



Kenworth T600 Improves Fleet Productivity with Enhanced Fuel Economy, Lower Operation Costs

DALLAS, Texas – High MPG and low CPM are synonymous with a Big 10-4. “Both measurements are also synonymous with the aerodynamic Kenworth T600 model,” said Steve Gilligan, Kenworth general marketing manager. “The T600 has been driving down costs for Kenworth customers for years.”

Kenworth is exhibiting a new, fuel efficient, 2006 model T600 with world-class quality, comfort and productivity at the Great American Trucking Show which opened today in Dallas.

When the Kenworth T600 was first introduced, its aerodynamic shape improved fuel economy significantly over conventional straight-hood models. “Over time, customers found the truck’s low cost-per-mile also was head-turning,” said Gilligan. “The Kenworth T600 has proved to be an ultra-reliable truck, that is easily serviced, and it commands a high resale value. Coupled with its ability to get great fuel economy, it’s been a total winning package.”

Navajo Shippers/Digby Truckline in Denver, which operates 900 trucks – mostly Kenworth T600s – would agree. “It’s a less expensive truck to operate based on our CPM (cost per mile) figures,” said Don Digby Jr., whose company has been purchasing Kenworth T600s since 1988. “When the T600 first came out I thought ‘cool!’ – it had a different look and was making commotion in the trucking industry. Back then we weren’t as concerned about fuel economy as we are now. With the price of diesel today, fuel expenses represent 36% of our total revenue. That’s huge. And, that’s why the T600 and saving fuel is so critical to our fleet.”

Todd Carlton, maintenance director of C. Bean Transport in Fort Smith, Ark., said his company began purchasing Kenworth T600s in the late 1990s and they have made a positive impact on the company’s fuel bill. “We run about 325 tractors and they average about 145,000 miles per year,” he said. “We went from 6.1 mpg on a different brand up to 6.5 mpg with the T600. When you do the math, those are big number improvements. We’ve also been very pleased with the truck’s low cost of operation. Maintenance costs are low and standardized service on the truck makes them easy to work on. It’s been a very affordable truck for our dry van and flatbed applications.”



According to Glenn Brown, chairman and CEO of Contract Freighters Inc. (CFI) in Joplin, Mo., the Kenworth T600 has been a great tool for his company to squeeze out maximum mpg. “Our running number is 6.5 miles per gallon,” he said. “We have some drivers who can really drive for fuel economy – they keep their speed below 60 and flat out know how to drive with fuel economy in mind. We have one driver who constantly pulls more than 8 miles per gallon and several in the high 7s. Our drivers have the equipment to utilize top fuel economy, but it’s up to them to take advantage of the aerodynamics of the T600.”

Fuel economy is no less important to Jeff Robinson, vice president of maintenance for Tulsa, Okla.-based Melton Truck Lines. “And, we start with a disadvantage,” he said. “We run flatbeds so there is a lot of turbulence between the tractor and trailer and the cargo we haul. We don’t have the luxury of a van to help direct airflow. That’s why we rely on the Kenworth T600 to help us with our numbers. We’re averaging 5.8 miles per gallon, but our top performers are exceeding 6.5 miles per gallon. We’re pretty happy with how the T600 helps with our fuel bill, but we’re just as happy with how they perform in CPM. Since we run more than 800 tractors, we slice everything apart and know our costs inside and out – from tires to maintenance to service breakdowns. We’re very happy with our numbers.”

Kenworth Truck Company, a division of PACCAR Inc, is a leading manufacturer of heavy and medium duty trucks. Kenworth is the recipient of the 2004 J.D. Power and Associates award for Highest in Customer Satisfaction for Medium Duty Truck Dealer Service. Kenworth’s Internet home page is at www.kenworth.com. Kenworth. *The World’s Best.*