



World's Best

FALL 2018 • VOLUME 22 • NUMBER 2



Introducing the New Kenworth W990 | 6



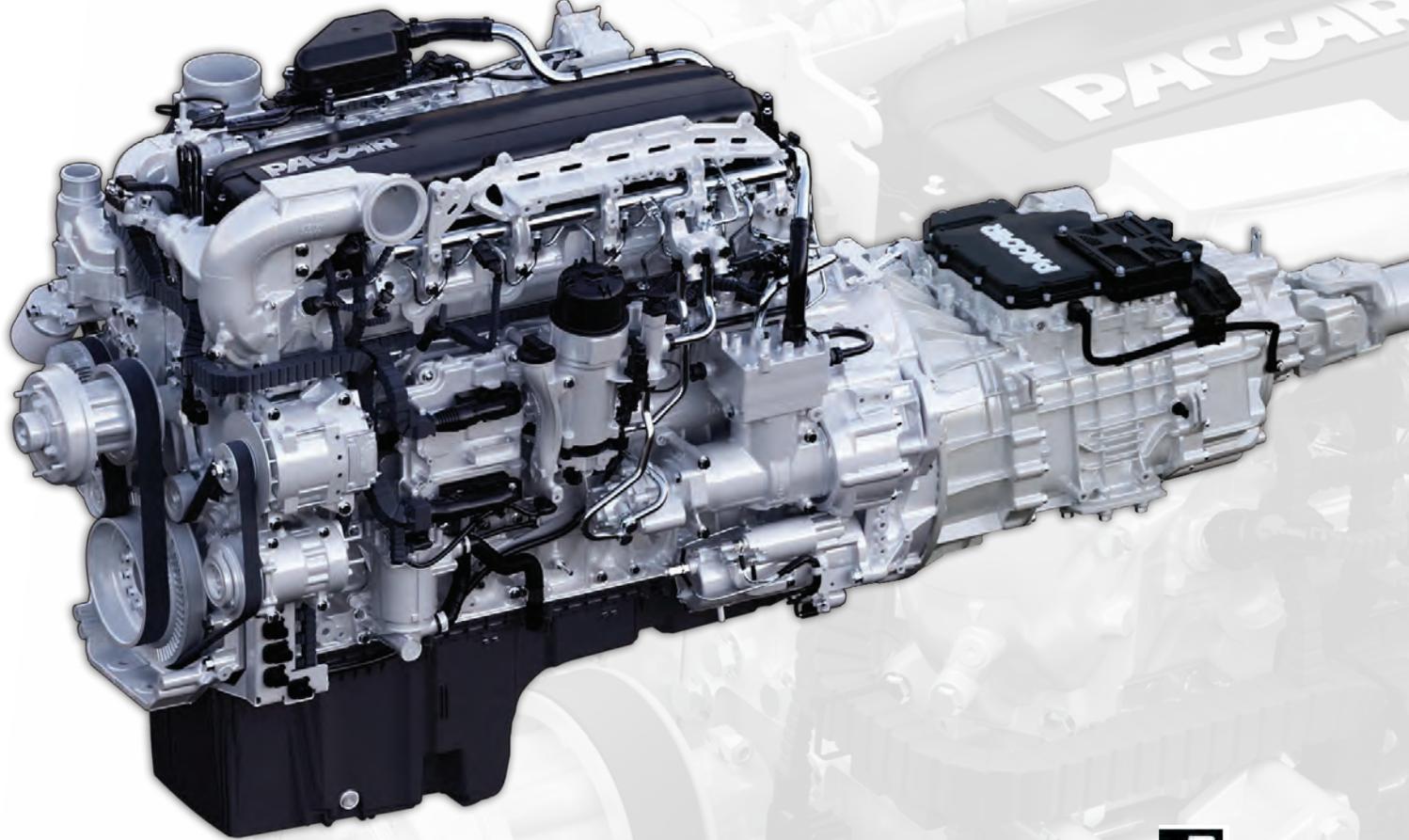
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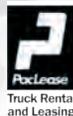
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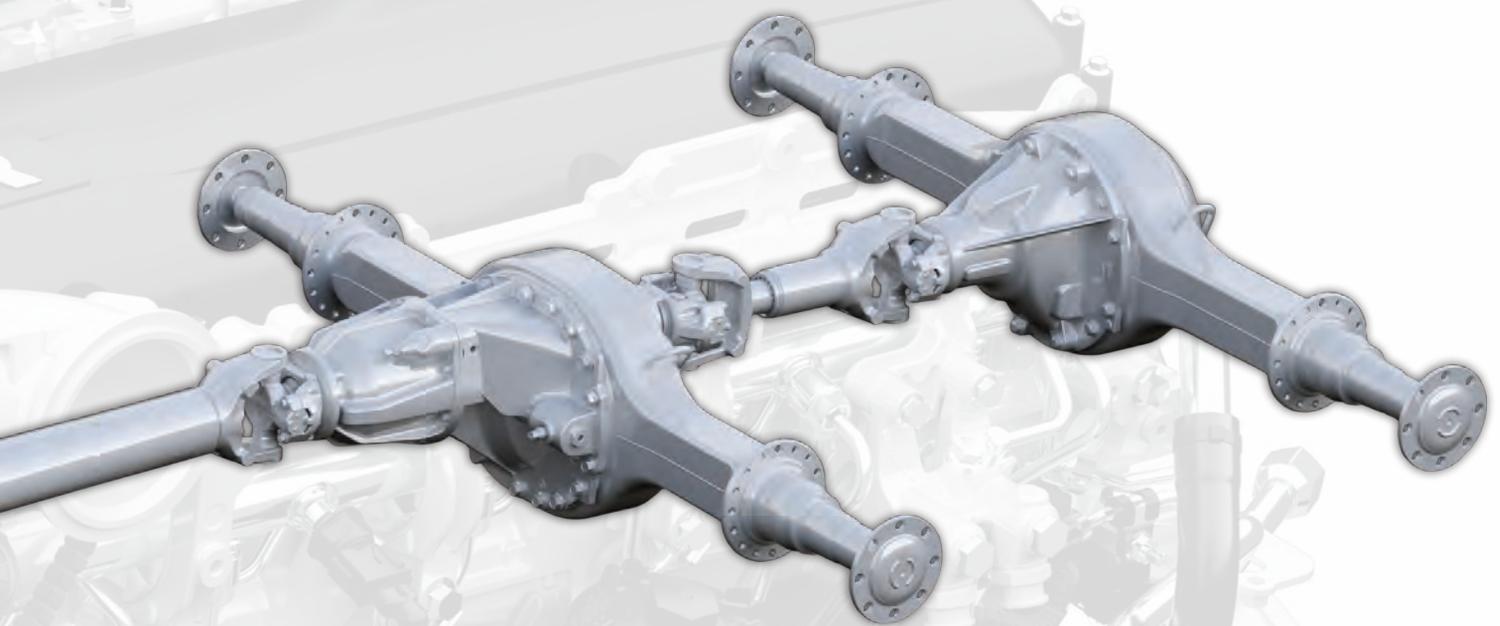
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World's Best, Vol. 22, No. 2, Fall 2018.
Canadian Mailing Information: Agreement Number 1689304.
Change of address or undeliverable copies should be sent to:
P.O. Box 456, Niagara Falls, Ontario, L2E 6V2, Canada.
Postmaster: Please send change of address to
300 N. Executive Dr., Suite 125, Brookfield, WI 53005.

