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28th Annual Waupun Truck -n- Show



The Waupun Truck -n- Show is one of the premiere truck shows in America and attracts hundreds of entrants every year. Turn to page 29 for more photos. - Photo by High Gear Photography -

Preventive Maintenance & Repairs



by Homer Hogg, Director of Technical Service

Hhogg@ta-petro.com, 520-252-2731

Fleet maintenance managers and owner operators know that an effective preventive maintenance program helps protect the longevity of a vehicle and

control costs. Running a vehicle past the recommended interval and performing poor inspections can lead to more breakdowns, inevitably driving up the number of repairs between maintenance checks. The TA Truck Service team understands this, which is why we offer a comprehensive preventive

maintenance system designed to keep our customers' vehicles running safely and on schedule.

A short walk around a modern truck and a quick look inside the cab reveals why a comprehensive electrical systems check is highly recommended as part of any PM program. The rise of electronic devices such as Collision Avoidance, Electronic Logging Devices and APUs place a high demand on the charging and cranking systems. Batteries, alternators and associated circuits and their components are working harder than ever to keep pace with this demand.

Using modern test equipment to reveal the condition of these components will help identify any defects before they put you out of service at 3 a.m. Our trained and ASE certified technicians will examine these systems, identify any issues and recommend solutions. continued on page 2

Owner-Operators Drive U.S. Bulk To A Record Breaking Year!



by Steve Pollock

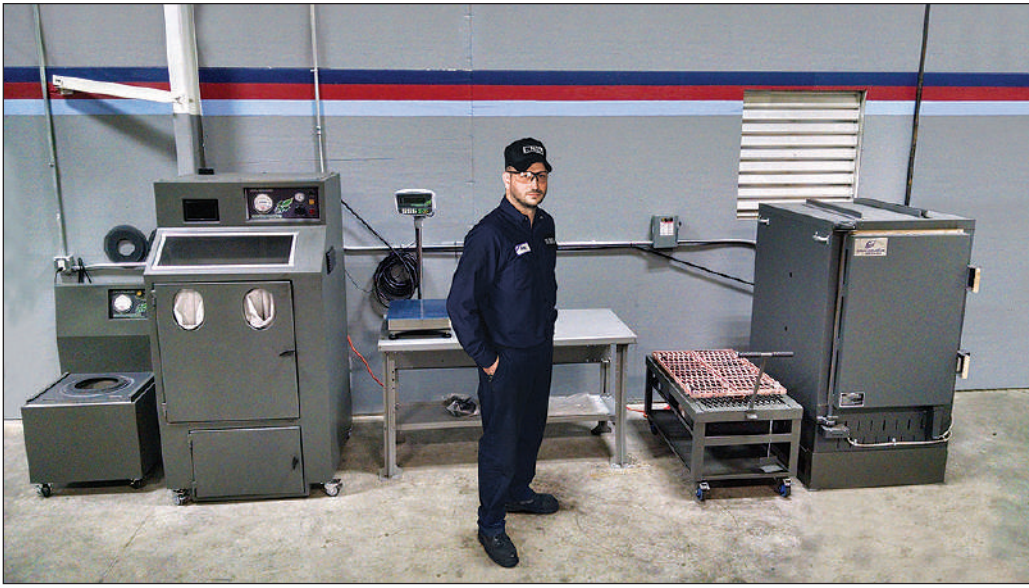
ERIE, PA... Since the last time MOVIN' OUT featured U.S. Bulk Transport a premiere bulk hauler headquartered in Erie, PA back in March 2014, many changes have occurred. Craig Goodelle has

taken command and stepped into the Presidents seat. Craig started in 1996 in dispatch moved into the terminal manager position in 2004, Chief Operations Manager in 2012, C.O.O. in 2015 and finally in 2017 became President. Craig's

father Gary Goodelle founded U.S. Bulk in 1991 and remains with the company as a mentor and consultant.

2017 was a great year for U.S. Bulk, not only did the company continued on page 5

Preventive Maintenance & Repairs



improved the on-board diagnostic capabilities of trucks. This allows our technicians to offer customers a diagnostic check on their vehicle, which entails hooking up our JPRO advanced computerized diagnostic tool in order to capture active and inactive codes. These codes are printed and reviewed with the customer during their PM service. Most repairs can be completed in our bays, helping drivers get their vehicles back on the road in a timely manner. As on-board computer systems continue to grow in complexity, we are constantly working to ensure our diagnostic tools and equipment are up to date.

After-treatment maintenance and repairs are quickly climbing towards the top of maintenance costs for most truck owners. Two

years ago we expanded our scope of services to include after-treatment diagnostics, repairs and DPF cleaning at over 30 locations and counting. Our technicians can perform pneumatic or thermal cleaning of your DPF filter and have it back in your truck so you can hit the road within 24 hours. That means improved vehicle performance, increased fuel economy, less downtime, a longer DPF life, fewer regenerations and overall lower maintenance costs for drivers.

TA-Petro also offers unique services, such as annual DOT inspections. Our certified technicians can identify any defects and complete the necessary repairs to get your truck or trailer back on the road. We can give you the comfort of knowing that your truck will be

safe and able to pass any roadside inspections.

At TA Truck Service, we're always looking for ways to help our customers. This passion is what drives us and keeps us concentrated on evolving alongside the needs of our customers. Offering electrical systems checks, after-treatment inspections and cleaning are just a few of the new services we have in our lineup, and we will continue to add to our scope of service so we can keep uptime high and give customers the ability to remain competitive in their space. Although the processes and equipment will continue to change over time, one thing that will likely remain for years to come is the need for an old fashion PM inspection.



continued from page 1

tions. An electrical check can be requested and added to any PM

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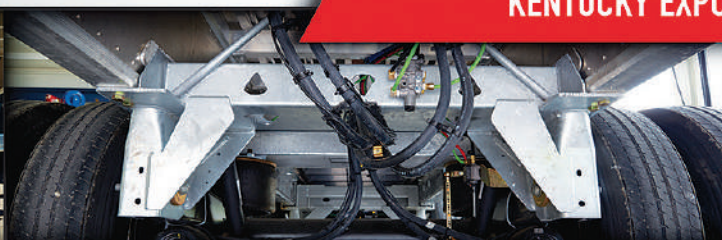


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Off The Beaten Path



by Pam Pollock

This Isn't Real Life...

I got hit with that nasty stomach virus four days ago, right in the absolute middle of my crunch time deadline. Today is the first time that I have felt semi-human. For the 1st 37 hours, if I wasn't running to the bathroom, (I know TMI), I was zonked out in my bed. Then I started to recover, albeit slowly, and would work for a couple of hours and then run to the couch to rest. I admit it; I watched a lot of TV. All of this TV viewing has left unanswered thoughts and questions racing through my head...

It's no secret in my house that I LOVE Hallmark movies. My guys roll their eyes and head for the hills when I seize the television remote. They moan and groan and angrily ask, "How many of these dumb movies can you stand to watch?" Well, duh, obviously the answer is ALL. I want to watch all of them.

The other night my spouse admitted defeat and sat down in the middle of my movie marathon. In the beginning he feigned disinterest and then I noticed him on the edge of his seat, leaning intently towards the TV screen. And that's when he remarked on something I had NEVER noticed. "Look at them kissing!" he exclaimed. "They are totally fake kissing and doing a weird side mouth thing." And son-of-a-biscuit, he was right. Both of their mouths were closed and they had some strange side facial contortion going on. That's not how it's done in real life!

And why-oh-why do these people in the movies NEVER stop and fight it out when a conflict arises with either a hussy or ex-boyfriend appears on the doorstep or a boss steals their ideas? (And that happens, every, single, time) They just get these big puppy dog eyes and cue the dramatic music and they walk away. That wouldn't fly with me!

Moving on to reality TV, how can these people survive being naked and afraid for 21 days and their hair still looks amazing? My hair was like a grease pit after 37 hours of being sick! And my stomach just roared after having gone without food and just a sip of water. This isn't real life!

And come on, the Post Office really doesn't have 4 people in a big basement somewhere trying to give happy endings to people and reunite them with letters or parcels, sometimes 20 years after the mail was lost. Hello, I'm still waiting on the bill from my newspaper printer that was lost in the mail almost 2 years ago. There's been no happy reunion here! Although I do get all the good feels from watching Signed, Sealed and Delivered. But come on guys, you are not going to go from Washington, DC to Montana in a motorhome to return a camera and a stuffed dinosaur to a little boy. This isn't real life!

I finally gave up on these shows and turned the channel to hockey. The players body slammed each other into the boards, tripped the other teams players, spit on the ice, had some brawls, and fist bumped each other when someone scored a goal. The coaches got annoyed and raised their eyebrows and voices and gave some fierce hand gestures to the linesmen. In the end, there was a heartwarming group hug when my beloved Pens won the game. Ahhhhh... now this is real life!

NATSO Brief's House Homeland Security Committee on Industry Efforts to Combat Human Trafficking

Alexandria, VA... NATSO Foundation President Lisa Mullings told members of the House Committee on Homeland Security that the truckstop and travel plaza industry plays a vital role in combating human trafficking that takes place along the nation's Interstate Highway System. NATSO was invited to participate as an example of the positive role that the private sector can play in the fight against human trafficking.

"As an industry, our primary goal was not only to rally behind an important cause but also to have a real impact," said Mullings. "The multi-faceted approach taken by the truckstop and travel plaza industry illustrates that private enterprise can make a consequential difference in the fight against human trafficking. When companies take the time to learn about it and invest resources into combatting it, it can make a real difference in changing lives for the better. We thought it was important for Congress to know this."

Mullings briefed the House Homeland Security Committee about the multi-pronged anti-human trafficking initiative undertaken by the NATSO Foundation on behalf of the entire truckstop and travel plaza industry.

Specifically, Mullings cited the NATSO Foundation's partnership with the Department of Homeland Security's Blue Campaign to distribute public awareness materials that truckstops can post in their locations.

As an industry that caters to millions of travelers every year, truckstops and travel plazas and their

employees are in a key position to help identify and report suspected incidents of human trafficking. Although there is no official estimate for the total number of U.S. human trafficking victims, it is estimated that hundreds of thousands of adults and minors are victims of human trafficking each year in the United States - many of whom are moved from state to state along our Interstate Highway System.

"Our partnership with DHS and the law enforcement community helps ensure that the millions of Americans who stop at truckstops and travel plazas nationwide are educated about human trafficking and able to assist in the transportation sector's fight against this crime," Mullings said.

The NATSO Foundation has been helping members of the truckstop and travel plaza community engage in the fight against human trafficking since 2012. The NATSO Foundation's goal is to provide the truckstop and travel plaza industry with the necessary tools to train owners, operators and employees so that those individuals are equipped to help if they encounter a victim of this horrible crime.

The NATSO Foundation provides the industry with an online education course titled, "The Role of Truckstops in Combating Human Trafficking" to help truckstops and travel plazas train their staff in recognizing and responding to suspected incidents of human trafficking. The course is available on the NATSO Foundation's website free of charge so that any member of the truckstop and travel plaza industry can leverage this educational resource. The course can be accessed at www.natso.com/onlinelearning.

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NATSN North American Truck Stop Network

PMTA Pennsylvania Motor Truck Association

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Owner-Operators Drive U.S. Bulk To A Record Breaking Year!



U.S. Bulk President Craig Goodelle.



Mark Strong, left, U.S. Bulk owner operator with 26 plus years safe driving, shakes hands with operations and recruiting director Chris Kavala.

continued from page 1

experience huge profit and revenue gains, but they also opened 4 new terminals as well, bringing their total to 22 terminals and logistics offices.

When asked how U.S. Bulk achieved such phenomenal growth in 2017, Craig states, "With the hard work of employees, partners and Owner-Operators we opened 4 new terminals. Employees and Owner-Operators alike are all equally invested in making our company as great and as strong as it is today. Owner-Operators started this company 27 years ago and have been the foundation ever since. We are constantly getting compliments from customers

regarding the professional nature of our Owner-Operators. They are business men and women and take their jobs seriously."

As opposed to their competition, U.S. Bulk Transport is 100% owner-operator based with no company trucks to compete with. With 22 locations, U.S. Bulk has the largest network of terminals and logistics offices of any bulk hauler in the country being able to offer more freight and more opportunities. U.S. Bulk Transport, Inc. enjoys some of the best tonnage rates in the industry due to the long-term relationships established with their customers. They specialize in dump freight, both industrial and

hazmat. U.S. Bulk pays contractors 80% per net ton and 100% of the fuel surcharge, which is paid up front in the contractors' weekly settlement. As of February 1, 2018 the fuel surcharge was 32% and changes with the national average every week. All settlements are completely transparent; the contractors know exactly what they will make on each load.

