



World's Best

SPRING 2017 • VOLUME 21 • NUMBER 1



PACCAR MX-13 Engine and PACCAR Axle



Dealer of the Year
Awards | 4



T880S with set-forward
front axle | 13

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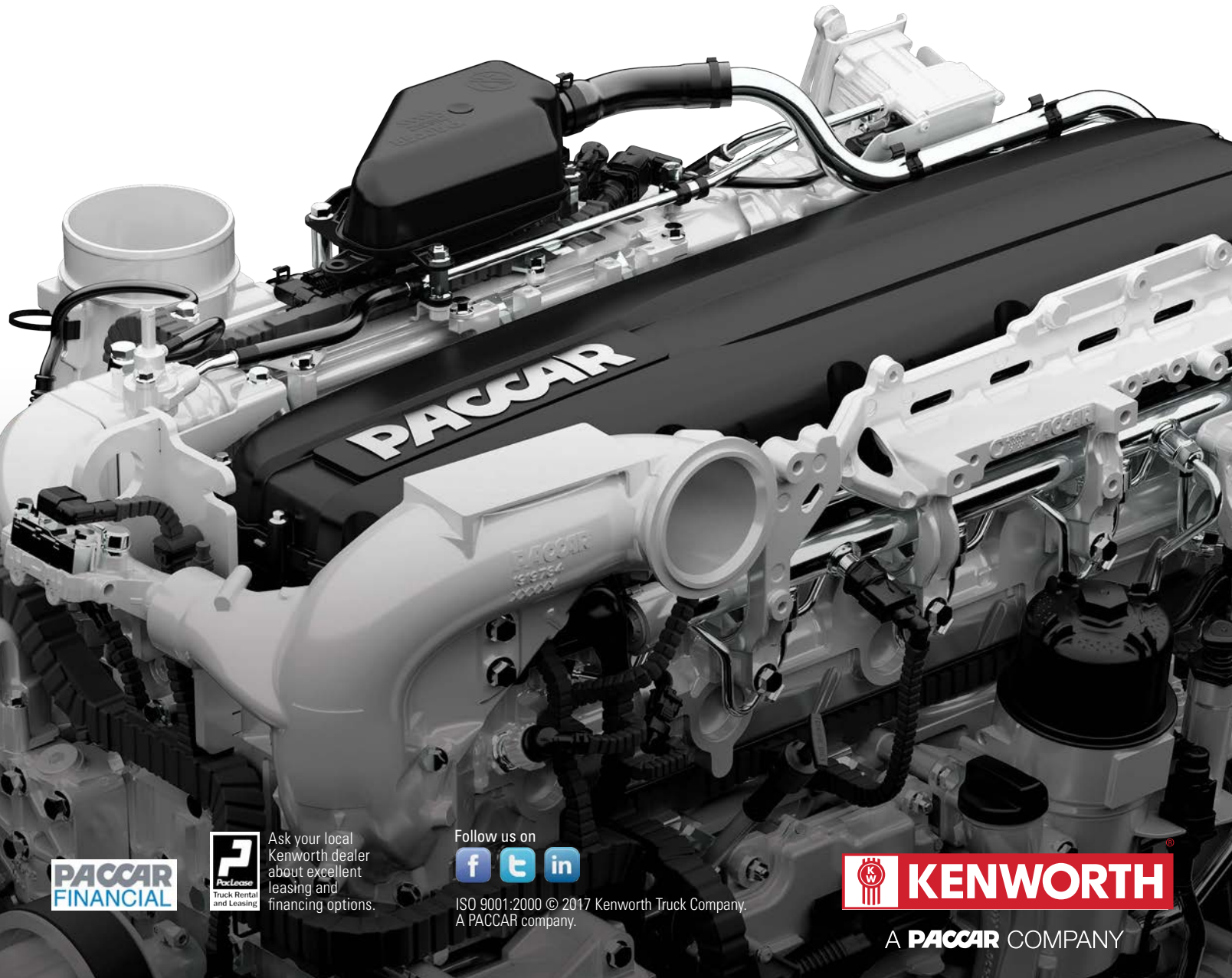
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KENWORTH

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A continued focus on the details

For Kenworth, spring brings about the culmination of showing our latest products and services to customers during a flurry of major trade shows, such as ConExpo, TMC and Mid-America Trucking Show.

We continue to focus on the details to ensure we are developing the most comfortable, reliable and cost-effective trucks for our customers, and supporting them with new services and products that maximize customer uptime. The new T880S, which launched in March, is a perfect example with its set-forward front axle — well-suited for ready-mix, dump and mobile crane applications where every extra pound of payload contributes to the bottom line (p. 13).

In January, we introduced the new 40K PACCAR tandem axle, which is now standard on the Kenworth T680 and T880; as well as the latest PACCAR MX-11 and MX-13 engines that deliver new power, torque and fuel efficiency enhancements. PACCAR MX engines have earned a reputation for performance and reliability, and are counted upon by customers, such as Halbersleben Trucking (p. 7) with its T680s — “The Driver’s Truck” — and Reliable Trucking and its T880s (p. 9).

The new Kenworth Certified Pre-Owned program provides industry leading support when it comes to purchasing previously owned Kenworth trucks. Customers are supported by Kenworth warranty protection, including a one-year, 125,000-mile warranty on the engine and aftertreatment (DPF) system, and a 90-day vehicle warranty.

To help maximize uptime and speed service and repairs, we introduced Kenworth TruckTech+ Service Management — to complement TruckTech+ Remote Diagnostics — and help fleets monitor the service status of their trucks in real-time. Our customers also are supported by the Kenworth dealer network and the growing number of network-leading PremierCare® Gold Certified dealers, such as Wisconsin Kenworth, our Kenworth Dealer of the Year (p. 4).



When it comes to enhancing customer satisfaction and uptime, we’re always looking forward and remain focused on delivering The World’s Best® trucks and services.

