



World's Best

FALL 2017 • VOLUME 21 • NUMBER 2



Award-Winning Fleet at Heartland Express | 7



PACCAR
Powertrain | 5



T370s for Fast, Reliable
Deliveries | 11

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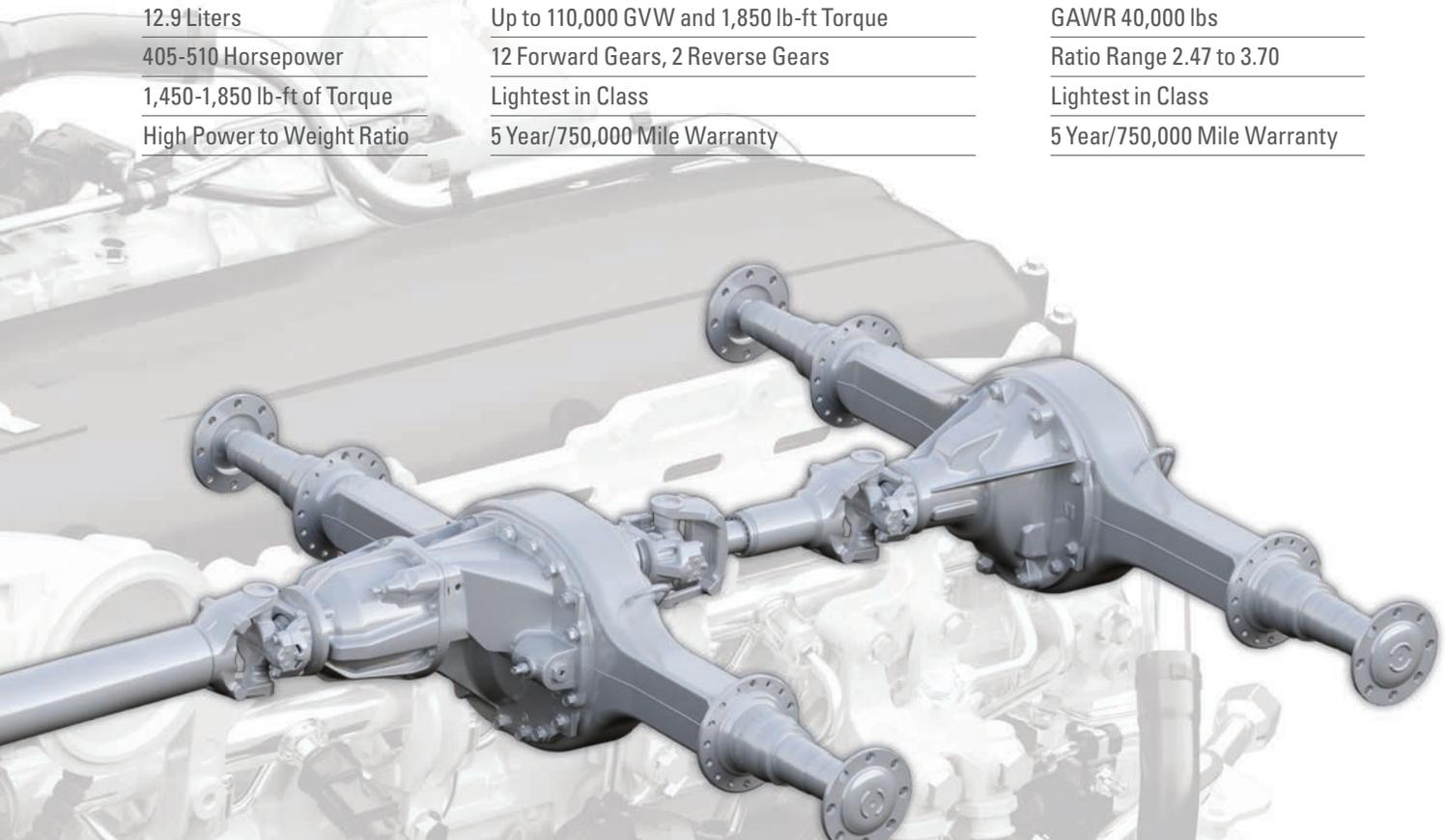
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Introducing the latest advancement in automated transmissions: The new PACCAR 12-speed automated transmission was designed from the ground up to work seamlessly with PACCAR MX engines and axles. The PACCAR transmission represents a major advancement in powertrain performance, productivity, efficiency, driveability and return on investment. PACCAR Powertrain: Powered by Quality.

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PACCAR Powertrain 5

PACCAR introduces 12-speed automated transmission; T680/PACCAR MX engine in DOE SuperTruck II project

Award-Winning Fleet 7

T680s for reliability and driver satisfaction

Hard Working Mixer Trucks 9

Concrete hauler prefers T880S for toughness, durability and driver comfort

Fast, Reliable Deliveries 11

Driver-friendly T370s key to company's success

Kenworth TruckTech+ 13

Increases uptime for flatbed hauler; TruckTech+ video

Medium Duty Trucks 15

T370s available with heavy front drive axles; new T270 cargo van lease program

On-Highway Trucks 16

T680s preferred by HRS Transport, TP Trucking and Floyd Blinsky Trucking

Vocational Trucks 19

T880s deliver more payload; C500s haul superloads; first T880S 7-axle straight truck at work

Kenworth Plants 21

Built with pride at Chillicothe, Ste. Therese and Renton plants

Kenworth Dealer News 22

Kenworth of Pennsylvania Gold Certified

PACCAR News 23

PACCAR Parts, PaLease, PACCAR Financial

The PACCAR Powertrain

At Kenworth, we continue to develop the highest performing, most comfortable and reliable trucks and services for our customers. The latest exciting introduction is the PACCAR Transmission, a 12-speed automated transmission for line-haul applications up to 110,000 lbs. The new transmission is the lightest on-highway, heavy-duty transmission available for commercial vehicles, and is engineered to work seamlessly with PACCAR MX Engines and PACCAR Axles. Together, PACCAR Powertrain components deliver industry-leading performance, superior fuel economy, uptime, and driver satisfaction (p. 5).

