



World's Best

SPRING 2019 • VOLUME 23 • NUMBER 1



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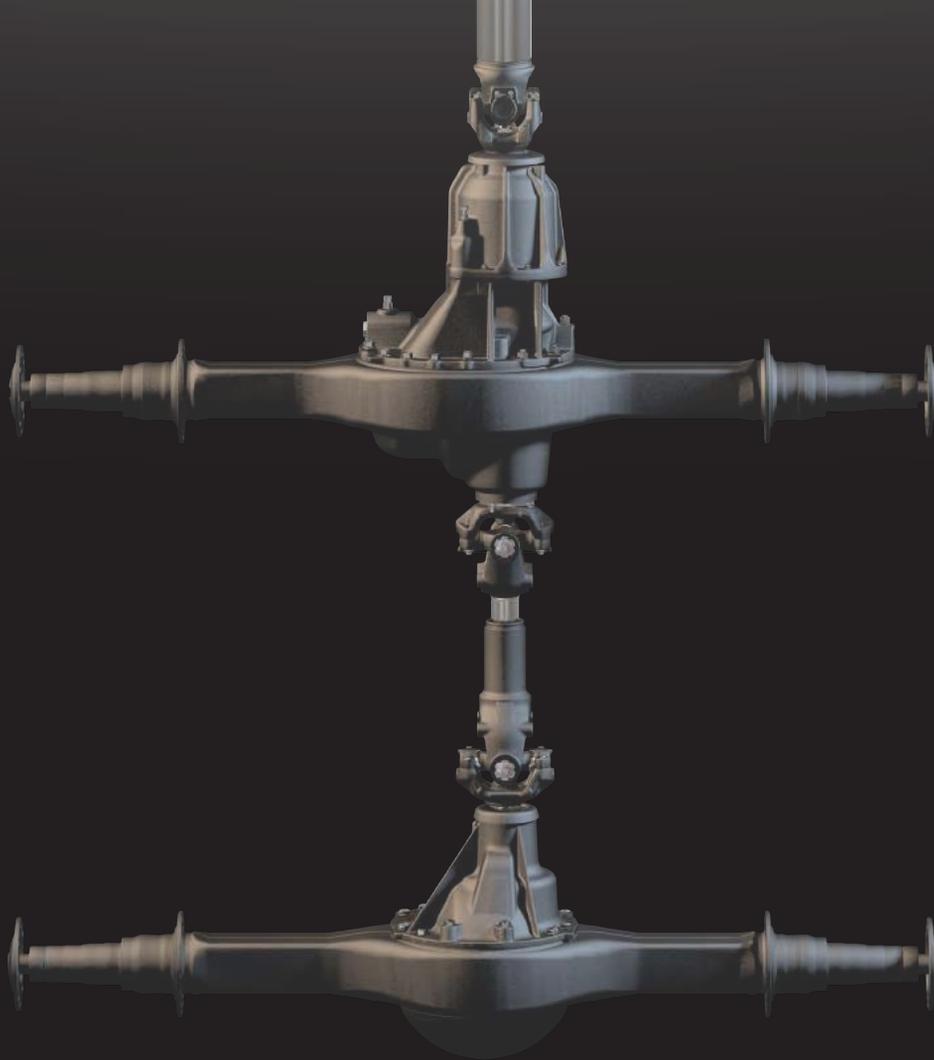


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PACCAR POWERTRAIN



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Where Leadership Meets the Road

Since its beginning in 1923, Kenworth has built its reputation on delivering The World's Best® trucks that leverage the latest technologies to maximize the value we provide our customers. This legacy of leadership is exemplified by continued expansion of the fully integrated PACCAR Powertrain; development of advanced technologies, such as zero-emission advanced powertrains; and continued growth of the outstanding Kenworth dealer network, which supports our loyal customers every day.

The PACCAR Powertrain recently celebrated an exciting milestone, as the 200,000th PACCAR MX engine was assembled at the PACCAR engine plant in Columbus, Mississippi. The special engine went to UPS, which operates more than 3,000 T680s equipped with the PACCAR MX-13 engine. Starting with last year's order of 700 new T680s, UPS is now standardizing on the PACCAR 12-speed automated transmission, which complements the superior performance of PACCAR MX engines and PACCAR axles (p. 5).

Looking forward, Kenworth's development of next generation technologies, including advanced powertrains, continues. Kenworth is collaborating closely with Toyota to develop zero-emission, hydrogen fuel cell electric T680s for deployment into service in Southern California later this year. The effort is part of the Zero and Near-Zero Emissions Freight Facilities Project, hauling cargo received at the Port of Los Angeles throughout the LA Basin (p. 18).

A critical element to our market leadership is the industry-leading Kenworth dealer network. Our customers appreciate Kenworth's focus on continually enhancing the level of performance and support the network provides throughout the United States and Canada. Exemplifying this focus, earlier this year, Kenworth Maska received the prestigious 2018 Kenworth Dealer of the Year Award for its outstanding commitment to customer support and maximizing uptime (p. 14).

Beyond products and technologies, Kenworth's leadership is best exemplified by our loyal customers, such as USA Truck (p. 7), A&C Trucking (p. 9), Keim TS (p. 11) and Canadian Blood Services (p. 13). They choose The World's Best® trucks for reliability and efficiency — the same qualities that make Kenworth customers the leaders in the markets they serve.



*Mike Dozier
Kenworth General Manager
and PACCAR Vice President*

UPS Receives Milestone PACCAR MX Engine

The 200,000th PACCAR MX engine produced for the North American market at the PACCAR Engine Company's engine plant in Columbus, Mississippi, went to UPS for its regional haul operations. The milestone engine is a PACCAR MX-13 rated at 455 hp and 1,650 lb-ft of torque that resides in a new, fuel-efficient Kenworth T680 Day Cab. The state-of-the-art Columbus factory began producing PACCAR advanced diesel engines in 2010.



