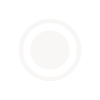
**Transcript**

November 8, 2023, 4:58PM

 **Langille, Nathan (EECD/EDPE)** started transcription

 **Fairley, Amanda (ASD-W)** joined the meeting

 **Langille, Nathan (EECD/EDPE)** 0:25  
Sandy, it's 1258.  
If you would like to do the introduction of Peter Belt, that be much appreciated and then we will turn to Craig and he can start US introductory video.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 0:38  
Absolutely.  
And I apologize, my background is a vehicle.  
I'm on the road today.  
I'm on the Arrow tour, but I want to thank Peterbilt Atlantic through the MB tap program.  
We've built a really great relationship.  
They've actually taken students to the New Brunswick Tina Apprenticeship program.  
They run a very good operation and we look forward to continuing our partnership with them.  
They're a great group of people to work with and they have a lot to offer, so I hope the students and teachers today take advantage of what it is these people have to stay about their organization and possibilities within their company.  
And this is skilled trades and technology week.  
So it's most fitting that the center of excellence for skilled trades and manufacturing was announced yesterday.  
This virtual environment provides an opportunity for students and teachers to learn a lot about skilled trades and manufacturing.

 **Colpitts, Katherine (ASD-W)** joined the meeting

 **Goulding-Harnum, Sandee (EECD/EDPE)** 1:34  
And I'm going to turn this over to our lead and Nathan Langille and I hope I'm pronouncing that right.  
Nathan, your last name and and to Langille.  
There we go and also to Craig Allen and we'll let you go from there.

 **Langille, Nathan (EECD/EDPE)** 1:47  
Yeah, langille.  
Thank you very much, Sandy.  
Much appreciated, and yes, this is our our second speaker series for national skilled trades and Technology Week and I'd like to welcome our first speaker, Craig Allen.  
And he does have an introductory video to play about Peterbilt.

 **Hudson, Stacy (ASD-N)** joined the meeting

 **Joe** joined the meeting

 **Craig Allen** 2:13  
OK.  
Well, thank you very much, Sandy.  
And and umm Umm 8 and it's a it's a pleasure for people lantic to to be given this opportunity to present today.  
Umm Peter Lannik is the exclusive provider of Peterbilt trucks here in in eastern Canada.  
We have 8 branches spread across 5 provinces, including two branches here in the province, in Fredericton and in Hunton as well.  
Umm, the core of our business is again the stale service and parts of Peterbilt trucks.  
Peterbilt trucks are the often referred to as the yeah the as the.  
Perhaps the most prestigious truck on the on the highways, it's got a long history.  
Over 80 years of production, umm and often when you see trucks on the AH on the.  
Open open Rd that the customization and the character of a Peterbilt truck often stands out, so drivers often aspire to own a Peterbilt.

 **Gemmell, Jock (ASD-E)** joined the meeting

 **Craig Allen** 3:26  
And we are very proud to help provide those trucks and the services required here in, in eastern Canada.  
I've brought along today three of my colleagues.  
Sean, Umm, Mac and Tyler, each each representing each each part of the of the business, the service, parts and sales divisions.

 **Comfort, Daniel (ASD-N)** joined the meeting

 **Brown, Ronald (ASD-N)** joined the meeting

 **Craig Allen** 3:49  
And I'm going to give a quick introduction video here on Peterbilt lannik and then we'll pass it on to Sean and introduce you to the different components of the business and the job requirements.  
So just bear with me for one second while you up.  
This you up this uh, this video here one second.

