Melton Truck Lines Prefers Kenworth T680s
With 76-Inch Mid-Rooft Sleepers
Kenworth and Eaton have collaborated to create a fully integrated powertrain that delivers superior performance and fuel economy.* The efficient powertrain integrates the PACCAR MX-13 Engine and Eaton® Fuller Advantage™ 10-speed automated transmission. They share critical data, including engine torque and operating gear. Precise engine and transmission communications are combined with proprietary control logic to further enhance downspeeding in both overdrive and direct operation, maximizing fuel economy. The T680 Advantage helps you achieve exceptional performance while driving efficiency for your company. Experience it today.

For more information on the T680 Advantage, contact your local Kenworth dealer or visit www.kenworth.com

*Individual fuel economy improvement will vary depending on use, road conditions and other factors.
In April, I was honored to become the general manager of Kenworth. Through the course of my PACCAR career, my involvement with Kenworth included four years as Kenworth chief engineer, and three years as the managing director of PACCAR Australia. Consistent through my PACCAR career and PACCAR’s 111-year history is the focus on quality, innovation and technology that continues to drive everything we do to make The World’s Best® trucks for our customers.

These customers include on-highway trucking companies like Melton Truck Lines and Big G Express that are making the Kenworth T680 their truck of choice and are achieving greatly improved performance and fuel economy, while making drivers very happy. “We believe the Kenworth T680 is the superior truck,” says Bob Peterson, chairman and CEO of Melton Truck Lines, which has ordered 900 new T680s since 2014 (page 9). For Big G Express, the T680 is “a huge positive for our ability to recruit new drivers,” says President Randy Vernon, whose company has placed orders for 300 new T680s (page 13).

Kenworth is “the driver’s truck.” Fleet operators agree that finding and keeping good drivers is the number one issue facing the industry today. A fleet of new Kenworth T370s “tell people a lot about our company,” says Superior Plus Energy Services’ Stacy Sullivan (page 15). “We want to be the carrier of choice for drivers,” says Don Hummer, Don Hummer Trucking (page 16). “So it only makes sense to offer the best equipment available.” Walpole Inc. drivers love their T880s. “It would be very hard to get me out of the T880,” says Willie Jackson, who has driven 39 years for the company (page 11).

New technologies are driving Kenworth trucks toward greater performance and fuel efficiencies. The new PACCAR MX-11 engine combines reduced weight with optimum performance, industry-leading reliability and durability, and a quiet operating environment for drivers. Kenworth TruckTech+ — now standard on all new Kenworth Class 8 trucks equipped with the PACCAR MX-11 and MX-13 engines — communicates with drivers and fleet operators in real time, letting them know exactly what’s happening with their trucks, diagnosing problems and recommending solutions.

Mike Duizer
Kenworth General Manager
and PACCAR Vice President
World’s Best

Papé Kenworth Receives 2015 Kenworth Dealer of the Year Award

Papé Kenworth received the 2015 Kenworth Dealer of the Year Award for the United States and Canada at the Kenworth Dealer Meeting held in San Diego, California, in February. The distinction marks the first time Papé Kenworth was chosen for the coveted award. “Papé Kenworth’s success is driven by great Kenworth heavy and medium duty trucks and our employees’ daily, determined focus to take excellent care of customers in our new truck, parts and service operations in Oregon, California and Washington dealerships,” says Dave Laird, president of Papé Kenworth. “This prestigious award offers a tremendous source of pride for Papé Kenworth and our employees. We especially thank our customers for their continued support.”

In the past nine years, Papé Kenworth has excelled with four Kenworth Gold Awards and five Silver Awards. The winner was chosen from among more than 360 Kenworth dealer locations in the United States and Canada. Papé Kenworth operates Central California locations in Bakersfield, French Camp (Stockton), Fresno, and Santa Maria; Oregon locations in Aurora, Central Point (Medford), Coburg (Eugene), Klamath Falls, Portland, Redmond, Roseburg and Tangent; and a Washington state location in Kelso. The company’s headquarters is located in Eugene, Oregon.

Also named Kenworth PACCAR MX Engine Dealer of Year

Papé Kenworth also received the 2015 Kenworth PACCAR MX Engine Dealer of the Year Award. The engine award honors the Kenworth dealer that fully engages customers, sells all the benefits of spec’ing a PACCAR MX-13 engine, and truly meets each customer’s service needs. Papé Kenworth sold more than 800 Kenworth Class 8 trucks equipped with the PACCAR MX-13 engine last year. The dealership also excelled at providing outstanding customer service with highly trained PACCAR MX technicians working extended service hours both during the weekday and on weekends.