Furthering Kenworth's development of innovative products and technologies that will drive future performance and efficiency gains, the T680 equipped with the PACCAR MX-13 engine has joined the SuperTruck II program of the Vehicles Technologies Office of the U.S. Department of Energy (DOE). Kenworth is collaborating with the PACCAR Technical Center, DAF Trucks, and leading supply partners to develop next generation advancements in Class 8 truck aerodynamics, engine and powertrain efficiencies. This program will produce real-world results to benefit fleets and truck operators with continued reductions in fuel usage and emissions (p. 5).

Award-winning Heartland Express benefits today from its Kenworth T680s equipped with the 76-inch sleeper and PACCAR MX-13 engine that provide superior performance, reliability and driver satisfaction. The company assigns "The Driver's Truck" to its million-mile safe drivers, as well as drivers with more than 10 years of service with the company (p. 7).

American Rock Products is an early adopter of the new T880S set-forward front axle model. The company operates four T880S mixers and one T880S Super Dump. Their experience with the T880S confirms its excellent driveability, ride, vision and comfort, and resulting popularity with their drivers (p. 9).

Goodin Company depends on the Kenworth T270 and T370 for exceptional customer service and fast, reliable delivery. The company's Kenworth medium-duty trucks provide uptime reliability, long-term durability and superior driver comfort (p. 11).



Kenworth will continue to develop exciting new programs and products, further enhancing the performance and customer satisfaction of The World's Best® trucks.

Mike Dozier
Kenworth General Manager
and PACCAR Vice President

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PACCAR Introduces 12-Speed Automated Transmission

PACCAR introduces the new PACCAR Transmission, the lightest heavy-duty transmission for on-highway commercial vehicles. The PACCAR Transmission is designed to complement the superior performance of PACCAR MX Engines and PACCAR Axles. Kenworth will begin offering the PACCAR Transmission to North American customers in October.

“The PACCAR Transmission is engineered to work seamlessly with PACCAR MX engines and PACCAR axles and provide industry-leading performance,” says Landon Sproull, PACCAR vice president. “Together, PACCAR Powertrain components deliver superior fuel economy, uptime, and driver satisfaction — top priorities for our customers.” The PACCAR Transmission is designed for line-haul applications up to 110,000 lbs. gross vehicle weight. It is available for engine ratings up to 510 HP and 1,850 lb.-ft. of torque and features tightly integrated electronic communications with the PACCAR MX-13 engine.



The PACCAR Transmission offers the best overall gear ratio coverage available providing excellent low-speed maneuverability, and is up to 105 lbs. lighter than comparable transmissions, savings that customers can use to haul more payload. The 750,000-mile oil change interval is the longest available for line-haul applications, which reduces maintenance costs and increases uptime.

The transmission includes a fluid pressure detection system that protects the gears and shafts from low fluid conditions and allows PACCAR to offer industry-leading warranty coverage. Other features include a maintenance-free clutch and an internally routed electrical system to maximize durability. PACCAR’s new column-mounted shifter puts gear selection and engine brake controls at the driver’s fingertips for better ergonomics and improved performance.

Kenworth T680 with PACCAR MX Engine to Participate in DOE SuperTruck II Project

Kenworth will collaborate closely with the PACCAR Technical Center and DAF Trucks NV (PACCAR’s European company) to develop important advancements in Class 8 truck aerodynamics, engine and powertrain efficiencies with \$8 million in year-one funding provided by the Vehicle Technologies Office of the U.S. Department of Energy (DOE) SuperTruck II program. Other partners include Eaton, National Renewable Energy Laboratory (NREL), Mississippi State University, and AVL.

The project will utilize the company’s on-highway flagship Kenworth T680 with the 76-inch sleeper and the fuel-efficient PACCAR MX engine. The project’s target goals include the demonstration of greater than 100 percent improvement in freight efficiency over 2009 equivalent product, and achieving 55 percent in engine brake thermal efficiency. “The U.S. DOE SuperTruck II project is an excellent opportunity for Kenworth, the PACCAR Technical Center and DAF engineers, along with our partners, to explore significant modifications to aerodynamic design, while also developing key ways to



further enhance the efficiency of the PACCAR MX engine and PACCAR Powertrain,” says Mike Dozier, Kenworth general manager and PACCAR vice president. “This is an important program that can produce real-world results to benefit fleets and truck operators with even greater reductions in fuel usage and emissions in the future.”

PACCAR joins four other SuperTruck II teams working to develop such innovative technologies designed to more than double the freight efficiency of Class 8 trucks. Up to \$12 million in additional funding could be awarded for the Kenworth T680 and PACCAR MX engine project over the next three years, subject to annual appropriations by Congress, which has been very supportive of the SuperTruck II initiative. According to the DOE, trucks haul 80 percent of goods in the United States and use about 28 billion gallons of fuel per year. This accounts for approximately 22 percent of total transportation energy usage and presents a significant opportunity to increase efficiency and reduce cost for a key segment of the nation’s transportation sector.

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Award-Winning Fleet

Recognized by customers for superior on-time service, major carrier selects T680s for reliability and driver comfort

Heartland Express, Inc., headquartered in North Liberty, Iowa, serves customers throughout the United States with award-winning excellence. One of North America's largest carriers, Heartland has been recognized 18 times by Forbes Magazine as one of the Top 200 Best Small Companies in America, as well as being ranked by Logistics Management Magazine 13 times as one of the Best Truckload Carriers in America.