*Mike Dozier
Kenworth General Manager
and PACCAR Vice President*



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Wisconsin Kenworth Receives 2016 Kenworth Dealer of the Year Award



From left, Kevin Baney, Kenworth assistant general manager for sales and marketing; Mike Dozier, Kenworth general manager and PACCAR vice president; Mike Clark, CSM Truck Division president; and Jim Moeller, CEO of CSM Companies, Wisconsin Kenworth's parent company.

Wisconsin Kenworth received the prestigious 2016 Kenworth Dealer of the Year Award for the United States and Canada at the Kenworth Dealer Meeting held in Palm Springs, California, in February. It marks the second time in the past four years that Wisconsin Kenworth was chosen for the coveted award. "Wisconsin Kenworth has a culture of exceeding customer expectations in every aspect of our business relationships. Our belief is that if we do that well, sales take care of themselves," says Jim Moeller, CEO of CSM Companies, which is Wisconsin Kenworth's parent company. CSM operates 15 Kenworth dealerships in Wisconsin, Michigan, Texas, and Nebraska. Mike Clark, CSM Truck Division president, added, "To exceed customer expectations, we continue to grow our business where customers want and need us to grow, expand the number of trained technicians and service bays, and utilize the best technology tools."

MHC Kenworth – Kansas City Named Kenworth PACCAR MX Engine Dealer of Year



From left, MHC Kenworth executives Tim Murphy, Tim Spurgeon, Jeff Murphy, Kyle Hoffman, Ken Hoffman, and Mike Murphy.

For the fourth time in the award's six-year history, MHC Kenworth – Kansas City received Kenworth's PACCAR MX Dealer of the Year honors. The engine award honors the Kenworth dealer that fully engages customers, sells all the benefits of spec'ing PACCAR MX-11 and MX-13 engines, and truly meets each customer's service needs. MHC Kenworth – Kansas City sold nearly 600 Kenworth Class 8 trucks equipped with PACCAR MX engines last year and achieved a 71 percent PACCAR MX engine mix percentage. The dealership also excelled at service excellence.

MHC Kenworth – Texas Earns Kenworth Medium Duty Dealer of Year



From left, MHC Kenworth executives Tim Murphy, Tim Spurgeon, Kyle Hoffman, Jeff Murphy, Ken Hoffman, and Mike Murphy.

MHC Kenworth – Texas was named 2016 Kenworth Medium Duty Dealer of the Year. It sold more than 300 medium duty Kenworth trucks to a diverse customer base, including city governments, dairy, petroleum, beverage haulers, oil field service, wreckers, landscapers, and dozens of other distributors. MHC Kenworth – Texas achieved its impressive results by taking customers to medium duty events, adding medium duty personnel, maintaining outstanding customer relations, and focusing on medium duty product and sales training.

Central Illinois Trucks Honored as Parts and Service Dealer of Year



From left, are David Danforth, PACCAR Parts general manager and PACCAR vice president; and Central Illinois Trucks executives Steve Aubry, Carl Herzog, Jan Nussbaum, and Bruce Thomas.

Central Illinois Trucks captured the 2016 Kenworth Parts and Service Dealer of the Year award. Ranked near the top of all the key categories, Inland Kenworth expanded its business through increased TRP and e-commerce parts sales, while fleet parts sales rose by nearly 17 percent through promotion of the PACCAR Parts Fleet Services Program.

Papé Kenworth Named Kenworth TRP Dealer of Year



From left are David Danforth, PACCAR Parts general manager and PACCAR vice president; and Papé Kenworth executives Susie Papé, Dave Laird and Jordan Papé.

Papé Kenworth grew its sales of TRP all-makes parts by 22 percent in 2016. This helped earn the Pacific Northwest-based dealer group the 2016 Kenworth TRP Parts Dealer of the Year. The award recognizes the dealer that provides the best support for TRP parts and service among all Kenworth dealers.

Kenworth Gold Award Winners



Kenworth Montréal
Mike Parent



MHC Kenworth – Kansas City
MHC Kenworth – Tennessee

From left, MHC Kenworth executives Tim Murphy, Tim Spurgeon, Jeff Murphy, Kyle Hoffman, Ken Hoffman, and Mike Murphy.



Papé Kenworth
From left: Dave Laird, Susie Papé, and Jordan Papé



Wisconsin Kenworth
From left: Mike Clark and Jim Moeller

Kenworth Silver Awards

Kenworth recognized its 15 Silver Award winners for 2016. In the United States: Central Illinois Trucks, Eastern Michigan Kenworth, Kenworth of Cincinnati, Kenworth Sales Company, MHC Kenworth – Arkansas, MHC Kenworth – Colorado, MHC Kenworth – Georgia, MHC Kenworth – Springfield, MHC Kenworth – Texas, NorCal Kenworth, Sioux Falls Kenworth, Truck Enterprises Richmond, and Truckworx Kenworth – Birmingham. In Canada: Kenworth Maska and Kenworth Amos.

Kenworth Dealers Celebrate Major Anniversaries

Kenworth acknowledged these dealers that celebrated significant anniversary milestones as Kenworth Dealers in 2016: **55 years** – Hissong Kenworth (Richfield, Ohio); and Truck Enterprises (Harrisonburg, Virginia); **50 years** – Kenworth of Indianapolis (Indianapolis, Indiana); **45 years** – Wichita Kenworth (Wichita, Kansas); and **30 years** – Worldwide Equipment (Prestonsburg, Kentucky).

Kenworth Names 2017 Councils

Kenworth Councils are made up of leading executives, directors and managers representing the more than 380 Kenworth dealerships in the United States and Canada.

2017 Dealer Council

The Dealer Council works with Kenworth to help provide leading-edge customer support throughout the dealer network. The 2017 Kenworth Dealer Council members are: Chairman – **Will Bruser**, Truckworx Kenworth, Birmingham, Ala.; **Mike Clark**, Wisconsin Kenworth, Madison, Wis.; **Boyd McConnachie**, Inland Kenworth, Burnaby, B.C.; **Mike Nagle**, Bayview Kenworth, St. John, New Brunswick; **Scott Oliphant**, Kenworth of Louisiana, Gray, La.; **Dan Penksa**, Kenworth Northeast Group, Buffalo, N.Y.; and **Tim Spurgeon**, MHC Kenworth, Leawood, Kan. In addition, **Tom Bertolino** of NorCal Kenworth in Sacramento, Calif., serves as the Kenworth line representative for the American Truck Dealers (ATD).

