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Vol. 42 No. 3
March 2017

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2016 Waupun Truck -n- Show



Just one of the hundreds of gorgeous rigs at the 2016 Waupun Truck -n- Show. Turn to page 17 for more photos. - Photo by High Gear Photography -

Time for That Spring Tune Up



You and your truck are both springing from the cold dreary days of winter to the pleasant warm days ahead. That means now is the time to assess the impact of the harsh chemicals used to keep the roads clear in winter, the possible damage to your tires from obstacles hidden under the snow

and ice and the load demanded of your batteries and alternator from the extended hours of darkness experienced in winter months. The harsh salt solutions applied to many highways in North America during winter months can wreak havoc on the electrical systems of your tractor and trailer. The

acidic nature of these chemicals will erode any exposed connections or wire in a short period of time. Simply turn on your lights and look for any dimly lit bulbs or LED. This can be an indication of resistance in the circuit. The root cause should be determined continued on page 2

AirDog® - Delivering Pure Fuel To Diesel Engines

JEFFERSON CITY, MO... If you were to take a mason jar and fill it half way with diesel fuel, cap it and shake it for a little while, you would easily see the entrained air created by the movement. This is the same effect that diesel fuel experiences in a truck's fuel tank while going down the highway. The average for entrained air in nearly any diesel engine is about 6-12%. Add in the cavitation created by the fuel pump, hotter temperatures and increased vacuum that comes with operating in higher altitudes and it becomes apparent that every diesel engine burns fuel that is mixed with entrained air.

So what is the big deal about air in the diesel fuel? It has a negative effect on fuel mileage. Have you ever noticed that your truck has a very slight "miss" when it is idling? This is one of the effects of entrained air running through the injectors. Your truck will still run, just not at an optimum level. The air vapor running through the injectors will cause metal-on-metal wear as the injector is lubricated by the diesel fuel. It will also cause



Top: AirDog®
Bottom Left to right: AirDog® Champ I, AirDog® Champ II. a poor spray pattern, resulting in inefficient combustion and last, but not least, it will wear out the injector's plunger, causing premature failure. The entrained air is hard continued on page 12

Time for That Spring Tune Up



worked overtime during the long nights of winter and during those cold mornings. The extreme cold mornings or nights when you must crank your vehicle are brutally hard on your batteries. The metal parts in your engine are cold and the oil is thick, which makes it harder for the starter to turn the engine. This places a high amperage demand on the batteries. You may experience longer cranking times as well, especially if your intake heater and/or block heaters are not operating to optimal levels.

Truck Service Manager of Development

To hear more from Homer, listen to Maintenance Matters every first and third Thursday of the month at

7 a.m. CT on the Dave Nemo Show, RoadDog Trucking Radio, SiriusXM channel 146.

Once the engine starts, the alternator takes control of the electrical system and supplies the demand. Because you are using your lights for longer periods of time in the winter, the alternator must work harder. Have your batteries tested as well as your alternator output. It is always a good practice to have your cables and connections tested at the same time which could detect corrosion or loose connections.

If anything looks awry during your self-inspections, it is important to have a professional technician diagnose and address the issue. Not only were technicians at TA Truck Service voted most competent, but they were also voted most trusted to perform the job right and they work with the widest selection and inventory of truck parts, which means you can trust them to ensure your truck's spring starts off right.

With a little focus on your electrical system, tires, batteries and charging systems you can leave cold weather in the dust and enjoy the warm, trouble free days ahead.

Written By Homer Hogg, TA

continued from page 1

and repaired by a professional technician.

Another critical step is to look for any exposed electrical connection or butt connector. All butt connectors should have heat shrink over them to help seal out any acidic chemicals. If you see any exposed wires or terminals, have them repaired properly. Keep in mind that brine is a salt water solution. It will work its way through any opening in a plug or harness and make its way to the metal portion of a circuit. This will lead to corrosion and possible downtime. It is always best to perform a thorough inspection and correct these problems before they

arise at an inopportune moment.

As you traveled over various roadways this past winter you undoubtedly encountered snow and ice. Unfortunately, debris can hide under the snow and ice resulting in deep cuts in the tread and/or sidewall of your tires. That's why a meticulous inspection of all tires just after winter is crucial.

It is amazing how many times this inspection reveals severe tire damage. These inspections can reveal a lot, from exposed cords on tires to an entire lug missing around the entire circumference of the tire – typically due to a tire that is spinning on a rough or jagged surface.

It is also important to look for alignment wear on tires. For instance, finding toe wear on the steer axle tires, means you should take a hard look at the tie rod cross tube and inspect it for damage. If it is bent, the toe angles of the tires will be impacted resulting in a condition that will rapidly wear out both steer tires.

Although you must be extremely cautious whenever working near or with batteries, the batteries and the alternator must be inspected too. Before starting the inspection, put on proper eye and face protection along with a nitrile apron and sleeve length gloves.

Remember, the batteries have

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Off The Beaten Path



by Pam Pollock

Breaking Up Is Hard To Do...

The time, I thought, had finally come. It was going to be a difficult task – but I had to pull the plug on this relationship. The spark was fading fast and I no longer had that giddy, euphoric feeling when I gazed into his eyes. And it wasn't just him – it was almost EVERY member of his "family". I found myself stifling yawns and avoiding eye contact. I made excuses as to why I couldn't attend our weekly gatherings – I had to wash my hair, I had to babysit, and yes, the predictable old standby, "Not tonight, I have a headache."

And then, a short month ago the inevitable happened – I met someone else and it was like wow! I mean there were fireworks and electric currents. I couldn't get enough of my new love!

But the guilt – the waves and waves of guilt just poured over my body and weighed down my soul. We had years and years of commitment on my part. It was true love and I am a faithful person. I felt dirty and ashamed for my betrayal. It wasn't so much him – it was those new members of his "family" that I despised. And well, to be honest – the plot lines were getting pretty stale, too.

Could I do it? Could I walk away from Gibbs and NCIS after all of these years? And could I forsake the new show Bull in favor of my new love, The Outsiders?!! I decided to compromise by taping NCIS and Bull and watching them on another day because of the conflict of scheduling with Bull and The Outsiders.

Don't get me wrong, I love me some Mark Harmon and Ducky and Palmer. But I have been in a funk since Ziva left the series and they brought in that blonde haired chick. I don't like to say mean things in print because I always worry that the parents will read what I have written and we all know that parents take everything said about their kids so very personally – but this chick stinks in this role. And then they bring in another chick, this time with dark hair and she stinks even more than the blonde chick. Seriously folks, if you want to hire a bad actress, contact me! I can stand around and look perplexed and confused and mutter some lines – and maybe pat Gibbs' butt!

And then my beloved Tony left the show this past spring and Michael Weatherly got his own show, Bull. So, of course I start to watch the show – because, hey, it's Michael. But the show makes me question that fancy office building and all of that high tech equipment and huge staff and just how much are they charging their clients? And I hate those mirror juries! Can we say BORING?!

And then there's my new love, The Outsiders. It features an old friend and hometown dude, Bill Laing in a supporting role. It's set in rural Kentucky but actually filmed in the Pittsburgh area. It's got a hillbilly, redneck vibe that strikes a cord in this hillbilly, redneck gal. I just found out about the show from my sister-in-law this past Thanksgiving and I bought the first season DVD and we binge-watched the show and got caught up before season 2 started in February. I was hooked from the first episode. The show stars Opie (Ryan Hurst) from Sons of Anarchy (Oh Opie, my Opie!) and David Morse from St. Elsewhere – and then there is dreamboat Asa Farrell with that twangy hillbilly accent and that bad boy vibe that Gibbs also possesses. It made taping NCIS sooooo much easier.

And then what happens? The stupid writers kill off my beloved Asa in the freakin' first episode of season 2. What.the.frug?! And they fed him to the wolves! What.the.frug?! But the body is never recovered – just a severed arm... Again, what.the.frug?!

Dear TV executives and writers and actors – I am TRYING to be faithful here but yinz are all being total jagoffs and messing with my mind and my soul!

And then it happens – I tune into NCIS and Jimmy Palmer is out on the ledge with a would be jumper and – MAGIC happens! And I am on the edge of the couch with a box of Kleenex and I am sobbing and holding my breath. And at the end? When Gibbs gives Dr. (say what – you go Jimmy!) Palmer that powerful and love-filled bear hug? Oh, I'm in – I'm in like Flynn.

Dangit, Gibbs – I can't quit you. I just hope you know that ours is now an open relationship because I just can't quit The Outsiders, either. (Asa, I'm still holding hope that you are out there somewhere on Shay Mountain.)

I seriously need to just start washing my hair on Tuesday evenings. Or go to prayer meeting. Or babysit the grandkids and give up cable TV. Who would have ever thought that I would be a TV swinger at age 55?! "Ged Ged Yay~"

PTDI Urges FMCSA to Reconsider Behind the Wheel Time

The Professional Truck Driver Institute (PTDI) has submitted a letter to the Federal Motor Carrier Safety Administration (FMCSA) urging it to reconsider its decision to exclude Behind the Wheel Time from its Final Rule on Minimum Training Requirements for Entry-Level Commercial Motor Vehicle Operators published on December 8, 2016. To develop the Final Rule, the agency entered into a negotiated rulemaking process, which brought together various industry stakeholders to form an Entry-Level Driving Training Advisory Committee (ELDTAC). The consensus reached by ELDTAC, on which PTDI was a participant, included the requirement that applicants for a commercial driver's license (CDL) receive a minimum number of hours of behind-the-wheel (BTW) instruction along with minimum competency requirements.

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PHONE: 724-794-6831 • FAX 724-794-1314
ISSN 1524-2684 www.movinout.com
E-Mail: movinout@zoominternet.net
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PUBLISHER: Steven M. Pollock
EDITOR: Pam Pollock
NATIONAL SALES: Autumn Kellogg, George Miller (717) 767-1523
FEATURES WRITERS: Heather Hogeland, Roger Hogeland, Robert Conrad, Laura Hubka, Ken Hubka, Chad Violet
CONTRIBUTING WRITERS: Rev. Robert E. Harris, Dr. Michael McGough, Bruce Mallinson, Linda Caffee

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Estes Launches Human Trafficking Awareness Campaign

RICHMOND, VA... Estes Express Lines has teamed up with the organization **Truckers Against Trafficking** to fight *human trafficking*, a form of modern-day slavery found across our nation.

Human trafficking often involves minors and others at-risk, who are forced into a lifestyle of soliciting and engaging in commercial sex. Human trafficking occurs every day at truck stops, restaurants, rest areas, hotels and motels, clubs—and even in private homes. According to **Truckers Against Trafficking**, the crime has been reported in all 50 states, with the number of victims estimated to be in the hundreds of thousands.

“Estes, along with the rest of the transportation industry, is

in a unique position to help end human trafficking as drivers truly are the eyes and ears of America’s highways,” said Curtis Carr, Vice President of Safety/Risk Management, Estes Express Lines.

During February and March, the company will be providing training to all of Estes’ nearly 17,000 employees using materials from Truckers Against Trafficking, including a video showing the signs of suspicious activity related to human trafficking and how report it. Employees also receive a wallet card with directions for reporting.

The training effort adds nearly 9,000 Estes truck drivers traveling the nation daily and nearly 8,000 employees working in terminals and administration, who can be

additional eyes and ears for law enforcement.

To learn more about this important issue, please visit www.truckersagainstrafficking.org.

Headquartered in Virginia, Estes is a leading, full-service freight transportation provider offering a complete range of shipping solutions including LTL, time critical, volume & truckload, global and custom solutions. Founded in 1931 by W.W. Estes and still family-owned, Estes is the largest privately held LTL carrier in the nation. Estes is now one of the most respected total-solutions providers in the industry, with more than 200 U.S. terminals and a global service footprint.

UPS Freight Partners With Truckers Against Trafficking

Truckers Against Trafficking announced a partnership with UPS Freight that will train the carrier’s more than 8,000 drivers on how to recognize and respond to signs of human trafficking activity.

The program will be deployed throughout 2017, the Frankfort, Kentucky-based group said. “UPS Freight is in a unique position to help identify traffickers and trafficking victims by educating our drivers and management on this epidemic impacting our local communities,” Rich McArdle, president of UPS Freight, said in a statement. “We are proud to take a stand in fighting human trafficking and look forward to working with Truckers Against

Trafficking on this initiative that will save lives.” UPS Freight is the less-than-truckload and truckload unit of UPS Inc.