"Receiving these recognitions is a testament to the people at Heartland who make it happen every day, especially our drivers who deliver the freight safely and on time," says Heartland CEO Michael Gerdin. To help attract and retain the industry's best drivers, in 2016 Heartland purchased more than 500 brand new Kenworth T680s – The Driver's Truck. The fleet's new model Kenworth T680 76-inch high-roof and mid-roof sleepers, powered by PACCAR MX-13 engines, provide superior performance, reliability and driver satisfaction. During a special ceremony last year, Gerdin rewarded his top drivers with the keys to the company's first, newly-delivered 2017 Kenworth T680s, demonstrating Heartland's highest regard for the quality and comfort of Kenworth.

"There are a lot of amenities in the Kenworth T680 that, in my 30 years of trucking, I've never seen before, like electrical outlets on the wall. It's almost like being in a house," says David Oldhouser, a 10-year Heartland veteran with more than one million safe miles with the

company. "It's just a very nice truck, handles great and the ride is unbelievable."

Superior uptime and fuel efficiency

With a 4,000-truck fleet, Gerdin says running top quality equipment is key to the company's success. "Uptime is the biggest issue for us when we select which trucks to purchase," he says. "Without a doubt, we haul a lot of time-sensitive freight." Heartland was recently named Carrier of the Year by FedEx for fiscal year 2017, with 99.97 percent on-time service on more than 32,000 loads. The hauler has received similar awards from other major customers, including BP, Pepsico, Sam's Club and DHL.

"All our Kenworths are getting 7-plus mpg*, fully loaded," says Gerdin. "We're honored to service a great list of customers, and our

Kenworths allow us to provide dependable service. We like the performance and body style of the T680s, and we're extremely happy with the uptime."

Most importantly, Gerdin says, driver acceptance has been very good. "Lots of drivers want to get into the new Kenworths, so we've been earmarking them for our million-mile safe drivers, or drivers who have been with us for more than 10 years. Those guys get first crack at the new Kenworths. Our best drivers are scooping them up really quick."

Founded in 1978 by Michael's father, Russell Gerdin, Heartland's vision for success has never wavered. By employing the best people and maintaining a quality, late-model fleet, the company is committed to supporting customers with the highest level of service. It's why top shippers depend on Heartland Express for reliable, on-time service.

In turn, Heartland relies on its drivers – who are well known to be among the best in the business – to help exceed customer expectations. With an average driver experience level of more than nine years, the company consistently delivers on-time results with the help of Kenworth T680s.

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

"We like the performance and body style of the T680s, and we're extremely happy with the uptime."

— Michael Gerdin



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Hard Working Mixer Trucks

Concrete hauler prefers new T880S mixers with PACCAR MX-13 engines for toughness, durability and driver comfort

American Rock Products, Inc. is the premier provider of aggregate and redi-mix concrete products in the Columbia Basin region of the Pacific Northwest. Founded in 2001, this subsidiary of Eucon Corp. now operates concrete plants in Richland, Pasco, Kennewick, Walla Walla, and Prosser, Wash., and in Hermiston and Boardman, Ore., as well as a portable batch plant.



“Kenworth builds the most maintenance friendly and durable trucks we can find.”

— Wade Blagg

No job is too big or too small for American Rock — from 50,000 yards of concrete highway jobs, commercial-industrial jobs, dam projects for the U.S. Army Corps of Engineers, to two yards of concrete for sidewalk repairs in someone’s front yard. Between these extremes, the company pours endless yards of concrete for buildings, schools and home foundations.

Better ride, driveability, visibility

With a fleet of 92 trucks, mostly Kenworths, American Rock was an early adopter of the new Kenworth T880S with set-forward axle. Now the company operates four T880S mixers with McNeilus drums, and one T880S Super Dump. “Drivers love the T880S,” says Wade Blagg, fleet maintenance manager at American Rock. “The driveability, ride, vision and operator comfort are awesome. I’d have a war on my hands if I tried to pull drivers out of those trucks.”

With daily deliveries to a broad customer base, most loads are within 25 miles of an American Rock plant. In more

remote regions of its northern Oregon market, trucks might travel as far as 60 or 70 miles. “We run all PACCAR MX-13 engines,” says Blagg. “For the last three years, I have only ordered PACCAR engines because we’ve had really good luck with them. They save us weight and money on both our mixers and super dumps.”

Specialized mixer trucks are intended to run for many years, so there’s a lot to think about before buying new trucks, says Blagg. “Kenworth builds the most maintenance friendly and durable trucks we can find. The support we get from Kenworth Northwest - Pasco is terrific. Without good support, I don’t care what kind of equipment we’re talking about, it’s not worth a darn.”