There are also tremendous safety and longevity bonuses in place. U.S. Bulk makes a significant investment in safety with 6 full time employees working in the Safety Department. There is a courteous and knowledgeable support staff at U.S. Bulk, serving Owner-Opera-

tors in all areas from safety to settlements, permitting, accounting, sales and dispatch. These dedicated employees who work with U.S. Bulk contractors are a large part of the reason the company has a very low turnover rate. Owner-operators have been leased to U.S. Bulk for 10, 20 and ever 25+ years. Craig stated Mark Strong was one of the first to sign on with Gary Goodelle and U.S. Bulk and is celebrating 26 years of safe driving!

U.S. Bulk also offers contractors a fuel card program and they are

continually negotiating discounts on fuel, tires and insurance. The company is also ELD compliant and can interface with any FMCSA compliant ELD system. They can help you become ELD compliant if you are not already. ELD exempt tractors are also welcome.

Craig prides himself in focusing and investing in sales and strong customer relationships rather than company equipment that takes away from the owner-operators and business men and women. Dump work is lucrative and U.S.

Bulk offers the best program to help you get started. If you have a D.O.T. complaint tractor and the will to work, you can make a very nice living with one of the premiere dump haulers in the industry. Owner-Operators are welcome with or without hazmat endorsements or dump trailers. For information, call 800-609-6611 or visit U.S. Bulk Transport, Inc. online at www.usbulktransport.com or at Booth #68032 at the Mid-America Trucking Show in Louisville, Kentucky on March 22-24.

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High Performance Diesels with Bruce Mallinson

Several years ago, an owner-operator from the Los Angeles area called me to talk about engines and his father said to him, "Son, with great power comes great responsibility." It's been about 18 years since I heard that statement and I have never forgotten it.

JR Hillhouse out of Mississippi runs an ultra-clean 379 Pete with a C-15 Cat that we re-worked. The horsepower it produces is about 100 more than we anticipated. He chose to accept the extra power and when I call him and ask how the truck is running his saying is "She'll do

anything you ask her to do".

I personally have always had great running cars, trucks, boats, and snowmobiles. Mike Lane, an owner-operator out of Ogden, Utah, a very good snowmobiling friend of mine, called me this past January and told me I can now have my 850cc Ski Doo snowmobile turbo-charged for half of what the cost was a few years ago. He knows I love turbochargers and all my vehicles except one is turbocharged. He didn't have to twist my arm very hard when he told me I would have 200 horsepower with only 6

psi of turbo boost! Think about the horsepower to weight ratio, the snowmobile only weighs 450 pounds, it will accelerate from 0 to 60 in 2 seconds! The stock 850 cc engine will produce 165 horsepower at sea level, however we do most of our riding at 10,000 feet or higher. A normally aspirated engine will lose 3% of its power for every 1000 feet of elevation so the 850 engine will only produce about 115 horsepower at 10,000 feet. With the turbocharger the 850 will produce 200 horsepower regardless of the altitude. Janu-

ary 23, 2018, I arrived at AD Triple S Motorsports in Ogden, Utah and Brayden went to work on my sled. The next morning, we went for a test ride in the mountains, WOW, anytime you push on the throttle the skies come up off the snow. The following weekend was the Owner-Operator Snowmobile Conference in Cook City, Montana, and yes, the turbocharged snowmobile did get me in trouble 4 times in 3 days. I had to think about the statement "With great power comes great responsibility." A 200-horsepower sled will take you places you really should not be, especially at my age.

Lamar Cohen, an owner-operator out of Virginia also turbocharged his Polaris in Mike Lane's trailer in 38 degree temperatures. At 8:30 Tuesday evening he had his sled all apart and pieces were scattered everywhere, and we were leaving the next morning. He and Mike finished assembling the Polaris, and he now has 200 horsepower, however he used a little more common sense than I did and did not get into trouble.

Horsepower and torque are wonderful things, and today's semi-trucks with the steel pistons in the diesel engines will produce an abundance of power with the correct exhaust manifold, turbo-charger, air filters, mufflers, ECM tuning or the Pittsburgh Power Computer. Know what you have and respect it. DA Santucci, Speed Specialist, was the builder of my racecar engines and his saying was "A great running engine is capable of blowing itself apart, and you the driver must keep it together."

Good news today from the Engineering Department of Pittsburgh Power. The Freightliners equipped with the DD15 Detroit Engine from 2012 through 2016 can now be custom programmed for additional horsepower up to 620 to the ground, which is 730 flywheel horsepower. With the "Dorothy", soot separator installed on the EGR system, to remove the soot prior to entering the intake manifold, and the custom tuning, the DD15 will be a very fuel efficient, powerful, long lasting diesel engine. With Dorothy eating the soot the emissions are greatly reduced, the Diesel Exhaust Fluid consumption is reduced by 30% and the regens of the Diesel Particulate Filter are greatly reduced. It's all positive, great results come from great engineering! For 41 years in the diesel engine business we have always forged ahead to improve the



engine, whether it was for power, fuel economy, or engine longevity. There is another saying that we live by at Pittsburgh Power and that is "What if", what if we try this, what will the result be? In research and development there are always failures before the positive outcome. R&D is time consuming, expensive, and at times very frustrating. It will cause you to have sleepless nights, but when everything comes

together, the final product will put a smile on your face and you know you gave it your best. Then it's time for the next project because faith is the daring of the soul to go farther than it can see.

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

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Truckers Support EPA's Plan To Repeal Glider Kit Requirements

Grain Valley, MO... A national trucking association sent a letter of support to the U.S. Senate Committee on Environment and Public Works for the Environmental Protection Agency's plan to reconsider emission requirements for glider kits.

The Owner-Operator Independent Drivers Association, which represents 160,000 members, supports a proposed repeal of the Phase 2 emissions standards for glider kits. The repeal is based on a proposed interpretation of the Clean Air Act under which glider vehicles would be found not to constitute "new motor vehicles," glider engines would be found not to constitute "new motor vehicles," and glider kits would not be treated as "incomplete" new motor vehicles.

Under this proposed interpretation, the EPA would lack the author-

ity to regulate glider vehicles, glider engines, and glider kits.

"For many small business truckers, glider kits offer a more affordable and reliable alternative to increasingly expensive new vehicles," said Todd Spencer, OOIDA acting president and CEO. "Their regulation under Phase 2 would effectively destroy the American glider kit industry, eliminating the opportunity for our members to continue purchasing the vehicles that best fit their unique needs."

The letter goes on to point out that while glider kits provide appealing cost savings for drivers, they are also reliable, efficient, and meet all of the required environmental and safety standards necessary for operation, as documented in a recent study by Tennessee Tech University. In this study, an array of remanufactured engines and original equipment

manufacturer (OEM) "certified" engines were evaluated for fuel efficiency and emission standards. Ultimately, researchers discovered remanufactured 2002-2007 engines performed as well as OEMs, and in some cases, outperformed their newer counterparts in emissions reductions.

This environmental benefit is compounded when considering glider kits utilize many remanufactured components, resulting in the reuse of approximately 4,000 pounds of cast steel per unit.

The Owner-Operator Independent Drivers Association is the only national trade association representing the interests of small-business trucking professionals and professional truck drivers.

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Understanding Oil Contaminants



By Tom Bock

With the optimistic economic projections for 2018 attending the Mid America Truck Show March 22nd to 24th in Louisville KY would be time well spent. Every year the show highlights new products and technologies as well as items that have been around for years that could improve your operations and add \$\$\$\$ to your bottom line. You never know what you can learn at the free seminars or from visiting with the exhibitors or fellow truckers. It will be well worth your time to attend.

As I've discussed before there are two ways to grow your profit either increase revenues faster than costs or decreasing costs while maintaining or growing revenues. The projected economic growth should help to increase revenues with more freight moving, tightening capacity, and increasing rates. The companies that do the best job controlling their costs will generate the most profits. The seminars at MATS range from rate negotiation, to controlling maintenance costs, general bookkeeping and taxes. They will help you on the right

path to profitability.

This month's question is a common one. Why does my oil sample show higher silicon and sodium during the winter? There are several possible causes but most likely it is due to the use of salt and sand on roadways. The sand is silicon and salts contain sodium, therefore there are added opportunities to contaminate the sample when drawn by not cleaning the sample port etc. Always wipe the sample port clean before drawing sample. There would also be more salts and sodium in the air that would be sucked into any abnormalities in the intake system and/or defective air filter. Inspect air filter and change if necessary and ensure all air ducts are secure without any holes etc. If the increase in sodium is accompanied by an increase in potassium it indicates an antifreeze intrusion contaminating the motor oil. The coolant system will require pressure testing and inspection to locate the problem and repair to avoid internal engine damage. This is another reason to perform oil sampling frequently to identify contamination issues before engine problems arise.

Remember 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 time and expense in the long run and lower the overall maintenance expenses, increasing your bottom line.

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. You will find many filtration systems at The Mid America Truck Show, March 22nd to 24th at The Kentucky Exposition Center Louisville KY. Numerous products will all be on display and personnel available to answer your questions. The show has everything you will ever need to run a successful operation and is well worth your time to attend. To register free go to: <https://www.truckingshow.com/attendee-registration>

Stop by OPS- Oil Purification booth #68216 throughout the show to learn about the OPS EcoPur On-Board Oil Refiner and oil sampling programs. If you have any questions for this column please email me at: tbock@horizoncp.biz

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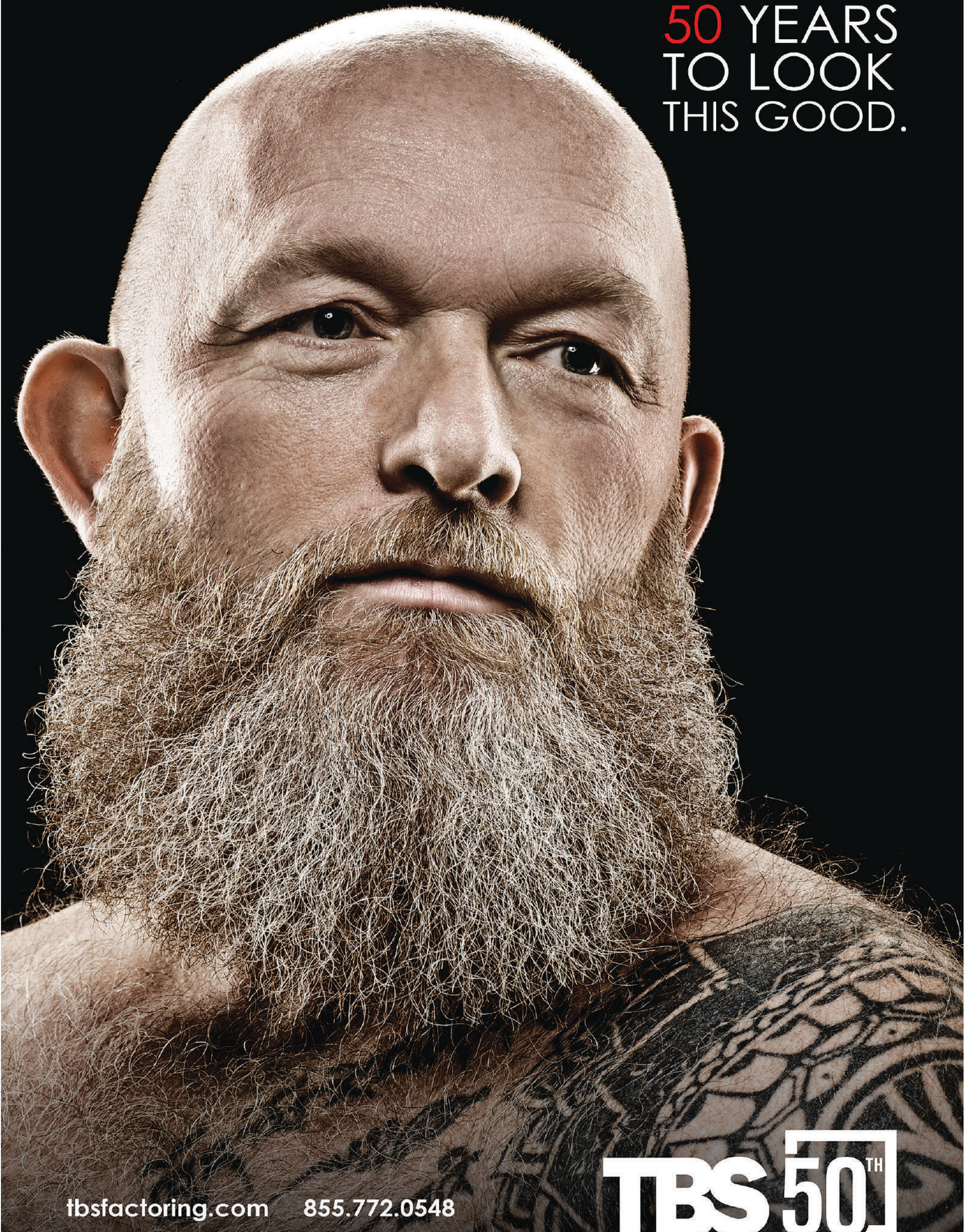
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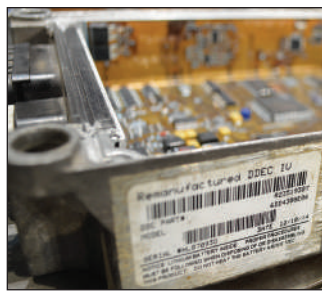


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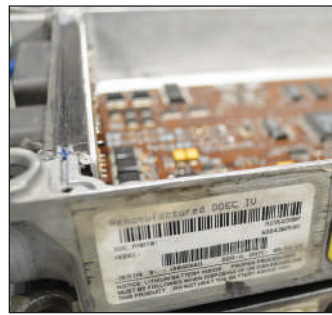
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DDEC IV 9308 vs. 9307



A 9308 DDEC IV



A true 9307 DDEC IV

A DDEC IV is a DDEC IV right? I used to think so, too.