From left are: Kathie Falcone, Kenworth director of sales operations; Kevin Baney, Kenworth assistant general manager for sales & marketing; Mark Collins, UPS Director of Maintenance and Engineering for Transportation Equipment; Bill Brentar, UPS Senior Director of Maintenance and Engineering for Transportation Equipment; Katie Guest, new truck sales, MHC Kenworth – Atlanta; Eddie Davis, MHC Kenworth vice president; Andy Manos, Kenworth national fleet service manager; and Lance Walters, plant manager for the PACCAR Engine Plant in Columbus, Mississippi.

“We appreciate the selection of UPS to receive the milestone 200,000th PACCAR MX engine for installation in our newest Kenworth T680. Our Kenworth T680s equipped with PACCAR MX engines are performing well in UPS operations throughout the United States,” says Bill Brentar, UPS Senior Director of Maintenance and Engineering for Transportation Equipment at the

company's headquarters in Atlanta, Ga. “UPS maintains a productive working relationship with Kenworth and MHC Kenworth – Atlanta, and we look forward to our continued mutual success.”

UPS purchased its first Kenworth trucks with PACCAR MX engines from MHC Kenworth – Atlanta in 2012. Today, UPS operates more than 3,000 Kenworth T680s with the PACCAR MX-13 engine. “Our collaboration with UPS is very important. UPS further optimized the PACCAR MX-13 engine's benefits by also making the PACCAR

12-speed automated transmission standard for its T680s, beginning with last year's 700-truck order of Kenworth's on-highway flagship,” says Eddie Davis, MHC Kenworth vice president.

First Production W990 Goes to Western Distributing

As a driver with more than 30 years and nearly 5 million miles, Tom Bogle was invited to represent the drivers of Western Distributing in Denver in taking delivery of the first production Kenworth W990. He joined Western Distributing's Marty Garcia, vice president, and Marty Rau, general manager of the company's refrigerated division, for the event with employees at the Kenworth assembly plant in Chillicothe, Ohio.

Western Distributing operates a 200-truck fleet, mostly long-hooded traditional trucks. “The reason we purchased Kenworth W990s – five sleeper units and one day cab – was for our drivers,” says Marty Garcia. “Tom's been with us since October 1996.” According to Garcia, the recipe with its long-hood conventionals is one that has made the fleet's driver turnover virtually non-existent. “Eighty percent of our drivers never leave,” he says. “In the W990s, we're putting in the PACCAR MX-13 engine rated at 510 hp. We've been running the PACCAR engine since they first came out and have had great success. We wouldn't want a truck without it.”



From left, are Western Distributing's Marty Rau, general manager of the company's refrigerated division; longtime driver Tom Bogle; and vice president Marty Garcia.

“I'm an old school driver,” says Bogle. “I've always liked the look of the W900 and have driven them in the past. But, the added room, especially between the seats, with the W990 is just great. I'm a big guy, so the added space is what I really like – besides the look of the truck. I think it's also great how, when the truck is parked, the passenger seat can swivel around to the sleeper. I also like the rotating table. I was just chomping at the bit to start driving the Kenworth W990.”

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Answering the Call

Ex-military drivers appreciate the reliable T680 for ease of operation and roomy comfort

In 2017, USA Truck was recognized among the “Most Valuable Employers for Military” by RecruitMilitary, which identifies top civilian employers for military-experienced job seekers. The company depends on Kenworth T680s to keep routes on schedule and its drivers, more than a quarter of which are former military personnel, productive and satisfied with their jobs.



“It’s what every driver wants.”

— Mark Buckley

Commitment to duty and service is the foundation of USA Truck Capacity Solutions, Van Buren, Ark. Started with fewer than 10 trucks in 1983 by Robert Powell, a former Navy aviator, USAT today operates a 2,000-tractor fleet. Since early 2016, USA Truck has acquired 625 T680s with 76-inch sleepers through MHC Kenworth - Van Buren. T680s now make up more than half of the fleet. “Kenworth is a key nameplate that drivers gravitate towards,” says Nick Wakefield, director of driver recruiting. “Especially with the Kenworth T680, drivers like the configuration of the cab and how much space it offers. Regardless of a driver’s height, the T680 has a roomy feel and handles exceptionally well. It’s also a truck that drivers think looks cool. We pay by the mile, so having dependable trucks helps in recruiting because drivers know they’ll be getting a steady paycheck.”

When USAT purchases new equipment, the company looks at a number of factors with build quality and driver safety being at the top. Overall total cost of ownership is another. “The T680 has a good running history,” says Jeff Harris, USAT vice president of maintenance. Harris notes that the new T680s with 76-inch sleepers, when matched with a 400-hp engine and automated transmission, represent a significant improvement in fuel economy compared to the previous model the company operated.

Dependable and driver friendly

Navy veteran Mark Buckley served eight years as an interior communications electrician aboard the USS Decatur – guided missile destroyer, and on the USS Coral, an aircraft carrier, before becoming a driver with USA Truck. Buckley’s been with USAT since 2007 and rolled up more

than a million safe driving miles. He is one of many USAT drivers who came through the company’s Military Transition Apprenticeship Training Program, in cooperation with the U.S. Veterans Administration and the Department of Labor, which enables eligible veterans to receive Class A CDL training with no upfront costs. Buckley is also one of four USAT veteran drivers, along with Glen Nelson (Air Force), Wayne Anderson (Army) and James Macy (Marines), awarded custom Kenworth T680 tractors, each military-themed to

represent their respective branch of service. The trucks and drivers serve as goodwill ambassadors for USA Truck, participating in events such as “Wreaths Across America” delivering holiday wreaths to veterans’ cemeteries across the country; and “The Wall that Heals,” transporting a three-quarter scale replica of the Vietnam Veterans Memorial to one of its exhibit destinations.

“It’s a great honor,” Buckley says. “I’m very pro-military and pro-USA, and I couldn’t ask for a better company to work for.” You also won’t find a driver more gung-ho about the T680. “It’s what every driver wants – a dependable truck that allows you to get more miles, have better days on the road and make more customers happy.” Adds Wakefield: “Having a top-of-the-line truck like the T680, designed around ease of operation and driver-friendliness, makes for a smooth transition for these drivers.”



