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“THE JOURNAL OF THE TRUCKING INDUSTRY”

21st Annual 75 Chrome Shop Truck Show



Old school beauty! Just one of the many super sharp looking trucks at the 21st Annual 75 Chrome Shop Truck Show held in April. Turn to pages 14 and 15 for more photos. - photo courtesy of 75 Chrome Shop -

Trux and Equipment, LLC – Why Lease When You Can Buy



Left to right: Matthew, Deborah and Kurt Fuetter of Trux and Equipment, LLC.

By Steve Pollock

SEVILLE, OH... “Everyone starts out with one truck. That is why we can’t in good conscience set up our customers with payments or interest rates that are too high. We want to help them succeed and grow if

they want to.” Stated Matthew Fuetter, Sales Professional at Trux and Equipment, LLC.

Trux and Equipment, LLC, located off I-76 Exit 2 in Seville, Ohio, one mile east of the junctions of I-76 and I-71, began business at its brand-new state

of the art facility in November of 2013. For close to twenty years, Kurt farmed and did flatbed work as an owner-operator in the off season. He then started wholesaling trucks, largely for export. When the continued on page 3

Be A Hero To Your Driver Today



Smith Transport President Todd Smith

By Steve Pollock

ROARING SPRING, PA... The new initiatives regarding drivers at Smith Transport have really been working, so much that Smith has a driver turnover rate that is about half the national average. This lower turnover rate has enabled Smith to grow their fleet by

adding additional drivers and trucks instead of having to replace drivers who have left. Smith Transport President Todd Smith states, “We are all in this together, so we try to create a great working environment for our drivers and staff employees. At Smith we have created a driver centric business culture.

We respect our drivers and try to accommodate their needs, and most importantly, listen to what they tell us about improving Smith, its operations and how we treat our drivers. All professional truck drivers have a difficult job. We meet quarterly with our Presidential continued on page 23

Tarpstop Expands into North Jackson, Ohio with Fourth Location



Tarpstop's newest location is just off I-76 at 11550 Mahoning Ave. in North Jackson, Ohio.

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Tarpstop, a Toledo-based tarpaulin & load covering company for the trucking industry, will be hosting a grand opening at the newest location in North Jackson, Ohio on May 23rd. This newest location is meant to make Tarpstop more accessible to their customers that have had to travel from the East Coast.

Toledo native and operator Trey Newlove will be managing and overseeing the new branch and all its going on. Having worked with the company for over 7 years since 2012, he has worked in almost every position and is uniquely qualified to grow the branch.

"I'm very excited to be apart of Tarpstop's newest branch. I was trained in every department in order to provide the

best customer service, the best quality and the best knowledge the industry has to offer. I plan on building a team with the same knowledge I was taught in order to service all of our customers' needs and wants. It's truly amazing to see how much our company has grown and I'm very thankful that I was given the opportunity to be apart of it." -- Trey Newlove

The grand opening will provide an impactful experience for all customers to see just how far Tarpstop has come and what the new location has to offer. The new location is setup with 11,000 square feet of floor space for customers to be serviced in every way possible. Hot dogs, burgers, chips, drinks and more will be served that day for all the customers stopping by.

Tarpstop opened its first Toledo based location in 2001 across the street from Levis Commons in Perrysburg, OH. Home of the Fastrak® sliding tarp system for flatbed trailers and now the Evolution! Tarpstop is a Midwest U.S.A. based manufacturer of flatbed tarps and systems. With four locations to serve you and a great selection of and tarpaulin and cargo control products we run through walls for our customers. The products we manufacture are designed for daily over-the-road use and will far outlast the imported products available elsewhere online. Visit one of our shops or give us a call at 877-999-8277 and find out for yourself!

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Trux and Equipment, LLC – Why Lease When You Can Buy



A great inventory of late model road tractors ready to be put to work are available at Trux and Equipment, LLC.

continued from page 1

family opened Trux in 2013, it was with the philosophy that they would “go above and beyond what most truck dealers and independent used truck sales companies do for their customers.” Little things – like meeting customers after normal business hours or on a weekend to accommodate their work/load schedule. And big things – like shopping finance companies to find their custom-

ers an affordable interest rate and payment schedule that will allow them to pay their truck off, yet have a reasonable take home pay each week.

It all starts with a good, mechanically sound truck. The Fuetters prefer to purchase late model trucks, a combination of Freightliners, Peterbilts, Kenworths and Volvos. Most are road tractors with sleepers, 2014s or newer, in the 400,000-600,000-mile range. Prices

range from \$30,000 to \$80,000 with some matched units available for owner-operators and small fleets. There is one thing, however, that Kurt is adamant about, the trucks must be in good, sound mechanical condition, Kurt states, “We don’t cover up problems with our trucks, we fix them!” While Trux has two full time mechanics on staff, the majority of repairs are done at local OEM truck dealers using genuine parts, right

down to brake shoes and drums so that the parts and repairs are warranted for the truck buyer. Each truck receives a 100-point inspection, test drive and has a new air, water and fuel filter installed as well as a fresh PM Service performed. All oil changes are done at Speedco, which also performs a DOT inspection. Each truck is inspected a minimum of 5 times before it goes on the sales lot of Truck and Equipment,

LLC. Every unit is eligible for a Premium 2000 warranty if the buyer so chooses.

Matthew Fuetter explains, “We sell financing. We have finance packages to fit everyone’s needs from first time buyers to the credit challenged, as well as experienced owner-operators and small fleet owners. We shop multiple finance sources for our customers to find them the best interest rates, down

payment and monthly payments that will allow them to succeed.” Interest rates range from 0%-15%, with an average of 8-10% for most customers. Down payments generally run 3-10% of the price of the truck and Trux and Equipment strives to keep the payments affordable. Best of all, Trux and Equipment helps their customers build credit for themselves and their company. Credit that will help maintain and grow their company in the years to come.

Matthew states, “My goal is to put together a finance package for our customers that will allow them to succeed. More often than not I can show them how it makes more sense financially to buy a truck from us than to lease purchase one from the company they are working for. We would like to sell them their next truck as well, or an additional truck when they decide to grow their fleet. I will take the time to help them analyze their financial situation and buy a truck that they can afford. Right now, we have a great selection of clean, well-maintained trucks that are ready to drive off our lot and go to work. See the ad below for just a few of these units.”

Any truck purchased in the month of June at Trux and Equipment, LLC will receive \$250 in free fuel with the coupon on the ad. To see their complete inventory of trucks, visit www.truxandequipment.com or call 330-721-8512 with any questions you may have concerning specs or financing options.



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 <p>2015 Kenworth T680 Cummins ISX, 450 HP, APU, 13-spd, 487,2848 miles \$67,500</p>	 <p>2015 Kenworth T680 (\$1,000 Rebate) Paccar MX 13 10-spd 450 HP 473,647 Miles Stock # 17831 \$59,500</p>	 <p>2016 Freightliner Cascadia Detroit DD15 450 HP 10-spd 510, 865 Miles Stock # 17898 \$63,750</p>	 <p>2015 Peterbilt 579 Paccar MX, 450 HP, 10-spd 442,582 Miles Stock # 17858 \$64,500</p>	 <p>2012 Freightliner Cascadia Cummins ISX15, 450 HP, Automatic 543,925 Miles Stock # 17882 \$39,500</p>	 <p>2015 Kenworth T680 Cummins ISX, 450 HP, 13-spd 427,984 Miles Stock # 17894 \$68,000</p>
 <p>2016 Freightliner Cascadia Detroit DD15, 450 HP, 10 Spd 491,030 miles Stock # 17899 \$64,750</p>	 <p>2016 Kenworth T680 Paccar MX 13, 450 HP, 10-spd 385,699 Miles Stock # 17861 \$67,250</p>	 <p>2014 Freightliner Cascadia Detroit DD15, 450 HP, 10-spd 695,576 Miles Stock # 17876 \$42,500</p>	 <p>2016 Kenworth T680 Paccar MX13, 450 HP, 10-spd 447,252 Miles Stock # 17860 \$65,000</p>	 <p>2015 Peterbilt 579 Paccar MX 13, 450 HP, 13-spd 614,815 Miles Stock # 17835 \$58,500</p>	 <p>2016 Volvo 670 I Shift 450 HP 455,000 Miles \$69,500</p>

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Off The Beaten Path



By Pam Pollock

I'm As Free As A Bird...

It's hard to believe but in a few short weeks, I will be celebrating the 40th anniversary of my graduation from high school. And trust me, I have been celebrating that graduation every day for the past 40 years.

Our senior class "theme" song was, ironically, "Freebird" by Lynyrd Skynyrd. That's exactly how I felt as I walked out of that \$*&^%@! school on my graduation day. "I am free as a bird now..."

I HATED my high school years. I came from the boonies - my elementary/middle school was surrounded by corn fields. When I turned 14 years old and entered ninth grade, we were bussed about 25 miles up the road to what I then considered a "big city". Looking back, Franklin was really just a small town but at the time, I thought everyone who lived there was super rich and uber sophisticated.

To say that I never fit in would be an understatement. I was this short, extremely underweight little nerd. I had no coordination. I didn't drink, smoke or do drugs. The only time that I dared to skip class was in my senior year and my English teacher caught me out in the hallway. I was such a book-loving, play-by-the-rules student that he just waved at me and kept on walking. I lived in fear for two days that I would be called to the principal's office and be suspended but nothing ever happened. I guess that teacher just thought it was about time that I did something every normal student did... go figure.

Don't get me wrong, I had friends and I still keep in touch with some of them and get together with them and reminisce over dinner. And I have reconnected with many others in the last few years on social media. I am still in contact with some of my teachers from my middle school years as well.

I attended two or three high school reunions since graduating. I noticed that the cliques were alive and well, after all of these years. Most of us little "Victory School" people were clustered in one section. I didn't remember most of the people and I am sure that they didn't remember me. At the last reunion I attended, which I believe was our 20th, a girl rushed back to our table to inform me - and everyone seated at our table - that another Victory girl was talking smack about me in the bathroom. "She said that you look just like Carol Brady from the Brady Bunch and that you were always our

English teacher's pet!" People gasped and swiveled their heads to gauge my reaction. I admit it - I was pretty mad. My cousin was sitting at the table and asked me, "Do you want me to go in there and kick her a\$\$?!" And my cousin could do that - heck, she did do that to a lot of people all through school and was definitely my protector. I pondered on my reply longer than I should have and then I said, "Guys! We are 38 years old! We're adults! No, you can't go in there and kick her a\$\$!" (But secretly, yeah, I wanted her to do exactly that!) "And yes, I was the English teacher's pet and yes my hairstyle is kind of like 1970s Carol Brady's..."

I was still stewing on the drive home and I angrily told my husband, "I am NEVER going to another *^!@#\$\$% high school reunion again!" Except, I did attend HIS 40th high school reunion three years. He went to a different school than I did, and I discovered that the Mean Girls at his school were like 75% worse than the ones at my school. In my old age I have decided to just speak my mind and I called the nasty people some really, really bad names and said what I thought of all of them. I was pretty embarrassed over my meltdown - but my husband and a couple of his friends thought it was the funniest and truest thing that they had ever heard.

So, will I be attending my 40th reunion? Nope, no way, no how. If I could go back in time, I would tell a couple of my high school teachers this:

"Mrs. Heckathorn, thanks for being a great teacher who worked with me to get me through math and science. You knew these were not my strong subjects, but you took the time and effort to explain everything to me and the other students."

"Miss Muse, I am so sorry that I tried to get out of typing class and when you refused, that I spend 8 weeks not doing any of my assignments and instead kept typing up your Last Will and Testament over and over. You gasped when you looked over my shoulder and read it, but you never said a word. And when I realized that my efforts to get out of your class were futile, I had to crank out 8 weeks of assignments in 1 week because failing a class was not an option for me. The irony is not lost on me that my career relies on being efficient in typing. Thank-you."

"Mrs. Jenkins, I sucked in your home-ec classes and told you that my future husband would not care if I had tunnels in my biscuits. I was right. And guess what, I still suck at anything cooking and he does 97% of the cooking."

To the principal, "I am still extremely bitter that I graduated high school with a 3.85 grade point average, but you refused to allow me in the Honor Society because one 9-week grading period I had an extra study hall. You were a jerk."