A Detroit Diesel industrial DDEC IV 23519308 is one of the most versatile engine control systems ever made. The 9308 can be powered by both 12 volts and 24 volts and can fire up to eight injectors. With the right programming a 9308 can run a two stroke, a four stroke, be linked with another 9308 to run a 16-cylinder engine or even run a HK6E 14-liter Series 60 and control an EGR and variable geometry turbo. On the firewall side a 9308 can power a generator, a boat, or a large pusher RV. A 9308 can do many things but there is one thing that in my opinion it shouldn't be used for...a truck.

The 23519307 is the automotive variation of the 23519308. The 9307 cannot tolerate being powered by 24 volts and cannot run more than 6 cylinders. The 9307 is cheaper and simpler than the 9308 but if you are running a DDEC IV on a truck the 9307 is the best choice.

Here's why...Pictured in the photo of the true 9307 you'll see a single circuit board adhered to the back of the ECM. This is a good

location because if water or fuel gets inside a 9307 it will settle near the bottom of the box and in most cases cause little if any harm. The more complex 9308 DDEC IV has two circuit boards, one on the back and one on the bottom. When water gets inside a 9308 the water sits on top of the lower circuit board and when circuits are energized electro potential difference between the traces and the aluminum case cause electrolysis to occur. This causes these tiny copper traces to rapidly oxidize and turn into green soup.

So why would the designers of the 9308 DDEC IV build an ECM this way? The 9308 was designed for industrial engines that spend their lives in enclosed environments. Water intrusion is not an issue with these applications. Life on the road for a DDEC IV deteriorates the sealant that keeps the case watertight. The longer the DDEC is exposed the greater the chance water will get in.

Most trucks run an automotive 23519307 DDEC IV but I've recently seen more and more 9308s being used on trucks. This

used to be something I'd only see with aftermarket reman DDECs. Retired industrial 9308s that ran in enclosed environments would be reprogrammed and used for automotive use. As a result, the life of these 9308s would on average be shorter than the life you would normally get out of a 9307 when installed on a truck.

More than one source as told me that some freightliner dealers are substituting in the 9308 when the 9307 should be used and not offering any warranty when damage occurs. The DDEC pictured is labeled as a 9307 when internally it is clearly a 9308. Just look at the lower circuit board. The owner of this DDEC said he brought this from a Freightliner dealer. If you are given a choice go for the 9307.

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



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GBATS - The 10th Annual Truck Show in Joplin, MO You Can't Miss Out On

Joplin, MO... 4 State Trucks, home of the Chrome Shop Mafia (CSM), will be hosting their 10th annual Guilty By Association Truck Show and customer expo on September 27-29, 2018 at their corporate headquarters just off I-44 at exit 4 in Joplin, Missouri. This two-day, family-friendly event is expected to attract in excess of 10,000 attendees and you need to be one of them! With this being the mark of a decade of GBATS, Bryan "Bossman" Martin is holding nothing back and plans to bring you many new show events full of action-packed excitement! This not only marks a milestone in GBATS history, but the Owner-Operator Independent Drivers Association (OOIDA) is also celebrating their 45th company anniversary. OOIDA is jumping in BIG to help bring you the "best-of-the-best" in 2018 truck shows by being one of our major sponsors for the second year in a row! The boyz at CSM plan for this year's show to feature nearly 600 working show trucks, LJ Jenkins Invitational Bull Riding Event Thursday night, United FMX Motorcycle Stunt Riders followed by Lucas Oil world-class truck & tractor pull Friday night, huge fireworks display, diesel dirt drag races Saturday afternoon, a kid's zone, food vendors, contests, big rig burnouts, discounted sale pricing on parts and merchandise + many more surprises. The show will culminate with the world's largest truck convoy making its way to downtown Joplin on Sat-

urday, September 29th at 6pm for a massive street party and celebration kicking-off at 7:30pm with a concert by a nationally recognized country band. Last year's event set the record for number of trucks in a Special Olympics convoy and raised over \$115,000 for Special Olympics of Missouri. The goal in 2018 is to increase the number of trucks in the convoy while also establishing a new record for funds raised. "The growth and interest in our event has been so great in just 9 short years! It's the 10th year now, which is hard to believe, and we are pulling out ALL the stops! You'll see more trucks, more fans & more action making this year a milestone to remember! What started out as a small weekend truck show has evolved into a 600 truck customer appreciation party for about 10,000 of our closest friends! It's so cool, & I wouldn't change a thing!" says Bryan Martin, owner of 4 State Trucks. "The magnitude of truckers that come out to enjoy the weekend and participate in the convoy for such a great cause as Special Olympics is really an indication of how 'kind-hearted' these drivers and truck owners are.

Fun is had by all - the participants, the exhibitors, the local crowd and especially by our staff as they 'mix it up' all weekend with attendees. Joplin Missouri is definitely a Truck Friendly town with a long running history of being Pro-Trucking, and the support and excitement we see from local folks is heart warming," says Martin. 4 State Trucks, started in 1979, is a family owned and operated heavy-duty truck parts and accessory dealer in Joplin, Missouri. They have over 30 years experience in providing customers with the parts and service they need at prices they can afford. Chrome Shop Mafia was introduced in 2003 as a truckers' club for our customers. CSM is famous for their cutting edge customization & fabrication when it comes to big rig trucks. They set the trend for excitement in the trucking industry. For more information about the truck show, visit www.chromeshopmafia.com or email gbatsinfo@4statetrucks.com. Information about the World's Largest Truck Convoy for Special Olympics is at www.somo.org/convoy.

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Mercer Transportation – 40 Years and Looking to the Future



the trucking industry in general.

The residual effects of last year will still be impacting the market this year. "What I see this year is that all of those things that led to inflated rates going into the end of 2017 will continue to play a role in capacity for 2018. I see rates continuing to rise," Schaftlein said. "The effects of the driver shortage will be felt. Owner Operators and Drivers are really in the driver's seat. It is definitely going to be a driver's market." Schaftlein considers the shippers who've been throwing out higher paying freight because it is just sitting there and there's no one to cover it. "While

high freight volume is great for retaining Owner Operators, it creates an issue from a recruiting standpoint. When guys are staying busy, they don't want to move. I don't think in my 15 years that there has been a better time to be a driver," he said. "Driving rates are up. Owner Operators are truly primed for success. Some of the tax incentives that we are starting to see are going to make that even more obtainable."

He continues, "I'm pretty biased toward the Owner Operator model. More company drivers should consider switching over to their own trucks. It is the perfect time and the industry could definitely use more Owner Operators."

Significant Moments in 2017

Last year was a big year for Mercer Transportation as the company celebrated their 40 year anniversary. According to Jason Schaftlein, Director of Recruiting and Retention, "It is a tremendous accomplishment for any trucking company to make it that long, especially when you think about all of the changes that have taken place in the industry."

While the industry may be changing, Mercer Transportation is just as stable as it has always been. As noted by Schaftlein, "There are a number of staff members at Mercer that have been with the company for 35-40 years. They take a lot of pride in what they do. We have a great family friendly atmosphere." He continues, "This is a very special place to work. I really enjoy working here. It is nice to know that we are still going strong and moving forward."

The long term success of Mercer Transportation is attributed to both the Owner Operators that they work with and the company as a whole. "Our Owner Operators have really helped us, and their success has helped to perpetuate the success of the company as a whole," Schaftlein said.

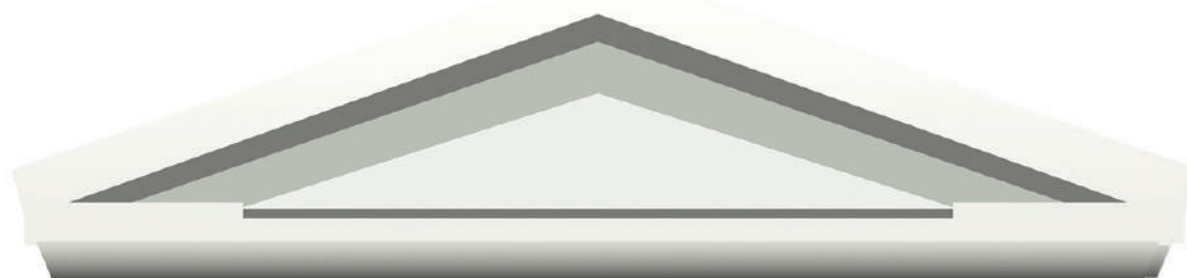
When it comes to 2017, Schaftlein calls it the "Perfect Storm." "We all knew that the ELD mandate was coming, but I don't know if the industry was ready for the mandate. That had a big effect on overall efficiency," he said. "Companies had to pull trucks out of service to install new equipment, especially in the fourth quarter."

Weather also played a significant role in capacity. "We had two hurricanes. Trucking is a big part of natural disaster relief," Schaftlein said. "Assisting with natural disaster relief efforts is just another layer added to daily capacity demands. When you throw all this freight into the system at a fast rate, it puts more of a crunch on the industry."

What we're looking ahead to in 2018.

Going forward, Mercer Transportation expects to be strong and consistent. The company is not expecting a sluggish start. According to Schaftlein, "When it comes to what is possible in 2018, the sky is the limit. I think we are primed to set some monthly revenue records in the upcoming year."

What we are seeing for 2018 for



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Bobby Berkstresser Honored With NATSO Hall of Fame Award

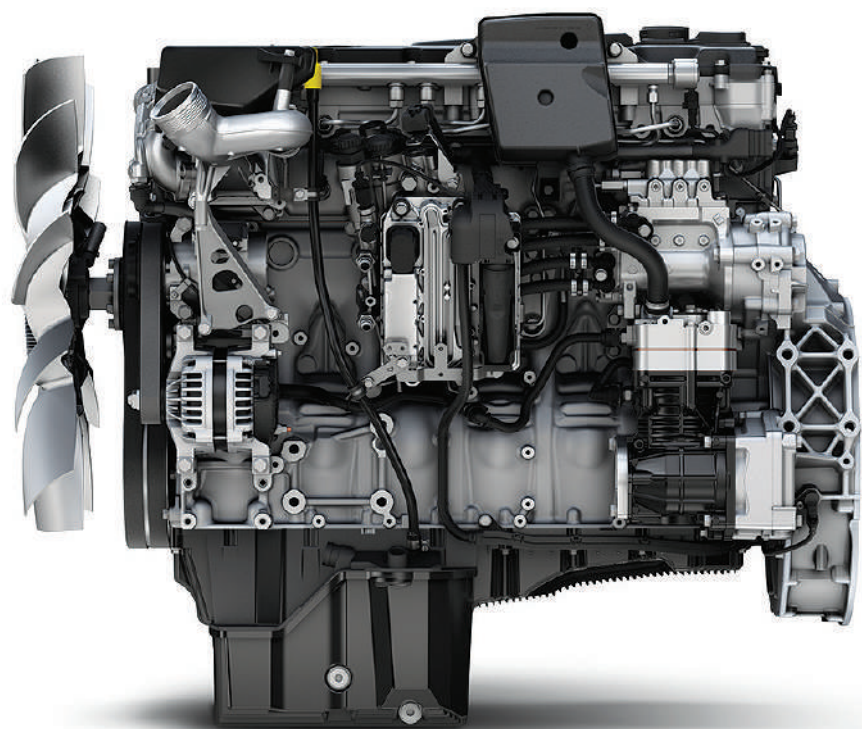
Alexandria, Va. -- NATSO, the trade association representing the truckstop and travel plaza industry, is pleased to announce that Bobby Berkstresser, owner of Lee Hi Travel Plaza and White's Travel Center, recently received the NATSO Hall of Fame award. The NATSO Hall of Fame Award recognizes individuals for their notable participation in their communities, industry and the association.