2017 Service Council

The Service Council helps to promote service and product improvements to enhance The World's Best® customer support. The 2017 Kenworth Service Council members are: Chairman – **Wes Sage**, Papé Kenworth, Eugene, Ore.; **Chris Bowers**, Worldwide Equipment, Abingdon, Va.; **Adam Burrough**, Edmonton Kenworth, Leduc, Alb.; **Donovan Diaz**, Inland Kenworth, Fontana, Calif.; **Grant Easton**, Kenworth Truck Centres of Ontario, Concord, Ont.; **Lucas Smith**, Kenworth of Dayton, Dayton, Ohio; **Darrin Weimer**, MHC Kenworth, Leawood, Kan.; **Richard Williamson**, Truckworx Kenworth, Birmingham, Ala.; and Kenworth Dealer Council representative **Scott Oliphant**, Kenworth of Louisiana, Gray, La.

2017 Parts Council

The Parts Council focuses on further enhancing parts quality and customer support for truck operators and fleets. The 2017 Kenworth Parts Council members are: Chairperson – **Jo Frost**, Edmonton Kenworth, Leduc, Alb.; **Cory Anderson**, MHC Kenworth, Leawood, Kan.; **Eric Bontrager**, Wisconsin Kenworth, Windsor, Wis.; **Samuel Letendre**, Kenworth Maska, La Presentation, Que.; **Lisa Nichols**, Kenworth of Columbus, Hilliard, Ohio; **Jeremy Thompson**, Kenworth Northwest, SeaTac, Wash.; **Jeff Weaver**, Truckworx Kenworth, Birmingham, Ala.; **Clayton Zuchotzki**, GreatWest Kenworth, Calgary, Alb.; and Kenworth Dealer Council representative **Tim Spurgeon**, MHC Kenworth, Leawood, Kan.

2017 PACCAR MX Engine Council

The PACCAR MX Engine Council assists in developing guidelines for service improvements to enhance support for the PACCAR MX-11 and MX-13 engines. The PACCAR MX Engine Council members for 2017 are: Chairman – **Matt Allen**, Inland Kenworth – U.S., Fontana, Calif.; **Mike D'Agostini**, NorCal Kenworth, Sacramento, Calif.; **Jeff Minter**, Wisconsin Kenworth, Madison, Wis.; **Terry Stalter**, Central Illinois Trucks, Normal, Ill.; **Zach Newton**, MHC Kenworth, Kansas City, Mo.; and Kenworth Dealer Council representative **Scott Oliphant**, Kenworth of Louisiana, Gray, La.

PACCAR AXLES

Powered By Quality

The PACCAR 40K tandem axle is the industry's premier line haul axle. Innovative technologies and advanced manufacturing processes deliver a fuel efficient, light weight design resulting in a lower cost of ownership. With a first-of-its-kind pinion thru-shaft design, it keeps loads moving forward efficiently and reliably. The PACCAR 40K tandem axle, Powered by Quality.



Specifications

GCW	80,000 lbs.	Straight Torque Rating	1,650 lb.-ft.
GAWR	40,000 lbs. Tandem	Multi-Torque Rating	1,750 lb.-ft.
Ratio Range	2.47 to 3.70	Warranty	5 Years/750,000 Miles

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It's All About Our Drivers

T680s with PACCAR MX-13 engines demonstrate company's commitment to drivers

Rich Halbersleben, managing partner of Salt Lake City-based Halbersleben Trucking says, "For us, it's all about our drivers." The company hauls a variety of different freight in dry van and refrigerated trailers across the continental United States, with a focus on the Western United States and Upper Midwest regions. Its fleet of 60 trucks, predominantly Kenworth, includes 20 Kenworth T680s with 76-inch sleepers, PACCAR MX-13 engines and Eaton Fuller Advantage™ 10-speed automated transmissions. The T680s were purchased from Kenworth Sales Co. and put into service over the past two years.

While Halbersleben has been pleased with how well the Kenworth T680s and PACCAR MX-13 engines have performed for drivers, he also has another good reason to be pleased with them — fuel economy. The T680s have delivered an average increase in fuel economy up to 50 percent compared to the fleet's long-nose conventional trucks that they replaced. At \$2.25 per gallon for diesel, Halbersleben estimates his company saves about \$40,000 in monthly fuel costs.

"That kind of fuel economy improvement is certainly quite satisfying," he says. "But keeping our drivers safe, comfortable and productive remains our number one priority. We picked the Kenworth T680 and chose to equip it with specs we know will improve their working and living environment."

The Driver's Truck

Company drivers Phil Dilcox and Marcus Moore both truly appreciate the driver comfort features of their Kenworth T680s, which are spec'd with the Kenworth Diamond VIT interior, Kenworth GT702 driver seat, wide and restful 8-inch deep pocket coil mattress, sturdy fold-out table, microwave and Kenworth's factory-installed drawer-style refrigerator/freezer.

For Dilcox, the T680's microwave and refrigerator/freezer have allowed him to better plan his meals. As a result, Dilcox notes that he was able to change his eating habits and adopt

a healthier lifestyle, losing 30 pounds and improving his overall health.

He also appreciates the T680's roomy interior, comfortable driver seat, and quietness inside the cab. "Not a lot of companies provide their drivers with trucks like these," says Dilcox. "It shows me that Halbersleben cares about me on a personal level and that makes me feel good about driving for this company." The PACCAR MX-13 engine and the ease of using the 10-speed automated transmission are also great for Dilcox. "Since I've been driving with the automated transmission, the pain in my shoulder from an old torn rotator cuff disappeared, since I don't have to shift as much," he says.



"Not a lot of companies provide their drivers with trucks like these."

— Phil Dilcox, company driver

Moore, who recently began working for Halbersleben, says, "The PACCAR MX-13 engine is so much quieter than other 13-liter engines I have driven, you couldn't pry me loose from this truck.