"If I leave here tomorrow would you still remember me?"

Guess what, I don't care if you do...

"Cause I'm as free as a bird now
And this bird you cannot change" ...

Smart Powered Ultracapacitor-based 24V uSTART available soon for Heavy Equipment



Oneonta, NY... - Ioxus, Inc., a leading developer and manufacturer of ultracapacitors and energy storage products, announced that the 24V uSTART[®] battery support system is now being offered as the heavy equipment industry's only drop-in replacement product that needs no special wiring. Using two group 31 batteries in series, with one 24V uSTART in parallel, users can replace their 4D battery in heavy equipment.

The ultracapacitor-based product is designed with smart power electronics to assist in starting engines up to 50L for large off-road equipment. Using the available Smartphone Bluetooth app, once the uSTART is connected to the batteries, users can look at the voltage of the batteries, the charge level of uSTART, initiate a jump start without connecting any wires, or put the unit into maintenance mode for safe removal or repairs.

The goal of the uSTART system is to provide the vehicle with a start, no matter the condition of the existing batteries or external temperature. If the batteries run too low due to accessory loads or aged Lead Acid batteries, the operator can use the Bluetooth app from the cab to enable jump-start mode, allowing the capacitor-based

system to collect energy from the batteries. The uSTART will provide the energy to get the vehicle's bus voltage up to 24V, then provide the power the crank the engine and start. This will eliminate costly jump-starts in remote locations, saving thousands of dollars over the life of the vehicle.

By helping to boost the battery's voltage during crank, the 24V uSTART provides unsurpassed starting reliability. This reliability in starting is displayed by increased life of the starter, as the starter will see a consistent delivery of power. Extending beyond the starter, the ECUs and other electronics will see a significant reduction in low-voltage occurrences, leading to longer component life.

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the best in the industry and affords us the ability to provide just about any service completed in-bay today at a remote location," said Skip McGary, TA Executive Vice President "The strength of our technicians is why the TechOn-SITE fleet has grown to over 200 units servicing idle trucks and trailers on remote lots to ensure they are road ready when the driver arrives."

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brakes, lighting, reefer PM, trailer maintenance and DPF cleaning services.

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The TA Truck Service network, a division of TravelCenters of America LLC, includes 244 truck service facilities, 1,090 repair bays, nearly 3,000 technicians with certifications in ASE and TIA, a fleet of more than 2,600 RoadSquad® and third-party provider service trucks and more than 200 TechOn-SITE™ mobile maintenance vehicles. TA Truck Service is an authorized Freightliner Trucks and Western Star Trucks warranty provider.

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High Performance Diesels with Bruce Mallinson

Old School Trucking: this article is about old trucks, old ways of driving, turbo boost gauges and pyrometers, torsional dampers and one new product, Mileage Max Fuel Catalysis.

Every day on the telephone I'm amazed at how many owner-operators do NOT know how many pounds of turbo boost their truck can develop, how many pounds of boost it takes to travel across the level highways at their cruising speed, and what happens when the engine is low on turbo boost. The turbo boost gauge is one

of the most important gauges in the instrument panel. If you don't drive with one eye on the turbo boost gauge you are NOT getting optimal fuel mileage. This is for trucks 2002 and older, most engines that develop 500 horsepower need 30 psi of boost to keep the exhaust gas temperature at a safe level, so you don't melt pistons if they are aluminum. If the engine has steel pistons, the excessive heat can take the tension out of the piston rings. Excessive exhaust heat will burn the cast iron exhaust manifold and the cast iron

turbine of the turbocharger. If you have a 500-horsepower engine and the turbo boost is decreasing a few pounds every day, there is a problem, don't keep driving the truck. Every pound of turbo boost lost will raise the exhaust gas temperature by 25 degrees. Recently we have had two owner operators driving their trucks with a loss of 10 psi of boost which raises the exhaust gas temperature 250 degrees, this is beyond the danger point. By driving this truck, you are decreasing the life of your engine.

Now here is another prob-

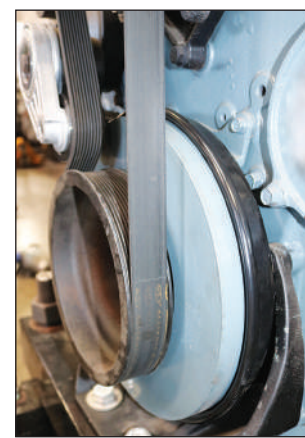


lem, many owner operators purchase used company trucks, which do not have a turbo boost gauge and exhaust gas temperature gauge (pyrometer). Fleet managers say their drivers are not smart enough to read the gauges and can't drive a 13 or 18 speed transmission. Now Mr. Owner Operator purchases these single stack trucks with a 10 speed and no gauges and goes to work. First compliant, no power and no fuel mileage. That's right, low power equates to poor fuel mileage. So, you call us on the phone or talk to us on the radio show and what is the first thing I ask you? How much turbo boost does the engine develop on a hard pull with your foot on the floor? And your answer is, "this is an ex-fleet truck and doesn't have those gauges."

Owner-operators, the turbo boost gauge is \$68.00, and you can install it in your driveway with simple hand tools. The exhaust gas temperature gauge works hand in hand with the boost gauge. If the boost is decreasing and the exhaust gas temperature is going up, there is a boost leak, turbo problem, clogged or wet air filter, or a crack in the charge air cooler. Now if the turbo boost is decreasing and the exhaust gas temperature is also decreasing, there is a fuel problem. It takes fuel to make turbo boost and exhaust heat. So, if the fuel delivery to the combustion chamber is decreasing, the exhaust gas temperature is also decreasing along with the turbo boost. When you, the driver and owner of this truck, give us these numbers we can help you to find the problem. The pyrometer kit is \$178.00, and if you have a drill with a 7/16th drill bit, you can install this gauge in your driveway.

Harmonic Balancers: there is no such item, it's called a Torsional Damper, and this is a wear item which means it

wears out like a tire and a shock absorber. In fact, it is a shock absorber for the crankshaft. Every time an injector fires and the piston is slammed to the bottom of the stroke, the large steel ring in the torsional damper moves slightly to absorb the shock and remove torsional



vibrations. This large steel ring rides on Teflon and is cushioned by very thick silicone. As the Teflon wears the silicon starts to harden at about 380,000. At 500,000 miles the silicone is hard, the large steel ring can no longer move to remove the torsional vibrations and shock from the piston coming to the bottom of the stroke. Did you know at 1400 RPM in one mile there are 700 injections of diesel fuel, and the large steel ring in the torsional damper has to absorb all 700 of the power strokes of the pistons? Every day on the phone I have to hear "My mechanic says we never change those; they don't wear out." Tell your mechanic to go on our website and look at the video pertaining to Torsional Dampers.

We've been getting a lot of questions about our new Max Mileage Fuel Borne Catalyst and so we'd like to address that here. A common question is if you have an older truck without a DPf, will you benefit from this product? The answer is yes. It

still makes for a better running engine with a more complete combustion, so you'll notice a smoother running engine and slightly better mileage. The Max Mileage will also save your engine from carbon buildup in the combustion chamber which reduces ring and liner life and in the exhaust manifold and turbo which will reduce performance. Another common question is, should you still get a Diesel Force engine cleaning done in addition to using Max Mileage? The answer to that is absolutely. The Diesel Force will give your engine a fresh start before using the Max Mileage to keep it clean. The Max Mileage burns off soot starting at 700 degrees F. Regen programs are designed to increase exhaust gas temperature as high as 1200 degrees to burn off the soot and carbon. So Max Mileage does a good job at keeping the hotter parts of the system clean. Diesel Force will clean all the other parts that don't get hot. So really, it's



necessary to do both if soot is a problem for you.

Please don't forget about the Safe-T-Plus steering stabilizer, yes, it's expensive at \$699.00 for the unit and installation kit. But it can be installed in your driveway. This unit will hold the truck straight down the highway, remove shock from the steering wheel, and give you more control if you drift off the highway. If you blow a front steering tire, all you need is one hand on the steering wheel to maintain complete control of the truck. If you have a car hauler, this item is a necessity due to the extra weight on the front axle. Give us a call if you have questions about the products here or would like to make an order.

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



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Understanding Oil Contaminants



by Tom Bock

Here are a few questions submitted this month that I thought may be of interest to our readers.

• My oil sample results were showing high fuel dilution that caused my viscosity to drop a grade. I added a viscosity stabilizer to bring the viscosity up to correct grade. Am I putting my engine at risk for failure?

While the viscosity stabilizer will bring the oil back up to the proper grade, you are just masking a fuel dilution issue that eventually will cause serious damage to the engine. Bear in mind that most oil analysis labs will not perform a Gas Chromatography test if the viscosity is within the parameters for your grade of oil. They will report a < 1% level based on the viscosity level without actually testing for fuel dilution. Therefore you would never know you have fuel dilution that is eroding the wear metal additive package in your oil that protects metal to metal wear. Gas Chromatography will report the actual level of fuel dilution in spite of the viscosity levels. I have seen fuel dilution at over 10% with a viscosity of 14.5 on a SAE15W40 oil

(12.2-16.2) that would not have detected a serious fuel contamination issue. I find it is always best to fix a problem rather than mask it to avoid engine failures.

• I brought my truck in for an overhead and the technician told me I needed a new camshaft. Why didn't the oil sample results let me know my cam shaft was bad?

The first question I asked was the camshaft bad due to wear or were there large pieces that had flaked off the camshaft? The second question was there a broken rocker arm or fractured cam follower that caused the damage? The third question was there signs of wear on all cam lobes or just one?

The answer I hear most often is that the camshaft had sections where pieces of metal were missing. This is caused by improper heat treating of camshaft that should harden the cam lobes to reduce wear and over time large pieces flake off. These pieces are large enough that if they end up in the oil pan they would be trapped by the oil pick-up tube screen or the primary filter. The oil would not show signs of contamination therefore would not be reported on an oil sample taken from a sampling valve or midstream flow of oil from drain pan. If a rocker arm or cam follower broke, the damage would have been immediate and most likely the truck would have been brought in for repair due

to loss of power or noise. The wear that was created by the metal to metal wear of cam lobe would show up on a sample but the damage would have already occurred. If all the cam lobes had signs of wear, then the oil sample should have had increased levels of Nickel, Iron and possibly lead which are the signs of impending camshaft failure. If one lobe has signs of wear, it is indicative of a manufacturing defect and could have worn at a rate that would not be high enough to forewarn of the failure.

• I have an increase in viscosity and oxidation coupled with a sizeable decrease in total base number (TBN). What could be causing this combination?

The answer is HEAT, the oil is overheating increasing the chemical reaction that adds oxides and acid formation, to oil and causes the base additives calcium, magnesium, phosphorous to lose potency. The added heat will cook the oil causing it to thicken and the viscosity will increase. The cause of the excess heat can be as simple as running with low oil levels, a defective oil cooler, or restricted flow in oil galleries or turbo charger. The low level of oil does not allow the oil to cool in oil pan before starting a new oil cycle through engine. A blocked oil cooler will not allow the oil to dissipate heat and restrictive flow keeps oil in engine longer increasing heat levels.

• My oil sample has high potassium but very little sodium that would indicate an anti-freeze contamination of my oil. Where could it be coming from?

Potassium is a major ingredient in preservative compounds that are used to protect engine parts from corroding while on the shelf. Usually when I see this I ask if any parts that come in contact with the oil have been replaced recently i.e. oil coolers, turbo chargers, oil pans, charge air coolers (potassium with aluminum) etc. If no parts have been replaced, then the contamination could be environmental or from an additive that was added to oil.

Stop by OPS-Oil Purification Booth 1012 at The Great American Truck Show August 22-24 in Dallas.

If you have any questions on oil sampling results or oil in general please send them to me at: tbock@horizoncp.biz and I will provide answers in this column.

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Burriss Logistics Acquires Trinity Logistics

Burriss Logistics, provider of end-to-end supply chain solutions, announced that it has acquired Trinity Logistics.