Berkstresser started in the truckstop industry in 1981, when he purchased Lee Hi Travel Plaza in Lexington, Virginia. In 2010, he bought White's Travel Center in Raphine, Virginia, and has since grown both locations. Today, Berkstresser employs 430 people and has used his business success to give back to his community. Berkstresser donates to the local fire department, hosts fundraisers for local parent-teacher organizations, fundraises for charities supporting breast cancer, has co-sponsored five Habitat for Humanity Houses, and supports the St. Christopher's Fund.

"The nice thing about being successful is that it allows you to do these things for your community," Berkstresser said. "If you have been blessed like I have, then there is a certain obligation for you to do your best and represent your business well." In addition to the work he does through his travel plazas, Berkstresser sits on the Boards of Directors for the Rockbridge Area Leadership Scholarship, Bank of Botetourt, WE Skelton 4-H Camp and the Stonewall Jackson Hospital.

Berkstresser has been a member of NATSO since 1991 and has spent countless hours volunteering for the NATSO Board of Directors, serving as Chairman in 2011. He also has donated his time and resources to the NATSO Foundation.

New Detroit Engine Strengthens Commitment to Vocational Market, Expands Product Portfolio



overall market leadership and complements the already-in-production DD5™ engine for medium-duty and vocational markets.

“Based on the initial orders we are seeing – which have exceeded our expectations – it’s clear by providing our customers with a variety of engine choices, they have already embraced the dependability, serviceability and efficiency found in the high-quality products expected from Detroit,” said Scott Kuebler, general manager, Component Sales. “The introduction of the DD8 engine was the natural next step in expanding our product portfolio and we are pleased with customer acceptance so far.”

Manufactured at the same world-class facility as the Detroit DD13®, Detroit DD15® and Detroit DD16® engines, as well as the Detroit DT12™ automated manual transmission and Detroit axles, the new DD8, along with the DD5, will strengthen Detroit’s line-up of powertrain offerings. Detroit has continued to evolve through technological innovations and an ever-expanding product portfolio to provide customers with an array of solutions for their businesses.

“The successful launch of the DD8 engine is yet another testament to our global powertrain strategy. During an intense four-year program, we invested \$375 million to develop and optimize

our global medium-duty engine platform for the North American market, and to manufacture the DD5 and DD8 engines in our state-of-the-art Detroit facility in Redford, Michigan,” said Rakesh Aneja, head of powertrain engineering, DTNA. “The DD8 engine provides a superior value to our customers in key areas such as service intervals, durability, reliability, warranty and fuel economy.”

Starting with the launch of the Detroit heavy-duty engine platform in 2007, Detroit components continue to set industry benchmarks today. In fact, Detroit maintains a 95% engine penetration rate across all heavy-duty Freightliner and Western Star truck models. Also, the DD5 engine – Detroit’s first medium-duty offering – has been chosen by customers one-third of the time when there is technical coverage for their application.

“We have made significant investments to extend our powertrain offerings to provide our customers the best solution for their business needs,” said Kelly Gedert, director of product marketing, Freightliner and Detroit Components. “And today, with the initial success of both the DD5 and DD8 engines, we are positioned to continue our growth in the medium-duty and vocational segments.”

“The DD8 is built for performance with features that meet

the needs of those specialized segments,” said Brian Daniels, manager, Detroit Powertrain and Component Product Marketing. “Additionally, a big differentiator for the Detroit brand is the Detroit Connect Virtual Technician™ remote diagnostics system which is available as standard on both the DD5 and DD8 engines. Virtual Technician helps fleets make informed service decisions within minutes of an engine or aftertreatment fault event, increasing uptime.”

The DD8’s best-in-class maintenance intervals are up to three times longer than the competition. One of the features designed with the vocational market in mind is variable exhaust cam phasing, used at low engine speeds to increase exhaust temperatures and increase uptime by reducing the need for manual regenerations. The DD8 also has an impressive B10 life of 400,000 miles, backing the company’s commitment to delivering a robust and reliable product to this market.

Available for Freightliner M2 106, 108SD and 114SD truck models, the DD8 engine is ideal for segments such as pick-up and delivery, utility, construction, dump, mixer, plow, towing and recovery, refuse, and fire and emergency.

For more information on Detroit, go to www.DemandDetroit.com.

Palm Beach, FL... Daimler Trucks North America (DTNA) announced the start of vehicle production on February 5, 2018 with the new Detroit™ DD8™ engine. The engine is the latest addition to Detroit’s expansive powertrain portfolio. The success of the DD8 engine further increases Detroit’s

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Women In Trucking Association Announces 2018 February Member of the Month



Sandy Goche, pictured at the right, is WIT's February Member of the Month.

Plover, WI ... Women In Trucking Association (WIT) has announced Sandy Goche, as its February Member of the Month. Sandy is an expedite owner-operator and team driver of a Freightliner 2016 Cascadia along with her partner, Stephen Halsted.

Sandy grew up on a farm that raised cattle, pigs and chickens as livestock with corn, soybeans, and oats as the crops. She got her first taste of trucking riding in the bunk of cabovers as they took her father's cattle to market.

However, she didn't initially jump into the trucking industry. Sandy holds a Bachelor of Science (BS) degree in Computer Science Interdisciplinary with Mathemat-

ics from Mankato State University (now Minnesota State University, Mankato). She is also CompTIA Security+ certified. So, she chose a career route as a computer systems administrator for a Department of Defense (DoD) contractor.

After nearly 30 years in her first career, Sandy and Stephen bought their first truck. For two years Stephen drove and Sandy handled the business side of the operation. It wasn't until she was recuperating from colon cancer surgery in the hospital that she decided to become a driver and join Stephen on the road.

"As the daylight driver of the team, I get to see the gorgeous scenery of this great country on

my way by," said Sandy.

Sandy and Stephen are the first lifetime members of WIT and Sandy has been on roundtable panels for WIT at the Expedite Expos. She is also a life member of Owner-Operator Independent Drivers Association (OOIDA), All Frets, North American Fishing Club (NAFC), and the National Rifle Association (NRA).

Sandy is a member of the Trucking Solutions Group (TSG), Team Run Smart, and is also Truckers Against Trafficking (TAT) certified. She has also used her truck to participate in a truck safety program for children ages 6-8 at Clearcreek Township Police Department Safety Town.

"Expediting is one of the few careers as a woman that you are treated as an equal without having to prove yourself on a daily basis," said Sandy.

When Sandy is not on the road; she can be found organizing her mechanical pencils, ballpoint pens, roller ball pens, and fountain pens; target shooting; smallmouth bass fishing on Lake Erie; or practicing her tenor banjos, tenor guitars, and tenor mandolas.

The Women In Trucking Association, Inc. is a nonprofit association established to encourage the employment of women in the trucking industry, promote their accomplishments and minimize obstacles faced by women working in the trucking industry. Membership is not limited to women, as 17 percent of its members are men who support the mission. For more information, visit <http://www.womenintruck.org> or call 888-464-9482.



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DIDJA KNOW - CORONA, SOUTH DAKOTA ST. PATRICK'S DAY PARADE



by Roger Clark

It was an otherwise uneventful day, doing my morning show at a Grant County radio station, when the General Manager approached me during a commercial break.

"You and Paul," he said matter-of-factly. "Are doing the play-by-play today for the St. Patrick's Day Parade in Corona".

"Parade?" I sputtered. "You're kidding, right? The population is barely a hundred, and Main Street isn't five blocks long!"

"No, I'm not kidding," he said with a smile. "And we've been doing it for over ten years. It's a very popular event, drawing dozens of participants and hundreds of spectators."

I'll be honest I didn't believe the "popular" part. But then I thought, why not? After all, it couldn't be that bad, could it? Besides, I reckoned, Paul Zahn was one of the best play-by-play announcers I had ever

heard. Surely there was something to be said for that!

Paul took it in stride that day, but then, he took everything in stride. That's because he never could tell time, apparently, and was never on time for anything. He'll probably be late for his own funeral.

I'm just the opposite. If it's five minutes early, then I'm already ten minutes late. There has to be time for chaos, whatever your profession. Even if it is your own funeral.

Right off the bat, because of an early arrival, I was able to get sound bites from the parade participants. They included a polka band, a Peterbilt bull hauler, countless John Deere tractors, and an antique fire truck. I also located a picnic bench, strategically located in front of the town's only watering hole, upon which we could stand while broadcasting. Little did I know, two hours before T-Time, just how valuable this tiny piece of real estate would become.

Along with an ever-growing number of entrants, which now included clown cars, high school marching bands, and hay wagon parade floats, the crowds of spectators swelled with each passing hour. I didn't know whether to be alarmed or delighted. By the time Paul joined me, moments before the 4:00 PM start time, I was shocked to count three dozen parade groups and almost a thousand people lining the street.

We went "live" on the air, at that moment, and I introduced my partner as well as the purpose

of our broadcast. I'm not sure I ever understood the purpose of the parade, but then, perhaps nobody else did either.

In response to my opening remarks, my on-air partner—who had been to many of these parades in the past—asked me if I knew the most interesting aspect of the St. Patrick's Day Parade in Corona, South Dakota.

"Well, Roger, there are a thousand people here, today," Paul said with a smile you could hear on the radio. "And there isn't a single Irishman among them!"

As the Peterbilt approached our position, pulling an empty cattle trailer, I said, "Coming up next, Paul, is John Smith of Twin Brooks, South Dakota, driving a Cat-powered Pete 379, pulling a Merritt double-drop bull rack."

To which Paul responded to the entire radio audience, "Roger Clark, I didn't understand a single word that you just said!"

Featuring candy-throwing children, crepe-festooned trucks, antique tractors, and classic cars, the St. Patrick's Day Parade was a rousing, if brief, success. As the last of 30-some participants passed our made-for-radio broadcast perch—all in about 45 minutes—I couldn't wait to do it again next year!

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PACCAR Parts Delivers Record-Setting Supply Chain Performance of 16 Million Order Lines Shipped



Through state-of-the-art supply chain systems and technology like this pallet-strapping machine and conveyor, equipped with smart sensors, PACCAR Parts fulfills orders from Kenworth and Peterbilt dealers and TRP Stores.

RENTON, WA... In 2017, PACCAR Parts set a new record with over 16 million global order lines shipped from its distribution centers. Through state-of-the-art supply chain systems and technology, PACCAR Parts delivered impressive levels of order fulfillment to DAF, Kenworth and Peterbilt dealers, and TRP Stores around the world in 2017.

"In addition to our record of shipping 16 million global order lines, we achieved outstanding order shipping accuracy of 99.98 percent and a worldwide same-day order fulfillment rate of over 98 percent. Our global distribution network is exceeding our customers' expectations by providing quality parts and service that is

unmatched in the industry," said David Danforth, PACCAR Parts general manager and PACCAR vice president.

By significantly reducing delivery lead times, PACCAR Parts is building on its best-in-class performance. PACCAR Parts accomplished this milestone of 16 million global order lines by streamlining its supply chain using state-of-the-art process improvements and technology in its PDCs. PACCAR Parts recently opened two new PDCs in Australia and Panama, further expanding their PDC network to 18 parts distribution centers worldwide. "Our two newest distribution centers in Brisbane and Panama City shipped out their first orders in December

2017," said Tom Floyd, PACCAR Parts general operations manager, "By leveraging our close proximity to our customers in Australia and Latin America respectively, we expanded our operations to provide our customers with any part at any time."