MHC Kenworth – Kansas City Earns Kenworth Medium Duty Dealer of Year

For the third time in the past 10 years, MHC Kenworth – Kansas City was named Kenworth Medium Duty Dealer of the Year. The award recognizes outstanding leadership and dealership focus on growing Kenworth’s medium duty business. MHC Kenworth – Kansas City expanded its medium duty retail sales by nearly 80 percent and more than doubled its 2015 sales goal. The dealer sold Kenworth medium duty trucks to a diversified customer base, including small fleets, single operators, and its own PacLease fleet.

Inland Kenworth (U.S.) Honored as Parts and Service Dealer of Year

Inland Kenworth (U.S.) captured the Kenworth Parts and Service Dealer of the Year award. The dealer ranked near the top of all the key categories, including exceptional facilities and parts operations, high assistance level to customers referred by the Kenworth Customer Center, parts sales, and excellent customer satisfaction scores.

Truckworx Kenworth Named Kenworth TRP Dealer of Year

Truckworx Kenworth grew its sales of TRP all-makes parts by 20 percent to earn the Alabama- and Mississippi-based dealer group the 2015 Kenworth TRP Parts Dealer of the Year. The TRP dealer award recognizes the dealer that provides the best support for TRP parts and service.
Kenworth Gold Award Winners

Papé Kenworth
From left: Dave Laird and Jordan Papé

MHC Kenworth – Colorado
From left: Ken Hoffman, Tim Spurgeon, Mike Murphy, Tim Murphy and Jeff Murphy

MHC Kenworth – Georgia

Wisconsin Kenworth
From left: Jim Moeller, Mike Clark and Jon Parker

Worldwide Kenworth of South Carolina
From left: Terry Dotson and Scott Blevins

Kenworth Silver Award Winners

Kenworth Names 2016 Councils

Kenworth councils are made up of leading executives, directors and managers from the more than 360 Kenworth dealerships in the United States and Canada.

2016 Dealer Council
The Dealer Council works with Kenworth to help provide leading-edge customer support throughout the dealer network. The 2016 Kenworth Dealer Council members are: Chairman – Carl Herzog, Central Illinois Trucks, Normal, Ill.; Will Bruser, Truckworx Kenworth, Birmingham, Ala.; Mike Clark, Wisconsin Kenworth, Madison, Wis.; Dave Laird, Papé Kenworth, Eugene, Ore.; Mike Nagle, Bayview Kenworth, St. John, New Brunswick; Dan Penksa, Kenworth Northeast Group, Buffalo, N.Y.; and Tim Spurgeon, MHC Kenworth, Leawood, Kan. In addition, Jodie Teuton of Kenworth of Louisiana in Gray, La., serves as the Kenworth line representative for the American Truck Dealers (ATD).

2016 Service Council

2016 Parts Council

2016 PACCAR MX Engine Council
The PACCAR MX Engine Dealer members are: Chairman — Dave Laird, Papé Kenworth, Eugene, Ore.; Mike D’Agostini, NorCal Kenworth, Sacramento, Calif.; Matt Allen, Inland Kenworth – U.S., Fontana, Calif.; Jeff Minter, Wisconsin Kenworth, Madison, Wis., a division of CSM Companies; Terry Stalter, Central Illinois Trucks, Normal, Ill.; and Zach Newton, MHC Kenworth, Leawood, Kan.

NorCal Kenworth Receives ATD Truck Dealer of Year
NorCal Kenworth and Tom Bertolino (right), vice president and a dealer principal, received the 2016 Truck Dealer of the Year award from the American Truck Dealers (ATD) at the 53rd annual ATD Convention & Expo. Since Tom Bertolino — and his business partner Harry Marmizuka (left) — purchased the operation 17 years ago, NorCal Kenworth has significantly increased its sales and market share by providing excellent customer support, building exceptional facilities, and employing a winning team. NorCal Kenworth is based in Sacramento, Calif., and operates Kenworth dealerships in Anderson, Morgan Hill, Sacramento, and San Leandro, Calif.
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Kenworth Chillicothe Plant Marks Historic 500,000th Truck, a T680 for Melton Truck Lines

A Kenworth T680 76-inch mid-roof sleeper with a PACCAR MX-13 455-hp engine was recognized as the historic 500,000th truck produced at the state-of-the-art Kenworth factory in Chillicothe, Ohio. The milestone T680 was presented to Melton Truck Lines, a premier flatbed carrier based in Tulsa, Okla., during a special celebration before a large gathering of Kenworth plant employees. Melton currently operates more than 1,100 Kenworth trucks and has added more than 500 Kenworth T680s to its fleet in the past two years, with 400 more to come in 2016.