"We are pleased to welcome the team members, agents, customers and carriers of Trinity Logistics to the Burriss family," shared Donnie Burriss, President/CEO of Burriss Logistics. "As a \$3 billion-dollar organization with 1,700 Team Members, 16 locations throughout the United States and multiple Business Units in the transportation and supply chain industry, Burriss Logistics was poised to be the partner that would create more opportunities for the well-established Trinity Logistics. The strong Trinity brand will remain in place, and their successful team will continue to focus on providing high-quality logistics, with the additional resources of our transportation assets and supply chain solutions."

Trinity Logistics, with headquarters in Seaford, DE, is a leading Third Party Logistics (3PL) Provider, specializing in freight arrangement and supply chain solutions with annual revenues of \$550 million. Established in 1979 by the Banning family, Trinity Logistics has over 275 Team Members in five regional service center locations, 100 agent offices throughout North America and a network of more than 40,000 carriers arranging over 350,000 shipments each year. Known for a people-centric approach to logistics services, Team Trinity is celebrating 40 years of building relationships by offering creative logistics solutions.



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The Circuit Rider



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.

Faith Is Absolutely Essential

The fisherman must use the cork to make sure he knows when a fish strikes his hook, the cork is used for various and sundry reasons.

In the religious world and especially in Christianity, faith is the substance of things hoped for, it is the evidence of things not seen. To him that believeth, all things are possible.

Without faith, it is impossible to please God. Faith is like a cork in the water, it rises to the top every time. You may pull it under for a moment, but it will always come back to the top and that is the thing that keeps us moving.

Who is he that overcometh the world? Of course, it is he that believeth that Jesus Christ is the Son of God. You may put a Christian down, but you can't keep him down - he will always come back. You may silence him for a moment, but he will always come back with a stronger testimony. Persecution may arise and it may cost him, but he will reach the conclusion - we ought to serve God rather than man.

This world was not built by spineless men. It was built by men of courage who believed God would help them and that God would see them through and though the cards were stacked against them and the odds were against them, somehow, by their faith, they prevailed and went from victory unto victory.

Penske Truck Leasing Opens High-Speed Commercial Electric Truck Chargers in Southern California

READING, PA... Delivering on its commitment to develop electric vehicle charging infrastructure at its facilities, Penske Truck Leasing has opened commercial heavy-duty electric vehicle charging stations with 14 high-speed chargers at four of its existing facilities in Southern California. The company's near term plan includes adding at least six more chargers, bringing the total number to 20. Penske believes these are the first DC fast charging stations in the U.S. designed specifically for heavy-duty commercial electric vehicles.

Located throughout Southern California at Penske Truck Leasing's facilities in San Diego, Chino, Anaheim and La Mirada, these 14 chargers connect directly to a commercial truck's battery charging system, providing a DC fast charging option for commercial electric fleets. Utilizing 50 kW to 150 kW chargers, this charging infrastructure allows Penske to power an all-electric class 8 tractor from zero to 100% charge in less than half a shift.

Penske celebrated the announcement of its new electric vehicle commercial charging capabilities at its La Mirada facility during a livestream ribbon-cutting event in Long Beach, California. Visit <https://www.gopenske.com/> to learn more.



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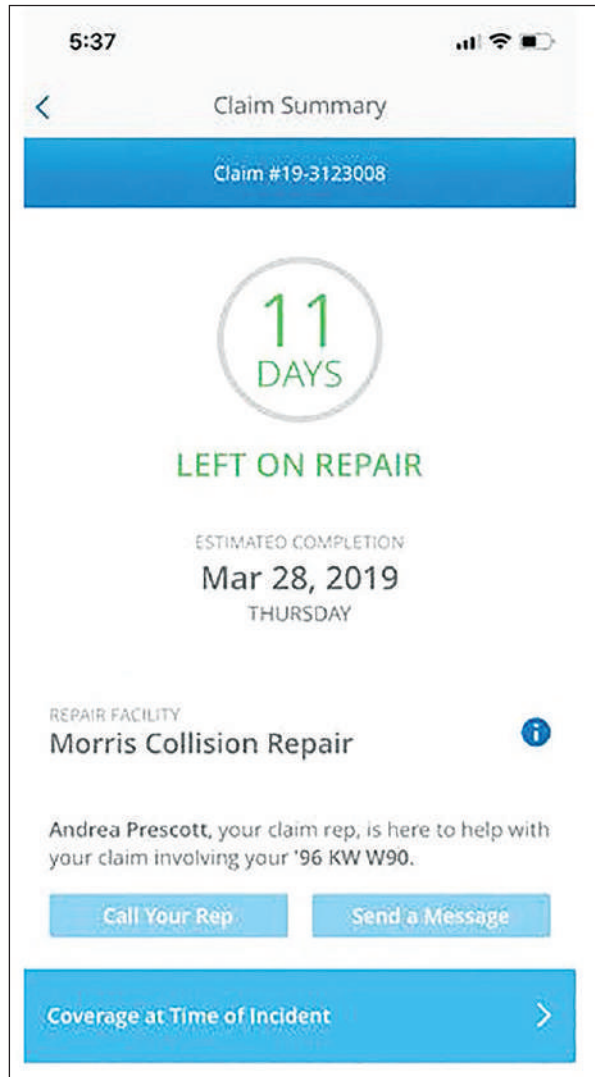
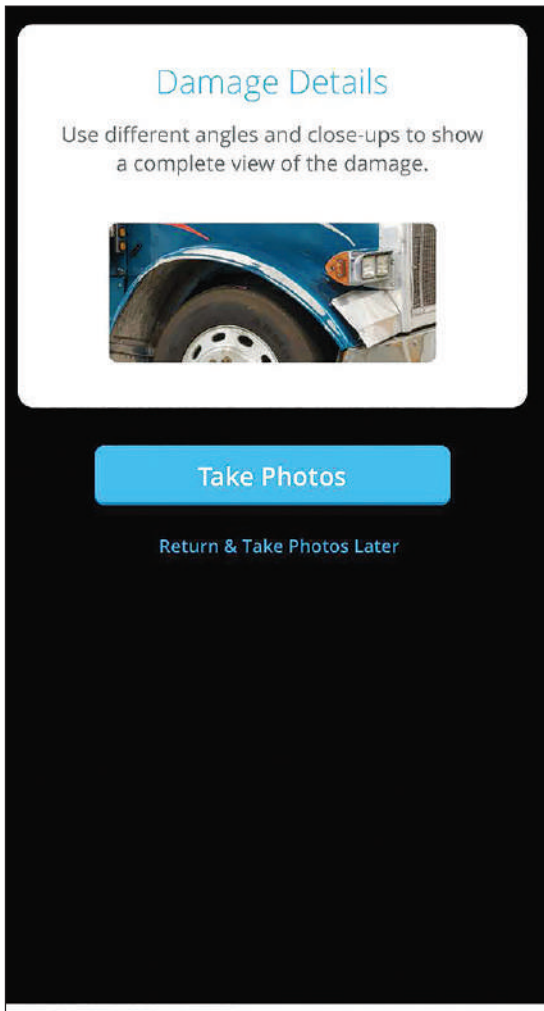
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Not only is Progressive the #1 truck insurer in the USA, they are also the #1 insurer for new ventures (owner-operators) and #1 in federal filings. Progressive Insurance is not zone rated.

Progressive has partnered with the St. Christopher Relief Fund, which benefits trucks who cannot pay for their medical bills. Progressive has launched a new website, www.truckerterritory.com, which is a lifestyle website for Professional Truck Drivers. There are tips for healthy eating, exercise and tips on managing your business. There are also free certificates for vaccinations redeemable at truckstops and pharmacies across the country. Progressive is also participating in St. Christopher’s “Rigs For Cigs” program to help drivers kick their smoking habit. As a direct benefit to the St. Christopher Fund, drivers and download a free song, “Ride With Me” and Progressive will donate \$1 for each download, up to \$5,000.

The nation’s #1 truck insurer understands truckers and trucking and wants to be sure that you are treated as #1.

In completing the final review of the electronic logging device (ELD) technical standard last month, the Canadian Trucking Alliance believes there are no roadblocks to finalizing the standard in the immediate term, says Geoff Wood, CTA’s Senior VP, Policy.

As with anything to do with ELDs, the devil is in the details, explains Wood. Since Transport Canada first proposed in December 2017 that the Canadian industry move forward with ELDs, there has been steady progress to align the Canadian technical standard for ELDs with specifications issued by the Federal Motor Carrier Safety Administration (FMCSA) in the U.S.

Over the past several months, CTA, working with technology firms within the Alliance membership that offer ELD products to the Canadian market, have met regularly to work with governments in expediting the completion of the technical standard, which will be an integral part of Transport Canada’s final rule expected to be published in the Canada Gazette II by this summer.

CTA’s involvement has allowed government policy makers the opportunity to meet tight timelines desired by the trucking industry and requested by the Council of Ministers Responsible for Transportation and Highway Safety. Specifically, the most recent work deals with third-party certification of ELD devices, which is essential for ensuring carriers across Canada are complying on an equal level playing field.

By Steve Pollock

Progressive, the nation’s #1 truck insurer, has introduced new products that save their customers time and money. Progressive’s new phone app allows customers to pay their premium, get instant proof of insurance and even file a claim. For minor collisions, you can

now take photos of the damage and have Progressive settle the claim while you deliver your load. With the company’s 24/7 service, your claim will be processed at lightning speed and you can choose when and where you would like to have the repairs done. If you choose one of Progressive’s 100 approved

repair centers, as a Progressive Insurance customer you will go to the front of the line for expedited repairs. You can also check the status of the repairs on the Progressive phone app. Another new feature from

Progressive is their “Smart Haul” program. Give Progressive permission to look at your driving habits and you will receive a 3% discount automatically. Safety conscious drivers can receive up to an

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Industry News Briefs

Truckers Oppose Efforts To Lower Age For CDL Holders

GRAIN VALLEY, MO... The Owner-Operator Independent Drivers Association, the largest national association representing professional and small-business truckers, opposes a proposal to launch a pilot program allowing drivers under 21 to participate in interstate commerce.

The Federal Motor Carrier Safety Administration is seeking comments for developing a program that would lower the CDL age restriction from 21 to 18.

The Association has opposed similar efforts and last year signed a coalition letter, opposing the "DRIVE Safe Act" and other bills, citing them as detrimental to highway safety.

"Rather than developing ways to allow more teenagers behind the wheel of commercial trucks, the federal government should be taking steps to reverse the incessantly high driver turnover rate, which remains above 90 percent among large truckload carriers," said Todd Spencer, president of OOIDA. "Efforts should focus on improving the industry instead of trying to hire more cheap labor."

OOIDA contends that younger drivers—especially teenagers—generally lack the maturity and experience to operate a CMV at the safest levels. Research has consistently shown that CMV drivers under 21 are more likely to be involved in crashes.

"Launching this pilot program would go against FMCSA's goal of improving highway safety," continued Spencer. "The agency should not be used as a tool for large motor carriers to expand their driver pool instead of fixing the problems that have led to their extremely high turnover rates."

"If highway safety is the priority, the age should go up, not down. Instead of efforts to entice the least experienced, the focus should be hiring and retaining the most experienced drivers, not expanding the funnel of driver churn."

The Owner-Operator Independent Drivers Association is the largest national trade association representing the interests of small-business trucking professionals and professional truck drivers. The Association currently has more than 160,000 members nationwide. OOIDA was established in 1973 and is headquartered in the greater Kansas City, Mo. area.

ATA Welcomes Proposal for New Pilot Program for Non-Military Younger Drivers

Arlington, VA... The American Trucking Associations applauded the Federal Motor Carrier Safety Administration for taking a first step toward a new pilot program to allow non-military commercial drivers under the age of 21 to operate in interstate commerce.

"ATA supports FMCSA's efforts to expand on its current work examining younger commercial drivers," said ATA President and CEO Chris Spear. "Right now, 18-, 19-, and 20-year-old drivers are driving trucks in the United States. What these pilot programs will do is set out a path for these drivers to fully participate in our industry by allowing them to drive interstate."

In a Federal Register Notice, FMCSA announced it was seeking comments on what "training, qualifications, driving limitations, and vehicle safety systems that FMCSA should consider in developing options or approaches for a second pilot program for younger drivers."

