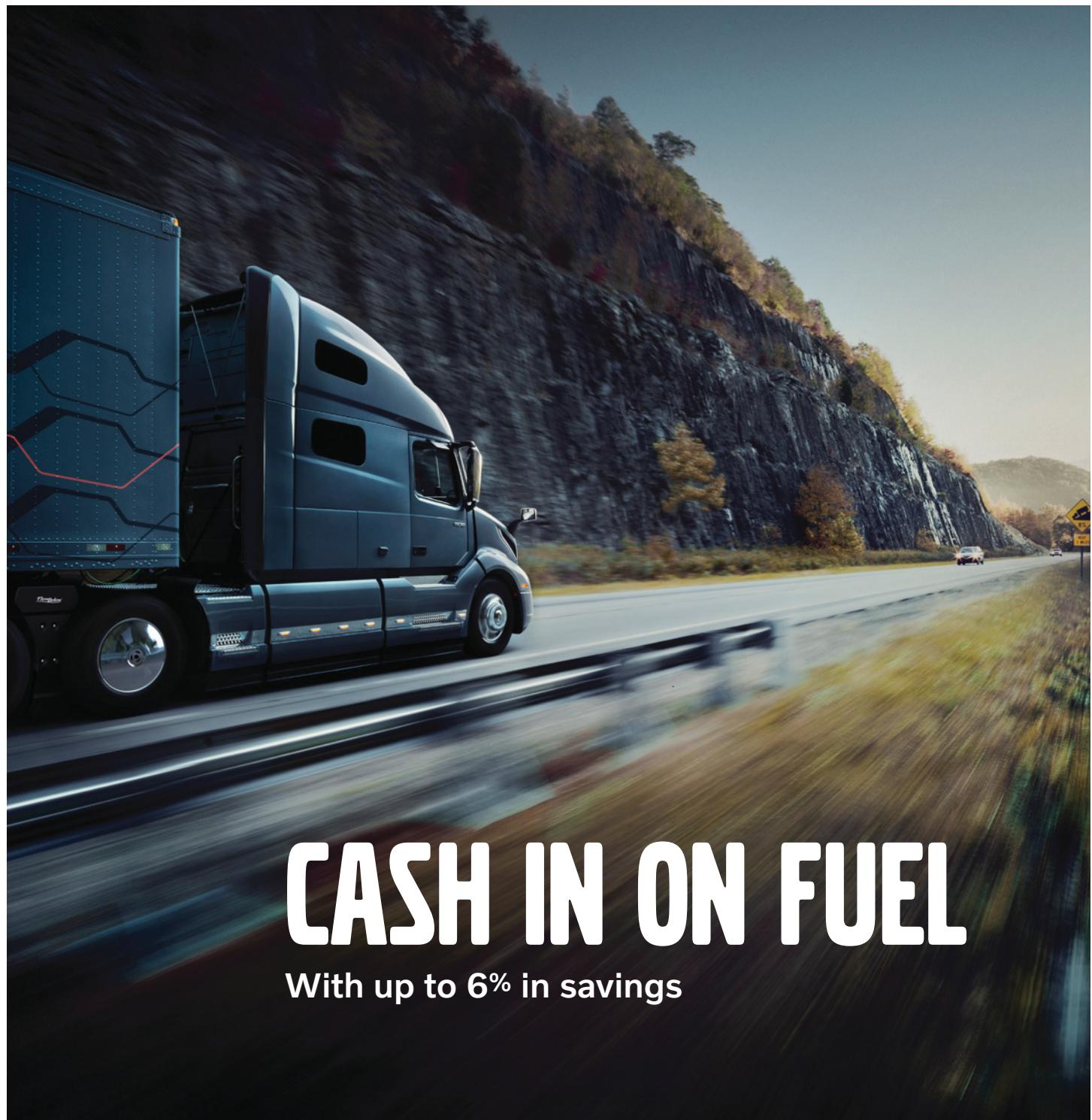
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THE VOLVO D13TC

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Letters

Boost all vehicle weights, not just electric trucks

Re: B.C. introduces weight allowances for battery-electric trucks and fuel cells

This added weight makes no sense. I thought the cap on weights was for protection to the roadways. If they can support the extra weight, then any vehicle should be able to use those weights.

By trying to [make] electric and fuel cells comparable for payload, the taxpayer will have to pay the extra cost of road repairs and replacements.

— Duane Klenk

80 psi was the magic number

Re: It's time to rethink standard 100-psi tire pressures

This is good advice. We run heavy-haul, and our drive axle tire pressures are set at 80 psi. The increase in tread life and traction is extremely noticeable.

— Frank Henning ([LinkedIn](#))

Take training to the road

Re: New Brunswick college eyes mobile trades training trailer

Brilliant concept!

All too often, remote training is hampered by a lack of space, utilities, tools and familiarity. Our spill response and First Aid trailers have been used for years for a similar purpose, albeit a very subject-matter-specific focus.

Can we help develop other flavors?

— Fredy Boese

Healthy habits are possible

Re: Living healthy on the road isn't easy, but it's not impossible

I'm retired from driving but own a transportation service, providing drivers and owner-operators to the trucking industry.

I always looked for places where I could pull over and use the gym. Especially, I needed a treadmill. I used it for an hour, listened to the news and music, showered, and continued driving. It was beautiful and enjoyable.

— Wally Pyren

Re-living a history in weights

Re: How Canada's heavy truck weights and dimensions evolved

I really enjoyed reading the history of Canadian truck weights and configurations. I have always been intrigued by the evolution. I remember cutting my teeth with "tri-axle" trailers with the lift axle, and trying to dial in the ideal pressure.

— Stuart Archibald

Kudos for loading information

Re: How to load trailers and distribute weight

Jim Park, you are a writing genius. You covered every option, spoke to us in an easy tone of voice, and of course made sure everyone could understand. Thank you!

— Arthur Kinkade

Today's Trucking

The Business Magazine of Canada's Trucking Industry

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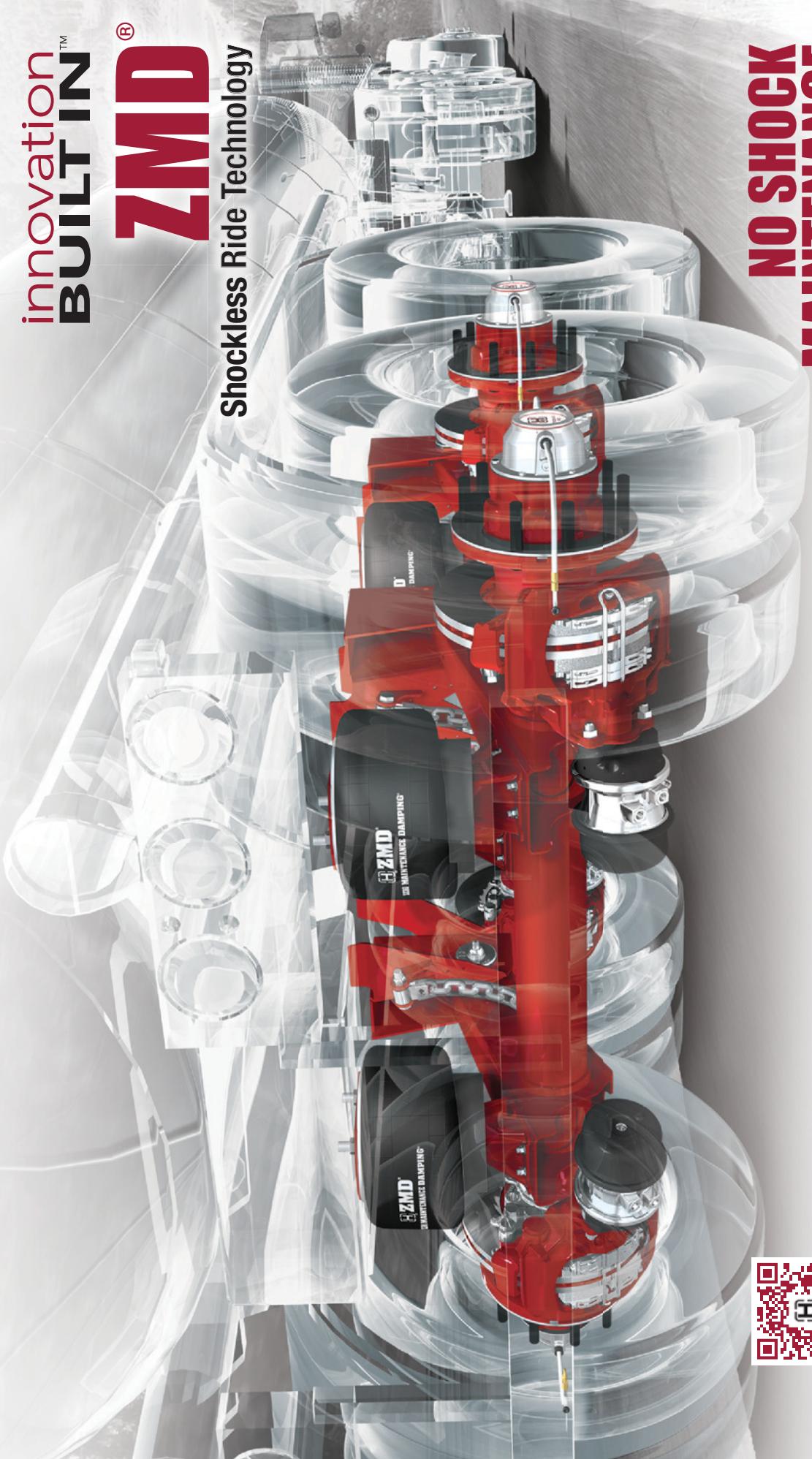
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By James Menzies



States of Relief

Cross-border vaccination programs for drivers have been a huge success

Years from now, books will be written on the handling of the global Covid-19 pandemic. And within those pages will be plenty of well-deserved condemnations about how various governments handled, or bungled their handling of, the disaster.

There was no playbook for this. Clearly there should've been. And in Canada it sure felt at times like we were changing the rules on the fly in a clumsy effort to appease both medical advisors and the general public. It's been an exhausting experience for us all.

However, when the dust settles and we get this pandemic in our rearview mirrors, I hope we also remember some of the best practices that emerged. One at the top of mind is certain border states that are vaccinating truckers who want the shot.

It began in late April when North Dakota governor Doug Burgum offered vaccinations – paid for by the U.S. federal government – to Manitoba-based truckers crossing the border. Soon after, the state extended the offer to Saskatchewan drivers.

Then Montana offered the same arrangement to Alberta truckers. And talks commenced between officials in Michigan and Ontario. These programs have been an enormous success. As this issue went to press more than 1,300 Manitoba truckers had been vaccinated through the program, and it had just been extended another month to the end of June. Some 747 Alberta truckers took advantage of the opportunity within the Montana program's first month, proving there's certainly an appetite among professional drivers to get vaccinated.

Terry Shaw, head of the Manitoba Trucking Association (MTA), credits the Manitoba government for getting the ball rolling. Drivers were becoming frustrated because – while they selflessly continued serving on the front lines to keep hospitals, pharmacies, and stores stocked of essential items – they were not prioritized for vaccinations. Decision makers reasoned that truckers spend most of their time isolated in their cabs, so didn't have to be moved to the front of the lines.

To make matters worse, their schedules often kept them

from attending vaccination clinics or making appointments to get the shot. Many spend more time out of their home province than home.

"Our truck drivers have been on the front line. We told everyone to stay home, unless you're a truck driver, then 'Keep doing what you do – we need those supplies,'" said Shaw.

The MTA and the provincial government were struggling to figure out how to get truckers vaccinated without disrupting the supply chain. And that's when North Dakota stepped up.

"Our government partners had conversations with their counterparts in North Dakota. That call happened on a Tuesday, and

"It was probably the fastest-ever execution of a government-run program."

on Wednesday the site was open," Shaw told me. "It's one of the rare good news stories that came out of Covid."

It's also probably the fastest-ever execution of a government-run program.

The North Dakota/Manitoba program was extended to run until the end of June, as demand continues to be high. Truckers worried about being able to get two shots are now assured they can get their second dose in Manitoba even if their first was received in the U.S.

The essential work of our nation's truck drivers has been widely recognized over the past year, in the form of tribute trailers, free meals, and personal protective equipment. But the best thing we can do for them is ensure those who want to get the vaccine are able to, safely and with minimal disruption to their lives and livelihoods. Kudos to those western provinces and states for creating an effective template that other provinces and states should look to duplicate. **[T]**

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BORN READY.

By John G. Smith



Building Hope

Post-Covid infrastructure plans could establish a prosperous future

Canada's infrastructure is crumbling. Make no mistake about it. You can feel it in your kidneys every time the wheels connect with a pothole, and track it in terms of the hours stuck in traffic jams.

During a 2018 infrastructure summit known as CanInfra, the Boston Consulting Group reported that 25% of our bridges are in poor or very poor condition. The same could be said of 14% of roads. And the consultants noted that estimates of a national "infrastructure deficit" average between \$110-\$270 billion.

Such challenges are hardly a secret. But as we emerge from the clouds of Covid-19, infrastructure investments are seen as one of the tools that could spur a broad, lasting economic recovery.

Some commitments have already emerged. A National Trade Corridors Fund in Canada promises \$1.9 billion over four years, beginning in 2021-22, combining with another \$2.7 billion from private and public sector partners. Individual provinces and territories are making infrastructure commitments of their own.

Knowing exactly how much new money is on the table is a perpetual challenge because politicians love to announce, repackage, and repeat infrastructure plans. Then there are always examples of proposals that are purely politically motivated, such as the plans for a \$10-billion Quebec City-Levis tunnel, seemingly born from the mind of Quebec Premier Francois Legault. But there also appears to be growing interest in work on vital projects that won't necessarily be completed in a single election cycle.

I truly believe the post-Covid investments – if properly managed – could lead to a generational change not seen since the aftermath of World War 2.

This is a good thing. Canadian governments of every political persuasion have woefully underfunded infrastructure for decades. The Boston Consulting Group identified a particular dip in the 1990s as politicians prioritized deficit reduction campaigns.

But there's a challenge. Sooner or later the related bills will come due, and we need to ensure that trucking shoulders no more than its fair share of the costs when the time comes. It would be far too easy for politicians to make the trucking

industry a scapegoat when raising the required funds.

Proof of that recently emerged south of the border, when U.S. Senator John Cornyn floated the idea of charging trucks 25 cents a mile to support a Highway Trust Fund. That would raise an estimated US \$33 billion a year, according to calculations made by a 2019 federal committee on taxation, and it would help address a gap created in part by fuel taxes that have been frozen at 24.4 US cents per gallon of diesel since 1993.

The American Trucking Associations and Owner-Operator Independent Drivers Association, which rarely see eye to eye, rightly joined forces to decry that idea. They noted that while trucks account for 4% of the vehicles on U.S. roads, and 9% of all

**"[If] the trucks move,
the economy will
truck right along
with them."**

vehicle miles traveled nationally, the trucks already pay half the user fees.

But we'll also need loud voices to call for the infrastructure updates that extend beyond ribbons of asphalt and concrete.

Updates at ports and rail yards are needed to ensure the smooth handoff of intermodal containers. The promise of battery-electric and fuel-cell-electric trucks will only be realized through investments in the charging and fueling infrastructure. The inevitable return of clogged border crossings, once the borders reopen, will demand updated computer systems to ensure data is exchanged as easily as possible. Weigh-in-motion equipment and preclearance programs can leave enforcement teams to focus more attention on the non-compliant crowd operating at the fringes of the industry.

One universal truth binds all of these projects together. If governments find ways to help the trucks move, the economy will truck right along with them. **[T]**

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Dispatch



(Photo: iStock)

Running On Fumes

Labor shortages, a massive cyberattack, and more pipeline drama. Just how vulnerable is North America's fuel distribution network?