Redefining a Classic

With the blending of tradition through the new, bold Kenworth W990, and the exploration of exciting new technologies through advanced technology development programs, Kenworth continues to lead the industry in setting new standards for building The World's Best® trucks today and on into the future. The mix of modern and classic design in the new W990 long-hood conventional makes it a true driver's truck, delivering quality engineering, exceptional craftsmanship and high-performance dependability in a head-turning package. Designed to maximize performance in over-the-road and vocational operations, the W990 establishes a bold presence among conventional trucks. Available as a 76-inch or 52-inch mid-roof sleeper, 40-inch flat top or day cab, the W990 rewards drivers with the smoothest riding and sharpest-looking truck on the road (p. 6-7).

Kenworth advanced technology development activities are highlighted by two exciting research and development programs. The first is the development of major advancements in Class 8 truck aerodynamics, engine and powertrain efficiencies under the \$40 million match-share SuperTruck II program with the Vehicle Technologies Office of the U.S. Department of Energy. Industry partner UPS will provide guidance on its drive-and-duty cycles to optimize SuperTruck II vehicle performance. The Kenworth/UPS collaboration will help advance cutting-edge technologies in real-world truck applications today, while also developing performance and efficiency models for the future (p. 5).

Additionally, Kenworth and Toyota are working together in conjunction with the Port of Los Angeles to develop 10 zero-emission, hydrogen fuel-cell electric Class 8 trucks on the Kenworth T680 platform. The "Shore to Store" project has been conditionally awarded \$41 million by the California Air Resources Board (p. 5).

Meanwhile, customers are benefiting from Kenworth's recent advancements. Featured in this issue are Kenworth T680 customers CFI (p. 11) and Groendyke Transport (p. 13), T880 aggregate hauler R.J. Valente (p. 15), and T370 beer distributor J.J. Taylor (p. 17). These fleets all appreciate the quality and reliability that Kenworth products provide to get the job done in their respective applications.



Mike Dozier
Kenworth General Manager
and PACCAR Vice President

Kenworth and UPS Collaborate on DOE SuperTruck II Program

Kenworth is developing important advancements in Class 8 truck aerodynamics, engine and powertrain efficiencies under the \$40 million match-share SuperTruck II program with the Vehicle Technologies Office of the U.S. Department of Energy (DOE). Goals for the program include the demonstration of a greater than 100 percent improvement in freight efficiency* over 2009 equivalent product, and achieving 55 percent brake thermal engine efficiency using the industry-leading PACCAR MX engine.

UPS deploys advanced technology to efficiently manage the transportation of packages and freight. For the SuperTruck II project, UPS will provide guidance on its drive-and-duty cycles to optimize SuperTruck II performance. UPS will also offer advice on the commercial feasibility and driver acceptance of technologies developed under SuperTruck II,” says Mike Dozier, Kenworth general manager and PACCAR vice president. “This important program is designed to produce advancements that will benefit fleets and truck operators with future reductions in fuel usage and emissions.”

“The UPS collaboration with Kenworth is an opportunity to study cutting-edge technologies in our real-world truck applications, expand the boundaries beyond what is pos-

sible today, and further enhance performance and efficiency,” says Bill Brentar, UPS Director of Maintenance and Engineering for Transportation Equipment at the company’s headquarters in Atlanta, Georgia. “This initiative will also help support UPS’s sustainability commitment which targets a 12 percent reduction in its absolute greenhouse gas (GHG) emissions from global ground operations by 2025.”

PACCAR joins four other SuperTruck II teams working to develop innovative technologies designed to more than double the freight efficiency of Class 8 trucks. The project is subject to annual appropriations by Congress, which has been very supportive of the SuperTruck II initiative. Kenworth also is working closely with the PACCAR Technical Center and DAF Trucks NV (a subsidiary of PACCAR), Eaton, National Renewable Energy Laboratory (NREL), and AVL. 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.

**Freight Efficiency is (Ton-Mile)/Gallon*

Kenworth and Toyota Team with Port of Los Angeles Zero Emissions Project

Through the California Air Resources Board’s Zero Emission and Near Zero-Emission Freight Facilities (ZANZEFF) grant program, the Port of Los Angeles-led “Shore to Store” project has been conditionally awarded \$41 million to develop 10 zero-emission, hydrogen fuel-cell electric Class 8 trucks on the Kenworth T680 platform.



capacity heavy-duty hydrogen fueling stations. The initiative will reduce emissions by an estimated 465 metric tons of greenhouse gas and other emissions annually.

“This is an excellent opportunity for the Port of Los Angeles, Kenworth and Toyota to work together to both explore and drive advanced zero emission technologies that may play a critical role in the clean

The program — proposed with support from Kenworth, Toyota and Shell — also includes infrastructure development for hydrogen refueling to support operation of heavy-duty vehicles along major drayage routes in the Southern California area.

Under the project, the 10 trucks will be developed through a collaboration between Kenworth and Toyota to move cargo from the Los Angeles ports throughout the Los Angeles basin. Shell will develop two, large

trucks of the future,” says Mike Dozier, Kenworth general manager and PACCAR vice president.

“We are proud to team with the Port of Los Angeles, Kenworth and Shell and the operating partners to explore the benefits of a true zero-emissions heavy-duty truck platform and to support the development of a heavy-duty hydrogen fueling network in California,” says Toyota Motor North America Executive Vice President Bob Carter.