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First Rule of Business: Get Noticed

Hard-Working T880 Dumps with PACCAR MX-11 engines drive greater productivity gains, help attract and retain top drivers

Indianapolis-based A&C Trucking was incorporated in 1982. Back then, the Yellow Pages was a prominent way of attracting new business for Jim and Anna Lee Carmichael, who offered dump truck services with 10 trucks throughout the region. Today,

the company's success is driven by offering customers on-time deliveries and high value. To that end, A&C Trucking operates 30 Kenworth T880 dumps with

Beau-Roc dump bodies, able to carry up to 15 yards of material. "We're now 100 percent Kenworth," says Chad Carmichael, son of the founders, and owner and president of the company. "When the PACCAR MX-11 engine became available, it was the tipping point to go forward with the T880. We're paid by the ton 98 percent of the time, and the T880 and MX-11 engine make for the perfect combination of weight savings, fuel efficiency and driver comfort. We were running 'baby 8s' to maximize payload, but now we're able to maximize payloads with a truck designed to do the job."



"The T880 and MX-11 engine make for the perfect combination of weight savings, fuel efficiency and driver comfort."

— Chad Carmichael

Durable PACCAR MX-11 Engine

The T880 day cabs are spec'd with the PACCAR MX-11 engine rated at 405 horsepower and Allison automatic transmissions. The trucks were purchased through Kenworth of Indianapolis, part of the Palmer Truck Group. Carmichael put his education to work when selecting the Kenworth T880. A graduate of Purdue University with a degree in management and engineering, he says, "Being

in the vocational market, some of our profits are dependent on the used truck market. If I pay more upfront to get the quality that Kenworth offers, and get more on the backend, I'm ahead of the game," Carmichael says. "We worked

closely with our Kenworth dealer on specs that would make us more productive, but we had to consider how those specs would help down

the road come trade-in time. There's a balance and we've learned that over time. You have to consider the second user in the spec'ing process."

According to Carmichael, Kenworth has shown it can build a reliable and durable truck. "That message was reinforced when I went to the Kenworth plant in Chillicothe (Ohio) for a ride and drive and factory tour," he says. "I also visited the PACCAR engine plant (in Columbus, Mississippi) and came away so impressed with the quality and workmanship that went into the build."

Driver appreciation

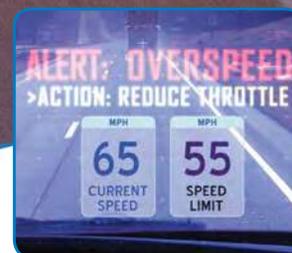
That quality is appreciated by drivers, according to Carmichael. "They love the trucks and a well-spec'd truck with the Kenworth logo only helps our driver retention. The cab is large with excellent visibility. And the ride quality is impressive. That's important to us since each truck runs about 70,000 miles a year – or 400 to 450 miles each day. Our drivers average between six and 17 loads a day to jobsites. With the added payload we can haul thanks to our specs on the T880s, we're able to move about 60 more tons each day with all of our trucks. That's about \$300 more in our pocket each and every day." Adding even more dollars is the fact that Carmichael has seen his fuel economy numbers increase since standardizing on the T880. "Before our best trucks were getting 6.4 mpg*, but now many of our T880s are exceeding 7 mpg*. That's exceptional in a dump truck operation."

**Individual fuel economy improvement will vary depending on use, road conditions, and other factors.*



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Exceeding Expectations

W990 with 76-inch mid-roof sleeper boosts fleet efficiency, driver retention

When one of the first Kenworth W990s rolled up to the headquarters of Keim TS, a transportation services provider specializing in flatbed and dry van cargo, there were nothing but smiles across the faces of drivers and office staff.

“Everyone was so excited,” says Stan Keim, owner of Keim TS in Sabetha, Kansas. “When Jeff McQuillan, fleet salesman at MHC Kenworth – Kansas City, told me that I’d have the opportunity to be one of the first customers to purchase a pre-production W990, I was sold. The W990 is a great looking truck. And it created quite the buzz around here knowing that we’d be one of the first companies to own the truck. Our drivers could hardly wait.”

The W990 that Keim purchased is a fully-loaded 76-inch mid-roof sleeper with the W990 Limited Edition interior and Driver’s Studio package. Since receiving the new truck at the end of 2018, the W990 has traveled many thousands of miles. The lucky driver? Ralph Cowan, an 8-year veteran Keim TS driver, who operates from the company’s terminal in Jasper, Tennessee.

All Kenworth fleet

This isn’t the first time Keim TS has been one of the first companies to own a new driver-focused Kenworth model. Back in 2015, Keim TS was the first company to purchase the Kenworth ICON 900 Limited Edition. At the time, the fleet mostly was comprised of Kenworth trucks. Today, the Keim TS fleet of 206 trucks are all Kenworths, with 162 T680s, 42 T880s, one ICON 900, and for right now, one W990. Forty-two more W990s are on order.

“I like to run the newest equipment on the market, plus drivers love to drive brand-new trucks,”

says Keim.

“By trading out our equipment every few years, we are able to keep

“You can’t beat the quality and performance of a Kenworth.”

— Stan Keim

driver turnover low as well as attract new drivers. Our drivers love Kenworth trucks, and at the end of the day we get great resale value.

“Kenworth simply provides us with trucks to do our job as efficiently as possible,” says Keim. “We utilize our aerodynamic T680s for our long-haul flatbed deliveries, which make up a majority of our business. We prefer our

Kenworth T880s for more regional and in-city deliveries. We no longer run our ICON 900, but we love to show it off at truck shows, parades and for driver recruitment purposes.”

Truck efficiency and driver retention

For Keim, truck efficiency and driver retention are key to running a successful fleet. Keim and his drivers have always appreciated the look of the long-hood. While giving his drivers the classic long-hood with the W990, Keim says he believes the fleet also will get an enhanced fuel economy return compared to the W900 – a key factor in his decision to purchase W990s.