This would become FMCSA's second younger driver pilot program, following a program announced last July to allow younger veterans to drive in interstate commerce.

"Allowing younger drivers, who are already moving goods intrastate, to drive interstate is a common sense step that has support not just from the trucking industry, but from a broad coalition," Spear said. "Between FMCSA's proposed pilot project and the bipartisan support for the Drive SAFE Act in Congress, we hope we will soon create a path for more young people to fully participate in our industry."

ATA Urges President Trump, Democratic Leaders to Continue Infrastructure Push

Arlington, VA... American Trucking Associations President and CEO Chris Spear said the trucking industry is optimistic after today's meeting between President Trump and Democratic congressional leaders, with all parties agreeing on the need for a well-funded infrastructure bill.

"Americans are literally wasting billions of dollars and millions of hours stuck in traffic because there has not been the necessary investment and maintenance of our nation's roads and bridges," Spear said. "We are encouraged to hear President Trump, Speaker Pelosi, Leader Schumer and other key Congressional Democrats are in agreement on a 'big, bold' vision to invest as much as \$2 trillion on our deteriorating infrastructure."

"The trucking industry is intimately familiar with the issues our nation faces due to deteriorating roads and bridges," he said, "and we have a tool that can generate \$340 billion over the next 10 years to fix our bridges and fill potholes across the country. The fuel tax is the one funding tool in the toolbox that pays for itself by users. It is the most effective, efficient and yes, conservative, way of generating the amount of money we need to do the job."

ATA has proposed a five-cent increase in the fuel user fee over four years as part of the Build America Fund, a total twenty-cent increase that would generate \$340 billion in funds for immediate investment in the nation's roads and bridges.

ATA was also one of dozens of business and labor groups to send a letter to the president and congressional Democrats urging them take real, bipartisan action on infrastructure.

"Defining the scope of the problem and outlining a vision to address it is an excellent start, but action is what is needed next," Spear said. "When these leaders reconvene in three weeks, we call on President Trump and Congress to demonstrate the kind of courage that Presidents Reagan and Clinton once did and advance an infrastructure bill with real increases in revenue—the kind of immediate funding that can only come from increasing the fuel tax."

For more on ATA's infrastructure proposal, visit www.roadtoabetterfuture.com.

Trucking Cheers U.S. Agreement with Mexico, Canada to Lift Tariffs

Arlington, VA... American Trucking Associations President and CEO Chris Spear issued this statement on Friday, May 17th following news that the Trump Administration had reached an agreement with Canada and Mexico to remove the Section 232 tariffs for steel and aluminum imports from those countries, and for the removal of all retaliatory tariffs imposed on American goods by those countries:

"Trucking and trade are synonymous, and this decision by President Trump is a huge step toward achieving a vital national priority—ratification of the United States-Mexico-Canada Agreement. The more than seven million Americans in the trucking industry cheer this decision and will work hard to see ratification of this critically-needed modernization of trade policies with our neighbors to the North and South."

CVSA's Operation Safe Driver Week Set for July 14-20 with a Focus on Speeding

Greenbelt, MD... Drivers' actions contributed to a staggering 94 percent of all traffic crashes, according to the National Highway Traffic Safety Administration's (NHTSA) 2015 Traffic Safety Facts report.

In response to this issue, law enforcement personnel will be on the lookout for commercial motor vehicle drivers and passenger vehicle drivers engaging in dangerous driver behaviors July 14-20 as part of the Commercial Vehicle Safety Alliance's (CVSA) Operation Safe Driver Week. Drivers engaged in unsafe driving behaviors will be pulled over by law enforcement and may be issued a warning and/or citation.

- In 2017, speeding was a contributing factor in 26 percent of all traffic fatalities, according to NHTSA. That's 9,717 lives lost due to speeding.

- During last year's Operation Safe Driver Week, 16,909 passenger vehicle drivers and 1,908 commercial motor vehicle drivers were issued citations for speeding. In addition, 17 commercial motor vehicle drivers and 714 passenger vehicle drivers were cited for driving too fast for the conditions.

For these reasons, CVSA selected speeding as the emphasis area for this year's Operation Safe Driver Week and law enforcement jurisdictions throughout North America will be endorsing, promoting and supporting the following message: Late won't kill you, speeding will.

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Something I've Learned During My First Year Of Fatherhood



Years ago, I'd think about what it was going to be like to be a dad one day. I figured it was all about setting an example and passing on as much knowledge and experience as I could. I would share my perspective of the world and teach my children the magic of science and engineering. What I didn't expect though was that my little girl would be the one teaching me.

I've been a father for just over a year now and I've grown a new appreciation for just how extraordinary humans can be. My little girl's name is Amelia and she only knows a few words so I can't just explain how things work to her. I try to show her but ultimately, she learns about the world through her own two hands and she prefers it that way. If I hold the handlebar of her ATV and steer it around the yard, she gets uninterested but if I step back and let her push all the buttons on the handlebars then I get to see her discover how it works. A human's ability to self-teach



She took to my backhoe's controls faster than I did.

is exceptionally powerful. It's a miracle just how fast a young human brain can learn.

The ability to self-teach is what separates Artificial Intelligence from just ordinary computer programming. I've got an old friend who's a software engineer that has a daughter that's two months older than mine. I asked him if Artificial Intelligence could ever learn like a human baby can. Hell no! The amount of raw data coming into the human brain is far

greater than any computer could process. Even in 2019, computers are still just groups of high-speed transistors turning on and off, storing and transferring Ones and Zeros. We both agree that we won't see machines that can learn like our daughters do, not in our lifetimes anyway.

Could fully autonomous vehicles take all our transportation jobs? No. Not going to happen. Artificial Intelligence might be useful when the job consists



Amelia's 1st driving lesson.

Water Temperature	201	°F	201	201
Fuel Temperature	91			
Torque Limiting Factor	100			
Mechanical				
Engine Speed	1200			
Vehicle Speed	46			
Idle Engine Speed	675			
Engine Cool Set Speed	47			
Output Torque	1466			
Inst. Fuel Economy	3.1			
Accelerator Pedal Pos	100			
Blower Bypass Valve Pos	No Data			
Torque Limiting Factor	100			
Percent Engine Load	100			
Engine Brake	0%			
Pulse Width	26.8			
Knock Volts	0.0			
Injector Pump Usage	13.9			
Battery Potential	14.8			
Fuel Rate	675			
VSS Set Speed	No Data			
IDT	0.0			
Engine Brake Percent	0			
Speed Limit Adjustment	No Data			
Throttle Plate	651			
VSS Counts	777			

This program is running at 100 percent load and is only making 1466 ft.-lbs. of torque.

of crunching numbers to play a game of chess, but a machine isn't ever going to do a complex task like driving a truck on a public

road as good as an experienced human.

Now on to some diesel talk:

I got a call from an own-

er operator who got his 500hp 2001 12.7 BK60 programmed to 625hp and 2050ftlbs and now it runs like crap. I figured someone loaded a 625hp program in it and didn't realize it was 14-liter program.

As it turned out the owner would have been better off if the programmer just renamed the owner's original 500hp program a 625hp program but instead he changed a few things he shouldn't have and now the program barely makes 400 horsepower. Things like this happen when ECM programs aren't tested after they're downloaded. In the photo you can see at 1200 rpm the DDEC is broadcasting its torque output as 1466ftlbs. You can also see percent load and percent throttle are both 100 percent. The program's engine configuration data tab has peak torque at 2050ftlbs @ 1200rpm. This is an easy way to spot a program that's been botched or not changed at all.

Written by Fernando DeMoura, Diesel Control Service. Phone 412-327-9400. Website: www.diesel-controlservice.com

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Wilson Electronics Announces Most Powerful Vehicular Cellular Signal Booster on the Market - The Drive Reach



ST. GEORGE, UT... Wilson Electronics, the industry leader in cellular boosting technology, has announced the launch of the weBoost Drive Reach, a powerful in-vehicle cellular signal booster designed to provide solid cellular connectivity in cars, trucks and RVs. Compatible with all mobile phones and wireless carriers in North America, it allows users to enjoy strong call quality, fewer dead zones and faster data upload/download speeds while on the road.

The Drive Reach boasts uplink output power capabilities

of 29.5 dBm and 50 dB gain—the maximum allowable gain under Federal Communications Commission (FCC) standards—allowing it to boost signal strength from locations over two times further away from cell signal towers than previous models. This provides users with the strongest connection and fastest data rate available in the mobile amplifier market.

“Whether you’re traveling for work or play, a strong cellular signal is crucial for both productivity and safety reasons,” said Wilson Electronics’ CEO Bruce Lancaster. “Thanks to the

Drive Reach’s upgraded uplink capabilities, users will see a huge improvement in cellular connectivity and speed across all wireless carriers, providing peace of mind wherever the road takes you.”

The Drive Reach also shines in its ease of installation. Its

versatile mounting plate allows users to install the booster in whatever way is most convenient for them. The typical everyday user can use velcro strips to sturdily attach the booster to the carpeting of the vehicle. More advanced installers can more permanently

fasten the booster to a vehicle’s side walls. Once the booster is secured, weBoost’s innovative SMB connectors provide tactile confirmation that the antenna and booster have been successfully connected.

The Drive Reach has all components needed for installation, including:

- Powerful cellular amplifier
- Mini magnetic antenna
- Versatile mounting plate
- SMB connectors
- Power supply, including an extra port with rapid charging capabilities

How it works: The powerful exterior antenna reaches out to cell phone towers to receive a signal. The antenna then transmits this signal to the booster. The booster receives this outside signal and amplifies each of the supported frequency bands throughout the vehicle using a series of sophisticated low noise amplifiers and filters.

Priced at \$499.99 and certified by the FCC, the weBoost Drive Reach is available for purchase now online at weBoost.com

or through authorized resellers. All boosters have a two-year warranty.

For more information, please visit www.weboost.com or follow weBoost using @weBoost on Facebook, Twitter and Instagram.

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DIDJA KNOW - XM OR TRANSISTER RADIO?



by Roger Clark

Everyone has an earliest memory of childhood. Mine was curling up in front of the family's floor-model Philco radio. A few years later the coolest accessory I could attach to the handlebars of my Schwinn Flyer bicycle was a transistor radio.

I went everywhere with that thing, listening to the on-air wars between WDCY and KDWB, two of the most popular radio stations in the Twin Cities of Minnesota. It was the era of DJ's like Diamond Jim Dandy, True Don Bleu, Johnny Canton, and Bill Diehl, bringing to life the music of Bobby Darin, Chubby Checker, Elvis Presley and Connie Francis. Using contests, concerts, promotions and corporate espionage, they stayed on top of the Arbitron ratings—and my handlebars—throughout the sixties.

Just a decade later, I would buy my first new car, captivated by the built-in 8-track player. Truly I was walking in high cotton, knowing it could never be better than that.

Then suddenly I was separated from my wife and learned why divorce is so expensive. It's worth it! But I digress...

Some years later, I took my turn at the radio microphone. Listeners frequently shared their appreciation. Staff and management often did not.

I had a News Director once who didn't like commercials. She didn't understand why they were there in the first place. I never understood how she got there in the first place.

My talk show co-host was, in every sense of the word, an enigma. Shrewd enough to sell half the revenue for a 4-station group, what he loved to do most was talk radio. What he did worst of all was talk radio.

So, I went back to what I knew, and that's trucking, then subscribed to XM Radio, which I'd never done. It included genre-specific and commercial-free music. And talk. And news. And sports. I couldn't lose.

I lost. It's been interesting, instructive, educational, and entertaining. I could describe this two-year experiment in one word: Argh.....

The 50's rock & roll station has about 50 songs on its total playlist. The 60's channel has many records no one ever heard of. Over on Willie's Roadhouse channel, named of course for Willie Nelson, they play all Waylon, all the time.

NASCAR channel 90 is a great place for races, featuring the very best trackside announcers in the business,

and they all host talk shows during the week with outdoor voices in soundproof studios.

Up on the Road Dog Channel 146, many of their announcers have no broadcasting or trucking experience. It brings to the airwaves an eclectic display of verbal meandering, dead air, loud breathing, and stuttered presentations.