Own the Road: Kenworth Launches New Long-Hood Conventional – The W990

Kenworth continues its tradition of driver-focused product development with the introduction of its new long-hood conventional – the Kenworth W990. During a major unveiling event at the Las Vegas Motor Speedway in late September, a large audience of customers, dealers and press gathered to celebrate the launch of the new W990 with its traditional design that truly makes it The Driver's Truck™.

“The new Kenworth W990 is a reflection of the Kenworth brand – The World's Best® – which represents the quality, engineering excellence, and both customer and driver focus that goes into every Kenworth we build,” says Mike Dozier, Kenworth general manager and PACCAR vice president. “We are passionate about our products, our customers that depend on them, and the drivers that operate them. We know that there are many customers and drivers out there who share our passion. The Kenworth W990 represents the pride, image and freedom of trucking, and captures the spirit of what trucking is all about.”

The Kenworth W990 sets a powerful new industry standard, and is designed to maximize performance in over-the-road and vocational operations. At 131.5 inches from bumper to back-of-cab, the W990 establishes a bold presence among conventional trucks. Available in day cab, 40-inch flat top, and 52-inch and 76-inch mid-roof sleeper configurations, the W990 is standard with the proprietary PACCAR Powertrain consisting of the PACCAR MX-13 engine rated up to 510-hp and 1,850 lb-ft of torque, a 12-speed PACCAR automated transmission and PACCAR 40K tandem rear axles.

Kenworth's W990: Behind the Design

For the design team at Kenworth, designing a truck that took in the heritage of the company's iconic W900 model is what Jonathan Duncan called a “once in a lifetime opportunity as a designer.”

As Kenworth's design director, Duncan led the team that created the new Kenworth W990, starting with a clean slate to formulate ideas that blended tradition with the new. “First and foremost, we wanted to design a truck that had a significant ‘wow’ factor,” he says. “There is nothing like seeing a long-hood Kenworth driving down the road, signifying image, pride and freedom. The long-hood



conventional is the truck that gets noticed and commands attention; it is the truck you see garnering best of show ribbons at truck beauty shows across the country.

“We set out to design a hard-working truck that shares those memories. One that can be seen down the road and makes other truckers stare and nod their heads in appreciation. One that will be proudly displayed at truck shows. The Kenworth W990 features the latest in technology, and is built on our 2.1-meter cab platform that features comfort and driver amenities that are second to none,” Duncan says.

According to Duncan, the Kenworth design team knew that the new Kenworth W990 was going to have to make a strong statement and be authentic, genuine and uniquely Kenworth. “We also knew that the W990 had to be a true driver's truck – nothing less would do,” says Duncan. “We want drivers to take pause at the end of a hard day, look over their shoulder, and admire their ride. We wanted to reward the driver with the smoothest ride, and sharpest-looking truck out there; a truck that will make other drivers do a double take. I couldn't be happier with the results.”

Long hood and stainless steel grille

The two biggest visuals on the new Kenworth W990 are the hood and the grille. The “long hood” is 1.5 inches longer than its cousin, the W900L.



“The grille is really the face of the new W990,” says Duncan. “Incorporating stainless steel was important. It had to be pure Kenworth and it needed to be instantly recognizable as the top-of-the-line. We maintained the traditional cathedral shape to the grille and the inset surfaces at the top to give it a refined tailored look. That powerful center spear signifies this is part of the new generation of Kenworth trucks and the tapered grille spears are there for a classic touch. It’s elegant, beautiful, and full of brawn.”

The design team added a host of other design elements, including hood-side features that complement the stainless steel air intakes. “We paid close attention to the shape of the reflection of the side air intakes in that hood side surface. In some colors, it can make the intakes look twice as deep,” says Duncan.

Interior styling with attitude

While the truck certainly stands out, Duncan says that inside, it conveys a special attitude as well. “Behind the wheel, the driver’s view over the hood is a huge part of the appeal of the W990. It’s really one of the keys to the success of this design. The powerful wind-split (the raised center section on the hood top) is designed to accentuate the length of the hood and the dynamic shape reflects the powerful engine underneath. The side air intakes wrap over the top of the hood so that they are visible from

the driver’s seat. All of this creates a strong visual impact from behind the wheel.”

Feeling good about the ride is one thing, adds Duncan, but “enjoying” the ride is another. “The interior of the W990 follows that of our flagship T680 with all the room, dash layout and sleeper amenities,” says Duncan. “But we went one step further by designing the Limited Edition interior package. We combined great color schemes along with leather and embroidery. The Limited Edition comes in classic midnight black with a glossy Ravenwood trim. The diamond-trim panels on the door pads, and in the sleeper, feature Royal Blue stitching and W990 embroidery. The heated and cooled leather seats have perforated leather that is dyed blue on the backside so that the edges of the perforations are blue. That’s a small touch that drivers will notice every time they get into the cab. We also added Royal Blue stitching on the leather Kenworth SmartWheel®, another detail that only the driver will know about and a reminder that they’re behind the wheel of something special.”

Knowing that the owners and drivers of the new Kenworth W990 will want to add their own special touches, Duncan says a special effort was made to get PACCAR Parts involved early in the process. “We worked together to create aftermarket enhancements, like a special LED lighting package and stainless trim pieces,” he says. “We feel like the W990 driver is going to want to customize this truck to really be able to call it their own. Personally, I’m really looking forward to seeing what they end up doing with them. I feel like we’ve given them a great place to start.”

See the beautifully designed and powerful W990 for yourself in a new video posted on Kenworth’s YouTube channel: (www.youtube.com/KenworthTruckCo).

The new W990 also starred in two road tours visiting 20 Kenworth dealerships in the United States and Canada this fall. Check out the complete list of cities and Kenworth dealerships here (www.kenworth.com/news/news-releases/2018/september/w990-tour). Then, stop by and sit in the driver’s seat of a brand new Kenworth W990.



Kenworth Presents Keys To First W990 Customers

Miller Industries, Fleenor Bros., Taylor Transport, Oculus Transport and Jerr-Dan First to Receive New Model W990

Executives from Miller Industries, Fleenor Bros., Taylor Transport, Oculus Transport and Jerr-Dan received the keys as the first Kenworth W990 customers at the recent launch event in Las Vegas. All five companies, big admirers of Kenworth's traditional W900L, are moving ahead with the new W990.

Miller Industries

Representing Miller Industries at the event was Kipp Felice, who serves as vice president of marketing and business solutions. The company's new Kenworth W990 wrecker is equipped with a 50-ton Century 1150 rotator and 40-inch sleeper. The W990 wrecker was displayed in the Miller Industries booth at the recent American Towman



Exposition, and Felice notes that many customers were excited to see the truck in person.