“The Kenworth T680 provides our fleet with exceptional fuel economy, reliability and driver comfort and helps us grow our business and provide dependable service,” says Bob Peterson, chairman and CEO of Melton Truck Lines. “We truly value our partnership with Kenworth and MHC Kenworth.” Melton Truck Lines relies on the industry-leading Kenworth T680, and MHC’s 7-day, 24-hour support in major markets. (See related Melton story, p.9.)

Kenworth T370 Becomes Historic 150,000th Truck Produced at PACCAR Ste-Therese Plant

A Kenworth T370 was recognized as the historic 150,000th truck produced at the state-of-the-art PACCAR factory in Ste-Therese, Quebec. The truck went to long-time customer Pierce Manufacturing, the leading maker of custom fire apparatus. Pierce’s T370 features a PACCAR PX-9 engine rated at 350 hp with 1,000 lb-ft of torque, automatic transmission with PTO provision, along with 14,000-lb front axle and 26,000-lb rear axle with a rear-axle ratio of 5.25. The 4x2 T370 was slated to be upfitted by Pierce with a fire tanker/pumper body.

The chassis also includes new frame packaging options recently made available on the T370 — the first being an end-of-frame fuel tank mounted between the frame rails. This new option allows for better chassis packaging on this complex tanker body. To complement the rear fuel tank, a new narrow under-cab battery box allows the DEF tank to be moved forward under cab, minimizing interference with the body installation.
Introducing the new Bridgestone R283A Ecopia, an innovative steer tire that delivers excellent fuel efficiency without sacrificing wear. With 21% longer wear life and 3% better rolling resistance* it’s a tire designed to help your trucks get more out of every mile.

*Bridgestone R283A Ecopia in size 295/75R22.5 load range G, compared to the equivalent size and load range of Bridgestone R283 Ecopia. Rolling resistance results obtained from third-party ISO 28580 testing. Wear results based on field testing in long haul fleet applications in the US and Canada. Actual results will vary depending on several factors such as tire size, operating conditions, maintenance, road conditions, and driving style.

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Tulsa, Okla.-based Melton Truck Lines has been a leader in the flatbed industry for 62 years. With a pristine fleet of 1,100 late model trucks, Melton proudly serves customers from coast-to-coast — as well as in Canada and Mexico — and strives to remain ahead of the competition with top-notch drivers and state-of-the-art equipment.

“The average age of our trucks is less than two years old,” says Melton Chairman and CEO Bob Peterson, who purchased the company in 1991 and has since tripled its size. “Since our first Kenworth order of 10 trucks in 1989, through our latest order for 2016, we will have purchased 4,400 Kenworths. That’s almost half a billion dollars’ worth of Kenworth trucks.”

All of those Kenworth trucks were purchased through MHC Kenworth – Tulsa. “We particularly like working with MHC Kenworth,” says Peterson. “Many of their dealerships are open 24/7. That’s important to us.” When the fuel efficient Kenworth T680 was introduced in 2012, Melton was among the first companies to put it to the test. The truck quickly proved itself to drivers and management, which added 500 more T680s in 2014 and 2015. This year, the company ordered 400 T680s, bringing the fleet’s T680 total to 900.

Better fuel economy
The latest spec includes the PACCAR MX-13 455-hp engine coupled with the Eaton® Fuller Advantage® 10-speed automated transmission. “We put a lot of confidence in the PACCAR MX-13 engine this year,” says Peterson. “Drivers like the good power curve and pulling strength, and we appreciate the weight savings.”

Melton’s new T680s are helping to improve the fleet’s overall fuel economy, says Peterson. “Along with the aerodynamic design and efficient MX engine, we spec aluminum wheels and wide-based singles to help further reduce fuel consumption. Our more skilled drivers are getting in the mid-7s with the new trucks.”

Like most trucking companies, Peterson says, “The hardest part of running our business today is finding and keeping qualified drivers. We want them to have a truck that they’re proud of, that looks good and that doesn’t break down. Drivers love Kenworth, so when we need to recruit, we always advertise our Kenworth fleet.”

Superior driver comfort
Melton driver Ronnie French recently achieved three million safe miles and was selected by the company to receive the historic 500,000th truck produced at the Kenworth factory in Chillicothe, Ohio. The landmark T680 with 76-inch mid-roof sleeper and PACCAR MX-13 engine is specified with Kenworth TruckTech+ and driver comfort features such as the T680’s drawer-style refrigerator and freezer, television installation package, liftable lower bunk, and stowable folding upper bunk. A Melton driver for 29 years, French says, “I’ve always driven Kenworth trucks. Everything from a K100 cabover in 1989 up to my new T680. It has everything I need: a refrigerator, freezer, microwave, satellite TV, toaster oven. I cook all my meals in it. It’s a really nice, roomy, comfortable truck to live and work in.”