By James Menzies

Coming this summer: Gas stations running out of gas. So read the ominous headline on CNN.com April 27. While the article didn't foreshadow the Colonial Pipeline shutdown that made the headline startlingly prescient, it spoke to other risks, including the struggle fuel haulers may have in finding the labor to transport fuel once Covid-related travel restrictions are lifted and demand ramps back up.

Quoted in the article was National Tank Truck Carriers executive vice-president

Ryan Streblow, who claimed 20-25% of tank trucks were currently parked due to a lack of qualified drivers, more than double the units parked a year earlier.

The driver shortage is an industry-wide challenge that isn't new to trucking. However, it could take on a new urgency for fuel haulers this summer – even in Canada – if consumption skyrockets.

"Tank fleets like Trimac should be able to meet contracted fuel delivery demand this summer pending a gradual easing

of restrictions, and consumer behavior following that trend," Besnik Gasi, Trimac area manager in Edmonton told *Today's Trucking*. "We have robust technology that allows for accurate forecasting, and serving diverse product lines allows us to draw talent from other commodities hauled. The key is to keep in close communication with all stakeholders, including shippers, consignees, drivers, and all other parties involved in the supply chain for fuel deliveries. If rail, other carriers that focus strictly on fuel deliveries, or any other supply chain disruptions occur, then all transport companies will be challenged to meet fuel delivery demand."

Gasi notes the pandemic resulted in an "almost dead stop" in demand for airport fuel deliveries, and stay-at-home orders negatively affected fuel haulers as a result of decreased consumption. In some cases, layoffs ensued, and the industry could be challenged to bring back those drivers. Meanwhile, new entrants are nearly non-existent because training schools, licensing agencies, and FAST enrolment centers were all shut down. Attracting drivers from other segments is an option, but considerable product handling training is required before they can be productive.

"If provinces fully open, this could cause an immediate surge in fuel consumption, straining the supply chain," Gasi said. "Companies that are solely focused on hauling petroleum products may struggle to bring back qualified drivers and equipment in short timeframes. They will need to hire new drivers, and go through extensive training and product handling to safely deliver product. This delay in training

ches

could cause inventories at fuel stations to be lower or in some cases out of fuel until delivery can be made.

"The unanswered question remains: Will consumers return to traveling immediately when restrictions ease, or will it be in phases?" Gasi pointed out. "The brief history tells us it will be in phases, which should allow companies to scale up as volume increases."

When the diesel went down in Georgia

A lack of fuel hauling capacity isn't the only threat to the country's fuel supply this summer. On May 7, the Colonial Pipeline, which transports 45% of the fuel consumed on the U.S. Eastern Seaboard, was victim of a cyberattack.

Several truck stops along the pipeline's routes were temporarily out of diesel, but the gasoline shortage was more widespread due to consumer hoarding. While short-lived, the fuel shortages served as a reminder of how vulnerable our fuel transportation infrastructure can be.

Worryingly, the Colonial Pipeline operators confirmed to media they paid nearly US \$5 million in ransom to restore service, which could incentivize future pipeline attacks. The payment of ransoms in such cyberattacks is not all that uncommon. Canadian cybersecurity firm eSentire cites a survey by Veritas Technologies that found 66% of ransomware victims admitted to paying all or part of the demanded ransom.

"Sometimes it's the lesser of two evils," reasoned Mark Sangster, cybersecurity expert with Waterloo, Ont.-based eSentire. "Would you criticize a small healthcare

institution in Southwestern Ontario that's been shut down and can't give critical life-saving care, so they pay the ransom? On the macro side, it's the economic engine, and the more you pay ransoms the more that encourages criminals."

Paying a ransom, like Colonial Pipeline did, isn't illegal. However, the U.S.

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A Jungle Out There

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Off-road Platooning

PG. 15

Treasury has recently put out two advisories, one of which prohibits the payment of ransom to known terrorist organizations. France has outlawed ransom payments altogether.

"People will pay ransoms for two reasons," added Rob McLeod, head of eSentire's Threat Response Unit (TRU),

Who took down the Colonial Pipeline?

A criminal organization that donates part of its proceeds to charity; targets only large, profitable companies; and who will – for a fee – provide advanced warning of its future targets so investors can short their stock.

That in a nutshell is, or was, DarkSide, the ransomware-as-a-service (RaaS) provider that took down the Colonial Pipeline – which transports 45% of fuel consumed along the U.S. Eastern Seaboard – in early May. Canadian cybersecurity firm eSentire's Threat Response Unit (TRU) first began tracking DarkSide last December.

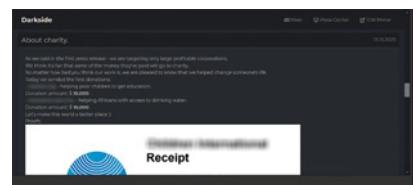
The criminal enterprise first emerged in November 2020 and claims to have attacked 59 organizations in total, including 37 this year. It shut down as police pressure intensified in the wake of the Colonial Pipeline attack, but will certainly re-emerge under a new name, according to Rob McLeod, senior director of eSentire's TRU.

Their shutdown, said McLeod, "is basically a ruse, where they effectively shut down, re-tool, pivot, and come back operating under a different name."

In some ways, RaaS entities like DarkSide operate like a legitimate business. It had a website on the dark web where it posted press releases about charitable donations, a code of conduct (it vowed not to attack hospitals or funeral homes, for instance), and a media section through which press could request interviews and receive scoops on upcoming attacks.

It even offered a registration page for ransomware recovery firms, "where they could sign up for a discount on the ransom being demanded from the victim organization," according to a *Ransomware Report*, produced by eSentire.

Despite the attention the Colonial Pipeline attack brought to the organization, it victimized at least two more companies in the days following the pipeline shutdown, before announcing its own shutdown.



DarkSide created a page on the dark web, where it posted its code of conduct and boasted of charitable donations.
(Source: eSentire)

Dispatches

"to restore services and to protect against data disclosure."

But he adds paying the ransom doesn't ensure the data will be decrypted and service restored. After all, he reasons, you're negotiating with criminals when responding to a ransomware attack. Asked if the Colonial Pipeline attack should raise concern about the fuel

supply infrastructure's susceptibility to further attacks, McLeod noted attacks against critical infrastructure were already on the rise.

"Most of those types of companies, because of the critical nature of their business, means they make very lucrative targets," added Sangster.

Ironically, in 2012 former U.S. Senator

Joseph Lieberman warned that "Privately owned and operated cyber infrastructure can well be, and probably someday will be, the target of an enemy attack," according to *Bloomberg News*.

Lawmakers pushed to force energy companies to strengthen their computer security, but the movement died when the industry lobbied against the costly requirements.

The third threat

Then there's the question of the future status of Enbridge's Line 5 pipeline, which transports crude to refineries in Ontario and Quebec. Michigan Governor Gretchen Whitmer has made shutting down the pipeline, which travels under the Straits of Mackinaw, a priority.

"The potential closure of Line 5 has not only woken up the politicians but also the media who seem fixated on the threat to gasoline supply and the associated probable price spikes," said Roger McKnight, chief petroleum analyst with En-Pro International. "But it isn't gasoline that drives the economy. It's diesel that brings food to the table along with all other forms of commodities the consumer relies on and takes for granted. For the diesel-powered transportation sector there should be concerns if Line 5 is closed."

He noted not a single drop of oil has leaked from the pipeline into the Straits of Mackinaw, but questions the political willpower to defend Line 5's continued use. McKnight explained wholesale diesel prices in Canada follow reference point rack prices in the U.S.

"If they increase or decrease from day to day in the U.S., then so do the racks in Canada. If the refinery hub in Sarnia and Suncor's in Montreal are suddenly starved for crude feedstock, then there will be no option but to import diesel and gasoline from the U.S. by rail or truck from Alberta," McKnight said.

It costs about four times as much to move it by truck and two to three times more by rail, compared to pipeline.

"The immediate effect of a Line 5 closure would be an increase in the prices of diesel, jet fuel, and gasoline in the range of 12 to 16 cents per liter," McKnight said. 



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ExpoCam's a go

Canada's national trucking show, ExpoCam, will go ahead as scheduled Sept. 22-23 at Espace Saint-Hyacinthe, Que., Newcom Media has announced.

Organizers are working closely with relevant government authorities, and will be following related health regulations in effect at the time of the event.

"We are very excited. We have been following government rules for over a year and are very pleased that ExpoCam will be the first trucking event held post-Covid," said Joe Glionna, president of Newcom Media, which also publishes *Today's Trucking*.

Off-road platooning

Automated driving technology company Robotic Research and FPInnovations are working to develop an off-road truck platooning system for the forestry industry.

The multi-year project aims at accelerating the adoption of off-road automated-vehicle (AV) technology to improve safety and address a labor shortage.

Robotic Research will create unmanned convoys of Class 8 automated trucks that follow a driver in a lead vehicle. The project will adapt existing technologies to challenging Canadian conditions such as four-season weather and operations on off-pavement roads, particularly resource roads.

It's a jungle out there

Industry analyst ACT Research reports that while the economy, freight, and trucking indicators are all at or near record highs, fleets are struggling to take advantage of those conditions.

"Our heavy-duty forecast continues to reflect the current 'perfect storm' of upbeat economic, freight and trucking indicators, with most at, or on the verge of reaching, all-time record levels," said Kenny Vieth, ACT's president and senior analyst.

"All that said, good times and good numbers at a macro level obscure an uncomfortable truth – life in the trenches is a jungle right now. For purchasing managers in the equipment manufacturing chain, the struggle is obtaining supplies in a capacity-strained world, while for financial managers, it's a battle to protect margins against rapidly rising costs.

Fleet managers always have the driver shortage headache, but are now stressed because the queue for heavy-duty vehicles stretches past year-end, even as many operators need new trucks today.

"The management skillset is really being tested to make the best of current good times, if this is really as good as it gets." **TT**

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Parts shortages restricting OEM truck production

Class 8 orders marked a seven-month low in April, but that reflected a full 2021 backlog rather than diminishing demand, ACT Research reports.

President and senior analyst Kenny Vieth notes that truck makers are struggling "to turn orders into trucks" because of supply shortages including microchips, steel, and plastic resin. "Capacity to produce Class 8 vehicles this year essentially is full, and using 2018 as a guide, we would expect OEMs to begin opening 2022 order books in June and July," he says.

In terms of April retail sales, Freightliner leads the way with 28.5% of Canada's 2,631 Class 8 sales, WardsAuto says. But that's still shy of the 36.6% share of 19,312 sold in the U.S. Canadian buyers also scooped up 456 Class 7 units, 87 Class 6 trucks, and 635 Class 5 trucks during the month. **TT**



(Photo: Paccar)



www.total-canada.ca

Canada – April 2021

CLASS 8	SALES		MARKET SHARES	
	April	YTD	April %	YTD %
Freightliner	751	2,677	28.5	30.1
Kenworth	409	1,554	15.5	17.5
Volvo Truck	375	1,221	14.3	13.8
Peterbilt	402	1,124	15.3	12.7
International	270	901	10.3	10.1
Western Star	293	844	11.1	9.5
Mack	131	559	5.0	6.3
Hino	0	0	0.0	0.0
Total	2,631	8,880	100.0	100.0
CLASS 7	April	YTD	April %	YTD %
Freightliner	174	468	38.2	34.8
International	110	372	24.1	27.7
Kenworth	54	183	11.8	13.6
Peterbilt	47	155	10.3	11.5
Hino	17	83	3.7	6.2
Ford	50	76	11.0	5.7
Mack	4	7	0.9	0.5
Total	456	1,344	100.0	100.0
CLASS 6	April	YTD	April %	YTD %
Freightliner	24	114	27.6	46.0
Ford	46	71	52.9	28.6
Hino	7	34	8.0	13.7
International	5	15	5.7	6.0
Isuzu	2	6	2.3	2.4
Kenworth	0	3	0.0	1.2
Peterbilt	1	3	0.0	1.2
Hino	0	0	0.0	0.0
Mack	2	2	0.0	0.8
Total	87	248	100.0	100.0
CLASS 5	April	YTD	April %	YTD %
Ford	382	1,223	60.2	57.0
Stellantis	93	410	14.6	19.1
Isuzu	111	353	17.5	16.5
International	36	103	5.7	4.8
Hino	3	37	0.5	1.7
Freightliner	9	16	1.4	0.7
Kenworth	1	1	0.2	0.0
Peterbilt	0	1	0.0	0.0
GM	0	0	0.0	0.0
Total	635	2,144	100.0	100.0

U.S. – April 2021

CLASS 8	SALES		MARKET SHARES	
	April	YTD	April %	YTD %
Freightliner	7,065	29,415	36.6	40.0
Peterbilt	2,990	11,259	15.5	15.3
Kenworth	3,005	10,045	15.6	13.7
Volvo Truck	1,934	7,761	10.0	10.6
International	2,192	7,696	11.4	10.5
Mack	1,649	5,546	8.5	7.5
Western Star	477	1,811	2.5	2.5
Hino	0	1	0.0	0.0
Total	19,312	73,534	100.0	100.0
CLASS 7	April	YTD	April %	YTD %
Freightliner	1,539	6,928	42.2	44.7
International	679	3,291	18.6	21.2
Peterbilt	829	2,963	22.8	19.1
Kenworth	438	1,595	12.0	10.3
Ford	120	552	3.3	3.6
Hino	13	90	0.4	0.6
Mack	25	80	0.7	0.5
Total	3,643	15,499	100.0	100.0
CLASS 6	April	YTD	April %	YTD %
Freightliner	1,162	7,962	27.1	34.9
Ford	1,162	6,816	27.1	29.9
International	1,163	4,972	27.1	21.8
Kenworth	357	1,029	8.3	4.5
GM	147	622	3.4	2.7
Hino	52	508	1.2	2.2
Isuzu	120	574	2.8	2.5
Mack	113	280	2.6	1.2
Peterbilt	10	22	0.2	0.1
Total	4,286	22,785	100.0	100.0
CLASS 5	April	YTD	April %	YTD %
Ford	4,674	17,808	49.8	53.4
Stellantis	2,363	7,824	25.2	23.5
Freightliner	1,037	2,836	11.1	8.5
Isuzu	469	1,920	5.0	5.8
GM	569	1,784	6.1	5.4
International	205	775	2.2	2.3
Hino	63	389	0.7	1.2
Kenworth	0	5	0.0	0.0
Peterbilt	0	1	0.0	0.0
Total	9,380	33,342	100.0	100.0

StatPack



817 LION ELECTRIC VEHICLES ON ORDER

Quebec-based **Lion Electric** released its first quarterly earnings report as a publicly traded company May 17, posting a US\$1.8-million loss but announcing it has 817 electric vehicles (including 209 trucks) on order. In the first quarter, Lion delivered 24 vehicles. It has also received orders for 76 charging stations. Lion also announced a plan to build an assembly plant in Joliet, Ill., with annual capacity for 20,000 vehicles.

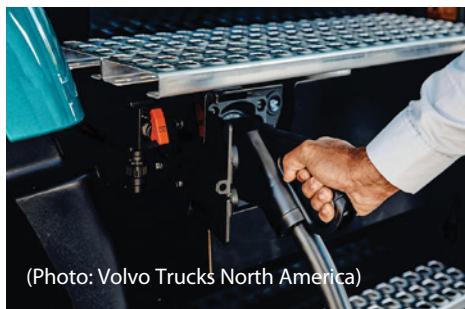


93% REVENUE GROWTH

Titanium Transportation reported record first quarter revenue of \$85.7 million, a 93.3% increase year-over-year. Its profit nearly doubled, to \$1.17 million. The logistics segment led with 164.4% revenue growth, while truck transportation revenue climbed 41.9%. The strong earnings reflect industry analyst reports that trucking conditions have never been better, according to FTR. And rates are better than ACT Research has ever recorded.