Fleenor Bros.

"A well-spec'd long-hood conventional stands out in a crowd," says Kyle Cousins, vice president of operations of Fleenor Bros., based in the southwest part of Missouri. "The big hoods get you noticed, and customers, as well as our drivers, love them. I know it's helped in our recruiting and retention. Drivers stay in part because of our trucks." The W9

hood has been a fixture at Fleenor Bros., which runs all Kenworths — 50 tractors with about a third being aero models, and the rest W900Ls. "We have a 1990 Limited Edition James Bond 007 tractor, plus the first and last ICON 900s produced a few years back," says Cousins. "Our new W990 is spec'd to the nines, including the Limited Edition interior package." Fleenor purchases its trucks from MHC Kenworth in Joplin, Missouri.



Oculus Transport

For Calgary, Alberta-based Oculus Transport, buying Kenworth long hoods has been part of Oculus' history from Day 1. The company operates 90 trucks, and purchases its Kenworths through Inland Kenworth - Fort St. John in British Columbia. "We stand out with our long hoods and bright orange paint scheme,"



says Cory Heck, vice president of assets and equipment. "Image is so important to us and the Kenworth W900L, and now W990, support that image perfectly. I know that our equipment helps with driver retention." The Oculus W990 is spec'd with a 510-hp PACCAR MX-13 engine. "Everyone loves the PACCAR MX engine around here," says Heck. "The W990 with PACCAR MX-13 engines is a great combination for us."

Taylor Transport

Style, tradition and respect for the past is a hallmark for Taylor Transport, based outside of Atlanta. "People have long told us that we set trends with our equipment," says owner Ricky Cole. "In addition to our W900s, which include 16 ICON 900s, we run some Kenworth T880s and T680s, and spec them like owner-operator trucks. We've molded our company around our equipment and dedication to service." Cole purchased the W990 sight unseen, merely a

W990 picture shown by his dealer at MHC Kenworth - Atlanta. "We liked the styling and looks — it could be the



truck of our future," he says. "You have to change with the times and the W990 gives us the look of the past, coupled with better aerodynamics and comfort thanks to the new cab and sleeper interior."

Jerr-Dan

Jeff Irr, senior director of sales and marketing, received the keys to a new Kenworth W990 on behalf of Jerr-Dan. The company's W990 wrecker is equipped with a 50/60 ton rotator and a JFB body. The W990 wrecker was prominently featured in the Jerr-Dan booth at the recent American Towman Exposition and was well-received by customers.

JERR-DAN



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Leading carrier chooses T680 for reliability, driver acceptance and fuel economy

CFI is a leading North America carrier and subsidiary of TFI International Inc. For 66 years, CFI has expanded general freight service throughout the United States, Canada and Mexico. The company operates over 2,000 trucks, including more than 1,600 Kenworth T680s with 76-inch sleepers.

“Top drivers can work anywhere, and they’ll choose the company that provides them with the best tools,” says Randy Cornell,



“We want a nice truck that drivers want to drive.”

—Randy Cornell

CFI vice president – maintenance. “The Kenworth T680 is a quality tool that our drivers greatly appreciate. We hear stories from our professional drivers all the time. ‘Thank you so much for the new T680.’ ‘I love my new Kenworth.’ The fact that we’re willing to invest in a quality product like the T680, drivers are grateful for that.”

The Driver’s Truck

“It makes you feel very proud,” says CFI driver Stephen Radford. “The T680 is an excellent product with a great exterior look. And it gives you a really nice ride.” CFI’s T680s are equipped with 76-inch sleepers, SiriusXM radio, Bluetooth-enabled hands-free communications features, an inverter to provide 110-volt power, bunk heaters, and other driver comfort amenities, including mounts for flat-screen televisions, laptops, and microwave ovens. (See the CFI video at www.youtube.com/KenworthTruckCo.)

Now in the process of updating the fleet and replacing over 65 percent of its trucks by the end of this year, CFI has upped its 2018 order for Kenworth T680s from 500 to 600. While aiding driver recruitment and retention, the new T680s help improve operational, maintenance, safety and fuel costs.

“We’ve been very aggressive about buying new trucks for a few reasons,” says Cornell. “We want a nice truck that drivers

want to drive. We want to have the most fuel-efficient fleet. And we want to keep maintenance costs down. If maintenance costs are high, our drivers aren’t running or making any money, and customer loads aren’t getting delivered because trucks are in the shop. When

maintenance costs are high, you’re probably failing your customers. So all these things are tied together — our ability to service customers, our monthly costs, and our drivers’ ability to make a living. Keeping a newer fleet minimizes all the

problems associated with an aging fleet.”

Kenworth service network

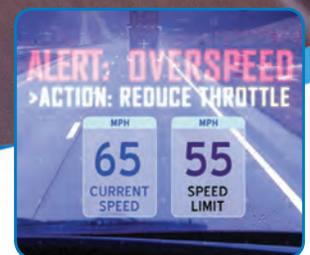
Most OEMs can build a truck that can move a load of freight from point A to point B, says Cornell. “The difference in today’s world is service. The team with the best service wins. It’s critical to us because, as a preferred service provider, we provide a high level of service that our customers are expecting. And we appreciate the same from our OEM partners. Things are going to break, trucks will have issues that require attention. So it’s the ability to get that truck into a shop, get it fixed, and get it out of the shop quickly that’s critical to our success, and to our drivers’ success.

“What we find is the Kenworth service network has greater hours, greater parts inventory, more dealers with more service bays available when we need them. All of that equates to faster service, which gives us the ability to provide better service to our customers,” says Cornell. MHC Kenworth – Joplin and the entire Kenworth service network make choosing the Kenworth T680 an easy choice for CFI.



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Putting Drivers First

Safety, driver comfort are key factors for hauler in spec'ing new T680s

As the fifth largest carrier of bulk commodities serving North America, Groendyke Transport hauls 450,000 loads of chemicals, refined fuels, asphalt components and lubrication oils about 77 million miles annually with a fleet of 900 tractors and 1,400 trailers. "Safety, driver comfort, and driver productivity are our top motivations when developing new truck specs," says Brian Gigoux, Groendyke vice president of equipment and maintenance. "Safe and comfortable drivers are naturally more productive."



"The fact that we have been averaging more than 7 mpg* with the T680 and PACCAR Powertrain certainly makes us happy."