For Melton, the T680 delivers maximum efficiency and uptime, while helping drivers minimize fatigue. When making the decision about the fleet’s truck of choice, Peterson says, “Our biggest concern is always reliability and driver comfort, but it’s everything else, too — fuel economy, cost, engine performance and overall cost of operation. We believe the Kenworth T680 is the superior truck.”
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Walpole Inc.

For Walpole Inc., a bulk hauler with 240 company-owned tractors, getting more for less is paying dividends. “We’re always interested in shaving weight to haul more payload, but need to temper that with performance and durability,” says Keith Walpole, whose grandfather started the south Florida-based company in 1952. “What we’ve seen with our Kenworth T880s and PACCAR MX-11 engines is very promising. Our truck preference is now the T880, and the MX-11 certainly has the opportunity to be a large part of our operation.”

According to Walpole, his T880 52-inch sleeper trucks with the PACCAR MX-11 each save more than 1,300 pounds in weight compared to the previous truck and sleeper combination the company was running in the same application. To start, the PACCAR MX-11 engine is 400 pounds lighter than a 13-liter engine. Walpole also saves the following weight by specifying the 10-speed Eaton Fuller Advantage® automated transmission (165 lbs), wide-base tires (504 lbs), plus aluminum fifth wheel and air tanks (251 lbs).

**Fuel efficient PACCAR MX-11**

“We’re running five PACCAR MX-11 units down in Okeechobee, with occasional runs into Georgia and South Carolina,” says Walpole. “The engines are spec’d at 430 hp with 1,350/1,550 lb-ft of torque. The units are working beautifully. Plus, we’re seeing a bump in fuel economy with the engine. Drivers tell us they can’t tell a big difference in power performance. So it’s easy to see why we’re high on the PACCAR MX-11 engine — less weight and even better fuel economy.

“We gross out the weight of our tankers and we’re still getting excellent fuel economy,” says Walpole.

The company has long been a Kenworth customer. Walpole works with several Kenworth dealers to support his operation, with main truck orders made through Kenworth of Jacksonville. But with the T880, Kenworth has made “monumental changes that have turned heads throughout the company,” Walpole says. “The fit and finish, along with the ride and reduction in road noise is unbelievable. And our drivers are raving about the trucks. They really are happy behind the wheel and that’s important to us. The driver shortage isn’t going away.”

**T880s help recruit top drivers**

“It would be very hard to get me out of the T880,” says Willie Jackson, who is Walpole’s most senior driver with 39 years at the company. “I started when we only had three or four trucks in the fleet and have driven several different brands and models over the years. But, this is the truck for me right here – it rides smooth and is comfortable.”

What’s more, Walpole says the Kenworth T880s project the high-quality image the company is looking for. “The trucks promote our services, and they help recruit drivers to our company. We’re very particular about our hires. We only want the best and those type of drivers tend to gravitate toward companies running the best equipment.”

**Less Weight, Better Fuel Economy**

**Bulk hauler earns savings with Kenworth T880s and PACCAR MX-11 engine**

“It’s easy to see why we’re high on the PACCAR MX-11 engine — less weight and even better fuel economy.”

— Keith Walpole
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Employee-owned trucking company chooses the T680 because drivers prefer it

For years, Shelbyville, Tenn.-based Big G Express operated Brand X trucks. That changed in 2009 when Big G became 100 percent employee owned. The company purchased 150 new trucks in 2012, choosing 50 of Brand X, 50 of Brand Y, and 50 Kenworths. “That gave us a true apples-to-apples comparison,” says Big G Express President Randy Vernon. “Over the last several years, our research supported the notion that Kenworth builds the most cost-effective truck to operate. And last year, we surveyed our drivers about what they wanted in a truck. First and foremost, they wanted Kenworth.”

With 500 trucks servicing customers across 48 states, with heavy emphasis in the eastern U.S., Big G has made a strategic decision to purchase more Kenworth trucks. To that end, the company has placed orders over the next two years for 300 new Kenworths, all T680s with 76-inch high roof or mid-roof sleepers, and some day cabs, all integrated with 10-speed Eaton Fuller Advantage® manual transmissions.

What drivers like

“We switched to Kenworth because of a combination of factors,” says Vernon. “First, our research shows that the majority of our drivers prefer Kenworth, and we want to give our drivers what they want at a competitive price. Secondly, the positive relationship we have with MHC Kenworth – Nashville makes a big difference in getting what we need, when we need it. Everyone in the MHC Kenworth organization is great to deal with. And thirdly, we’re fully confident that Kenworth offers the best product on the road. If we weren’t, we wouldn’t have 300 new T680s on order.”