The growing worldwide network of distribution centers demonstrates PACCAR Parts' commitment in providing superior levels of parts quality, availability, delivery and customer service to its customers and dealers. With the backing of its excellent supply chain performance, PACCAR Parts is ready to help customers 24/7, 365 days a year.

For more information, visit PACCARParts.com.

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BERM NOTES



The Unifier?



by Henry Albert

Could the FMCSA mandated ELD finally achieve the unity we have been looking for in this industry for years? At first glance, the mandate would seem only to divide our industry further. It seems as though we have associations and groups of drivers who are adamantly against the ELD mandate while others see it as a welcomed change.

With this being the case how can the ELD mandate bring unity?

The reason I believe the ELD can bring the industry together is there has always been a complaint amongst fleet owners, drivers, and owner-operators, that no one values our time. The ELD has pushed wasted time to the forefront of issues that must be dealt with to remain profitable. The problem of unproductive/wasted time affects everyone in the industry.

Now the issue of time affects dispatch, brokers, fleet owners, drivers, owner-operators as well as the shippers and receivers. The days of a driver making up for inadequacies throughout the transportation system are over. If there was ever a *time* when *time* and more importantly wasted *time* should be addressed would be now as nearly everyone in the transportation industry has some skin in the game.

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Volvo Trucks Introduces New LED Headlights for VHD Series as Standard Equipment



Volvo Trucks North America debuted new LED headlights for Volvo VHD series vocational trucks at World of Concrete 2018. The new LED headlights will be offered as standard equipment on the VHD 300 daycab and VHD 400 regional sleeper models to help reduce eye strain, increase visibility and improve safety on roads and jobsites. The new head-

lights also provide an estimated 10,000 operating hours, ten times greater than previous incandescent headlights. "Our decision to make the new Volvo VHD series LED headlights standard was based on our longstanding commitment to safety," said John Felder, Volvo Trucks North America product marketing manager – vocational trucks.

"Jobsites and roadways are unpredictable and professional drivers can benefit from improved nighttime visibility."

LED headlights mark the latest enhancement to the VHD series, which recently received a new interior to further enhance driver comfort and productivity, including all-LED interior lighting.

Eaton Enhances ServiceRanger™ 4 Diagnostic and Service Software to Keep Pace with Automated Transmission Growth

GALESBURG, MI... Power management company Eaton has enhanced the company's ServiceRanger™ 4 diagnostic and service tool to provide commercial service providers with a suite of solutions, allowing them to more quickly diagnose and repair problems on automated Eaton transmission products. The announcement was made at the 2018 Heavy Duty Aftermarket Week trade show in Las Vegas.

Eaton launched ServiceRanger™ 4 in 2013 to support the growing need to diagnose and service Eaton automated transmissions. In addition to the product enhancements, Eaton is simplifying the ServiceRanger™ 4 product offering to just Basic (read only) and Professional (full service) license options. Based on customer feedback, Eaton has also created a new multi-year licensing option – available for one or three years of uninterrupted service – in both the Basic program or the Professional program. Finally, to increase access to this important software, Eaton has adjusted its pricing to allow for a more rapid adoption in the heavy duty service provider network.

"With the acceptance of automated transmission products continuing to grow, we want to make ServiceRanger 4 more accessible to speed up repair times and reduce truck down time," said Bill Gross, program manager

–service solutions, Eaton. "The new ServiceRanger 4 is a powerful tool to help professional technicians diagnose and fix complex problems affecting automated and electronic systems."

"Our goal with the changes we are making to the ServiceRanger™ 4 software is to ensure end user customers running Eaton products can have a rapid diagnosis and improved service experience anywhere in the North American market and we believe the changes being introduced today will make that goal a reality", said Tim Bauer, vice president aftermarket North America, Eaton.

Features and benefits of ServiceRanger 4, include:

- Viewing active and inactive fault codes to quickly identify issues and link directly to troubleshooting procedures;
- Creating and reviewing service activity reports automatically to improve communication between the technician and customers;
- Running specialized tests to quickly identify hard-to-determine issues;
- Viewing and editing configuration parameters to keep vehicles optimized for changing needs and preferences;
- Updating product software to improve performance and enable new features;
- Viewing all service information on Eaton products to quickly

remove and install components; • Automatic updates that provide information on the latest Eaton products, service information and software updates.

Information related to Eaton products that are supported, PC system requirements and subscriptions to ServiceRanger 4, are available at Roadranger.com/ServiceRanger.

Experts are available in the Roadranger Call Center by dialing 1-800-826-HELP (4357) in the U.S. and Canada. In Mexico, dial 01-800-826-4357.

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Industry News Briefs

ATA Congratulates Ray Martinez on Confirmation as FMCSA Administrator

Arlington, VA... American Trucking Associations - and its federation partners - congratulated Ray Martinez on his confirmation as the sixth head of the Federal Motor Carrier Safety Administration.

"As a state safety official in both New York and New Jersey, Ray Martinez was a model of professionalism and fairness," said ATA President and CEO Chris Spear. "He is an exceptional choice to lead FMCSA and now that he has been confirmed, we look forward to working with him to advance the cause of highway safety."

"I want to congratulate Ray on his confirmation to be FMCSA Administrator. He was a true safety partner when he oversaw New York's Department of Motor Vehicles, working with our industry to improve safety without resorting to unnecessary or burdensome regulations," said Kendra Hems, president of the Trucking Association of New York. "Safety has always been his top priority, and I'm certain he will make a tremendous positive impact in his new role."

"While overseeing the New Jersey Motor Vehicle Commission, Ray was a consummate professional and we were able to work together to solve problems facing the motoring public and the trucking industry," said New Jersey Motor Truck Association Executive Director Gail Toth. "I congratulate him on his confirmation and look forward to him bringing his insight and experience as a regulator to FMCSA."

"There are many issues facing our industry - from implementation of the electronic logging device rule to needed reforms to CSA, the hours-of-service rules and much more," said ATA Chairman Dave Manning, president of TCW Inc. "From his work in New York and New Jersey, we trust Ray to be fair and safety-conscious in this new role as head of FMCSA. On behalf of ATA, I want to congratulate him on his confirmation and say we look forward being a partner with him and his agency to improve highway safety."

ATA Statement on State of the Union Address

Arlington, VA... American Trucking Associations President and CEO Chris Spear issued this statement following President Trump's State of the Union address:

"America's truckers commend President Trump for making infrastructure investment a priority of his presidency. While the state of our union is strong, the same cannot be said about the state of our roads and bridges. So therefore, we join the president in calling on Congress to work with the Administration on an infrastructure package that raises real revenue to meet the enormity of this challenge. Just as we did on tax reform, truckers are ready to help carry a solution forward."

"Roads are not a partisan issue - they're driven on by Republicans and Democrats alike. As both sides of Capitol Hill know, modernizing our infrastructure will require a substantial investment - actual, real revenue. America cannot be rebuilt with funding gimmicks and finance schemes."

Truckers See Good And Bad In \$1.5 Trillion Infrastructure Package

Grain Valley, MO... The Owner-Operator Independent Drivers Association, the nation's only organization representing professional and small-business truckers, welcomed President Trump's call for \$1.5 trillion in infrastructure investment during last night's State of the Union address. However, professional truckers are concerned by the Administration's reliance on private investment to achieve this level of funding.

"Our nation's highway system has long been the envy of the world, but its condition is deteriorating" said Todd Spencer, Acting President of OOIDA. "The heart of it is a fuel tax with revenues collected going to roads and bridges. It's simple, efficient and it serves the very real needs of our country and its people. Policy makers have known this all the way back to President Eisenhower. It's time for lawmakers at every level of government to acknowledge this reality be honest with the American people."

The issue of federal funding of highways has been a challenge for policymakers because of negative attitudes toward raising taxes. OOIDA, however, believes that the most efficient way to raise funds is with fuel taxes, both diesel and gasoline. This is opposed to looking to private-public partnerships, the sale or lease of existing roads, or efforts to convert roads into tolled roads.

"If elected officials think a fuel tax increase would be unpopular, wait until Americans encounter more and higher tolling," said Spencer. "An investment of \$1.5 trillion in infrastructure will help dramatically improve our roads, while spurring economic growth. But increased tolling is not the way to pay for it. Instead, the White House and Congress should find the courage to increase federal fuel taxes, which are a significantly more reliable and efficient source of revenue than tolling."

ATA Truck Tonnage Index Rose 3.7% in 2017

Arlington, VA... American Trucking Associations' advanced seasonally adjusted (SA) For-Hire Truck Tonnage Index fell for the first time since September, losing 5.7% in December. In December, the index equaled 142.9 (2000=100), down from 151.6 in November.

For all of 2017, compared with 2016, the index was up 3.7%. This was the largest annual gain since 2013 (6.1%).

Compared with December 2016, the SA index increased 5.9%, which was down from November's 7.5% year-over-year gain, but still very strong. In October, the index surged 10.5% on a year-over-year basis.

ATA also revised its November monthly increase in the index down to a 2.1% gain from the previously

reported 2.3% increase.

The not seasonally adjusted index, which represents the change in tonnage actually hauled by the fleets before any seasonal adjustment, equaled 141.9 in December, which was 3.4% below the previous month (146.9).

"Despite the decline in December, last year was a solid year for truck tonnage, especially during the second half of 2017," said ATA Chief Economist Bob Costello. "I remain optimistic for 2018 for a host of reasons, including a pick-up in factory activity, better housing construction, solid retail sales, and an expected shot in the arm from the new tax law."

Trucking serves as a barometer of the U.S. economy, representing

70.6% 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 2016. Motor carriers collected \$676.2 billion, or 79.8% 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.

America's Truckers Challenge Policymakers to Support Bold Infrastructure Plan

Arlington, VA... The American Trucking Associations called on policymakers to endorse its Build America Fund plan - a bold solution to fund the modernization of our deteriorating network of roads

and bridges. The Build America Fund would be supported with a federal fuel user fee built into the wholesale price of transportation fuels collected at the terminal rack, phased in at a nickel per year over

four years. The fee would be indexed to both inflation and improvements in fuel efficiency, with a five percent annual cap.

"Tax reform has reignited the American economy, and it is paramount that this new economic growth is supported by a strong national infrastructure. A 21st century transportation network cannot be sustained with financial tricks and finance schemes - it requires real and substantial investment," said ATA President and CEO Chris Spear. "The Build America Fund is the most efficient - and conservative - way to generate infrastructure investment and adheres to the bedrock principal that users only pay for what they use."

ATA estimates the Build America Fund would generate \$340 billion in new revenue over the first ten years. Although trucks account for 14% of vehicle miles traveled on our roads, the trucking industry currently covers approximately 45% of the Highway Trust Fund through the commercial truck diesel and gas tax and other trucking-specific excise taxes.

The average passenger vehicle would pay approximately \$100 over the course of a year into the Build America Fund - an investment for which motorists will see a substantially larger return in saved time, fuel and repair expenses.

"The cost of doing nothing is far greater," said Spear. "The typical motorist is losing \$1,500 each year in wasted gas and vehicle repairs because of our crumbling infrastructure, which is far greater than what they would pay into the Build America Fund."

"So-called 'creative financing' tools are a road to nowhere, as study after study shows the shortfalls of tolling and the unintended consequences that tolls impose on motorists and surrounding communities," he said. "There is nothing 'conservative' about tolling."

A June 2017 national survey found that 57% of Americans agreed that a 20-cent per-gallon federal fuel user fee is the preferable way to fund the nation's needed four trillion dollars of road, bridge and highway improvements. Comparatively, only 23% prefer placing new tolls on interstate highways, and eight percent favor a per mile fee charged to motorists. Furthermore, 67% of Americans support the Build America Fund when they learn that it would result in the government borrowing less money and reducing the debt burden on future generations.



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Freightliner's New Cascadia Receives 2017 GOOD DESIGN Award



design firms.

"Every detail of the new Cascadia was carefully conceived to provide the best possible experience for drivers," said Martin Kreidl, design director for Daimler Trucks North America. "We're honored that the GOOD DESIGN jury selected the new Cascadia, and are pleased they recognized our team's thoughtful approach and forward-thinking, driver-centric innovations."

By combining innovative technology with ergonomic design, the new Cascadia's interior includes advancements in comfort, flexibility and safety.