—Brian Gigoux

When Groendyke wanted to update the company fleet and reduce its truck trade-in cycle from nine years to five, the key question was: Which truck OEM could deliver the highest level of driver comfort, along with the company's must-have safety equipment, industry-leading residual values and reduced operating costs at the end of those five years?

"Our average driver has a long tenure with our company and many have driven over a million miles for us alone," says Gigoux. "Keeping these men and women safe is our obligation."

Meeting Groendyke's safety equipment needs was the price of entry for all of the OEMs. The Kenworth T680 met that need by offering the Bendix® ABS-6 Advanced with ESP® Stability System, Bendix® Wingman® Fusion™ advanced driver assistance system, Bendix ADB22X air disc brakes in all positions, and a tire pressure monitoring system.

PACCAR Powertrain makes the difference

"We looked at some options," says Gigoux. "We chose Kenworth and the T680." An early indication that Groendyke's executives had made the right choice came last year, after PACCAR introduced its integrated powertrain featuring a 455-hp PACCAR MX-13 engine, 12-speed PACCAR automated transmission with 1,650 lb-ft of torque and

proprietary PACCAR 40K tandem rear axle. The package gives Groendyke a 0.2 mpg improvement in fuel economy over a similarly equipped Kenworth T680, Gigoux says. With the trucks averaging about 100,000 miles annually, and current diesel fuel prices, Groendyke stands to save about \$7,000 per truck over a five-year period, he says.

"We've been purchasing the PACCAR MX-13 engine since it was first introduced in the North American market in 2010," Gigoux says. "The engine has

always pulled strong but got even better with the integrated PACCAR Powertrain. The fact that we have been averaging more than 7 mpg* with the Kenworth T680 and PACCAR Powertrain certainly makes us happy."

The right dealer network

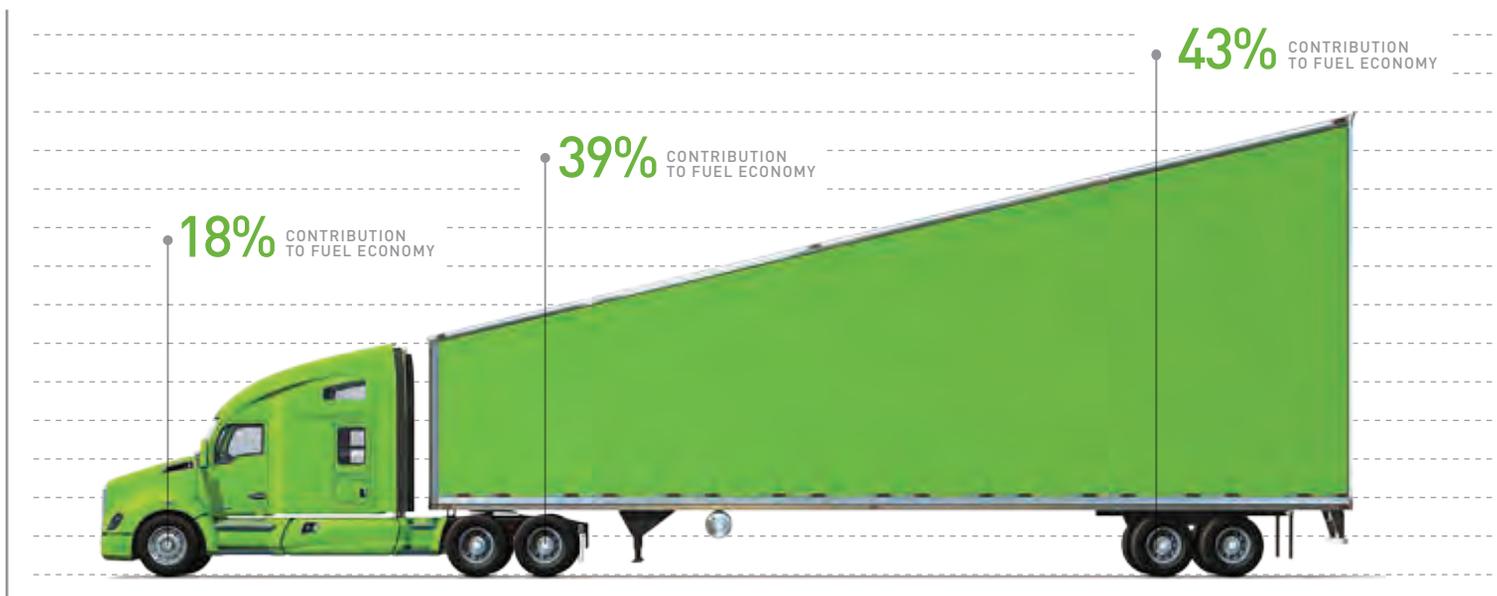
With 30 terminals and service to 49 states and Canada, Groendyke also required a dependable OEM partner with a solid dealer network, says Gigoux. Because nearly every terminal maintains a full-service maintenance facility, the OEM's replacement parts support has to be equally up to the fleet's challenging needs. MHC Kenworth - Oklahoma City and its partner, PACCAR Parts, deliver an unbeatable combination with a dynamic parts distribution network and warehouses strategically located across the country.

Groendyke is so pleased with the new trucks — T680s in both day cab and 76-inch mid-roof sleeper configurations — and the dealer support, that the company added 100 T680s, all with the integrated PACCAR Powertrain, this year. That increased the company's total count of Kenworth T680s to 182.

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



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Family Values, Kenworth Trucks

T880s preferred by aggregate hauler for driver comfort, durability, lower cost of operation

In 1989, Roderick “Roddy” J. Valente founded R. J. Valente Gravel, Inc., with one dump truck, a bulldozer, and dispatch located in his kitchen. Today, R. J. Valente

is one of New York state’s largest material handlers. Serving the Albany, N.Y. region, the company is a family affair operated by Roddy, along with his daughter Daniella, son, Stephen A., and nephews, Anthony and Stephen J.

With 52 trucks, the company is able to offer timely service and quality rock products from several of its pit and quarry facilities located in and around the Capital District.



“Our drivers absolutely love the T880s.”

—Anthony Valente

For many years, Valente ran another truck make. That all changed about four years ago when the company switched to Kenworth. “We didn’t have a Kenworth dealer in our area until Kenworth Northeast Group moved to Albany,” says Anthony Valente, who is in charge of sales and fleet management. “We dipped our toe in the water with Kenworth Northeast - Albany, got a good feeling, and bought a round of Kenworths. That was it. Our drivers absolutely love the T880s. Not only do the trucks look sharp going down the road, everything in it feels well built. It’s a heavily spec’d truck and we’re very happy with the T880s.”

