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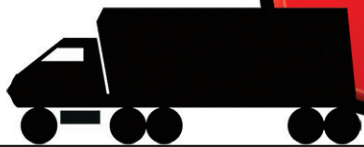
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**"THE JOURNAL OF THE TRUCKING INDUSTRY"**

## 2019 ATHS National Truck Show and Convention



The World's Largest Vintage Truck Show, presented by the American Truck Historical Society, was held May 31-June 2, 2019 at the Grand Sierra Resort in Reno, Nevada. Turn to pages 12 & 13 for more photos. - Photo by Photo Card Specialists -

### Youngstown Kenworth Expands Service Department



Youngstown Kenworth now has 16 bays to accommodate their customers' needs.

By Steve Pollock  
HUBBARD, OH...  
Youngstown Kenworth, Youngstown, Ohio's premier Kenworth dealer recently completed an expansion to their service department to better accommodate their customers' needs. The com-

pany has added an additional 6 oversized bays, bringing their capacity to 16 bays total. The new bays boast 18' wide doors to accommodate larger equipment, including heavy haul, oil and gas, and log trucks. It also has a 10 ton overhead crane and a workshop for

rebuilding engines, transmissions and rear ends. The LED lighting provides a brighter interior and a polyaspartic coating was added to the concrete floor to aid in protection and brightness. A new breakroom and restroom were also added  
continued on page 21

### Smith Transport's Unveils Its New Veteran Honor Guard



Barry Smith, Smith Transport Founder/Board Chairman and Todd Smith, President and CEO are proud to announce the unveiling of Smith Transport's new Veteran Honor Guard trucks. Turn to page 15 for the story and additional photos.

# TA Express® Opens in Kilgore, Texas



The new TA Express in Kilgore, Texas.

WESTLAKE, OH... TravelCenters of America Inc. (TA), nationwide operator of the TA®, Petro Stopping Centers® and TA Express® travel center network, has opened a new TA Express in Kilgore, Texas through a franchise agreement with Gateway of Kilgore, Inc. The site, formerly Gateway Travel Plaza, is located on Interstate 20, exit 587, at 4403 Highway 42 North.

In preparation for the TA Express conversion, the Gateway Travel Plaza team added 50 truck parking spaces, seven showers and two diesel fueling lanes. Total amenities include:

- Six diesel fueling positions with DEF on four lanes
- 16 Exxon gasoline fueling lanes
- 85 truck parking and 65 auto parking spaces
- 10 private showers
- Laundry room
- Travel store
- Dining options: Denny's, Wendy's, Dunkin' Donuts, Baskin-Robbins, on-site deli

"With the highest concentration of truck traffic in the nation, Texas is a state where drivers could benefit from our offerings," said Barry Richards, president and COO of TA. "The addition of 50 truck parking

spaces is an example of the Gateway of Kilgore team's commitment to its loyal customer base. We're proud they chose to align with us and make us part of their honorable local reputation."

"We've spent many years working hard to build a network of businesses that our customers can trust and rely on," said Brian Hatchett of Gateway of Kilgore. "Joining TravelCenters of America means we can continue our growth and we've shown in this conversion just how working together can provide a better experience for drivers."

TA Express branded locations have proven to be a successful way of bringing TA's services to more drivers on the road. The Kilgore location is the first TA Express to open this year and TA plans to open four additional TA Express locations around the country in the first quarter of 2020.

TravelCenters of America Inc. is the nation's largest publicly traded full-service travel center network. Founded in 1972 and headquartered in Westlake, Ohio, its more than 21,000 employees serve customers in over 260 locations in 44 states and Canada, principally under the TA®, Petro Stopping Centers® and TA Express® brands. Offerings include diesel and gasoline fuel, truck maintenance and repair, full-service and quick-service restaurants, car and truck parking and other services and amenities dedicated to providing great experiences for professional drivers and the general motoring public. TravelCenters of America operates nearly 650 full-service and quick-service restaurants and 10 proprietary brands, including Quaker Steak and Lube®, Iron Skillet® and Country Pride®. For more information, visit [www.ta-petro.com](http://www.ta-petro.com).



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# Off The Beaten Path

by Pam Pollock



Sadly, the lights have been switched off for the year at Lumaze, too. But I find myself going back to look at my photos from this enchanting afternoon. In a time where there is so much turmoil and stress in this old world, it is heartwarming to have my life lifted by the glow of lights.

Let YOUR light shine, people, let it shine. It doesn't have to be a million lights – even just one single light can spark others and soon the world can be shimmering and illuminating!

You can find more photos of my afternoon at Lumaze online at [www.movinout.com](http://www.movinout.com) under my February Off The Beaten Path column.

Lumaze has locations in the United States in Pittsburgh, Pennsylvania and Seattle, Washington as well as numerous displays in Canada. For more information, visit <https://www.lumazelights.com/>



## Let Your Light Shine...

Over the years I have been late to the game in getting my Christmas tree up and decorated. My husband always gets the outdoors lights up before I am finally motivated to march up into the attic and haul down the tree and boxes of decorations.

I also procrastinate about undecorating after the holidays are over and usually the tree and the lights are still up in February. I kind of set a record for myself this year, the tree was up on December 11<sup>th</sup> (of course my husband had the outside lights up before then) and everything was removed exactly a week ago and has been relegated to its usual spot in the attic until next year.

I absolutely LOVE the illumination of the Christmas season. I actually wish that we could leave the outside lights up all through the year. I love to drive around at night, see the lights shining and glowing, especially if they are peeking out of a fresh snowfall.

This past Christmas season a new indoor lights festival made its debut in Pittsburgh. Lumaze featured a MILLION twinkling, sparkling lights in interactive light gardens and illuminated structures. There were even these cool drinks in light bulb glasses that also glowed!

We made the sojourn to Lumaze three days before Christmas and while there was no snow outside, the atmosphere was quite delightful inside. Children and adults alike enjoyed running through what I can only describe as a winter wonderland forest of lights. I confess to doing some hopping and jumping on the lighted hopscotch discs. An enchanted forest of glowing white trees,

a sleigh so lit with lights that Santa wouldn't need Rudolph to guide him and a carriage with noble steeds were just some of the dazzling displays. An indoor playground for the kids to blow off some steam, live entertainment and vendors offering food, drink and wares of all kinds made the Lumaze experience more enjoyable for the entire family.



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# TBS Family Mourns The Loss Of Patriarch Dennis Kaufman



**Dennis Kaufman**

waste from drilling sites.

Following the oil bust of 1983, Kaufman spent a few years as comptroller at his father-in-law, Homer Miller's promotional products business before once again venturing out on his own with the purchase of Truckers Bookkeeping Service in 1991. His son Wood joined the company in 1998, beginning a transformation that would change the company's primary focus to freight bill factoring in 2004. Today the TBS family of companies employs more than 225 people in Oklahoma City and provides critical cash flow solutions to small businesses nationwide.

Although Kaufman had long-ago stepped back from day to day operations of the family-owned company, he remained active in the North American Transportation Services Association. He was beloved by associates and continued to maintain office hours until two weeks prior to his death. An affable family man who traveled extensively and was always ready with a quip or a funny joke, Kaufman also gave generously to charity. In 2018 he was recognized by the Oklahoma Foundation for the Disabled as its Compassionate Citizen of the Year.

Kaufman is survived by his wife, Kathleen (Miller) Kaufman, his son, Wood Kaufman, his daughter, Quincy Rodebaugh and his wife's children Cathie Coussens and Eric Vestal. He is also survived by one sister, Laurie Keim, and many nieces and nephews.

It is with great sadness and profound gratitude that TBS FACTORING SERVICE, LLC, today bids farewell to Dennis Kaufman, entrepreneur, husband, loving father, friend and philanthropist, who passed away quietly in his sleep on January 6, 2020. He was 78 years old.