217,000 I-SHIFTS IN 15 YEARS

Volvo Trucks North America celebrated a milestone in May, marking 15 years of selling the I-Shift automated manual transmission into the North American market. During that time, more than 217,000 trucks equipped with the transmission have been sold in North America, joining more than a million worldwide. (Photo: Volvo Trucks North America)



1,500-kg WEIGHT ALLOWANCE

The **province of B.C.** is allowing heavier gross weights for battery-electric and fuel-cell-electric trucks. A 1,500-kg weight allowance was announced in May for battery-electric trucks, while those carrying hydrogen fuel cells will be given a 1,000-kg allowance.

12% REGISTERED

Only 12% of truck drivers crossing into Canada have registered personal information using the ArriveCAN app, and the **Canadian Trucking Alliance** (CTA) is warning that the verbal declarations accepted today are only a temporary measure. The limited uptake is seen as particularly troubling as the federal government looks to align with the European Union and other nations to develop digital proof of vaccinations. The CTA points out the federal government has not formally announced plans to make the ArriveCAN app part of a 'vaccine passport,' though the app may well be used to store and provide proof of vaccination.

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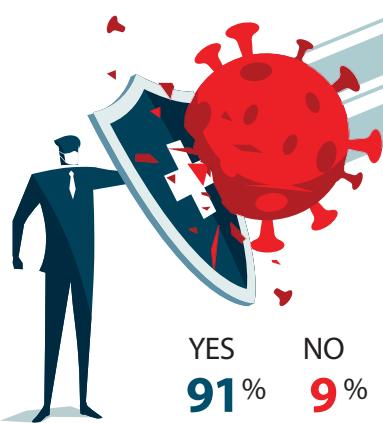
**Today's
Trucking**

Pulse Reader Survey

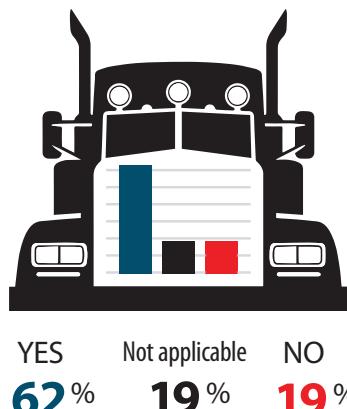
Tell us your thoughts on ... Covid-19 in the workplace

Widespread vaccination programs are underway, but lockdown strategies vary. In this month's **Pulse Reader Survey**, we asked for your thoughts about efforts to bring Covid-19 under control – and how they're affecting your workplace.

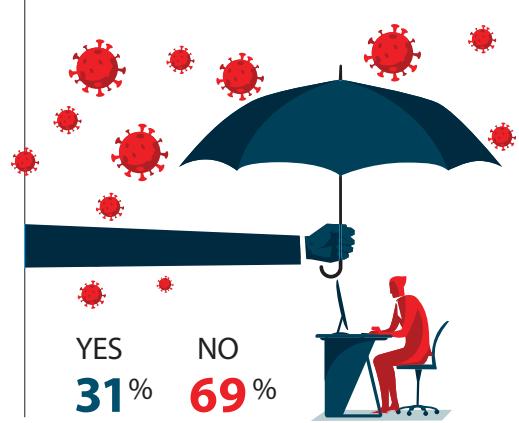
Is your workplace doing everything it can to prevent the spread of Covid-19?



Are you confident that shippers and receivers are taking steps to protect you against Covid-19?



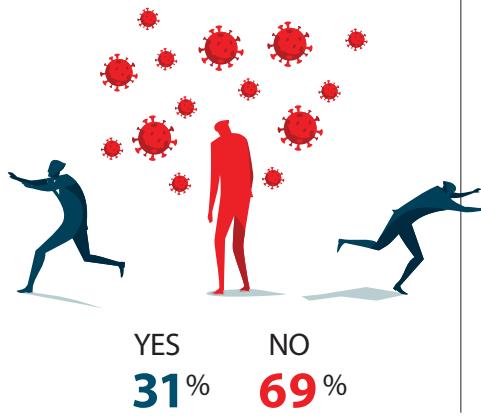
Do you believe you face a higher risk of contracting Covid-19 at work than any other setting?



Do you believe the majority of your co-workers will receive the Covid-19 vaccine?



During the course of the pandemic, have you or a co-worker contracted Covid-19?



Do you believe measures like masks will still be required once most Canadians are vaccinated?



How would you generally describe government measures to limit the spread of Covid-19?

	Too strict	Just right	Too light
	32%	32%	36%

Today's **Trucking Pulse Surveys** are conducted once per month, covering a variety of industry issues. Questions are distributed through email and social media channels.

(Illustrations: iStock)



247 Respondents

Heard on the Street

Andy Transport founder passes the torch



Andy Transport Group announced that **Andreea Crisan** has become majority shareholder and been named president and chief executive officer, assuming the roles from her father **Ilie Crisan**. Ilie, who founded the company 20 years ago, will step down from his role of president but will remain chairman of the board. The Montreal-based company's succession plan has been progressively planned and executed, the company says, with Andreea holding several leadership positions of increasing responsibility since joining Andy.



David Carson



Richard Howard



Drew Backeberg

Tallman Group mourns founder's passing

Tallman Truck Centre founder **Gerald Tallman** passed away May 2 after a battle with cancer. His family, who was at his side, says he "leaves behind a legacy of entrepreneurship, kindness and generosity." Tallman began his career in the automotive business as a teenager in the parts department of a local car dealership. In 1970, he opened his own garage and used car lot. He became part owner of Kemptville Truck Centre in 1973, later becoming sole owner. He grew the dealership to nine locations and rebranded it Tallman Truck Centre, passing the torch to his son Kevin Tallman in 2008. Today, it operates as Rush Truck Centres of Canada, with 14 locations.



DTNA promotes executives

Daimler Trucks North America (DTNA) announced that **David Carson**, currently senior vice-president – vocational sales and marketing, has been appointed to the expanded role of senior vice-president – sales and marketing, DTNA, consolidating responsibility for all sales and marketing of vocational and on-highway segments. Carson adds responsibilities formerly held by **Richard Howard**, who has been appointed to the management board of Daimler Truck Financial Services responsible for North America and Asia. **Drew Backeberg**, currently vice-president – dealer sales for the on-highway segment, has been promoted to the role of senior vice-president – aftermarket.

Phillips Connect taps former Wabco boss

Former Wabco Americas president **Jon Morrison** has joined **Phillips Connect** as a strategic executive. Morrison currently runs J&M Strategic Insights and will bring Phillips Connect insights into electronic vehicle control, electrification, telematics, and advanced technologies.

Fastfrate promotes Figliomeni

Fastfrate Group announced it has appointed **Frank Figliomeni** as president of Fastfrate Integrated Logistics. Formerly executive vice-president, Figliomeni now leads the Integrated Logistics, Linehaul, Bestway, and CDI divisions of Fastfrate Group. He has more than 20 years of experience in transportation.

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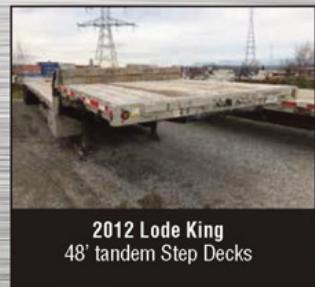
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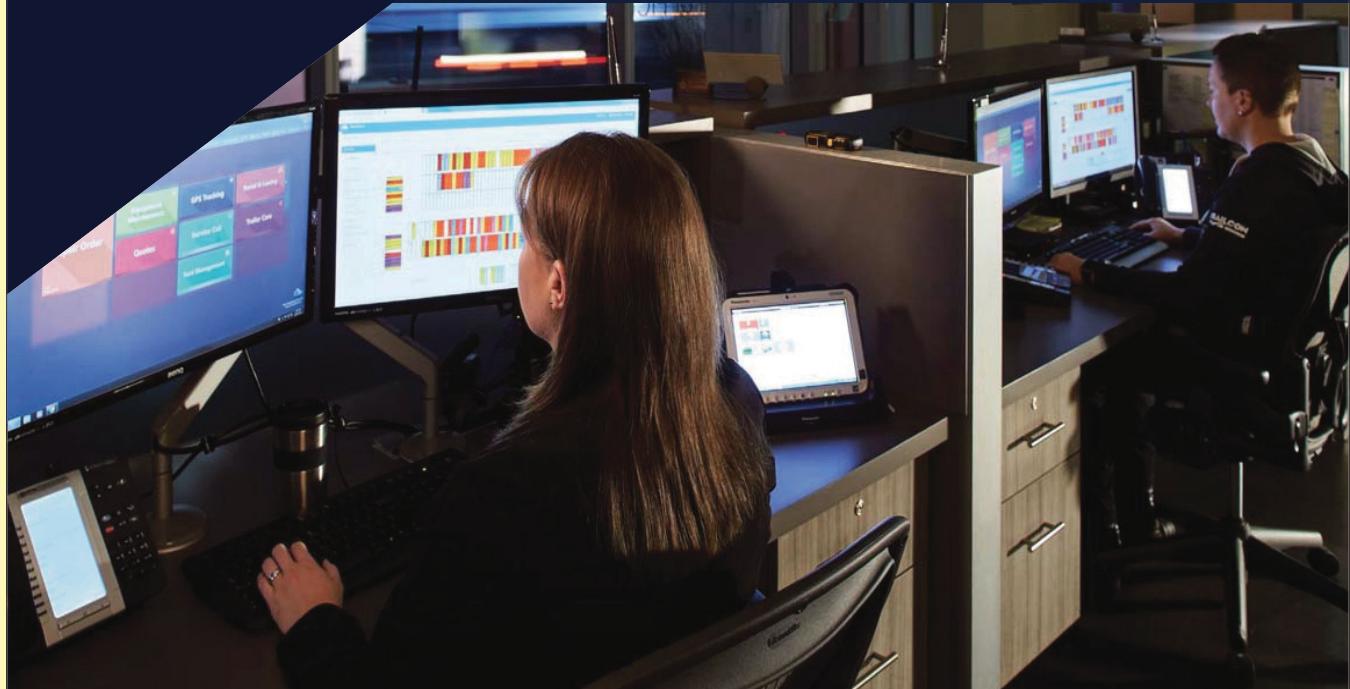


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Ontario moves forward on new rules for driver trainers

Ontario continues to develop a new set of rules for truck driver trainers in the province, as regulators continue to refine the mandatory entry-level training (MELT) program introduced in 2017.

While not yet finalized – and paused during Covid-19 – the emerging rules will be introduced in the future, said Kim MacCarl, manager of the Ontario Ministry of Transportation's driver program development office, during an update for the Truck Training Schools Association of Ontario (TTSAO).

"The main focus of these enhancements would be the instructor qualifications," said senior policy advisor John Landolfi.

"We've done a lot of work to develop the components."

While he didn't provide specific details, he noted that proposed requirements will include targets for industry experience, criminal record checks, train-the-trainer requirements, and an MTO-approved course that will focus on coaching, facilitation, presentation skills, and proficiency in MELT.

Proposed assessments will include knowledge and practical components, too.

Landolfi also referred to a focus on senior instructors, complete with an evaluation, to support newer instructors.

"[It's to] kind of ensure that the new



(File photo)

instructors are learning the proper materials," he said.

Landolfi noted that many schools already meet such requirements, but that the goal is to ensure all schools across the province deliver a common experience.

"We continue to be committed to work with the industry stakeholders," he added. **TT**

Trucking Feeds the Children

Trucks for Change, CTA, and Food Banks Canada join forces



Trucks for Change has been involved in a wide range of initiatives that support Canadian food banks. (File photo: Trucks for Change)

Trucks for Change, the Canadian Trucking Alliance's Blue Ribbon Task Force, and Food Banks Canada are joining forces in a campaign to deliver food for children in need this summer.

About two dozen fleets working for the alliance are now handling shipments for After Food Bell, a program organized by Food Banks Canada that addresses immediate hunger needs but also builds nutritional literacy skills.

The program provides "summer packs"

of food to children who typically rely on school breakfast and lunch programs, delivering support after classes come to an end in June.

Twenty-five carriers have committed to moving 51 shipments that include a collective 65,000 food packs this summer.

"Considering all the challenges Canadians have faced throughout the last year, our involvement in this program couldn't have come at a better time and I'm proud of how the trucking

industry always steps up to the plate," said Scott Smith, chairman of Trucks for Change and president of JD Smith & Sons.

The first shipments began to roll in late May from Brampton, Ont., to La Pocatière and Mont-Joli, Que. Deliveries originating from Prince George, B.C. and Calgary followed the next week, while most of the shipments to 21 Ontario food banks were scheduled to begin in June.

"With the trucking industry well-positioned to sustain the positive image it has gained as a result of its efforts delivering critical supplies during the Covid-19 pandemic, carriers have now expanded their focus on supporting Canadians in need," said Doug Sutherland, chairman of CTA's Blue Ribbon Task Force on the Driver Shortage and president of Sutco Transportation Specialists.

"Our industry was so overwhelmed by all the kind words and encouragement truck drivers, specifically, have been showered with over the last year, that it feels good knowing our industry always stands ready to give back." **TT**

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(Photo: Thermo King)

Slow, but Steady

The journey to zero emissions transport won't be fast or easy

By James Menzies

The electrification of the commercial vehicle industry is coming, but it will take time, and several hurdles have to be overcome for it to benefit fleets.

Paul Kroes, market insights leader for Thermo King, discussed some of those challenges in a webinar on *Transitioning to Zero Emissions Technology*. The drivers of electrification will be regulatory, total cost of operation (TCO), and environmental concerns.

What's driving electrification

On the regulatory front, California leads the push, Kroes noted. Some 40% of Classes 7/8 trucks sold there are required to be electric by 2032, with related targets beginning in January 2024. Smaller commercial vehicles have a slightly different timeline, with 55% required to be electric by 2035.

But there's a disconnect between requirements for the various-sized vehicles and equipment like transport refrigeration units (TRUs), Kroes noted.

Fifteen per cent of TRUs will need to be electrified by 2024, climbing to 100% by 2030.

"The difficulty for operators is, they have to decide what they are transitioning and how," Kroes said. "Do you adopt a zero-emissions chassis to pair with a zero-emissions TRU well ahead

of what CARB requires? The alternative is, do you mix technologies and apply zero-emissions TRUs to combustion engine chassis?"

Fleets operating in California will have to decide how to juggle the various timelines. But it's not just California making the push for electrification. Last year, 15 U.S. states signed a Memorandum of Understanding, targeting a 30% electrification rate by 2030 and 100% by 2050.

For fleets, a lower TCO compared to diesel will be the main motivator to electrify. While the cost of a truck today is spread out fairly evenly across different areas of the vehicle, Kroes noted electric truck buyers will pay about half the purchase price for the battery pack alone.

"As the cost of batteries drives down the cost of the electric vehicle, we're going to see a quicker payback," he reasoned.

Today, a Class 6 electric truck will take 12 to 13 years to achieve TCO parity with diesel, Kroes said. Most fleets will want to see that payback align with their trade cycles before they're willing to make the switch. Today's battery packs, meanwhile, tend to only last about eight years.

"By 2025, we expect that battery life period to be upwards of 10-12 years," he said, with battery life reaching 15 years by 2050.

The challenges

Fleets that electrify their equipment have several challenges to overcome, including range anxiety, infrastructure requirements, increased weight, and higher up-front purchase prices. Component reliability is also a concern. While oil changes, emissions aftertreatment systems and engine failures will be a thing of the past, electric vehicle components will be expensive to repair.

And who will repair them? Most fleets will have to rely on third-party repair services or train their technicians on an entirely new skillset, Kroes pointed out.

Charging infrastructure will be the responsibility of the operators in most cases, so they can put the chargers right at the distribution centers and terminals where they're needed. Kroes urged fleets to engage their utilities far in advance of deploying the trucks, so they fully understand the charging requirements.