The new effort builds on the completion of a pilot project between TAT and UPS Freight across 10 states in December, which successfully trained 1,500 drivers, the group said. January is Human Trafficking Awareness month, a national effort to increase awareness and educate the public about modern-day slavery, which impacts hundreds of thousands in the United States and more than 20 million globally, TAT said.

“TAT’s goal is to saturate trucking and related industries with educational materials and to

equip drivers on how to recognize sex trafficking, what to do, and importantly — what not to do,” Kendis Paris, executive director of TAT, said in a statement. “We are thrilled to have an industry leader like UPS on board, demonstrating the impact the business community can make to raise awareness and stop this horrific exploitation.”

Also, UPS Freight also will support TAT with quarterly in-kind transportation of TAT’s Freedom Drivers Project, which uses a semi-tractor trailer equipped with educational resources to serve as a mobile educational exhibit on human trafficking.

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Ken & Jan Shepard

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We have driven for Swift for about 10 years, as company drivers and lease operators. As Swift Drivers, we have the freedom to have extended amounts of time at home and enjoy our lives. We are grateful for the opportunities provided by Swift, including our time together on the road. This photo was taken on the way to South Dakota at a closed weigh station in Montana.

This photo was selected as a winner of Swift’s recent Driver Photo contest. Theirs is one of 12 winning depictions of life on the road.

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High Performance Diesels

with Bruce Mallinson

What is it that you want out of your truck? Our goal at Pittsburgh Power Inc. is to help you love your truck. I know "LOVE" may be too strong of a word for many owner-operators to comprehend when relating to a semi-truck. However, after working with many of you for 40 years, I have witnessed how you feel once we have your truck performing up to your (our) standards. Notice I said YOUR standards; yes what you are expecting out of your truck will be different than your friend's truck or other people you truck with. When you love your truck the benefits are plentiful: First of all, you will ENJOY driving it so much more and the miles will be more pleasurable. You will drive the

truck easier, with less pressure on the throttle because the response will be very much improved and the engine will respond to even slight movements of your right foot. The truck will be better maintained and kept cleaner because it makes you feel good. When you park your truck at a truck stop and walk towards the restaurant, and you turn around to look at it, I want to see a smile on your face because of how you feel towards that piece of equipment. A great running truck is a "win-win" situation: Not only will the fuel mileage improve, the truck will last twice as long because of the care you will give it, as opposed to a truck that irritates you.

We have great news for owners

of PACCAR Engines! As of today, February 9, 2017 we have installed our patented Pittsburgh Power Soot Separator, did an emissions tune-up, and rebuilt and cleaned many of the sensors. The engine is running like new, and after a 10-mile drive, the soot separator had pulled enough soot out of the EGR return line to completely cover the bottom of the trap. In about 3 weeks, we will have the performance enhancement tunes for the PACCAR engine that will meet or beat the emissions standards. The engine today was a 2013 T-800 w/a MX-13. The first Soot Separator was installed on a DD-15 Detroit and the fuel mileage has improved 1-plus mile per



gallon and the soot separator is working perfectly, removing most of the soot from the exhaust gases. Next month, we will have a report on the PACCAR engine and how much soot has been eliminated from the intake manifold and if any fuel mileage or performance improvements have been realized. As of now, our thoughts are that the performance will improve because the elimination of the soot allows for a more complete burn, less emissions and more horsepower to the rear wheels. We knew it would be a matter of time before owner-operators could have a new truck, with working emissions, be so clean that they could run the engines in their garages without exhaust fans, and truck down the highway without check engine lights always coming on. The new clean-burning diesel engines are a wonderful thing when working properly, and the engineering staff at Pittsburgh Power has really come up with great emissions tune-up packages.

riod of years, the ECM will collect moisture, sometimes oil, and diesel fuel. We remove the cover from the ECM, give it a visual inspection, and clean any corroded connections. If it's a Detroit DDEC4, we will replace the battery, which holds the memory. Then we calibrate it and set the horsepower and torque to meet your demands. The final process for the ECM is to run it on our desktop engine simulator, and everything the ECM does on the truck we can duplicate on the simulator. Now the engine will produce more horsepower and torque. The next item will be the Full Tilt ported and ceramic-coated exhaust manifold. This manifold will flow 20% more exhaust and allow the exhaust gas temperature to run 125 degrees cooler. There are no leaks of exhaust at the connections because of the .003" interference-fit between the male and female sections. We have placed gussets where the stock manifolds crack so the Full Tilt improved version will NOT crack. Along with the higher flow exhaust manifold comes the 15% larger turbocharger. As exhaust flow increases, the size of the turbine housing on the turbocharger must also increase. The ECM programming, exhaust manifold, and turbocharger will allow the engine to produce another ¼ to 1 mile per gallon of fuel savings. Now for the icing on the cake, the FASS Fuel System. This system removes the air from the diesel fuel: Caterpillar says that fuel can have as much as 10% air entrapped in it: You do NOT want this air to travel to the injectors, so the FASS will remove it and return excess UN-aerified fuel back to the fuel tank. The engine will gain 30 horsepower and about 3/10ths mile per gallon.

Coolant level in the radiator: After an engine has had all of the coolant drained from the radiator and engine block such as when an in-chassis rebuild or head gasket replacement, you must, for the next several days, check the coolant level and add coolant to bring the level back up to full. There are air pockets in the engine block and even after running the engine on the dyno we check the coolant level and top it off if necessary. However, sometimes the air has not escaped from the block until after the truck pulls a load, so always check the coolant for the next several days after the block being drained.

Another new product form Full Tilt, another cast in the USA, ported and ceramic-coated exhaust manifold is now available through us for the ISC, or PX Paccar engine. This is an 8.3-liter engine used in motor homes, medium-duty straight jobs, and light-duty trucks. This engine is rated for 180 to 220 horsepower for trucks and up to 325 for motorhomes. Back in the 1990's, when this engine was equipped with the

mechanical Robert Bosch P7100 fuel pump, we were able to increase the flow of the nozzles, and making some changes in the fuel pump, we obtained 425 horsepower and had zero engine problems. That mechanical 8.3-liter Cummins was a great engine!

We are seeing a huge increase in used truck sales of 1999 and older trucks. Naturally most of the phone calls start out with "What can I do to increase the fuel mileage?" The following will be a list of the items we have for the Cummins, Caterpillar and Detroit Diesel engines. The first items we recommend are the washable and re-usable low-restriction foam Fleet-Air Filter and our straight-through quiet performance muffler. These two items combined usually render ½ miles per gallon improvement. They are also inexpensive! THUS, there is NO excuse not to have them on your truck!! Next on the list is the torsional vibration damper and mercury-filled engine balancer. The torsional damper is a MUST to replace (YES, the silicone hardens after 500k mi., at which point it needs replaced!!) and the balancer makes the engine much smoother (and is good for life!). These two items are also inexpensive and do wonders to preserve the life of the engine, the clutch, AND your human body. The torsional damper will eliminate broken crankshafts, camshafts, accessory drive shafts, broken springs in the clutch disc, broken bolts that hold the flywheel to the crankshaft, broken flywheel housing bolts, alternator and air conditioning brackets, and vibrations in the cab, all for around a buck per 1,000 miles. The made in the USA torsional damper is a wear item and must be replaced every 500,000 miles or 10 years. Please purchase the damper from Pittsburgh Power, if you purchase it from a truck dealer or engine dealership you will get one made in China or India. Ours are made in the USA by the inventors of the silicone-filled torsional damper.

Next would be the cleaning and repairing of the ECM. After a pe-

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With the above changes to a used truck, the fuel mileage will drastically improve along with engine performance, and the longevity of the engine will increase. Your driving pleasure will also improve and the old 1999 and older tractor will certainly put a smile on your face!

Written by: Bruce Mallinson, Pittsburgh Power Inc., 3600 S. Noah Dr., Saxonburg, PA 16056. Phone 724-360-4080



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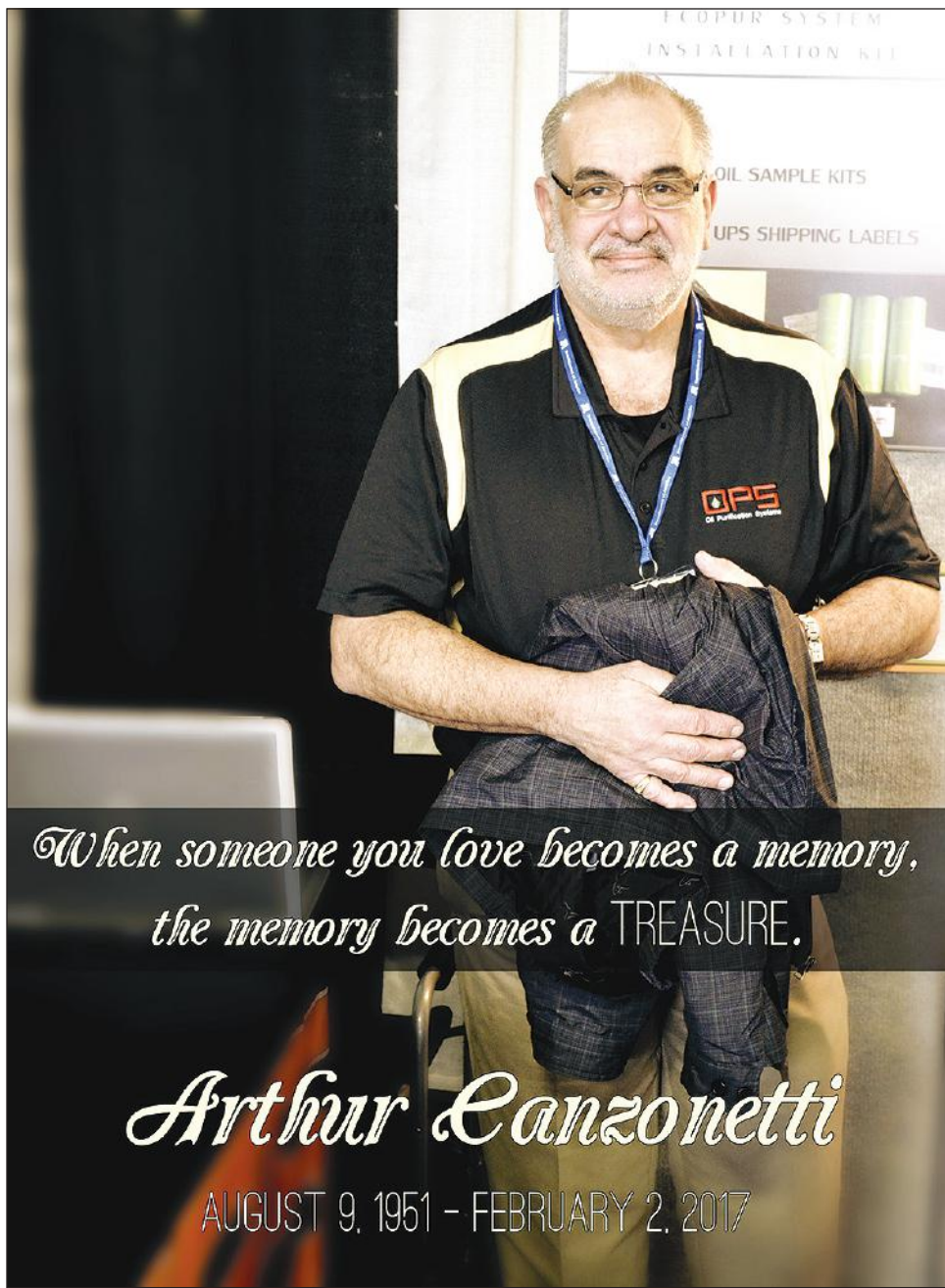
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In Memory Arthur "Artie" Canzonetti August 9, 1951 - February 2, 2017



Arthur "Artie" Canzonetti succumbed to lung cancer and passed peacefully surrounded by his loved ones on February 2, 2017.

Artie was the Plant Manager / Chief Operation Officer at Oil Purification Systems, located in Waterbury, Connecticut.

Those who knew and worked with Artie knew him as a fun-loving, hard-working man dedicated to providing the best customer service possible. Being the prime contact for the owner-operator community, he became fast friends with those he met. Anyone lucky enough to spend time with him knew why he was nicknamed "Artie the One Man Party". He enjoyed entertaining and keeping everyone happy, well-fed and watered.