Kaufman, born in 1941, grew up in Oklahoma City and graduated from the University

of Oklahoma in 1964 with a Bachelors degree in Business Administration. He worked in the credit department of several oil companies before stepping out as an entrepreneur. After a brief stint in the dry cleaning business, he spent five years as a farmer and small business owner in Arkansas before returning to his roots in the oil patch in 1974 as the owner of Kaufman Tank Service hauling saltwater



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# High Performance Diesels with Bruce Mallinson

Here at Pittsburgh Power we believe in new ideas and innovations that help to serve the owner-operator which is why we test new products every year. Generally, these products are designed to make trucks more reliable, more efficient, and more profitable for the owner-operator. To be honest, many of these new products fail our testing never get to be marketed. But every once in a while, we have a product that

exceeds everyone's expectations and we bring it to market. Our original Power Box was created this way, as well as the quiet performance muffler, duel fuel line kit, torsional damper, mercury filled engine balancer, FASS fuel system, ported and polished exhaust manifolds, performance turbochargers, high flow radiators, Diesel Force cleaning, DPF washing, ECM programming, and Max Mileage fuel borne catalyst. So,

if you have a new product you would like us to test using our advanced equipment, please give us a call. If you bought a used fleet truck with an ISX 450, we have a phenomenal new program. You will see an additional 96 HP and 400 lb.-ft of torque! Keep in mind, it's the torque that takes you up the mountain, not horsepower. Ethan, our lead electrical engineer, is in charge of testing new products, and he takes



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testing seriously. As you might remember from middle school science class, the scientific method involves developing a hypothesis and designing an experiment to see if your observations support the hypothesis. You make observations by changing one independent variable and observing how the dependent variable reacts. Other variables that could affect the result must be controlled or the test is void. The whole process typically takes a day or two. Our tests usually rely off of our Taylor rolling chassis dyno and our Semtech emissions testing equipment (this is EPA recommended testing equipment). Using the dyno allows us to eliminate any variables that could affect the test results like road conditions, weather, etc. By changing just one variable, we can get an accurate reading for horsepower, torque, exhaust volume, various temperatures, and other readings. With our Semtech advanced emissions testing sensors we can test for CO, CO3, NO, NO2, and NOx (which is NO and NO2 combined).

We've spoken a lot in the past about the importance of replacing your engine's torsional damper, but every so often we get a reminder why it's so important. When a torsional damper goes bad, the silicone on the inside of the inertia housing hardens and the damper can no longer absorb

vibrations. Usually there is no external visual evidence the damper has gone bad, however, the result is broken engine parts like alternator brackets, air conditioning brackets, fly-wheel housing bolts, springs in the clutch disk, crankshaft, camshaft, accessory drive shaft, shifter and interior parts rattle, and it will vibrate your seat and tire you out. They have a 500,000 mile or 10 year lifespan. Recently we had a 379 Pete with a Detroit 60 Series in the shop with the worst torsional damper we've ever seen. The inertia ring was sheared off from the inside mounting plate with where it bolts to the crankshaft (see photo). The engine itself had 1.3 million miles with the original torsional damper. It should have been replaced 3 times by now.

Speaking of dampers, we have a new Severe Duty Australian Torsional Damper available for the Cummins ISX. This damper was designed specifically for high horsepower engines pulling road trains in Australia. It features a denser silicone core to take more abuse than the standard ISX damper and it weighs 11 pounds heavier. The extra weight comes from the inertia ring. It may also help if you have an engine vibration that cannot be identified or fixed. We have a severe duty torsional damper for the 12.7 Detroit as well, but it's half an inch thicker so you need to

check for clearance.

Fuel mileage: Reggie Freedlund is a very sharp 29 year old owner operator with a 1998 Freightliner Century equipped with a Cummins N14 (CPL 2025) and a 13 speed transmission. He regularly pulls a utility reefer and travels at 60 MPH. Modifications include a Pittsburgh Power radiator and charge air cooler, our damper and balancer, turbo boost and pyrometer gauges, two Quiet Performance Mufflers, and he runs Max Mileage FBC. Before running Max Mileage, he would average around 8 MPG, but now he's between 9.08 and 12.55 MPG. That 12.55 tank was one 2,170 mile tripped logged with good conditions. Reggie is able to obtain this excellent fuel economy by driving by the boost gauge and using the catalyst. It goes to show, you can get great mileage from any truck so long as it's well maintained, you're using a few key low-cost products, and you're driving for mileage.

Every now and then we have a used truck for sale. Three years ago, we had a 2012 Kenworth T660 with a 450 HP ISX, 10 speed, and 3.55 rears. The truck was in immaculate condition to begin with and then we made it better. We did a Diesel Force cleaning, installed a Dorothy EGR soot separator, our exhaust manifold and high flow intake manifold,

continued on page 7

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## High Performance Diesels

continued from page 6  
 set the overhead, installed the torsional damper and mercury filled engine balancer, OPS, Fass, and reprogrammed the ECM to 650 HP. This truck was purchased by C.D. Martin who is a Max Mileage dealer out of McPherson, Kansas. He does a dedicated run from Kansas to Arizona, L.A., Denver, and back to Kansas. He sells Max Mileage along the way and it's always available in his truck. The truck is equipped with an APU, so it does not idle, he runs the Rocky Mountains and he's averaging between 7.1 and 9 MPG. CD has put 430,000 miles on this truck, running the catalyst since April. It's a full emissions truck, with zero problems. He inspected the DPF last week and it's spotless, no soot in the exhaust system. One of our lead technicians, Eagle Eye Adam, went over this truck front to back and gave it a clean bill of health. The only thing C.D. had to replace was a corroded wire. This is a money making high performance machine. C.D. is an accomplished dirt track motorcycle racer. He's extremely mechanically inclined and even uses the catalyst in the racing motorcycle. His phone number is (417) 850-2830 if you would like to buy Max Mileage from him.

Written by Bruce Mallinson and Andrew Wilson; Pittsburgh Power Inc. 3600 South Noah Dr. Saxonburg, Pa. 16056 Phone 724-360-4080 website: www.PittsburghPower.com

## Transervice Honors 50 Year Tradition Of Providing Holidays Gifts To Employees' Children And Salvation Army



LAKE SUCCESS, NY... Employees of Transervice Logistics Inc., a leading provider of customized fleet maintenance and leasing solutions, wrapped up truckloads of toys to be delivered to their 124 locations across the country to children and grandchildren of company employees. In addition, the company purchased over 200 gifts to be donated to their local Salvation Army.

Transervice associates helping to coordinate the holiday gift distribution are (left to right): David McAleer - Regional Safety Manager; Alice Joseph - Accountant; Antoinette Weiss - Accounts Receivable; Sean

Schnipper - Marketing and Social Media Manager; Rosie Snyder - Accounting Department Coordinator; and Regina Snyder - Claims and Risk Management Administrator.

"This 50-year holiday tradition caps off a year of special events and partnerships celebrating our company's 50th year in business providing transportation services across North America," said Sean Schnipper, Marketing and Social Media Manager. "We can't think of a better, or more fun way to say 'Thank you' to our employees and the local community for all the support they have given us over these many

years of operation."

Transervice Logistics Inc., headquartered in Lake Success, NY, provides customized transportation solutions including logistics, dedicated contract carriage, fleet leasing, contract maintenance, and material handling equipment leasing and maintenance. Transervice is currently celebrating its 50th anniversary. www.transervice.com



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# John Brown Trucking Driver Tom McConnell Retires



By Steve Pollock

PORTERSVILLE, PA... Professional Truck Driver Tom McConnell officially retired on December 31, 2019 after 45 years as a Dump Hauler. Tom worked at John Brown Trucking in Portersville, Pennsylvania his entire driving career. Tom got this 2006 Peterbilt, pictured above, on his 30<sup>th</sup> Anniversary

with John Brown Trucking. It now has 1,385,000 miles.

Tom McConnell joined the U.S. Army in December of 1970 and was stationed in South Korea for 2 years. After his discharge in July 1972, Tom got a job as a tree trimmer and then worked at the Ellwood Forge. Tom moved to Florida, and after a few months, decided that he

missed the hills of Pennsylvania and returned home to the Keystone State. It was September 26, 1975 when Tom got a job driving triaxle with John Brown Trucking in Portersville. The company was purchased by American Bulk Commodities in 1995.

Throughout his trucking career Tom has driven both

triaxle and end dump, logging approximately 4.5 miles, of which nearly all were accident-free. His last 20 years of driving have been ticketless and accident-free. During his stellar driving career Tom has earned numerous awards. He has always been the kind of guy who does his job and does it well.

Harry Frelin, Terminal Manager at John Brown Trucking said, "I've been working with Tom for 20 years. It's hard to see him go. He has been great to work with. Tom took a lot of pride in his job. He's very easy going, dedicated and very professional. Tom was an old-school truck driver, which are almost extinct these days.