The new Cascadia's interior space configurations let drivers customize their living space to best suit their needs. The sleeper area offers dimmable ambient LED lighting that can illuminate the interior to near daylight levels. The space also has more cabinets, as well as larger areas to accommodate standard appliances and a sturdy, flat-panel TV swivel bracket that can hold up to a 26" screen television. Options for a double bunk or a Driver's Loft

are also available. The Driver's Loft includes a dinette/work table and opposing seating with seat belts, which can be quickly folded to allow for a full-size, drop-down, murphy-style bed with the double bunk option.

The exterior styling of the new Cascadia focuses on sleek aerodynamic features, offering Aero or AeroX exterior packages to maximize fuel efficiency. The one-pane windshield and sloped hood offer superior visibility and the elliptical-shaped mirrors also contribute to fuel efficiency.

"We're proud that the new Cascadia has been recognized with the GOOD DESIGN award, and we're even more proud of the achievements found in the new Cascadia that benefit drivers while they're both on the job and off," noted Kelly Gedert, director of product marketing for Freightliner Trucks and Detroit Components.

For more information about Freightliner, go to www.freightliner.com.



PORTLAND, OR... The design of Freightliner Trucks' new Cascadia® model was selected for a recent 2017 GOOD DESIGN™ award. The prestigious competition selects product designs and graphics from more than 46 nations for design excellence.

Founded in Chicago in 1950 and curated by the Chicago Athenaeum: Museum of Architecture and Design and The European Centre for Architecture Art Design and Urban Studies, GOOD DESIGN is one of the oldest and most recognized programs for design excellence globally. Submissions are received from Fortune 500 companies and

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Brand New Doll Encourages Girls To Drive Their Own Dreams



Skaneateles, NY... The future's an endless highway for girls around the U.S. playing with a brand new plush doll developed and produced by HABA for the Women In Trucking Association, Inc.

Clare, a passionate and energetic plush friend, stands 13" tall and features an official Women in Trucking cap atop a wind-blown blond head of hair. This driven young lady also comes with an "I Heart Trucking" tee, red collar shirt, jeans, and boots. Her

package shares the story of her journey into the driver's seat of her very own 18-wheeler.

The doll is the brainchild of Ellen Voie, founder and CEO of Women In Trucking, a non-profit group that encourages the employment of women in the trucking industry. The release of this somewhat non-traditional new toy couldn't be more in line with the current political climate of female empowerment.

Says Voie, "The launch of this doll is a long-time dream come

true for me. The world is wide open for girls today and I'm thrilled to be providing a toy that tells them that whatever they want to be is just great – whether that's a teacher or an ad exec or a professional driver."

A coincidental meeting helped Clare hit the road – Voie bumped into Lea Culliton, President of HABA USA, a preeminent toy manufacturer, in an airline lounge. The two talked and agreed to partner, with a sponsorship from the National Transportation Center to offset some of the production costs.

This spunky trekker will also star in this summer's "I HEART Trucking" Photo Contest, themed "Clare's First Road Trip!". Professional drivers across the country will be submitting photos from the road, featuring Clare, and the winner will be recognized at an "I HEART Trucking" reception at the Great American Trucking Show in Dallas, TX, in August and be featured in *Redefining the Road*, the Women In Trucking Association's magazine.

Clare will be available at Travel Centers including TA/Petro Stopping Centers, and others, across the country beginning in March. Parents and gift givers can also purchase the doll on Amazon and at <http://www.HABAUSA.com>.

Schneider Honored With Military Friendly Gold Award

GREEN BAY, WI... Schneider, a long-time supporter of current and former military personnel, has been awarded Victory Media's 2018 Military Friendly® Gold Award. The award recognizes companies and colleges that have set the standard for demonstrating positive employment and education outcomes for veterans and their families. This year's award marks the 12th time that Schneider has been honored by Victory Media for its commitment to veteran-friendly employment.

Schneider's commitment to the military dates back to founder Al Schneider, a National Guardsman who understood the exceptional level of commitment and skill military members bring to their work. His dedication to helping service members succeed in their careers has been showcased by the Enlisted Association of the National Guard of the United States, which in 1991 inaugurated the annual "Al Schneider Memorial Award" for employers that have demonstrated outstanding support to the enlisted men and women of the Guard and Reserve.

Today, Schneider's support of the armed forces is apparent in its programs and practices for associates with military backgrounds, including:

- Military experience is converted to Schneider experience toward starting pay
- Guaranteed home time for weekend drill and annual training—no time off required
- GI Bill benefits available through Department of Veteran Affairs Apprenticeship program

"Schneider is proud to have been

employing service members and veterans for over 80 years," said Rob Reich, senior vice president at Schneider and U.S. Army veteran. "Being recognized for a 12th time as a Military Friendly® employer for our commitment to our associates with a military background is truly an honor."

Victory Media is a service-disabled, veteran-owned small business that connects the military community to civilian employment and entrepreneurial and educational opportunities through its brands, including Military Friendly®. To create its 2018 employer awards list, Victory Media evaluated both public data about organizations and proprietary data gathered through an online employer survey. Some areas that Victory Media considered include culture and commitment, military employee support and retention, and career opportunity and advancement.

"Companies that have earned this designation have exceptionally strong hiring programs and meaningful jobs for transitioning service members, veterans and spouses," said Daniel Nichols, chief product officer at Victory Media. "Our Military Friendly® employers have moved beyond answering 'why hire military?' They are truly aligning their jobs and recruiting efforts with Military Friendly® schools to translate competencies into civilian careers."

To learn more about Schneider's career opportunities for current and former military personnel, please visit <https://schneiderjobs.com/company-drivers/military>.

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Report Ranks the Nation's Best, Worst, Safest, and Most Expensive State Highway Systems

Los Angeles, CA... The nation's top-performing, most cost-effective highways can be found in North Dakota, Kansas, South Dakota, Nebraska and South Carolina, according to the latest edition of the Reason Foundation Annual Highway Report released today.

Reason Foundation's Annual Highway Report ranks the performance of state highway systems in 11 categories, including pavement condition, deficient bridges, traffic congestion, fatality rates, spending per mile of state-controlled highway, and system administrative costs.

The significant differences between state highway systems was illustrated by the huge disparity in the spending per mile figures. West Virginia spent the least — \$35,047 per mile of state-controlled highway, while New Jersey spent the most — \$2,069,020 per mile of state-controlled highway.

Overall, New Jersey ranked last, 50th, in the nation in performance and cost-effectiveness due, in part, to having the nation's worst urban traffic congestion while also spending the most money per mile. Rhode Island, Alaska, Hawaii and Connecticut joined New Jersey in the bottom five of the overall rankings.

In some of the individual categories, Massachusetts' highways had

the country's lowest fatality rate, while South Carolina's had the highest. Wyoming's highways had the least traffic congestion, whereas drivers in New Jersey and California experienced the worst traffic jams. Alaska had the bumpiest urban Interstate pavement condition, and Delaware had the smoothest.

This edition of the Annual Highway Report is based on spending and performance data that state highway agencies submitted to the federal government for the year 2015, the most recent year with complete data available. The overall cost-effectiveness rankings are below. You can find detailed information about each state's results, as well as each of categories here:

https://reason.org/policy_study/23rd-annual-highway-report/

State Ranking:

- 1) North Dakota
- 2) Kansas
- 3) South Dakota
- 4) Nebraska
- 5) South Carolina
- 6) Montana
- 7) Idaho
- 8) Wyoming
- 9) Missouri
- 10) Utah
- 11) Mississippi
- 12) Tennessee
- 13) Kentucky
- 14) North Carolina

- 15) Iowa
- 16) Arizona
- 17) Alabama
- 18) Georgia
- 19) Delaware
- 20) Nevada
- 21) Oregon
- 22) Texas
- 23) Maine
- 24) New Mexico
- 25) Minnesota
- 26) Ohio
- 27) Virginia
- 28) Illinois
- 29) Arkansas
- 30) New Hampshire
- 31) Colorado
- 32) Michigan
- 33) Oklahoma
- 34) Indiana
- 35) Florida
- 36) West Virginia
- 37) Louisiana
- 38) Wisconsin
- 39) Vermont
- 40) Maryland
- 41) Pennsylvania
- 42) California
- 43) Washington
- 44) Massachusetts
- 45) New York
- 46) Connecticut
- 47) Hawaii
- 48) Alaska
- 49) Rhode Island
- 50) New Jersey

SEARS SEATING'S NEW ATLAS II ACTIVEVRS SEAT TAKES DRIVER COMFORT AND SAFETY TO A NEW LEVEL



A position sensor reads the suspension travel 750 times per second, and depending on damping needs, instantaneously increases or decreases the strength of the magnetic field to stiffen the damper and absorb shock. The result is significantly lower driver exposure to Whole Body Vibration (WBV) — up to 65 percent less exposure — which reduces fatigue and promotes driver health.

"The ActiveVRS Suspension Seat is good for drivers, and that's good for trucking companies," says Sears' President Kent Wichelt. "We're proud of the new Atlas II ActiveVRS seats which provide greater stability, rigidity and over-all better ride performance. Creating a safer seat that reduces drivers' exposure to WBV, reduces fatigue, helps maintain driver awareness and comfort, which means an over-all healthier ride — and that helps with both driver recruitment and retention over the long-haul."

Sears Manufacturing Company is a privately-held global corporation based in Davenport, Iowa, with operations in North America, South America, Europe and Asia. Established in 1855, the company has built its reputation on innovation, product quality and reliability that has earned it a position as the leading supplier of suspension and non-suspension seating for the agriculture, construction and industrial vehicle, and over-the-road markets worldwide.

DAVENPORT, IA... Sears Seating, a manufacturer of off-road and over-the-road truck and tractor seating for over 160 years, introduced the next generation of truck suspension seating with the Atlas II ActiveVRS Suspension Seat at this year's NACV Show in Atlanta, Georgia. The seat system uses Magneto-Rheological (MR) fluid technology to provide an advanced magnetic ride.

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The Circuit Rider



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

There Are Two Roads To Travel

Jesus talks about 2 roads in the Bible. He speaks of the straight and narrow and the roadway that leads unto destruction.

One has many travelers; the other has but a few. The destinations are what count most. One leads to life everlasting and the other leads to destruction. The path of righteousness is always an incline. The way to destruction is a decline. The Bible says, "The way of destruction leadeth."

A man starts out with one little something that is wrong and the first thing he knows, he has added something else and after awhile his sense of conviction is gone. Nothing looks wrong and everything looks right. He becomes deceived and destruction becomes his portion.

The way that leads to life everlasting is also a leading way. We accept the instructions of the Scripture and trust Jesus Christ as Lord and Saviour. We grow in the grace and knowledge of Him and become servants of God as we help one another. This leads us to life everlasting. A man was once asked what the most beautiful road in his country was. He answered, "The road from where I live down to the main town." This surprised the questioner and he asked the second question, "Which is the second most beautiful road?" The man replied, "The road from town to back home." That's the way Jesus is - "He is the way, the truth and the life."

Truckers Thank Congress For Supporting Exemption To Electronic Logging Mandate For Small-Business Truckers

Grain Valley, MO... The Owner-Operator Independent Drivers Association, the nation's only organization representing professional and small-business truckers, thanks U.S. Reps. Brian Babin (R-TX-36) and Steve King (R-IA-04), along with 23 other members of Congress, for a letter to the Federal

Motor Carrier Safety Administration asking them to support the pending application for an exemption from the electronic logging device, ELD, mandate for small trucking businesses with exemplary safety records.

"We thank the representatives, especially Congressmen Babin and

King, for recognizing that small-business truckers that have already proven their ability to operate safely should not be subject to purchasing costly, unproven and uncertified devices," said Todd Spencer, acting president and CEO of OOIDA.

OOIDA has requested at least a 5-year exemption for motor carri-

ers classified as small businesses according to the Small Business Administration and with a proven safety history with no attributable at-fault crashes, and who do not have a Carrier Safety Rating of "Unsatisfactory."