“In the flatbed business, we haul freight that isn’t nearly as aerodynamic as the dry vans, so it’s important to us to run trucks that are the most fuel-efficient in the industry. The W990’s more aerodynamic body, complemented by the classic long-hood look, is the best of both worlds. Our drivers are so excited for the rest of our W990s to arrive,” he says.

Keim’s longest tenured drivers will receive the W990s as part of the company’s driver rewards program. Says Keim, “You can’t beat the quality and performance of a Kenworth.”



The first Kenworth W990 at Keim TS was assigned to Ralph Cowan, an 8-year veteran Keim TS driver, who operates from the company’s terminal in Jasper, Tennessee.



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Life Blood of Canada

Reliable T370s deliver critical blood supplies with efficiency and driver appreciation

For those in critical care or fighting blood diseases, life and death depends on access to blood products.

Canadian Blood Services is the sole provider of blood to those in need in nearly every province in Canada.

“We collect about 800,000 units of blood each year

around all provinces

of Canada, excluding Quebec,” says Jean Landreville, Canadian Blood Services manager of warehousing and logistics planning.

The company relies heavily on its mobile fleet — made up of cargo vans, buses and Kenworth T370s — to transport staff and equipment to and from fixed and mobile donor centres. Canadian Blood Services typically deploys 15 to 20 mobile teams a day to communities throughout Canada. All told, they have 36 permanent collection sites and 14,000 donor centres.

Better efficiency, more reliability

As a non-profit organization, it is crucial to keep vehicle costs low without sacrificing quality and reliability. To increase efficiency, the switch was made from lighter duty trucks to Kenworth T370s. The company needed a heavier duty truck that would be reliable, hold a better resale value and attract drivers. The Kenworth T370 single-axle trucks are equipped with the PACCAR PX-7 engine rated at 260 horsepower and the Allison automatic transmission.

“A lot of factors went into us deciding on the T370. Our drivers do a lot more than drive, and recruiting can be difficult. Since we started adding Kenworths, our drivers take great pride in driving,” Landreville says. “They love the T370s, which have been very reliable for us. We wanted a truck that we could depend on; one that would also hold its value. The Kenworths are performing great. When it comes time to sell, I know we will do well on resale.”

The organization’s first Kenworth T370s were purchased through Kenworth Truck Centres – Toronto in 2011, and Canadian Blood Services has continued to add a few T370s to its fleet each year. The company currently has 24 T370s in its fleet, which are all fitted with 26-foot reefer van bodies, kept at 10 to 25

degrees Celsius. Refrigeration is needed to keep medical supplies and equipment at optimum temperatures.

“Having vehicles in our fleet we can depend on is vital to our operation.”

— Jean Landreville

On any given day, mobile teams depart for a mobile donor centre from one of 36 permanent collection sites, located in most major cities. Most donor centres are within an hour’s drive, but

some require trips of up to 400 kilometers. Blood has a short shelf-life and needs to be processed quickly. “Once blood is collected, it needs to be delivered to one of our operations sites within 24 hours,” says Landreville. “Having vehicles in our fleet we can depend on is vital to our operation.”

The Kenworth T370s typically average 35,000 kilometers a year, much of it spent driving through towns and cities. It’s an opportunity to advertise the company’s mission and encourage people to donate blood. “The wraps on our trucks provide a highly visible space for our brand,” says Landreville. “Like most companies, a good image and brand recognition is everything. We wanted a truck that would represent our company well. Kenworth is a well-established company and it certainly has the image we were looking for. We took a lot of time researching what trucks we wanted. The T370s are doing everything we expected and more. They have been a great addition and we will continue to add more T370s in the future.”



Kenworth Maska Honored With 2018 Kenworth Dealer of the Year Award

Kenworth Maska received the prestigious 2018 Kenworth Dealer of the Year Award for the United States and Canada at the annual Kenworth Dealer Meeting held recently in San Diego. “Kenworth Maska and our employees are dedicated to delivering excellent Kenworth heavy and medium duty trucks, parts and service that support customer uptime and enable fleets and truck operators to succeed in their businesses,” says Pierre Letendre, president of Kenworth Maska, which operates dealerships in La Présentation, St. Mathieu de Laprairie and Sherbrooke, Quebec. “The Kenworth dealer network family consists of outstanding dealers, which makes the Kenworth Dealer of the Year award a very special achievement and honor that we can take great pride in here in Quebec at Kenworth Maska. This is really a team effort and we want to thank each and every one of our employees at Maska for this accomplishment.”

“Kenworth Maska produced excellent results across our dealer excellence categories to attain nine appearances in the Kenworth Dealer Top 10 rankings,” says Mike Dozier, Kenworth general manager and PACCAR vice president. “The dealer ranked high in market share, technician training, customer satisfaction, PACCAR Parts performance and growth, as well as overall facilities excellence. The commitment of Kenworth Maska to customer uptime is exemplified by its rapid response to customer roadside assistance requests from the PACCAR 365 Center, and the use of Kenworth TruckTech+® Remote Diagnostics and Kenworth TruckTech+ Service Management systems. Congratulations to The World’s Best® Kenworth dealer in 2018.”

Kenworth Gold Award Winners

Five Kenworth dealers received a 2018 Kenworth Gold Award. The award is presented to a select number of Kenworth dealers each year that achieve the highest level of performance in the Kenworth network.



MHC Kenworth – Colorado MHC Kenworth – Kansas City MHC Kenworth – Oklahoma

From left, MHC Kenworth executives
Corey Murphy, Bryan Murphy,
Mike Murphy, Tim Spurgeon,
Tim Murphy, Todd Rice,
Kyle Hoffman, and Jeff Murphy.



Wichita Kenworth

From left, Wichita Kenworth executives
Brad Adams and Cliff Adams.



Kenworth Maska

From left, Kenworth Maska executives
Samuel Letendre, Sébastien Letendre,
Nicolas Letendre and Pierre Letendre.