There are a lot of guys who know how to drive a truck, but not many truck drivers left anymore."

Tom stated, "My wife Bonnie has always been my rock." Now that he is retired, Tom said that he may get back into hunting again and just do "whatever the hell I want", that is - after he gets Bonnie's "honey-do list" done.

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# Latest Trucking Industry News

## ATA Truck Tonnage Index Fell 3.5% in November - Index 2.1% Lower than November 2018

Arlington, VA... American Trucking Associations' advanced seasonally adjusted (SA) For-Hire Truck Tonnage Index decreased 3.5% in November after falling 0.7% in October. In November, the index equaled 113.5 (2015=100) compared with 117.6 in October.

"It's tough to sugar coat November's reading," said ATA Chief Economist Bob Costello. "It was the third decrease in the last four months and the index is down 7.2% since July. Additionally, November was the first month to see a year-over-year drop in the index since April 2017. While disappointing, it fits with the expected soft gross domestic product reading expected in the fourth quarter and reports of a soft fall freight season."

It is important to note that ATA's tonnage data is dominated by contract freight.

October's reading was revised down compared with our November press release.

Compared with November 2018, the SA index fell 2.1%, the first year-over-year decline since April 2017 and the largest drop since February of that year. The index is up 3.3% year-to-date compared with the same period last year.

The not seasonally adjusted index, which represents the change in tonnage actually hauled by the fleets before any seasonal adjustment, equaled 115 in November, 7.9% below the October level (124.8). In calculating the index, 100 represents 2015.

Trucking serves as a barometer of the U.S. economy, representing 70.2% of tonnage carried by all modes of domestic freight transportation, including manufactured and retail goods. Trucks hauled 10.77 billion tons of freight in 2017. Motor carriers collected \$700.1 billion, or 79.3% of total revenue earned by all transport modes.

ATA calculates the tonnage index based on surveys from its membership and has been doing so since the 1970s. This is a preliminary figure and subject to change in the final report issued around the 5th day of each month. The report includes month-to-month and year-over-year results, relevant economic comparisons, and key financial indicators.

## OOIDA Thanks Rep. Babin For Speaking Out On Truck Driver Coercion, Highlighting Flaws With NCCDB

Grain Valley, MO... The Owner-Operator Independent Drivers Association thanks U.S. Rep. Brian Babin, R-Texas, for calling out federal regulators and their inaction regarding truck driver coercion. Rep. Babin sent a letter to the Federal Motor Carrier Safety Administration expressing alarm that the agency's programs that are supposed to address reports of unsafe or coercive behavior by some businesses within the trucking industry are wholly ineffective.

"The very agency that oversees highway safety among commercial vehicles should be a far better example of protecting the hard-working men and women expected to comply with its safety regulations," said OOIDA President, Todd Spencer. "Instead, the programs intended to prevent or stop coercing drivers into violating safety regulations are not being implemented as intended."

The letter points out the troubling practice of some mo-

tor carriers, shippers, receivers and transportation intermediaries to threaten or punish drivers that refuse to operate in violation of federal safety regulations and the dangers this creates.

"Congress recognized the importance of protecting America's truckers from coercion when it required FMCSA to establish a process to investigate carriers, shippers, and receivers that push drivers to violate safety rules," said Rep. Babin. "While the agency has established this system, I've heard from too many truckers that it has not been effective or reliable. It is time to make sure that FMCSA is holding up its end of the bargain and properly addressing claims brought forward by drivers."

The Association looks forward to working with Congress and the agency in making sure the problems in those programs are resolved and commercial drivers can confidently report incidences of coercion and ultimately improve highway safety.

## ATA Applauds Ratification of USMCA Trade Deal North American Trade Pact Will Provide Boost to Trucking Industry

Arlington, VA... The American Trucking Associations commended Congress and the Trump administration for ratification of the U.S. - Mexico - Canada Agreement, setting the stage for increased free, fair and equitable trade between our three countries.

"Trade is central to the trucking industry - 76% of all surface freight between the U.S. and our nearest neighbors moves by truck - so the newly ratified USMCA will be a boon to our economy and our industry," said ATA President and CEO Chris Spear. "This agreement will boost both U.S. exports and gross domestic product, meaning more truck movements and delivering measurable returns for our industry."

USMCA is projected to increase annual U.S. exports to Canada and Mexico by a combined \$33 billion above the current NAFTA baseline. The agreement is also expected to increase U.S. GDP by \$68 billion, stimulating broad sectors of the economy that the trucking industry services, like agriculture and manufacturing.

"NAFTA was the oldest of our 17 trade agreements and due for the sorts of modernization that USMCA made," said ATA Chief Economist Senior Vice President of International Trade Policy and Cross-Border Operations Bob Costello. "With this new trade agreement in place, we can expect to see increases in exports to Canada and Mexico and a measurable increase in our gross domestic product in the years ahead. Because trucks move 70% of all freight in the U.S., implementation of USMCA will have direct benefits to the trucking industry."

In 2018, trucks moved more than \$770 billion worth of goods between the U.S., Canada and Mexico, and transnational trade between the three countries supported roughly 90,000 U.S. jobs

in the trucking industry. Those figures should only increase as USMCA is implemented.

"But more than that, it is proof positive that even in this increasingly polarized political environment, our elected leaders can still get big things done for the good of our country," Spear said. "President Trump, Speaker Pelosi and Leader McConnell all deserve credit for setting aside partisanship and moving this important modernization of our trade policy forward."

"We hope that this shared victory will pave the way for more bipartisan solutions on the critical issues facing our country, such as the infrastructure crisis and the skyrocketing costs it's imposing on the American people."

## PA Turnpike Reminds Travelers of 2020 Toll Increase

HARRISBURG, PA... The PA Turnpike Commission (PTC) wants to remind customers that effective Jan. 5<sup>th</sup>, tolls increased six percent for cash, E-ZPass and TOLL BY PLATE customers. The increase, approved by the commissioners last July, takes effect on all sections and extensions excluding three western PA "cashless" tolling facilities.

The most common toll for a passenger vehicle will increase from \$1.40 to \$1.50 for E-ZPass customers and from \$2.30 to \$2.50 for cash customers. The most common toll for a Class-5 tractor trailer will increase from \$3.70 to \$4.00 for E-ZPass and from \$16.30 to \$17.30 for cash. The cashless toll at the westbound Delaware River Bridge will increase from \$5.30 to \$5.70 for E-ZPass customers and from \$7.20 to \$7.70 for those who use PA Turnpike TOLL BY PLATE.

Since 2009 the PTC has increased tolls annually to fulfill a funding obligation required by Act 44 of 2009. As a result, the PTC has delivered more than \$6 billion in funding to PennDOT in the last decade. By law, these payments support mass transit statewide, with the bulk of funding supporting transit in Philadelphia and Pittsburgh.

The PA Turnpike Commission strives to provide a reliable roadway that outpaces national averages in ride quality, safety and incident-response rates. More than 85 percent of the PTC's capital plan reflects a focus on mobility and safety. To date more than 144 miles of its roadway system, which turns 80 years old this year, have been reconstructed.

To check toll rates for any Turnpike trip visit <https://www.paturnpike.com/toll/tollmileage.aspx>

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## NATSO Applauds Renewal of the Biodiesel Blenders Tax Credit

Alexandria, VA... NATSO, representing America's travel plazas and truckstops, has applauded Congress for passing and President Trump for signing legislation that would retroactively renew the \$1 per-gallon biodiesel blenders tax credit and extend it through 2022. Reinstatement of the biodiesel tax credit immediately incentivizes fuel retailers to once again begin buying and blending biofuels after years of market uncertainty. It is an enormous victory for not only the travel center industry, but also for the environment and America's truck drivers and consumers.

# Women In Trucking Announces January 2020 Member of the Month

Plover, WI... Women In Trucking Association (WIT) has announced Samantha Johnson as its January 2020 Member of the Month. Johnson is the service manager for Cumberland International Trucks.

Johnson grew up in the construction industry, working in a family-owned business. She has always had a love for diesels and recalls always working on snow and paving equipment with diesel engines.

