



World's Best

SPRING 2018 • VOLUME 22 • NUMBER 1



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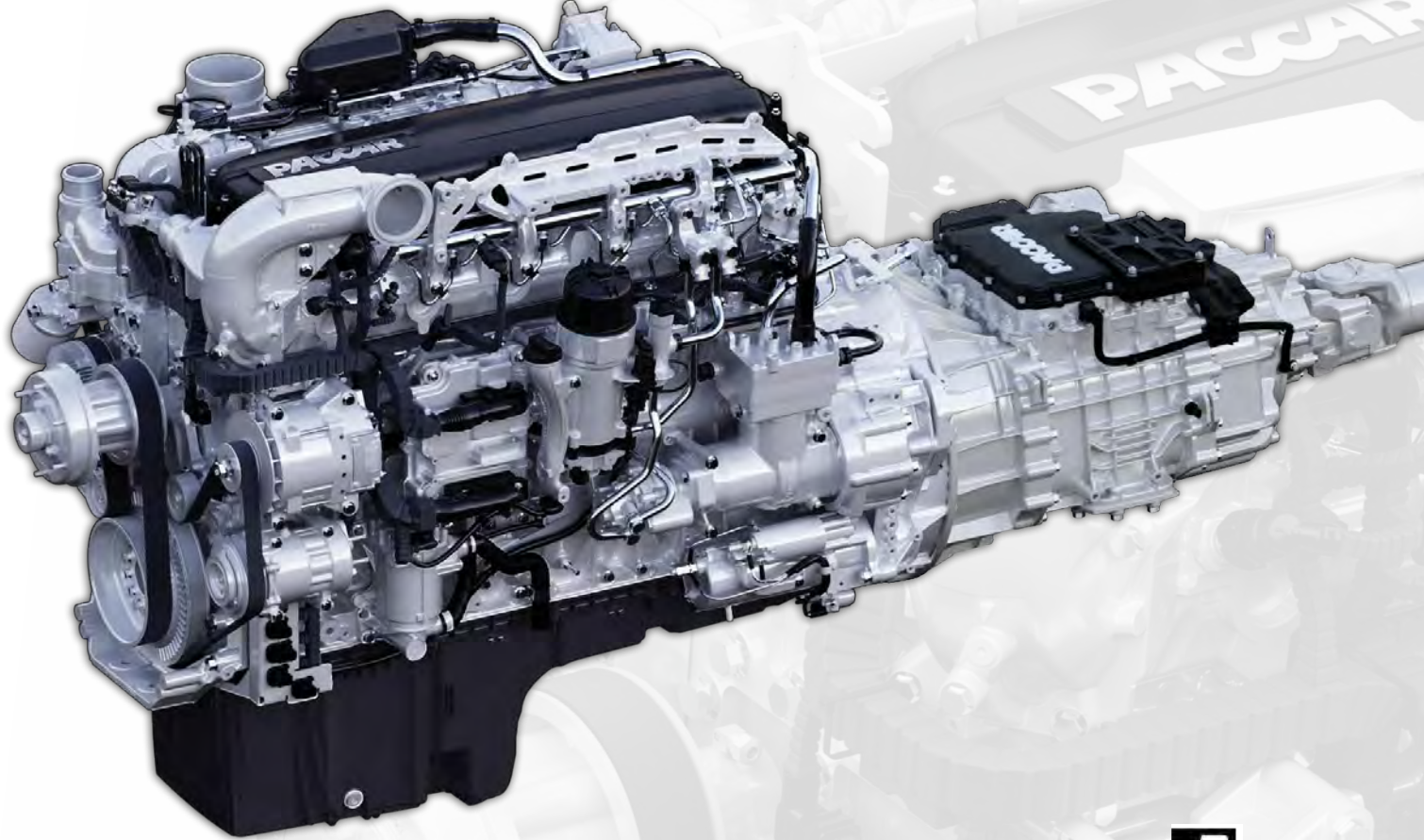
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Continuous innovation

By combining comfort, reliability and performance with quality-tested innovations in powertrain technologies, Kenworth is advancing ever greater fuel efficiencies and truck driveability. Tribe Transportation was among the first fleets to road test PACCAR's integrated powertrain, which combines the PACCAR 12-speed automated transmission, PACCAR MX-13 engine and the PACCAR 40K tandem rear axle. Tribe liked the powertrain's performance enough to purchase 100 additional T680s with the PACCAR powertrain. At 400 pounds lighter than their previous spec, it enhances the fleet with superior driveability and greater fuel efficiency (p. 5).

CalPortland wanted to align its truck fleet with the company's significant efficiency and environmental efforts. Last year in California, CalPortland began placing into service 118 new Kenworth T880S mixers with set-forward axles and fueled by compressed natural gas. Another 70 T880S trucks with PACCAR MX-13 engines will start service in Washington state in June, with the set-forward axles helping the company conform to that state's bridge laws while maximizing payloads to help improve the company's bottom line (p. 7).