He was extremely charitable and donated items for charity auctions to support owner operator organizations.

He loved the Yankees, Giants and talking sports, as well as playing golf with his friends.

May he rest in peace.

Understanding Oil Contaminants



By Tom Bock

March is a great month for truckers. There is the first day of spring signaling the end of the long cold winter and The Mid-American Truck Show in Louisville the 23rd - 25th. This yearly event showcases products and provides free seminars to help answer the eternal question; "How can I improve my bottom line?"

Over the years I have learned that there are two ways to improve profits by either increasing revenues at a rate greater than expenses or reducing expenses without losing revenues. You can control the revenue somewhat but ultimately the rates customers are willing to pay are a function of supply and demand. The carrier who can control the expense side of the equation has an advantage and can move loads for a lower rate when necessary.

The successful carriers understand that they can control the cost side and improve profits as well as allowing them to function and thrive during the lesser demand periods when rates drop. There are many seminars available that focus on improving the business

side of being an owner operator from bookkeeping, to negotiation and maintenance expense control, schedule your time to attend one. It will help you head in a positive direction.

Cutting expenses wisely will add directly to your bottom line. The expenses that offer the greatest return are fuel and maintenance, as they can be improved by utilizing some of the tools and studies that are readily available.

To lower fuel expenses driving at slower speeds will increase fuel mileage, as well as equipping the tractor and trailer with low rolling resistance tires and installing products that reduce wind resistance. Also ensuring your engine is maximizing the mileage by proper timing and fuel injection to produce a strong clean burn. Soot is unburned fuel that increases cost and reduces mpg.

Lowering maintenance expenses with preventive programs and utilizing the products and tools available that are designed to improve engine performance and increase longevity places you in control of the expenses. One of the best tools is oil sampling and keeping oil clean at all times instead of riding the normal oil quality roller coaster that continually replaces contaminated oil with new oil only to have the contamination cycle start all over again.

Oil sampling not only verifies the quality of the oil but identifies any wear metals or contaminants that

indicate the engine is not functioning properly and if the defects are not corrected quickly it is likely that a costly component failure is inevitable. Sampling creates a historical record that if properly reviewed and acted upon will save \$\$\$\$ in the long run and lower the overall maintenance expenses.

Products that remove contaminants from the lubricating oil as part of a maintenance program that includes oil sampling will ensure that oil expenses and engine wear will be under control resulting in lower overall expenses, improving profits and increasing engine longevity.

Take the time to research what products are available, compare initial cost of products, cost of filters, sample kits on a yearly basis etc. to find out which system will work best for your operation. A good place to start is at a Truck Show where the products will all be on display and personnel available to answer your questions. The Mid America Truck Show, March 23-25 at The Kentucky Exposition Center Louisville KY is a great place to start. The show has everything you will ever need to run a successful operation and is well worth your time to attend.

I will be at the OPS- Oil Purification booth # 68216 throughout the show. Stop by and I will gladly help you to use your time at the show wisely.

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For more information on PMTA (Pennsylvania Motor Truck Association), go to www.pmta.org

ATRI Releases Results from Truck Parking Diary Research

The American Transportation Research Institute (ATRI), the trucking industry's not-for-profit research organization, has released the results of its Truck Parking Diary research, where commercial drivers provided detailed documentation of their challenges in looking for safe, available truck parking. Participating drivers recorded their parking experiences and issues over 14 days of driving, representing over 4,700 unique parking stops documented in the diaries.

ATRI's report brings important granularity to the specific issues faced by drivers compared to other truck parking studies. Among the findings, drivers looking for parking between the hours of 4:00 p.m. and midnight face a confluence of challenges including increased search times, and truck parking spaces clogged by non-commercial vehicles, which results in drivers parking in undesig-nated or unauthorized locations such as roadway shoulders or ramps during those same times.

ATRI's diary research also documented the amount of lost revenue time that drivers experience by parking earlier than they otherwise needed to, just to find parking. With an average of 56 minutes of revenue drive time sacrificed by drivers per day, the parking shortage effectively reduces an individual driver's productivity by 9,300 revenue-earning miles a year, which equates to lost wages of \$4,600 annually.

The ATRI truck parking diaries also quantified the negative impact that the Electronic Logging Device (ELD) mandate will likely have on the parking issue. Drivers utilizing ELDs were more likely to spend over 30 minutes looking for available parking than did drivers without an ELD.

Based on the diary findings, ATRI's report offers recommendations for a number of industry stakeholders, including public sector providers of parking at rest areas, private truck stop operators and motor carriers — all designed to reduce the challenges faced by commercial drivers when looking for available parking.

"The lack of available truck parking creates a lot of stress for me and my fellow drivers," said Stephanie Klang, a professional driver for CFI and an America's Road Team Captain. "And, as ATRI's diary research shows, it's a number of things — from lack of capacity, concerns over running out of hours, time limitations on parking in public rest areas and customers not letting us park in their facilities — that all combine to make this a perennial issue for us."

You can download a copy of this report here. <http://atri-online.org/2016/12/13/5342/>

FMCSA Officials Call for More Traffic Enforcement, Prevention as Truck and Bus Fatalities Rise

A top Federal Motor Carrier Safety Administration official has issued a "call to action" citing preliminary statistics showing that fatalities in crashes involving large trucks and buses increased 7-8% in 2016.

"These aren't just numbers," said Daphne Jefferson, FMCSA deputy administrator. "These are husbands and wives, children, mothers and fathers."

There were 4,337 fatalities in crashes involving large trucks and buses in 2015, the latest full data that has been made public, and a

1.4% increase over 2014.

"While the number 4,337 is lower than it was 10 years past, say a decade ago, the recent trends are ticking up. Those numbers are way too high, and we need to continue to focus on bringing those numbers down."

Jack Van Steenburg, FMCSA safety officer said agency officials and the industry need to focus on prevention. Van Steenburg said that the high numbers are causing the agency to call on police to step up traffic enforcement, along with roadside inspections.

"We need to slow the truck drivers down," he said. "We encourage law enforcement to conduct traffic enforcement," Van Steenburg

added. "Our research shows that traffic enforcement tied with inspection saves a lot more lives than just an inspection."

Fuel Line — Industry Outlook

The Energy Information Administration (EIA) reported that the price for U.S. on-highway diesel fell 1.6 cents from \$2.569 per gallon. The EIA is the statistical agency of the U.S. Department of Energy. The national average price is 49.8 cents, or 24% higher than at the same time last year. Diesel price activity was mixed across the country. The Midwest's price was down 2.9 cents to \$2.512. The East

Coast price decreased 0.9 cents to \$2.627. New England's price was up 0.1 cents to \$2.676. In the Gulf Coast, the retail price of diesel was down 1.5 cents at \$2.414 per gallon. The price of West Texas Intermediate (WTI) crude oil settled at \$52.07 per barrel on Monday, \$1.33 above a week earlier. Compared with a year earlier, the price of WTI was up 44%. The EIA also reported that the price of regular grade gasoline was down 3.2 cents from last week at \$2.326 per gallon. The price of gasoline is 25.3% or 47 cents more expensive than a year ago. Nationwide, diesel costs 24.3 cents more than

gasoline. U.S. commercial crude oil stockpiles decreased 0.1% to 486.1 million barrels during the week of December 23, 2016. Compared with a year ago, crude oil inventories were down 0.3%. Year-to-date, crude oil stocks were 9.0% higher than at the same time last year.

Meanwhile, total distillate stocks decreased 1.2% from the previous week at 151.6 million barrels, which was 1.0% below the same time in 2015. Demand for distillates was down 5.2% from the previous week and 11.3% from the same time last year. Nationwide, refineries were operating at 91% of capacity.

Extreme delays, congestion likely at Delaware River crossings due to NJ & PA Turnpike bridge closure

The PA Turnpike Commission and New Jersey Turnpike Authority are advising motorists to expect extreme congestion and delays at all Delaware River crossings between Bucks County in Pennsylvania and Burlington and Mercer counties in New Jersey due to the continued emergency closure of the bridge connecting the Pennsylvania and New Jersey turnpikes.

Severe congestion is expected at all area river crossings. Expect

slow-moving or stopped traffic, especially during the morning and evening rush hours.

The following detours are in place:

Motorists heading to New Jersey will be detoured at PA Turnpike Exit 351 to Route 1 northbound to I-95 northbound, which becomes I-295 southbound in New Jersey, to I-195 eastbound to the New Jersey Turnpike. PA Turnpike Exit #358, Delaware Valley, will remain open for local traffic only; watch out for a single-lane pattern approaching Delaware Valley.

Motorists heading to Pennsylvania will be detoured at New Jersey Turnpike Interchange 7A to I-195 westbound to I-295 northbound, which becomes I-95 southbound; or from New Jersey Turnpike Interchange 5 to Mount Holly Road. Motorists traveling from northern New Jersey are advised to exit at Interchange 14 and use I-78 west into Pennsylvania.

I-276 eastbound is closed and detoured at PA exit 358. Local roadways under the bridge including Radcliff Street, Palmer Avenue and Wood Avenue are also closed until further notice. Motorists traveling east from Route 130 will be able to use Interchange 6 to access the New Jersey Turnpike via the Pearl Harbor Memorial Extension. The westbound Pearl Harbor Memorial Extension will remain closed to all traffic; there will be no access to Interchange 6 from that direction.

The bridge is jointly owned and maintained by the Pennsylvania Turnpike Commission and the New Jersey Turnpike Authority. It was deemed unsafe and immediately closed Friday following the discovery of a fracture in a steel truss. Work is continuing to stabilize the bridge while engineers engage in a more comprehensive assessment and structural analysis to determine a permanent repair strategy. No timetable has been set for the reopening.

For real-time information about traffic conditions in New Jersey and Pennsylvania, drivers are encouraged to call 511 from any telephone.

NOTE: The PA Turnpike has launched a new web feature to provide timely, accurate updates to travelers impacted by this prolonged bridge closure. Click here to learn more: <https://www.paturnpike.com/DRBAAlert.aspx>

VTNA Recalling More Than 6,000 Trucks to Fix Software

Volvo Trucks North America is recalling 6,127 of its model year 2013-2017 VNL and VNM trucks and model year 2017 VNX trucks with faulty software to prevent possible contamination of the brake system. The vehicles have incorrect software for controlling the electronic air dryer and that may result in oil and water contaminating the brake system, VTNA said. The recall is expected to begin Feb. 17, and VTNA will notify owners, and dealers will re-program the vehicle control module and replace the air dryer filter, free of charge, the truck maker said. Owners may contact Volvo customer service at 800-528-6586. Volvo's number for this recall is RVXX1608. VTNA is a unit of Sweden-based Volvo Group.

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Truck Body Solutions Now Available At Cleveland Brothers



By Steve Pollock

Cleveland Brothers has teamed up with ITI Trailers and Truck Bodies of Meyersdale, PA, to offer comprehensive truck body installations, including full parts, service and warranty support.

ITI Trailers and Truck Bodies has been building aluminum and steel dump bodies, fire truck bodies and vacuum tank bodies for over 20 years. The company provided the training, tooling and technology for Cleveland Brothers to become distributors.

Cleveland Brothers, a Cat® dealer serving customers in Pennsylvania and northern West Virginia, is pleased to offer ITI's complete line of dump bodies through their entire network of 13 full truck service facilities. Cleveland Brothers customers can order their body through Cleveland Brothers, have it installed and enjoy complete parts, service and warranty support on their ITI Truck Body. Financing

is also available. There are many options available for construction, paving and aggregate hauling. In short, Cleveland Brothers has a solution for nearly every application.

The trained technicians at Cleveland Brothers will install your truck body quickly and professionally. With their extensive experience in hydraulics, you can be confident that your hydraulic system will be installed and maintained properly. Hydraulic fluid testing is available along with complete maintenance and rebuilding for hydraulic cylinders and pumps, right in a Cleveland Brothers shop.

Heated and non-heated bodies are available as well as bed liners and tarping systems, all installed by Cleveland Brothers technicians. The ITI steel bodies are bead blasted, primed and painted to withstand the harsh corrosive conditions in the northern states. Cleveland Brothers can even convert your

water tank to a dump truck or build a glider with a remanufactured 6NZ C-15 Cat Engine to install your dump body on.