Johnson started at Cumberland International Trucks

(International Truck Dealer in Nashville, TN) in early 2015 as a service advisor. Within a few months, she was promoted to shop foreman. In October 2017, Johnson was promoted to assistant manager. In this position, she made it her personal mission to handle their Fire & App customers as the division was struggling. In the last year managing the Fire & App team, on top of her normal responsibilities, she's turned the department around. She is forming relationships with Fire

Departments across Tennessee and has been working with her team winning back former customers.

Johnson was recently promoted to service manager in August of 2019. She's been a consistent positive force in regards to shop morale and has continuously improved shop efficiency.

"By being a woman in the industry, the biggest obstacle is always having to prove to everyone you are the right person for the job," said Johnson. "But



**Samantha Johnson**

don't let the industry scare you because it's male-dominated. Push through and prove you have what it takes."

Johnson definitely pushed through the ranks at Cumberland. She credits each step of her journey in preparing her for where she is today.

Women In Trucking Association, Inc. is a nonprofit association established to encourage the employment of women in

the trucking industry, promote their accomplishments and minimize obstacles faced by women working in the trucking industry. Membership is not limited to women, as 17 percent of its members are men who support the mission. Women In Trucking is supported by its members and the generosity of Gold Level Partners: Arrow Truck Sales, BMO Transportation Finance,

Daimler Trucks North America, Expediter Services, FedEx Freight, Great Dane, J.B. Hunt Transport, Michelin North America, Penske Transportation Solutions, Peterbilt Motors Company, Ryder System, and Walmart. Follow WIT on Twitter, Facebook, or LinkedIn. For more information, visit [www.womenintruck.org](http://www.womenintruck.org) or call 888-464-9482.

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# ECM Shipping Damage

I'm no shipping expert but my daily routine usually starts with a stack of shipping parcels, each packed with one or more DDEC ECMs. Over the years I've opened thousands of shipping parcels and shipped out thousands more and sometimes I get questions on that. It isn't very often that I open one up and find fresh case damage and chunks of aluminum at the bottom of the box but when I find damage it's usually because the ECM was mailed in nothing but a paper envelope or plastic bubble mailer. I like bubble mailers but only when used inside a cardboard box. If you're shipping an ECM put it in a box and shake the box. You shouldn't hear or feel anything banging around. If you do you need a smaller box or more packing material. The box DDECs come in from Detroit has two layers of cardboard along the edges and the box has strong corners. The four mounting ears on the corners of the ECM are the easiest to damage. Protect these mounting ears by shipping the ECM in a box with strong corners or for even better protection prevent the corners from making direct contact with the inside of the box with foam, bubble wrap, paper, or some other light weight packing. I use bubble mailers inside a box and so far, have not had one job arrive with shipping damage. An ECM that is packed this way in a flat rate USPS or the UPS/ FedEx equivalent boxes will be reasonably well protected. Larger boxes offer better protection but even if shipping weight doesn't come up, you'll pay more in shipping because of the size. Here are some prices to ship a 7 pound DDEC ECM from Pittsburgh, Pennsylvania to Shelton, Washington with a declared and insured value of \$1000.

Box Size	13"x 9"x 4"	13"x 10"x 7"	14" x 12" x 4"	15" x 12" x 11"
Ground (4 days)	\$30.02	\$30.80	\$34.87	\$40.44
Second day air	\$80.65	\$87.31	\$117.74	\$142.22
Next day air	\$148.69	\$157.89	\$190.26	\$212.48

If you're shipping multiple ECMs use a little bubble wrap to prevent the ECM cases from making contact with one another. If you get enough of them together and they're making contact and banging around an ECM might get cracked. If that happens, I can replace the case for about \$500. I have yet to see an ECM get damaged in shipping that's been individually wrapped in bubble wrap and shipped in a box.

Mandatory updates to .php require me to rebuild [www.Dieselcontrolservice.com](http://www.Dieselcontrolservice.com). While the website is down don't be fooled by other ECM rebuild websites that post my YouTube videos or photos of me. I don't know who most of these guys are so be careful! If they say they sent me your ECM for service call or text 412-327-9400 with your ECM serial number so I can verify it. If you provide a cell phone number, I'll almost always text over photos or video of your ECM when I service it.

Written by Fernando DeMoura, Diesel Control Service Phone 412-327-9400 Website: [www.dieselcontrolservice.com](http://www.dieselcontrolservice.com)



13"x12" boxes provide reasonable protection for ECMs.



The mounting ears on the corners of the ECM are the easiest to damage.




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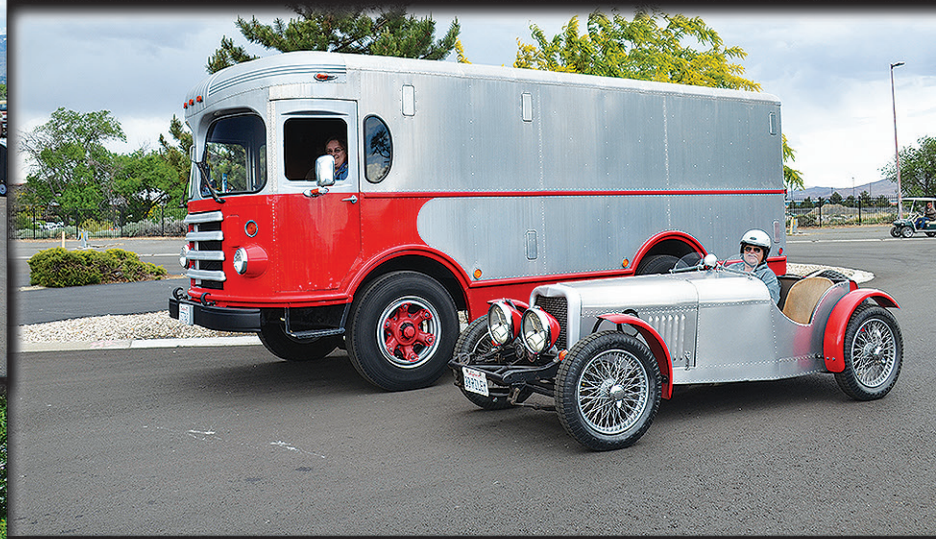



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Robert E. Harris, "The Circuit Rider" was the nation's last practicing circuit riding preacher until his death in 2007. His ministry took him to numerous towns throughout western North Carolina as well as rest areas along I-40. His ministry and legacy continues through the Robert E. Harris Evangelistic Association, Inc., P. O. Box 67, Asheville, NC 28802.

### Broken Heart And Contrite Spirit Pleasing In The Sight Of the Master

Within this life you can find very few people who are clear in their thinking. When a man is not clear in this thinking, he cannot be clear in his explanations or in his expressions.

Someone has said, "If the original is not clear, no copy can be." The Bible says, "Purify your hearts ye double-minded." The Scripture declares, A double-minded man is unstable in all his ways." Jesus Christ requires the entirety of a man's heart.

We have a world full of broken hearted people. The question is, "Can God heal a broken heart?" The answer is, "Yes, God can heal a broken heart, but you must bring to Him all of the pieces."

A broken heart and a contrite spirit are sacrifices pleasing in the sight of the Master. When the heart has been broken, it can be reshaped and made right in the sight of God and helpful to mankind. But until the original is right, no copy can be clear. It is God who is able to take us where we are and bring us to where he wants us to be. Trust Him and follow Christ.

### Turnover Rate at Truckload Carriers Rose in Third Quarter Since 2018

Arlington, VA... The annualized turnover rate at both large and small truckload carriers rose in the third quarter, according to American Trucking Associations' Quarterly Employment Report.

The turnover rate at large truckload fleets – those with more than \$30 million in annual revenue – jumped nine points, the largest quarterly increase since the second quarter of 2016, to an annualized rate of 96%. The increase set the figure at its highest point since the second quarter of 2018. The churn rate at smaller carriers also rose – ticking up six points to 73% from the lowest level since 2011.

"Counterintuitively, we saw turnover rise even as the freight demand was relatively soft," said ATA Chief Economist Bob Costello. "While turnover rose at both small and large carriers, the reasons were quite different. Large carriers reduced the number of drivers they employed, in keeping with lackluster freight levels, but smaller carriers added to their driver pools, increasing their number of drivers by 1.9%.

"During the first two quarters of the year, larger carriers added drivers, but in the third quarter they started right-sizing their fleets. Conversely, smaller companies increased their driver pool in the third quarter for the first time this year," he said.