When I am stopped overnight and have the windows closed, I can't hear anything outside. That, combined with the comfortable mattress, really helps me to get my rest. And I love the headlights on the T680. At night I can clearly see what's on the road. That's important with all the wildlife where we drive."

When driving the T680, both Moore and Dilcox say they feel a sense of pride in being Halbersleben drivers. "Other drivers notice the trucks we're driving," Dilcox says. "I routinely get stopped and asked questions about it." Moore agrees. "I couldn't imagine wanting to work in any other truck."



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Aggregate hauler is more competitive with T880s spec'd with PACCAR MX-11 engines

For those in the construction game — hauling dirt, aggregate and other material — numbers are what it's all about. Haul more product, make more money. And, if you save fuel in the process, that's gravy.



"It's the quietest truck I've ever been in — and that makes a big difference."

—Gary Wager, driver

For Reliable Trucking servicing the Bay Area and Sacramento Valley, spec'ing lightweight Kenworth T880s has increased

payload by close to 800 pounds, while improving fuel economy by 3.5 percent. "Those are big numbers with a big payback," says Joe Sostaric, Reliable's general manager. "When you increase your payload by 2 percent, you're talking substantial dollars. This is a very competitive business."

Reliable operates 60 Class 8 tractors — the majority haul pneumatic double trailers loaded with dry cement, while others are hooked to bottom dump trailers for aggregate. According to Sostaric, the company saved about 300 pounds when it went with the Kenworth T880 and PACCAR MX-13 engine several years ago. But recently it saved another 500 pounds when the company spec'd its latest T880s with the PACCAR MX-11 engine, rated at 430 hp with 1,550 lb.-ft of torque and driven through Eaton Fuller UltraShift® Plus transmissions. "That's 400 pounds right there for the MX-11 engine alone. Other specs got us another 100 pounds," Sostaric says. "And we're getting the same pulling power as we were with our previous engine, but with better fuel economy. That can mean up to \$1,000 a year in fuel savings per truck."

Working with NorCal Kenworth — San Leandro, the new T880s were also spec'd with a shorter wheelbase. "We rely heavily on NorCal Kenworth," says Sostaric. "They're

expert in vocational spec'ing and helped us build a truck to save weight. The shorter wheelbase — going from 159-inches to 152-inches — means we were able to get rid of the center bearing. This allows room for our blower

to be mounted under the driver's side. It not only saved weight, but gave us a very clean installation."

Driver friendly

With each truck making between two and four deliveries per day, driver comfort has always been top of mind for Reliable. "Our industry is very competitive for drivers and we want to stand out with our equipment to help attract the best drivers," says Sostaric. "The T880 is not only great when it comes to productivity, but it's well received by our drivers."

"The equipment I drive makes a big difference to me," says Reliable driver Gary Wager. "I've driven just about every conventional out there and can honestly say that the Kenworth T880 is the most relaxing truck I've ever driven. Everything is in easy reach. And with visibility all the way around, I can see everything. It's the quietest truck I've ever been in — and that makes a big difference.

"I had always driven a stick and never thought I'd want to drive a truck with an automated manual transmission," says Wager. "But, after driving the T880 with Eaton UltraShift® Plus, it changed my mind. I wish I had started driving an AMT years ago — it's that nice. And in combination with the MX-11, I'm never left needing for power. I can't tell the difference between this and the bigger MX-13 engine we were driving before."



A composite image featuring a hand holding a gas nozzle on the right side, and a close-up of a Bridgestone tire on the left side. The tire has 'BRIDGESTONE' embossed on it. A green horizontal band is overlaid across the middle of the image, containing the main headline text.

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A Better Route Truck

Beverage hauler prefers T370s for durability, quality image and driver comfort

Atlantic Coca-Cola Bottling Company, Atlantic, Iowa, has been in the Tyler family for more than 100 years. Beginning as an ice cream company in 1905, the company soon expanded into soft drinks named “Tyler’s Flavors.” That changed in 1929 when Atlantic acquired franchise rights to bottle and distribute Coca-Cola. The company has been growing ever since.

Growth over the past three years has been unusually rapid as the company expanded from two locations to nine, and from 200 to 700 employees. Overseeing Atlantic’s growth is owner and chairman Jim Tyler. His son, Kirk Tyler, is CEO and company president. Rob Feeney runs day-to-day operations, along with Senior Vice President of Operations Ned Brown. Brian Harris is fleet maintenance manager.



Atlantic’s service area now covers most of Iowa and extends into a few neighboring states. The 120-truck fleet includes a growing roster of Kenworths, featuring T370 route trucks powered by PACCAR PX-9 engines and Allison 6-speed automatic transmissions. Atlantic route trucks often run 10-plus years before trade-in, so long term durability is critical.

Durable, quality image

“The durability factor was evident to us from the beginning,” says Brian Harris, fleet maintenance manager. “With our very first T370, as we were putting the box on it, right away we noticed the frame is built much sturdier than other brands of trucks we’ve owned. Right there, we determined to get more Kenworths. It’s a heavier built truck.” Since purchasing its first T370, Atlantic has ordered several new T370s every year over the past five or six years, including 12 new T370s in 2016.

“The Kenworth T370 is simply a better route truck,” says Brown. “We think it is important to have equipment that’s exceptional. Image matters. We produce a premium product and want premium trucks to deliver it. Kenworth trucks do a much better job of drawing attention to quality. It’s a moving billboard that speaks well for our company.”

Quiet comfort for drivers

Atlantic’s T370 straight trucks haul up to one thousand cases of Coca-Cola products, or 12 pallets. Some T370 tractors haul 35-foot trailers that carry 20 pallets. Drivers make 12 to 20 stops, jumping in and out of the cab all day long. “Our drivers tell us the Kenworth cab is comfortable and better built than other trucks,” says Harris. “The T370 is quieter going down the road, the doors shut tight and the interior is nicer all around.”