With 13 full service facilities and 95 available bays in Pennsylvania and West Virginia, Cleveland Brothers can offer customers easy access, along with less waiting for scheduled repairs and installations. A complete inventory of parts for ITI Dump Truck Bodies are kept in stock with 24 hour availability on everything else. Cleveland Brothers offers complete parts and service support for Cat engines and also services and rebuilds other truck engines, including Cummins ISX. In addition, Cleveland Brothers offers bumper-to-bumper service on all models of road and vocational trucks. To learn more about Cleveland Brothers or to view current specials, log onto www.clevelandbrothers.com/movinout or call 1-844-800-0801.

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Western Star Trucks Begins its 50th Anniversary Celebration



in Portland, Ore., and Cleveland, N.C., Western Star continues to set the global standard for vocational and work trucks. It also entered the on-highway market in 2015 with the 5700XE, its first aerodynamic truck.

“50 years is nothing short of extraordinary, but we wouldn’t be here if it wasn’t for our customers and their desire to have the most badass trucks on the road. Whether it’s the versatility of the 4900, the ruggedness of the 6900 or the beauty and efficiency of the

5700 our customers count on the quality that Western Star is known for,” said Kelley Platt, president, Western Star Trucks. “While we remember and honor our roots in celebrating this historic milestone it is important that we continue to push the boundaries of innovation and toughness. Please join us this year as we celebrate together!”

Stay tuned for more details about Western Star’s Year of Legendary Awesomeness.

For more information, go to: www.westernstar.com/50



QUEBEC CITY... Western Star Trucks has kicked off its year-long 50th-anniversary celebration at its annual dealer meeting.

Western Star will mark its 50th anniversary of manufacturing legendarily awesome trucks with a year’s worth of special events, truck show appearances and an enhanced website.

The first Western Star trucks were made in 1967 in Kelowna, British Columbia, to serve the mining, lumber and oil industries. Those jobs are hard on a truck so Western Star made its trucks even tougher, hand building each model to ensure they met the highest standards, and adding features to make the driver more comfortable, safer and productive.

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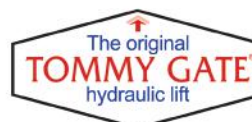


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Freightliner Trucks Begins Production on New Cascadia



PORTLAND, OR... Freightliner Trucks announced that it has begun production on its new Cascadia®. Designed and engineered with an emphasis on six Real Cost of Ownership solutions the new Cascadia sets the benchmark for fuel efficiency, safety, connectivity, quality, uptime and driver experience. The new Cascadia (equipped with AeroX and Integrated Detroit™ Powertrain (IDP) including a GHG17 DD15® engine, DT12™ with Intelligent Powertrain Management (IPM4) and 2.16 direct

drive axle ratio) boasts up to an 8-percent fuel economy increase over a similarly spec'd 2016 Cascadia Evolution.. Freightliner debuted the new Cascadia in September 2016 and production of the 126" BBC Day Cab and 72" Raised Roof Sleeper Cab models has begun. "It's exciting to see trucks rolling off the assembly line and being delivered to customers. The new Cascadia delivers fuel efficiency, connectivity, safety, quality and a premium driver experience for our customers," said Kary Schaefer,

general manager, Marketing & Strategy for Daimler Trucks North America. The new Cascadia is available with the IDP, which combines the fuel-efficient downsized 400 hp, 1,750 lb/ft. of torque, the Detroit DD15 or Detroit DD13® engines with the Detroit DT12 automated manual transmission, IPM4 and corresponding Detroit steer and rear tandem axles. The new Detroit rear axles have features such as lower sump volume, gear-set coating, friction reducing gear

cutting and optional Axle Lubrication Management that reduces parasitic loss and improves fuel economy. Standard enhancements such as an upper door seal, elliptical-shaped mirrors, sloped hood, bumper with integrated air deflector and integrated antennas all minimize drag. The optional Aero and AeroX packages provide additional aerodynamic benefits to manage airflow, including a low ground clearance bumper with flexible air dam, longer side extenders,

lower chassis fairings, drive wheel covers and proprietary-designed drive wheel fairings. The new Cascadia is loaded with improvements ranging from the layout of gauges and switches in the driver compartment to features inside the sleeper area, including a new Driver Loft configuration. Available in a variety of cab configurations, the new Cascadia is all about customizable living-space options that address the realities of professional drivers while they're on the road. The sleeper area has been redesigned to include more cabinets, as well as larger spaces that can accommodate standard appliances. For entertainment, a sturdy television swivel bracket holds up to a 26" flat panel TV for movie-theater-like viewing. Double-bunk and a new Driver Loft option is also available that incorporates a unique folding workspace/dinette with a full-size Murphy style bed. A new cargo shelf option allows drivers to store containers or duffle bags easily. If an upper bunk is spec'd, it will come standard with an easily released telescoping ladder, making getting into the upper bunk a breeze. New splayed frame rails create more room in the engine compartment to allow technicians easy access for maintenance tasks, and most electronic control units are now stored securely in the cab in the new eVault for easier convenience and protection from the elements. In front of the eVault is the fuse and relay box which is easily accessible with no hand tools needed. To increase dash component accessibility, the dash panel was designed to be easily removed. Additionally, the standard two-piece front bum-

per of the Cascadia can be quickly removed within minutes. The optional Detroit Assurance 4.0 suite of safety systems includes Active Brake Assist that now provides full braking on stationary objects, moving pedestrian warning & partial braking, Adaptive Cruise Control and Lane Departure Warning with optional video capture. This proprietary safety suite includes driver-friendly controls and is seamlessly integrated into the truck's dashboard, engine and transmission electronics and can enhance driver safety by mitigating potential collisions. Customers will benefit from the proprietary connectivity platform introduced by Detroit exclusively for the new Cascadia. The new platform, which will use cellular service from AT&T, will facilitate the delivery of current Detroit™ Connect features, such as Virtual Technician™ remote diagnostic service, as well as new features designed to provide deeper insights on fuel efficiency and safety performance. The introduction of the new platform also marks the debut of Detroit Connect Remote Updates which enables over-the-air engine parameter programming and Detroit-initiated remote engine and other powertrain electronic controller firmware updates. Remote Updates features will be available to customers during the second half of 2017. For more information, go to www.Freightliner.com.

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Charlie Ekstam

continued from page 1

ture failure. The entrained air is hard on the fuel pump, which is also lubricated by the fuel. Symptoms of the engine include: rough idle, reduced horsepower and torque, less throttle response, harder starts and increased emissions.

Most drivers shrug it off as the way things are – or many are not even aware of the problem.

In the 1980s a man named Charlie Ekstam decided to go trucking and bought a truck with a 444 Cummins engine. Charlie noticed that his truck had a rough idle and began studying the problem. He soon realized that his engine was not running as efficiently as it could due to air trapped in the fuel. A self-taught machinist, Charlie began developing a product in 1990 to remove the entrained air

from the diesel fuel and in 1993 introduced "The Fuel Preparator®". A few years later the product was patented and trademarked as the "AirDog®". Charlie kept improving the AirDog® until his untimely death in February 2016, leaving a lasting legacy that will benefit the diesel engine for many years to come.

Today, PureFlow Technologies is proud to offer the next generation of the Fuel Preparator®, the AirDog® FPII 4G and AirDog® Champ I and II.

The AirDog® FPII features a 4G HD industrial pump and fuel filter/low pressure indicator. It has an electric motor and gerotor fuel pump mounted on a filter base and typically mounts in place of the trucks water separator. The

AirDog® FPII removes water, solid particles and all entrained air from the fuel. Models are available for most diesel engines and it comes with a 5-year warranty.

The AirDog® Champ I mounts to the frame or firewall on the pressure side of the fuel pump. It is made for today's high-pressure fuel systems. It uses the high pressure of modern fuel pumps to remove water, air and particulates and is warranted for 4 years.

The AirDog® Champ II fits popular Class 8 truck engines, including CAT and Detroit Series 60 with a spin on adaptor that attaches to the existing fuel filter housing, making a very quick and easy installation. It also removes water, air and particulates and comes with a 10-year warranty.

The AirDog® Champ I & II are both designed to use the truck's high pressure fuel system to push the fuel through the separator, eliminating the need for a separate motor pump and wiring. All AirDog® products not only remove entrained air from the diesel fuel, but also remove water and solid particulates. AirDog filters feature a 6-micron microglass filter with a service life of around 35,000 miles and beyond in some cases.

The AirDog® Champ II uses a CAT filter and will not void CAT Platinum Warranties on the engine and injectors. All AirDog® products are protected by worldwide patents as well as manufacturer warranties. Both the AirDog® Champ I and Champ II have become popular with owner-operators and fleets for their ease of installation and short return on investment, usually

under 4 months. Most customers experience a fuel economy gain of .3 to .5 mpg or more.

New for 2017 from Pure Flow Technologies is a universal sandwich mounting bracket that works on most applications to effectively eliminate the need to drill the frame when mounting AirDog® products.

AirDog® models are also available for pick-up trucks through PureFlow AirDog at 877-421-3187 and feature a limited lifetime warranty.

All AirDog® products are made right here in the USA and have applications for nearly all diesel engines. From Class 8 trucks, pickups, off-road heavy equipment to marine and agriculture, AirDog® will help your diesel engine run better and increase horsepower.

Here are some testimonials from AirDog® customers:

Cummins ISX15 I installed 2 AirDog® Champs on our fleet of 2015-2016 Peterbilt trucks with the Cummins ISX15 in them. The benefits were obvious and I have now installed them on our whole fleet. The performance gains are noticeable and I am seeing an average increase of .4 mpg across my fleet. Will Smith, Will E. Smith Trucking Mt. Airy, NC

CAT C15 - I installed the AirDog® Champ II on our Cat C15s and the engine idles smoother runs better, has more power and the mileage is better too. The AirDog® Champ II works good for us! I don't know what other say but I say these things work. Jimmy Cooper "Carolina Kid" Darryl Andrews Trucking Siler City, NC.

CAT C15 - After installing the AirDog® Champ II I experienced engine running smoother, pulling better, and seeing up to 7.4mpg. My engine has 1.2 million miles on it. The product has delivered as advertised and is running great so far. - John Vandenberg, Chatham, ON Canada

CAT - When I installed the AirDog® Champ II my engine is running smoother, pulling better, and I have a 1mpg fuel increase. I love the product and it has done really well. I tell all my friends about AirDog®. - David Gracie, Leroy, NY

CAT - I love the AirDog® Champ II it does everything and more that I was promised out of the product. I have about a .5mpg increase, my fuel pressure has leveled off and I am seeing my engine running smoother and pulling better too. - Scott Penn, Fort Peirce, FL

ISX + Signature 600 - Since I have installed the AirDog® FPII-200 my engine is running smoother, pulling better, and I have had a .5mpg increase in fuel economy. I am a true believer in the AirDog® and even had an old Fuel Preparator®. I love the new design and performance it makes a huge difference. I have ordered 3 units and all have done great for me! - David Wesley, Onaga, KS

550 ISX - The AirDog® FPII-200 for ISX + Signature 600 is great I experience engine running smoother, pulling better, and have a .7 to 1 increase in MPG. I used to have an old Fuel Preparator starting out and I love the new 4G. I have no regrets and love that it is much smaller than the old Fuel

Preparator® as well. - Manny Medeiros/ Medeiros Trucking, Hollister, CA

N14 - I installed the AirDog® FPII-200 on my Cummins N14, so far I have experienced engine running smoother, pulling better, and over a 1 mpg increase in fuel! It is everything I was promised and plan on buying more units at this year's Mid-America Truck Show! - John Casey, Ashland, OH

CAT C15 - I tell all my friends about the AirDog® Champ II! Since I have had it I have experienced engine running smoother, pulling better, and a .5mpg difference in fuel economy. I can really tell a smoothness in the throttle as well! - Darrell Spencer, Georgetown, KY.

Pure Flow Technologies invites drivers to stop by their booth #17212 in the North Wing of the Kentucky Fair and Expo Center during the Mid-America Trucking Show on March 23-25 to see a live demonstration of AirDog® products.

AirDog® products are available from PureFlow Technologies, Inc. at 573-635-0555. To learn more, visit them online at www.pureflowtechnologies.com.

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Angels Amongst Us - Professional Truck Drivers Honored as TCA Highway Angels!