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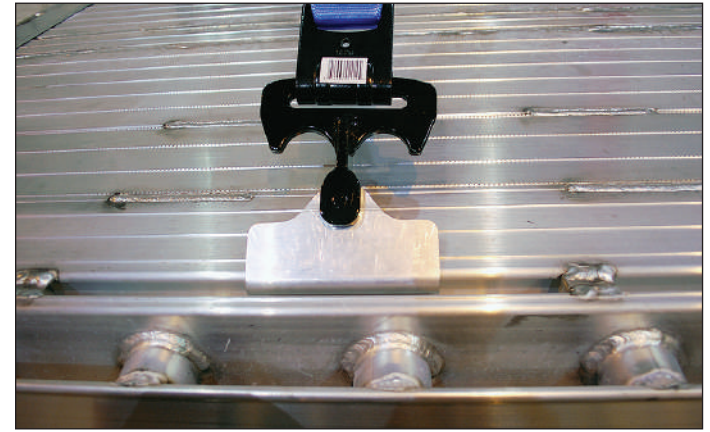
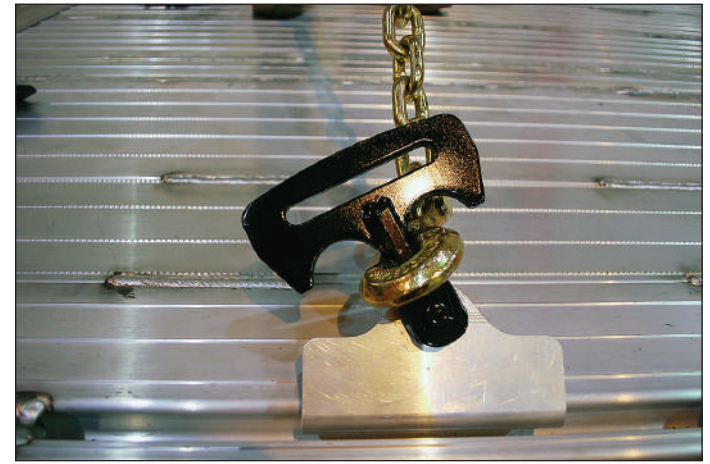
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Les Smith

The Extreme T Load Securement Device.

by Steve Pollock

DOVER, OH... Les Smith has spent 34 years in sales and manufacturing in the transportation industry, many of which were in aluminum trailer manufacturing. During that time Les learned a lot and also saw a need for an aluminum flatbed that would be light, but strong, and also incorporate several innovative ideas that would contribute to longevity, safety and ease of maintenance. Les found financial backers and invited his longtime friend Don Hayes to be part of the management team, because of his many years of involvement in manufacturing and manufacturing operations. In May of 2016, Extreme Trailers began building aluminum flatbeds from a plant in Dover, Ohio.

Les states, "Our goal is to build a high-quality product that will allow our customers to make more money with less problems." It is all the little things that set the

new Extreme Trailer apart from its competitors. Extreme is different from other manufacturers as the first thing they did was to identify the problems relevant to flatbed trailers that affect shippers, carriers and owner-operators alike. The company found the major issues to be strength, weight, safety and maintenance.

By utilizing some unique engineering techniques as well as using some patented proprietary components, Extreme has built an aluminum trailer that has a tare weight that is 1,000-1,800 pounds lighter than comparable models built by their competitors. At the same time, the Extreme Trailer is as strong or stronger than competitive aluminum trailers. The standard floor in an Extreme Trailer is 35-50% stronger than their competition. Extreme also offers customers optional crush-resistant technology that further increases the strength and integrity

of the trailer's floor. The Extreme Trailer is built as a hybrid, utilizing the benefits of both bolt together and welded technologies to provide greater strength and reduced maintenance. The trailer also utilizes a patented cross member design and features a bolt on rear bumper. A double frame rail is used on an 8" neck, providing more strength and flexibility for tarping systems. Extreme also incorporated a unique landing gear design, along with a unique slider design that features an aluminum slider rail with stainless steel inserts. The air and electrical lines are color coded and separated for added durability and ease of repair. There are even front and rear access panels to change out lights if necessary. The trailer itself has a 54" deck height that lowers the center of gravity for the load.

Extreme Trailers builds aluminum flatbeds and stepdecks in 96" or 102" widths and lengths ranging from 42' to 53'. The trailers can be

spec'd with tandem axles, multi axles or sliders. The company recently began building dump trailers as well as d B-trains.

Extreme Trailers is a family owned and operated company with Les Smith as its President and CEO. Les's wife Laura is Controller, son Luke is VP of Supply Chain, Lance Smith is Plant Manager and daughter Lindsey Smith works behind the scenes assisting in marketing.

Another innovative product that Extreme Trailers is introducing at the Mid-America Truck Show is their patent-pending "Extreme

T" cargo securement device. The "Extreme T's" 45° swivel design allows the securement hook to make complete contact with the trailer's J track, allowing safer and more stable load securement. The company will be taking orders for the "Extreme T" at MATS.

Come see the new Extreme Trailer and "Extreme T" cargo securement device at this year's Mid-America Trucking Show. Ex-

treme Trailer and Les Smith will be in the South Wing at Booth #32055. The Extreme Trailer is available from dealers throughout the US and Canada, with Trailer One of Medina, Ohio having the distinction of being the company's first Extreme Trailer dealer.

Additional information is available on their website - www.extremetrailerllc.com or by calling 330-440-0198.

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Pacifico Reflections -Two Bears



by: Mike McGough

His first trip to Alaska was during his freshman year of college on an ecological expedition for an environmental biology course. He fell in love with the place and promised himself that he would some day own a piece

of this paradise. In time he did. For two months each year that is where he refreshed and recharged himself. That is where he contemplated and refined the strategies and techniques he offered as a career coach. He also fished, read, wrote, relaxed, hiked, and spent time watching the brown bear feeding on sockeye salmon in Brooks River. No matter how many times he watched, there was always something majestic about these large powerful creatures feeding on the salmon.

One July he arrived in Alaska still thinking about one particular client. She was in a troublesome career stall. Initially she blamed it on bad luck, then she switched to unexplainable karma. Try as he might he couldn't get her to accept the fact that it was, at least to some degree, her lack of effort on her

own behalf. She had become resentful and as a result she began to withdraw, wallowing in self-pity.

Having worked with her for years, he had noticed that her drive and her initiative had declined with each step up the corporate ladder. She thought her momentum and past efforts would push her right up the ladder with little or no additional work. He tried time and again to explain that the likelihood of that was slim, and that she had to begin acting on her own best interests as she had in the past. Each time she offered some excuse and sidestepped his advice.

By mid-August the brown bear were feeding daily and most days he walked to the overlook to watch them. As he watched one day, he noticed something. Some of the bear stood along the shore

waiting for salmon to come along, while others were in the middle of the stream grabbing fish at will. There was a seemingly endless supply midstream with far fewer along the shore. As he watched he also noticed that bears in the stream were larger than those along the shore. The size difference was noticeable. When he went back the next day he saw a similar pattern. Thinking that this may be true of just this group of bears, he went to two other nearby sites. After watching there for a time, he noticed the same thing. Big bears get in the stream and feed themselves freely, while smaller ones stand along the side of the stream waiting for the salmon to come to them.

He returned to his cabin, and drafted the following email to his stalled client.

Hope this email finds you well. Am in Alaska and learned something that I'd like to share. Alaskan brown bear feed on salmon this time of year. I've been watching them for many years, but this year, I observed something that heretofore I hadn't noticed. Some bears stand along the shore waiting for salmon to happen along. Then and only then do they make a move and get something to eat.

Other bears stand in the middle of the stream, and they feed at will. They go to the salmon, and they grab a fish anytime they wish. They

eat more fish than the shore bears. Interestingly, the bears that make the effort to get into the stream and actively seek salmon are much bigger. There is little wonder that they are, since they feed far more easily and more generously than the timid or lazy bears that wait for the salmon to come to them.

My advice to you is this. If you want to continue waiting for opportunities to come to you, keep standing along the shore of your life. If you do you'll likely remain a smaller bear than you want to be. If, on the other hand you decide to wade into the stream of life and get closer to the opportunities that swim there, you are likely going to feed better and longer, and grow bigger in the process. You can either be a larger corporate bear, or a smaller one; the choice is yours.

Be well, enjoy the rest of your summer, and I'll see you in October.

Regardless of what you do in life, you have the same option as the brown bears. You can stand along the shoreline and wait for opportunities to come to you, or you can go out into the stream and choose the ones that are right for you. If you want to grow and improve your lot in life, get into the stream. Opportunities, like the salmon, are there if you take the time to find them.

Pay Increase Announced For MILAN Regional OTR Drivers And Owner-Operators

MILAN Supply Chain Solutions, Inc. is pleased to announce a substantial pay increase for regional over-the-road drivers and independent contractors.

Effective immediately, an experienced company driver will be paid \$0.40 to \$0.50 per mile, resulting with annual earnings of \$60,320 to \$73,320 based on 2,500 miles per week. MILAN company teams will make \$0.49 to \$0.52, with annual earnings of \$140,920 to \$148,720 for 5,000 miles per week.

MILAN also increased the pay for independent contractors, both owner operators and lease purchase. Owner-operators now make \$1.10 per mile with FSC on loaded miles, realizing annual earnings of \$186,000 for 2,500 miles per week. Lease purchase operators make \$1.07 per mile with FSC on loaded miles for 2,500 miles per week, grossing \$182,000. The company has aggressive lease purchase options for its business partners that include maintenance and low weekly payments.

MILAN is experiencing increased customer demand in 2018 and want to reward our current drivers for their hard work and sacrifice as well as increasing capacity for our customer. www.milanexpress.com Phone 731-426-8337

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Analysis Confirms Commercial Rest Areas Limit Truck Parking Capacity

Alexandria, VA... A new report issued today by NATSO, the national association representing the truckstop and travel plaza industry, finds 69 percent more commercial truck parking spaces per mile along interstate highways where the private sector caters to the needs of the traveling public free from government competition at commercial rest areas.

The report titled, *Rest Area Commercialization and Truck Parking Capacity 2018*, updates a 2010 analysis of the relationship between commercial rest areas, which are operated by the government and located directly on the Interstate right-of-way, and total truck parking capacity.

"This study highlights that commercial rest areas result in significantly fewer truck parking spaces and do not represent a viable means of expanding commercial truck parking capacity," said NATSO President and CEO Lisa Mullings. "This reaffirms the industry's position that truck parking is best handled by the private sector, which provides nearly 90 percent of the nation's truck parking."

Conducted by Dr. Ronald Knipling of Safety for the Long

Haul Inc., the research examined the correlation between interstate corridors' total truck parking capacity and the presence of commercial rest areas on the right-of-way.

Since 1960, Federal law has prohibited the sale of food, fuel and other commercial service from rest areas located directly on the Interstate Highway System to prevent the granting of monopolies along the Interstate right-of-way. Congress permitted the continued operation of commercial rest areas in states where commercial rest areas existed prior to the enactment of the law. This study evaluated those states where grandfathered commercial rest areas continue to operate.

Using independent third-party data from 13 states to compare the number of truck parking spaces on commercialized and non-commercialized segments of the Interstate Highway System, Dr. Knipling confirmed a negative relation between the presence of commercial rest areas and total truck parking, and also found a greater negative relation than in 2010. The research, which evaluated more than 12,000 interstate miles, found that non-commercialized interstate cor-

ridors have 6.57 truck parking spaces per mile, or 69 percent more than the 3.88 spaces per miles on the commercialized interstate segments. Non-commercialized interstate segments have, on average, one truck parking facility every 8.4 miles, compared with commercialized interstate segments with one facility every 12.8 miles. All public and private designated truck parking located within one mile of the interstates was included in the totals.

"Rest area commercialization is sometimes proposed as a means of increasing truck parking capacity along the Interstate Highway System," said Dr. Knipling. "This study underscores that the private sector is far better at meeting the parking needs for the nation's truck drivers."

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Country Music Star Kellie Pickler Headlining Mid-America Trucking Show Concert

Louisville, KY... This year, the 2018 Mid-America Trucking Show (MATS) will once again feature a free concert for all attendees on Friday, March 23rd, sponsored by ExxonMobil and the Mobil Delvac™ team. Country music star and American Idol alum Kellie Pickler is set to headline the show.

While the concert is one of the most anticipated events at MATS, this year's show promises to be special. With four solo albums – including the critically acclaimed '100 Proof' – and a host of top 100 songs, Kellie is known for putting on a fun, high-tempo performance.

Doors of the Kentucky Exposition Center will open at 6:30 PM on Friday, and the show will kick off at 7:00 p.m. EST. Free tickets will be available at the Mobil Delvac booth (booth #18160 in the North Hall) on Thursday and Friday during regular show hours.