Turnover at less-than-truckload carriers dropped four points to an annualized rate of 9% – the lowest level it has been at since the final quarter of 2017.

## Peterbilt and Dana Announce Collaboration on Electric Truck Powertrain Development

Las Vegas, NV... Peterbilt Motors Company and Dana announced their collaboration on electric powertrain development for Peterbilt Model 220EV battery electric vehicles. The announcement was made in conjunction with CES Las Vegas.

Peterbilt will integrate Dana's Spicer® Electrified™ e-propulsion system into its 220EV chassis. The truck will also be equipped with two battery packs and an on-board charger.

The 220EV features a range between 100 and 200 miles. Using the vehicle's DC fast-charging system, the state-of-the-art, high-energy density battery packs can recharge in about an hour, making the 220EV ideal for local pickup and delivery, as well as short regional haul operations.

"Peterbilt continues to lead the charge by providing the industry's largest lineup of electric vehicles. By using the Dana electric powertrain for the Model 220EV in the

Medium Duty pick-up and delivery market, we will be ready to meet the growing demand of our customers who want to incorporate zero-emissions vehicles into this application," said Jason Skoog, PACCAR Vice President and Peterbilt General Manager.

"We are pleased to collaborate with Peterbilt by providing the complete e-powertrain, including the integration, and upfit for the Model 220EV electric vehicle," said Mark Wallace, president of Commercial Vehicle Drive Technologies for Dana. "Combining Peterbilt's advanced technologies with our own expertise in delivering end-to-end turnkey electric systems, will result in highly-efficient solutions that will lead to low total cost of ownership."

For more information about Peterbilt, visit [www.peterbilt.com](http://www.peterbilt.com). Peterbilt is a PACCAR Company, traded publicly on the NASDAQ as PCAR.

To learn more about Dana, visit [www.dana.com](http://www.dana.com).

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# Smith Transport's Unveils Its New Veteran Honor Guard Fleet



Smith Transport, headquartered in Roaring Spring, PA, was founded in 1982. Their distinctive black truck, black trailer combinations has made them one of the most easily recognized fleets in the country.

In 2017 the company formed the Defenders of Freedom team to recognize the more than 175 driving veterans in their fleet. In mid-January, company President and CEO, Todd Smith and Founder/Board Chairman, Barry F. Smith unveiled something new at Smith Transport. They have now created a Veteran Honor Guard Fleet that is made up of white 2020 Freightliner Cascadias created to celebrate and honor all veterans past, present, and future.

The first of six full wrapped trucks arrived in mid-January and when the Veteran Honor Guard Fleet is completed, it will also have 18 additional trucks that will boast the company's Defender of Freedom logo. This fleet will be located within the company's Bedford Dedicated Account and will be driven by veterans in the fleet.

**Pictured top left: Smith Transport's veteran office and shop employees. From Left to Right : Kevin Warner, Chip Costello, Caleb Mayes, Gordon Lonsinger, Mark McGeary, Tim McKellar; Katie Quinton, Annette Snyder, Danny Pepple, Deb Hardeman, Rob Ryan, Job Jacobs, and Travis Elms**



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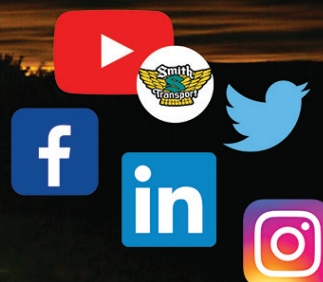


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## DIDJA KNOW - A LIKELY STORY - FREEZE, YOU'RE UNDER ARREST



by Roger Clark

As the severe winter weather plowed through the entire nation during the final week of January, police departments across the country were forced to take drastic action. Who could blame them! Everywhere we looked, coffees got cold and donuts were freezing. Clearly something had to be done.

Seriously, one thing that defines American exceptionalism is resourcefulness. There's plenty of it, where blue lives matter, and here are but a few examples. I hope you'll take a minute to read this, and another moment to appreciate these cops who cared.

Priceville, Alabama is in the north central part of the state. It's about the last place you'd expect a snowstorm, but them good ol' boys, they got them one. What they didn't have were salt trucks and street plows.

Police Chief Rick Williams leads a fulltime force of 5 officers in the community of 2,600 and by all accounts

does a pretty good job. Taking pre-emptive action in a Facebook post, the chief banned all crime and doing dumb things for a 24-hour period. Now that's initiative!

Westchester, Illinois police are looking out for the welfare of criminals. This past winter, when temperatures crashed below zero, they posted this notice on their Facebook page. "Due to extreme cold and wind, the WPD is canceling all misdemeanor and felony activity. Criminals please take note, stay inside and read, watch Netflix, or go on the FBI Bank Robbers website and help catch other criminals".

Meanwhile in Duvall, Washington, 30 miles northeast of Seattle, officers responded to a report of suspicious characters in a local park. Police confronted the hostiles, who were armed with "improvised projectiles" made out of fluffy snow. Officers on scene, at least one photographed behind his riot shield, put up a valiant effort but were quickly outgunned by the snowball-wielding youngsters.

All the way across the country, in New York City a few years ago, a homeless man with bare feet was huddled on the floor of a subway station. It was November, and NYPD officer Lawrence DePrimo took note, buying the man a new pair of boots. The now-famous photograph was taken with a cellphone by an Arizona tourist.

In Spanish Springs, Neva-

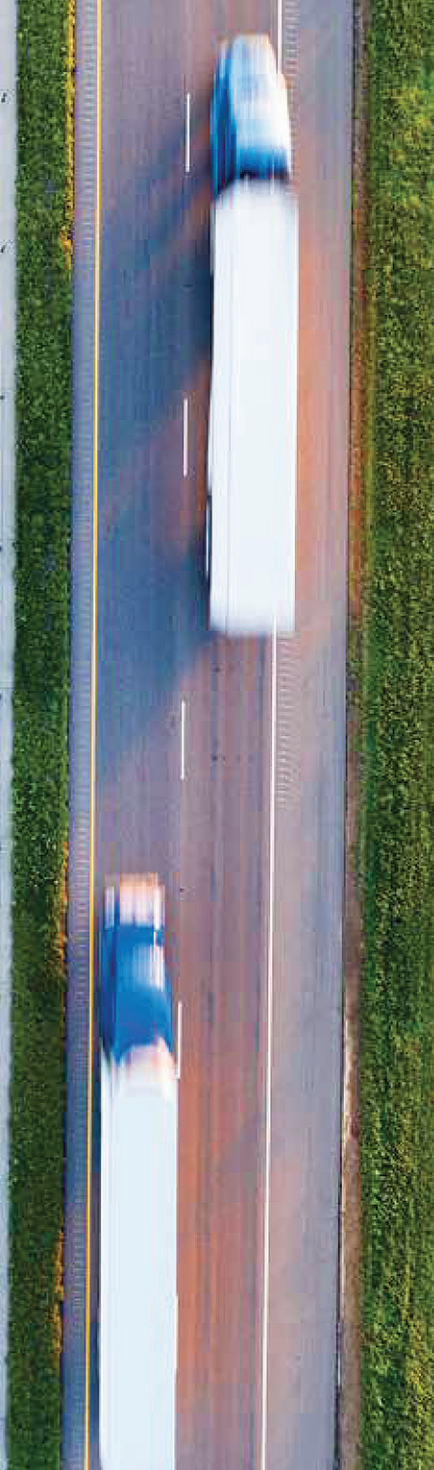
da, just outside Reno, police officer Ian Carl was dispatched to Walmart for a shoplifter apprehension. Upon arrival he found a young mother of two had hidden children's winter wear in a diaper bag. She was charged with a misdemeanor, but officer Carl paid for the kids' clothes out of his own pocket.

In Gary, Indiana, last December, officers Carlos Aleman and Charles Minard were dispatched to a 911 hang-up call. Upon arrival they discovered a woman already birthing a baby. Without hesitation both officers assisted with the birth and delivered the baby. Christmas came early for everyone this time.

For these officers and thousands of others, "Protect And Serve" isn't just a slogan on their cruiser. From dispatch centers to the street, and from precinct houses to emergency rooms, winter is the worst. But it's when the men and women in law enforcement are at their very best.