The company works with MHC Kenworth – Des Moines for sales and service. With rapid growth, says Brown, “it’s nice to have our Kenworth dealer to rely on. MHC Kenworth has

been instrumental in helping us spec the delivery truck we need. For example, we’ve done some things on the truck to improve efficiency. Some of our locations in the new

territory require our route trucks to travel farther distances. We wanted a bigger fuel tank, and we wanted to move it to the driver side. The dealer helped us reconfigure all that.

“The T370s help sell our product,” Brown concludes. “When you’re driving down the road and see a great-looking truck, you make a connection with the product, and you want to buy that product. Our fleet has to look good. We haven’t had any problems with our Kenworth trucks. There really is no comparison between Kenworth and other trucks.”

“The T370 is quieter going down the road, the doors shut tight and the interior is nicer all around.”

— Brian Harris



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Kenworth Launches T880S with Set-Forward Configuration, TruckTech+ Service Management, and Kenworth "Pre-Owned"

The new **Kenworth T880S** with set-forward front axle launched into production in March. The T880S is well-suited for truck operators in ready-mix, dump and mobile crane applications where every incremental pound of payload delivered contributes directly to the bottom line, and excellent maneuverability and visibility are valued. Available with a set-forward front axle ranging from 14,600 pounds to 22,800 pounds, the T880S is standard with the PACCAR MX-13 engine rated up to 510-hp and 1,850 lb-ft of torque. Single, tandem or tridem drive axles, and a wide variety of factory-installed lift axles, are among a range of available options.



efforts to help customers maximize truck uptime by streamlining service and repair processes at Kenworth dealerships. The new platform, powered by Decisiv, will give Kenworth dealer service staff detailed chassis information, parts catalogs, service bulletins, warranty and repair history that will help them to build accurate estimates and complete service work more quickly and efficiently.

The new **TruckTech+ Service Management** platform is rolling out to Kenworth dealers. It's all part of Kenworth's



Available in the United States and Canada, the new **Kenworth Certified Pre-Owned** program offers first rate Kenworth Class 8 trucks. To qualify, each Kenworth Certified Pre-Owned Class 8 truck must be four (model) years of age or less, have mileage of under 450,000 miles, and pass a comprehensive 150-point inspection. Kenworth Certified Pre-Owned trucks purchased with a PACCAR MX-13 engine are standard with a Kenworth factory-backed one-year, 125,000-mile warranty on the engine and aftertreatment system, plus have a 90-day buyer assurance warranty that provides protection on 135 components.

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Food Express Chooses Kenworth T680 After Lightweight Challenge

Kevin Keeney feels he hit the jackpot when it comes to trucks and productivity. In the past few months, the vice president of Arcadia, California-based Food Express has put into service Kenworth T680s powered by the PACCAR MX-11 engine, and has seen a dramatic change. “It’s been a trifecta in improvements,” Keeney says. “There’s less weight so we can carry 1,500 pounds more product; increased fuel economy of up to 1 mpg; and driver acceptance that we’ve never seen before. With the success we’ve experienced with our initial order of 26 T680s, we have another 26 on order now. We see the Kenworth T680 as our new flagship.”



According to Keeney, in early 2016 the company decided to offer a challenge to five truck makers. “We wanted to start with a clean slate and find a truck that could lower our weight and offer other improvements,” Keeney says. “So, we worked with five dealerships and challenged them to build a truck that would fit our needs. To make it an apples-to-apples comparison, if we found a component we liked and wanted to incorporate it, we shared it with all the dealers.”

Food Express has made its mark hauling flour, malt barley, corn starch and sugar throughout states west of the Rockies. With a fleet of 200 tractors and 360 trailers, the company has offices and terminals in six locations. The initial T680s, purchased through Inland Kenworth – Montebello and financed through PACCAR Financial, are in service in Phoenix and Fresno. In addition to T680 day cabs, Keeney says the company also purchased T680s with 40-inch sleepers.

The end result: Food Express chose the T680 day cab. “It was more than 1,500 pounds lighter than the previous generation of trucks we had in service,” says Keeney. “The biggest contributor to the weight loss was the PACCAR MX-11 engine, which provides the power and torque we need, in a package that saves us 400 pounds.” The T680 day cabs, in a 6x2 configuration, use the PACCAR MX-11 engine spec’d at 430 hp with 1,550 lb.-ft of torque and driven through an Eaton Fuller Advantage™ 10-speed automated transmission.

“Everyday Heroes” T680 Auction Supports Truckers Against Trafficking



In an effort to further educate and fund efforts against human trafficking, Inland Kenworth has put together a special “Everyday Heroes” Kenworth T680. The project, in conjunction with Truckers Against Trafficking (TAT), has received significant support from Kenworth and Ritchie Bros., along with other leading industry suppliers. The T680 Everyday Heroes truck made its first public appearances at ATA’s Technology and Maintenance Council Convention in Nashville (Feb. 27-March 2), and at a Ritchie Bros. auction in Las Vegas (March 9-10). From there it will be displayed at Ritchie Bros auctions in Phoenix (April 13-14), and June 20, also in Phoenix, where the truck will be auctioned for sale. Proceeds from the sale of the T680, which has a retail value of \$157,000, will go directly to Truckers Against Trafficking, a 501(c)3 non-profit devoted to stopping human trafficking by educating, mobilizing, and empowering the nation’s truck drivers and rest stop employees.

Werner Enterprises Driver Awarded T680 Advantage as America’s Top Rookie Military Driver

A decorated former crew chief with the Blue Angels, who now drives for Werner Enterprises, was awarded the top honor in the “Transition Trucking: Driving for Excellence” recognition program, during a ceremony at the U.S. Chamber of Commerce Foundation in Washington, D.C.

Kenworth presented Troy Davidson with a Kenworth T680 Advantage equipped with a fuel-efficient 455-hp PACCAR MX-13 engine, a comfortable 76-inch sleeper and Eaton® Fuller Advantage™ 10-speed automated transmission.



From left are Kurt Swihart, Kenworth marketing director; and Werner Enterprises driver Troy Davidson, winner of the Kenworth T680.