Professional Truck Driver Runs Down Dump Truck After Driver Suffers Catastrophic Heart Failure

ALEXANDRIA, VA... David Webb, of Billings, Montana, a professional truck driver for Wilson Logistics, Inc. of Springfield, Missouri, has been named a Highway Angel by the Truckload Carriers Association (TCA). He is being recognized for stopping a dump truck after its driver suffered a heart murmur and administering CPR to the driver.

On June 6, 2016, David and his wife Carol were driving eastbound on State Route 2 in Wenatchee, Washington when they noticed a local dump truck with a pup trailer suddenly swerve to the left and rub against a jersey barrier. David drove

up beside the truck and noticed that the driver was slumped over the steering wheel. He quickly pulled his truck to the shoulder of the road as Carol called 911. Acting swiftly, David then chased after the dump truck on foot. Once David caught up to the truck, he opened the door and set the brakes. When the dump truck was safely stopped, David tried to get the driver's attention, but noticed he was not breathing. He removed the driver from his seat and began performing CPR along with two other Good Samaritans until emergency medical services arrived. The driver, Mr. Robert

(Bob) Lortie, was taken to the local hospital and recovered.

David has been a professional truck driver for 22 years after serving for ten years in the U.S. Army. Although she doesn't drive, his wife Carol joins David frequently on his travels across the country. They have been happily married for 22 years.

For his willingness to assist his fellow driver, TCA has presented David with a certificate, patch, lapel pin, and truck decals. Wilson Logistics, Inc. also received a certificate acknowledging David Webb as a Highway Angel.

Brian O'Leary Administers CPR To Man Who Suffered A Heart Attack Behind The Wheel

ALEXANDRIA, VA... Brian O'Leary, a professional truck driver for O'Leary's Truck Service LLC, of Fort Collins, Colorado, has been named a Highway Angel by the Truckload Carriers Association (TCA). He is being recognized for helping save a man who suffered a heart attack while driving.

On the morning of August 3, 2016, O'Leary was driving westbound on Interstate 80 near Maxwell, Nebraska. He noticed a straight truck drift into the median with no brake lights shining. The truck then smashed into the guardrails of the upcoming overpass, swerved into the westbound fast lane, and stopped. O'Leary slowed past the accident to park and looked over to see that the driver was unconscious. He called 911 from his headset and ran to the other truck. When he checked on the driver he was unable to find a pulse. O'Leary continued to talk to 911 and quickly unbuckled the man and pulled him from the truck onto the ground.

He performed CPR for over four minutes. "That was the longest 4 minutes of my life," O'Leary said. Shortly thereafter, an EMT arrived along with another passerby with a medical background, and the three continued administering CPR until an ambulance arrived. After shocking the driver with a defibrillator, they were able to get a pulse and transported him to the hospital. Several hours later O'Leary was notified that the man had survived.

"Hearing that the man pulled through, that brought me to tears," said O'Leary.

Since the accident, O'Leary has spoken with the driver and his family and learned that the man had suffered a heart attack while he was driving. They are forever grateful to O'Leary for springing into action and helping to save the driver's life.

O'Leary has been driving for 44 years, and in 2004 he was named the Company Driver of the Year on behalf of TCA.

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Kenworth Makes Bendix® ESP® Standard On Its Flagship Vocational And On-Highway Trucks

ELYRIA, OH... Fleets and drivers of nearly a half-million North American commercial vehicles know the reassurance and safety of the Bendix® ESP® Electronic Stability Program. Many more will be able to discover the full-stability technology's benefits in 2017, now that Bendix ESP is standard on Kenworth Truck Company's T680 and T880 trucks.

"These are Kenworth's flagship on-highway and vocational vehicles, recognized across North America for their quality and performance. Matching them with Bendix's road-tested and proven

active safety technology is the perfect pairing of great, innovative trucks and the best safety systems," said Scott Burkhart, Bendix vice president – sales, marketing, and business development.

Bendix, the North American leader in the development and manufacture of leading-edge active safety and braking system technologies, introduced Bendix ESP in 2005, making it the first full-stability solution widely available for the commercial vehicle market. Bendix ESP fully meets the new stability mandate of the National Highway Traffic Safety Administra-

tion (NHTSA), which will require full-stability technology on most new Class 7 and Class 8 tractors starting in August 2017.

"Kenworth continues to offer robust technology systems that provide cost-effective solutions and benefits to our customers in their specific applications," said Kurt Swihart, Kenworth marketing director. "Bendix ESP is designed to help drivers keep their trips safe and uneventful."

Compared with roll-only stability or antilock braking systems, full-stability systems utilize more sensors, enabling the technology

to more quickly recognize factors that could lead to vehicle rollovers or loss of control, and address both roll and directional stability. On dry surfaces, full-stability technology recognizes and mitigates potential rollover and loss-of-control situations sooner than roll-only options, and it functions in a wider range of driving and road conditions, including snowy, ice-covered, and slippery surfaces.

When it comes to interventions, in addition to engine dethrottling, full-stability systems can selectively brake on the steer, drive, and trailer axles. Roll-only systems, in comparison, typically apply the brakes on only the drive and trailer axles. Slowing the vehicle quickly helps mitigate rollovers faster, and can help the driver maneuver in loss-of-control situations.

"The bottom line is that this technology is making a difference out on the roads," Burkhart said. "Fleets consistently tell Bendix they've seen a 50 to 70 percent

reduction in rollovers and loss-of-control crashes when ESP is equipped – and we know, along with the team at Kenworth, that those are more than just ROI figures: Every time ESP is called into action, it helps mitigate potentially serious accidents and contributes to highway safety."

Bendix ESP also serves as the foundation for Bendix advanced driver assistance technologies, including Bendix® Wingman® Fusion™, the company's flagship integrated collision mitigation technology. Fusion, which is available as an option on Kenworth's T680 and T880 trucks, offers enhanced collision mitigation, lane departure warning, stationary vehicle braking, and Bendix's exclusive overspeed alert and action. It combines next-generation advanced safety technologies (radar, camera, and brakes) into one comprehensive driver assistance system. The Wingman Fusion system camera is powered by the

Mobileye System-on-Chip EyeQ processor with state-of-the-art-vision algorithms.

Bendix emphasizes that active safety systems like Bendix ESP are not intended to enable or encourage aggressive driving, and they are designed to assist drivers – not replace them. There is no technological substitute for proper driver training and safe, alert drivers practicing safe driving habits, and responsibility for safe vehicle operation remains with the skilled men and women behind the wheel.

Through its ever-growing portfolio of technologies and post-sales support, Bendix delivers on safety, performance, and efficiency, helping fleets succeed and strengthen returns on investment in vehicles and systems that enhance highway safety. For more information about Bendix stability systems, call Bendix at 1-800-AIR-BRAKE or visit www.safertrucks.com/solutions.



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Daimler Trucks North America Celebrates a Century of Innovation



1942 Freightliner Shovelnose

PORTLAND, OR... Daimler Trucks North America (DTNA) is set to celebrate a century of innovation with anniversaries of Freightliner, Detroit, Western Star and Thomas Built Bus brands.

Throughout 2017 DTNA will celebrate its legacy of delivering uncompromising quality, value and durability for more than one hundred years. With advanced engineering solutions—like Detroit™ engines, best-in-class safety systems, fuel economy and low-cost maintenance and service, DTNA is positioned to continue providing innovative solutions to its customers for the next one hundred years and beyond.

This year, Freightliner Trucks

celebrates 75 years of innovation while Western Star Trucks hits 50 years of rugged performance. Thomas Built Bus enjoys 100 years of business and Detroit reaches a milestone of offering industry-leading engines for almost 80 years.

From the 1942 debut of the Freightliner® Model 600 “Shovelnose,” the industry’s first all-aluminum cab, to the 2017 launch of the new Cascadia®, which fully integrates technology and safety systems, Freightliner Trucks has been at the center of industry innovation for 75 years. Along the way Freightliner has pushed the boundaries of fuel efficiency with the SuperTruck program and revolutionized commercial vehicle

technology and safety systems with the Freightliner Inspiration Truck, the first licensed autonomous truck to operate on a North American

highway.

Western Star Trucks can trace its roots back 50 years to Canadian mining and logging operations. With the recent launch of the 5700XE and the innovative 6900 Multi-Body Transformer (MBT), Western Star enters its anniversary year with strong momentum.

Known for its innovative and rugged cab design and unrivaled handmade quality, Western Star blends the toughness needed to withstand rough logging roads with the efficiency required for a long-haul, over the road applications, all while maintaining its reputation for ultra-tough trucks.

In 2016 Thomas Built Bus® celebrated 100 years of business. Beginning in 1916 as a street car manufacturer and transitioning to school buses in 1936, founder Perley A. Thomas and company have been at the forefront of innovation for more than 100 years. Thomas Built manufactures all of its product offerings at several High Point, North Carolina facilities, including its most popular Saf-T-Liner® C2 conventional school bus.

Thomas Built continues to innovate in both design and manufacturing. In 2011 Thomas Built became and remains the only school bus manufacturer to achieve zero-waste-to-landfill operations—a true testament to its already robust environmental efforts. Thomas Built offers alternative fuel options

such as compressed natural gas and propane.

Additionally, for nearly the last 80 years Detroit Diesel Corporation (DDC) has been providing industry leading engines, to the commercial vehicle industry. Since Daimler’s acquisition of DDC in 2000, they expanded to include axles, transmissions, active safety systems and connected vehicle services for the commercial transportation industry. The Detroit brand is at the core of DTNA vehicle’s industry-leading products and innovations in efficiency, durability, connectivity and safety. The optimization of the Integration Detroit Powertrain in the new Freightliner Cascadia and Western Star 5700XE continues to set new benchmarks in fuel economy.

“I am very proud of our company’s rich history,” said Martin Daum, president and CEO, Daimler Trucks North America. “We have a portfolio of brands that, while very different, share a strong legacy of innovation. Over the past century we’ve grown into North America’s undisputed market leader, and as we celebrate our past, we’re looking forward to a future that pushes the boundaries of innovation.”

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PACIFICO REFLECTIONS - Drop The Shovel



by: Mike McGough

When confronted with what she had done, her first impulse was to try and cover. The embarrassment was great and fear of the ramifications that would surely follow produced a knot in her stomach. She was clearly outside the zone of comfort in which she usually lived, so a strong impulse, a terribly strong impulse, flooded her mind with a thousand excuses. She wanted to get out of the jam she was in, and she acted impulsively to try and do so.

Searching hastily for an explanation for what she had done, she stammered a bit then offered the first thing that came to mind. She was obviously nervous, and her stress level was sky high. Trying her best to deflect any blame or responsibility, she offered a string of somewhat related yet largely fabricated excuses. The supervisor listened intently, showing far more courtesy and respect than he was being afforded. Intertwined in the chain of excuses were strands of truth that ended up calling attention to a number of other job-related misconducts and deficiencies to which she was at least a contributing party. The situation was growing worse by the minute for her, and she seemed oblivious to that fact.

When the supervisor asked some questions aimed at sifting through the tangled web of partial-truths, excuses, and fluff aimed at misdirecting him, the now flustered employee tripped herself up worst with every word. Her misrepresentations were compounded by fabrications that grew further and further from the truth, as she nervously continued trying to explain. Her flimsy excuses were exposed

for the pathetic drivel they were, and the mess just kept expanding exponentially.

Growing weary of the farce being played out before him, the supervisor looked directly at the obviously guilty employee and simply said, "Enough!" So intent on her course, she tried vaguely to continue, but soon realized that both her and her story were running on empty. Putting her head down, she tried one last time to deflect the attention away from herself, when she said, "Okay, just what do you want me to say?"

Feeling both frustrated and annoyed by how he was being treated, the supervisor calmly responded with, "The truth would be a good starting point." Sensing that she had failed miserably in her efforts to talk her way out of this situation, she asked if they could start over. The supervisor agreed that that would be best for both of them.

The infraction was a breach of company policy. It was not trivial in nature, nor was it one of those earth-shattering or career-ending events. There would be consequences and there was a need to set things right as quickly and completely as possible. Sensing the position she was in, she quickly changed her tack from dishonest excuses to explanations that focused on what really had happened. No longer driven by the desire to deceive, she was able to offer a more rational, and believable explanation. There was a sense of relief on her face and in her voice as she did so.

The understanding supervisor was willing to meet the employee halfway. They discussed the intent and the seriousness of company

policies and the need for employee adherence to them. In short order they had worked through to a resolution. They determined how best to set things right, deal with the consequences the employee would ultimately face, and get past the whole unfortunate situation.