Kenworth Maska received the 2018 Kenworth Dealer of the Year Award for the United States and Canada. From left are Kevin Baney, Kenworth assistant general manager for sales and marketing; Mike Dozier, Kenworth general manager and PACCAR vice president; and Kenworth Maska executives Nicolas Letendre, Sébastien Letendre, Samuel Letendre and Pierre Letendre.

MHC Kenworth – Tennessee Named Medium Duty Dealer of the Year

MHC Kenworth – Tennessee was named Kenworth Medium Duty Dealer of the Year. The award recognizes outstanding leadership and dealership focus on growing Kenworth’s medium duty business. This year’s winner retailed nearly 300 medium duty trucks to a diverse base of unique industries, including towing, paving, excavating, residential construction, city government, utility, petroleum, landscaping, farming, hot shot services, grocery, and local produce haulers.



From left, MHC Kenworth executives Corey Murphy, Bryan Murphy, Kyle Hoffman, Mike Murphy, Jeff Murphy, Todd Rice, Tim Murphy and, Tim Spurgeon.

MHC Kenworth – Oklahoma is PACCAR Engines Dealer of the Year

MHC Kenworth – Oklahoma received Kenworth’s PACCAR Engines Dealer of the Year honors. The award honors the Kenworth dealer that fully engages customers, sells all the benefits of specifying PACCAR MX engines, and truly meets customer uptime needs. This dealer sold nearly 900 PACCAR MX-powered units, achieved impressive market share, and made the Top 10 list in multiple categories. These included call center response, PACCAR MX technician certifications, and PACCAR MX engines sold.



From left, MHC Kenworth executives Corey Murphy, Bryan Murphy, Mike Murphy, Tim Spurgeon, Tim Murphy, Todd Rice, Kyle Hoffman, and Jeff Murphy.

Truckworx Kenworth – Birmingham Named Parts and Service Dealer of the Year

Truckworx Kenworth – Birmingham captured the Kenworth Parts and Service Dealer of the Year award with performances at or near the top of every major parts sales category. Truckworx was rated first in retail sales and PACCAR Parts purchase growth, plus it ranked in Kenworth’s Top 5 in the outstanding facilities category.



From left, David Danforth, PACCAR Parts general manager and PACCAR vice president; and Truckworx Kenworth – Birmingham executives Will Bruser and Mike Levering.

Kenworth of Indianapolis Honored as TRP All-Makes Dealer of the Year

Kenworth of Indianapolis increased its TRP sales by 28 percent, overall parts purchases by 16 percent and opened a new TRP store in 2018 to help earn Kenworth TRP All-Makes Dealer of the Year honors. The award recognizes the Kenworth dealer that provides the best support for TRP all-makes parts and service.



From left, David Danforth, PACCAR Parts general manager and PACCAR vice president; and Kenworth of Indianapolis executives Tom Kapitan, John Nichols, Jake Nichols and Scott Nichols.

Kenworth Silver Awards

During the Kenworth Dealer Meeting, Kenworth also recognized its 12 Silver Award winners:

Kenworth of Jacksonville; Kenworth Montréal; Kenworth Sales Company; MHC Kenworth – Arkansas; MHC Kenworth – Georgia; MHC Kenworth – Springfield; MHC Kenworth – Tennessee; MHC Kenworth – Texas; Motor Power Kenworth – Billings; Rihm Kenworth; Truckworx Kenworth – Birmingham; and Wisconsin Kenworth.



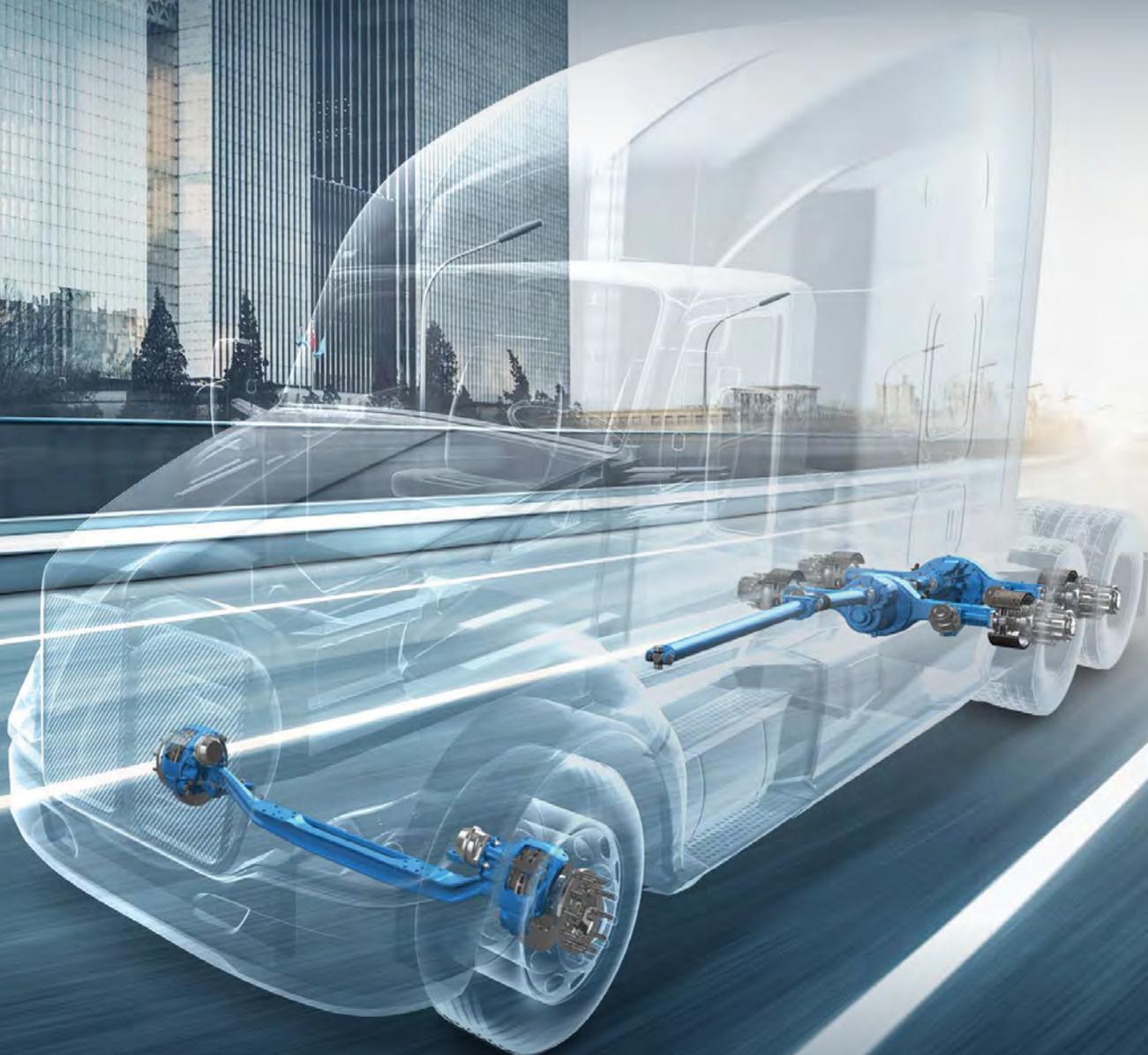
From left, Jon Parker and Mike Clark, Wisconsin Kenworth; Tucker Morgan and Kyle Treadway, Kenworth Sales Company; Mike Levering and Will Bruser, Truckworx Kenworth – Birmingham; Denny Ross, Kenworth of Jacksonville; Mike Parent, Kenworth Montreal; Todd Rice, representing MHC Kenworth – Arkansas, MHC Kenworth – Georgia, MHC Kenworth – Springfield, MHC Kenworth – Tennessee, and MHC Kenworth – Texas; Brian Sunwall, Motor Power Kenworth; and J.B. Rihm and Kari Rihm, Rihm Kenworth.