 **McGillicuddy, Nicole (ASD-W)** joined the meeting

 **Wheaton, Matthew (ASD-E)** joined the meeting

 **Craig Allen** 4:26  
And please stop me if if you, you know, can't hear it or anything like that.

 **Joe** left the meeting

 **Craig Allen** 4:38  
I want to 25 years.  
Peterbilt Atlantic has been making customers feel welcome and Eastern Canada starting in 1994 with a small shop in five employees in Fredericton, NB, Peterbilt Atlantic has grown to be the region's most extensive heavy truck service network, with locations across 5 provinces.  
Building and strengthening relationships is a cornerstone of our operation at Peterbilt Atlantic.  
Realizing we come from a region with small population and limited customer base drives the need for Peterbilt Atlantic to instill excellence in every aspect of her work at Peterbilt Atlantic.  
We are driven each day by one simple line at home on the road.  
We insist that every interaction within our company receives the same friendly hospitality that anyone would expect in their own home at home on the road isn't just a customer service slogan.  
It's.  
How are Peterbilt people treat their workplace and their coworkers as a large family, we believe everyone should feel at home on the road the second they come through the doors at every Peterbilt Atlantic location.  
Our world class facilities are shining example of our commitment to our customers and our employees.  
We've modeled our locations to exemplify the Pride and class of the Peterbilt.  
Red Oval brand.  
We've strategically placed each branch of Peterbilt Atlantic to be only meters from major highway exits.  
Drivers know that wherever they are in eastern Canada, there is always a Peterbilt Atlantic nearby.  
Peterbilt Atlantic embraces innovation from opening North America's Express check in to developing Peterbilt first dealership technical manager Peterbilt Atlantic thrives on new challenges.  
Our devout social media following is always anxious to hear about our next pop up event or swoon over image of the latest tracks.  
Realizing the future is upon us now, we've worked with local schools to create the Peterbilt Atlantic Academy to help build a new generation of our team, giving back matters to Peterbilt Atlantic whenever possible.  
We give to the communities that have supported our business as well as organizations that hit close to home.  
We are proud to have the ability to give back to those who could use a hand at Peterbilt Atlantic.

 **Belyea, Peter (ASD-W)** joined the meeting

 **Craig Allen** 7:06  
We are proud of where we came from and take pride in where we are going.  
Remember, you're always at home on the road at Peterbilt Atlantic.

 **Rogers, Terry (ASD-S)** joined the meeting

 **Craig Allen** 7:20  
OK.  
Well, I hope that played OK and.  
And I'll pass it on to Sean Warman.  
Who's our technical manager?  
And he can explain a little bit about the background and his day to day operations in the service department at Peterbilt Landing.

 **Shawn Warman** 7:42  
You ready?  
Uh, Nathan.  
Yeah.  
Yeah.  
OK.

 **Langille, Nathan (EECD/EDPE)** 7:46  
Here we hear you loud and clear showing.

 **Shawn Warman** 7:47  
So, OK, it's Craig.  
And they said my name is Sean Mormon.  
I'm a dealer technical manager with Peterbilt, Atlantic.  
Uh, I'm a licensed dropping transport technician, so it kind of evolved from being a technician and moved up to became becoming a technical manager, which is a program that we kind of worked with.  
Peterbilt and introduced it wasn't it wasn't a program that was in their system until we kind of work with them and gotta going.  
It's a little bit of history.  
Uh, I grew up on a farm with a sawmill.  
A garage?  
All that stuff, and I would gravitate it towards the working in the garage, working with my hands.  
I always enjoyed doing that kind of thing.  
How to fix?  
How to fix stuff?  
I guess is was always peaked my interest.  
Uh, in back when I started this, believe it or not, there was no Google search.  
So if you wanted to know how something worked or how to fix it, you kind of had to ask somebody that did it, or you figured it out yourself.  
So Needless to say, I tore a lot of bikes and lawnmowers apart that may or may not have worked very good.  
After I was done.  
But that's how you learned.  
OK, so there's no Google back then.  
Some notes that we had some Nathan Hill, you talked about, what do you admire about someone or?  
People will always admire people that challenge themselves every day.  
Challenge themselves to learn something new every day and and of course be willing to share that knowledge is the big thing.  
I mean, it's great to know stuff, but if you're just keeping that knowledge to yourself, that's not really helping your coworkers or or anybody, right.  
So always be willing to learn new things and challenge yourself.  
I don't.  
So my job is a technical manager at Peterborough.  
I've been doing it here for 13 years.  
Previous to that was a was and still Amy Trucking transport technician for 25 years at A at a previous dealer.  
So when I was putting these notes together and I started doing the math, I was like, whoa, that's that's quite a while, I guess.  
So roughly, you know professionally 38 years, but growing up doing it.  
So I guess I've been doing it most of my life, right?  
So it's Craig.  
It introduced Peterbilt Lantic is a heavy truck dealer for Peterbilt trucks but start only selling and servicing Peterbilt trucks.  
We we we service all makes of commercial vehicles, school buses, we do a lot of work on school buses, trailers just about any type of heavy vehicle over the road.