Big G Vice President of Maintenance Tim Tipps says the T680s are the real deal. “The current T680s have performed well above our expectations in achieving our fuel mileage goals,” he says. “Since the introduction of the T680, Kenworth has set itself apart with clean ergonomics, a spacious driver area and such a well-laid out interior. I think the T680 lends itself to wanting to be driven by drivers. It puts us in a great position to hire drivers who are attracted to Big G Express because of the equipment we run.”

“It’s the number one challenge in this industry, so anything we can do to make the drivers’ jobs easier, and to attract them to our company, helps us succeed.”

Extra roomy comfort

Since the T680s first started arriving at Big G, drivers couldn’t be happier. Stephen Richardson, a Tennessee Trucking Association Driver of the Year, and a veteran, sits behind the wheel of his 2015 Kenworth T680. “The sleeper is extremely comfortable, and the open concept inside the cab makes it roomy throughout and easy to get around in. The dash is well organized with everything right in front of you. I don’t have to look left and right, I can see the temperature outside and everything else right in front of me. I just love my T680 and would never go back to driving my old truck.”

No Big G driver has ever turned down an opportunity to get behind the wheel of a Kenworth, says Vernon. “That speaks volumes about what drivers think. And that makes us fully confident that offering the T680 is a big positive for our retention — and a huge positive for our ability to recruit new drivers.”
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When it comes to operating a fleet of trucks, it all boils down to cost of operation. And, for Superior Plus Energy Services, it really means cost of maintenance.

“That’s our telltale indicator,” says Stacy Sullivan, who serves as corporate fleet manager for the propane, heating oil, gas and diesel provider. “We track the cost of each truck and know to the penny how much each is costing us in maintenance. When a truck hits a certain threshold, we take it out of service.”

Superior Plus Energy Services serves eight northeastern states with a medium-sized fleet of predominantly Class 6 and 7 trucks, along with 50 Class 8 trucks. Sullivan says the company has helped reduce costs by adding more than 70 medium duty Kenworth T370s in the past three years along with 10 Kenworth T680s. “They are out-performing the other brands of trucks in our fleet, which is why we’re continuing to purchase Kenworths,” he says. “The reliability and how drivers have responded to the trucks have been outstanding. And the dealer support we receive from the Kenworth Northeast Group is fantastic.”

According to Sullivan, the company exits its busy season in the spring. “From November through April we’re running full out, delivering home heating oil and propane. We can’t afford to have issues with trucks. The locking differentials we spec on our tandem axle Kenworth T370 tank wagons allow us the extra traction we need for deliveries in snow and slush.”

With 150 bobtails hauling 3,500-gallon propane bottles for residential tank refilling, and 250 tank wagons (with 3,000 to 5,000 gallon tanks), Superior Plus Energy Services is able to effectively serve its residential customers throughout its footprint.

“We don’t put a lot of miles on each unit — about 15,000 to 20,000 miles per year — but each truck is delivering to about 40 homes a day with propane, and each tank wagon delivers to about 25 customers daily. The trucks are almost always running, powering the PTOs.”

Body builders’ dream truck
Since Superior Plus Energy Services works with seven different body builders, Sullivan says it’s imperative that the truck and body work hand in glove. “The way Kenworth designs its trucks, and works with our body builders, saves us a lot of time and money,” he says. “We have an annual body builder conference and Kenworth Northeast Group is there to ensure the Kenworths work well with the bodies. The end result is it takes less time to install the body, which saves us money, and we get the truck into service much faster.”

The Kenworth T370s are spec’d with the PACCAR PX-9 engine rated at 350 hp and matched to Allison 6-speed automatic transmissions. “The turning radius of the T370 is excellent and the drivers like the comfort the truck offers,” says Sullivan. “Our drivers take a lot of pride in what they drive and they like being behind the wheel of a Kenworth. It’s important to us as a company as well. Image is a big thing in our business. Our name is on the side of the trucks and we want people to know we’re an outstanding company with quality equipment that will make deliveries rain or shine. Our Kenworths tell people a lot about our company.”
Don Hummer Test Drives Kenworth T680 for a Month Prior to Large Order

“I would never ask a driver to do something that I wouldn’t do myself,” says Don Hummer, founder and chairman of Oxford, Iowa-based Don Hummer Trucking. And that includes putting his drivers behind the wheel of a truck he hasn’t personally driven and approved. His latest “stamp of approval” is on the Kenworth T680, after he drove one for 30 days.

With 215 company trucks and 85 independent contractors, the truckload carrier provides dry van service for customers in a variety of industries. “I’ve driven a lot of trucks over my lifetime,” says Hummer, who started his career driving a Kenworth cabover for his father, before starting his own company in 1982. “The T680 is the most driver-friendly truck I’ve ever driven. It is so quiet, and the interior and exterior fit-and-finish is exceptional.” Hummer was so sold on the T680 that the company ordered 75 units with the 76-inch sleeper. The trucks, purchased through MHC Kenworth – Cedar Rapids, are powered with the PACCAR MX-13 engine rated at 455 hp, and use primarily Eaton Fuller Advantage® Series 10-speed automated transmissions.