Range remains an issue, especially in refrigerated applications and in cold climates. A truck maker may tout a range of 250 to 300 km, but an electric TRU can reduce that by 30% when pulling its power from the chassis battery pack.

Facing a power shortage, the operator will have to decide between towing the vehicle and keeping the reefer running to prevent product spoilage, or sacrificing the load to get the truck home.

Kroes said TRU manufacturers will need to work more closely with the chassis manufacturer than ever before to ensure the customer's power needs are fully understood.

"Historically, integration of the TRU onto the chassis has been very simple," Kroes explained. "Electrification has turned that on its head. Now the TRU has to be integrated into the chassis itself. Pulling power from the chassis batteries is the most efficient way to power the TRU."

This is also true of other applications with accessorial equipment, such as utility trucks.

Fuel cells remain an option for heavier vehicles traveling longer distances, but Kroes said it'll be 2030 to 2035 before they achieve TCO parity with diesel, while battery-electric vehicles should achieve parity with diesel about five to 10 years sooner. ■

Crime Fighters

Be proactive when combatting cargo crime

By Leo Barros

Security tends to be reactive as opposed to proactive, and there is no one-size-fits-all solution for companies. That was the message from Todd Moore, vice-president of ISB Global Services' cargo theft and specialty risk division, during a recent webinar on secure logistics. But most companies just cover the basics and need to examine their gaps and weaknesses, he adds.

Key risk mitigation strategies include security management, where the focus is on procedures, risk analysis for routes and stops, loss investigations, and collecting and delivering records. Every employee must be trained on cargo security awareness, robbery prevention, and driver safety. Locks, tracking devices, and communication also help secure freight.

Cargo worth almost \$5 billion was stolen in 2011, Moore revealed. The numbers tripled during 2015 to 2018. He says in Ontario the hot spot is the Peel Region, just west of Toronto. In the U.S., pilferage numbers have also been rising, he added.

The root problem is organized crime groups that target cargo, says Moore, a former police officer. In Ontario, they include the Italian mafia, Eastern European gangs, Asian groups, and South Asian organized crime groups. They all work individually but join forces when it suits them.

He says they have dedicated theft groups and warehouses where stolen goods are dumped and stored until the heat is off. Their members steal and deliver the goods, unload them, and get rid of the stolen tractor and trailer.

The goods are sold on the black market and the cash is used as "seed money" to fund illegal activities.

"This will never go away as it is very profitable, low-risk, and high-reward," says Moore.

The public views this as a victimless crime because it deals with insurance companies, but it should be treated as organized crime, Moore says. The police face their own challenges including slashed budgets and investigative priorities.

The most common cargo theft method these days involves cutting seals. While thieves collect intelligence to target specific loads, they are not averse to targeting a random load, hook-

(Photo: iStock)



ing up a stolen tractor, and taking off with a trailer, Moore says.

Sometimes corrupt employees provide inside information on trailer contents and location – especially when it comes to high-value loads. Pilferage theft is also increasing, where goods are removed from a trailer. Then there's fraud through load-brokering services.

Enhanced security benefits insurance companies by lessening expense-loss ratios, transport companies by mitigating theft and assisting with insurance premiums, and police agencies in recoveries and arrests.

A *Today's Trucking* Pulse survey in 2019 revealed that a third of respondents had lost a load to cargo theft, Moore says. Almost half of those who answered the survey said thieves know what they are after, and 69% said they don't feel their loads are completely secure against crime.

Vetting employees

To prevent this from happening, driver screening – and perhaps more importantly, vetting dispatchers and other warehouse staff – is vital. Organized crime groups will recruit inside sources for information, Moore says.

Drivers hauling high-value and high-risk loads need training to prevent truck hijackings, he says. They should also be trained in observation skills and post-robbery procedures.

A yard or facility assessment is important. Audits help, too. The facility should meet standard trucking security requirements, Moore says. Round-the-clock interactive remote video monitoring for perimeter security and gate access control is required. A uniformed guard at the facility becomes the first line of defense.

A driver vehicle inspection report, preferably on a mobile app, helps prevent crimes by using GPS to capture the location, and provide photo proof of the defects and damage. A proof of delivery report helps monitor the driver and load. Intelligence and theft trend analytics along with route analysis aid in preventing such crimes.

GPS tracking

"When transporting high-value loads, GPS tracking is invaluable," Moore adds. Sensors on doors, remote engine disabling, vehicle immobilization, and trailer air brake lockouts are other ways to protect loads.

An option like the motion-activated cargo intruder DNA spray system developed in Europe will spray a mist that looks

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Canada Cargo Crime Problem

Year	# of Load Thefts In US	# of Load Thefts in Canada	Total Value Loss in Canada
2015	754	213	\$18.9 M
2016	836	412	\$42.3 M
2017	649	445	\$46.2 M
2018	591	621	\$52.7 M
2019	703	303	\$35.4 M
2020	870	300	\$51.0 M

(Infographic: ISB Global Services)

like water. But the mist stays on skin for two months and clothing for six months.

It can be detected with UV blue light, and a swab sample helps police link the bad guys to the stolen property. Signage about the sprayer acts as a visual deterrent.

Trailer security cameras, some equipped with motion detection systems and infrared capability, capture images in real time and provide the best evidence for police, Moore says.

Innovative trailer security vaults can secure mixed loads and be tracked by GPS, deterring trailer pilferage. Seven of these vaults fit on a 53-foot trailer.

Intermodal containers and chassis can benefit from GPS

tracking as well, since ports are high-risk places for organized crime and corruption, Moore says.

The tracking capabilities can even connect to drivers. Monitoring services will provide a GPS device with a panic button, giving truckers a way to signal for assistance during a robbery or medical emergency. But the alerts have no value if they are not monitored, Moore warns.

Stolen cargo is often unloaded in less than two hours. That leaves a small window for recovery.

Monitoring services

It means monitoring services must be responsive, too. For example, a fleet manager who receives an alert at 2 a.m. Saturday – highlighting an incident on Hwy. 401 in Milton – should know which police agency to notify.

Formal systems can help answer such questions, gathering the GPS coordinates and informing the proper law enforcement agency so it can track and recover the load.

Insurance underwriters, meanwhile, use cover security personnel who liaise with police and assist load recovery efforts in real time, and insurers also help to launch investigations.

Moore says a comprehensive “best in class” security program that adopts many of these strategies will help mitigate losses, reduce civil liability, enhance business reputation, and assist with insurance premiums.

Crime doesn't have to pay after all. 

Ivan Armstrong Trucking was the first fleet to deploy the trailer this year. (Photo: NAL Insurance)



Essential Trailer returns

NAL Insurance's Essential Trailer is back on the road, raising funds to support truckers as they continue to deliver essential goods through the pandemic.

Last year, the initiative allowed NAL Insurance's Thank a Trucker program to provide 1,500 meals and personal protective equipment (PPE) kits to drivers at Ontario truck stops.

This year, organizers will offer truckers gift cards for meals, to thank them

for their hard work and dedication over the past 14 months.

Ivan Armstrong Trucking was first to pull the Essential Trailer this year, on behalf of sponsor the Infrastructure Health and Safety Association (IHSA).

“They've got a busy week of events planned, including [visiting] the Groves Memorial Community Hospital in Fergus and the Palmerston & District Hospital,” Andrea Morley, communica-

tions and wellness coordinator for NAL Insurance, said when the trailer was delivered. “They have been inviting hospital workers, OPP, and fire [departments] out to see the trailer and to thank them for their essential work.”

Organizers are now seeking further sponsor donations. Fleet sponsors can put the trailer into use for a week in their own operations, or to attend special events.

Inquiries can be sent to info@thankatrucker.com or alindsay@nalinsurance.com. 

Connected While Apart

Randhawas balance life on the road with raising a family

By Leo Barros

Navjot and Amandeep Randhawa are a team, even if the trucking couple aren't team drivers. And they see communication as the key to making it work.

"We talk for at least three hours every day," says Navjot. "I do most of the talking," Amandeep adds with a smile.

Navjot, 36, and Amandeep, 32, are owner-operators with Polaris Transportation Group. He drives nights, with a regular route between a Mississauga, Ont., terminal and Chicago, twice or three times a week. Amandeep operates during the day in the Greater Toronto Area. Navjot has more than 15 years of truck driving experience, while she has been a trucker for eight years.

When the couple is at work, Navjot's parents care for their two boys, ages 12 and 9. It helps that Polaris allows Amandeep to start at 9 a.m. and finish around 5 p.m. "I like to be home for my kids every day," she says. "But since you are a trucker, sometimes you get delayed and reach home late."



Navjot and Amandeep Randhawa are owner-operators who drive for Polaris Transportation Group, based in Mississauga, Ont. (Photo: Leo Barros)

The couple ensures that their time off on the weekend is devoted to family. Navjot plays for a team in a local soccer league and his sons are also interested in the sport. Before the Covid pandemic, going to the movies was their favorite way to unwind and spend time together. Now Navjot makes sure he takes the boys outdoors and plays with them.

Amandeep says she prepares food on the weekend so her husband can carry it with him when he leaves for work at the start of the week. "A woman's job is never done. Even after I park my truck, I take care of my family," she says.

Navjot, who has a bachelor's degree in information technology, decided to pursue a career in trucking when he immigrated to Canada along with his parents. "My uncles were already in the transportation sector and that helped my decision to become a truck driver."

He says Amandeep loves driving and he encouraged her to obtain her A/Z licence. "In India, she drove a standard car and rode motorcycles," he says.

Amandeep got her licence when her second child was only three months old. "We planned to earn a good living by driving as a team," she says. The couple embarked on their first trip to Calgary, but things did not work out. "I could not sleep in the moving truck," Amandeep says. They also missed their kids. The couple decided after the trip that Navjot would continue his long-distance driving while Amandeep would work locally and be home every day.

Achieving goals

The couple offers words of encouragement for those who want to take up trucking as a career. "You can provide for your family. It is hard work, but you get used to it," they say. "You have a good job, can be your own boss if you like, and achieve your goals." Amandeep says she mostly receives compliments when people see her driving and meet her at warehouses and on the road. But some ask her if circumstances are forcing her to drive a truck, because they perceive it as a man's job and that it could be tough for a woman. "I tell them I drive because I like it, no one is forcing me to do it," she says.

The hardworking couple plans to start a side business while they continue driving, too. "We are not sure what kind of business it will be, but the aim is to get started in the next five years or so," Navjot says. The plan for the weekend? "I'm not cooking tonight," says Amandeep. "Navjot's going to order pizza." 

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(Photo: iStock)

Into the Weeds

Recreational cannabis is legal, but can still cost truck drivers their job

By Jim Park

While a substantial portion of the population was overjoyed when Canada legalized recreational cannabis in October 2018, it's become a nightmare for truck fleets, drivers and law enforcement. Removing marijuana from the list of illegal drugs like cocaine – and putting it in the same category as beer, liquor and wine – created a moral dilemma as well as a safety enforcement problem.

In Canada, we can't prohibit people from engaging in legal activities, even if they might pose a safety risk. Americans may have similar qualms, but they seem to worry less about human rights than public safety. Down south, marijuana remains a banned substance from a federal perspective even though 19 states have legalized the sale and consumption of marijuana and its derivatives.

Since trucking is federally regulated in the U.S., cannabis is prohibited under federal workplace drug testing programs. Canadian carriers operating in that country must comply with those rules, which include random, reasonable-cause, and post-incident testing.

For Canadian drivers operating in the U.S. DOT environment, consuming cannabis is ill-advised. While it's not illegal

under Canadian laws, failing to pass a random drug screen can be a career-limiting move.

There are those that argue there's a big difference between having consumed cannabis and being impaired. However, we have drawn lines in the sand regarding safety-sensitive activities – like driving – while under the drug's influence.

But there's a catch: the testing we do for substances like THC is not intended to reflect a level of impairment. It just shows someone recently consumed the drug. Tetrahydrocannabinol (THC) – the main psychoactive constituent in cannabis – takes a long time to leave the body. THC is fat-soluble rather than water-soluble. Water-soluble substances like alcohol or cocaine leave the body fairly soon after consumption. THC can remain stored in fat cells of the brain for extended periods.

According to Barb Butler, one of Canada's leading authorities on workplace alcohol and drug testing policies, the impact of THC varies from one person to the next based on weight, size, and experience with cannabis. She says as long as there are even just traces of THC in the system, the person could still test positive.

"We can't say how impaired they are because we don't know how much they used, how recently they used, how it was consumed [smoking, vaping, edibles, etc.], or the potency of the drug they consumed," she says. "In fact, the cutoff point for cannabis – 2 nanograms of THC per milliliter of blood – makes no attempt to define impairment. It just confirms recent use."

When the high wears off, it doesn't mean that you go to zero impairment. It means you are no longer feeling high. But the effects on the brain can continue for some time after the "high" is gone. Some studies show impairment can last only four to six hours, or 12 hours. And other studies show that impairment can last for 24 hours. And still other studies show impairment can last up to a month.

The problem for commercial drivers not covered by U.S. DOT drug testing is that responsibly participating in a legal activity on their own time can still have consequences in the workplace. If a company has a non-U.S. DOT drug testing program, drivers who show up for work Monday morning might not pass a random test because of what they did at home Saturday night.

"Substantial improvement in the accuracy of current biochemical measures to detect cannabis impairment is needed to both ensure public safety and protect the rights of legal cannabis users," writes Sarah B. Windle, the lead author of *Impaired Driving and Legalization of Recreational Cannabis*, published earlier this year in the *Canadian Medical Association Journal*.

What tests reveal

Blood alcohol tests are an accepted proxy for levels of impairment. Canada has decided that 80 milligrams of alcohol in 100 milliliters of blood – or a 0.08% blood alcohol content (BAC) – is the level where impaired driving charges can be laid. Expressing the limit as a percentage helps account for the differences between someone who weighs 250 pounds and another who weighs 125 pounds.

But there's no assumption about degrees of impairment. It's simply against the law to operate a motor vehicle while having a BAC higher than 0.08% – or whatever the jurisdictional standard is.

The threshold is lower for commercial drivers in most jurisdictions, with many having adopted a zero-BAC policy.

Similarly, the Canada Criminal Code prescribes the legal blood drug concentration limit for cannabis as 2 nanograms of THC per milliliter of blood. Like the BAC standard, this one does not speak to impairment, only the presence of THC in the blood.

Typically, roadside THC screening tests are done with a device that measures THC content in a saliva sample. "They use a cutoff of 25 ng/mL for screening purposes," says Dr. Melissa Snider-Adler, chief medical review officer at DriverCheck. "If the screen is positive, then the person is brought in and blood testing is done, or an evaluation by a drug recognition expert, or both."

There are no "guidelines" or rules of thumb that apply to THC in the way we talk about "acceptable" alcohol consumption. You will not find similar guidance that says, for example, one THC gummy or cookie during a specific period is OK.

The other question that arises is the time between consumption and testing. There's no conclusive guidance because of variables including the quantity consumed, how it was consumed, the drug's potency, and use habits. Snider-Adler says various testing methods will reveal the presence of THC in saliva or blood over various lengths of time.

"Using an oral-fluid (saliva) swab test, depending on the cutoff level used, the timeframe of detection can be 24 hours," she says. "The higher the cutoff level, the shorter the detection window. Many companies use a cutoff level where the timeframe of detection is approximately 24 hours."

"For urine tests, if an individual rarely uses cannabis, a test will stay positive up to three to five days. If they use more frequently, it can stay positive for days to weeks. And an individual who has a long history of use of cannabis can continue to test positive for as long as six to eight weeks."

Snider-Adler says some guidance is available from the Occupational and Environmental Medical Association of Canada (OEMAC) on "safe" intervals between consumption and testing.

"Their recommendation is that indi-

viduals do not use cannabis for at least 24 hours prior to engaging in any safety-sensitive duties, which would be truck driving," she says. "That does not mean that after 24 hours there is no risk of impairment. There are studies of chronic, heavy, daily users of cannabis, that show impairment, not necessarily feeling high, can last far beyond 24 hours."