 **Menchions, Ken (ASD-E)** left the meeting

 **Menchions, Ken (ASD-E)** joined the meeting

 **Shawn Warman** 10:45  
So again, growing up on the farm and in the grudge, enjoyed working with my hands and what one of the challenge in your career is when you fix something and you take pride in in what you do.  
And it's a good set.  
Great satisfaction in knowing that you fix something that maybe somebody else couldn't or was broke, so you have to take, you know, a lot of pride in in what you do.  
Ohm emerging trends like in any any industry, there's been evolving so much over the years and the new stuff we're seeing now are electric vehicles.  
Of course, that's all the buzz word out there.  
Or is everything is electric vehicles well, Peterbilt truck does make electric vehicles a couple different models, and we're actually due to receive some here shortly.  
So you could see electric vehicles running around on the roads here in eastern Canada.  
In no time, lots of electric cars out there is everybody knows, but I don't know.  
That is one of the big changes that I never thought I would see in in my career.  
Not only electric vehicles, but there's hydrogen powered vehicles, fuel cell vehicles being explored.  
There's a huge amount of technology coming our way.  
I love helping people solving problems, sharing ideas, and again we we're with the big team with people Alanic, so everybody has, you know, lots of ideas to share.  
And so it's great working, working with the team.  
You're not.  
You're not alone by yourself, right?  
The big challenging part in in this industry is is just trying to keep up with the changes.  
I mean the amount of changes over the last, even just 20 years, it's just been astronomical.  
I don't know if it demonic technology.  
I'm back.  
When I first started in industry, there was no computers on trucks.

 **Goulding-Harnum, Sandee (EECD/EDPE)** joined the meeting

 **Shawn Warman** 12:40  
Now there's a probably at least 20 computers on just about every track.  
Some have more, some have less depending, but it's just when you look back to how it all started it, it's amazing the amount of technology that the that goes into these vehicles on the road.  
I'm I'm talking about changes.  
Somebody told me one time and I I kind of always kept it in my mind was, you know, the human body hasn't really changed much.  
Then thousands of years.  
But in our industry, in 20 or 30 years or so, trucks have gone.  
The technology that has changed is unbelievable, from zero computers to 30.  
So what the technicians have had to learn in 20 some years compared to I'm not saying uh Doctor has an easy job because the human body hasn't changed that much, but the amount of technology that we've had to keep up with over the years is it's pretty impressive.  
The model stuff that change this, so if you're in this industry, you gotta be open to changes and and new new things coming up.  
Ohm, the summer skills that you want if you're into going to be a technician or a mechanic.  
Whatever you're into good communications skills are critical.  
Clear detailed instructions and build to explain the housing lies of of certain scenarios that you have and being able to make good sound decisions.  
You know when you're everybody eventually in a job, you're gonna have to make a decision and you need to have a reason behind that.  
So don't be scared to make decisions.  
Just have some facts you know to back you up on that.  
Alright, again, I work with all their team here.  
Pedro Linux sales and service parts, whoever needs assistance over the time.  
Looking back and again talk about computers, what should I had to maybe took more computer classes?  
The you know, in in school OHS, back when I was going to school, computer classes were pretty limited, but now IT courses if you can take you know anything to do with IT computer that is not very beneficial to you over the years because everything every industry is is heavily you know relying on on computer technology, right.