“Fuel economy is the best we’ve ever seen with brand new trucks,” says Chris Hummer, Don’s son and company president. “We see it as a combination of the T680’s aerodynamics and the fuel efficiency of the PACCAR MX-13 engine. Running a premium truck like the Kenworth T680 shows drivers that we are serious about providing them with comfortable, safe and efficient equipment to do their job. There is no shortage of positive comments about the trucks by our drivers. We want to be the carrier of choice for our customers and professional drivers, so it only makes sense to offer the best equipment available.”

Kenworth T680s Provide High MPG, Low Turnover for Hoosier Air

Hoosier Air Transport operates 85 tractors and 100 reefer trailers. The Columbus, Ind.-based company recently selected the Kenworth T680 with 76-inch sleeper, powered by the PACCAR MX-13 engine rated at 455 hp and optimized with the Eaton® Fuller Advantage® 10-speed automated transmission. The T680s – 32 so far – were purchased through Kenworth of Indianapolis. “We will match our service against anyone in the industry,” says Wade Day, president and owner of Hoosier Air. “Our on-time delivery rate is 99.9 percent and our driver turnover is less than 20 percent – even with our drivers on the road six to 10 days at a time. The T680 certainly helps lower our turnover, as the drivers absolutely love the trucks.”
Stoneway Concrete Realizes Greater Payload With T880, PACCAR MX-11 Engine

Ralph Lo Priore is director of fleet assets and processes for Stoneway Concrete and its parent company, Gary Merlino Construction Co., which operates a combined fleet of 150 trucks, including 85 transit mixers and 60 dump trucks from three locations in and around Seattle. When it came time to choose a new engine platform for Stoneway’s mixers, Lo Priore chose the new PACCAR MX-11 engine platform with two Kenworth T880 mixer chassis for Stoneway Concrete. After those two T880s with the MX-11 proved their worth in operation, Lo Priore ordered nine more new similarly spec’d T880 mixers.

Payload was a major consideration. With the PACCAR MX-11, the tractors and mixers realize a better horsepower-to-weight ratio and gain payload capacity. Lo Priore also credits the new model’s success to a decision to go with a set-back front axle and a total of seven axles, including a conventional “boost-a-load” axle, allowing for an 80,000-pound GVW, which is allowed under Washington state’s bridge formula. Lo Priore says he saw the more typical 76,000-pound GVW design with an 11-yard mixer as being “obsolete.” With the combination of the MX-11 and set-back front axle, the T880 mixers can carry 4,000 additional pounds of payload by redistributing the weight to the pusher axle when needed. The additional payload capacity means the mixers can carry up to 12 yards of concrete per load instead of the usual 10-1/2 to 11 yards the typical 76,000-pound GVW Stoneway mixer equipped with a 13-liter engine would carry. With a 12-yard capacity, the T880 mixer with PACCAR MX-11 engine can generate an average of $315 more in daily revenue than a 10 1/2-yard mixer. Stoneway Concrete’s mixers typically run six days a week year-round, and as a result the T880 mixer can earn about $98,000 more in annual revenue, according to Lo Priore.

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PACCAR MX-11 Engine Popular Choice for Kenworth Customers

The new PACCAR MX-11 engine is catching the attention of Kenworth’s vocational and regional haul customers operating in weight-sensitive applications in the United States and Canada. The engine is designed to deliver optimum performance, industry-leading reliability and durability, and a quiet operating environment for drivers. The 10.8-liter engine is 400 pounds lighter than 13-liter engines and nearly 100 pounds lighter than any other 11-liter engine, which provides enhanced fuel economy and payload capacity. The PACCAR MX-11 also offers ample low-end power for applications requiring up to 430 horsepower, such as bulk haul, mixer, dump, regional haul and LTL.

At the 2016 World of Concrete Show, Kenworth’s showcase construction truck was a Kenworth 7-axle, T880 short hood mixer with a 430-hp PACCAR MX-11 engine. The mixer represents a new T880 configuration developed to provide contractors with a highly maneuverable 80,000-pound federal bridge formula truck that can haul up to 12 yards of concrete. Kenworth also exhibited two 425-hp MX-11 equipped trucks – a Kenworth T880 short hood with a 10.5-yard standard mixer, and a 5-axle Kenworth W900S with an 11-yard mixer.