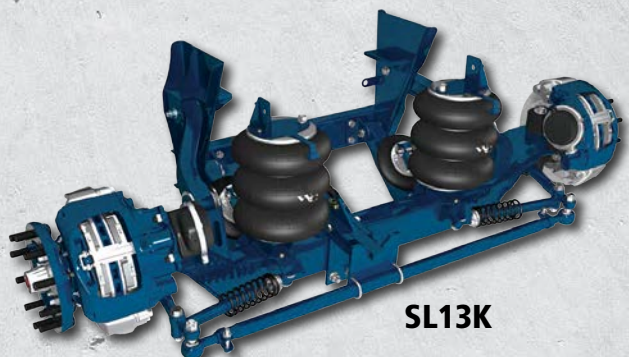
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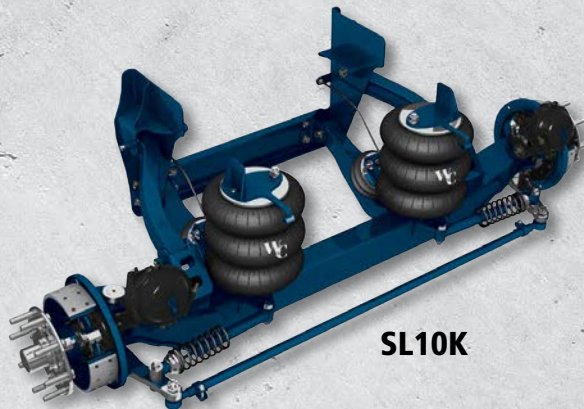
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Munden Trucking Thrives in Below Freezing Temperatures With Kenworth T880s

It's 15 below Celsius near Kamloops, B.C., Canada, and that's the way Greg Munden likes it. "It's our peak logging season and the cold temperatures make the roads better and more uniform," he says. "It's still very challenging to work in sub-zero temperatures, with three feet of snow on the ground — especially when temps dip below -20 — but our guys can handle it. We think they're a cut above, and the hardest working drivers out there. They are a special breed, able to handle the weather and road conditions. They have to constantly chain up, and be razor-sharp when driving ice-covered logging roads. It's not easy."



Operating a fleet of 14 Kenworths, the latest being the Kenworth T880, this third generation logging company thrives in off-road trucking, carrying up to 97,000 pounds of logs on quad-axle trailers. Combined gross combination weights can go as high as 140,000 pounds under provincial regulations. "My grandparents started the company in 1966 and we moved to Kamloops in 1986," says Munden, the company's president. "We've bought Kenworths from the start and have had great success. In logging you're looking for durability and reliability. We're deep in the woods — some of our runs are up to 100 kilometers off-road from load-out to the mill. I don't think there is a tougher truck than a Kenworth, and that goes for the T880."

According to Munden, the company has been running four Kenworth T880s for about six months. The trucks were spec'd with 550-hp engines and 18-speed transmissions. The tractors were all spec'd with tridem-drive axles, and feature severe weather insulation packages. The Kenworths were purchased through Inland Kenworth. "Our drivers were really attached to the T800s, but once they started driving the T880s they saw all the advancements and now just love the truck," he says. "The wider cab makes a difference, and the visibility is so much greater — which really helps when driving on tight logging roads, and when getting in tight spots where there is no room for error. We just can't say enough about the T880 — it's a great driving truck."

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Dunlap & Kyle Relies on Kenworth T270s For On-Time Tire Deliveries

Robert H. Dunlap and Billie Shepard Sr., help direct and manage Dunlap & Kyle, Batesville, Mississippi, plus its retail tire store, Gateway Tire and Service Centers, which has 58 locations throughout the central part of the United States. Dunlap, 87, is chairman of Dunlap & Kyle, and Shepard, who turns 90 next year, purchases trucks for the company and serves as executive assistant to Dunlap. They oversee the tire wholesale division — Gateway Tire Service Wholesale, and Hesselbein Tire Wholesale. Each of the tire stores are supported by Dunlap & Kyle's 16 warehouses — with three more scheduled to open this year.



From left are Robert H Dunlap, chairman of Dunlap & Kyle; and Billie Shepard Sr., executive assistant to Dunlap.

“Warehouses are located in seven states,” says Shepard, who has been working with Dunlap since 1954. “We have a fleet of 300 vehicles — ranging from Class 8 trucks to delivery vans — and those make tire deliveries to our own stores, as well as to hundreds of independent dealers.” The company has 134 Kenworths in its fleet, purchased

primarily through MHC Kenworth — Memphis with more on order. Shepard says Kenworth has been the only brand it's been ordering over the past several years. “We first made the move to Class 6 Kenworth T270s and now operate 125 of them,” he says. “We wanted a workhorse truck and Kenworth was the best choice. Our drivers love driving the trucks because they're comfortable and they like being seen driving Kenworths.”

Spec'd with the PACCAR PX-9 engine, rated at 270-hp, and driven through Allison automatics, the Kenworth T270s are fitted with 28-foot boxes, which can hold up to 400 tires. The company also runs Class 5 Kenworth T170s with 18-foot boxes, 220-hp engines and automatic transmissions, and Kenworth T680 day cabs with 450-hp engines driven through 10-speed manuals. “We put a lot of trust in our trucks to deliver ontime,” says Shepard. “It's the main reason we've been purchasing Kenworths. We can't afford downtime. That's the biggest reason we turned to Kenworth — reliability and uptime.”