Since those carefree days of the 1960's, I've witnessed amazing changes in radio. From reel-to-reel tape recorders and cart machines, to satellite dishes and voice-tracking, radio programming has always been on the cutting edge of broadcast technology. But maybe not all of it for the better.

Along with directional microphones and 45 RPM records, dead air disappeared almost overnight. But so, did personality. Programmers rely on split-second overlaps, complicated formulas, and Peterbilt stereotypes that turn themselves on and off. If I ever figure out how that improved my workday, you'll be the first to know!

I Don't know whatever happened to my little transistor radio or the bike it was taped to, but all I have to do is close my eyes to hear it just fine. Radio is indeed a theater of the mind, and I'll be completely honest. Of all the things I've lost, I miss my mind the most.

You can reach Roger at rog-clark437@gmail.com

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21st Annual 75 Chrome Shop Truck Show



Pictured at the left: Gary Jones/SPB Trucking, LLC won the People's Choice Trophy at the 2019 75 Chrome Shop Truck Show. Pictured below: Bill Rethwisch/Rethwisch Transport, LLC won the 2019 Prime Shine Award.

- All photos courtesy of 75 Chrome Shop -

75 Chrome Shop 2020 Calendar

The following trucks at the 21st Annual 75 Chrome Shop Truck Show were selected to appear in the 2020 75 Chrome Show Calendar:

1. Chad & Lisa Berry, Berry Trucking, 1995 Kenworth W900
2. Jarod & Sherry Hamel, Wayne Hamel Waste Haulers, 1979 Kenworth W900a & 2017 55 ton Globe trailer
3. Robert Robinson, CDT USA, Inc., 2014 Kenworth T660
4. Nate Mason, Capital City Chrome, 1987 Peterbilt 359
5. Bill Rethwisch, Rethwisch Transport LLC, 2019 Peterbilt 389
6. David & Connie McKinney, McKinney & Sons Transfer, 2016 Peterbilt 389
7. Gary & Dalton Tharp, Dixie Grove Farms, 1984 Peterbilt 362 & 1980 Wilson trailer
8. Robert Hallahan, Hallahan Transport, 2019 Kenworth W900L
9. Chris VanSchaick, Coal Bucket Express, 2019 Kenworth W900L & 2018 MAC end dump trailer
10. Jeremy Williams 2005 Kenworth W900 & Justin Williams 1997 Peterbilt 379, Phillip Williams and Sons
11. Aaron Kimball, Lemke Line Haul, 2009 Kenworth W900
12. Garrin Dunn, GRD Ag Services, 1992 Freightliner Classic
13. Ryan & Cindy Wichtner, 1982 Marmon 110P



2019 75 CHROME Show Truck Show



All Photos Courtesy of 75 Chrome Shop

For more photos visit our truck show gallery @ www.movinout.com



- Devin Busche - Owner of Busche Farms FT. Wayne IN.

"I like the light weight of my Extreme Trailer. I can haul 48,000 #s with a Conastoga Kit, it is about 1,800 #s lighter than my last Trailer. My XP65 is spec'd heavy with 3 coil packs and 2 tool boxes. It doesn't jar me when I hit a bump while fully loaded. With the Extreme Being 8" lower I can just about load a 9' piece of machinery. There are a lot of extras you can get standard with an Extreme Trailer, that are optional on other trailers. It is the Cadillac of trailers." I am having a second one built that is 3" lower than this trailer I own.

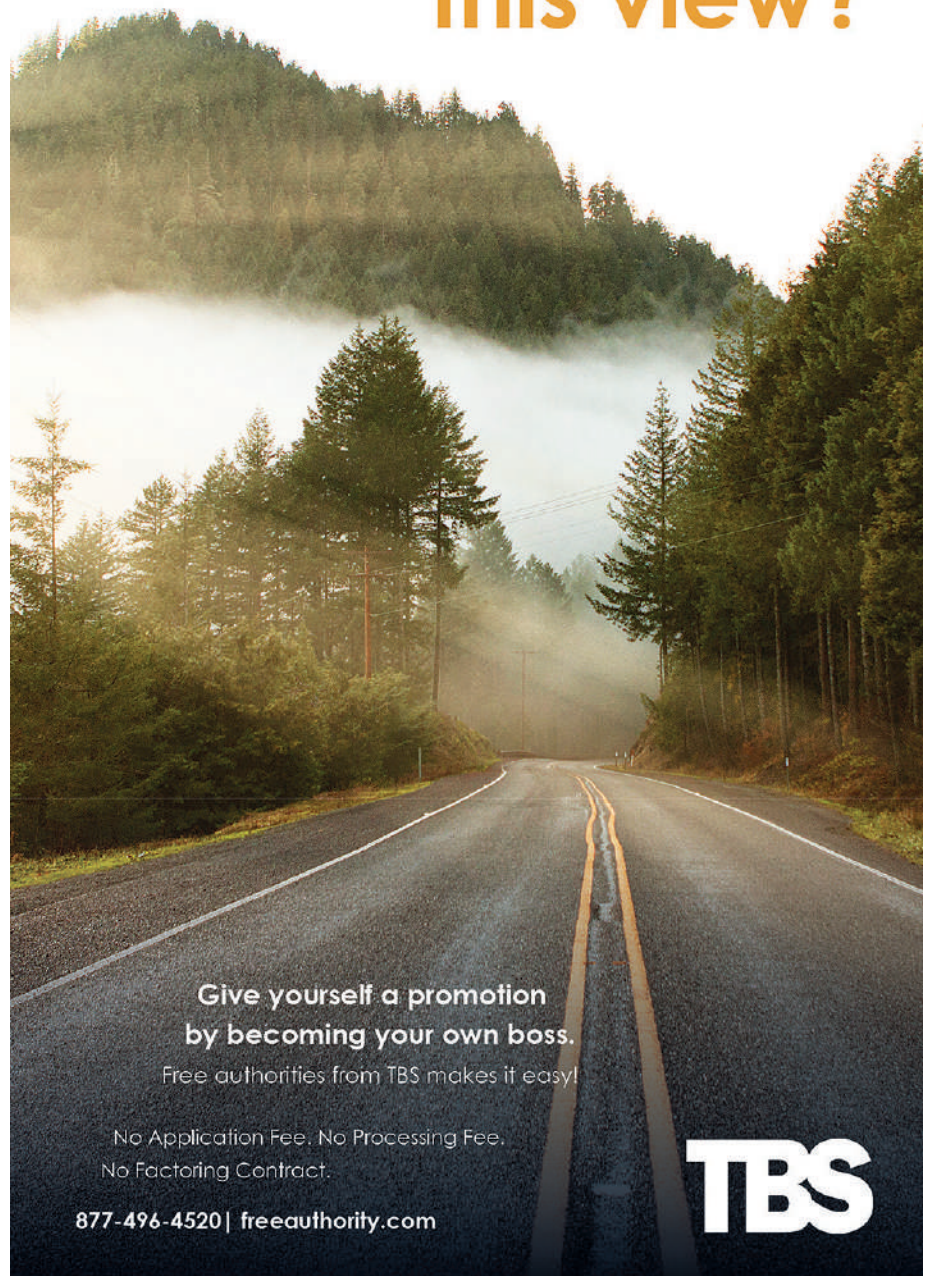


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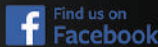
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Dyno set up

Better Diesel™ FBC launched one year ago in April of 2018. Since then the feedback from our customers has been uniformly positive. Better Diesel FBC increases the thermal efficiency of ANY diesel engine by improving fuel combustion directly. This results in better engine performance, meaning, more engine hp and/or miles driven for the same amount of fuel burned. So, you can either save on your fuel expense or haul a heavier

load at the same speed or get there faster – the choice is yours depending on how you drive, how your engine ECM is tuned, and the gear ratio of your truck. Additionally, the catalyst will lower the “burn-off” temperature of accumulated soot and carbon in the engine and exhaust system by approximately 250 degrees F. The fuel catalyst assists in helping your DPF system regenerate faster and can extend the regen interval by hundreds of miles. This means less fuel burned, less DEF consumed, less thermal stress on the exhaust-side components. Best of all, soot and carbon deposits will burn off at normal EGT (exhaust gas temperatures) as you drive, resulting in a cleaning effect of the EGR, EGR cooler, sensors, DPF, and exhaust turbo charger. These components work better and last far longer without soot build-up – the result is far fewer trips to the shop and less lost revenue from down time and repairs. We estimate this to be in the range of \$8,000 - \$15,000 per year per truck with emissions after-treatment, 2007 or newer.

Now we have fuel economy results from a controlled, rolling dyno test of a Cummins ISX 550 hp engine. We are pleased to share the good news. Here are the results:

Engine Test Condition	Total Amount of Fuel Consumed ¹		% IMPROVEMENT
	Before - without FBC	Retest - with FBC	
30% engine load, 1400 rpm	1.161 gallons (Average of 3 runs)	1.024 gallons (Average of 2 runs)	12%
60% engine load, 1400 rpm	2.375 gallons (Average of 3 runs)	2.035 gallons (Average of 3 runs)	14%

Fuel measurement based on total carbon emissions using 40 CFR Part 1065 compliant test method as performed by PEMS.

The test engine: This engine is a 2016 Cummins ISX CM2350 rated at 550 hp mounted in a Kenworth W900 “SuperCab”. The engine had 272,476 miles on the odometer when the fuel treatment period began in April 2018. The test concluded at the end of July with an odometer reading of 308,218 miles. The ECM program was “stock” as received from the engine dealer.

The engine test facility: Pittsburgh Power performed the engine test for fuel economy using their Taylor rolling dynamometer. This rolling dyno uses a water brake to control the engine at a fixed rpm and percent load (torque). We then measured the exhaust stack emissions using a PEMS (Portable Emissions Measurement System) manufactured by Sensors Inc. These emissions measurements were converted to fuel consumption estimates using EPA compliant methods for certifying engine fuel consumption (40 CFR Part 1065). This eliminates any influence of extrinsic variables on fuel economy such as wind and rolling resistance, driving style, and terrain.

After the baseline testing was complete, the same engine began use of diesel treated with Better Diesel FBC (fuel borne catalyst). As is typical, the driver noted smoother, quieter engine operation and better pulling power. His manually logged baseline MPG was 5.2. The driver noted that the MPG gradually increased over the first month of the evaluation period. The driver-logged MPG from beginning to end of the 3-month test period was 5.85 MPG. This represents an increase of 13% which included the initial clean-up and conditioning time. The driver-logged MPG for the last 2 months of the test period was 5.94, an increase of 14%. These results are consistent with the rolling dynamometer results obtained under stringently controlled engine operating conditions of rpm and load.

“Return to Baseline” test and repeat: As a check on the driver reported MPG evaluation, we ran a repeat test in which the truck was driven with untreated fuel for ~30,000 miles. This “return to baseline” evaluation began in the fall of 2018 with use of “winter” fuel and lasted for approximately two months. Treatment of the fuel with Better Diesel FBC resumed on Jan. 24, 2019, again using winter fuel, and ended on Mar. 14, 2019. Recorded numbers from the truck owner’s manual

fuel log were 2,568 gallons of diesel burned over 14,289 miles driven since he resumed use of treated fuel. These numbers yield an estimated fuel economy of 5.5 MPG, significantly higher than the baseline estimate of 4.9 MPG achieved over the previous two-month period. The increase in driver reported

fuel economy for this second evaluation was 13%, consistent with previous results obtained with the rolling dynamometer (controlled conditions) and the MPG calculated manually by the owner of the engine from his fuel log.

Do the Math: if you spend \$120 per month on the fuel

catalyst, you can see that it pays you. If you get an increase in fuel economy of only 2.5 %, then the cost of the fuel catalyst is covered*.

*this example assumes 10,000 miles driven per month at 6 MPG and a fuel expense of \$3.00 per gallon.

For further inquiries please

contact:

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Carlisle, PA... A staple of the Carlisle Truck Nationals, is monster truck action! Annually, a pair of trucks, plus some additional thrill-based action comes to the Carlisle PA Fairgrounds and offers guests edge of their seat excitement. Those trucks and whatever is accompanying them, join forces with the Virginia Giant ride truck to give Truck Nationals guests the thrill of a lifetime. In 2019, the fun includes Over Bored, Miss Over Bored and Transaurus.