Even with a 24-hour interval, it may simply be too risky for a commercial driver to risk the chance of getting caught with a blood THC level of 2 ng/mL or higher.

Can Canadian truck drivers use cannabis?

If a Canadian truck driver operates in the U.S. and is subject to U.S. DOT drug and alcohol testing requirements, the consequences of testing are black and white.

"If you have a positive test, you no longer have clearance to drive in the U.S.," says Snider-Adler. "It's a violation that's reported in the Drug and Alcohol Clearinghouse [database], and there are specific procedures on how to proceed with regaining clearance to drive in that country. From the Canadian perspective, where the company does not operate in the U.S., what guides the employee is the company policy."

For non-DOT Canadian carriers, drug and alcohol testing is optional in Canadian workplaces. But any programs that exist must be based on an established policy that employees understand.

Those policies are supposed to clearly state what workers are allowed and not allowed to do, the conditions and circumstances for testing – such as random, reasonable-cause, and post-incident testing – and the terms of any assistance or support plans.

Contrary to popular belief, random drug testing is not illegal in Canada.

"When you look at the law and the decisions that have been made that guide testing in Canada, when considering doing random testing higher standards will have to be met," says Snider-Adler. "People will often say random testing is illegal, but that's absolutely not true."

Failing a drug test may or may not result in termination. It depends of the terms and conditions of the company's policy.

"Sometimes it depends on the type of work," says Snider-Adler. "As to whether or not employees are terminated for using cannabis, I don't want to say it doesn't happen, nor do I want to say it always happens. It's very much dependent on the policies and expectations of that particular company."

Butler says there are no federal or provincial regulations that speak to drug testing in the workplace.

"It's up to us to learn from the various rulings as to where we go," she says.

And, of course, police may get involved in post-incident testing if they suspect impairment could be a factor, just like testing for blood alcohol levels after a crash. ■



Prepare Your Payment Method

And other advice on preparing for, and dealing with, a cyberattack

By James Menzies

Cybersecurity firm eSentire has identified a trend that should alarm trucking companies. The transportation sector has been identified by cybercriminals as an easy target.

"They are an underserved sector of the economy when it comes to cybersecurity," eSentire vice-president Mark Sangster said of the trucking industry. "Trucking companies are more likely to pay ransoms."

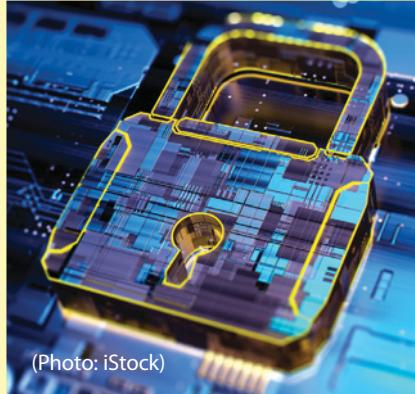
This he attributes to the time-sensitive nature of the business and contractual obligations to deliver loads on time. Also, most trucking companies rely on the same technologies when it comes to automation, making it easier for criminals to understand the damage they can do.

Efforts may begin with phishing emails, as a way to gain access to the front office. From there, data will be sought that allows cybercriminals to move into the warehouse or in operations, where they can cause the most damage.

"Once they have a playbook to get in and disrupt a certain type of business, they see how they respond. If they respond by paying, if they don't have insurance in place or experts on hand, they're more likely to pay that ransom," Sangster explained.

"A lot of companies don't see themselves being at risk. They are. They are very sophisticated – they operate like a Fortune 500 company and they're very capable of getting into your business. And when they do, the reality is they are criminal organizations bent on illegal profit."

One way hackers will infiltrate a business is to send phishing emails that appear to be from a trusted partner, for example an industry association. Small companies aren't immune, either. Cybercriminals are likely to hack a company's financial records to determine a ransom they can afford to pay.



If a trucking company balks at paying the ransom, they could move on to the fleet's customers. When Apple supplier Quanta Computers was hacked by the Sodin/REvil ransomware group and refused to pay the US\$50 million ransom, the hackers took their demands up to Apple itself. When its initial demands were ignored, it published stolen blueprints of Apple products it obtained by hacking Quanta.

Imagine having to tell your largest customer their product data has been stolen and you're unwilling to pay the ransom to get it back.

What can you do?

eSentire provides the following advice for companies in all sectors, including transportation:

- Have a backup copy of all critical files and make sure they are offline backups. Backups connected to the infected systems will be useless in the event of a ransomware attack.
- Require multi-factor authentication to access your organization's virtual private network (VPN) or remote desktop protocol (RDP) services.
- Only allow administrators to access network appliances using a VPN service.
- Domain controllers are a key target for ransomware actors, so ensure that your

security team has visibility into your IT networks using endpoint detection and response (EDR) agents and centralized logging on domain controllers (DCs) and other servers.

- Employ the principle of least privilege with staff members.
- Implement network segmentation.
- Disable RDP if not being used.
- Regularly patch systems, prioritizing your key IT systems.
- Mandate user awareness training for all company employees and focus on:
 - downloading and executing files from unverified sources
 - avoiding free versions of paid software
 - inspecting the full URL before downloading files to ensure it matches the source (ie., Microsoft Teams should come from a Microsoft domain)
 - inspecting file extensions. Do not trust the filetype logo alone. An executable file can be disguised as a PDF or Microsoft Office document.

The most effective ransomware mitigation strategy comes in the form of offline backups. Unfortunately, victims rarely have reliable backups of key IT systems and data. When thinking about additional remediation measures, consider the following:

- Meet with your business teams to create an action plan, and be sure to map out an incident response plan that clearly defines which systems need to be put back online first.
- Prep your payment method: Nearly 75% of enterprises claim they would never seriously consider paying a ransom. When push comes to shove, more than 65% end up paying. Assume you'll pay, and establish cryptocurrency and prepaid voucher payment methods now. You don't want to waste precious time trying to set up a cryptocurrency account in the middle of an attack.
- Ready-set-go team: You need to create a reliable partner ecosystem well in advance of a breach. Not only is it important to have security vendors in place to help prevent a ransomware infection, but it's vital that you have agreements already hammered out with a larger partner ecosystem, such as crisis communications agencies, digital forensic firms, cyber investigations teams, and outside counsel that specializes in security incidents. 

Truck platoons traversing Alberta highways

Semi-trucks fitted with artificial intelligence technology are rolling on Alberta's Queen Elizabeth II Highway, in a test project funded by the federal government.

Driver-assist technology allows tightly spaced trucks to travel in platoon formations, reducing drag and increasing fuel efficiency. Other sensors, radar and camera technology will send information between trucks to manage safety and active braking systems, responding to sudden deceleration by the lead vehicle without the risk of human errors such as driver distraction.

"Innovation in the commercial transportation industry is being driven by technology. This program is critical to economic growth and competitiveness and improves safety and efficiency across the supply chain," says Chris Nash,

president of the Alberta Motor Transport Association (AMTA).

"Commercial trucking is essential to Alberta's economy and we're proud to trial new ways to get our goods to market. Supporting innovative projects like truck platooning will give us a better understanding of the safety and reliability of emerging technologies as well as their future potential on our highways," says Ric McIver, Alberta's minister of transportation.

AMTA is leading the project, which is formally called the Cooperative Truck Platooning System (CTPS). Industry and research partners include Bison Transport, Pronto, the University of Alberta, Solaris Fatigue Management, Tantus, and support from Alberta.

The CTPS began on March 1 and will run until June 2022. **TT**



Two Peterbilt 579 trucks dubbed Daisy (shown) and Lily feature Society of Automated Engineers Level 2 automation. Bison Transport drivers will pull trailers with the vehicles. (Photo: Pronto)



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Two-way radios may only be used while driving if they are securely attached to the driver's person or vehicle in a position that is convenient to use. (Photo: iStock)

B.C. driver using two-way radio wins distracted driving appeal

A B.C. Supreme Court Justice ruled in favor of a Prince George woman who appealed a conviction for distracted driving on the basis that she was using a two-way radio, the *Prince George Citizen* reported.

In a decision issued in May, Justice Terence Shultes agreed with Tania Louisa Shelford that the devices are allowed for use by industry while driving.

Shelford is a company driver whose vehicle is equipped with a two-way mobile radio that allows her to contact her dispatcher, according to the DriveSmartBC website.

She was using that radio to acknowledge the end of her shift in July 2019 when an RCMP officer noticed her looking down at what appeared to be a phone in the center console area, and issued her a ticket. She disputed the ticket, but a lower court justice found she was in the wrong.

From there, she took the matter to the B.C. Supreme Court where, during a trial in November 2020, she provided a circular

from the Superintendent of Motor Vehicles that shows two-way radios as a permitted use.

In upholding the fine, the lower court justice ruled on the basis that the microphone was not securely fixed to the vehicle. However, Schultes found that in doing so, the lower court justice overlooked a requirement in the regulation governing the use of electronic devices while driving.

That requirement states hand microphones must be "both receiver and microphone."

Hand unit is just the microphone

"In the case of mounted two-way radios, the hand unit is just the microphone for the user and the receiver is the mounted radio unit to which (it) is connected," Schultes says in the decision. "Despite the fact that this microphone could be removed from its holder, Ms. Shelford explained in cross-examination that [the] radio [that is, the part that functions to receive and broadcast signals] was permanently attached."

As such, Schultes found the regulation agrees with Shelford's interpretation of the circular.

During the trial before Schultes, Shelford testified that when she uses the radio's microphone, she holds it low and may have glanced at it while passing the RCMP officer. Shelford also told the court she had used that van for two years and "instinctively" knew where the microphone was located.

Of interest to amateur (ham) radio users and others who use portable (handheld) radios, these devices fall under the definition of hand microphone and may only be used while driving if they are securely attached to the driver's person, or a convenient position in the vehicle. In addition, only the push and hold-to-talk function may be used. Operating any other radio control is prohibited while driving. **TT**

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Ottawa invests in Alberta hydrogen fueling station for trucks

The federal government has announced a \$2.3-million investment in the Alberta Zero-Emissions Truck Electrification Collaboration (AZETEC) project.

"Hydrogen's moment has come, and Canada is leading the way," said Seamus O'Regan Jr., minister of natural resources. "Using hydrogen in heavy-duty trucking will lower emissions, increase our competitiveness, and drive clean economic growth. This is how we get to net zero by 2050."

The project, led by the Alberta Motor Transport Association (AMTA), is a collaboration that includes Hydrogen Technology and Energy Corporation, Zen Clean Energy Solutions, Canadian Energy Systems Analysis Research, Bison Transport, Trimac Transportation and Suncor Energy.

It will validate the design, manufacture and operation of long-range fuel-cell-electric trucks running between Calgary and Edmonton.

"AMTA is committed to helping lead Canada's commercial transportation industry toward a zero-emission future. Electric vehicles and other emission reduction technologies are essential to this effort," said association president Chris Nash.

"The hydrogen fueling station will support AZETEC commercial trucks in providing access to hydrogen, which diversi-



(Photo: iStock)

fies energy opportunities critical to our economic recovery and development."

Federal funding for AZETEC was provided through Natural Resources Canada's Green Infrastructure – Electric Vehicle Infrastructure Demonstration Program, which aims to accelerate next-generation clean energy technologies into the marketplace.

Emissions Reduction Alberta, Ballard Power Systems, and Dana also invested in the AZETEC project, bringing the total funding to \$9.2 million.

The AZETEC project addresses barriers to fuel-cell-electric trucks by installing and testing a hydrogen fueling station for on-highway heavy-duty commercial fleet vehicles – using real-world conditions, such as capabilities in climates that range from -40 to 40 Celsius, and the ability to refuel in 20 to 45 minutes. **TT**

Manitoba fleets eligible for more rebates

Manitoba fleets can once again apply for rebates on fuel-saving technologies and retrofits through the Efficient Trucking Program.

"We continue to work toward the goal of GHG reduction and the transportation sector is an important partner in that effort," said Manitoba Conservation and Climate Minister Sarah Guillemard. "Our government is pleased to continue offering these incentives for the industry to save money and to reduce emissions."

The province anticipates the program will reduce 25.9 million liters of fuel consumption over the life of the program. The most recent funding round ended March 31, with \$3.6 million returned to participating fleets.

The rebates cover up to 50% of the cost of fuel-saving devices such as low-rolling-resistance tires, trailer skirts, and idle-reduction technologies.

Applicants can apply at <https://efficienttrucking.ca/>. **TT**



(Photo: Freight Wing)