 **Beers, Adam (ASD-N)** joined the meeting

 **Belyea, Peter (ASD-W)** left the meeting

 **Shawn Warman** 15:09  
So for a career path I you would stir it as a truck and transport technician, and if you like a challenge, you like a room with your hands.  
You like problem solving and maybe if you don't mind getting dirty a little bit, but I'm not gonna say it's not always the cleanest.  
You're not always gonna be typing out a computer with any mechanical job there.  
There's gonna be some possible dirt involved, OK?  
Ohm not only is a is a mechanic, but there's service advisors, warranty people, OHS, you know the support, all all the different aspects of our of our group accounting people.  
So if you like numbers, you like dealing with computers, that is another.  
There's always a high demand for that stuff, OK?  
Then you can move up from a.  
A technician, maybe to a service manager if you'd like dealing with people problem solving, recruiting other people with big part of that working day to day with customers.  
Again, administration, accounting, HR, that's all heard of.  
Just what?  
Any business, right?  
And of course, maybe you wanna be a truck driver.  
There's there's huge demand for for truck drivers across across Canada and North America.  
There's lots of opportunities there, right?  
So why would you choose working a technician type of job?  
Well, if you it's a very rewarding job if you like seeing the results of what you do, you know you can see those results almost instantly in most most circumstances, right?  
Keeping the trucking industry is critical.  
Almost everything is moved or delivered by truck.  
I'm sure you've seen advertisements and talk about that, you know, food and grocery stores, all the products at the mall.  
Lumber.  
OHS your cell phone in your in your pocket.  
It was delivered by a truck at one point, right?  
So for this particular for, for the for technician, normally you need to have a grade 12 education, at least.  
Then you would go to a Community College and your brother Community College is where I went, truck and transport technician.  
Course ohm from you take a year course there and you become an apprentice.  
Uh.  
Then you go work in the field at.  
I say in the field go go work in the industry, preferably with Peter Bellante and after you get so many hours in and usually it's a year's worth of work, so you work for a year, give or take, and then you would go back to the college and you do what they call a block.  
And that's usually six weeks.  
So you go back for six weeks and you're studying, uh, the stuff that you've worked on, uh.  
And you study at the school.  
You pass those courses and you move on, so that usually takes four years.  
So after four or five years, because you got a year, the first one and if you pass all your tests, you could be a licensed technician and you know, once you have that license, I mean that stays with you for life like that, that license belongs to you.  
It doesn't belong to anybody else, so that's something for you.  
You take that wherever you want to go, right? I'm.  
See what else?  
Career advice.  
Do something that you enjoy.  
Nobody wants to go to work, not enjoying it.  
I look forward going to work everyday.  
It's always a challenge and have fun at work and be positive.  
You don't want to go to work with people that are negative that that just makes a a painful, painful long day.  
So if you enjoy what you're doing and have fun.  
That is, that's, you know, that's that's 70% of of having a a good career and enjoyable career.  
Have fun, right?  
There's no shortage of demand in this industry anywhere in Canada and North America.  
If you become a licensed canic, you could move just about anywhere in North America and and have a very good job.  
There's there's no shortage, right.  
You remember, once you get your license, it's yours for life.  
Nobody can take that away from you.  
And with that and the training you take that with you, that's good. Alright.

 **Langille, Nathan (EECD/EDPE)** 19:37  
Thank you, Sean.  
Much appreciated.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 19:40  
Son, I actually posted.

 **Langille, Nathan (EECD/EDPE)** 19:41  
Next.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 19:42  
I actually posted in the comments I I really like your analogy of the human body comparison not changing, but technology greatly.  
Changing your wealth of knowledge also when you talk about the digital aspect, I mean most people think that people involved in computers or automatically gamers and but no, the way the heavy equipment world is going in automotive and a technology and digital and computers are huge.

 **Shawn Warman** 19:59  
Umm.  
Yeah.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 20:08  
So thank you.

 **Shawn Warman** 20:08  
Oh, absolutely, yeah.  
Great.

 **Langille, Nathan (EECD/EDPE)** 20:13  
Thank you.  
Next up is Matthew.  
So Matthew is going to chat a little bit about his, his career, his job that Peter built.  
So Matthew, you're up next.

 **Matthew Martin** 20:24  
OK.  
Thank you, Nathan.  
Uh, my name is Matthew Martin.  
I'm a parts manager with Peterbilt, Lanic.  
Uh, I'm one of eight parts managers at all of our branches.  
Each have one.  
Umm.  
Basically, I have 23 years mixed experience between automotive and heavy truck, about half and half split.  
Umm.  
Kind of my career.  
How I started off in this career after high school, like a lot of you, we don't really know kind of what you want to do.  
So I went to Saint Thomas and took a few semesters of an arts program and and it just wasn't for me.  
I was kind of interested more on on learning, hands on and and always enjoyed automotive and and the machinery and and and whatnot.  
So I decided to take a NBCC program in St.  
New Brunswick, the equivalent I think would be called automotive technology.  
Now there's a two year diploma program and it was kind of a mix of business classes as well as automotive theory and.  
Everything from Body Shop to tearing down a motor, putting it back together and and stuff like that.