Dependable quality and support

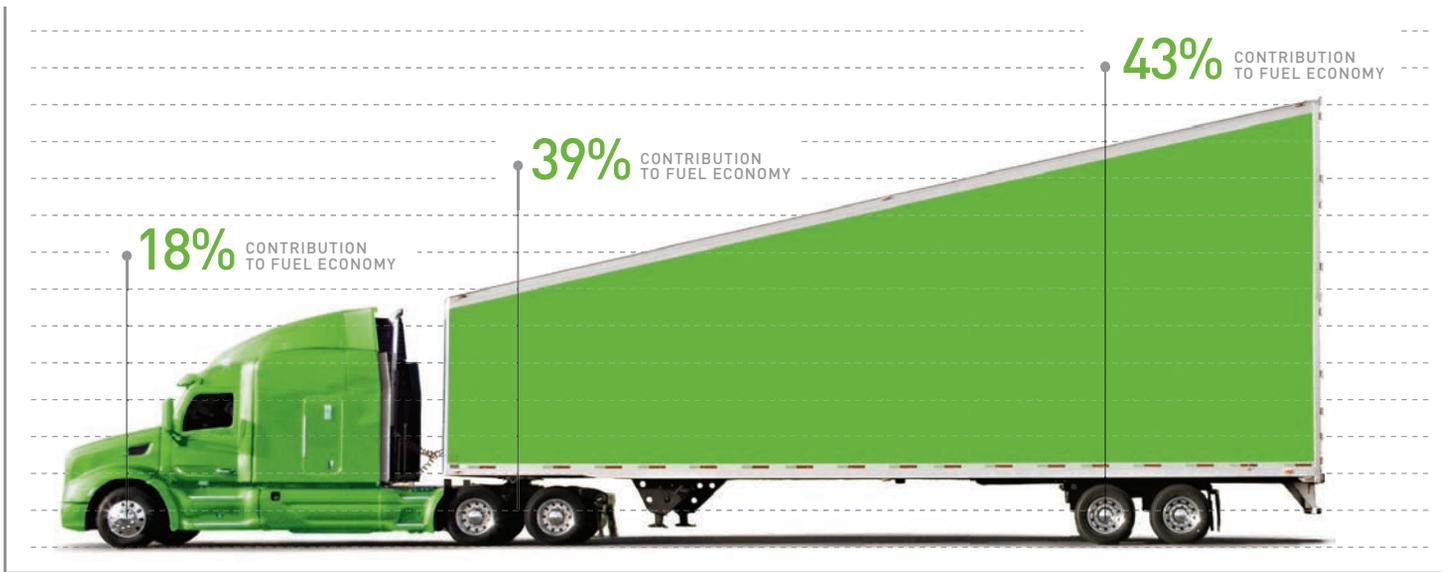
American Rock orders new mixer trucks through McNeilus “because they really know what they’re doing,” says Blagg. “They work closely with Kenworth to set up the mixer correctly. Because we order so many of them, you can’t beat the price, quality, durability and support. That’s why I choose to go with Kenworth.”

The Kenworth T880S with PACCAR MX-13 engine delivers 510 horsepower. “With the right horsepower, torque and correct gearing, the truck doesn’t have to work as hard and that means a little better fuel mileage, too,” says Blagg. Driver Justin Hardin appreciates the comfortable cab. “There’s more headroom, visibility is better and the T880S rides great,” says Hardin. “I’m not a small guy, so the extra roominess inside the cab makes a big difference for me. Along with the clutch assist on the 9-speed Eaton transmission, it’s easier to push in, so there’s less fatigue at the end of the day.”

With a quality truck like the T880S, drivers tend to appreciate their equipment more and take better care of it, Blagg says. “When employees are happy, they’re successful, and so are we.”



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Fast, Reliable Deliveries

Uptime is key to company's success with dependable, driver-friendly Kenworth T370s

For 80 years, Minneapolis-based Goodin Company has served the Upper Midwest as a trusted wholesaler of quality kitchen and bath fixtures, plumbing equipment, HVAC and industrial supplies. The company's well-earned reputation for customer service depends on consistently fast and reliable deliveries.

To assure long-term service excellence, Goodin started purchasing Kenworth trucks about 15 years ago, and has been a loyal Kenworth customer ever since. With 15 locations across Minnesota and Wisconsin, as well as in Fargo, N.D., Sioux Falls, S.D., and Omaha, Neb., Goodin depends on quality Kenworth trucks for uptime reliability, long-term durability and driver comfort. Today, the company operates an elite fleet of Kenworth medium duty delivery trucks.



"Sometimes we have to drive 400 miles a day in winter weather. The Kenworth T370s get the job done, no problem."

— Russ King, company driver

Drivers appreciate comfort and performance

New trucks are spec'd with the PACCAR PX-7 engine, rated at 300 hp, and driven through Allison automatic transmissions. Drivers appreciate the comfortable ride, excellent visibility, easy handling and rugged dependability in all weather conditions. "The Kenworths are great," says company driver Russ King, who works out of the Wausau, Wis. branch. "Sometimes we have to drive 400 miles a day in winter weather, making deliveries all over Central Wisconsin up to the Michigan border. The Kenworth T370s get the job done, no problem."

Over the years, Goodin's Fleet Operations Manager Tom Newman has refined the company's truck spec to make Goodin delivery vehicles as driver friendly as possible. Newman has been buying trucks for 25 years and remembers when he purchased the company's first Kenworth. "We put one through its paces in Minnesota back then, and it did really well, so we bought one. Since then, the Kenworth product has only gotten better and better. All our trucks are Kenworth now."

The newest truck spec includes roof fairings and fender-mounted mirrors, among other components. The roof fairing gives the truck a unique look and helps improve fuel efficiency, says Newman, while the fender-mounted mirrors

"help our drivers see more clearly behind and around their trucks on both sides.

"We provide the best equipment we can find, and that goes a long way with our drivers," says Newman. "When we go out to a job site or drive around town, our trucks project a quality image. The graphics are like company billboards. The T370s are ambassadors for Goodin Company and drivers take pride in that."

Service partners you can count on

With 13 new T370s added since 2015, Newman values the sales and service support the company gets from its dealer, Rihm Kenworth – St. Paul.

"We have stuck with Kenworth because of great quality and service," says Newman. "Here in Minnesota, Rihm Kenworth handles all our service needs, and we recommend to all our branches that they work with their local Kenworth dealers. We get great service from the professionals at Rihm Kenworth."

With 75 trucks in the fleet, Goodin runs about 60 delivery trucks, mostly T370s and some T270s, and about 15 tractors, including T680s. "I'm always trying to better our fleet while making it more cost effective," says Newman, who has been ordering PACCAR engines since they were first introduced. "We like to keep our equipment a long time and appreciate the durability of our Kenworth trucks powered by PACCAR engines."





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Kenworth TruckTech+ Increases Uptime for Flatbed Hauler



Central Oregon Truck Company operates 242 Kenworth T680s and values the impact TruckTech+ has had on driver productivity and performance, says Phil Taylor, vice president of maintenance. “Since TruckTech+ notifies us of potential issues as they unfold, we can plan any necessary maintenance around our drivers’ schedules and maximize uptime,” Taylor says.