Kenworth Dealers Celebrate Major Anniversaries

Kenworth also celebrated significant Kenworth dealer anniversary milestones reached in 2018:

- 50 years** – Kenworth of Pennsylvania (Carlisle, Pennsylvania)
- 45 years** – Youngstown Kenworth (Hubbard, Ohio)
- 40 years** – Wisconsin Kenworth (Windsor, Wisconsin)
- 40 years** – Truckworx Kenworth (Birmingham, Ala.)
- 30 Years** – Kenworth Québec (St-Nicholas, Québec)
- 30 Years** – Timmins Kenworth (Timmins, Ontario)
- 25 years** – Performance Kenworth (Cleveland, Texas)
- 25 years** – Summit Kenworth (Amarillo, Texas)

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Kenworth Leads the Way for One of Washington State's Heaviest Hauls

Hillsboro, Oregon-based Omega Morgan recently hauled one of the heaviest combination loads in Washington state history, weighing in at nearly one million pounds. Omega Morgan transported a 460,000-pound transformer, combined with a massive 360-foot trailer with 48 axles weighing 484,000 pounds. The 47-mile haul through Washington's Klickitat County took two days. Omega Morgan used three heavy haul Kenworth trucks. A Kenworth C500 was the lead (pull) truck, while two Kenworth T800 heavy haulers were the pushers. "Kenworth makes the best heavy-haul trucks, in my opinion," says Troy Tallent, vice president of operations at Omega Morgan. "They're incredibly strong, built to last, and engineered for extreme duty. There is no such thing as calling in a tow truck if something fails. We do all of our own service. It's vital to have equipment that you are confident in and will get the job done day-in-day-out. It's why all our heavy haul trucks are Kenworths." Omega Morgan built its 360-foot trailer and bought the Kenworth C500, specifically for use with the trailer, from Papé Kenworth Northwest - Lakewood. For its C500, Omega Morgan selected a 550-hp engine, Allison 4700 RDS seven-speed automatic transmission, and four-speed air shift auxiliary transmission. The truck also has Sisu planetary tridem axles - rated at 105,000 pounds with cross locks and a 7.01 ratio, and a 22,000-pound front axle with 24,000-pound front slipper springs. The C500 was built on a strong foundation - a triple rail steel frame providing a 200,000-pound gross combination weight (GCW) chassis rating.





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Kenworth and Toyota Collaborate To Develop Zero-Emission Trucks

Kenworth and Toyota Motor North America are collaborating to develop 10 zero-emission Kenworth T680s powered by Toyota hydrogen fuel cell electric powertrains. This collaboration is part of a \$41 million Zero and Near-Zero Emissions Freight Facilities (ZANZEFF) grant awarded by the California Air Resources Board (CARB), with the Port of Los Angeles as the prime applicant. CARB awarded the funds as part of California Climate Investment, a California initiative that puts billions of Cap-and-Trade dollars to work reducing greenhouse gas emissions, strengthening the economy and improving public health and the environment — particularly in disadvantaged communities.

The Kenworth T680s will transport cargo across the Los Angeles basin and to inland cities – such as Ontario and San Bernardino – while generating zero emissions, other



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than water vapor, thanks to their fully electric hydrogen fuel cell powertrain integrations co-developed by Kenworth and Toyota. “This is an excellent opportunity for Kenworth and Toyota to work together to both explore and drive the development of advanced zero-emission technologies that will play a critical role in the commercial transportation of the future,” says Mike Dozier, Kenworth general manager and PACCAR vice president. “This is not just a science experiment, the goal is to make a difference in society. To remove pollution and improve the air quality in and around the Port of Los Angeles,” says Bob Carter, executive vice president, Toyota Motor North America.

The Kenworth T680s with the Toyota hydrogen fuel cell electric powertrains combine hydrogen gas and air to produce electricity. The electricity powers electric motors to move the trucks, while also charging the lithium-ion batteries to optimize performance as needed. Sophisticated power management systems will apportion the electrical power from the fuel cells to the motors, batteries, and other components, such as electrified power steering and brake air compressors. The hydrogen fuel cell electric powered Kenworth T680s will have a range of over 300 miles under normal drayage operating conditions. The program will also fund foundational hydrogen fuel infrastructure, including two new fueling stations that, subject to a final investment decision by Equilon Enterprises LLC (dba Shell Oil Products U.S.), will be developed through Shell Oil Products U.S., to support the operation of the fuel cell electric trucks in Southern California.