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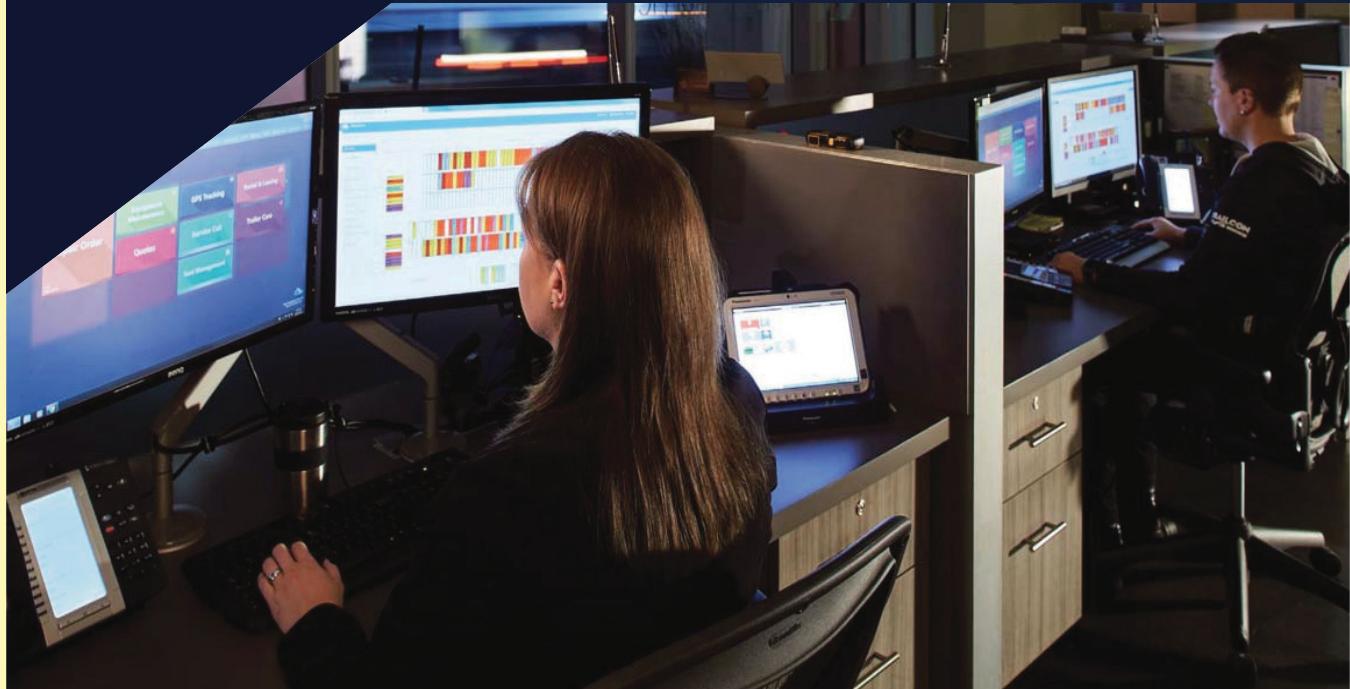
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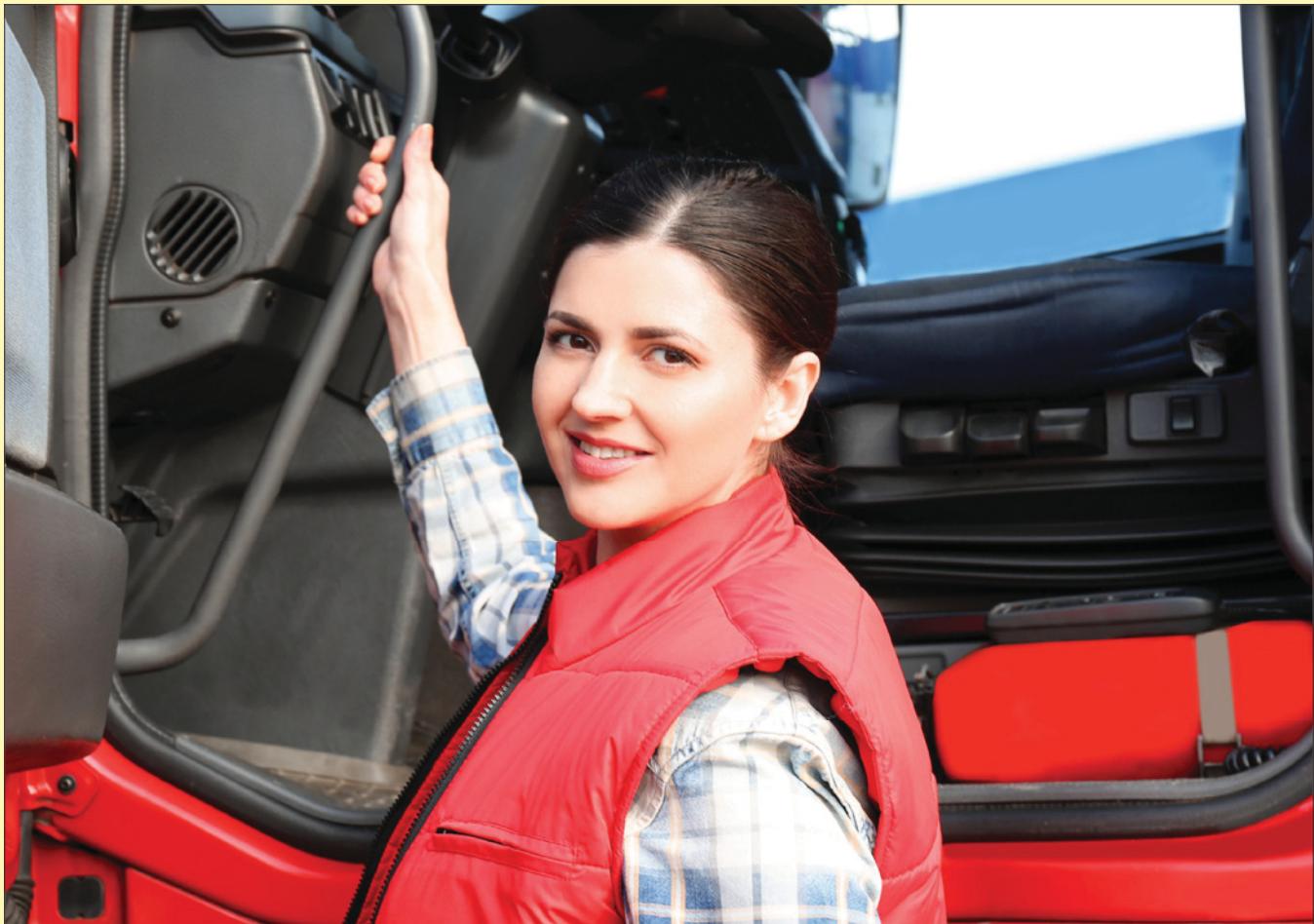
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61" SLEEPER, VOLVO ENG, D1614 500/2000, 500 HP, 12 SPD TRANS; AIR RIDE SUSP; 216" WHEELBASE, RED IN COLOR, 991,805 KMS, STK#348470. -1313434
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**2016 FREIGHTLINER CASCADIA 125
HIGHWAY TRACTOR**

72" SLEEPER, DETROIT ENG, DD15/13 14.8 475/180, 475 HP, 13 SPD TRANS; AIR RIDE SUSP; 240" WHEELBASE, WHITE IN COLOR, 857,090 KMS, STK#656701. -1311018
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DD15, 505 HP, AUTOMATIC TRANS; 13 & 46 AXLE(S), UNDER 700,000 KMS, MANY TO CHOOSE. -1309124
CALGARY



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**2015 FREIGHTLINER M2 106
REFRIGERATED TRUCK**

CUMMINS ENG; ISL13 270/2000, 270 HP; 5 SPD TRANS; AIR RIDE SUSP; 250" WHEELBASE, WHITE IN COLOR, 148,706 KMS, STK#575224. -1313192
VANCOUVER



\$58,071

**2016 FREIGHTLINER M2 106
STRAIGHT TRUCK W/VAN**

CUMMINS ENG; ISL13 300/2000, 300 HP; 5 SPD TRANS; AIR RIDE SUSP; 250" WHEELBASE, BLACK IN COLOR, 431,316 KMS, STK#650297. -1313990
CALGARY



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2012 FORD F-150

VAN/PANEL TRUCK
GAS ENG; 5.0L V8 380/4250, 380 HP, 6 SPD TRANS; LEAF SPRINGS SUSP; 163" WHEELBASE, WHITE IN COLOR, 107,483 KMS, STK#457716. -131292
CALGARY



\$71,000

2017 VOLVO VNL64

HIGHWAY TRACTOR
61" SLEEPER, CUMMINS ENG; ISX15/14 500/1800, 500 HP, 18 SPD TRANS; AIR RIDE SUSP; 223" WHEELBASE, WHITE IN COLOR, 741,303 KMS, STK#675770. -1315198
CALGARY



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HIGHWAY TRACTOR**

58" SLEEPER, DETROIT ENG; DD16/13 200/2000, 500 HP, 18 SPD TRANS; AIR RIDE SUSP; 260" WHEELBASE, BLUE IN COLOR, 642,103 KMS, STK#564100. -1313885
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MACK ENG; MP8, 505 HP M-DRIVE TRANS; 3.42 RATIO, AL461 SUSP; 203" WHEELBASE, WHITE IN COLOR, STK#37445. -1315122



2020 MACK GRANITE GR86F TRI-DRIVE STRAIGHT TRUCK (CAB AND CHASSIS)

36" SLEEPER, MACK ENG; MP8, 505 HP M-DRIVE 14 SPD TRANS; FXL20 FRONT & RZ52-166 REAR AXLE(S), 3.91 RATIO, PAX690 SUSP; 320" WHEELBASE, WHITE IN COLOR, STK#37097. -1308108



2021 MACK MD742 STRAIGHT TRUCK

W/ 24' DRY FREIGHT VAN

SB 6.7 D ENG; 260 HP, ALLISON 2500 TRANS; MERITOR-12 FRONT AXLE, MS-21-14X REAR AXLE, 5.57 RATIO, SPRING SUSP; 251" WHEELBASE, WHITE IN COLOR, STK#70002. -1311161



2020 MACK GR86F STRAIGHT TRUCK (CAB AND CHASSIS)

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2021 MACK MD642

SB 6.7, ISB 6.7, 250 HP; ALLISON 2500 TRANS; MERITOR-10 FA, MS-17-14X FA, 5.57 RATIO, 270" WHEELBASE, RIGGED UP WITH A 26' DRY FREIGHT VAN BODY, WHITE IN COLOR, STK#70001. -1309915



2022 MACK AN64T HIGHWAY TRACTOR

DAYCAB SLEEPER, MACK ENG; MP8, 505 HP, M-DRIVE TRANS, 3.58 RATIO, AL461 SUSP; 237" WHEELBASE, BLUE IN COLOR, STK#37453. -1314513



2020 MACK AN66T HIGHWAY TRACTOR

MACK ENG; MP8, 505 HP, M-DRIVE 14 SPD TRANS; 48" SLEEPER, FRONT AXLE: FXL16.0, REAR AXLE: RZ50-166, RATIO: 3.73, SUSP: ADZ-246 NEWAY, WHEELBASE: 265", PAINT: WHITE, IN-HOUSE FINANCING IS AVAILABLE, STK#37175. -1291920

2022 MACK PI64T HIGHWAY TRACTOR

70" SLEEPER, MACK ENG; MP8, 505 HP, MD 12 HD, 14.6 FRONT & RT46-160 REAR AXLE(S), 3.58 RATIO, AL461 SUSP, 243" WHEELBASE, DARK GRAY IN COLOR, STK#37435. -1315131



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2021 Mack Pinnacle 64R Tank Spec
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2019 Mack Pinnacle 86T 70"
MP8-505C Eng., 14 Spd mDRIVE-HD, 14.6/50 Axles, 3.73 Ratio, 289" W/B, Stk: 028442 -1275535



2021 Mack Anthem 64T 48"
MP8-505C Eng., 12 Spd mDRIVE-HD, 13.2/40 Axles, 3.79 Ratio, Stk: 034924 -1303045



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Cummins 250hp Eng., 2500RDS 6 Sp, 12/21 Axles, 1900LIT tank, Stk: 035127 -1313442



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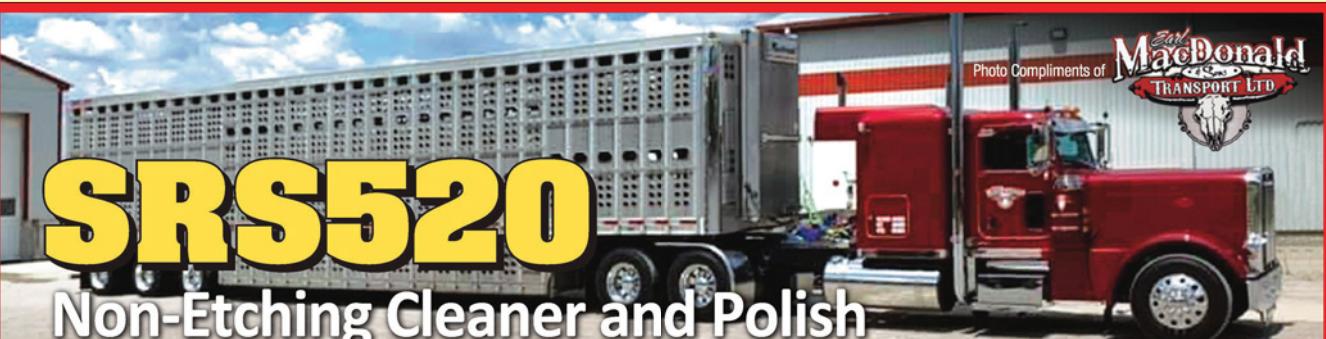
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Announced inspection blitzes make a lasting difference

The annual 72-hour Roadcheck inspection blitz is never a surprise, and we know Brake Safety Week will focus on hoses and tubing from Aug. 22-28. But some new research is also suggesting that announced blitzes deliver lasting results – particularly when it comes to large fleets.

"Large firms significantly improve their compliance in anticipation of announced periods of intense monitoring, and the effects persist weeks after the event," concludes *To announce or not to announce: Organizational responses to varied inspection regimes*.

"However, small firms and firms with old equipment – firms for which it would be costly to comply – temporarily cease operations during announced inspection events to avoid the investment required to comply or the cost of being detected non-compliant. Unannounced periods of intense monitoring, on the other hand, result in no changes in compliance or avoidance."

The report was co-authored by Andrew T. Balthrop at the University of Arkansas, and Alex Scott of Michigan State University, and published March 18. It was recently cited by the Commercial Vehicle Safety Alliance (CVSA), which oversees inspection standards across North America.



(Photo: Steve Bouchard)

Researchers considered the results from nearly 10 million truck inspections and blitzes overseen by the U.S. Department of Transportation from 2012-2016. And they found that about 5% of single-vehicle owner-operators evade the announced events by staying off the road.

"While some carriers may sit out a blitz to avoid the delay and hassle of inspection, announcement might enable non-compliers to avoid penalties and further scrutiny. This is obviously a cause for concern," the authors write.

"Yet, the announced blitz policy deftly balances regulatory goals against motor carrier concerns. The largest violation reductions are evident in the larger carriers, and these carriers also happen to make up the large share of drivers and vehicles on the roadways."

Compliance improvements in issues like vehicle maintenance are seen at least 30 days before an announced blitz, they note. And the biggest compliance gains are seen among large firms.

"By announcing inspection blitzes, the DOT is able to increase compliance for a large share of motor carriers, and is able to do so without having to penalize carriers with a heavy hand." **TT**



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May 25

Recreational #marijuana may be legal in Canada, but it can still cost #truckdrivers their jobs. Yet the link between impairment and a positive test isn't clear cut.



May 17

B.C. is introducing weight allowances to help offset the heavier weights associated with battery-electric trucks and hydrogen-fuel-cell-electric vehicles.



May 20

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Dash cams and driver memory combine for the whole story

By David Henry

Dash cams don't lie. But dash cams also don't tell the whole truth.

Eyesight is better than a dash cam, however, eyesight doesn't always translate properly to memory.

It's easy to take one absolute statement and believe that is the only way. Just look at our political climate these days.

So, are dash cams all good? No, they aren't, but they're a great tool.

Something I've learned from using a dash cam over the last several years is that our memory is often faulty. This came to mind recently as I was rolling southbound along Hwy. 17 near Wawa, Ont. I had a run-in with a moose and an OPP officer asked me how big it was.

Seems like a simple question, right? Not really. Insert fisherman's joke of the one that got away. Memory is shaped by what we're inclined to prove, or based on our reaction to an event. Our memory will also block out things that it deems to be too traumatic.

In my case, the memory of the moose loomed large in my mind. Appearing larger than it really is gives us that burst of adrenaline to escape the situation. It's the caveman's "fight-or-flight" instinct that's kept us alive for millennia.

I've had other situations like this. Someone says "You were speeding!" and you



(Photo: iStock)

show the video proving you were actually under the limit. They saw a big, scary truck and their memory pictured a runaway unit. After seeing the video, the reaction is usually surprise.

This difference between memory and video evidence is intriguing.

If the video is so much clearer than memory, do we even need written statements from the driver after an incident, or can we base everything off the video?

While the memory isn't always clear on some details, the driver has a better and faster "computer" than any dash cam ever will. That is, if the driver is paying attention.

A driver has the best

vision when all things are considered. In the case of the moose, I saw it before it was visible on the video and I started reacting. It was at night, and while my dash cam is pretty decent, it's not as good as my eyes. Sure, infrared and radar in the better systems help, but nothing is infallible. The number of variables that the human brain can process is truly incredible.

Does the disappearance of the lines on the road mean the road conditions are changing? Or have they just not been repainted yet? Is there another vehicle around that corner that you need to react to because your eyes see a potential danger?

Video will remember some things more accurately, and the driver can fill in the blanks regarding what's not captured.

Here's something else that's fascinating to me: the driver has one chance to get it right. At 100 km/h they're traveling 27.8 meters per second. The range of low-beam lights is about 40 meters, and with high beams it's about 100 meters. In the best-case scenario at night, a driver has less than four seconds to react. Human reaction time is 3/4 second. Now you're three seconds or 75 meters away. You have 75 meters to brake, avoid, accelerate – whatever your brain has decided you should do.

When we replay the video, what do we do? I know what I do on my Crazy Canuck Truckin' YouTube channel. I slow it down, replay it, highlight areas, and say "look for this." Why? Because it's so hard to grasp everything going on. The driver has just one chance. The human brain is incredible under stress.

Keep this in mind when reviewing dash cam footage.

That moose? Bigger than any deer, but not a full-grown moose. It still ran away. TT

David Henry is a longhaul driver, Bell Let's Talk representative, and creator/cohost of the Crazy Canuck Truckin' podcast. His passion is mental health and presenting a better image for trucking to the public.

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Interim sales leadership makes a lasting impression

By Mike McCarron

In spite of strong growth at our company I have been concerned for some time about the long-term leadership of our sales efforts.

People, strategies and technology are changing so rapidly that I am having trouble leading the company while finding time to stay "sales-relevant."