The PACCAR MX-11 features a six-cylinder, 24-valve design and has double overhead camshafts, along with high-pressure common rail fuel injection to optimize combustion and ensure the lowest possible fuel consumption. Like the PACCAR MX-13, the engine block is constructed from compacted graphite iron with vertical ribs to maximize strength while reducing noise levels.

Offered for the Kenworth T880, T680, T800 with FEPTO, and W900S, the PACCAR MX-11 is designed to produce up to 430 hp and 1,550 lb-ft of torque and is available with a full array of manual, automated manual and automatic transmissions. The PACCAR MX-11 engine is built at PACCAR’s engine plant in Columbus, Miss.
Kenworth TruckTech+ Gives Fleets New Visibility, Provides Remote Diagnostics To Keep Trucks Rolling

The future in mobile truck diagnostics is here today in the form of Kenworth TruckTech+ for Kenworth Class 8 customers. The system is operational in more than 11,000 new Kenworth Class 8 trucks equipped with PACCAR MX-13 engines, and those trucks have logged nearly 275 million miles since the system entered production last summer. TruckTech+ also is now standard on new Class 8 Kenworth trucks equipped with the PACCAR MX-11 engine.

“TruckTech+ gives us real-time information and that’s vital to keep our refrigerated fleet running,” says Wade Day, president and owner of Hoosier Air Transport, which operates 32 Kenworth T680s. “I feel remote diagnostics is one of the biggest advancements that we’ve seen in truck technology in many years. It’s as if we were driving blind before, but now we have visibility. TruckTech+ is key for us in knowing exactly what’s happening with our trucks — whether we need immediate service, or if we can continue on and handle the issue at a later time. Before, if the fault light came on, our driver would call dispatch and we’d have to spend time figuring out what was happening. With TruckTech+ we know and can make immediate decisions.” Notifications to customers, via email, may include keep driving — no action required; keep driving and have the fault addressed during the next service interval; head to a dealer for service; or pull over to prevent damage.

“With hours of service rules, it’s important we understand what a dash light means,” says Mike McDonald, director of fleet maintenance for Don Hummer Trucking, a truckload carrier that operates 75 Kenworth T680s with TruckTech+ and the PACCAR MX-13 engine. “TruckTech+ tells us in simple-to-understand messaging the severity of the issue so we can take their remaining hours into consideration and decide how far we can let the driver continue and schedule service when it makes the most sense. Having this is a huge asset to our fleet.”

This is what we call TAKING THE BULL BY ITS HORNS

Spicer® AdvanTEK® 40 Tandem Axle  |  SPL® 350 Driveshafts  |  SPL® 250 Inter-axle Shafts

The real solution for downsped engines.

An engine running at lower RPMs requires faster axle ratios to maintain the same vehicle speed and performance in all driving conditions, but it generates significantly higher torque stresses on the driveline, resulting in greatly reduced component life. To ensure the integrity of the vehicle, the right axle and universal joint must be specified.

Dana offers the only full drivetrain system solution for downspeeding with the Spicer® AdvanTEK® 40 tandem axle, featuring the fastest axle ratios in the industry, and the SPL® 350 driveshafts and SPL® 250 inter-axle shafts. As the industry’s most reliable and durable products available for Class 8 commercial vehicles, they are specifically engineered to handle the extra torque for continuous efficiency.

Spec the system now.
Learn more at danacv.com/advantek40
Kenworth 40-inch Sleeper For the T680 and T880

The new Kenworth 40-inch sleeper is available with the Kenworth T680 and Kenworth T880. Regional bulk haulers that prefer to operate a highly fuel-efficient and lighter weight truck with a compact, yet comfortable sleeping environment for optimum driver comfort, will find the Kenworth T680 equipped with the 40-inch sleeper a good fit for their operations.

In addition, the Kenworth T880 equipped with a 40-inch sleeper is suitable for vocational applications that use straight trucks, such as petroleum haulers or the tow industry. It is also suitable in open-deck or flatbed operations — hauling lowboys or other trailers where length and weight is a factor.

The 40-inch sleeper offers drivers organizational features to make the space as efficient as possible for those who occasionally stay overnight. The layout provides excellent flexibility and choice in meeting the operational needs of truck fleets and operators. In addition, it’s 260 pounds lighter than the Kenworth 52-inch regional sleeper offering important weight savings for additional payload.

Compared to the Kenworth 38-inch AeroCab® sleeper, the 40-inch sleeper’s 22 cubic feet of storage space is greater, and its roof is 6 inches lower at 87 inches, making the 40-inch sleeper the ideal height for vocational customer requirements. The new 40-inch sleeper features a 24-inch wide by 75-inch long liftable bunk that can be tilted up to 90 degrees for easy access to under-bunk storage. It offers a cell phone cubby, hooks specifically designed to hold hard hats as well as coats, and two standard toolbox doors. Options include LED marker lights, extreme temperature insulation, premium speakers, and side extenders. Both the T680 and T880 are now available with the new PACCAR MX-11 engine rated up to 430 hp and 1,550 lb-ft of torque.
Kenworth Introduces Six Exciting New Products

The Kenworth Aero Advantage Fairing is now available for the T680 Advantage and the 76-inch high- and mid-roof sleepers. The new fairing flares out to better direct airflow around the rear wheels and allows for better packaging.