“Everyday Heroes” T680 and Truckers Against Trafficking Visit Kenworth Chillicothe Plant

The “Everyday Heroes” Kenworth T680 recently returned to the Kenworth Chillicothe (Ohio) plant, where it was built, for a two-day event to raise awareness about the crime of human trafficking and the Truckers Against Trafficking (TAT) national program to help combat it. More than 25 dignitaries and guests attended the event, which was covered by the ABC and NBC television affiliates in Columbus, and the local Chillicothe Gazette. Visitors watched a TAT training video that focused on the stories of two Ohio human trafficking survivors, who have gone on to experience enriching lives and careers. “The two women were saved by people who saw suspicious activity and were courageous enough to pick up the phone and call the

National Human Trafficking Hotline (1-888-3737-888). It goes to show how one call can save someone’s life,” says Rod Spencer, Kenworth Chillicothe plant manager. Human trafficking is a \$32 billion industry in the United States alone, and the national hotline receives calls from all 50 states, according to Helen Van Dam, TAT’s director of the Freedom Drivers Project, a mobile display featuring artifacts and video from human trafficking survivors. The guests toured the Freedom Drivers Project and received a close up look at the Everyday Heroes Kenworth T680.



Farm to Carton – Milky Way Always Delivers

Founded in 1948 in Lynden, Wash., Milky Way today serves milk producers with a fleet of 300 tractors and tankers. The company operates 22 terminals, collects milk from about 500 farms throughout Washington, Idaho, Oregon and Montana, and delivers to 15 to 20 production plants throughout the region. For the last two years, the company has been “beefing” up its fleet with T680 day cabs, purchased through Papé Kenworth Northwest. With a 2017 order, the company added a number of T680s featuring the PACCAR MX-13 engine, rated at up to 480 horsepower. “We also spec’d two T680s with the MX-11 engine, rated at



430 horsepower,” says Dave Seaman, Milky Way’s director of equipment and maintenance. “We wanted to test the engines to see how they would perform in our operation. Weight savings means a great deal to us, and being 400 pounds lighter, that’s huge.” The PACCAR MX-11 impressed Milky Way so much, its subsequent order in 2018 were all spec’d with that engine – each rated at 430 hp and equipped with

Eaton Fuller Advantage® 10-speed transmissions. Says Jason Jansen, president of Milky Way, “We think we have the best and most productive fleet in the industry. The Kenworth T680s have been solid for us.”

Quinton Ward of Werner Enterprises Awarded Kenworth T680 Advantage

As part of the U.S. Chamber of Commerce’s Hiring Our Heroes Program, a former U.S. Army mechanic, instructor and career counselor was selected as the “Transition Trucking: Driving for Excellence” top military veteran rookie driver. Quinton Ward of Werner Enterprises received a fully-loaded Kenworth T680 Advantage, equipped with a fuel-efficient PACCAR MX-13 engine and top-of-the-line 76-inch sleeper, from Kenworth. The Hiring Our Heroes Program was conducted in partnership with the FASTPORT Trucking Track Mentoring Program. Stevens Transport’s Christopher Young (Army active duty and now Army reservist), TMC Transport’s Platt Brabner (Navy and Marine veteran), and Summar Hanks of US Xpress (Air Force and Air National Guard veteran), were the runners-up. Young received \$10,000 as the first runner-up, while Brabner and Hanks each received \$5,000.



From left are Quinton Ward, Werner Enterprises; Christopher Young (Army active duty and now Army reservist); Summar Hanks of US Xpress (Air Force and Air National Guard veteran); Mordant “Platt” Brabner / U.S. Marines and U.S. Navy; Brad Bentley, FASTPORT president; Eric Eversole, U.S. Chamber of Commerce vice president and Hiring Our Heroes president; and Kurt Swihart, Kenworth marketing director.



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Kenworth Engineers Get Behind the Wheel in Drive and Sleep Program

It's been said that to truly understand a person, you have to walk a mile in their shoes. That's not a concept lost on engineers at Kenworth. Behind the scenes, Kenworth engineers have been quietly driving the T680s themselves, learning first-hand what their customers are experiencing. "Kenworth is always looking for new ways to improve our trucks," explained Patrick Dean, Kenworth chief engineer. "To do so, Kenworth engineers, and many in our marketing group, often grab keys to a Kenworth T680 and travel the state, getting the personal feel for what our customers experience. They also talk with truck drivers at truck stops, and fueling stations — taking in what drivers like about the truck they drive, and what they'd like to see improved."



From left, Patrick Dean, Kenworth chief engineer; and Lizbeth Davern, Kenworth engineering manager for the cab/sleeper/HVAC group; are shown with a Kenworth T680 76-inch sleeper.

Through Kenworth's "Drive and Sleep" program, Kenworth engineers are encouraged to get a CDL. "Within the first three to six months, we want to get our new engineers out on the road," says Lizbeth Davern, Kenworth's engineering manager for the company's cab/sleeper/HVAC group. "They'll accompany one of our CDL engineers to experience life on the road, talk with drivers at truck stops, and sleep in one of the bunks."

As a result, engineers gain a new perspective about the trucks they design. "It's one thing to conceptualize what changes should be made while in the office, but getting behind the wheel to see what it's like for a driver... that's the next level."

The program officially started in 2007, although employees from the company have been earning CDLs and driving Kenworth trucks since the company's founding in 1923. "Engineers in trucks is really a long-standing part of Kenworth's heritage," says Dean. "If you look back to the early years, there was a saying that Kenworth engineers wore muddy boots. That was in reference to how they would go to the job site — often times in the woods with our logging trucks — and really understand how the equipment was being used. Personally understanding the voice of the customer pays off in a better Kenworth product."