Reliable PACCAR MX-13 engines

That first round of Kenworths included 10 T880s — five dumps and five tractors — all with PACCAR MX-13 engines. After working the trucks and seeing how they lived up to the Kenworth

reputation and “after the sale” customer service, the company was sold on Kenworth. Since then, R.J. Valente has purchased a total of 38 new Kenworths based on driver appreciation, low cost of ownership, reduced downtime and superior service from Kenworth Northeast.

“We’ve had great experience with PACCAR MX-13 engines,” says Valente. “At first, we purchased the extended warranty with them, but over the past two orders we stopped buying the extended warranty because we haven’t had any problems. We plan to buy 10 more Kenworths this year or early next year, so that will pretty much turn the fleet over to all Kenworths.”

The company fleet is split between 26 dumps, and 26 tractors that haul dump trailers. Kenworth T880 dumps are spec’d with PACCAR MX-13 engines rated at 455-hp, while the T880 tractors are rated at 500-hp, all with Eaton UltraShift® transmissions.

Superior Kenworth service

As good as the Kenworth T880s are, says Valente, the service department is second to none. “I’ll be honest with you, the Kenworth trucks have been very good, but the service department is even better. I can’t say enough about them. New trucks are going to have an issue here and there. When I take a truck over to my Kenworth dealer, they troubleshoot it right away and get it back to us. It’s horrible when you take your truck to another dealer and it sits there for two days just to find out that a cooling sensor failed and it could’ve been fixed in 20 minutes. That kind of scenario doesn’t happen with Kenworth Northeast.”

Valente says his maintenance costs have dropped by half since the company started running Kenworths. “Going forward, we’d like to trade out for 10 new Kenworth trucks every year,” he says. “We used to be a run-em-till-they-drop kind of company. When we started purchasing Kenworths, we decided we’d run them for four or five years, trade them in, and keep recycling them because Kenworths hold good value.”



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Reliable Service, Quality Image

Beer Distributor J.J. Taylor prefers reliable T370s for tighter turning radius, driver comfort and company image

With beer distributorships in Florida and Minnesota, J.J. Taylor Distributing has made a name for itself. It's the largest beer distributor in Minnesota, selling 7 million cases last year, and the second largest in Florida, distributing 21 million cases in 17 counties in 2017.

Its main brand is Miller in both states, while Coors is also in the mix in Florida, along with Heineken, Guinness and Sam Adams.

Superior service and spec'ing

J.J. Taylor operates a fleet of 240 trucks — mostly medium duty tractors — managed in part by Jose Rivera, who serves as corporate vice president of administration. The company began converting its fleet to Kenworth in 2015.



Last year, the fleet added 43 Kenworth T370 medium duty trucks to serve its longer regional routes. Kenworth T440s, powered by compressed natural gas (CNG), are utilized for shorter beer delivery routes.

According to Rivera, spec'ing and weight savings, coupled with driver preference and image, helped convince the company to convert to the Kenworth T370. "Working with Todd Hays (dealer principal at Kenworth of South Florida) really opened our eyes to the value of Kenworth," says Rivera. "Todd did a great job of understanding our routes and made recommendations that helped our company be more efficient."

With tight delivery areas, Hays analyzed ways to allow more cushion in turns. "By shortening the wheelbase of the T370, and T440s, we were able to give them a tighter turning radius," Hays says. "We moved them from horizontal to vertical exhaust pipes, plus put some components on the outside of the frame rail, like the DEF tank. By coming up with a standard spec,

we were able to give them a template for operations in both Florida and Minnesota."

Roomy cab, better visibility

The Kenworth T370s put into service — 25 in Florida, and 18 in Minnesota — are powered by the PACCAR PX-9 engine rated at 300 hp, and use Allison automatics. "We haul 28- and 36-foot rear loading trailers with our T370s, which can accommodate up to 700 cases on the smaller trailer and up to 1,200 cases on the 36-footer," says Rivera. "To give us flexibility, and different hauling capacities, we have both single and tandem axle T370s.

"We want to project quality in everything we do. The Kenworths certainly project that image."

—Jose Rivera

"Typically, our T370s will make between 12 and 18 stops per day," says Rivera. "In Florida, alone, we have more than 14,000 customers. Those can be

mom and pop stores, restaurants, supermarkets and big box outlets. When we began running Kenworths, we immediately saw an impact with drivers. They like the ride and felt they were easier to drive. Plus, there is more room inside and the visibility is greater. It's proven to be a great truck with our drivers."

It's also making an impact with customers, according to Rivera. "Image is important in our industry," he says. "We're a rolling billboard for the beers we distribute, so we want to project quality in everything we do. The Kenworths certainly project that image."



Kenworth's Ground Support is Crucial for PJ Helicopters

When an emergency strikes, it's all hands-on deck for Northern California-based helicopter lift service fleet PJ Helicopters. Often utilized as a first response team, the helicopter company relies on its equipment to be ready to go at a moment's notice. PJ Helicopters' fleet includes eight Sikorsky UH-60A Utility Hawks (the civilian version of the military's Black Hawk). They are the strongest helicopters in PJ's fleet of 32, capable of lifting 8,000 pounds or transporting 14 people. Other helicopters in the fleet can haul anywhere from 750 pounds to 6,000 pounds — each used for different applications.



When a helicopter is assigned a job site, a fuel truck is paired with it for constant refueling. Working with the Utility Hawks are a fleet of Kenworth T880s, purchased through NorCal Kenworth in Anderson, California. The T880 straight trucks have

a short wheelbase at 250 inches to improve maneuverability in tight areas and along skinny forest service roads, according to Ted Rawlings, fleet operations manager for PJ Helicopters. Equipped with PACCAR MX-13 engines rated at 510 horsepower and 13-speed Eaton Fuller transmissions, PJ Helicopters' T880 drivers have enough power to make it through all road conditions, and grades. "We never know what conditions we might face on forest roads," says Rawlings. "Oftentimes we have to climb a steep grade, sometimes through mud. With 510 horsepower, we have power in reserve for those situations. In this business, it's key to have a dependable truck that will get you where you need to be. You can't leave a helicopter stranded without fuel."