Whether it's a metropolitan department or the public safety unit right here in Hooterville, cops never know what's right across the snowbank.

Case in point, dateline Jordan, Minnesota this past February, when JPD officers were called to investigate a deranged man standing perfectly still, without a jacket, and staring at traffic in a creepy way. It turns out he wasn't deranged, and wasn't even cold, because it was a cardboard cutout of Mike Lindell, inventor and spokesman for My Pillow.



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# PGT Trucking's 'Refer More, Make More' Bonus Program Pays Off For Jose Velazquez



Jose Velazquez was the winner of PGT Trucking's 2019 Refer More, Make More tiered bonus program. Jose was presented the keys to this brand new Ford Explorer!



Jose Velazquez (center) accepts the keys to his new Ford Explorer from Pat Gallagher, (pictured at the far right) PGT Trucking's CEO and Pittsburgh Region Manager Andrew Edward (pictured at the far left).

For the second year in a row PGT Trucking has awarded one lucky driver with a brand new vehicle for their driver referral and recruiting efforts.

PGT's Refer More, Make More tiered bonus program allows drivers to make more money with each driver they refer, entering them into monthly and year-end raffles along the way.

The 2019 grand prize winner was Lease Purchase Operator Jose Velazquez! Throughout the year, Jose referred drivers to PGT, and each hired driver earned him an entry into the year-end raffle.

Jose, who started as a company driver, joined PGT's Lease Purchase program in September 2019, and is based out of the Hopewell Terminal under Pittsburgh Region Manager Andrew Edwards. He is also part of PGT's HazMat Flatbed Division. Jose resides in Bowling Green, Ohio, with his family.

On January 15, Jose and his family were welcomed to the PGT corporate offices where he was presented the keys to his brand new Ford Explorer by CEO Pat Gallagher.

Congratulations, Jose! A true Proud Professional!

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## PA Turnpike Commission to Implement New Special Hauling Permit System For Overweight/Over-Dimensional Vehicles

On Dec. 18, 2019, the PA Turnpike Commission approved a new permit fee structure at cashless tolling points only across our system for overweight/over-dimensional vehicles. Beginning Jan. 5, these vehicles must apply for a Special Hauling Permit and pay a \$37 flat fee along with an additional 24 cent-per-ton-mile fee on all weight in excess of 80,000 pounds. Those cashless tolling locations are:

- \* Gateway Toll Plaza Milepost 2, I-76 (near Ohio line);
- \* Beaver Valley Expressway (PA Turnpike 376);
- \* Findlay Connector (PA Turnpike 576);
- \* Greensburg Bypass/AKH (PA Turnpike 66); and
- \* Delaware River Bridge Toll Plaza, Milepost 42.6, I-95 (near NJ line);
- \* Keyser Avenue and Clarks Summit Toll Plazas, Mileposts 122 and 131, (I-476 near Scranton).

Changes for Overweight/Over-dimensional customers at cashless tolling locations only include:

\* All customers applying for a Special Hauling Permit for Overweight/Over-dimensional vehicles must pay a new permit fee online using a credit card or ACH when the application is submitted. There will be no print function for approved

permits until payment is made.

\* All customers must print and carry a hard copy of the approved permit.

\* Tolls will be assessed electronically as customers travel the cashless tolling system. There is no need to stop to process permits or pay tolls at cashless tolling locations.

\* Tolls will be charged to your E-ZPass account; if you do not have E-ZPass, an invoice will be mailed to the registered owner of the vehicle through the PA Turnpike TOLL BY PLATE system.

\* All customers must apply for a permit within two weeks of the anticipated travel day.

While the permit fees for overweight and over-dimensional haulers at cashless tolling locations are new, the toll rates have been adjusted so that the overall trip costs are comparable to those of existing Class-9 toll rates.

The PA Turnpike's standard permit requirements — weight, width, length, height, etc. — remain in effect for these new Special Hauling Permit procedures at cashless tolling locations. Visit [https://www.paturnpike.com/commercial/permit\\_info.aspx](https://www.paturnpike.com/commercial/permit_info.aspx) to learn more. Or call 1-800-331-3414 (8:30 a.m. to 4:30 p.m., Monday to Friday).

## Carlisle Events Celebrates 47<sup>th</sup> Season With Its 2020 Schedule of Events

CARLISLE, PA —The 47th season of Carlisle Events commenced on January 17, 2020 and from the time the first guest or vendor walked through the door in Allentown, Pennsylvania until the lights are turned out in Sarasota, Florida in November, Carlisle Events and Carlisle Auctions has a little something for everyone.

2020's schedule started on January 17 with Auto Mania at the Agri-Plex building of the Allentown Fairgrounds in eastern Pennsylvania. Just over a month later, car lovers looking to enjoy Florida in February can follow the Carlisle team to Lakeland, Florida to join the snowbirds for Winter AutoFest. Held at the SUN n' FUN Expo Campus just off I-4, Winter AutoFest has evolved into a must-do event! Carlisle Auctions hosts its first auction of the year with a 400+ car offering, while car owners and supporters of the hobby enjoy showcases of the Corvette, Mustang and all things MOPAR. There's even a free cruise-in for all brands that either don't fit that criteria or if you simply want a more relaxed experience at the show. Of course what would a Carlisle backed weekend be without an automotive flea market, car corral and even a showcase of top of the line motor coaches? Save the date, because February 21-23, 2020 will be here fast!

About two months after Winter AutoFest wraps, the "home season" for Carlisle Events commences. Spring Carlisle (April 22-26) and Fall Carlisle (September 30-October 4) bookend the schedule with six

other major events jam-packed in between.

Every event in between Spring and Fall offers a parts shopping experience either within the automotive flea market or midway, but the type of cars or trucks shown at each epically vary. The first specialty show happens in May and it's the Carlisle Import & Performance Nationals, this year benefitting Driven to Cure. Running May 15-17, this show not only offers high octane activities like an exhaust contest, burnouts, drifting and autocross, it provides professional judging, a great car club atmosphere, special displays like 100 years of Mazda, 50 years of the Datsun/Nissan Z and dozens of classes; all while showcasing over 2,000 of the best rides from around the world.

The first full weekend of June (5-7) the Carlisle Ford Nationals presented by Meguiars celebrates its 25<sup>th</sup> anniversary and welcomes nearly 60,000 guests and over 3,000 cars to the National Parts Depot Showfield. Special guests are still TBA, but special displays are nearly finalized. To date, Ford weekend spotlights the Grabber 50<sup>th</sup> anniversary, 15<sup>th</sup> anniversary of the Ford GT, a Euro Ford garage with the 50<sup>th</sup> anniversary of the Capri and 35<sup>th</sup> anniversary of the Merkur, a Thunderbird reunion and a Starliner reunion. Ford weekend also offers a downtown Carlisle Ford parade and street party, Ford executives hosting product showcases and seminars, there's onsite installs and of course the FREE test drives

at the neighboring Carlisle Expo Center.

Just a few weeks later, the Carlisle Chevrolet Nationals (June 26-27) host around 1,000 rides that span the history of the brand. The National Parts Depot Showfield not only hosts all Chevy branded rides, but welcomes Buick, Pontiac, Oldsmobile, Cadillac and more! Displays for 2020 include 50 years of the Monte Carlo, Novas at Carlisle, the Solid Lifter Showroom, Featured Vehicle Display spotlighting GMs of the '70s within Building T, and much like Ford weekend, guests are still TBA.

Up next and spanning July 10-12, the grounds come to life again with the world's largest all Mopar themed weekend, the Carlisle Chrysler Nationals. This three-day event really launches the day before with a 200+ car cruise-in at the Carlisle Expo Center, then quickly transitions to a nearly 3,000 car event at the Carlisle PA Fairgrounds. Display highlights include 50 years of the following: Dodge Challenger, AAR & T/A, Plymouth Duster, Superbird and Pro Stock. Chrysler weekend also spotlights some of the best rides from 1970, while showcasing some of the best of the best within Building T's Featured Vehicle Display. Parts shopping is also a big deal every July at Carlisle with the largest all-Mopar themed automotive flea market in the world drawing shopping hopefuls from around the world. Burnouts, a club challenge and more help power this annual summer gathering of all things Mopar.