Kenworth has expanded its Engine Auto Start and Stop monitoring system option for the T680 and T880. In addition to detecting when batteries get to a critical level, the system can now detect when engine oil temperature dips to a certain threshold, then automatically starts the main engine to keep all systems going. Once at a designated level of battery charge or oil temperature, the engine shuts down.

Kenworth also offers a new Clear Back-of-Cab DEF Tank configuration option for the T880 and T680. The option is designed to maximize fuel capacity by removing the DEF tank from the frame rail and mounting it above the fuel tank and under the cab.

Also new for the Kenworth T680 and T880, Bendix® Wingman® Fusion™ Driver Assistance System integrates and advances Bendix safety technologies – radar, camera, the vehicle’s brake system, and SafetyDirect® by Bendix CVS. Wingman Fusion offers enhanced collision mitigation, lane departure warning, stationary vehicle braking, and overspeed alert and action.

The T880 is now available with the Hendrickson ULTIMAAX® advanced severe-duty rubber suspension. The suspension offers a balance of empty ride quality and loaded stability for driver comfort, while cushioning the load and protecting chassis, cargo and body equipment from excessive vibration and road shock from potholes and rugged terrain.

The Kenworth T370 is now available with Meritor heavy duty non-drive front steer axles rated from 16,000- to 20,000-pounds, and Meritor’s 44,000- and 46,000-pound heavy duty tandem-drive rear axles. The Meritor MFS20 front axles and the Meritor MT-44 and RT 46-series tandem-drive rear axles for the T370 can be spec’d with the PACCAR PX-9 engine rated up to 350-hp and 1,150 lb-ft of torque.

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Yokohama is the SmartSolution for less downtime because we have one of the most extensive service networks in the country. Our service providers are selected and certified to ensure they provide efficient solutions to get your fleet back on the road fast—24/7/365. So no matter where you haul, we’ve got you covered.

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WHICH DELO IS RIGHT FOR YOU?

Talk to a Chevron Marketer to find out. Locate a Chevron First Class Marketer near you at ChevronDelo.com.
PacLease has introduced a new safety course program in partnership with J.J. Keller, an industry leader in safety and compliance for more than 60 years. The subscription-based program, called PacTrainer™, allows PacLease customers to take full advantage of more than 360 online courses and tutorials that aim to improve driving skills and compliance. The easy-to-use online program is accessible 24/7 and the interactive courses cover topics ranging from extreme weather driving to speed and space management, and hours-of-service training. A complete library of courses is available to provide customers’ drivers with continuing education.

PacTrainer offers safety compliance training on a variety of topics, including safe driving practices, hazmat, human resources and legal compliance, workplace safety, and construction. PacTrainer offers a video subscription service, which gives customers access to more than 100 full-length videos on a variety of safety topics. The videos can be watched either in a classroom setting or via remote viewing while drivers are at rest stops. Most segments also come with an instructor’s guide, classroom handouts and quizzes.

PacLease Provides Online Safety Courses

PACCAR Parts Fleet Services: New Streamlined Solutions

PACCAR Parts Fleet Services enables you to streamline the parts procurement process for effective fleet management. The service provides a central ordering process for large fleets with 250 or more trucks. To fulfill orders more efficiently, the service integrates PACCAR Parts e-commerce solution, Online Parts Counter, with dealer and customer business systems to provide additional self-service capabilities. Benefits include an increase in effective purchasing control, purchase order validation and pricing protection. Learn more about how Fleet Services can streamline your business solutions today by visiting PACCARPPartsFleetServices.com.

PACCAR Financial Extends Popular Warranty Program for 2016

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, 2016 and financed with PACCAR Financial by March 31, 2017. This program has a $2,725 value (U.S.), 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.

The Engine Start Module: Now available as a Kenworth factory-installed option.

The ESM may look like a battery, but it’s not. It’s a power-dense engine-starting module built on proven ultracapacitor technology, and delivers powerful cranks every time.

- Effectively eliminate costly jump-starts
- Reliable cranking from -40°F to 149°F (-40°C to 65°C)
- Lasts for hundreds of thousands of starts
- Save money. Save time. No worries.

Be sure to include an ESM on your next T680 or T880 order, ask for option code 1821218. For more information go to www.maxwell.com/Kenworth.
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