 **Good, Terry (ASD-N)** joined the meeting

 **Matthew Martin** 21:39  
Umm, out of out of that program I was given a paid work term at a reputable Body Shop.  
Umm.  
As A and learn to be a collision estimator, a very interesting job which basically led into full time employment.  
So the NBCC program and and those programs definitely do work, and proof of it, umm, 23 years now.  
Fully employed.  
Yeah.  
So that's kind of the educational background that that I have through 10 years of it has been in a management level as a service manager and as a parts manager.  
But again, starting off as a collision estimator and then when I switched over to automotive, I worked as a shipper receiver receiving goods into inventory and stocking them on the shelves to be able to provide the parts for the service shop and for customers outside of the business.  
And then that led into service advising and eventually into parts department like parts and service really are integrated together and they need to work together to provide a high level of service.  
So I was just kind of hand in hand those two parts of the business.  
Umm.  
Basically, in our in our business here in the hand, while branch, we have a staff of five people.  
We have an inside we have a couple inside sales guys, so there be 1 fellow that would basically provide parts and and support to the shop and all the technicians on a daily basis as well as an outside sales Rep who travels a specific territory and pops into different construction companies, different independent repair shops and provides all makes parts, not just Peterbilt pirates, all makes parts lubricants.  
Uh.  
Stuff like that.  
So there's opportunities as well and outside sales, uh, we have our counter sales inside as well.  
So handling all the incoming phone calls from from basically all over the province as well as other provinces, and to provide parts and support.  
And yeah, that's pretty much the business inside here.  
We're also open 7:00 AM to midnight, so there's a a fully dedicated night uh parts guy that is available to provide those after hours.  
Kind of support to because the trucks literally drive 24 hours a day.  
Umm, some of the skills, I guess that we would be looking for or attributes in in you know all that people.  
Would be beneficial for a career in in parts I guess would be some ability to to learn the product and and have some technical knowledge.  
So understanding all the different components of what makes the truck or trailer kind of work and that that helps you to be able to look things up at a, you know, faster pace and and it is a fast paced business you need to you know have some multitasking skills.  
You could have two technicians standing in front of you, the phone ringing off the hook, so making notes and and following up with the customer provide a really high level of attention to customer is important.  
Being a team player, working again with the the service department is very critical.  
Uh, having a strong sense of commitment to your customer because you know all those very, very important like Sean said, good, good, verbal and and written communication skills is is highly desirable and Mr the ability to handle competing priorities and and meet deadlines is very important as well.  
So I guess that's in, in, in a nutshell, kind of what the parts departments all about.  
Uh, just one of the COGS in the wheel of this business.  
So thank you guys for your time.

 **Langille, Nathan (EECD/EDPE)** 25:50  
Thank you.  
Matthew, actually, I'll just gotta ask a little bit.  
Do you have some career advice for those that are listening?

 **Matthew Martin** 25:55  
Uh, that career advice, and if you just, I don't.  
I'll follow your follow.  
What your what you really enjoy?  
Like I said I I went and I went to university just cause that's kind of what people did, but it really wasn't what I wanted to do.  
It took me some time.  
It takes some people time to figure that out and I was always interested in anything with an engine, so that's kind of what led me into this path is like, well, I really have a keen interest in anything automotive or with a motor.  
So and I just, I don't know.  
So just follow follow your follow what you your interests are and and.  
That's about all I can think of at the moment, yeah.

 **Langille, Nathan (EECD/EDPE)** 26:40  
I appreciate that.  
I appreciate that, Matthew.  
I really do.  
It's, you know, and and that that comes up quite often is is pursue what you love, not what somebody else necessarily thinks you should do.

 **Matthew Martin** 26:49  
Umm.

 **Langille, Nathan (EECD/EDPE)** 26:52  
And you know, and and then nothing wrong with university. Whatever else.  
And and.  
But the reality is it, you know, it's not for everybody and some people, you know, need to find the correct career path.  
When I love what else?  
You also said something else.  
It sometimes it takes time to find that career path and I am no exception.

 **Matthew Martin** 27:09  
Yes.

 **Langille, Nathan (EECD/EDPE)** 27:12  
It took me till I was 28 before I finally ended up in the career path that I ended up in with a a variety of different jobs.  
From everything from driving boats to working on bridges to all kinds of things in between, right.  
So it's it's it takes time to figure out your passion, but do follow your passion and try to and and and I really appreciate that advice, Matthew.

 **Matthew Martin** 27:34  
Yep.  
No, thank you.  
And again again, like it could be you could, you could come here as a student and you know sweep floors and just help out around the shop and that could turn into a full blown career where you could be the service manager 20 years from now.  
So it's like it's literally just, you know, if you like it and you get into something that you like doing, there's progression just by being there and giving an effort.