"Every year, the Mobil Delvac Driver Appreciation Concert gives us the chance to spend time with and honor the remarkable men and women who drive today's trucking industry forward," said Cassandra Clarke, commercial offer advisor for on-highway vehicles at Exxon-Mobil. "We're proud to be sponsoring our tenth straight concert, and we look forward to celebrating with our colleagues and friends across the industry in Louisville."

AFP & Freedom Partners Urge Trump Administration to Resist Calls for Federal Gas Tax Increase

Arlington, VA... Americans for Prosperity and Freedom Partners Chamber of Commerce today joined in opposition of recent calls to increase the federal gas tax to pay for infrastructure spending. In a letter to President Trump, the organizations warned that including a proposal by the U.S. Chamber of Commerce to raise the gas tax from 18.4 cents per gallon to 43.4 cents the largest increase in the history of the tax would undermine the benefits of recently enacted tax relief.

Freedom Partners Executive Vice President Nathan Nascimento and Americans for Prosperity Chief Government Affairs Officer Brent Gardner wrote:

"The Tax Cuts and Jobs Act of 2017 was a historic achievement, the benefits of which are already being realized. But increasing the gas tax would effectively undermine recent tax cuts by clawing back hundreds of billions of dollars—roughly 25 percent of the total benefit from tax reform—from low- and middle-income Americans at a time when they thought they were finally getting some relief. In 2016, the U.S. consumed 1,140 gallons of gas per household. Based on that average, American households would spend an extra \$285 on gas each year under this proposal.

"Maintaining core infrastructure is an important function of government that should be carried out in the most efficient and effective manner possible. Efforts to improve

our nation's infrastructure should focus on maximizing taxpayer dollars by targeting priorities such as roads and bridges, eliminating wasteful spending, removing regulatory barriers that delay projects and drive up costs, and ensuring there is proper oversight and accountability."

Americans for Prosperity's grassroots activists have repeatedly fought back against gas tax increases at the state and federal levels. Since 2015 alone, AFP has successfully stopped gas tax increases in Arkansas, Mississippi, Colorado, Oklahoma, Alaska, Kansas and Wisconsin.

Most recently, in Louisiana, AFP activists defeated a 17-cent increase in the state fuel tax. As a consistent advocate for providing American families much-needed and long-overdue tax relief, AFP remains committed to empowering grassroots activists with the tools and knowledge they need to fight harmful policies like these in their states and in Washington D.C.

Boyd Bros. Announces 2 CPM Pay Increase And 6 CPM Sign-On Bonus

Clayton, AL... Boyd Bros. Transportation is issuing a two-cent-per-mile pay increase with a one-thousand dollar weekly minimum pay to its drivers, effective February 27, 2018.

Along with the pay increase, Boyd is launching a new sign-on bonus geared for an immediate pay out. Candidates hired by Boyd will receive five-hundred dollars upon delivery of first load, and an additional six-cents-per-mile for the following eighteen months.

"Our sign-on bonus pay out is aggressive for a reason," states COO, Dwight Bassett. "A line in our mission statement reads 'we do what we say we will do.' We take that very seriously. By paying the bonus with each mile driven, new drivers at Boyd know that they will receive their bonus. It's not a gimmick." Bassett continues, "The bonus should accumulate to around \$10,000 with experienced flatbed drivers starting at 57-cents-per-mile plus a monthly productivity bonus."

For more information about the career opportunities at Boyd Bros., visit www.driveforboyd.com or call (888) 485-8717.



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www.TRUCKINGSHOW.com

Kellie Pickler

in Concert Friday Night

7pm Friday March 23rd
Freedom Hall - Kentucky Expo Center

28th Annual Waupun Truck -n- Show



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- All Photos By High Gear Photography-

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 Learn more about McCollister's Transportation Group, Inc. at www.mccollisters.com

36th Annual Shell ROTELLA® SuperRigs Rolls into White's Travel Center in Raphine, Va. June 14-16

The 36th Annual Shell ROTELLA® SuperRigs will be held June 14-16 at White's Travel Center in Raphine, Va. with a theme of *Tribute to Toughness*. Situated just off Interstate 81 and Interstate 64 in the beautiful Shenandoah Valley, contestants and attendees will have the opportunity to see some great looking, hardworking trucks and enjoy numerous activities throughout the three-day event. The entire

event is free and designed to be fun for the whole family.

Highlights include:

- **Truck Parade:** The SuperRigs truck parade will take the participants from White's Travel Center to historic downtown Lexington. Truckers will stage their rigs, turn on their lights and pump up the music; creating an epic street party for truckers and locals alike.
- **Firework Display:** Following the

Truck Parade, there will be music and a spectacular firework display at White's Travel Center to wrap up the evening.

- **3-Day Music Festival:** Local bands, DJ's and musicians will provide great music and live shows throughout the event.

- **On-site amenities:** White's Travel Center offers a variety of on-site amenities including a chrome shop, complete pharmacy, clean

showers, movie theatre, numerous restaurants and shopping, laundry services, and a shuttle service. A Blue Beacon Truck Wash and CAT scales are also available.

The Shell ROTELLA® SuperRigs competition is the premier truck beauty contest for actively working trucks. Hard working owner/operator truckers from across the United States and Canada compete annually for more than \$25,000 in

cash and prizes. Twelve drivers will be selected to have their trucks featured in the 2019 Shell Rotella SuperRigs® calendar.

Judging will take place between 7:30 a.m. and 6 p.m. on Thursday and Friday, June 14 and 15, and between 7:30 a.m. and 10 a.m. on Saturday, June 16. Judging takes about 20 minutes and contestants do not need to be present to win.


Those who enter the com-

petition are judged by industry professionals who work for major trucking publications or broadcast companies. Judges score the trucks on exterior appearance, design, detail/finish, originality, and workmanship. In total, 24 working trucks receive awards for categories such as 'Best of Show', 'Tractor', 'Tractor/Trailer Combination' and 'Classic'.



Events for SuperRigs are subject to change and additional details will be announced as they are finalized. For more information about Shell ROTELLA® SuperRigs, visit Rotella.com or follow Rotella on Facebook, Twitter, and Instagram for updates.

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March 22-24 – Mid-America Truck Show – Kentucky Fair and Expo Center, Louisville, KY. For More info visit www.truckingshow.com

April 13-14 – Marmon Truck Gathering – KCM Enterprises Yard, 4574 Sam Rayburn Hwy. (Hwy 121) Anna, TX 75409. For more info and registration, call 469-667-7158.

April 21 – 15th Annual Wheat -For more info, contact Scott at 316-288-3443

April 27-29 – 20th Annual 75 Chrome Shop Truck Show – 75 Chrome Shop, located off Exit 329 I-75; 419 E State Road 44 Wildwood, FL 34785. For more info call 866-255-6206

May 4-5 – Outsiderz's 3rd Annual Show & Shine – Doswell Truck Stop, I-85 Exit 98, Doswell, VA. Visit our Facebook Page for more info: Outsiderz Working Rigs Assoc.

May 13, 2018 - Mother's Day Truck Convoy – Burle Industries, 1000 New Holland Ave. (Rt. 23), Lancaster, PA. For more info call 717-283-4880

May 19 – 18th Annual Greater Cincinnati Chapter of ATHS Truck Show – Howard Trucking Co., 10955 Haddix Rd., Fairborn, OH 45324. For more information call 937-878-3370.

May 26 – LCM Family Gathering – 'United We Roll' Truck Show – Classic Auto Mall, Morgantown Center, Morgantown, PA. For more info phone 717-806-8907

May 31-June 3, 2018 – 15th Annual Wheel Jam – South Dakota State Fairgrounds, 431 18th St. SW, Huron, SD. For more info visit www.wheeljamtruckshow.com

May 31-June 2, 2018 – ATHS National Convention – Kentucky Horse Park, 4089 Iron Works Parkway, Lexington, KY 40511. For more info visit www.aths.org

June 2 – 5th Annual Shine & Smoke Big Rig Show and Shine and Drag Races – Island Dragway, Great Meadows, NJ.. For more info phone 570-807-8671

June 14-16 – 36th Annual Shell ROTELLA® SuperRigs – White's Travel Center, Raphine, VA. For more info visit www.Rotella.com

June 16-17 – 7th Annual Ohio Vintage Truck Jamboree - Ashland County Fairgrounds, 2042 Claremont Avenue, Ashland, OH 44805 Contact: Bill Peters @ 330-682-1707

June 23, 2018 – Fire Truck Show - NC Transportation Museum, 411 S Salisbury Ave, Spencer, NC 28159. For more info, visit <http://www.nctrans.org>

July 12-14 – 39th Annual Walcott Truckers Jamboree – Iowa 80 Truckstop, I-80 Exit 284, Walcott, IA. For more information go to <http://iowa80truckstop.com/trucker-jamboree/>

July 20-21 – Expedite Expo – Lexington Center, Lexington, KY. For more info phone 859-746-2046

July 21 – Class 8 On The Lake – Indian Creek Campgrounds, Geneva-On-The-Lake, Ohio. For info call 440-337-1871.

July 21 - Made in the Shade Truck Show & Shine – Butler County Fairgrounds, David City, Nebraska. For more info contact Big Benny Schultz @ 402-641-3991 August 3-5 – Carlisle Truck Nationals – Carlisle, PA For more info call 717-243-7855

August 10-11 - The 29th Annual Waupun Truck N Show - Truck-n-Show festival grounds (Spring Street in Waupun), Waupun, WI. For more info Phone: 920-324-9985

August 17-19 – 9th Annual Eau Claire Big Rig Truck Show – Northern Wisconsin State Fair Ground, Chippewa Falls, WI. For more info phone 715-832-6666.

August 23-25 – The Great American Trucking Show – Kay Bailey Hutchison Convention Center, 650 S. Griffin St., Dallas, TX. For more info visit www.truckshow.com

September 28-29 - Guilty by Association Truck Show & Customer Expo - 4 State Trucks, Joplin, MO. For more info phone 888-875-7787 Ext 161

September 29- Special Olympics Convoy and Truck Show - South Carolina Farmers Market West Columbia SC. Contact Phil Hrynenko@ 843-925-1173

October 5-7 - Truckers 4 Hope Truck Show – Clinton County Fairgrounds, 98 Race Track Rd., Mill Hall, PA. For more info contact Jason Smith at 570-660-7281 October 13 – LCM Southern Classic Truck Show – LeeHi Travel Center, Lexington, VA. For more info phone 717-806-8907.

October 28-31, 2019 – North American Commercial Vehicle Show (NACVS) – Georgia World Congress Center, Atlanta, GA. For more info visit <http://nacvsshow.com>

If you would like to list an upcoming show or event, send all the details including a telephone contact number to
 Movin' Out, P.O. Box 97, Slippery Rock, PA 16057 or fax us at 724-794-1314,
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Working Show Truck Of The Month



Gene Petrosky



by Robert Conrad

Gene Petrosky definitely personifies "old school trucking" in today's trucking world that continues to move towards aerodynamics and new technology. He has a couple of old Kenworths that look like they came right out of an old KW advertisement from years ago,

but they run right alongside the modern trucks from today.

Gene owns and operates Pocono Coast Transportation and hauls a variety of loads with his classic K-Dubs! He always turns heads in his 1983 KW K-100C cabover that he bought over 11 years ago in Florence, SC. A CAT 3406A re-

placed the original motor that had a scored liner, and it's paired up with a 15-speed overdrive transmission and a set of 3:70 rears. Gene put an old school paint scheme on the truck and the blue, white, and black combination is accented with gold outlines. In his own words, "It's still an old, worn out truck, but

with a nice paint job!" One thing's for sure, everyone checks out Gene and his "old, worn out truck" when he pulls in, and most drivers would kill to get behind the wheel and take her for a trip!

Gene has been trucking his entire life, getting his start playing with toy trucks around age 5. He

began his driving career with JLT Corporation in Whitehouse Station, NJ at age 16, and he bought his first truck at age 22! The rest is history and he hauls loads coast to coast, accompanied on many trips by his daughter Rylin (Scooter) Petrosky. Scooter has been trucking with her dad since she was only 3 years old and may just take over Pocono Coast Transportation when

her dad decides to retire! Movin' Out would like to salute Gene Petrosky for all of his hard work and for representing the trucking industry with class on every trip. One of the nicest guys you could ever meet, he'll be glad to tell you about his "old cabover" and talk trucks for a few minutes if you ever cross paths.



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Qty 150 - 2013 Reitnauer Alum 48'x102" Flatbeds, 10'1" AirRide Spread, Front Axle Lift, Winch Track on both sides, Alum Wheels, Coil Pkg.



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