When one of the company’s T680s traveled under load in Canada earlier this year, the system alerted the

company and the local Papé Kenworth dealer through email notifications about a potential fuel pressure issue. Brian Tate, Kenworth TruckTech+ Service Management program coordinator for Papé Kenworth, monitored the situation and contacted Josh Laughlin, maintenance specialist at Central Oregon Truck Co., to discuss options. Having examined the truck’s service records, Tate saw that the fuel system was just about due for its next scheduled service.

“Based on the telematics data from TruckTech+ and our experience with the fuel systems, I was able to make the recommendation to continue driving, drop the load, and plan to service the truck at a more convenient time later that week,” Tate says. After dropping his load, the driver was given another load that would send him back toward his home base in Denver. As the week wore on, the code alerts became more frequent, so Tate recommended the truck go in for service before it reached Denver. “The truck’s fuel system was serviced and the problem resolved,” Tate says. Kenworth TruckTech+ Remote Diagnostics helps customers like Central Oregon Truck Co. maximize truck uptime by streamlining service and repair processes.

TruckTech+ Video Showcases Remote Diagnostics, Service Management Systems

Check out the video starring the Kenworth TruckTech+ Remote Diagnostics and Service Management systems, which streamline communications, accelerate diagnostics, and expedite service work to help maximize uptime for fleets and truck operators.

Kenworth TruckTech+ Remote Diagnostics enhances vehicle diagnostics by providing engine health information for Class 8 Kenworths, equipped with PACCAR MX or Cummins diesel engines, to fleet managers and Kenworth dealers. The system diagnoses the problem and provides the recommended solution to the driver and fleet manager.



Today, more than 50,000 Kenworth Class 8 trucks are equipped with Kenworth Truck Tech+ Remote

Diagnostics, which enables fleets to view real-time vehicle health in the PACCAR Solutions portal. Those Kenworth trucks have combined to travel over 3 billion miles.

This year, Kenworth has expanded TruckTech+ to include TruckTech+ Service Management powered by Decisiv.

Kenworth TruckTech+ Service Management provides detailed chassis information, parts catalogs, service bulletins, parts and



service promotions, as well as warranty and repair history to service technicians at Kenworth dealerships, helping them resolve issues more quickly and efficiently.

The back office integration of TruckTech+ Remote Diagnostics and TruckTech+ Service Management offers additional value-added data sharing for Kenworth chassis.

The Kenworth TruckTech+ video is available on the TruckTech+ section of Kenworth’s website



(www.kenworth.com/trucks/technologies/kenworth-connected-truck), and on the Kenworth YouTube channel (www.youtube.com/KenworthTruckCo).



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Kenworth T370 Now Available with Factory-Installed Heavy Front Drive Axles

The T370 is now available with factory-installed 18,000 lb. and 20,000 lb. front drive axles. The new offering is targeted for heavy utility services, construction, municipalities, fire and rescue, and other specialty applications. The T370 offers the Fabco FSD-18A and FSD-20A front drive axles paired with an all-new Fabco TC-548 transfer case for exceptional durability. The two front drive axles are available with the PACCAR PX-9 engine rated up to 350 hp and 1,150 lb-ft of torque. Both models require taperleaf front springs, and are available with air or mechanical rear suspensions. Kenworth has designed the front drive axle configurations with the lowest possible cab and frame heights. This allows easier body access and permits body builder boom installations to remain under most height requirements in U.S. states and Canadian provinces.



Kenworth Introduces Cargo Van Lease Program



Kenworth and PACCAR Financial have partnered to introduce a cargo van lease program in the United States. The new program is for fleets and truck operators that purchase Kenworth T270 Class 6 conventional models in a cargo van specification equipped with a 26-foot Morgan van body and a liftgate. The Kenworth program offers a 60-month term on a fair market value (FMV) lease with monthly payments of \$885. With its excellent visibility, aluminum cab and 55-degree turning angle, the T270 is an ideal truck for pickup and delivery operations, such as furniture delivery, food logistics, and beverage haulers. The T270 cargo van lease specification includes the PACCAR PX-7 engine and an Allison automatic transmission.



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T680 Premium Features “Golden” for HRS Transport

Howard Sodano abides by the “Golden Rule.” Do unto others as you would have them do unto you. It’s been his mantra since starting his trucking company — HRS Transport — more than 30 years ago. “I started with one truck at the age of 25,” Sodano says. “I decided that when I hired drivers, I’d treat them the way I’d want to be treated. And that includes driving the best trucks.” Sodano has grown his fleet to 36 trucks as a dedicated carrier to a health and beauty aids company.

In 2013, the fleet transitioned to the Kenworth T680. “We were running the Kenworth T660, but we saw the T680 with the PACCAR MX engine as a clear improvement in terms of comfort and performance,” he says. Sodano specs his T680s with 76-inch sleepers to the nines, including GT703 premium leather seats with 180-degree swivel on the passenger seat, Kenworth Idle Management System for



engine-off heating and cooling, drawer-style refrigerator, Sirius satellite radio, and all the excellent storage and other features of the T680 Driver’s Studio. And, just as importantly, the company’s annual fuel costs have come down by nearly \$3,000 per truck, thanks to the aerodynamics of the T680, coupled with the PACCAR MX-13 engine’s fuel-sipping performance. The T680/PACCAR engine pairing is getting a half mile per gallon improvement* in fuel economy over the performance of his previous combination.

HRS Transport has a driver turnover rate of less than 20 percent, thanks to Sodano’s “driver-first” mentality. “I would never put a driver in a truck that I didn’t want to drive myself,” he says.