 **Langille, Nathan (EECD/EDPE)** 28:01  
Hard work is key.

 **Matthew Martin** 28:02  
Yep.

 **Langille, Nathan (EECD/EDPE)** 28:03  
So Next up we have Tyler.

 **Matthew Martin** 28:03  
Thank you very much.

 **Langille, Nathan (EECD/EDPE)** 28:04  
We have Tyler's gonna speak a little bit about his career and his job at Peterbilt.

 **Tyler Witherell** 28:12  
Hey guys.  
I'm Tyler witherell.  
I've been selling trucks at Peterbilt Atlantic for 10 years now.  
Before that, I was a train.  
I drove truck.  
I had my own, so I've been in the industry for about 17 years in total.  
Uh that uh, that kind of led me into where I'm at today, UM.  
And by driving your own transport, by actually managing your own company, he dealt with the business side of it.  
You dealt with the mechanical side of it as well.  
You learned about buying trucks, you learned about interest rates, you learned about budgeting.  
So that was a great start for me.  
Umm, I know it doesn't always work out for everybody, but uh, you know, some courses you could take to get yourself in the mindset of selling would be a like a business degree, sales courses, computer classes as well.  
Learning the ends and outs on computers?  
Excel spreadsheets, all that stuff.  
Management courses.  
Sometimes sales jobs lead to management jobs as well.  
Umm, organization is a really key asset.  
It's more like organized chaos for me, but it's definitely a good asset to have.  
It's a good trait, you know, your ability to read the room, sit with customers, learn about them, actually care, talk to them, look at them in the eyes, is all big assets.  
Umm.  
Now the good thing that kind of your your mechanical background would also be a good asset in the truck selling world as well.  
We actually have a salesman in in Moncton who was a was a heavy equipment mechanic for years and now he sells trucks and he's he's exceptional at it and it's kind of the same but different as mine.  
Where I was in the the driving aspect of it.  
Umm, so there's six salesman that work for Peterbilt Atlantic.  
We got two in Nova Scotia 3IN New Brunswick and we have one in Quebec.  
Basically, our daily activities were as soon as I come in, I'm checking on the truck orders that are existing at any given time.  
We could have 40 to 160 trucks in the backlog that we are checking on.  
Obviously the ones that are closer to build, we're really making sure that the factory hasn't changed our orders.  
There's sort of coming in exactly the customer wants it.  
Also, we're managing the UM the US market like the US dollar, making sure our trucks are locked in UM, watching the dollar daily.  
Uh, we also worked daily with the parts and service team.  
We always have trucks in the shop getting upfitted.  
Some of these customers spend 40 to $50,000 on Chrome.  
You know, they might be putting 50 parts on the truck.  
So we're we're working with the service and the parts department on getting quotes and getting the right parts to the mechanics to put on the drugs.  
Umm, you know, we deal with customers who come in just off the street, wanted to chat about trucks, possibly get a quote, put them in for finance.  
Another thing we do is I try to keep an eye on who's in the shop because you can always get people that are looking to, you know, trade up.  
Maybe the trucks causing them some issues.  
Maybe it's cheaper for them just to get into another payment instead of having to fix a $20,000 forty $1000 engine like something like that.  
Ohm.  
So yeah, we're also out in the road visiting with customers.  
You know, you try to get out to see people you wanna knock on their door two or three times every couple months or two or three times a month.  
You wanna get out at least?  
Especially now where we have the ability to actually go out and get trucks because before we were allocated and we only had we had no stock trucks for two years and now we're starting to get some stock trucks.  
So we want to put the right trucks on the ground for these companies.  
So we get out and get a feel for what the industry needs right now in New Brunswick and we bring in trucks geared towards umm their business, umm and another thing about sales, a lot of people probably know is you're working basically off Commission with small salary.  
So that's a really good thing cause you can set your own wage.  
You show up to work every day.  
You got good, positive vibes.  
You're honest.  
You work really well with others.  
You get good people skills.  
You can actually talk to people.  
UM, you don't have good back and forth conversation.  
That's all gonna help.  
And you really, really do set your own wage.  
So if you follow up with people when they're looking for a quote, you get right back to them.  
You're on time for meetings, you know, that's all gonna help.  
And closing the deal and ultimately is the is the end goal.  
Umm, some career advice I would have for for anybody looking to get into sales or just looking to, you know, come out of high school and definitely you just wanna do what makes you happy.  
Umm, the trades are huge right now.  
There's lots of.  
There's lots of money you made in the trades as well, so if you can find something that you know you can do every day that you know really works well for you then then do it.  
Do not.  
Don't settle for sure.  
Try something.  
Move on to something different if you have to, but definitely don't.  
Settle.  
And that's pretty much all I got.