The show itself starts early on Friday, August 2, with Monster truck shows taking place Friday, twice Saturday and once more Sunday. Hosted by Diehl Wilson, owner of the on-site Virginia Giant ride truck, Over Bored and Miss Over Bored will square off to the delight of enthusiasts of all ages.

Additional fun features include the return of the metal eating, car crushing, fire breathing Transaurus. Transaurus is the world's ONLY jet powered, transforming, car eating dinosaur. of the show, so don't miss out!

A ticket for the Carlisle Truck Nationals is just \$15 with kids 12 and under free. All monster truck shows are FREE with an admission to the grounds, though a nominal fee does apply for rides on the Virginia Giant. Complete details on truck weekend including how to show a truck or BUY TICKETS can also be found at www.CarlisleEvents.com or by calling 717-243-7855.

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Top 5 Reasons Independent Contractors Partner with PGT Trucking



With a passion for helping Independent Contractors follow their dreams of successful business ownership, PGT Trucking is committed to supporting drivers with the top resources, a vast freight network and more than 38 years of experience. Here are the top five reasons Independent Contractors join on and stay with PGT:

•Independence – PGT knows Independent Contractors thrive on freedom – working outside the typical 9-5. PGT's Independent Contractor program allows drivers the option of regional runs, no forced dispatch, and the ability to be home weekly. Additionally, PGT has a solid history of offering Independent Contractors competitive

rates with access to a rich and consistent freight base, where drivers can control their schedule and earnings potential. •Growth – Independent Contractors have both financial and career goals. Partnering with an organization like PGT allows drivers to meet and exceed their expectations, and be rewarded for doing so. Working with a reputable carrier with access to a strong freight network, customer base, and support teams, like PGT Trucking, gives Independent Contractors the ability to take their business to the next level.

“PGT has numerous success stories and top businessmen and businesswomen within our fleet, and these Independent Contractors and Fleet

Owners are great examples of what gains could lie ahead for many of our drivers,” said Gregg Troian, PGT President.

•Programs – In addition to fuel discounts, 24/7 maintenance support, access to health care programs and discounted parts and tires, Independent Contractors are eligible for numerous bonus programs, including safety, years of service and referrals. Independent Contractors earn 75% of the line haul, and last year grossed \$220,000-\$230,000 on average.

“PGT's compensation and incentive programs are one of the best in the industry,” Said Kacy Odom, PGT Senior Recruiter-Independent Contractor Development. “When talking with incoming

Independent Contractors, it is one of the items that sets us apart from other trucking companies.”

•Support – To support driver success, PGT offers several customized programs for Independent Contractors, including above average compensation and incentives, access to 24/7 resources, and quality equipment.

Isaac Cannon, an Independent Contractor from South Carolina, has 15 years of service with PGT Trucking and over 43 years in the industry, “I was drawn to PGT because of how the company operates and how they treat their drivers. I began as a Company Driver, went through the Lease Purchase program and am now an Independent Contractor. They stood behind me every step of the way. They care! And that is why I've been here for 15 years.”

•Family – PGT is certainly known for its family atmosphere. PGT has remained rooted in its early principles of quality customer service and personal relationships that foster trust, confidence and retention of the best team in the industry. PGT IS Family, and many of PGT's Independent Contractors have joined on through referrals and recommendations from other drivers.

“Our drivers are the foundation of our business, and because of their loyalty to PGT, we have been able to grow and develop programs that foster the family atmosphere we are known for,” said Troian. “Drivers want to stay with a company where they feel appreciated, and it is very important for us to continue to invest in our drivers who work so hard in the communities we service.”

Shea Trucking and Repair At Your Service



Justin Shea

By Steve Pollock

CLINTONVILLE, PA.... Shea Trucking and Repair recently opened its doors to serve truckers on I-80 in Western Pennsylvania. Conveniently located ½ mile off I-80 Exit 35 on Rt. 208 west of Clintonville, PA, the company offers major and minor repairs for all sizes of trucks provided by experienced technicians. They have a MD alignment machine and are authorized for PA inspections. Shea Trucking and Repair has a labor rate of just \$80 per hour.

The company is owned by Justin Shea, a fleet owner who started as an owner-operator leased to PGT Trucking. Justin is an agent for PGT and maintains his own fleet in the repair shop. Shea Trucking and Repair is open Monday through Friday from 8 am – 5 pm and Saturday and Sunday by appointment. They offer 24 hour road service. You can reach them at 814-908-0083.

ATA Truck Tonnage Index Fell 2.3% in March

Arlington, VA... American Trucking Associations' advanced seasonally adjusted (SA) For-Hire Truck Tonnage Index was down 2.3% in March after decreasing 1.5% in February. In March, the index equaled 113.2 (2015=100) compared with 115.8 in February.

“In March, and really the first quarter in total, tonnage was negatively impacted by bad winter storms throughout much of the U.S.,” said ATA Chief Economist Bob Costello. “While I expected tonnage to moderate in the first quarter, the late Easter holiday and the winter storms made it worse. It is likely that tonnage will improve in the second quarter, although year-over-year gains

will be significantly below the 2018 annual increase of 6.7%.”

Compared with March 2018, the SA index increased 1.6%, down from February's 3.9% gain. During the first quarter, tonnage was up 3.8% from the same period in 2018.

The not seasonally adjusted index, which represents the change in tonnage actually hauled by the fleets before any seasonal adjustment, equaled 116.3 in March, 10.3% above February's level (105.5). 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.



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They Call It "Happer"



Happer



Hap Jones



Dave Jones

By Steve Pollock

WEST MIDDLESEX, PA... Maybe you have seen "Happer" at a truck show, lighting up the night sky with flames shooting from its stacks. "Happer", the 1996 Kenworth W900L is named after Hap Jones. Hap raced professionally, many times up to 6 nights a week in the late 1940s. He even raced at

the Daytona 500 in 1951. Happer's graphic has the truck bursting through a flaming checkered flag in remembrance of the Hap Jones' racing days. Hap Jones started working with fiberglass in 1953, building everything from corrugated roof panels to race car bodies. Hap's son Dave joined him in

the fiberglass business in 1972 and together, Hap and Dave founded Jones Performance Products in 1978. Initially the company built things like motorcycle trunks, industrial fiberglass molds and even satellite dishes. Eventually Hap and Dave's passion for fiberglass and love of racing entwined and

Jones Performance began building hoods, noses and seats for sprint cars, sport racing cars and formula racers. Dave Jones said,

"Floyd Trevis used to be 'the car builder' and we built his bodies."

In 1979 Jones Performance Products began building fiberglass truck truck components, which led to building replacement truck hoods. By 1982, the company offered dozens of different models to fit many of the existing trucks. Jones even built a custom hood for Bob Motz's "Jet Truck". In 1993, Jones Performance Products became a supplier of replacement hoods for Ford Motor Company. Soon thereafter, they also began supplying Kenworth, Peterbilt, Freightliner and Volvo with replacement hoods as well. The company became ISO 9000 certified in 1993 and in 1996, they received Ford's Q1 Quality Award. Jones Performance Products maintains its ISO certification to this day, currently offering over 100 different truck hoods.

Hap and Dave have always looked for a better way of doing things. They began experimenting with aerodynamic designs and incorporated engineering improvements to their

hoods, thus providing added durability and extending the life of the hood.

A third generation of the Jones family joined the company and in the words of his dad, Dave Jones, "Rod has been messing around with fiberglass since he was eight years old. We showed him everything that we knew, and he is taking it a step beyond. He is a much better tool maker than I ever was. We also have seven other toolmakers who are equally as skilled."

Rod began working at the company before graduating from high school in 1994. Hap passed away on October 20, 2001.

After building over 100,000 truck hoods, the team at Jones Performance Products took what they believed to be the best manufacturing and engineering processes and integrated them to create a new line of hoods called Truck-Rodz. Dave said, "We at Jones Performance Products want to make it possible and affordable to make your truck totally unique. No two trucks ever have to look the same any more. Truck-Rodz is dedicated to developing alternatives to personalize your truck. Functionality and aerodynamics are the cornerstones of our designs."

For additional information about Jones Performance Products' replacement hoods or Truck-Rodz custom hoods, call them at 800-451-1600 or visit them online at www.jonesperformance.com.

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Considerations for Front End Protection



Author: Mike Eng, Magnum Trailer & Equipment

There are many reasons for choosing front-end protection for your truck. From guarding your investment against small bumps and scratches, to the big collisions with wildlife and other vehicles on the road. Protection bumpers can save thousands of dollars in collision repairs and eliminate costly downtime that can cripple productivity. They even save lives.

According to the US Federal Highway Administration (<https://www.fhwa.dot.gov/>), while motor vehicle collisions have been relatively steady in recent years, animal collisions are on the rise and now represent approximately 5% of all reported motor vehicle collisions. Not all animal collisions are reported, and most crash databases exclude damage under \$1,000. So, while there's a big variance in the estimate of 1-2 million large animals hit per year, it's a growing concern for truckers and their business.

Most front-end protection decisions are made when purchasing a new truck or if a route has changed and there is an increased probability of coming into contact with wildlife or severe weather conditions. Some trucking companies and fleets even mandate front-end protection. For owner-operators, a decision to buy a protection bumper often comes from a referral from a fellow trucker with firsthand experience of a protection bumper paying for itself or saving their life.

Whatever the reason, there's a lot to consider when buying front-end protection, and not all bumpers are created equal. Some protection bumpers are built more for looks than they are for strength. Some have poorly designed tow features where ratings overstate the towing capacity leading to damage of the bumper - or in worst cases pulling it right off the truck. Some bumpers can be difficult to install and problematic to maintain. While not a safety hazard at first, this can lead to irritating rattling and vibration as well as premature wear on critical components of the protection bumper.

At Magnum, we manufacture a wide range of protection bumpers to suit our customers' demands. From big to small, light to robust, sleek and aerodynamic to rugged and tough. Whether your usage is over the road or off-highway, there are many options to fit your

requirements. First, you need to consider the type of front end protection you need.

Moose Bumpers: If you are looking for maximum impact protection for the front of your truck, a moose bumper is the product for you. Built from quality, high strength materials, this bumper replaces the OEM bumper and bolts on easily to the front of your truck. A moose bumper can typically weigh between 300-400 pounds depending on the truck model and style you choose.

Special features, like Magnum's Quick Latch System allows the operator to fold down the bumper quickly and conveniently to access the engine - with one simple click. This feature not only saves time (and money), it ensures drivers don't neglect regular engine maintenance due to difficulty accessing the engine compartment. Additionally, look for bumpers that use extrusions in their manufacturing process as they are stronger and more unique in design compared to other simpler offerings.

Tube Bumpers: Are you looking for a protection bumper, but concerned with weight or on a tighter budget? Maybe there isn't a significant wildlife presence in your region, but you're looking for peace of mind from everyday obstructions like guard rails, snow piles and wildlife, a tube bumper is going to meet these demands and more. Built from high-strength, lightweight materials, tube bumpers can weigh as little as 100 pounds. To optimize strength while still keeping weight in check, look for bumper tubes that are inserted through the vertical beams with inner splice tubes as they tie the assembly together as opposed to welded outer surfaces that can easily crack, bend or break on impact. A quality tube bumper come with all necessary steel mounting brackets (preferably casted) and rated towing features which are engineered to fit your specific truck application seamlessly.

Obvious Considerations: There can be several determining factors that come into play when choosing what protection is right for you.

Weight: This can be a very big concern for operators looking to keep their fixed weights down in order to maximize their payloads and profits. In certain instances, trucks with front axle weights that are at or near the maximum allowable limit can only accommodate certain

types of bumpers. Depending on how close you are to the limit, it may determine what products you can or cannot use for your application. Using aluminum which offers excellent strength to weight ratio, and an engineering design that focuses on getting the most strength while being conscious of weights, is worth considering. Conversely, if a truck happens to be too light up front, a moose bumper can be the perfect solution to add the 300-400 pounds to your

steer axle while offering the best protection available.