Looking further into the future, a zero-emission Kenworth T680 day cab powered by a hydrogen fuel cell is part of the Zero Emission Cargo Transport (ZECT) program. The T680 prototype vehicle is scheduled to begin field trials later this year at the Ports of Los Angeles and Long Beach, and emits only water vapor at the exhaust pipe. (p. 5).

Lexington, S.C.-based Southeastern Freight Lines (SEFL) purchased 200 new T370s based on the many driver-friendly technologies that Kenworth offers. SEFL depends on the T370s for fast, reliable pick-up and delivery service, uptime dependability and superior driver comfort (p. 11).

Kenworth service support achieved another significant milestone with the opening of its 400th dealership location (p. 23). The Kenworth PremierCare® Certified Gold program continues to drive service levels higher as Kenworth now has 150 Kenworth PremierCare Gold Certified locations.



Kenworth strives for continuous innovation and customer satisfaction in dependability, fuel economy, durability — every facet of performance and ownership of The World's Best® trucks.

Mike Dozier
Kenworth General Manager
and PACCAR Vice President

Tribe Transportation Shifts Into High Gear with PACCAR Integrated Powertrain and Automated Transmission

Tribe Transportation's long-standing relationship with Kenworth resulted in the fleet becoming among the first companies to road test PACCAR's integrated powertrain, which combines the recently introduced PACCAR 12-speed automated transmission with the strength of the PACCAR MX-13 engine and the proprietary PACCAR 40K tandem rear axle.

"We have high expectations, and were very pleased with how the PACCAR powertrain performed," says Matt Handte, executive vice president for Tribe Transportation. So much so, Tribe subsequently purchased 100 Kenworth T680s with the full powertrain. The T680s were purchased through MHC Kenworth - Gainesville and are equipped with 76-inch sleepers and PACCAR MX-13 engines rated at 455 hp and 1,550/1,750 lb-ft of torque.

When Tribe first began running what PACCAR calls a "pure automated transmission," there was some hesitation from veteran drivers accustomed to operating a 10-speed automated. But Handte says, "After they'd driven across the county line, they would call back and say that they were never getting out of that T680. They liked the transmission that much."



The PACCAR 12-speed automated transmission incorporates a lightweight all-aluminum housing and several driveability enhancements, such as optimized gear selection

based on vehicle weight, engine torque, grade and throttle position.

Predictive cruise, which uses GPS mapping to assist drivers with gear selection while in cruise control, can deliver up to 1.5 percent fuel economy improvement.* This is accomplished

by leveraging the vehicle's momentum to reduce fuel consumption on hilly terrain.

Weight savings was another incentive. The PACCAR MX-13 engine with the PACCAR automated transmission and PACCAR 40K tandem rear axle comes in 400 pounds lighter than Tribe's previous specs: 105 pounds from the transmission, 145 pounds from the engine and 150 pounds from the axle. "We're seeing some very significant numbers," says Handte. "The savings go straight to the bottom line. We run to the West Coast and some of our teams have seen MPGs in the low-9s."

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



Veteran Driver Embraces New PACCAR Transmission



Al Harris is a 38-year over-the-road veteran, the last four with Tribe Transportation. He's shifted everything from a nine-speed to an 18-speed, but Harris was "apprehensive" to pilot the Kenworth T680 with the PACCAR automated transmission. "We're creatures of habit, and used to shifting. That's just the way it was for years and years," says Harris. "You think (with an automated) that you're not going to have any control over your vehicle, but it's not like that. With Tribe, we run in 48 states, so as far as terrain and weather conditions, it's subjected to everything. As far as pulling a mountain or anything like that, and its ability to shift according to loads, the PACCAR transmission does a very good job."

Zero-Emission Kenworth T680 Equipped with Hydrogen Fuel Cell

With an eye toward the future, a zero-emission Kenworth T680 day cab equipped with a hydrogen fuel cell was displayed earlier this year at the 2018 Consumer Electronics Show (CES) in the PACCAR Innovations booth. The prototype vehicle is part of the Zero Emission Cargo Transport (ZECT) program, which is funded in part by the Office of Energy Efficiency and Renewable Energy (EERE), U.S. Department of Energy and the South Coast Air Quality Management District. The Kenworth T680 day cab's fuel cell combines compressed hydrogen gas and air to produce electricity with only water vapor emitted at the tailpipe. This electricity can power the dual-rotor electric motor to move the truck, or it

can recharge the lithium-ion batteries for use later. The hybrid drive system manages the power from the fuel cell to and from the batteries, as well as the traction motors and other components, such as the electrified power steering and brake air compressor. The tractor will begin field trials at the Ports of Los Angeles and Long Beach later this year. To see the Kenworth T680 ZECT truck in action, go to the following link (www.youtube.com/watch?v=ShgYjFb4Pp8)