 **Langille, Nathan (EECD/EDPE)** 33:37  
Take your toddler.  
Much appreciated.  
I'm.

 **Craig Allen** 33:40  
Yeah, that's great.  
I just on, on behalf of Pearland, I got.  
I mean, I just wanted to, you know, thank everybody for taking the time to tune into our our Business Today.  
And I think you know, especially thank Tyler and Sean.  
And Matt, for taking the time out of out of their busy day to hear some insight in their in their, in their career.  
And I think you could probably hear the pride in their in their voices, in their, in their jobs and and in our in our company.  
So just wanted to, you know, thank thank everybody.  
I guess for the interest in, in, in, in Peterborough land and I think I think we were going to open it up if there was any any questions or comments.

 **Langille, Nathan (EECD/EDPE)** 34:26  
Sure.  
So you can either type your questions in the chat and sandee's monitoring that the other option would be to just use little raise your hand button and we can go to that to that particular individual class and they can turn on their microphone and and ask a question of if any of you for we'll give it a few minutes maybe before a shy, but we'll give it a few minutes and if there's no questions we will certainly log off, but we'll see if there's any questions from the classes.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 34:54  
And while we're waiting for that to happen or the hands to raise our questions to type, I do wanna remind the teachers to type in the school they're from, and how many students are attending?  
I know we have a very large class here and we do have a hand raised.  
So you can go ahead.

 **Langille, Nathan (EECD/EDPE)** 35:13  
That I was just me.  
That was just me showing it.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 35:15  
OK, OK.  
So what I do wanna say is this is the first of the series under the Center of Excellence for Skilled trades and manufacturing and also for NB TAP.  
So we are going to be hosting more students, more interactions.  
We're gonna be hopefully bringing Peterbilt back to do some activities for us, such as, you know, showing us different ways to do things we're gonna be doing some really great interactive sessions.  
Also, many of these employers are open to having site tours that you can go visit the facilities and talk to the people on site.  
So if you're interested in something like that as a teacher, reach out to me and I'll be happy to connect you with the employers and make things happen so that you can actually be on the ground and go see these facilities for yourselves with your students.  
You you you can be there.  
Live and and talk to these people in person.  
You can see what it is they do daily and and learn more and more about what what the career options are.  
Umm Peterbilt.  
Atlantic, I know myself.  
I have a my, my husband's family or truck drivers, so I know the Cadillacs of the trucks are the peterbilts in our family.  
Family.

 **Crawford, Beth (EECD/EDPE)** joined the meeting

 **Goulding-Harnum, Sandee (EECD/EDPE)** 36:31  
Anyway, we just love those trucks and aspire many of them to own one.  
Uh, yeah, they are.  
They are really phenomenal company and we are so thankful to be able to have them with us and to be able to share what it is that they offer.  
Uh.

 **Langille, Nathan (EECD/EDPE)** 36:51  
So we got, we have a shout out to Sean from his, his old school.  
So showing you gotta shout out from them.  
They're they're they've participating with us.  
There is a question from Daniel in in Anglophone scooters at north, how many apprentices do you hire per year?

 **Shawn Warman** 37:09  
Because that varies.  
They uh Craig at different locations at the depends on turnover and growth and if we're adding more people on on maybe I mean be prepared to possibly working night shift for a few years when you start out, I mean if if you're in a a business that has that that's open you know from 7 in the morning till midnight like most of our locations obviously we need to ship.  
So you know, it's a pretty good chance you're gonna be starting out, you know, a night shift, you know, for, you know, couple years, three years.  
Hard to say, right?  
I when I started I worked night shift for five years straight before I had a chance cause until somebody moved off a day shift.  
While you might not get that opportunity, but depending on your skills and and what you're doing, uh, I took we typically see at least two to three probably between Fredericton and Moncton branch at least that many.  
But I mean, not only us, every every location, every, every dealer in in the province is looking for people.  
So if you have a good work ethic and interested in it, you wouldn't take you long time to get a job.