Strength: Using high quality materials, good engineering design and advanced manufacturing processes are key factors in creating the strongest protection bumpers. Often times people associate bigger with better (and stronger), but that is not always the case. You sometimes have to look a little closer to uncover the whole picture. If a particular product uses large oversized materials, but those pieces are thin walled or of an inferior grade material, the perception of strength is far greater than the actual strength. Look for thick walled tubing, structural extrusions, and additional reinforcement in critical areas to ensure maximum strength in the event of a collision.

Another often overlooked consideration when determining strength is the mounting bracket design and hardware. You can have the strongest of protection guards but if the mount assembly is not attaching it to the truck frame in a way that distributes the force equally and securely, severe damage to the frame and front end of the truck can occur. Bumper mount assemblies should be truck specific and optimized to attach to the OEM tow receivers when applicable.

Reinforced boxed assemblies reduce twisting and often have additional secondary brackets for added strength. This is also a very important feature for towing. Tying into the OEM tow receivers makes bumper towing easier, safer, and more reliable.

Price and availability: Every purchase decision is affected by your budget as well as product availability. It's also very important to remember that price directly reflects the quality, performance and life of the product. So it is critical that you weigh your options in regards to your specific needs. If you travel in areas abundant with wildlife or snowy and icy conditions, the better quality product will offer the best protection and value in the long run. With repetitive impacts, the durability and maximum protection that's offered will be more cost effective than other products that are often ruined and need to be replaced after just a single impact.

The Not So Obvious Considerations:

A few other things to consider during the buying decision process are the material type of the protection guard and how easy it is to maintain, as well as the overall look and style of the guard's design.

Aluminum is a more malleable material, offers the best strength to weight ratio and is

easier to repair than stainless or coated products. The properties of aluminum also make for better absorption during an impact as it allows for the guard to slightly deflect during contact and spring back to its original position. Stainless steel and coated steel units do not have these properties and are often ruined or extremely damaged during impact. Those materials are not easily repaired either as they require special welding and coating touch up.

Maintaining your protection guard is also a significant consideration. How easy it is to keep your guard running in peak condition is directly tied to how well the features are designed. Check to make sure your manufacturer has replaceable maintenance components that can be easily installed to maximize uptime and keep your guard rattle free.

At Magnum, we know that protecting the truck is the most important purpose of a protection guard. But that doesn't mean it has to look bad doing it! Magnum guards are specifically designed to complement specific truck models; not a "one size fits all" bumper design that can look out of place or interfere with OEM driving lights.

Installing a protection guard can be the best investment that you ever make; even saving you or your drivers life in an impact. Consider all your options.

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How Many Miles In One Room?



The Breakfast Meet-Up has grown from 9 Professional Truck Drivers to 33 in just one year!

By James Walbridge

The first Breakfast Meet-Up was in April of 2018 with 9 old friends getting together at The P&H Truck Stop for breakfast and to catch up. Some of these drivers hadn't seen each other for thirty years or more.

The conversation centered on the "good old days" and "My, my how trucking has changed".

Everyone agreed that too much time had passed and they really enjoyed re-connecting.

When they realized, sadly, how many of the old group were gone, it was decided to meet

every six months from then on, and October 27, 2018, was chosen for the second Breakfast Meet-Up.

Word spread and on October 27th, there were twenty-three attendees, all connected over the last forty or more years by the highways they traveled and the CB radio. (Remember when the CB was a good thing?) Occasionally, their routes and times would coincide at one of the little fuel stops along the way where they enjoyed hot coffee, steamed hot dogs and

good conversation.

Again, everyone was happy to reconnect and agreed that time passed too quickly, and man, oh, man, how life on the road has changed!

The third Breakfast Meet-Up was on April 27, 2019.

Thirty-three drivers were on hand this time and the conversation was lively as breakfast was served. Cheerful, light-hearted banter between drivers and waitresses (just like old times) and old friends reminiscing as they devoured

omelets or pancakes, home fries, toast, and of course, good hot coffee.

After the meal, the friends retired to a meeting room upstairs for more conversation and group pictures.

As in the last two meetings, the talk evolved from "What have you been up to?" and "Oh, what ever happened to 'so and so?'" and "I'm trying to remember the last time I saw him", to "How do you like the new ELD regulations?" And, "They sure don't make 'em like

they used to..."

The observer would notice that after the heartfelt greetings and good-natured ribbings about old times, age, weight, hair, (or lack thereof) the common theme was how much trucking has changed over the years.

The alert observer would also note something that has not changed, but before we get into that, let's take a closer look at this group of drivers.

- Collectively, this group shares more than a thousand years of over-the-road experience in trucking. Yes, over 1000 years!

- They range in age from early sixties to mid-eighties. Keep on truckin'!

- They have hauled (and several still do) everything from milk, lumber and hay to fuel, beer and junk cars; from livestock, new automobiles and packaging materials to building stone, gravel and hot mix. Propane, water and gas. Pipe, steel and logs. Equipment, mail and common freight. And more.

- They've pulled tankers, flatbeds, dryvans and pneumatic tanks. Reefers, drop decks, stepdecks and RGN's. Bull wagons and covered wagons and dumps. You name it, at least one of them has dragged it.

- Now, think about this . . . thirty-three drivers, each with between twenty and forty plus years of driving... say, roughly, one hundred

thousand miles per year . . . Buddy, that's a whole lotta miles, all in one room!

Hats off to this bunch of seasoned truck drivers for all they have done and continue to do. Ten-Four!

Oh, and what did the alert observer notice that hasn't changed?

- The genuine friendship and camaraderie that exists among these "old school" truck drivers.

- The "light up your world" smiles, warm wishes and sincere good will.

- The heartfelt "so longs" and "see you next times", and always,

- "Stay safe and keep 'er shiny side up, 10-4!"

Remember, most of them hadn't been in touch for years, due to the way "stuff" happens and how "life" works. And yet...

- Back in the day, when any one of them needed a hand, the rest would each lend him two!

- And that hasn't changed. It's just as true of them today as it was forty-some years ago.

That, friends, is a "not changed" that should be celebrated!

And a great example for the trucking world today.

Oh, by the way, before the group broke up, they set the date for the next Breakfast Meet-Up - October 5, 2019.

How many miles will there be in that room?

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continued from page 1

Advisory Board of Drivers and have discussions on how to improve how we do just about everything. At Smith Transport we have a strong brand, great equipment, plenty of freight and a very deep respect for our drivers. We use a different concept called "Bottom Up Management" at Smith. We utilize the suggestions of our employees and drivers to manage and grow the company instead of management dictating how it is going to be."

The company is doing well with a fleet of 855 trucks. Smith looks to replace 200

tractors and add 100 more in 2019, creating jobs for an additional 100 Professional Truck Drivers in their fleet. Smith has a trailer pool of over 2,000 trailers and plans to install GPS tracking in all of them. The tracking will boost productivity and efficiency by allowing drivers and dispatchers to locate any trailer in the fleet instantly and know if it is loaded or empty. The new trucks entering the fleet will have lane departure warning systems as well as APUs and refrigerators. By the end of 2019, all trucks in the Smith fleet will be 3-years-old or

newer. The oil and gas field division trucks will be 2 years old or newer.

Todd Smith concluded, "Our number one customer is our Professional Truck Drivers. By providing them with a good work environment, we are empowering tomorrow's excellence today and encouraging them to continue working at Smith Transport where our Core Values are Family, Integrity, Innovation, Teamwork and Accountability.

Smith Transport is presently hiring East of the Mississippi and Texas. To learn more, call 888-219-8042.

Are Your Tires Ready For Roadcheck?



AKRON, OH... To help trucks stay on the road during this year's Commercial Vehicle Safety Alliance International Roadcheck event, which starts on June 4, members of the Goodyear Commercial Tire & Service Network are offering tire inspections and other tire management services.

Tire and wheel issues accounted for 19.1% of all out-of-service violations identified during last year's Roadcheck event.

The Goodyear Commercial Tire & Service Network encompasses more than 2,300 locations, including Goodyear Commercial Tire & Service Centers and authorized, independent Goodyear commercial tire dealerships, both of which offer a variety of tire management services. These include yard checks and, in certain locations, inflation and tread depth checks powered by Goodyear's Tire Optix system.

Part of Goodyear's Total Solution, Tire Optix enables faster, more accurate tire

data collection, automatic uploading of captured information to a cloud-based platform, and instant reporting of data for immediate viewing.

In addition to helping fleets and owner-operators avoid out-of-service violations, proper inflation pressure maintenance can help optimize tire mileage and fuel efficiency. Tread depth checks can help ensure that tires comply with federal regulations and are wearing evenly.

"The tire management experts at our conveniently located Goodyear Commercial Tire & Service Network locations can help ensure that tires are in optimal condition and are delivering premium performance," said Johnny McIntosh, general manager, Services and Solutions, Commercial Tires.

For more information about Goodyear and its products, go to www.goodyear.com/corporate.



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Pacifico Reflections - Five Minutes



by: Mike McGough

He always keeps things in perspective. Good or bad, happy or sad, easy time or tough time, his outlook is essentially positive. As a senior associate and mentor, he is a solid role model for those who work with him. He is an expert in his field. He has extensive experience, and he never stops learning. He is a quick study and he makes it his business to stay current. He's never satisfied with good enough, and he has a knack for inspiring others to do their best.

Based on the parts of his personal life he choose to share, it is clearly evident that he has the same sense of perspective in both his personal life and his professional life. It is just part of who he is. People are impressed with how he keeps it together and manages such a positive attitude. Those who have taken the time to really get to know him have learned that a big part of his ability to deal with whatever comes his way is based on his concept of successes and failures.

Among his many interests and talents, he fashions himself as a writer. He had a novel he had been writing for years. He had mentioned it a few times, and once he shared a chapter with some folks in the office. After he had it to where he wanted it, he sent it out to publishers. He opted not to go through an agent,

so the process was slower and a bit more complicated for him. Finally, his persistence paid off. He shared his good news and it was obvious that he was both happy and proud. He shared it at lunch, and he got a round of congratulations and the comments as to whether he would remember his friends when it became a Hollywood block-buster movie! Interestingly, in a matter of minutes, they were on to others topics.

He never mentioned it again, until it was released three months later. There were a few copies that folks in the office took turns reading over the next month or so, and other than that he made no more of it. He was pleased that it was published, and he was proud of his success, but he was ready to move on to what came next.

The office that he manages is a regional headquarters. He has been the regional program director for the past 16 years. Decisions that came from the office he manages directly affected 32 field offices. More than 300 people are directly impacted by those decisions. Not so long ago, a decision was made regarding retirement protocols. A lagging economy made it necessary for management to revisit longstanding corporate policies and make changes that would better represent the interests of the company in light of current economic conditions. After much research, thought, and deliberation, a new policy was drafted and released.

The new policy was a rather significant departure from the previous retirement plan. Several incentives that had been part of the retirement system for decades were drastically cut or eliminated altogether. The

minimum retirement age and years-of-service requirement were both increased. Even though there were numerous arguments that could be made against such changes, in the end it was clear that they were all necessary. It was simple, either the retirement protocols had to be tightened, or several entry-level positions were going to be cut. He opted to tighten the protocols to save jobs and to keep the company viable.

As you can imagine, there was a firestorm of reaction, and he was at the very center of it. There was a week or so when things went pretty rough for him. Some long-term professional friendships were shaken, and there were some direct shots at his loyalty. Clearly this was an unpleasant consequence of his decision, but nevertheless he rolled with it and seemed to go right on with life. He was by no means dismissive or unconcerned with the implications of his actions, but at the same time, he did maintain his always sensible and calm perspective.

When asked how he was able to maintain his steady-as-he-goes outlook he explained with little hesitation. He said that long ago he had learned that life was going to provide a rich mixture of successes and difficulties. Overreacting to either one, he explained, would negatively alter one's total view of life and the part we play in our own lives. He concluded by saying, "I learned long ago, that successes are generally worth about five minutes of celebrating, and difficulties are generally worth about five minutes of angst. I try to give each of them just about that much time, then go about the business of moving on!"