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PacLease Edmonton Kenworth Named North American PacLease Franchise of the Year

PacLease Edmonton Kenworth (Alberta) was named the PacLease 2018 North American Franchise of the Year. The honor was presented at the annual PacLease awards dinner held in conjunction with TRALA's annual meeting in Orlando, Florida. According to Ken Roemer, president of PACCAR Leasing, PacLease has an extensive evaluation process to decide award recipients. "PacLease Edmonton Kenworth exceeded expectations when it came to supporting the network and delivering on all performance metrics," says Roemer. "Their team provided exemplary service, focusing on uptime and ensuring their customers' needs are met. They had a strong year in all rated categories. It's an honor to recognize their accomplishments."

Additionally, PacLease also named Southland PacLease, (Harahan, Louisiana) as its Kenworth U.S. Franchise of the Year and Location de Camions Eureka (Quebec) as the Kenworth Franchise of the Year for Canada. "We are very proud of all our franchise award winners," says Roemer.



From left are: Ken Roemer, president, PACCAR Leasing Company; Jim Callaway, general manager, PacLease Edmonton Kenworth; and Jake Civitts, director of operations, PACCAR Leasing Company.

"Our strong product line of Kenworth trucks, backed by outstanding customer service of our award winners, helped us achieve a stellar 2018."

TRP: Trusted, Reliable and Proven for 25 Years



In 2019, TRP celebrates its 25th anniversary, with two and a half decades of offering trusted, reliable and proven replacement parts for all makes of trucks, trailers, buses and engines. "Over the last 25 years, TRP all-makes replacement parts have consistently delivered the value our customers expect," says Chris Scheel, senior director of marketing. "TRP products are dependable parts that improve uptime and keep our customers on the road and operational."

In 1994, the TRP brand was launched in Europe and in 2011, the brand expanded to North America. Today, TRP offers a wide range of parts from exhausts to transmissions and from brakes to LED lighting. The TRP product offering includes over 125,000 parts for the repair and maintenance of all-makes of commercial vehicles and is supported through a network of 2,200 parts and service locations around the world. These authorized retailers are backed by a worldwide network of 18 parts distribution centers, as well as product support through PACCAR Parts' sales, marketing and customer service departments.

PACCAR Financial Offers New Medium Duty Warranty Program for 2019

Kenworth and PACCAR Financial (PFC) are pleased to introduce the new Medium Duty Warranty program with the customer rate eliminated from the program, and a 3-year/200,000 mile Basic Vehicle Extended Warranty for customer financing on new Class 5, 6 and 7 Kenworth units with PFC. This includes two additional years over the standard factory warranty with a value of \$500! This

offer is available on new class 5, 6 or 7 Kenworth trucks financed with PFC by December 31, 2019. Contact your local Kenworth dealer (www.kenworth.com) or the nearest PACCAR Financial office (www.paccarfinancial.com) to learn more about the terms and conditions of these programs.

Kenworth Names 2019 Councils

2019 Dealer Council

The Dealer Council works with Kenworth to help provide leading-edge customer support throughout the dealer network with the Kenworth PremierCare® and Kenworth PremierCare Gold Certified service programs. The 2019 Kenworth Dealer Council members are: Chairman – **Mike Clark**, Wisconsin Kenworth (Madison, Wis.); **Boyd McConnachie**, Inland Kenworth (Burnaby, B.C.); **Tim Mitchell**, Kenworth of Pennsylvania (Carlisle, Pa.); **Mike Nagle**, Bayview Kenworth (St. John, New Brunswick); **Scott Nichols**, Kenworth of Indianapolis (Indianapolis, Ind.); **Scott Oliphant**, Kenworth of Louisiana (Gray, Louisiana); and **Todd Rice**, MHC Kenworth (Leawood, Kansas). In addition, **Tom Bertolino** of NorCal Kenworth (Sacramento, Calif.) serves as the Kenworth line representative for the American Truck Dealers (ATD).

2019 Service Council

The Service Council helps to promote service and product enhancements for The World's Best® trucks. Members of the 2019 Kenworth Service Council are: Chairman – **Darrin Weimer**, MHC Kenworth (Leawood, Kan.); **Matt Allen**, Inland Kenworth (Fontana, Calif.); **Adam Burrough**, Edmonton Kenworth (Leduc, Alb.); **Mike D'Agostini**, NorCal Kenworth (Sacramento, Calif.); **Stefano Gabrielli**, Gabrielli Kenworth (Jamaica, N.Y.); **Jim Garner**, CIT Trucks (Normal, Ill.); **Wes Gellhaus**, MHC Kenworth (Leawood, Kan.); **Nicolas Letendre**, Kenworth Maska (Sherbrooke, Quebec); **Dan Mills**, Sioux Falls Kenworth (Sioux Falls, S.D.); **Jeff Minter**, Wisconsin Kenworth (Windsor, Wis.); **Richard Williamson**, Truckworx Kenworth (Birmingham, Ala.); and Kenworth Dealer Council representative **Scott Oliphant**, Kenworth of Louisiana (Gray, La.).

2019 Parts Council

The Parts Council focuses on further enhancing parts quality and customer support for truck operators and fleets. Kenworth Parts Council members for 2019 are: Chairman – **Cory Anderson**, MHC Kenworth, (Leawood, Kan.); **Eric Bontrager**, Wisconsin Kenworth (Windsor, Wis.); **Ryan Colby**, Kenworth Sales Company – Salt Lake City (West Valley City, Utah); **Samuel Letendre**, Kenworth Maska (La Présentation, Que.); **Patrick Lisconish**, Kenworth Northeast Group (Syracuse, N.Y.); **Scott Lockhart**, MHC Kenworth (Denver, Colo.); **Jeff Weaver**, Truckworx Kenworth (Birmingham, Ala.); **Clayton Zuchotzki**, GreatWest Kenworth (Calgary, Alb.); and Kenworth Dealer Council representative **Boyd McConnachie**, Inland Kenworth (Burnaby, B.C.).

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