August offers the last full

month of summer as well as two of the hottest automotive events on the season schedule. The Carlisle Truck Nationals presented by A&A Auto Stores (August 7-9) is the most family-friendly event on the Carlisle Events schedule. With monster truck shows, cool custom vans, a family fun zone and trucks of all sizes, kids and adults alike will be wowed by real life versions of the toys they played with as kids. From the special displays in Buildings T and Y to the eclectic mix of trucks on the judged and non-judged showfields, there's shapes, sizes, styles and eras of trucks for as far as the eye can see.

The final specialty event of the year starts Thursday, August 27 and it's THE car show that put Carlisle Events on the map; Corvettes at Carlisle presented by Top Flight Automotive. Over the course of the event, Team Chevrolet members join over 60,000 guests and 5,000+ Corvettes to celebrate America's Sportscar. There are product walkarounds, a downtown Corvette parade and street party, special displays like ones focused on 1970 Corvettes, seminars, special guests and more. 2020 is also expected to showcase more 2020 Corvettes in one place than anywhere else outside of the factory. The 2020 Motor Trend Car of the Year stood front and center in 2019 and expectations are similar for August of 2020 as well.


More information is available at [www.CarlisleEvents.com](http://www.CarlisleEvents.com) or [www.CarlisleAuctions.com](http://www.CarlisleAuctions.com).

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# In Memoriam – Walter “Pat” Herring - 1947-2019



Pat Herring with his grandson Dierks (Little Eddie)

By Steve Pollock

Pat Herring died on December 19, 2019 at the age of 72, doing what he loved most, driving one of his red Marmon trucks.

He is survived by his wife of 47 years, Patricia and sons Patrick and Eddie Herring, daughter-in-law Heather and grandchildren Daisey (Little Daisey), Dierks (Little Eddie) and dog Maverick.

Pat was a lifelong resident of Somerset and a graduate of Somerset High School, class of 1965. In

1978, at the age of 31, Pat became a second generation owner of the J.E. Herring Motor Company, which is recognized by American Towman Magazine as one of the oldest towing companies in America.

Pat was an active member of the Pennsylvania Towing Association and Towing and Recovery Association of America (TRAA).

He was a legend in the towing industry and received many awards in his life, including the Medal of

Honor by American Towman Magazine and the National Tow Safety Award. In 2001 he was among the Wreck Masters Top 10 list and in 2007 was inducted into the Towing and Recovery Hall of Fame, the only occasion he was known to have worn a suit and tie. Pat was also voted Wreck Master of the Year in 2009.

He also played a key role in helping with the passing of Pennsylvania's, "Slow Down And Move Over Law" that helps protect police,

first responders and tow trucks as they respond to highway emergencies.

For those that knew him, Pat had a heart of gold, always helping those in need. The Herring fleet is known for its signature "red" color. Pat once said, "If it isn't red, it isn't a part of the Herring fleet." Pat's sons Patrick and Eddie continue to operate J.E. Herring Motor Company.

A motorcade of 250 tow trucks and semi-trucks escorted Pat to his final resting place, with his casket carried by the lead truck.

If there are snowstorms in heaven, you can be sure that Pat Herring will be the first to arrive to help those in need. Rest in peace, Pat.



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# Youngstown Kenworth Expands Service Department



Youngstown Kenworth is located in Hubbard, Ohio, off Exit 234 of I-80, the last Ohio exit before the Pennsylvania State Line.



A new 10 ton overhead crane is available for the big jobs.



Left to right: Service Manager Keith Giancola and Service Writer Brian Wood, who was a mechanic at Youngstown Kenworth for 28 years.

continued from page 1 for the technicians.

Currently Youngstown Kenworth employs 16 trained and certified technicians and plans to add three more in the near future. Youngstown Kenworth believes in keeping their technicians up-to-date with all of the latest technologies, investing six figures in technician training throughout 2019.

In addition to Service Manager Keith Giancola, Youngstown Kenworth now has three service writers to expedite processing repairs for customers and to provide faster triage service for owner-operators and fleets. Service Manager Keith Giancola has been involved in trucking his entire life. He worked as a mechanic for 5 years at a local trucking company, occasionally loading steel at Youngstown's Stop 5 at Republic Steel. Keith joined Youngstown Kenworth in 1985 as a mechanic. Garth Button, Service Manager at the time took Keith under his wing, helping Keith to develop his skills through the era of the mechanical engine to today's electronic engines.

Chuck Ross, a Service Writer who later became Service Manager at Youngstown Kenworth also provided support to Keith. Keith spent 32 years as a technician, helping many other mechanics along the way before becoming the Service Manager in 2018.

Keith stated, "Tom Mikes [the owner of Youngstown Kenworth] gave me a great opportunity to become Service Manager. He believed in my abilities as a mechanic, as well as my skills in working with people. I am pleased to be working for the second generation of the Mikes family; son Tom."

Youngstown Kenworth offers repairs for all makes of trucks, supported by their own well-stocked parts department and overflow parts warehouse. They have immediate parts availability for every make of truck and are members of Truckdown Fleet Services, featuring expedited parts delivery. The company offers light repairs, electrical, and electronic diagnostics as well as complete engine, transmission and rear end overhauls. They are an

authorized warranty and repair center for Kenworth Trucks, CAT, Cummins and Paccar engines as well as Eaton transmissions and rear ends. The company also operates their own body, detail and paint shop across from the dealership. Additionally, they offer full DPF cleaning and repair services. For customers who are too busy to bring their truck in for repairs, Youngstown Kenworth can provide pickup and delivery service for owner-operators and fleets located in a 60 mile radius of Hubbard, Ohio.

The parts and service department at Youngstown Kenworth is open Monday thru Friday from 7 am-Midnight and Saturday from 7 am-3 pm. They are conveniently located off I-80, exit 234 in Hubbard, Ohio, across the highway from Truck World. Currently Youngstown Kenworth has about 140 new Kenworths of all types in stock as well as a great inventory of quality used trucks. If they can be of service to you, call 800-321-2056. For additional information and truck inventories, visit [www.youngstownkenworth.com](http://www.youngstownkenworth.com).

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# Pacifico Reflections - A New Year's Mission

by: Mike McGough

His New Year's resolutions, like most everyone else's, were always well intended, and like most other folks, he began the year working to turn his resolution into a reality. However, and once again like most other folks, he soon lost interest in his resolution, and in time he forgot about it. He went on about his daily routine leaving it behind, only to revisit it again fifty weeks down the road.

Then there came the year that he wanted to change his usual pattern. He wanted to actually fulfill a resolution. He decided that the word resolution might be part of the problem. That word was a veritable cliché bantered about the last week of December and the first week or two of January each year. He also reasoned that most resolutions, even though well intended, are rather simplistic and lacking any real substance. They are often little more than a single statement such as, "I want to get myself in better shape." or "I want to improve my financial state of affairs." He decided that at least for him, such resolutions lack depth or breadth, and as a result they engender limited initial commitment that tends to fade quickly. He decided that for

this year, he was going to set a New Year's mission. The very word mission spoke of a focused purpose to him.

He gave several potential missions careful consideration before determining the one on which he would focus. This mission had been a resolution of his several years in the past, but heretofore he had made little progress turning it into a reality. In past years determining what he would resolve to do then sharing it with a few people was the sum of his previous efforts. That would not be the case this particular year. This year he was going to take time to put some proverbial meat on the bones of his plan for the coming year.

To give his mission meaning and provide some seriousness and range for it, he began working on some strategies. He reasoned that if his mission was focused on a big discernable goal, it would provide him with a broad view, say a 3,000-foot perspective of what he wanted to accomplish. Although good as an overview, such a broad perspective did not provide identifiable steps in a purposeful process or pieces of a workable master plan. For that he had to narrow his perspective a bit, say to a 300-foot view. To do that, he began building a

mission blueprint based on some specific strategies. Each strategy was focused on the achievement of the mission he had set for himself.

Then he asked himself a question. It was a tough question; one many people making resolutions fail to consider. "Okay, I know what my mission is, and I even know some of the major steps I can take to fulfill that mission. But how do I turn those strategies, those plans from a 300-foot perspective into techniques for making my strategies actionable and thus achieving the mission?"

After some careful consideration, he decided that he needed to go to the tactical level and build some very specific, 30-foot perspective techniques for specific actions aimed at mission focus and ultimate mission achievement. This step took more time and more thought. He could no longer deal in generalities. He needed to be specific and highly focused. If he was going to get to the mission-accomplished stage, simply knowing the mission and having some broad strategies was not going to be enough.