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Truck Hero, Inc. Announces Strategic Acquisition of Lund International

ANN ARBOR, MI... Truck Hero, Inc. ("Truck Hero" or the "Company") has announced the strategic acquisition of Lund International Holding Company ("Lund"), a portfolio company of Highlander Partners, LP. Lund, based in Buford, Georgia, is a leading designer, manufacturer, and marketer of branded automotive accessories for a full assortment of passenger cars, light trucks, SUVs, CUVs and Jeeps, as well as the heavy truck category. The transaction terms were not disclosed.

Truck Hero is a market leader in providing a wide range of functional pickup truck and Jeep accessories that match consumers' lifestyles and enhance the use of their vehicles. The Company benefits from market-leading brands, an extensive distribution network, channel diversification and dedicated sales capabilities. This transaction adds a highly complementary product portfolio that further diversifies the Company's product category

mix and increases exposure to a larger addressable market of vehicles.

Founded in 1965, and with roots dating back to the 1920s, Lund International started in Anoka, Minnesota with a mission: To lead the industry in meeting customer needs for innovative automotive accessories. Lund International is now one of the world's leading automotive accessories providers, offering highly functional, protective and stylish products in over 30 categories from many of the industry's most recognized brand names including: AMP Research, AVS, Belmor, Bushwacker, LUND, Rampage Products, RoadWorks Manufacturing, Roll-N-Lock, Stampede Automotive Accessories and TonnoPro.

"This is an opportune time to bring Truck Hero and Lund together," said Bill Reminder, President and CEO of Truck Hero. "Mitch Fogle and the entire Lund team have built an impressive collection of great companies which will be a

perfect match to Truck Hero. We look forward to working with Mitch and his team to leverage our combined capabilities to further build the Company's position as the foremost source for automotive aftermarket accessories."

Mr. Fogle stated, "We believe the merger of these two great companies is a winning combination. Together we manufacture and commercialize market leading brands that encompass the broadest product offering of vehicle accessories. We are extremely happy to join Bill and the Truck Hero family to continue to drive innovation across the industry."

"The highly talented Lund and Highlander teams have built a very attractive, profitable and scalable portfolio of functional automotive accessories brands," said Joe Scharfenberger, a Managing Director at CCMP Capital. "We and our partners at Truck Hero welcome them into the Truck Hero family and look forward to realizing the many benefits

this combination will bring to our collective customers, employees and shareholders." Jeff L. Hull, President and CEO of Highlander Partners added, "We decided that the combining of Lund into Truck Hero was an outstanding opportunity to further enhance an already successful investment. We will be a significant shareholder in the combined company and look forward to continuing our partnership with the Lund management and working alongside Bill and his team at Truck Hero, as well as CCMP, to continue to grow these businesses."

This transaction marks Truck Hero's fifteenth acquisition since its formation in 2007 and is well aligned with the Company's growth strategy of acquiring businesses within the vehicle accessory market that further diversify its product portfolio into attractive, complementary, high growth segments.

Ropes & Gray LLP advised Truck Hero and CCMP on the

transaction. Katten Muchin Rosenman LLP advised Lund and Highlander. Jefferies provided financing and served as advisors to Truck Hero.

About Truck Hero, Inc.

Headquartered in Ann Arbor, MI, Truck Hero provides consumers a full range of truck bed covers and other truck and Jeep accessories with market leading functionality, engineering, quality, and design. The breadth of Truck Hero's product offering is vast, including: hard and soft truck bed covers, truck caps, bed liners, floor liners, steps, suspension kits, Jeep® parts and off-road accessories. Truck Hero's industry leading family of brands includes Advantage, A.R.E., BACKRACK, BAK, BedRug, Extang, Husky Liners, N-FAB, Omix-ADA, Retrax, Rugged Liner, Rugged Ridge, Superlift, TruXedo, UnderCover and an online retailer, RealTruck. All of the companies in the Truck Hero family are recognized as premier brands and are leaders in product innovation. For more

information, please visit our website at truck-hero.com.

About Lund International

Lund International Holding Company is a leading designer, manufacturer, and marketer of branded automotive accessories for a full assortment of passenger cars, light trucks and Jeep, as well as the heavy truck category. Its products include Ventvisors®, hood shields, Powersteps™, floor mats, fender flares, tonneau covers, storage boxes, nerf bars and running boards, among others. Lund offers the industry's broadest range of functional body and appearance products that provide customers with ways to customize and personalize their vehicles under the brand names of Lund, AVS, Belmor, AMP Research, Rampage, Bushwacker, Roll-N-Lock, TonnoPro and Stampede. For more information about Lund, please visit lundinternational.com.

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June 1 – Career Day & Open House – TDDS Technical Institute, 1688 N Pricetown Rd., Diamond, OH. 44412. For more info phone 330-538-2216

June 8 – The Jane Harting Cancer Benefit Truck Show Picnic – Elite Service, Inc, 905 Stone Hill Rd., Denver, PA. Classic cars/small trucks also welcome. For more info contact Ron or Rebecca Yoder at 717-419-5737.

June 9 – 2nd Annual Andrew Mazza Diesel Jam – Johnson College, 3427 N. Main Ave., Scranton, PA. 18508. Held at Johnson College, 3427 N. Main Ave., Scranton, PA. 18508. Benefits the Diesel Truck Technology Program at Johnson College and The Andrew Mazza Foundation. All trucks welcome. Mobile Dyno on site. Vendors, food trucks, live entertainment. For more info and to register online: www.Johnson.edu/DieselJam or call Johnson College at 570-702-8935.

June 15-16 – 8th Annual Ohio Vintage Truck Jamboree – Ashland County Fairgrounds, 2042 Claremont Ave., Ashland, OH. 44805. Truck Light Display, Trucking Memorabilia Display, Truck Model Contest, Door Prizes, Swap Meet, "Country Convoy" Dinner Cruise, Raffles, Jake Brake Competition. For more info visit www.ohvintkrjam.com or call 330-682-1707 or email: wep515@gmail.com

June 22 – Transport For Christ Truck Rally – Lebanon Expo, Lebanon, PA. For more info visit www.transportforchrist.org or phone 717-665-6347.

June 29 – Make-A-Wish Trucks For Smiles Convoy and Event – Hosted by W.W. Friedline at the Somerset County Fairgrounds, Meyersdale, PA. Fun family-friendly event with food, games and entertainment. All proceeds benefit Make-A-Wish of Greater PA & WV. Please call Mark at 814-445-2193 or 814-521-3656 with any questions or visit www.trucksforsmiles.com

July 11-13 – 40th 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 14 – Spencer Chrome Truck Show – Spencer Chrome Shop, 12975 State Rt. 405, Watsontown, PA. 17777.

July 19-20 – Expedite Expo – Allen County War Museum Coliseum, Fort Wayne, IN. For more info visit www.expediteexpo.com

July 20 – 2nd Annual Gear Jammer Magazine Truck Show – Auction Acres, 35 Main St., Brimfield, MA 01010. All proceeds benefit the Doug Flutie, Jr. Foundation for Autism Awareness. For more info call 508-212-9998.

July 26-27 – ATCA Keystone Chapter Truck Show – East Freedom, PA across street from East Freedom Fire Hall. For more info visit www.keystonetrucks.org or call 814-224-2084.

July 25-27 – 37th Annual Shell Rotella® SuperRigs® – Trail's Travel Center, 820 Happy Trails Lane, Albert Lea, MN 56007 (just off I-35). No fee to enter. Fireworks Display, Truck Lights Competition, Music, Competitor BBQ Lunch, The Great Prize Pursuit. For more info and to register for the event, visit www.Rotella.com

July 26-28 – TopGun LargeCar Shootout Truck Show – Rantoul National Aviation Center, Rantoul, IL For more info email: topgunshootout@yahoo.com or phone 217-202-1474.

July 27 – Keystone Truckin' Nationals at the Grove – 30 Stauffer Park Ln, Mohnton, PA 19540. For more info visit www.maplegroveraceway.com

August 2-4 – 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 3 – 15th Annual ATHS Iowa-Nebraska Classic Truck Show – Sapp Bros. Truck Stop, Northwest Parking Lot, I-80 exit 440, Omaha, NE. Free Truck Show! Free dash plaques and lunch for show entrants. Food, vendors, music, transportation memorabilia and fun! For more info call Jim Ernst at 402-895-8040 or Russel Spawn, Jr. at 402-680-6121.

August 9-10 – Wapun Truck-N-Show – 30th Anniversary – Waupun, WI. For more info call 920-324-9985 or visit www.wapuntrucknshow.com or find us on Facebook.

August 16-17 – Eau Claire Big Rig Truck Show 10th Anniversary Celebration – Northern WI State Fairgrounds, Chippewa Falls, WI 54729. For more email info@ectruckshow.com.

August 17 – 2019 Penn-Ohio ATCA Truck, Car & Motorcycle Show – Cerni Motors, 5751 Cerni Place, Youngstown, Ohio 44515. Benefits Project MKC. Family friendly event, open to the public. Food, Raffles, Prizes, Vendors. In lieu of registration or entry fees, monetary donations to MKC or school supplies are requested.

August 22-24 – The Great American Trucking Show – Kay Bailey Hutchison Convention Center, 650 S. Griffin St., Dallas, TX. For more info visit www.truckshow.com

August 24-25 – ATCA Old National Pike Chapter Truck Show – Washington Co. Agricultural Center, 7313 Sharpsburg Pike, Boonsboro, MD. All trucks welcome. For info contact Dave or Diane at 301-582-2271 or 301-582-2304 or email: ddtow@aol.com

September 7 – Bedford County Convoy of Diesel Dreams – Bedford County Fairgrounds, Bedford, PA. All funds benefit the local chapter of the Make-A-Wish Foundation. Truck show with convoy, food, music, basket raffle and 50/50 drawing. Please call 814-766-3602 or 814-935-4454 for more info.

October 28-31 - North American Commercial Vehicle Show (NACVS) – Georgia World Congress Center, Atlanta, GA. For more info visit <http://nacvsshow.com>

October 19 – 10th Annual LargeCarMag Southern Classic Truck Show – LeeHi Travel Plaza, Lexington, VA. For more info visit www.largecarmag.com, phone 717-806-8907 or email: michele@largecarmag.com

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.

Visit us on the web at www.movinout.com

Kriska Transportation Group acquires Champion Express Ltd.

The Kriska Transportation freight brokerage offering with Group (KTG) has added to our the acquisition of Champion Express Ltd. Based in Milton ON, Champion will continue to be led by its experienced management team.

"We are excited to bring the Champion Express team of experienced logistics professionals, into the KTG family," said KTG CEO, Mark Seymour, "Champion has a long-standing reputation of white-glove like care and attention to their customerbase. We expect these customers to benefit from the additional support KTG has to offer, and we believe this will bring growth opportunities for all parties involved."

Champion Express Ltd. is a technology driven freight brokerage founded in 1991.

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Working Show Truck Of The Month

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By Robert Conrad

Luke Didden started grabbing gears at age 18 and he hasn't looked back, sitting in his rolling office as he heads out onto the interstate every day. He purchased a 1988 IH 9670 cabover at age 21, and his current ride is another classic "cornbinder".

Luke's pride & joy is this 1992 IH 9300 conventional that he hooks to a walking floor trailer, pulling recycled drywall out of the Philadel-

phia, PA area on a regular basis. He purchased the truck about 4 years ago and has been running it ever since. Luke says it has never let him down and it has plenty of power in the 3406C 425 engine, thanks to some "fine tuning" that's been done on it! A 13-speed transmission is paired up with the 3406C engine and Luke goes thru the gears with ease. Luke has added a set of 6" flat top straight pipes, Hogebuilt quarter fenders, and a 20" boltless front bumper. He also "unibuilt" the crawl space to the bunk for more leg room, added a tilt steering column, and lowered the front end for that hot rod look! This is one International that definitely turns heads no matter where Luke takes it.

Luke certainly enjoys trucking even though it's filled with long days and short nights. He wanted to thank his wife for supporting him thru it all and for keeping the books in order while he's out on the road. With her, it's bills first and chrome second! Luke also sends a big thank you out to his dad, for all of his love and support in getting his trucking career off of the ground. There aren't many of these old Internationals out trucking today, but Luke Didden enjoys being different and standing out in a crowd. He certainly makes a shining statement with his old school IH, and Movin' Out salutes his efforts by making him our June Working Show Truck of the Month.

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