After a moment's silence, and a welcome moment it was, the supervisor offered a closing bit of advice. "When you find yourself in a hole, be smart enough to drop the shovel!"

When confronted with situations that threaten to expose your errors, mistakes or inappropriate actions, offering up a host of excuses and lies often appears to be a viable response. In the moment they appear to be an attractive alternative, a deflection that can separate you from the situation. In your effort to insulate or protect yourself from undesirable consequences, they can begin looking like the way out. However, as is often the case, lame excuses and flimsy half-truths are general exposed for exactly what they are--stumbling blocks along the path to resolution. And when this happens, the situation only grows worse, and the problem is often compounded and complicated far more than is necessary or desirable.

The lesson in all this is simple. When an error has been made, it needs to be corrected, and the wrongs that were committed need to be set right. Excuses, lies, and efforts to deflect won't correct errors, and they won't set wrongs right. They just dig the hole a little deeper. And as the supervisor suggested, "When you find yourself in a hole, be smart enough to drop the shovel!"

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Grote Adds Mossy Oak® Camo Lamp to BriteZone Line



Two mountable lights are also premiering in Vegas as additions to the BriteZone family, including the Small Round Work Light (BZ111-5), as well as the Rectangular LED Work Light (BZ551-5). Both can be installed and used in a variety of applications, such as industrial, recreational, and home.

"Since we launched BriteZone™ we have been grateful to receive high praises for our work lamps' go anywhere, flexible designs," said Weingardt. "We are now offering more choices for our customers and end-users, including taking the lamp from our most popular, battery-powered handheld lamp and offering it as a stand-alone light, the BZ551-5."

Grote's new BriteZone™ lights range from 1100 to 1600 lumens, making them an ideal, price conscious solution for a wide variety of lighting needs. Product will be available for shipping on March 1. For more information and product data sheets, visit <http://www.grote.com/family/britezone-led-work-lights/>.

MADISON, IN... If you are a hunter, fisherman, or simply like to spend time outdoors, Grote has the light for you. Premiering at Heavy Duty Aftermarket Week in Las Vegas, is Grote's Camouflage Go Anywhere LED Work Light (BZ511-5). The light mirrors the existing BZ501-5, with an authentic Mossy Oak® Camouflage finish.

"We are excited to expand the product range of our BriteZone™ LED Work Lamps in order to add more options for consumers who need greater flexibility in both mounting and usage," said Grote Business Development Manager Joe Weingardt. "This extension will help meet the needs of more individualized applications in our industry."

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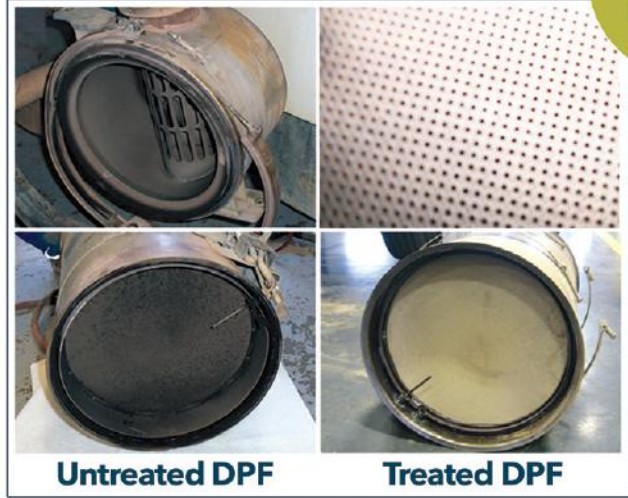
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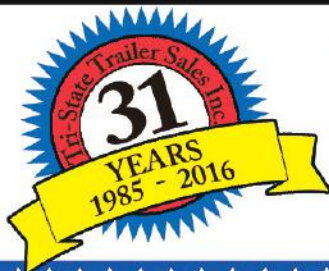
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CARGO CONTROL AND PARTS



DDEC IIs Part 2: A Design From The Past

FMCSA Delays New Driver Training Rule Because of Trump



There is a myth about DDEC IIIs and IVs that if one of the two 12 volt supply connections is lost half the injectors will shut down. This is not true. The two 12 volt supply connections that feed DDEC III and IVECMs are connected together internally. Still I had always wondered where this myth came from.

It wasn't until I started bench testing DDEC IIs that I found out why some technicians believe this.

On a DDEC II the high current injector driver circuits are somewhat electrically isolated so when one connection is lost one of two injector "banks" shuts down. This will instantly shut off injector number 1, 2, and 3 Or injector number 4, 5, and 6. At first I thought this injector driver design was illogical. It wasn't until further study that I realized this was actually a form of redundancy. The DDEC II has two of everything on the injector driver circuit board. A failure on one side would cause you to lose half your injectors but would not leave you stranded. I've grown to admire the DDEC II's design. It has symmetry and all components are given plenty of space to dissipate heat. It's clear it was designed by a human on a drafting table and not a computer running CAD.

The DDEC II has half the amount of digital processing components as the DDEC III but the parts are large, hard to find, and expensive. The DDEC II has heavy aluminum heat sinks that make solid contact with the case. Parts are installed with heavy solder joints that pass through the circuit board like a 40 pin Cat ECM. Compared to the surface mount components used on DDEC III and IV circuit boards

the connections in a DDEC II are much more durable. DDEC IIs have no batteries to go bad and their rubber seals and heavy cases do a good job at keeping oil and water out. The manufacturing of a DDEC II was no doubt slow and expensive compared to later designs but this ECM might just be the most reliable of all the DDEC designs. This ECM was designed to be serviceable and repairable but before I can offer repairs as a service I need to find suppliers for these old parts.

When considering the DDEC IIs operating system, the timing control and fuel settings are basic. Timing advance options are limited but as far as I can tell it will do what it's told if asked nicely. The first performance programs I plan on doing will simulate the 550 hp GU programs I do for DDEC II to DDEC IV conversions. If my oscilloscope doesn't know the difference neither will your injectors. If a DDEC II will turn an injector on and off at the exact same time as a DDEC IV running a DDEC II conversion program, then engine performance will be the exactly the same.

Written by Fernando DeMoura, Diesel Control Service LLC., Web: www.dieselcontrolservice.com Phone: 412-327-9400

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In the agency's first reaction to a Jan 20th presidential directive freezing and delaying many new regulatory actions, Federal Motor Carrier Safety Administration officials said they are postponing the effective date of the entry-level driver training final rule.

In a Feb. 1st Federal Register announcement, the agency said that because the rule was scheduled to be effective on Feb. 6th, the effective date of the rule is being delayed until March 21st. However, the rule will not be enforced for three years after it becomes effective. FMCSA said the delay is consistent with the memorandum of the assistant to the President and Chief of Staff directive to the heads of the executive departments and agencies to postpone for 60 days from the date of the memorandum the effective dates of certain regulations that had been published in the Federal Register but had not yet taken effect. The White house said its "freeze memo" directive would allow time for a thorough review of certain regulations.

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Few people will argue that this winter in eastern Oregon is more severe than recent memory, with back to back snow storms, sub-zero temperatures, occasional 80-mile-per-hour winds gusts, and challenging driving conditions throughout the area. For the Oregon Department of Transportation an increase usage of sanding rock, chemical deicer and overtime hours for snow plowing also points to an unusually harsh season. As example, ODOT crews in eastern Oregon worked twice as many overtime hours so far this winter than last year. A total of 14,919 OT hours between December 1 and January 31 this season, compared to 7,650 OT hours during the same period 12 months ago.

Another sign of extreme weather is an increase in vehicle crashes, including those involving ODOT winter maintenance equipment. Several incidents involving snow plows have occurred since the first of December. Motorists trying to pass plowing operations have been a contributing factor in at least two of these crashes. Thankfully, no one was seriously injured in the recent incidences, but costs for damaged ODOT equipment and highway structures (guardrail, site posts, etc.) can be a financial burden for at-fault drivers and their insurance companies. Damage claims for plows and highway structures can range between a few thousand to well over one-hundred thousand dollars.



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One of the things that drive people up the wall is that they are forever wanting to be like someone else. But human beings are like tiny snowflakes - no two are exactly alike. God wants an individual just like you who is willing to give your life to Him and walk in the light of His word and to serve Him everyday. So be content with such things as you have.

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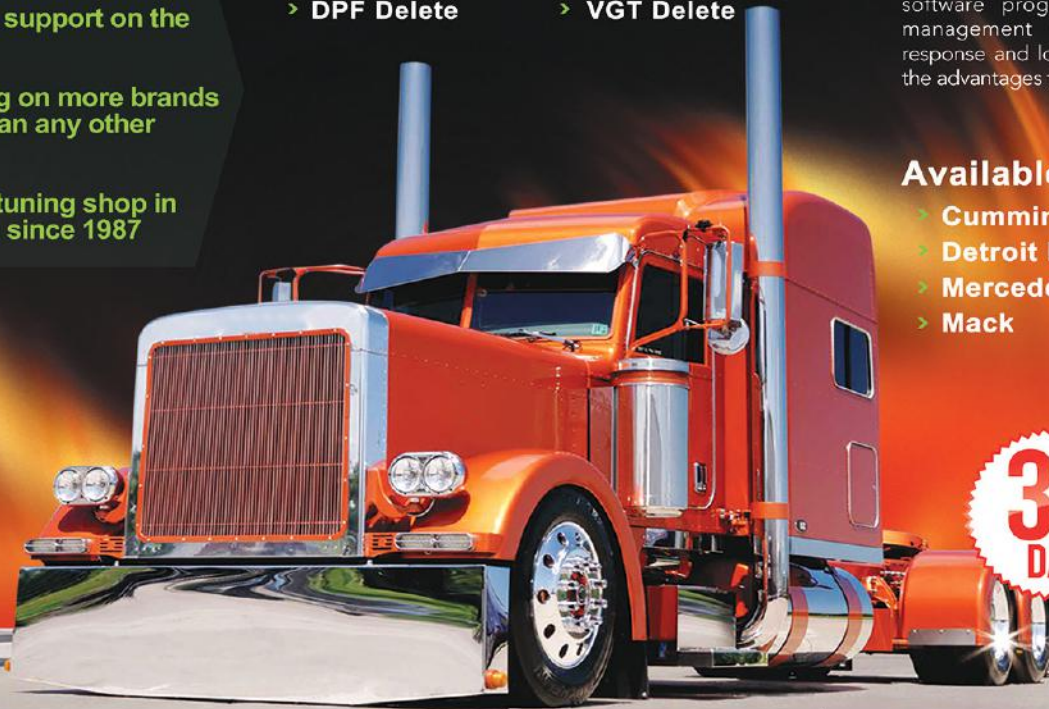
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Goodyear Continues To Expand Total Solution



AKRON, OH... The Goodyear Tire & Rubber Company is expanding its Total Solution of trusted products, a nationwide network, reliable services and fleet management tools to help trucking fleets lower their operating costs. New offerings include the Goodyear Endurance LHD premium long-haul tire, a new service management tool, and more.

“These items and other elements of the Goodyear Total Solution are on display during this week’s 2017 Customer Conference in Orlando, Fla.,” said Gary Medalis, marketing director, Goodyear. Highlights of Goodyear’s Total Solution include:

- **Trusted products**, including the new Goodyear Endurance LHD premium long-haul tire, which will launch later in 2017, and three new, SmartWay-approved Kelly Armorsteel long-haul tires. Also on display are the premium Goodyear Endurance WHA, Goodyear’s longest-lasting waste haul tire, plus its matching Endurance WHA retread; the Goodyear Endurance RSA, Goodyear’s best all-around tire for regional and urban delivery applications; the Goodyear Fuel Max RSA, which offers long miles

and toughness for regional fleets; the Goodyear Marathon long-haul line; the Goodyear Workhorse mixed-service line; Goodyear UniCircle retreads; and more.

- **Goodyear’s nationwide network**, which encompasses more than 2,300 tire and service locations from coast to coast, including authorized Goodyear commercial tire dealers and Goodyear Commercial Tire & Service Centers.
- **Reliable services**, including the 24/7 Goodyear-Fleet HQ Emergency Roadside Service program, which helps trucks that have been immobilized by road hazards return to service quickly.
- **Fleet management tools**, including a new service management tool that is built upon the Goodyear Smart Tech App “and will help our dealers

Medalis. “The Smart Tech App is helping our servicing dealers drive down roll-times to help trucks return to service more quickly.”