Rawlings says it was an easy decision to go with the PACCAR MX engine because of its reputation for reliability and durability. "When we were working with our dealer on the specs, he told us how well the engines have been performing for NorCal Kenworth's other customers," Rawlings says. "He told me, 'if we only had PACCAR engines to work on, we'd go out of business.' He's probably right — we've been very pleased with our PACCAR MX-13s. They're a well-performing engine and our drivers like them. In this business, you can't afford to have downtime, and so far we haven't run into that issue."

T880

T880S

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Houston Food Bank Depends on Kenworth Trucks To Fight Hunger

As the largest Feeding America food bank in the country, the Houston Food Bank annually serves 122 million nutritious meals through community partners, including food pantries, soup kitchens, social service providers, and schools in 18 southeast Texas counties. Following Hurricane Harvey, Feeding America was awarded \$7.5 million from the Justin J. Watt Foundation, (J.J. Watt, from the Houston Texans football team) from which Houston Food Bank received a portion. Some of those funds were put towards the purchase of additional vehicles to increase fleet infrastructure.



“As soon as it happened, we cranked things up and made the decision to buy the trucks we needed,” says Hugh Tollett, transportation supervisor for the Houston Food Bank. Their first call was to Performance Kenworth in Houston, and the resulting order was for 35 new medium and heavy duty Kenworth trucks – six T270s bodied with reefers, 12 T370 tandem-axle units with reefers, eight T370 tractors to haul beverage trailers converted into vending units, and nine Kenworth T680s to pull various trailers, including dry vans and reefers. The medium duty Kenworth T270s and T370s are equipped with PACCAR PX-7 and PACCAR PX-9 engines, respectively. Allison automatic transmissions were installed in the Kenworth medium duty trucks with Eaton Fuller Advantage® transmissions in the T680s.

The food bank chose Kenworth based on the brand’s reputation for dependability. “We look for equipment that’s going to last,” Tollett says. “I like the way Kenworth trucks are built and how they hold together on the road. Kenworth also has an excellent warranty program.”

Within any given month, the food bank fleet covers more than 113,000 miles over 7,600 stops. Today, the food bank is operating at triple its previous output, each day distributing 750,000 pounds of supplies – the equivalent of 18 trailer loads.



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²Results based on 2 small scale internal field tests using customer fleet vehicles using MICHELIN® X® MULTI™ D tires vs. MICHELIN® XDE® M/S tires in 11R22.5 size. Actual results may vary.

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NorCal Kenworth Uses TruckTech+ Service Management To Cut Shop Time by Up to 30 Percent For Customers

Whenever a Kenworth T680 or T880 equipped with Kenworth TruckTech+® Remote Diagnostics arrives at NorCal Kenworth – San Leandro requiring service, the dealership’s branch manager Josh Hayes and his team are ready. In many cases, they already know where to start the repairs and what parts they’ll need to resolve the issue. As a result, chances are good it will spend less time in the NorCal Kenworth dealership’s shop than it otherwise would have.



“With the improved tracking of the truck, and steps in the service event and communication with the truck fleet that Kenworth TruckTech+

Service Management® can offer, we have found it can cut the time a unit is in our shop by 30 percent,” Hayes says. “We’ve also found that among trucks with TruckTech+ Remote Diagnostics, we’re seeing about a 15 percent reduction in

the number of those trucks that must be towed in. That’s because remote diagnostics allows us to monitor



fault codes and remotely diagnose issues to determine if a truck can be driven into the shop or if it should be towed in.

“We can also determine where the truck is and when it’s due to arrive. That allows us to plan and be ready for the truck so that our team can hit the ground running when it arrives,” Hayes says. “I can rearrange schedules when necessary to be sure that certain technicians with specific skills or expertise are available to look at the truck and initiate repairs as soon as possible. TruckTech+ helps drive up our shop efficiency, which gives us the ability to get our customers’ trucks back on the road faster.”

**Kenworth TruckTech+ Service Management is a proprietary platform, powered by Decisiv®.*

Kenworth’s Renton Assembly Plant Celebrates 25 Years of Building The World’s Best Trucks

Kenworth Truck Company’s assembly plant in Renton, Washington, celebrated its 25th anniversary of building The World’s Best® trucks.

Kenworth employees and their family members marked the anniversary in conjunction with Kenworth Family Day held at the plant. “More than 1,300 people from across PACCAR attended Kenworth Family Day, which was a great way to celebrate our employees and the plant’s 25th anniversary,” says Bart Hoemann, Kenworth – Renton plant manager. “Employees are critical to the plant’s success with the quality, innovation, technology and care they build into every

Kenworth truck produced here.”

In 1993, Kenworth opened the 300,000 square-foot plant on a 40-acre site in Renton, Wash. The plant’s first truck, a Kenworth T600B – a later version of Kenworth’s first aerodynamic truck that revolutionized the trucking industry – was presented to Stevens Transport.

In 2000, Fortune magazine recognized the Renton plant as one of “America’s Elite Factories”, and the plant received Assembly Magazine’s inaugural “Assembly Plant of the Year Award” in 2004. A year later, Kenworth – Renton had the honor of producing the 700,000th Kenworth truck in company history.



In the past 25 years, the Kenworth – Renton plant has produced more than 144,000 Kenworth trucks. The plant currently produces the T680, T880, T800, W900, C500, K500 and 963 models, along with medium duty Kenworth T370s and T440s. Nearly 20 percent of the plant’s current employees have been working for Kenworth since the plant opened.

Top Four Finalists Named as Search For Top Rookie Military Veteran Truck Driver Narrows

'Driving for Excellence Award' Winner To Receive Kenworth T680

Kenworth has teamed with the FASTPORT Trucking Track Mentoring Program and the U.S. Chamber of Commerce Foundation's Hiring our Heroes Program to find America's top rookie military veteran, who has made the successful transition from active duty to driving for a commercial fleet. The top four finalists in the "Transition Trucking: Driving for Excellence" recognition program were named as America's top rookie military drivers at the Great American Trucking Show in Dallas. Kenworth has again donated The Driver's Truck™ – a fully-loaded Kenworth T680 Advantage with a 76-inch sleeper and PACCAR MX-13 engine, to serve as the program's recognition award.

Drivers were nominated by trucking companies that made a hiring commitment and pledge to hire veterans on www.truckingtrack.org, or by members of the National Association of Publicly Funded Truck Driving Schools, or Commercial Vehicle Training Association-member school.

Shown with the Kenworth T680 are, from left, Kurt Swihart, Kenworth marketing director; and the four finalists in the "Transition Trucking: Driving for Excellence" recognition program — Quinton Ward / U.S. Army / Werner Enterprises; Mordaunt "Platt" Brabner / U.S. Marines and U.S. Navy / TMC Transportation; Summar Hanks / Air Force / U.S. Xpress; and Christopher Young / U.S. Army / Stevens Sport.