It reminds me of my experience at MSM Transportation in the early 1990s when we were looking for technology to help us manage sales efforts. We were so busy selling that by the time we got around to choosing a product it was already outdated.

Hiring quality sales leadership in the supply chain is even more of challenge. Elite candidates are hard to find and harder to recruit, and a bad hire can set you back for years.

Sitting at home the last 16 months I spent an inordinate amount of time trying to figure out the best approach for our company moving forward.

I stumbled across a concept that instantly stoked my curiosity: Interim sales leadership.

Part coach, consultant and senior executive, an interim sales leader comes into an organization with a specific set of skills and experiences, and leads the sales team for a defined period of time.

In simple terms an interim sales leader is a flexible solution. You get to retain top-notch sales and business development leadership without the risk of a full-time

hire – and for a fraction of the cost.

Here's why I decided to embrace interim sales leadership and what I've learned so far:

More than management

There is a huge difference between a sales manager and a sales leader.

Sales managers in trucking tend to be responders and reactors. The ones I speak with on a regular basis seem to spend much of their time running their own book of business while putting out customer fires for their reps. There's little strategy or planning, let alone leadership.

Many managers are unprepared or not suited for the job. They've been taught how to make people work for them, not to inspire them to follow. Unfortunately, too many sales managers lead by the fear of negative consequences.

In trucking, the top sales producer often gets the coveted sales manager role when the desk becomes open. This is in spite of the fact there is zero correlation between the two jobs. Wayne Gretzky is undeniably the best hockey player to ever lace'em up. But in his four-year coaching career he never once made the playoffs.

Flexible leadership

Six months into our interim sales leadership experience I am blown away by how the



(Illustration: iStock)

person we hired has rejuvenated and inspired our team.

They don't work full-time in our business, so they don't get caught up in the day-to-day grind. By not being tied into our vertical, they bring fresh sales ideas from other industries.

At their suggestion we have involved the entire staff in sales and customer retention, so everyone is part of the process. We have adapted to new digital marketing strategies to become more productive.

Most important, we get an unbiased, independent opinion that challenges our current sales practices.

Many ways to help

There are so many reasons to look at interim sales leadership it's impossible to list them all. Here are a few things our interim sales leader has done for us:

- Identify and remove short-term roadblocks to higher sales, greater profits, and market share.
- Focus on long-term sales strategy and implementation without diverting key sales staff from doing their work.
- Intervene with management to stop the loss of business to less-qualified competitors.
- Motivate a disengaged sales team.

After six months I am confident of two things. First, we're a better company because of our pivot to an interim sales leader. Second, it's painfully clear that old man Mike wasn't getting it done! **TT**

Mike McCarron is the president of *Left Lane Associates*, a firm that creates total enterprise value for supply chain companies and their shareholders. He can be reached at mike@leftlaneassociates.ca, 416-551-6651, or @AceMcC on Twitter.

From **PUNISHER** *to* **PROMOTER**

Safety systems, when used effectively, have redefined the role of the safety manager

— By Leo Barros —

Safety systems such as lane departure and following distance warnings seem friendly and helpful when you are a new driver, but can get annoying after a while, says an experienced trucker who works for a national fleet.

"After a year of driving, that same gadget becomes a nuisance," says Rocco S., who requested his real name not be used. "Once you gain experience, the continuous beeping becomes irritating."

This creates a challenge for fleets: how to continue to reap the safety benefits brought by safety technologies that beep, shake, and record drivers, without them leaving in frustration or looking for ways to circumvent the technologies.

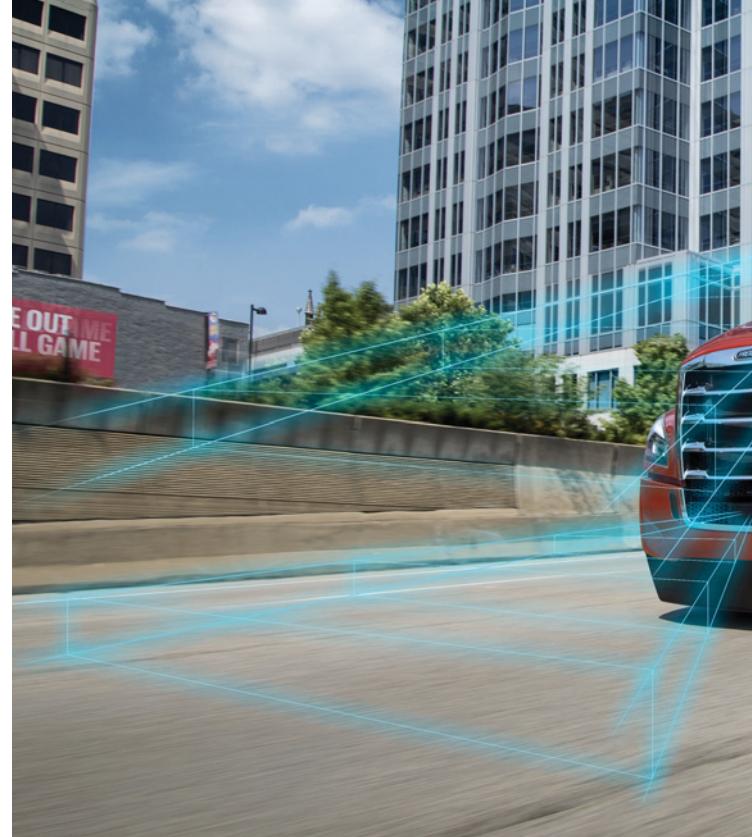
These days there are plenty of potential eyes watching the person holding the steering wheel, with telematics, radar sensors, and cameras becoming increasingly popular spec's. Advanced driver assistance systems (ADAS) with automatic braking significantly reduce the risk of front-end collisions, safety advocates report.

But the potential benefits still need to be promoted.

Some drivers are initially opposed to using ADAS technologies like adaptive cruise control, lane departure warning and driver-facing cameras, says Ashley Murickan, product marketing manager, Volvo Trucks North America.

A lane departure warning is usually an audible alert that is triggered when the vehicle veers outside a designated lane or onto the shoulder of a roadway. Adaptive cruise control automatically adjusts the vehicle speed to maintain a safe distance from vehicles ahead. The system may use a radar, laser or camera – or combination thereof – that forces the truck to brake when it detects it approaching a vehicle ahead and accelerates when traffic allows.

Murickan says once drivers hear their peers discuss how these systems saved them from an accident, make their jobs



easier and safer in general, or proved that the driver was not at fault during an incident, they understand the true value the technology brings.

These systems are capable of monitoring driver behavior, in addition to providing training techniques. They also help fleets improve safety scores by promoting and adopting good driving habits – as well as helping drivers protect their jobs, the Volvo manager says.

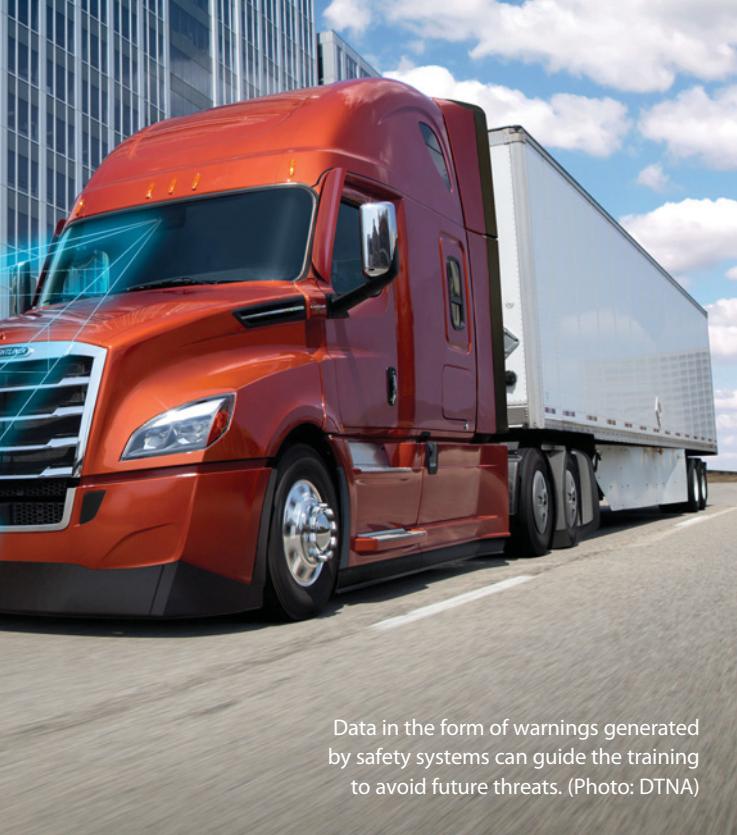
Clark Lee, a driver for Illinois-headquartered Nussbaum Transportation, says regarding features like adaptive cruise and lane-keep assist, "The biggest thing I tell people is to learn how to manage your technologies. You can get in the truck and drive it, or get in the truck and manage it. You can complain about it or learn to use it to your advantage and save fuel, keep yourself safer, keep the environment cleaner, and learn how to manage that truck. Don't just drive it – manage it."

"Safety systems reduce accident costs and downtime – resulting in a better safety record, make drivers' jobs easier, as well as help prevent driver fatigue, reduce driver turnover and training costs," says Ryan Major, on-highway market segment manager, Daimler Trucks North America.

Idelic's Driver Watch List even adds a layer of artificial intelligence to analyze the data generated by such systems, predicting which drivers are at risk of a crash and why, says Matt Stalford, digital communications specialist.

"The information can help fleets assign targeted training to their at-risk drivers and focus on the root causes of each driver's risk," he says.

The company's safety suite offers fleets a new, more streamlined way of managing their entire safety operation. "Our customers have used the time-savings and tools our platform offers to improve retention by as much as 43%, which directly correlates to fewer crashes," Stalford says.



Data in the form of warnings generated by safety systems can guide the training to avoid future threats. (Photo: DTNA)

DTNA's Major says, "Our fleet customers have told us that they appreciate both active and passive safety systems. Fleets are also thinking about these systems and features as recruitment tools as they contribute to not only driver safety and the safety of other drivers on the road, but help reduce driver fatigue and provide a more comfortable operating experience. Drivers adapt quickly to them and they make a more enjoyable and safer workday for them."

Longhaul driver Rocco S. feels inward facing cameras are a direct intrusion of privacy, though. "I have a dash cam facing outward, that I purchased, to record incidents on the road. For example, if someone hits me, I have proof it's their fault, not mine." He says he does not have any other monitoring devices in his truck because he is an owner-operator.

Forward-facing dash cameras have proven to be effective for accidents, hit-and-runs and compliance issues, says Clarisse Dagenais, claims and asset manager at Wellington Motor Freight. Trucks on the dedicated fleet that run highway in Canada and the U.S. are equipped with forward-facing dash cameras. "At this time, we are not installing driver-facing cameras," she says.

But the forward-facing cameras provide evidence during investigations, both internally and with authorities, and drivers feel safer and protected with them, she adds.

The "panic button" feature on dash cams is a great tool for drivers, and has assisted with near-miss incidents, which allows for further training if needed, Dagenais says.

Drivers press the button that is installed on the camera, for

example, if they are in a near-miss situation where there is no hard braking. This triggers an alert and Dagenais can review the footage and use it for educational and training purposes.

At Erb Group, accident costs have been reduced 40-50% over the first three years of full implementation of forward- and rear-facing cameras, says Tom Boehler, Erb's safety manager.

"This has been by far the largest return on investment for correcting high-risk behavior, reducing claims, and helping exonerate drivers as well as the company from false claims," he says.

Some vehicles in the Erb fleet are equipped with features including collision mitigation and anti-rollover systems (for long combination vehicles). The collision mitigation system even helps to teach drivers safe following distances, Boehler says.

"Saving lives is at the heart of everything that we do. Our vision is that no commercial driver is ever the cause of a collision," says Kristin Costas, director, product management with camera supplier Lytx.

The telematics company's driver safety suite uses video, along with optional real-time alerts, to help fleet managers and drivers become aware of and correct risky driving behaviors.

"Our solutions help fleets address risk early, change risky driving habits, which in turn help prevent major collisions," Costas says.

"Technology can help detect distracted driving inside and outside the vehicle, and alert drivers to behaviors associated with collisions, including cell phone use, seat belt use, inattention, eating and drinking, smoking, failure to stop at intersections, weaving within or departing from lanes, and unsafe following distances," Costas says.

"You'll also have access to detailed reports that can track the duration of persistent behaviors and the percentage of drive time those behaviors consume. This can help you see how much time these habits are taking up your driver's day."

"The biggest thing I tell people is to learn how to manage your technologies. You can get in the truck and drive it, or get in the truck and manage it."

— Clark Lee, Nussbaum

Idelic's Stalford says, "[Artificial intelligence] will help fleets extend their reach and command the space they occupy. Safety managers will be better able to identify risk and use their person-to-person communication skills to train drivers on the risks their AI technology has identified."

Fleets should not think of AI as "replacing" what their safety managers do, but rather "enhancing" it, he adds.

Boehler says Erb strives to make the dash camera program a tool for coaching and driver improvement, rather than for punishment. The safety system reminds drivers of high-risk events on a continuous basis.

"If you do not monitor this, you let bad habits sneak in and are cultivated," Boehler says.

The idea of these systems is to change your driving habits, driver Rocco S. opines. "There will be more gadgets until trucks get fully automated." ■

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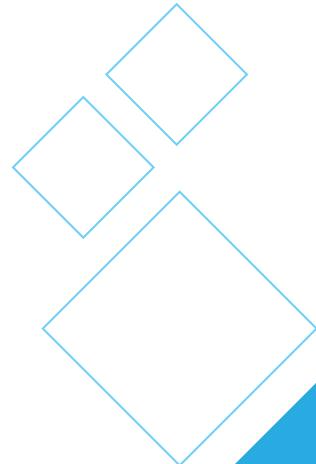
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In Gear

Equipment news, reviews,
and maintenance tips

Collision Considerations **PG. 34** Autocar 'Badass' Truck **PG. 35** Product Watch **PG. 36**



Sliding tarp systems are driver friendly and can allow a greater variety of backhaul freight. (Photo: John G. Smith)

Above Decks

Flatdeck fleets focus on weight, longevity...and IQ?

By James Menzies

Flatdeck haulers have always looked for light weight and longevity when spec'ing trailers. Now you can add IQ to their list of priorities.

The trend toward smart trailers has been most prevalent in the van segment, but many of those same benefits are proving invaluable for flatdeck fleets as well.

"It can, and it definitely should, be smart," Kent Crymes, director of channel sales with Phillips Connect Technologies, said of flatdeck trailer design. "On flatbed or open deck equipment, we focus on tracking the piece of equipment. That's the foundation. Then what makes them smart is focusing on [trailer] health."

Beyond location data, flatdeck fleets are looking to gain real-time insights into

features like lighting status, ABS performance, tire pressures, and the like.

"With the exception of not having a door sensor or cargo sensor [on flatdeck trailers], we can still track the piece of equipment in real time and assess its health entirely," Crymes said.

There are two main benefits to adding smart features to trailers. One is to improve operations, by more accurately tracking, dispatching and utilizing equipment. Some GPS is so precise it can steer a driver to the specific trailer they need to find in a crowded yard.

"We have an application where a customer put all empty trailers in a geofence, so the driver just clicks one of those dots and navigates straight to it," said Crymes. "Picture a large distribution center, when

a driver drops a trailer and has to go find an empty. What used to take maybe an hour now only takes a minute."

And the other benefit is knowing the health status of every trailer, such as when a light is out or a tire has developed a slow leak. Having that information in hand can help fleet maintenance managers reduce roadside breakdowns and violations, and improve driver productivity.

Weight, longevity still important

While trailer intelligence is becoming increasingly important to flatdeck fleets, traditional priorities such as payload and durability remain top of mind. Tom Ramsden, vice-president – sales and marketing with Manac, said advances continue to be made on these fronts.