 **Moreton, Laurie A. (ASD-E)** left the meeting

 **Shawn Warman** 38:16  
That's for sure.

 **Craig Allen** 38:18  
And agreed.

 **Langille, Nathan (EECD/EDPE)** 38:18  
Gods bring up the John.  
I'm glad to bring up the work ethic.  
It keeps coming up in every speaker series we do about work ethic, communication skills, you know it.  
It's everybody thinks they have to have a a very particular skill set to work in transportation or do anything and related to skilled trades.  
Ohh, I really gotta be good at this.  
No, you gotta be a hard worker and you gotta have great communication skills.  
Be a team player.  
Those are all things that are used across any of the trades and manufacturing areas.

 **Shawn Warman** 38:44  
Yep.

 **Langille, Nathan (EECD/EDPE)** 38:45  
So that's it keeps coming up over and over and I appreciate that.  
Thank you.

 **Shawn Warman** 38:50  
Sure.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 38:53  
And that's one of the advantages of NBTAP.  
Last year we had some students place with a Peterbilt Atlantic.  
As I had mentioned, hopefully we'll get a few more in this year Craig and Peter, so that we can get the students in and get some experience and the students that were there last year were really, really pleased.  
One of our posters was Aaron Foye and Aaron.  
Actually, he was smiling from ear to ear every day.  
So we were very happy to see that.  
So it's a great chance to mentor under some very skilled workers and get some experience towards your high school credits for graduating and your direct hour transfer into apprenticeship.

 **Langille, Nathan (EECD/EDPE)** 39:38  
With that I I don't see any more questions typed in and the hands have not flew up.  
So we'll give everybody all the schools a chance to log off now.  
We appreciate you taking the time out of your busy school day to come and meet with Craig Shaw and Matt and Tyler and again appreciate you folks for taking time out of your busy day as well to talk to the students across New Brunswick.

 **Colpitts, Katherine (ASD-W)** left the meeting

 **Tompkins, Jeffrey (ASD-W)** left the meeting

 **Langille, Nathan (EECD/EDPE)** 40:01  
Thank you.

 **Craig Allen** 40:01  
What's our pleasure?  
And yeah, if anyone has any further questions, feel free, feel free to track me down, Craig Allen at Peterborough Lantic director of sales and and marketing.

 **Gemmell, Jock (ASD-E)** left the meeting

 **Craig Allen** 40:13  
Or reach out to Sandy or or Nathan as well.  
So thanks again for your time and thank you all.

 **Goulding-Harnum, Sandee (EECD/EDPE)** 40:22  
And we'll leave the chat up if anybody wants to add some questions down the road, we would be happy to answer them.

 **Daigle, Eris (ASD-N)** left the meeting

 **Comfort, Daniel (ASD-N)** left the meeting

 **Menchions, Ken (ASD-E)** left the meeting

 **Craig Allen** 40:30  
Excellent. OK.  
Thank you very much.

 **McGillicuddy, Nicole (ASD-W)** left the meeting

 **Brown, Ronald (ASD-N)** left the meeting

 **Young, Craig (ASD-W)** left the meeting

 **Wheaton, Matthew (ASD-E)** left the meeting

 **Tyler Witherell** left the meeting

 **Craig Allen** left the meeting

 **Beaman, Brook (ASD-S)** left the meeting

 **Goulding-Harnum, Sandee (EECD/EDPE)** 40:40  
Well, Sean, thank you so much.

 **Good, Terry (ASD-N)** left the meeting

 **Crawford, Beth (EECD/EDPE)** left the meeting

 **Hudson, Stacy (ASD-N)** left the meeting

 **Goulding-Harnum, Sandee (EECD/EDPE)** 40:42  
And Nathan, you have you stopped the taping?

 **Peter Keirstead** left the meeting

 **Dixon-Lipton, Jennifer (ASD-E)** left the meeting

 **Lemay, Daniel (ASD-E)** left the meeting

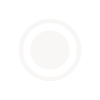
 **Langille, Nathan (EECD/EDPE)** 40:46  
I'm going to right now.

 **Fairley, Amanda (ASD-W)** left the meeting

 **Goulding-Harnum, Sandee (EECD/EDPE)** 40:48  
There you go.

 **Wallace, Robb (ASD-W)** left the meeting

 **Shawn Warman** 40:49  
Right.  
OK. Yes.

 **Langille, Nathan (EECD/EDPE)** stopped transcription