“The Goodyear-Fleet HQ Emergency Roadside Service program, which enjoyed a record year in 2016, is powered by the Goodyear Smart Tech App,” said



manage their resources more effectively with a live dashboard that reports the location and status of their road service technicians,” noted Medalis. Goodyear will add Bluetooth capabilities to the tool, which will enable road service technicians to electronically check and record fleet tire data. Goodyear also unveiled a new OTR Proposal Developer to help dealers’ sales teams make it easier to sell Goodyear OTR tires. “And our enhanced Preferred Fleet Dashboard extends high-level service reporting to our dealers’ local customers – the same reporting that national accounts enjoy.

“Goodyear is the only tire company that offers the Total Solution of trusted products, a nationwide network, reliable services and fleet management tools – all designed to help fleets lower their operating costs,” said Medalis.

Goodyear is one of the world’s largest tire companies. It employs about 66,000 people and manufactures its products in 48 facilities in 21 countries around the world. Its two Innovation Centers in Akron, Ohio, and Colmar-Berg, Luxembourg, strive to develop state-of-the-art products and services that set the technology and performance standard for the industry. For more information about Goodyear and its products, go to www.goodyear.com/corporate.

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Goodyear To Announce Highway Hero Award Winner During Mid-America Trucking Show

AKRON, OH... The Goodyear Tire & Rubber Company will announce the winner of the 34th Goodyear Highway Hero Award on Thursday, March 23, during the Mid-America Trucking Show (MATS) in Louisville, Ky.

Established in 1983, the Goodyear Highway Hero Award honors professional truck drivers who put themselves in harm's way to help others.

"The Goodyear Highway Hero Award is the oldest and most prestigious honor of its kind," said Gary Medalis, marketing director, Goodyear. "Goodyear is proud to recognize truck drivers who risk their own lives to save others."

Finalists for the 34th Goodyear Highway Hero Award include a driver who rescued an unconscious motorist from a minivan that had flipped over, a driver who pulled a mother and her three children from a car that was upside-down in a creek bed, and a driver who stopped an out-of-control dump truck and administered first aid to its incapacitated driver.

Here are this year's Goodyear Highway Hero Award finalists and their remarkable stories:

Chris Baker, a driver from Chicopee, Mass. Baker was driving down a New Jersey highway when he spotted flickering lights ahead. Pulling closer to investigate, he found a minivan that had flipped over onto its side. Flames

erupted from the vehicle's engine. Grabbing his fire extinguisher, he ran to the van and put out the fire. By then, the van's passenger had escaped and crawled to safety, but its unconscious driver remained inside, hanging from a seat belt. Working with a bystander, Baker unfastened the driver's seat belt, grabbed him by the arm, and pulled him away from the van. Baker stayed by his side until rescue crews arrived. The man survived and did not suffer any significant injuries.

Tim Freiburger, a driver from Huntington, Ind. Freiburger was driving through Indiana when he saw a car lose control and drive into a creek, where it flipped and came to a stop, upside-down in standing water. Freiburger raced to the car, which contained a mother and her three children. He broke a window and pulled the children out of the car. After carrying them to the creek's bank, he returned to the car, ripped open its door, and rescued the mother. He stayed with the family until paramedics arrived. The family suffered only minor bruises as a result of the accident.

David Webb, a driver from Billings, Mont. Webb and his wife, Carol, were driving through Washington State when they observed a dump truck in the next lane swerve. Webb pulled up to the dump truck and noticed

that its driver was slumped over the steering wheel. As the dump truck slowed, Webb parked his own truck and ran after the still-moving vehicle. Webb jumped onto the dump truck's running board, opened the door, reached in and applied the brakes, bringing the truck to a complete stop. As Carol called 911, Webb, working with a bystander, pulled the driver, who was not breathing, out of the truck and was performing CPR on him when help arrived. The driver was hospitalized and survived.

Trucking industry journalists are now evaluating the above finalists and will select the 34th Goodyear Highway Hero Award recipient.

The winner of the Goodyear Highway Hero Award will receive a special ring, a cash award and a congratulatory trophy. Each of the other finalists will receive a cash prize and other items.

"We look forward to honoring our Goodyear Highway Hero Award finalists for their courageous acts and naming this year's Goodyear Highway Hero during MATS," said Medalis.

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Carlisle Events Honors 100 Years of Ford Trucks in 2017



CARLISLE, PA... Country music frequently sings about trucks and some very popular athletes and TV personalities have taken turns promoting the benefits of driving and owning a truck. Why? Because trucks help make the country go round. There's a rugged impression of truck owners and who doesn't love, as one time Ford pitch man Toby Keith sang about, a "Big Ol Truck?" For 2017, multiple truck brands are celebrating 100 years, but only one of those brands will be showcased at the

Carlisle Ford Nationals presented by Meguiar's AND Carlisle Truck Nationals. From June 2-4 and again from August 4-6, Carlisle Events presents 100 years of the Ford Truck.

It all starts in June with the Carlisle Ford Nationals. This event historically hosts over 50,000 guests and some 3,000+ Fords spanning automotive production. Nearly 40% of the field boasts the Mustang, but the remainder is a wide mix of all things Ford and this year, the remaining 60% will

have an increased focus on the Ford Truck. A special invitational display is planned, where truck owners will be showcased and be eligible for special awards too. Ford weekend also welcomes trucks to participate in the always popular burnout and downtown parade and street party. With 100 years of history available the anticipated showcase should be vast.

Two months after the trucks depart Ford weekend, many more return for the Carlisle Truck Nationals. Truck weekend is August

4-6 and hosts over 2,000 trucks, including custom vans, haulers, big rigs and more. The Ford honors continue at the truck show with similar, yet different invitational displays featuring Ford trucks. You can expect to see Ford trucks represented throughout the event to include the manufacture midway, monster trucks shows, rides and from enthusiast clubs around the field. The event also features truck specific competitions including drop and drag, burnouts, low truck limbo and a high truck contest.

Together, both shows will focus on thousands of trucks spanning a century of production. Plans are in the works for truck specific guests, engineers, seminars, installs, product showcases and more.

"This will be a spectacular showcase of all things Ford Truck at Carlisle in 2017," noted Ed Scholly, event manager of the Carlisle Truck Nationals. "Trucks of all sizes help move America and the Ford brand has historically produced some of the most reliable and unique trucks ever. The combination of Ford's elegance and the love of the truck will make these two events something to experience in person."

Registration is ongoing now for the Carlisle Ford Nationals and Carlisle Truck Nationals. In addition, special showfield discounts are available through the Gate-N-Go deadline and there is even an additional savings via multiple show and multi vehicle registrations too, so Ford truck owners can join us for both events. For Ford Nationals weekend, the Gate-N-Go deadline is May 1, while Truck Nationals discounts run through July 3. Online ticketing is also available for anyone looking to secure a day or weekend pass in advance of the shows. Complete information is available now at www.CarlisleEvents.com.

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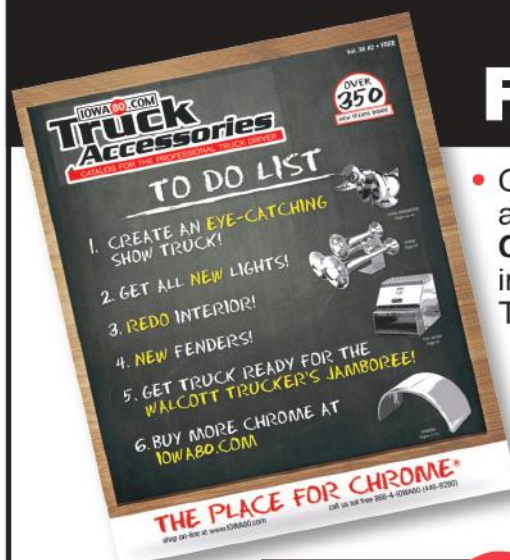
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ATA Truck Tonnage Index Fell 6.2% in December Tonnage Index Finished Year 2.5% Higher than 2015

Arlington, VA... American Trucking Associations' advanced seasonally adjusted (SA) For-Hire Truck Tonnage Index fell 6.2% in December, following a revised 8.4% jump during November. (November's index was revised up slightly from our press release on December 20, 2016.) In December, the index equaled 133.8 (2000=100), down from 142.7 in November. The all-time high was 144 in February.

Compared with December 2015, the SA index decreased 0.7%. In November, the index increased 5.9% on a year-over-year basis. For all of 2016, tonnage was up 2.5%.

The not seasonally adjusted index, which represents the change in tonnage actually hauled by the fleets before any seasonal adjustment, equaled 133.9 in December, which was 1.6% below the previous month (136.1).

"The ups and downs that plagued most of 2016 continued in December," said ATA Chief Economist Bob Costello. "I don't recall a year in recent memory with so many large swings on a month-to-month basis."

"Looking ahead, there are some positive signs for truck tonnage. This includes the continued spending by consumers, larger wage

gains, and solid home construction," he said. "Factory output will continue to be soft, but it should be better this year than last year. And most importantly, the supply chain continues to make progress reducing bloated inventories, which will help truck volumes going forward."

Trucking serves as a barometer of the U.S. economy, representing 70.1% of tonnage carried by all modes of domestic freight transportation, including manufactured and retail goods. Trucks hauled nearly 10.5 billion tons of freight in 2015. Motor carriers collected \$726.4 billion, or 81.2% 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 10th day of the month. The report includes month-to-month and year-over-year results, relevant economic comparisons and key financial indicators.

American Trucking Associations is the largest national trade association for the trucking industry. Through a federation of 50 affiliated state trucking associations and industry-related conferences and councils, ATA is the voice of the industry America depends on most to move our nation's freight. Follow ATA on Twitter or on Facebook. Trucking Moves America Forward

ATA Infrastructure Task Force Meets with Secretary Chao, Congressional Leaders

Arlington, VA... Members of the American Trucking Associations' Infrastructure Task Force recently traveled to Washington to meet with Transportation Secretary Elaine Chao and key members of Congress to urge swift action to move forward with a long-term infrastructure spending package to address the country's critical need for highway and bridge improvements.

The American Transportation Research Institute's recently released top freight bottlenecks report vividly illustrates the need to strengthen our nation's roads and bridges. With the Trump Administration's focus on moving a significant infrastructure package, the ATA's Infrastructure Task Force was created immediately following the election, and includes eleven CEO-level trucking industry executives. This week's meetings with Secretary Chao and key congressional leaders will be the first in a series of visits.

"The trucking industry already contributes a great deal to the Highway Trust Fund and elsewhere to finance road and bridge construction, but we recognize that we need to do more if our country is going to maintain the type of transportation network a 21st Century economy demands," said Task Force Co-Chairman David Congdon, CEO of Old Dominion Freight Line.

"Having the opportunity to talk about these issues with Secretary Chao and congressional leaders is an important part of the process of building America and getting the kind of infrastructure bill our industry needs," said Task Force Co-Chairman Jim Burg, president and CEO of James Burg Trucking Co.

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ATRI Releases Annual List Of Top 100 Truck Bottlenecks - Congestion Chokepoints Hurt Economy, Environment

Arlington, VA... The American Transportation Research Institute has released its annual list highlighting the most congested bottlenecks for trucks in America.

"Trucks move 70% of the nation's goods, so knowing where there are kinks and slowdowns in the system is important for motor carriers and our professional drivers, making this analysis a key tool for identifying where and when to route our trucks to avoid congestion," said Prime Inc. President and CEO Robert Low.

The 2017 Top Truck Bottleneck List assesses the level of truck-oriented congestion at 250 locations on the national highway system. The analysis, based on truck GPS data from 600,000+ heavy duty trucks uses several customized software applications and analysis

methods, along with terabytes of data from trucking operations to produce a congestion impact ranking for each location. The data is associated with the FHWA-sponsored Freight Performance Measures initiative. The locations detailed in this latest ATRI list represent the top 100 congested locations.