New York Regional Food Bank Serves the Less Fortunate

Hunger in the United States is a daunting problem — more than 42 million live in food ‘insecure’ households. Making a difference in the state of New York is the Regional Food Bank of Northeastern New York, based in Latham, N.Y. It's part of the Feeding America Network, which consists of 200 food banks and 60,000 food pantries that dot the United States. The network provides food to one in seven Americans. In 2016, the Regional Food Bank distributed more than 36 million pounds of food to more than 1,000 agencies in 23 New York counties. “We currently operate six Class 8 tractors, five of which are Kenworths, and 16 Class 7 straight trucks — the latest being Kenworth T370s,” says Mark Quandt, who has been executive of the food bank since 1984. “Reliable trucks are vital to our operation,” says Shane Clute, head of the transportation department. “The T370 straight trucks (24- to 28-foot boxes with reefer units) go out to eight to 12 supermarkets each day, all within a 70-mile radius of our distribution centers.” Prior to working with Kenworth, Clute says the food bank used various truck makes and models. “But we didn't have much success since breakdowns were frequent,”



he says. “We tried our first Kenworth in 2009 and loved that truck from day one. That led us to purchasing the Kenworth T370s. I'm a driver, too, and I like the ride and handle of the trucks. They're very comfortable. And, they've been very reliable — we plan to hold on to the trucks for about 10 years before replacement.” The Kenworth T370s are spec'd with PACCAR PX-7 engines rated at 300-hp, and driven through Allison automatics. According to Clute, keeping transportation costs down is vital. “Running with Kenworth has been a smart business decision for us — they do the job comfortably for us, while being dependable and affordable to maintain.”



Paul Mages, lead for Dart Transit's efficiency team, finds the amount of information and detail provided to Dart's call center — via Kenworth TruckTech+ Remote Diagnostics — helps take the guesswork out of roadside issues.

Kenworth TruckTech+ Remote Diagnostics Gives Dart Transit New Visibility To Truck Status

With more than 300 Kenworth T680s in its fleet, and on lease-to-own programs with independent contractors, Dart Transit Company, Eagan, Minnesota, and the Dart Network have been realizing high driver acceptance and excellent fuel economy. It's now also seeing another benefit — improved uptime and fewer tows thanks to Kenworth TruckTech+.



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“We implemented TruckTech+ at the beginning of 2016 and it's given us great visibility on the health of our Kenworths,” says Paul Mages, who is the lead on Dart's efficiency team. According to Mages, the biggest contributor to improving up-time has been email alerts notifying when ‘re-gens’ are needed. “That's been significant,” he says. “Before, the truck could be de-rated if a driver overlooked an alert or waited too long to clean the emissions system — especially after the truck had been sitting over a rest period. Now, we get an email notification when the soot level gets to a critical level and can call the driver and



KENWORTH
TRUCKTECH+
Remote Diagnostics

get action taken before a de-rate takes place. If we see the truck idling, in stop-and-go traffic, or at a truck stop, we can instruct the driver to park the truck and start the re-gen process — something that takes between 15 and 30 minutes. If we see the driver on the freeway, we know that the re-gen can take place automatically. Getting these alerts is a great example of how we're eliminating potential downtime.” Mages says it's especially helpful in driver training. “Remote diagnostics is showing us trends, and frequency of occurrences, so we can share that data with our drivers. Before we didn't realize that some of our drivers didn't know the procedure for a parked re-gen. Now they do.”

Gold-Certified Truck Enterprises Hagerstown Plays Key Role in Customers' Success

General Manager Alan Kohler says Truck Enterprises Hagerstown's measurement of staff efficiency was 98 percent in 2016. "We know our customers only make money when their wheels are turning," he says. "CEO Jim Hartman has instilled in all his employees an appreciation of how much it costs customers to have a truck down. It's why we work so hard to get customers back on the road as quickly as possible." The dealership's dedication to superior service earned Truck Enterprises Hagerstown the 2013 and 2014 Kenworth Parts and Service Dealer of the Year awards, and a Kenworth Silver Award in 2015. Hartman's commitment to invest nearly \$12 million in the dealership's new state-of-the-art facility, plus equipment and employee training, is key. Truck Enterprises Hagerstown relocated last year to a new 48,000-square-foot facility on eight acres with almost twice the retail and service space available at its previous location. Truck Enterprises makes a significant on-going investment to provide its employees with advanced training, and currently has five technicians who are fully certified to service PACCAR MX engines. The attention employees pay to getting customers in and out quickly, among many other factors, has helped earn Truck Enterprises



Hagerstown the prestigious Kenworth PremierCare® Gold Certified status. Under the Gold Certified program, certified dealers go above and beyond industry standards to help fleets and truck operators maximize uptime with a range of premium services. These include extended evening and weekend operating hours, rapid diagnosis of estimated repair time in two hours or less, dedicated technicians with training to use Kenworth TruckTech+ and service PACCAR engines. Gold Certified dealers also offer a large parts inventory, including guaranteed in-store stock of PACCAR MX engine parts, a comfortable and productive driver's lounge, and Roadside Assistance.

Kenworth Truck Centres Relocates Kitchener Dealership to Cambridge, Ontario



Kenworth Truck Centres of Ontario has opened a new, spacious and state-of-the-art 40,000-square-foot facility on seven acres in Cambridge to replace its former Kitchener dealership. The new facility features eight drive-through service bays with enough stalls to service up to 16 trucks, including one bay dedicated for natural gas-powered trucks. It also has a 10,000-square-foot parts warehouse, comfortable driver's lounge, and an engine servicing and computer training lab. Kenworth Truck Centres of Ontario, which celebrated its 36th anniversary as a Kenworth dealer last year, operates eight locations in the Toronto area and one near Sudbury in Lively.

MHC Kenworth Relocates Ardmore Dealership to Larger Driver-Friendly Facility



MHC Kenworth has relocated its full-service dealership in Ardmore to a newly constructed, 51,000-square-foot facility. Located on an 11-acre lot, MHC Kenworth – Ardmore's parking lot can now accommodate nearly 60 trucks. The facility features a 22-bay service shop that includes an FSX two-stage DPF cleaner, a Hunter alignment machine, and a dedicated CNG/LNG service bay to provide local fleets support for their natural gas powered trucks. It also includes a 23,000 square-foot parts department, 19,000-square-foot parts warehouse, and an expanded driver's lounge with many amenities. MHC operates 67 Kenworth locations throughout 16 states.