Carefully, he began planning a tactical approach. He considered all of the variables

such as resources available to him, time that could be devoted, his experience base, his current skill set, and potential sources of aid and assistance. When he was done, he had set a mission with a broad outlook. He had build in some mission-focused strategies, and he had made those strategies actionable with tactical plans that were specific, definable, and actionable. In short, he set a goal and made specific plans for achieving it. By year's end he still had work to do. He was not finished, but he was much closer than he had ever been before.

Whether you make a resolution or set a mission for the coming year, it's essential that you carefully consider and plan from closer than a 3,000-foot perspective. This year deliberate more thoughtfully, think more deeply, and plan more thoroughly. Give yourself the advantage of working from a plan that you can turn into actions, which will give you some discernable means of making progress toward your mission. Even if you can't say, "Mission accomplished!" at the end of this year, you may be closer than you've ever been before.

## 2020 Shell Rotella® SuperRigs® Calendar is Available to be Ordered



The 2020 Shell Rotella® SuperRigs® calendar is now available to be ordered [online](#). The calendar tells the story of 12 hardworking drivers who travelled to Trail's Travel Center in Albert Lea, Minn. to participate in the annual truck contest. Some highlights of the Rotella® SuperRigs® calendar which was photographed near Albert Lea include:

**MARCH** – Justin Durand from Rapid City, South Dakota followed in the footsteps of his father and great-grandfather and now brings his son Matthew on the road with him in his 2018 Peterbilt 389.

**JUNE** – Gary Jones Jr. and his wife Devery from Lawson, Mo. enjoy the opportunity to spend time together traveling across the country hauling over-size loads in their 1999 Peterbilt 379 called Excessive Behavior II.

**OCTOBER** – Theresa Desantis from Apache Junction, Ariz. won Best of Show at Shell Rotella SuperRigs with her 1985 Peterbilt 359 which is called The Witches Inn. Desantis and her driver husband began customizing the truck in 2009.

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**April 24-26, 2020 – 75 Chrome Truck Show** - 75 Chrome Shop, located off Exit 329 I-75; 419 E State Road 44 Wildwood, FL 34785. For more info, call 866-255-6206 or visit them on the web at [www.75chromeshop.com](#)

**June 4-7 – 17th Annual Wheel Jam Truck Show** - South Dakota State Fairgrounds, 431 18th St. SW, Huron, SD. For more info visit [www.wheeljamtruckshow.com](#)

**July 9-11, 2020 – 41st Annual Walcott Truckers Jamboree** – Iowa 80 Truckstop, I-80 Exit 284, Walcott, IA. Super Beauty Truck Show, Antique Truck Display, Trucker Olympics Games, Exhibits, Fireworks, Live Music and much more!! For more information go to [http://iowa80truckstop.com/trucker-jamboree/](#)

**July 17-18, 2020 – Gulf Coast Big Rig Truck Show** – Mississippi Gulf Coast Coliseum and Convention Center, 2350 Beach Blvd., Biloxi, MS. 39531. For more info call 985-630-9171 or email: [pattimccleney@gmail.com](mailto:pattimccleney@gmail.com)

**July 24-25, 2020 – Keystone Chapter ATCA Truck Show** - East Freedom, PA. Trucks, tractors and machinery welcome. Dash Plaques while supplies last. No Judging. Friday night dinner and ice cream convoy. Food and drinks on Saturday. For more info call 814-224-2084 or visit [www.keystonetrucks.org](#)

**August 7-9, 2020 – Carlisle Truck Nationals** – Carlisle, PA Big Rig Show and Shine. Monster Truck Shows, Vendor Midway and Truck Themed Swap Meet, Kids at Carlisle Activity Center. For more info call 717-243-7855 or visit [www.carlisleevents.com](#)

**August 29, 2020 – Bedford County Convoy of Diesel Dreams** – Bedford Fairgrounds, Bedford, PA. Truck Show and Convoy benefiting Make-A-Wish.

**September 24-26 - CSM'S Guilty By Association Truck Show (GBATS)** – 4 State Trucks, Joplin, MO. A cross between a truck show, a customer expo, and an open house, GBATS is jam-packed with much fun, good food and great friends! Come for this incredibly action-packed 2-day weekend event filled with big rig burnouts, storewide sales, bull riding, concerts, truck & tractor pull, world's largest convoy, shop tours, kids pedal pull, downtown Joplin street party + much more ..... bring the whole family for a weekend of trucking fun! For more information, go to: [http://www.chromeshopmafia.com/guilty-by-association-truck-show](#)

If you would like to list an upcoming show or event, send all the details including a telephone contact number to:  
 Movin' Out, P.O. Box 97, Slippery Rock, PA 16057 or fax us at 724-794-1314,  
**email: [movinout@zoominternet.net](mailto:movinout@zoominternet.net).**  
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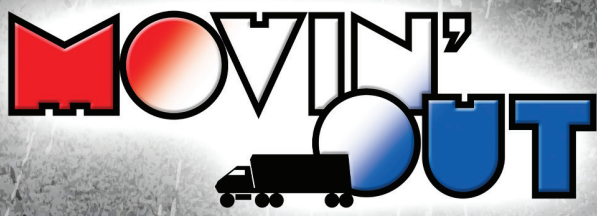
Don't miss the 2020 PKY Truck Beauty Championship! Held annually in Louisville, KY, at the Mid-America Trucking Show, the PKY event kicks off the show truck season with the most elite custom show trucks in North America all vying for the coveted "Best In Show" trophy.

The PKY event also features a night time light show, custom truck parade, and a awards ceremony featuring industry celebrities and special guests.

**The Mid-America Trucking Show**  
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Enter your truck today  
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# Working Show Truck Of The Month

Feeser Trucking - Owners: Helen & Delmar Feeser/ Driver: Bruce Folks



**By Robert Conrad**  
Taneytown, Maryland is the home of Feeser Trucking and one of the coolest dump trucks on the road today! Delmar (Sam) and Helen Feeser founded the company all the way back in 1970 and they are celebrating an incredible 50 years in business this year! Feeser Trucking has an impressive fleet of 19 trucks in 2020, along with 12 hired trucks working daily for them. This is quite a success story for Delmar & Helen, who started with a single 1956 Ford F-800

dump truck back in 1970, that actually broke down on the way home from the dealership! The pride & joy of the current Feeser fleet is the 2013 Peterbilt 389 tri-axle dump truck that is driven by Bruce Folks. Bruce has been with Feeser for 22 years and he's the dedicated driver of this dazzling dirt hauler. The name on the back of the truck is "She Only Smokes When She Drinks" but this truck is always smokin' hot with its deep green paint and polished dump body. Bruce takes a great deal of pride in keeping the truck show ready

all year round. The truck was purchased from Hunter Truck in Lancaster, PA as a glider kit and assembled by Matt Harman and Bob Brown. In fact, Feeser Trucking has built 16 glider trucks in 29 years, but this polished Peterbilt is the showpiece of the company! Power comes from a C15 CAT engine that's paired with an 18 speed transmission. There is plenty of bling on this dump thanks to a stainless drop visor, custom stainless rain guards by Pro-Fab, stainless battery box lids,

an 18" Texas square bumper, and a set of 6" x 108" Grand Rock straight exhaust stacks with flared tops. The truck shines bright at night thanks to the 115 LED lights that have been installed! A Shurlock tarp covers the 16 ft. J&J dump body that is so shiny that it looks like a mirror. Bruce credits Chuck Ollis and Kimmee Gebhart, from First Impression Polishing, for keeping the truck shining bright! There are also some incredible murals on the cab and hood which were done by

Chuck Gamber from the Jack of Arts Studio in Ellicott City, MD. Bruce enjoys representing the company at various truck shows and he wanted to send a special thanks out to his wife Stacy for all of her love & support, and her polishing help at the shows! He credits the entire Feeser family for giving him a job 22 years ago and making it possible to drive

this showstopper on a daily basis. Hard work does pay off, and Feeser Trucking is a prime example of what 50 years of just that. Movin' Out would like to salute Delmar & Helen Feeser and the entire Feeser Trucking family, including Bruce & Stacy Folks, for an incredible 50 years. Here's to another 50!



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