For the second straight year, Atlanta's "Spaghetti Junction," the intersection of Interstates 285 and 85 North is the most congested freight bottleneck in the country. The rest of the Top 10 includes:

2. I-95 at State Route 4 in Fort Lee, New Jersey
3. I-290 at I-90/94 in Chicago
4. I-65 at I-64/71 in Louisville, Kentucky
5. I-71 at I-75 in Cincinnati
6. SR 60 at SR 57 in Los Angeles

7. SR 18 at SR 167 in Auburn, Washington

8. I-45 at US 59 in Houston

9. I-75 at I-285 North in Atlanta

10. I-5 at I-90 in Seattle

"With President Trump expected to press for significant long-term infrastructure spending, this ATRI analysis should be a key guide for deciding what projects are worthy of funding," said American Trucking Associations President Chris Spear. "Ensuring the safe and efficient movement of goods should be a national priority and this report draws attention to the places where our highway network needs improvement in order to meet that goal."

ONE Leasing's Tractor Lease Program Offers Affordable, Reliable Truck Lease Options

The transportation industry is a critical part of the American economy. Within the industry, the trucking sector can be a very profitable business for transportation companies and sole proprietors alike. However, a leading concern of every trucking business is ensuring that the equipment utilized is affordable and reliable. ONE Leasing, Inc. ("ONE") offers lease options to transportation companies that allow the flexibility to accommodate varying needs.

"We offer new and used quality equipment with reasonable payments and full extended warranty," says Jack Greene, director of ONE.

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The ONE lease program offers lessees the PACCAR model Kenworth T680 with a bumper-to-bumper warranty and great buy out values. Every tractor is equipped with a Thermo-King Auxiliary Power Unit that reduces fuel consumption and engine wear. Lease terms range from 5 years on new equipment to 6 months on used trucks. The lifestyle option gives lessees a chance to take equipment out of service for up to one week per quarter without

having to make fixed payments. At completion of the lease, a per-mile incentive is paid.

ONE's maintenance program is designed to help drivers keep maintenance costs manageable. A maintenance escrow is established that can be used to pay for any required maintenance, including tires. Insurance against long-term breakdown can be purchased for just \$7.50 per week. This helps lessees cover fixed costs if the truck breaks down for an extended period of time.

For more information about leasing options from ONE, call 913-324-7122.

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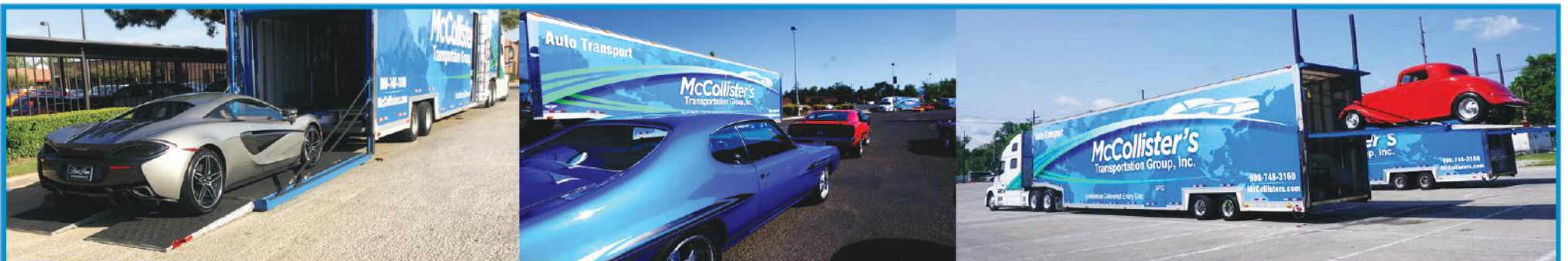


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MOVIN' OUT Calendar of Events

March 17-19 - Summit Racing Equipment I-X Piston Powered Auto-Rama – I-X Center, Cleveland, Ohio. The Summit Racing Equipment I-X Piston Powered Auto-Rama is the largest indoor showcase of custom cars, trucks, antique construction equipment, motorcycles, tractors, planes, military equipment, and more of its kind in the world filling more than one million square feet of space with over 1,000 vehicles. For more info visit <http://www.pistonpowershow.com/>

March 23-25 – Mid-America Trucking Show – Kentucky Exposition Center, Louisville, KY. For more info, <http://www.truckingshow.com/>

March 31-April 2 - Gulf Coast Big Rig Truck Show – Houston, TX. For more info log onto www.gulfcoastbigrigtruckshow.com

April 22 – 14th Annual Wheat State Antique Truck Show – Newell's Truck Stop, I-135/US 50 Exit 31, Newton, KS. 9-3. Antique, Custom, Special Interest, RC Model Truck Demo, Vendors, Food. Free entry/admission. Wheat State Chapter/American Truck Historical Society. For more info contact Scott at 316-283-0130 or visit www.aths.org or www.athskansas.org

April 28-30 – 19th Annual 75 Chrome Shop Truck Show – 75 Chrome Shop, Exit 329 on I-75; 419 E State Road 44 Wildwood, FL 34785. For more info call 866-255-6206 or visit them on the web at www.75chromeshop.com

June 2-4 – Wheel Jam – South Dakota State Fairgrounds, Huron, SD. For more info go to <http://www.wheeljamtruckshow.com/>

June 17-18 - 6th Annual Ohio Vintage Truck Jamboree - Ashland County Fairgrounds, 2042 Claremont Avenue, Ashland, OH 44805 Hosted by the Ohio Chapters of the American Truck Historical Society. Show Hours 9am to 4pm both days. Vintage Truck Show both days, Huge Trucking Memorabilia Display, Swap Meet, On-Site Camping with RV Hookups available. Slow Race, Jake-Off, Light Show, Diorama Display, Truck Swap Meet, Country Convoy, 50-50 Door Prizes Raffle Swap Meet Food T Shirts and More! In place of Registration and Admission fees - donations to Ashland Food Bank and Shriner's Transportation Fund appreciated. Presented By: ATHS Ohio Chapters Proceeds to: Ashland Food Bank & Shriner's Transportation Fund

June 24 – Down Home Truck Show – Humboldt, Nebraska. For more info call Susie Shupp at 402-414-7021 or follow us on Facebook @Down Home Truck Show
June 24-25 - Transport For Christ Truck Rally – Lebanon Valley Expo, 80 Rocherty Rd., Lebanon, PA 17042. Parade of Trucks, Vendors, Children's Activities, Benefit Auction, Food, Gospel Music, Worship Service. For more info contact Doris High at tfcrner@de-jazzd.com

July 13-15 – 38th 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 14-15 – Expedite Expo – Lexington Center, Lexington, KY. The only trade event focusing exclusively on the expedited trucking industry will be at the Lexington Center for 2016 on July 15 & 16. People from all over North America will come to learn about the newest trucks, career opportunities and products geared specifically to owner operators and drivers. For more info phone 859-746-2046 or go to www.expediteexpo.com

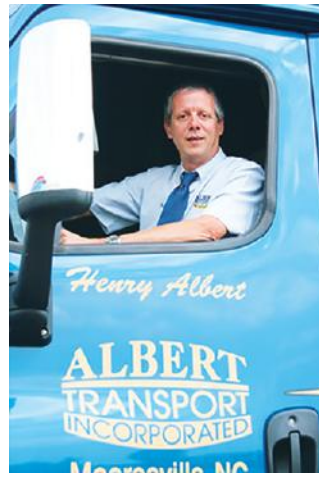
August 4-6 – Carlisle Truck Nationals – Carlisle, PA Big Rig Show and Shine. Monster Truck Shows, Vendor Midway and Truck Themed Swap Meet, Kids at Carlisle Activity Center. For more info call 717-243-7855 or visit www.carlisleevents.com
August 11-12 - The 28th Annual Waupun Truck N Show - Truck-n-Show festival grounds (Spring Street in Waupun), Waupun, WI. For more info visit www.waupuntrucknshow.com. Phone: 920-324-9985 · Fax: 920-324-0353

September 16 – 41st Annual TBG / ETC / XDP – Sponsored U.S. DIESEL TRUCKIN' NATIONALS & MOTORSPORTS SPECTACULAR - RACEWAY PARK, ENGLISHTOWN NJ. The largest single day all diesel truck show & race in the USA. Over 2,000 participants, 200 exhibitors & vendors and the biggest evening diesel thrill show. Fast family fun for all. Now in it's 41st year. For more info go to: www.usdieselnationals.com or www.racewaypark.com. Phone: (732)-446-7800. For further e-mail: info@racewaypark.com

October 14 – LCM Southern Classic 2017 Truck Show - LeeHi Travel Plaza, Lexington, Va. Non Judged event hosted by LargeCarMag. For more info: www.largecarmag.com or 717-806-8907.

If you would like to list an upcoming show or event, send all the details including a telephone contact number to
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BERM NOTES



by Henry Albert

You can never predict when the moment will be just right for a business opportunity. There are many networking functions, corporate

events or you may be running errands on a Saturday and meet someone who could use your services. Either way, no matter when or where your opportunity may arise, you will want to be prepared with an Elevator Pitch.

Being a driver myself, I find that it's really easy to meet people, as I believe trucking is a "People Business." Each day we come in contact with hundreds of people while conducting the job of transporting materials. It's obvious that the world around us moves very quickly and therefore we better be ready to seize a potential business opportunity when it presents itself. Many times you only have a few short moments in which for someone to hear what you want to say. The name "Elevator Pitch"

is named in that you must be brief and summarize your concept in the time that it takes for the elevator to make the short trip to the next floor.

It's important to be prepared with one to two sentences for your pitch. However, realize that you will need to customize the pitch to be the most effective for your audience. Be specific about your business and exactly what you offer. Maybe you are a flatbed, van or reefer carrier. Your services will not meet everyone's needs. If you are even more specialized in your transport, then most certainly let the listener know exactly what you do. Don't come off as a sales person however your goal is just give information and have your audience understand exactly what your business is about. Stay clear of industry buzzwords that only you may understand. Keep the pitch simple and brief.

You can ask a question to your prospect about a common problem which can help to then lead in to more conversation. Very quickly, you want to give a short version to explain a solution in order to solve their problem.

Speak directly about what action they can take and how it will benefit them. If you have done your job correctly, your listener should want to learn more about the business services you provide. You might ask if they would like your business card or if you can follow up with them for a future lunch appointment and further discussion.

For the elevator pitch to be successful, remember to keep your ideas short and to the point. The most simple elevator pitch can be very powerful.



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Working Show Truck of the Month – Jonathan Mills



By Robert Conrad

Jonathan Mills said he remembers riding in trucks, when he was just a little boy, with his dad and his granddad. His passion for trucks and trucking began at an early age thanks to these trips with his dad and his granddad, and he's turned it into a full time career that he wouldn't trade for any other job. In fact, he told us that he is really glad that his job is also his passion in life.

He runs Jonathan Mills Trucking, LLC based out of Marshville, NC with 2 drivers, several contract haulers, and himself keeping an average of 10 hopper bottom trailers delivering loads at any given time.

Jonathan pulls a 2013 Timpette hopper bottom with what might just be the coolest cabover around. His 1986 Freightliner screams cool with its classic black & red Freightliner paint scheme, custom square bumper up front, a drop visor, and a Peterbilt car hauler front axle to give it a unique stance. Jonathan had also removed the air horns from the roof while adding extra marker lights up top, added a set of flat-top straight pipes, a late model Freightliner air liner rear clip, and many custom touches on the interior.

He hauls feed ingredients and grain with his cool combo and power comes from a 5EK 3406-E CAT engine that's paired up with an 18-speed transmission and a set of 3:70 rears. The truck has over 900,000 miles on it but it looks better than the day it rolled out of the Freightliner plant in 1986! The trucks frame has been painted red to match the stripes and features polished bolt covers, a custom deck plate, and reversed half fenders.

Jonathan enjoys bringing the truck to various truck shows when he's not driving and he wanted to thank his wife Mandy and his girls, Whitney & Abby, for all of their love and support. He also wanted to thank his dad John for getting him started in trucking and all of his



good drivers and helpers that keep the wheels turning for Jonathan Mills Trucking, LLC!

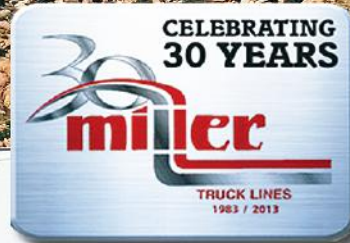
If you get down around Marshville, NC you just might get a first hand look at one of the baddest Freightliners around and you'll definitely be impressed.

Movin' Out salutes Jonathan Mills for his passion about the trucking profession and his hard work in turning his cabover into a showstopper, by choosing him as our Working Show Truck of the Month for March 2017.

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