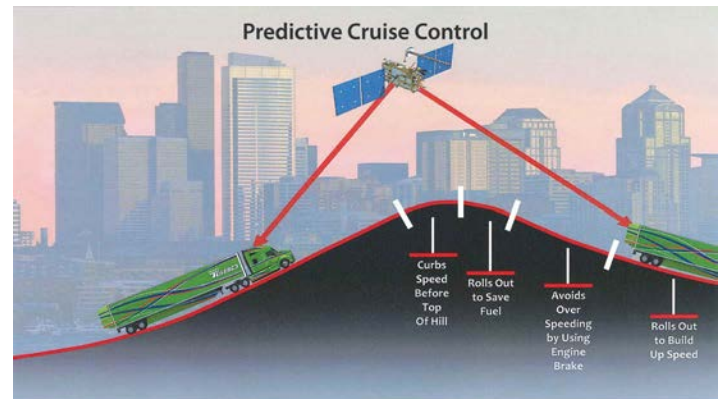
New Standard Features and Options for Kenworth T680 and T880

The new PACCAR Axle, a tandem 40K rear drive axle, is now standard on the Kenworth T680 and T880. The industry's lightest and most efficient tandem in its class, the PACCAR Axle is designed to improve the operating efficiency for line haul, regional haul and pick-up and delivery customers. Rated at 40,000 pounds, the PACCAR Axle supports a gross combination weight of 80,000 pounds. It provides enhanced fuel economy, reduces vehicle weight by up to 150 pounds, and complements the excellent performance and fuel efficiency of the PACCAR MX-11 and MX-13 engines. The PACCAR Axle offers ratios of 2.47 to 3.70 with engine torque compatibility up to 1,650 lb.-ft. and multi-torque rating compatibility up to 1,750 lb.-ft. Warranty coverage is five years or 750,000 miles.



Also standard on new T680s and T880s is the **Bendix® ESP® Electronic Stability Program**. Bendix ESP full stability meets the National Highway Traffic Safety Administration's new electronic stability control (ESC) technology mandate, which goes into effect Aug. 1, 2017, on Class 8 tractors with tandem drive axles. Kenworth T680 and T880 customers will receive, as standard, the Bendix 4S/4M configuration, which has four sensors and four modulators, and includes Bendix® Smart ATC™ Automatic Traction Control and Bendix

ESP. The Bendix ESP system uses sensors to monitor lateral acceleration, steering angle and vehicle direction. This allows for detection of a vehicle's impending loss of stability and automatic intervention through dethrottling of the engine and selective application of tractor steer and drive axle brakes, along with trailer brakes. The system helps the driver to maintain control on dry, wet, snow and ice-covered roadways.



Kenworth Predictive Cruise Control, available as an option for the Kenworth T680 and T880, has added enhanced functionality with the new 2017 PACCAR MX-11, PACCAR MX-13 and Cummins X15 engines. Predictive Cruise Control modulates cruising speed based on topographical GPS data inputs to optimize performance, drivability and fuel efficiency. When paired with an automated manual transmission, Predictive Cruise Control is integrated with the transmission's neutral coast function to further enhance fuel economy. Predictive Neutral Coast uses GPS inputs to anticipate when to shift into neutral as the truck approaches and descends hills. Together, these updates provide up to a 1 percent fuel economy improvement over the previous version.

Kenworth Awarded New Truck Sales Contract by National Joint Powers Alliance

A new contract awarded to Kenworth by the National Joint Powers Alliance® (NJPA) will expand sales opportunities for new Kenworth Class 6, 7 and 8 chassis to more than 50,000 NJPA members throughout the United States and Canada. NJPA creates national cooperative contract purchasing solutions on behalf of its member agencies, which include government, education and non-profit agencies. Cooperative contract use is a growing trend for governmental purchases

thanks to its competitively awarded contracts, simple process, and time and money saving benefits. Truck manufacturing and supply companies were evaluated against multiple criteria, and Kenworth's response was scored the highest among all 14 entities, who submitted responses giving NJPA members complete commercial truck solutions. NJPA member agencies interested in purchasing Kenworth trucks should contact their nearest Kenworth dealer (www.kenworth.com/dealers). The Kenworth contract (081716-KTC) with NJPA is in effect until Nov. 15, 2020.



PACCAR Financial Extends Popular Warranty Program for 2017

Kenworth and PACCAR Financial have renewed their popular 3-year /300,000-mile (U.S.) – or 3-year/480,000-kilometer (Canada) – extended basic vehicle warranty program to customers that choose PACCAR Financial to finance their new Class 8 Kenworth truck. The offer is available on Kenworth trucks ordered through December 31, 2017, and financed with PACCAR Financial by March 31, 2018. This program has a \$2,725 value, so contact your local Kenworth dealer (www.kenworth.com) or nearest PACCAR Financial office (www.paccarfinancial.com) to learn more about the program terms and conditions.

PacLease Bolsters Fuel Card Program

PacLease has partnered with Comdata to re-invent its fuel card to offer lower fueling costs to its customers. The new co-branded fuel card, PacFuel, leverages the Comdata proprietary network and is accepted at more than 5,000 fuel locations around the United States and Canada. By using the PacFuel card, PacLease customers will receive cash or better-than-cash prices with deferred payments.

In addition, PacLease customers will receive FleetAdvance, which allows for the online management of fuel purchases. Through this web portal, driver fuel purchases can be streamlined for fuel tax reporting, and customers can monitor driver transactions and purchasing decisions to allow greater savings over time. FleetAdvance is also available as a mobile app that allows drivers to find fuel stops with the best cash prices.



PACCAR Parts Driven to Move Customers and Business Forward



Multiple new projects are under way at PACCAR Parts with one goal in mind: increase the uptime of every customer, from large fleets to medium and small-sized owner-operators. These initiatives have resulted in record service levels and an increase in fill rates on over 60,000 order lines each day. Improved technology and collaboration with the supply base has reduced truck down order lead times by 30 percent.

“Our customers demand maximum uptime from their equipment,” says PACCAR Parts General Manager and PACCAR Vice President David Danforth. “Accomplishing this is only possible if parts are available quickly and seamlessly.”

With more than 2 million square feet of warehouse space in 17 distribution centers (nine in North America) across four continents, PACCAR Parts adds value to the global aftermarket parts supply chain with advanced inventory control and order delivery systems. The result is outstanding customer service and timely delivery with more than 1.5 million shipments annually to nearly 2,100 PACCAR dealer locations worldwide.

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