Kenworth To Add PeopleNet App To NAV+ HD System as T680 and T880 Option

The Kenworth NAV+ HD system, which is optional on the Kenworth T680 and T880, will offer a PeopleNet app integrating its fleet management services and an electronic logging device (ELD) solution. The app, which uses the Kenworth TruckTech+® Remote Diagnostics platform, will be available as an option on new T680s and T880s. The integration of the PeopleNet app with the Nav+ HD display decreases installation complexity, improves security with an Ethernet cable connection, and reduces truck commissioning time. Updates can be pushed from PeopleNet via the T680 or T880 on-truck modem. A PeopleNet pre-wire option is still available from the factory.



Kenworth W990 to Transport U.S. Capitol Christmas Tree



The new Kenworth W990 will transport the 2018 U.S. Capitol Christmas Tree from Oregon's Willamette Forest to Washington, D.C. The W990 is equipped with a 76-inch-mid-roof sleeper and the proprietary powertrain of PACCAR's MX-13 engine, 12-speed automated transmission, and 40K tandem rear axle. Central Oregon Truck Company in Redmond, Ore., was selected as this year's tour hauler. In commemoration of the Oregon Trail's 175th anniversary, the route will follow a reverse path of the famed trail.

PACCAR Financial Continues Popular Program Through 2018

Kenworth and PACCAR Financial are continuing their popular 3-year/300,000-mile (U.S.) – or 3-year/480,000-kilometer (Canada) – extended basic vehicle warranty program to customers that finance their new class 8 Kenworth truck with PACCAR Financial. This offer has a \$2,725 value and trucks must be ordered by December 31, 2018, and financed by March 31, 2019. Also, customers that finance their PACCAR MX engine powered truck with PACCAR Financial are eligible for a \$3,000 rebate. This offer is available on new class 8 Kenworth trucks financed by December 31, 2018. Contact your 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.



PACCAR Parts Opens New PDC in Toronto

As a leader in the aftermarket parts industry, PACCAR Parts provides customers with quality aftermarket parts, excellent customer service and unmatched product availability worldwide.

In October, an all-new 160,000 square-foot Parts Distribution Center (PDC) was opened in Toronto, Ontario in Canada. This facility features technologies such as voice-activated picking, an automated banding conveyor, optimized pick paths and custom inventory zones that lead to improved quality, productivity and

efficiency. This all-new facility will support increased service levels in Canada.

The Toronto facility joins a global network of 18 PDCs around the world. This network means that parts are available for Kenworth fleets and truck operators when and where they need them. As distribution expansion continues, PACCAR Parts will increase customer uptime and productivity to new record levels by delivering best-in-class supply chain performance and increased product availability.

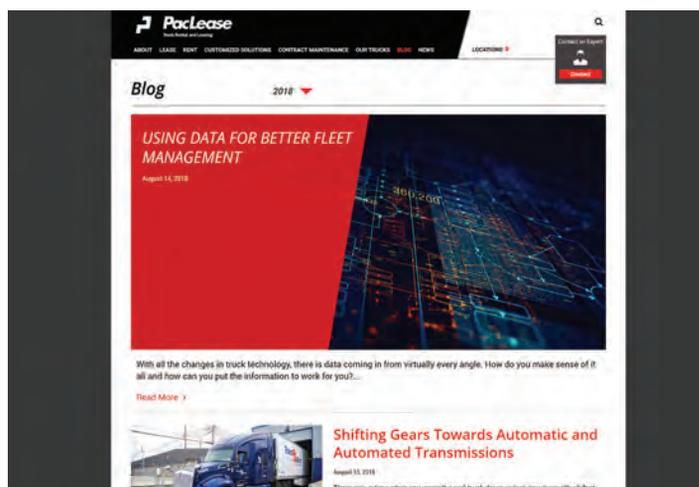
PacLease Launches Informative Blog for Trucking Industry

PACCAR Leasing Company has launched a new blog, available through its website: www.PacLease.com/Blog. A first for the company, PacLease's aim is to create another avenue of communicating with fleets.

According to Michelle Harry, PacLease's director of marketing and services, the blog is educational in nature and a way for the company to communicate valuable information and ideas. "We want our blog to be a go-to source for our customers, as well as others. It covers topics such as trends in equipment, leasing, and what's taking place in the trucking industry," she says. "We want to answer questions we often get about the business, as well as comment on what goes on in the industry.

"We believe readers will find the content valuable and come away with more information on timely news topics

or market trends which affect our industry," she says.



Kenworth Dealer Network Adds New Locations in the United States and Canada

Kenworth Mid Atlantic – Baltimore



Kenworth Mid Atlantic – Baltimore is a partnership between Tri-State Kenworth and Chesapeake Truck. The new location features 20 service bays, with 2-hour truck diagnosis through Kenworth PremierCare® ExpressLane, and a 12,850 square-foot parts department.

Sioux City Kenworth



Sioux City Kenworth has moved its full-service dealership to a new \$5.5 million, 44,000 square-foot facility on a 12.5 acre site. A 16-bay service department provides truck diagnosis within two hours through the Kenworth PremierCare® ExpressLane.

Kenworth Sales Company - Elko



Kenworth Sales Company has relocated its Elko, Nevada, dealership to a new parts, service and sales location on a 6-acre site on the north side of I-80. The 20,000-square-foot facility includes eight service bays and a parts department that offers ample parts inventory.

Custom Truck Sales - Estevan



Custom Truck Sales – Estevan has relocated its parts and service dealership in Estevan, Saskatchewan, to a new 9-acre site with a 21,700 square-foot facility. The new dealership has 14 service bays, a 4,000 square-foot parts department, and a driver's lounge.

Kenworth of Louisiana - Shreveport



Kenworth of Louisiana has relocated its Bossier City dealership to a larger, newly constructed full-service facility in Shreveport. Sitting on a 16-acre site, Kenworth of Louisiana – Shreveport includes a nearly 40,000 square-foot facility with 20 bays, a 1,600 square-foot parts display, and a comfortable modern lounge for drivers.

Kenworth Hawaii - Hilo



Kenworth Hawaii has added a second location – an 11,000 square-foot parts and service dealership on the east side of the Big Island. Kenworth Hawaii – Hilo offers two service bays, a 2,000 square-foot parts display area, and 3,600 square-foot parts warehouse.

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