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

T680s Provide Excellent Fuel Economy, Driver Retention for TP Trucking

When Rob Sanderson began driving for Central Point, Ore.-based TP Trucking, a privately held flatbed hauler, he had to pinch himself. “Compared to my previous job driving trucks and hauling produce, I thought I had died and gone to heaven,” says Sanderson, who has been especially impressed by his latest Kenworth — a T680 with a 76-inch sleeper and 455-hp PACCAR MX-13 engine. “The visibility with the T680’s windshield is incredible. I love that I can stand up and walk between the seats without having to bend at all,” the 6-foot-3-inch driver says. “And the PACCAR MX-13 engine is quiet and has all the power I need to climb mountain passes with heavy loads.” He also appreciates the larger fuel bonuses he earns for exceeding TP Trucking’s fuel mileage goal with the T680, which provides a 7 percent enhancement in fuel economy performance* over his previous 2012 Kenworth.

“The excellent fuel economy of our T680s enables us to invest in the very best equipment,” says Craig Turner, general manager of TP Trucking. “With each new Kenworth model we purchased, starting with the T660 in 2012 and the T680 in 2014, we’ve improved our average fleet fuel economy by nearly a full mile per gallon. Some

of our drivers are getting as high as 8 mpg* in fuel economy. That represents a huge savings,” he says. “With the creature comforts offered by the T680s, our driver satisfaction is high and turnover low — both critical to the success of our company. To successfully haul loaded flatbed trailers takes highly trained drivers, and the Kenworth T680s help us attract and retain the industry’s best drivers.”

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



Floyd Blinsky Trucking Shows Its True Colors

When Matt Blinsky was asked the company's fleet color, he answered with a laugh. "We don't have one. We've got 74 trucks, and probably 25 different colors. It's all by design."

Operating primarily Kenworth T680s, Yakima, Washington-based Floyd Blinsky Trucking doesn't believe in conforming to the norm, says Blinsky, who serves as vice president of the company. Blinsky's dad, Floyd, started the company in 1977 and serves as president. "My dad started the operation as a driver," says Blinsky. "I was a driver, too, so we understand the importance of a quality truck to drive." The 59 Kenworth T680s with 76-inch sleepers are spec'd with the Driver's Studio, 455-hp PACCAR MX-13 engine and 13-speed transmissions. The company also has 15 day cabs for local deliveries, plus it operates a small flatbed operation in the Yakima area.

"We wouldn't want to have a driver operate something we ourselves wouldn't want to drive," Blinsky says. "We've got the premium Driver's Studio with the Diamond VIT package, leather interior, top of the line seats, drawer-style refrigerator, inverter, and TV installation package. We love the swivel passenger seat and fold out table, and there is plenty of storage for our drivers, who are typically



out seven to 10 days. We love the way the T680s drive, and they're so quiet with the PACCAR MX-13 engine."

The efficiency and reliability of the Kenworth T680 and PACCAR engine is a huge plus for Blinsky. "Before we made the switch to Kenworth in 2011, we ran another brand and were having engine issues; those trucks had a lot of downtime," says Blinsky. "We've been very happy with the PACCAR engine. It's been a good decision for us."

Kenworth T680 Featured in Programs to Support Veterans, Truckers Against Trafficking



From Left: Gregg Softy (Army) of Stevens Transport, Wayne Roy (Marine Corps) of U.S. Xpress and Daniel Shonebarger (Navy) of Melton Truck Lines are the finalists in the Transition Trucking: Driving for Excellence" recognition program to find America's top rookie military driver who made the successful transition from active duty to commercial fleet driver. Kenworth donated The Driver's Truck™ — a Kenworth T680 Advantage with 76-inch sleeper and PACCAR MX-13 engine — as the recognition award. The effort includes FASTPORT and the U.S. Chamber of Commerce Foundation's Hiring our Heroes program.



The "Everyday Heroes" Kenworth T680 — with a 76-inch sleeper and PACCAR MX-13 engine — was auctioned at Ritchie Bros. in June. Mike Jimenez, owner of J&L

Transportation, submitted the winning bid, which netted a record, one-time \$89,000 gift to Truckers Against Trafficking — a 501(c)3 non-profit devoted to stop human trafficking by educating, mobilizing and empowering the nation's truck drivers and rest stop employees. Led by Don Blake, Inland Kenworth — Phoenix new truck sales manager, the effort included many trucking industry sponsors that donated equipment or discounted their pricing to build the special T680.

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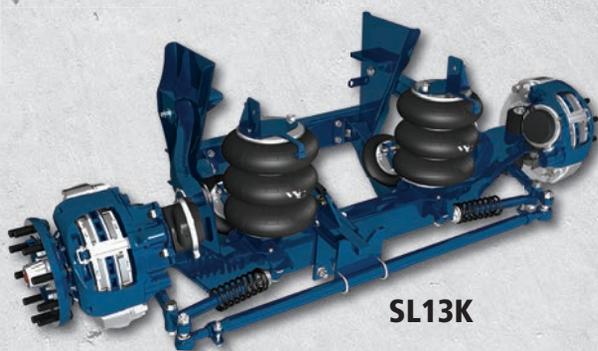


T880

T880S



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Brown Transportation Finds MPG Improvement and More Payload with T880s

When Wayne Brown bought his rock/aggregate hauling operation in 2010 from his uncle, most of the 24 trucks in the fleet were big hoods. “Now we’re up to 80 trucks,” Brown says. “And we’ve made the transition from the high-hood to the Kenworth T880 with the PACCAR MX-13 engine. That decision is really paying us back. We’re getting up to 1.5 mpg improved fuel economy* and the trucks weigh in at nearly 900 pounds lighter. When you run fully loaded with between four to 10 runs per day to a rock crusher, that extra payload really adds up.” Brown Transportation purchased its Kenworth T880s from MHC Kenworth – Ardmore.