"For the most part it's how light can you get it, how low can you get my deck, and how can you make sure the trailer is functional and operational for 20-plus years?" Ramsden said of fleet priorities.



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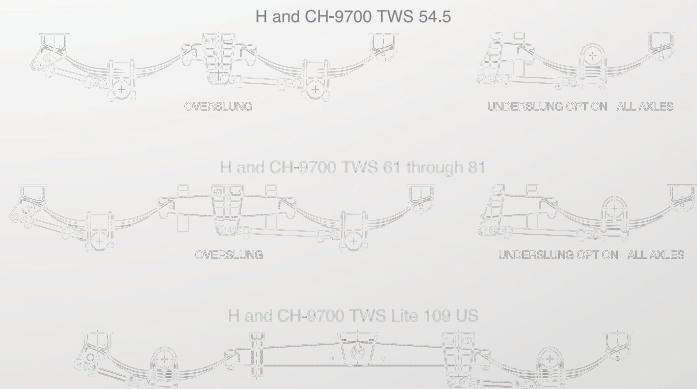
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Customers are increasingly spec'ing aluminum trailers, or aluminum/steel combo designs. They're also looking for corrosion protection, so galvanization is increasingly common.

"We've been doing a lot of fully dipped galvanized trailers," Ramsden said. "Customers that want to get away from paint and steel but require more robustness are transitioning to fully galvanized trailers for a 25-plus-year lifespan."

Aluminum trailers offer the best weight savings – Manac is working on a 48-foot Alutrec design that will come in at about 7,200 lb. compared to the average 8,000 lb. designs out there today. But depending on the application, aluminum can show signs of fatigue earlier than a steel or combination design.

"It's important to have the proper trailer specifications match the operational use case and duty cycle," said Dennis Skaradzinski, chief engineer with Great Dane. "Reducing trailer weight may not always equate to a good experience...I would recommend open deck operators work with their [OEM] representative and discuss all known operations and expected utilization of the equipment where weight reduction or increased payload are desired."

Customers need to know in advance what they'll be hauling and where, and to discuss those details with their supplier or sales rep.

"Don't take a beam rating with a 40,000-lb. capacity over four feet and haul 50,000 lb. of coil," warned Ramsden.

Operators must also be mindful of the various jurisdictional regulations they'll need to comply with, including U.S. bridge formulas if hauling stateside. Manac offers a NAFTA spec' that allows three different axle positions for compliance in Canada, the U.S., and Mexico.

Flooring is another area that will contribute to a trailer's weight and longevity. Aluminum and aluminum/steel combinations are common. To those preferring wood, apitong has become a favorite because it resists moisture, Ramsden said.

"It's naturally repellent to moisture, so you don't have to put preservatives on it and it will probably double the life of the flooring," he said.



The DoNova PowerLash textile tiedowns weigh 85% less than traditional chains.
(Photo: Doleco)

Spec'ing for drivers

Slinging chains and tarping loads isn't much fun, and becomes more difficult for drivers as they age. More fleets are investing in spec's that can make drivers' lives easier. Ramsden estimates as few as 5% of fleets have yet to invest in technologies such as sliding tarp systems. The added benefit is, with the right spec', some of those systems allow fleets or owner-operators to seek a greater variety of backhaul freight, including some that would normally be limited to vans.

Fleets are also increasingly spec'ing trailer designs with stairs to make accessing the deck safer and easier. Floor attachments are another popular option, allowing drivers to secure cargo from within the trailer deck's footprint.

Advances in tiedown equipment have also come along. Doleco has come out with a DoNova PowerLash textile lashing chain and tiedown system for heavy haulers, which weighs 85% less than traditional chains and offers a 22,000-lb. working load limit (WLL) compared to the 15,000-lb. WLL of half-inch steel chains, and just shy of the 22,600-lb. WLL of 5/8" steel chain. Ten such tiedowns can do the work of 14 steel chains and the material is 15 times stronger than steel by weight, Doleco claims.

Northwest Logistics Heavy Haul is

using the system to transport large volume tanks and vessels.

Ace Carter, engineer for Northwest Heavy Haul, said the system saves time and improves safety when securing loads.

"We use [the system] in our super-heavy division, which typically has payloads greater than 200,000 lb., because the benefits at that scale justify the expense," he told *Today's Trucking*. "We would consider investing in a lower capacity DoNova chain for common freight if mass production can bring down the cost. Our drivers and crew members primarily praise the lightweight benefits...it makes their job much easier."

Quebec-based 2T2 Group has introduced the Boa Winch, which was also designed to make load securement easier and safer. It uses a patented worm gear and handle that the company says eliminates the risk of injuries resulting from strap kickback or winch bar accidents.

A recent study commissioned by its manufacturer found the Boa Winch system requires half the force to apply the same level of tension of a traditional winch; reduces torque exerted on the lower back, shoulders and elbows during tightening; and can produce tension on the tiedown strap as much as two times greater than a traditional winch bar, using a 10- or 12-inch handle. 

Collision Considerations

Body repairs more than skin deep in an ADAS era

By John G. Smith

Advanced driver assistance systems (ADAS) are designed to prevent or minimize truck collisions, but they can also introduce new challenges for repair facilities looking to fix any damage that does occur.

Look no further than a seemingly simple windshield repair.

Choosing a thicker double-sided tape to reattach a forward-facing camera can affect how the lens will focus, says Chris Sterwerf, COO of Fairfield Auto and Truck Service. The choice of glass can make a difference as well.

"Is the glass installer supposed to be handling that, or is the body shop supposed to be handling that?" he asks, referring to the camera's inspection and installation. "Somebody's got to do it."

It was just one example that speakers presented during an online presentation for the American Trucking Associations' Technology and Maintenance Council (TMC).

Traditional paint, body filler, and vehicle graphics could obscure side sensors used to trigger blind spot warnings, while radar sensors might be misaligned and aimed toward traffic in adjacent lanes, Sterwerf says of collision repairs. To compound matters, aftermarket replacement parts might come with different mounting holes for system components.

"If you change the location of that sensor even a quarter of an inch, you can cause that truck to brake erratically," he warns.

Jim Kolea, president of PennFleet Corporation, refers to another challenge in the form of welding equipment, which can damage a truck's electronic control modules if grounding clamps and wires are not properly located.

Service providers should also be looking well beyond a point of impact when determining exactly what to repair.

"Look for conjunctive damage," Kolea says. "There's so many ways that those G-forces will completely change a vehicle."

It doesn't begin and end with sensors. Another example can involve aftertreatment systems mounted far behind a crumpled front end.

"That metal is getting heat-treated over time, and some of the parts get brittle," Sterwerf explains. Ceramic filters can crack; pipes can shift and begin to leak. The damage might only be apparent after pressure checks and smoke tests.

"Body shops should be looking for this," he says. "Why should the fleet pay for that aftertreatment system down the road when it was really attributable to someone else who caused the accident?"

The latest generation of materials used to make the cabs themselves will also respond to forces in unique ways.

The sealers applied in a "massive quantity" when producing floors, back walls, and side walls help to insulate against noise, offers John Spoto, 3M national heavy-duty truck commercial fleet man-

ager. But they can also be damaged when exposed to heat.

It isn't the only way that additional damage could be hiding from view.

Materials selected in the name of light-weighting a vehicle might form internal cracks, Sterwerf says, offering the example of a simple hit on the front axle. "Just because there's not a crack on the surface doesn't mean there couldn't be internal fissures on that casting."

It's why he stresses the value of dye penetrant tests, and the 3D measurement systems that can spot the bends not easily identified with the naked eye.

Shops that collect every possible detail about a collision will be better equipped to identify exactly where to focus their attention.

It's a process that can help to keep repaired trucks off the road until they're fully ready for service, too.

Sterwerf, for example, has seen engines burn up after body repairs were completed because they were left to run too long after a rollover.

There are even repairs that should be delayed until critical details are collected.

"Sometimes that truck needs to be cordoned off and protected," Sterwerf says, referring to the need to preserve evidence.

Repair teams can also introduce future challenges of another sort if they cut literal or figurative corners. Cutting the right angle on a side panel could sacrifice cab integrity, he says as an example. □



Those completing post-collision repairs could unwittingly alter advance driver assistance systems. (Photo: istock)



(Photos: Autocar)

'Badass' Truck

Autocar unveils latest Class 8 truck, complete with a bold trademark

Autocar has unveiled the fourth iteration of its severe-service DC-64 Class 8 truck lineup – the DC-64D Dump Truck – complete with a trademarked “badass” descriptor.

The model adds to the OEM’s DC-64R refuse truck, DC-64M mixer, and DC-64P pump.

“Unlike any other vehicle in the North American heavy-duty commercial truck market, Autocar Trucks are vocational pre-engineered for seamless body integration and don’t require significant structural modifications,” Autocar Trucks president Eric Schwartz said in a press release.

“This dump truck is truly badass.”

More than 100 improvements were integrated overall, the company says, referring to the truck outfitted with an RS Godwin SCS dump body and featuring Hardox steel.

The DC-64D is described as offering drivers 325 degrees of visibility, with wraparound windows at the rear corners improving views to the rear. The slope of the front end offers its own increase in visibility.

In the cab, information is delivered through a seven-inch smart display.

But the all-welded steel cab itself is also designed with durability in mind, offering more protection during rollover incidents, Autocar says. The frame rail has a yield strength of 160,000 psi, RBM

3,921 lb.-in., which Autocar says is 24% stronger than industry standards.

Steering of the truck with a 112-inch BBC comes courtesy of dual Sheppard

M100 steering gears and a 50-degree wheel cut. And an intelligent electrical system supports diagnostics and repairs.

Cummins L9, X12, or ISX12N CNG engines are under the gas-strut-assisted hood, while models with the X12 enjoy access to a single module aftertreatment system. The X15 will be available in 2022. **TT**



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Product Watch

What's new and news from suppliers

TRAILERS

Live-bottom trailer models updated



Trail King has introduced several updates to its lineup of live-bottom trailers, ranging from maintenance access to refined hopper walls.

Bolt-on upper coupler/kingpin and front fenders improve access for maintenance teams, while the hopper walls are now made with an AR450 wear plate that's .160 inches (4 mm) thick in the rear half of the trailer. The same wear plate can also run the full length.

Round hopper crossmembers have been attached to the sidewall using cast steel mountings, helping to prevent the build up of material, the company says. And a heavy-duty, four-inch pitch roller chain and frictionless drive system support horizontal discharge while unloading in one revolution or less.

Aerodynamics are also being enhanced with smooth aluminum or steel side panels.

www.trailking.com

TRUCKS

Kenworth adds 52-inch flat top

Kenworth has unveiled a 52-inch flat roof sleeper to support applications like cranes, pumps, and car haulers.

That can combine with the Kenworth AG400L rear suspension's new 6.5-inch ride height, which is a full two inches lower than previously available.

The new spec' and sleeper are available for T680, T880 and W990 models.

To support the new application, the W990 adds a right-hand horizontal tailpipe that runs under the diesel particulate filter and selective catalytic reduction system, matching the existing T680 and T800.

Further reducing the overall height, the Kenworth W990 and T880S models with a set-forward front axle have a five-inch drop front axle option that lowers



the front of the truck by 1.5 inches over the standard 3.5-inch drop. Kenworth low-profile tire options include 275/80R22.5 front tires and 255/70R22.5 rear tires, and 295/60R22.5 front and rear tires. The smaller 22.5-inch diameter fuel tanks allow for maximum ground clearance.

www.kenworth.com

YARD TRACTORS

ACCT terminal tractor electrified

Autocar has unveiled an all-electric version of its ACTT terminal tractor, the E-ACCT, which will be available later this year.

The underlying electric powertrain and telemetry/diagnostic systems were designed by Vorza, supporting a temperature-controlled lithium-ion battery and onboard charging system.

From an operational standpoint, the



new terminal tractor runs much like its diesel-powered counterparts, but the unit is much quieter, runs smoother, and generates zero emissions, Autocar says.

The OEM says features include premium insulation, a robust hydraulics system, a tractor-trailer auto-lock system, a four-point premium cab air suspension, and more.

www.autocartruck.com

ENGINES

Detroit extends warranty coverage

Detroit DD13, DD15 and DD16 engines that have expired warranties are now eligible for the new Detroit OE Advantage extended warranty coverage from Daimler Trucks North America (DTNA).



Similar to the coverage of other Detroit extended warranties, it features multiple plan options and terms of one year/200,000 km, or two years/400,000 km.

There's flexibility on when it can be added without caps, deductibles, hidden fees, surcharges or aggregate limits, the company says. The maximum time-distance coverage is seven years or 1.2 million km.

www.demanddetroit.com

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More company information on www.trucknews.com

By Rolf Lockwood



Too Close to Home

An apparently drunk driver hits my daughter, and makes me think about booze

I have a confession to make: I'm very nearly a teetotaller, and a scary recent experience has reinforced that stance.

Once a year I do drink a fine scotch with my good friend and whiskey connoisseur Doug Brandon of Timmins Kenworth. With the day's festivities done at the Rodeo du Camion, we sit outside with glasses in hand, listening to the gentle waves of Lake Temiskaming and talking 'til the wee hours.

Driving never follows.

There have been exceptions to this rule, including one very drunken night during a press trip to Sweden 25 years back. The aquavit was flowing freely that evening and I chose, very deliberately, not to resist.

Driving did not follow.

I think maybe that was the last straw. It reminded me too much of how stupid I'd been in high school days.

Driving did follow back then. Miraculously I never whacked either person or thing, so I was lucky as well as stupid.

All of which is to say that I hate excessive drinking. Period. By anyone, especially if they subsequently get behind the wheel. And I'll admit being perilously near to wanting a ban on alcohol entirely. It's simply the cause of far too much agony, too much strife, on the road and just about everywhere else.

Yeah, I know, none of my business, some of you will say. Well, it really is my business if my daughter is sharing the road with a drunk.

That notion came home to roost a week before I began to write this, when I got a call from the police.

"She's OK but your daughter's been in an accident," the officer said gently.

That's not a call you want to get.

Luckily it was nearby so I was there in minutes, heart in my mouth, finding my favorite middle kid sitting on somebody's lawn, surrounded by paramedics and a fire-crew guy. Her month-and-a-day-old car was a totaled wreck further back on that lawn, all air bags deployed. Fully conscious but very pale and clearly in shock, she gave me a wan smile while the EMTs

tended to her. An ambulance took her away to hospital for observation but she was home not long afterwards, suffering from whiplash and a severe concussion. She's still very sore and who knows what's to come healthwise.

It was nearly a fully head-on crash. Had it not been for my daughter's quick reaction, and maybe some training from her dad, it would have been. The key piece of advice I gave her ages ago was that brakes are rarely your first line of defence. Rather, steering and throttle are far more likely to save your bacon. She didn't brake.

Traveling at the 50-km/h limit on a town road, she met an oncoming car abruptly moving into her lane. Witnesses said

**"I'll admit being
perilously near to
wanting a ban on
alcohol entirely."**

he was going 80 km/h or so. Was he playing chicken? No, she concluded a millisecond later, swerving sharply left such that her passenger-side front corner met the other car's left front corner. It was the right move.

While the police report isn't yet finished as I write this, everyone on the scene – including a fellow who had been following the bad guy – concluded that he was drunk, possibly very high on something else.

The very next day I read a couple of stories online about truck stop garbage cans being full of empty booze bottles increasingly often, and drunk driving charges being laid against truckers on the Coquihalla in B.C. I'd be disturbed to read those articles at any time, but especially now. Booze has no place in a truck, period, and if there really is a trend forming here, I'm mighty worried.

I beg you to keep booze out of your driving life. Really, I beg you. **[T]**

Rolf Lockwood is the editor emeritus of *Today's Trucking magazine*. You can reach him at rolf@newcom.ca.

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