Brown’s T880s average around 100,000 miles per year. “With the fuel savings we’re seeing with the T880, it means each truck is saving us close to \$10,000 in fuel per year,” he says. Another competitive advantage for the company is its decision to spec the Kenworth T880s with the 52-inch mid-roof sleeper. “On our 43 T880s, we’re running the 52-inch mid-roof sleeper,” Brown says. “While our headquarters are in Ardmore, we have our trucks domiciled in Krum, Texas, and in Davis, Oklahoma, and Oklahoma City. On a Monday, the trucks might

have a job 100 or more miles away, so they’ll work that site all week – making runs to a crusher or pit nearby. It doesn’t make sense to deadhead back to our facility every day. So, that’s why the need for a sleeper. And this size gives our drivers the comfort they need, plus it’s tall enough so they can stand inside the sleeper.”

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



Kenworth C500 Serves As Prime Mover to Haul Superloads

When loads exceeding a quarter of a million pounds need to be moved, few haulers in the United States possess the kind of equipment operated by Shelbyville, Kentucky-based Edwards Moving and Rigging. “The Kenworth C500 offers us the power and transmission combination that can pull our trailers fully loaded with gross combination weights up to 900,000 pounds,” says Bill Watts, vice president of operations.

Before the company bought its first two C500s, Edwards used specialized trucks to haul the heavier loads, but because of their width, they had to be hauled to the move, along

with the trailers, and then picked up once the move was completed. In 2011, Edwards began buying Kenworths. “We have found Kenworth engineers and the Worldwide Equipment staff in Middlesboro, Kentucky, to be quite knowledgeable about the heavy haul industry,” Watts says. Edwards newest C500s are equipped with 15-liter, 550-hp engines coupled with 7-speed Allison 4700RDS automatic transmissions, two-speed tandem rear axles, and tandem planetary hubs.

“The C500’s automatic transmissions allow our drivers to synchronize shifting much more easily than if they were using manual transmissions,” says over-the-road equipment manager Kyle McAfee. “That’s particularly important when we use several C500s to pull and push the load. Our drivers have greater control and, since it’s not lurching forward, we can eliminate potential damage to our trailers.” It can take up to two years to plan, coordinate and obtain all of the necessary permits for a big move, Watts says, “so it’s important that we stay on schedule. We need to rely on our equipment and equipment dealers. Kenworth and its dealer network certainly deliver with the C500 and continued dealer support after the sale.”



First Kenworth T880S 7-Axle Straight Truck Goes To Work in Feed Hauling Operation

White Oak Mills, a Pennsylvania-based feed manufacturer, recently took delivery of a Kenworth T880S 7-axle straight truck, becoming Kenworth's first customer to operate a T880S in this configuration. According to Josh Long, White Oak Mills transportation manager, the 7-axle configuration with 26-foot Walinga feed body allows the company to increase the amount of animal feed it hauls into Maryland



and New Jersey — going from 11.25 tons per truckload to 22.75 tons. In addition, the company can carry three more tons of feed per load within its home state of Pennsylvania.

“This is huge for our company, especially in neighboring states where our load was restricted due to state laws,” says Long. “If you’re registered outside of Maryland and New Jersey, a tri-axle truck is considered a tandem axle, so we were not as efficient in how much feed we could deliver. However, with the 7-axle configuration that conforms to federal bridge laws, our out-of-state sales will be more efficient.”

White Oak Mills operates a fleet of 21 Class 8s — the new 7-axle T880S; 8 tri-axle straight trucks with 26-foot feed bodies; and 12 tractors hauling 40-foot feed trailers. The company delivers feed within a 150-mile radius of its plant, primarily for swine, dairy and poultry operations. “We purchased five T880 models earlier — drivers absolutely loved the ride and their productivity,” says Long. “When we worked with Kenworth of Pennsylvania - Carlisle and found new specs were available with the new T880S, we jumped at the opportunity. The key was a shorter hood (114-inch), the set-forward front axle, along with the PACCAR MX-13 engine (rated at 510 hp /1,850 lb-ft of torque) with an 18-speed transmission. It allowed us an overall length of 40 feet, with 45-inch spacing between the pusher axles and 54-inch space for the tag axle.”

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Kenworth “Built In America” Inspires Pride in Chillicothe, Ohio

“Chillicothe is a crown-jewel when it comes to truck manufacturing,” says Bill Burns, new truck sales manager for Kenworth of Pennsylvania. “Having trucks built in America resonates with my customers. They know they’re getting an extremely well-built product, and they’re helping to support jobs in the United States. As a dealer group, we never miss an opportunity to take new customers to Chillicothe to show them how their trucks are built; they walk away so impressed. They always comment about the quality and the passion they see in the people that are building their trucks. It’s inspiring.”

For Dave Clark, fleet manager for Dutch Valley Food Distributors, the Kenworth-Chillicothe plant tour was eye



opening. “It’s good to see jobs in manufacturing stay in the U.S.,” he says. “That’s important to us — we could see that everyone in Chillicothe was committed to building a quality product. I had never toured a factory before and the precision was something else. The number of trucks going through, and how everyone worked together — the teamwork was very evident. We’ve felt the quality of the Kenworths we have in our fleet are much better than other brands and I could see why after visiting the plant.”

Kenworth’s Chillicothe, Ohio, plant was opened in 1974, employs more than 1,750 people, and has built more than 530,000 Kenworths during its history. Over the past five years, Kenworth has invested \$67 million in the plant to further enhance its efficiency and productivity.

Kenworth Medium Duty Trucks Built with Pride in Canada

“Kenworth medium duty trucks are built with a lot of pride at PACCAR’s Ste. Therese factory,” says Mike Parent, general manager of Kenworth Montreal. “We hold customer events at the factory and showcase the amount of care and quality built into every Kenworth medium duty conventional. A quality-designed and built truck is our competitive advantage, and a factory tour reinforces that message.”

According to Chakib Toubal-Seghir, Ste. Therese’s plant manager, more than 167,000 medium duty trucks have been built at the factory since 1999, and innovations and quality improvements continue to be made. “We never stop advancing our processes,” he says. “We have a dedicated



workforce, augmented with the precision of robotics. Last year, more than 1,100 customers visited our factory. Our employees are always very proud to work in front of customers, to showcase the level of expertise and care that goes into the building of the trucks.”

For William Pasquini, sales and purchase manager at Discount Car and Truck Rentals, the factory tour he took when his five T370s were being built was eye-opening. “The first thing you notice is the cleanliness — you just don’t expect a pristine environment within a manufacturing facility,” Pasquini says. “Everything was so organized up and down the line, with assemblers checking their work to ensure quality.”

Kenworth-Renton Honored

Kenworth’s assembly plant in Renton, Washington, recently received a Gold Award presented by the King County Industrial Waste Program. Part of King County’s Wastewater Treatment Division, the Industrial Waste Program annually honors local facilities whose business practices contribute to protecting regional water quality. Kenworth – Renton received the award for wastewater compliance covering discharge, permit, ordinance, reporting, self-monitoring, and King County monitoring. Kenworth’s plants in Renton,



Washington, and Chillicothe, Ohio, both hold the prestigious ISO 14001:2004 certification for effective environmental management systems established to help build Class 8 trucks in an environmentally responsible manner. Kenworth’s medium duty products are produced at the PACCAR manufacturing facility in Ste. Therese, Quebec, which also holds ISO 14001:2004 status.

Kenworth of Pennsylvania Offers Gold Certified Service at Four Locations

Over the past two years, Kenworth of Pennsylvania has invested more than \$500,000 on advanced courses for technicians and other employees at its dealer locations. That investment has paid off with the first four of its dealerships — Carlisle, Dunmore, New Stanton and Shartlesville, earning certification in Kenworth Gold Certified status, Kenworth's highest level of dealer service designation.



Kenworth of Pennsylvania - Carlisle

“Kenworth of Pennsylvania’s dedication in encouraging and supporting technicians to obtain advanced training means we have more PACCAR MX engine certified mechanics on duty to respond when our customers need that more advanced level of service, not just during regular business hours,” says Frank Miller, executive vice president of Kenworth of Pennsylvania. Miller was the lead executive in the company’s effort to earn Kenworth Gold Certified status. As a result, most of the technicians at its Gold Certified locations have earned PACCAR MX Engine certification,

with a number of them having completed Kenworth TruckTech+ training. When their customers’ trucks are connected to Kenworth TruckTech+ Remote Diagnostics and Service Management System, Kenworth of Pennsylvania can be better prepared for their arrival.

Gold Certified dealers go above and beyond industry standards by providing rapid diagnosis and estimated repair time

within two hours or less, along with a whole range of other premium services. These include extended evening and weekend operating hours, large parts inventories with guaranteed in-store stock of PACCAR MX engine parts and TRP aftermarket parts, a comfortable and productive driver’s lounge, and Roadside Assistance.



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PACCAR Parts – Driving Business Forward for Customers

Multiple new initiatives are underway at PACCAR Parts with one goal in mind: increase the operational efficiency of every customer, from large fleets to medium- and small-sized owner-operators. “Kenworth customers expect and demand maximum uptime and availability from their equipment, and our mission is to ensure that they are getting exactly that,” says David Danforth, PACCAR Parts general manager and PACCAR vice president. “Accomplishing this is only possible if parts are available quickly and seamlessly.” PACCAR Parts’ global distribution network includes 18 distribution centers with over 2 million square feet of warehouse space across four continents. Global 7/24 distribution support, reliable part availability and shipping accuracy add value and increase customer satisfaction.

The new distribution facility in Renton, Wash., incorporates the latest technology and provides

Kenworth customers with industry-leading parts availability. “We are proud to offer our customers quality service and the highest product availability. We are committed to being a world-class leader in aftermarket parts distribution,” says Laura Bloch, PACCAR Parts assistant general manager – operations.

“We make it easy for customers to order parts on our *Online Parts Counter*,” says Danforth. “Customers can search for and order chassis-specific parts in real time. PACCAR and the Kenworth dealer network are fully integrated with the PACCAR Parts eCommerce site. Additionally, PACCAR Parts Fleet Services has successfully integrated with eCommerce technologies to streamline the parts ordering process.” These quality solutions, blended with technology and innovation, enables PACCAR Parts to drive customers and business forward.

PacLease Offers PacToll through Partnership with Bestpass

PacLease is now offering its lease and rental customers the convenience of automatic toll billing/collecting through its PacToll program. Developed in partnership with Bestpass, the nation’s leading toll management system, the system covers all major toll roads and bridges in the United States. PacLease is the first leasing company to make toll management available at the national level. PacLease trucks equipped with PacToll will automatically consolidate all toll road and bridge fees accumulated



each month and the corresponding toll will be added to the lease invoice. This simplifies the customer process by eliminating the need for them to pay each toll agency on an individual basis. What’s more, it eases the administrative burden for those renting trucks from PacLease. Through PacToll, toll fees are quickly available via the toll management system, which allows customers to receive one accurate bill, complete with any toll charges, at the time of rental return.

PACCAR Financial Corp. Launches Redesigned Website for Pre-Owned Trucks

PACCAR Financial (PFC) recently launched its redesigned pre-owned truck website, which features enhanced search functionality using vehicle make, model, truck components and miles. Users can also save their search parameters and individual truck specs to their profile, so when additional truck inventory is received, it will immediately appear in the saved searches of the users. Product walk-around videos are available showing the

features and advantages of the latest Kenworth trucks. Interested buyers can conveniently interact with the PACCAR Financial sales team online to request price quotes, submit offers, or to schedule an in-person visit. Additional information is also available on extended warranties, factory certified pre-owned Kenworth trucks along with a payment calculation tool. The website can be found at: www.paccarusedtrucks.com.

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