COMMAND AND CONTROL

Your job site requires constant vehicle control and superior performance. That's why Fuller Advantage® Series automated transmissions can be configured with low-speed maneuverability features and our new Aggressive Performance Calibration for quicker acceleration and better performance on grades. Now available for vocational applications, it's got 110,000 pounds GCW capability and 6- and 8-bolt PTO openings. Best of all, the Precision Lubrication system eliminates the transmission oil cooler to cut down on costs and maintenance headaches. And it's backed by the solutions, support and expertise of the industry-leading Roadranger® network. Drive your choice. Drive on. [Find your Eaton advantage at Roadranger.com](http://Roadranger.com)



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CalPortland prefers the durable T880 to stay a step ahead with a green footprint

Founded in 1891, CalPortland® is the oldest continually producing Portland cement company west of the Rocky Mountains. With nearly 4,000 pieces of equipment — including 1,300 mixers and 450 additional Class 8 units (dumps, flat decks, pneumatic, boom, water trucks, and others), as well as 205 medium duty trucks — CalPortland is also one of the largest. CalPortland operates in five U.S. states and two Canadian provinces. The company has been recognized by the EPA with the prestigious Energy Star Award for 15 years and 13 consecutive Energy Star Sustained Partner Awards for its environmental work. The company even built its own 24-megawatt wind farm to power its cement plant in Mohave, California — a plant that produces 1.2 million tons of cement annually.



“Our history with Kenworth shows we get value, low life-cycle costs, and good product and dealer support.”

— Steve Mitchell

Versatility and maximized payloads

Aligned with the company’s efficiency and environmental efforts is its truck fleet. With its newest mixers, CalPortland is transitioning to the Kenworth T880S. Starting last September in California, Catalina Pacific®, a CalPortland® Company, began placing into service 118 new Kenworth T880S set-forward front axle mixers through NorCal Kenworth. The mixers use compressed natural gas (CNG) and are powered by the 8.9-liter Cummins Westport ISL G Near Zero NOx engine.

Additionally, says Steve Mitchell, who serves as vice president of asset management for CalPortland, “we have 70 T880S trucks with PACCAR MX-11 engines that will go into service in Washington state in June, and they’ll be equipped with the 11-yard McNeilus Bridgemaster® Transit mixer bodies. We need the set-forward to conform to bridge laws while maximizing payloads, so when the T880 became available in that set-forward axle configuration, we were ready to order. We’ve standardized on the PACCAR MX-13 engine, and run the PACCAR MX-11 when we have weight-sensitive applications that require horsepower ratings up to

430,” he says. “We were an early adopter of the PACCAR MX engine, and they’ve performed well for us. They are very fuel-efficient, and they’re backed by PACCAR. Integration means a lot to us.”

Driver comfort

CalPortland and Kenworth go back a long way. One of the first companies to purchase T880s, CalPortland’s first orders were configured as dump trucks. “When we did it, I wasn’t sure how our drivers would react. I decided to go down to Southern California where the 20 T880s were in service,” says Mitchell. “I

hung around the yard and started talking to the drivers. I wanted real comments — and they gave them to me. They told me how much nicer the trucks were than the earlier T800s — and those were great trucks, too. They loved the T880’s visibility, comfort, and all the room inside the cab. To not hear one complaint from a driver? That’s very rare in the driver’s world. It showed me that Kenworth had hit a home run with the T880,” he says.

“Our history with Kenworth shows we get value, low life-cycle costs, and good product and dealer support,” adds Mitchell. “Kenworth trucks can handle the rigors on construction sites. They’re reliable and durable, and Kenworth engineers understand our business. What’s more, Kenworth and PACCAR are very much like our company when it comes to environmental stewardship. When we buy trucks, we buy Kenworth.”



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Kenworth Fleet

T680 Proves To Be The Driver's Truck™ for Danny Herman Trucking

Before Ronnie Miller hired on with Danny Herman Trucking in 2012, he told Joe Herman a little bit about himself. “I told him I was a Kenworth man. That’s all I drove as an owner operator during my 28 years, and that’s all I want to drive now,” Miller reminisced with a chuckle. “And that’s what the company offered me — I was pretty happy. Now, I’m driving a Kenworth T680 — it’s my third one; I get a new one to drive every 300,000 miles. When Kenworth says it builds ‘The Driver’s Truck,’ I agree wholeheartedly with that.”



The Driver's Studio

Danny Herman’s T680s with 76-inch sleepers feature The Driver’s Studio with a range of premium features that offer a relaxing and comfortable living environment. For eating meals, there’s the 180-degree swivel passenger seat and rotating table to accommodate two people, a drawer-style refrigerator and a convenient space for a microwave. A swivel TV mount is ideal for flat screen TVs up to 28 inches, and LED lighting provides ample interior light throughout the sleeper. There’s also a full-

“The T680 is our home. It has superb handling, and it’s very quiet with excellent pulling power.”

— Driver Ronnie Miller (and Margaret)

size wardrobe space for hanging clothes, multiple storage drawers, and a large storage space under the lower bunk. And when it’s time to get some restful sleep, there’s the 8-inch thick, pocket coil mattress. “When we decided on the T680, we knew it had the space drivers needed for extended hauls — that it would be a great truck for solo and driver teams,” says Herman.

Reliability and comfort for teams

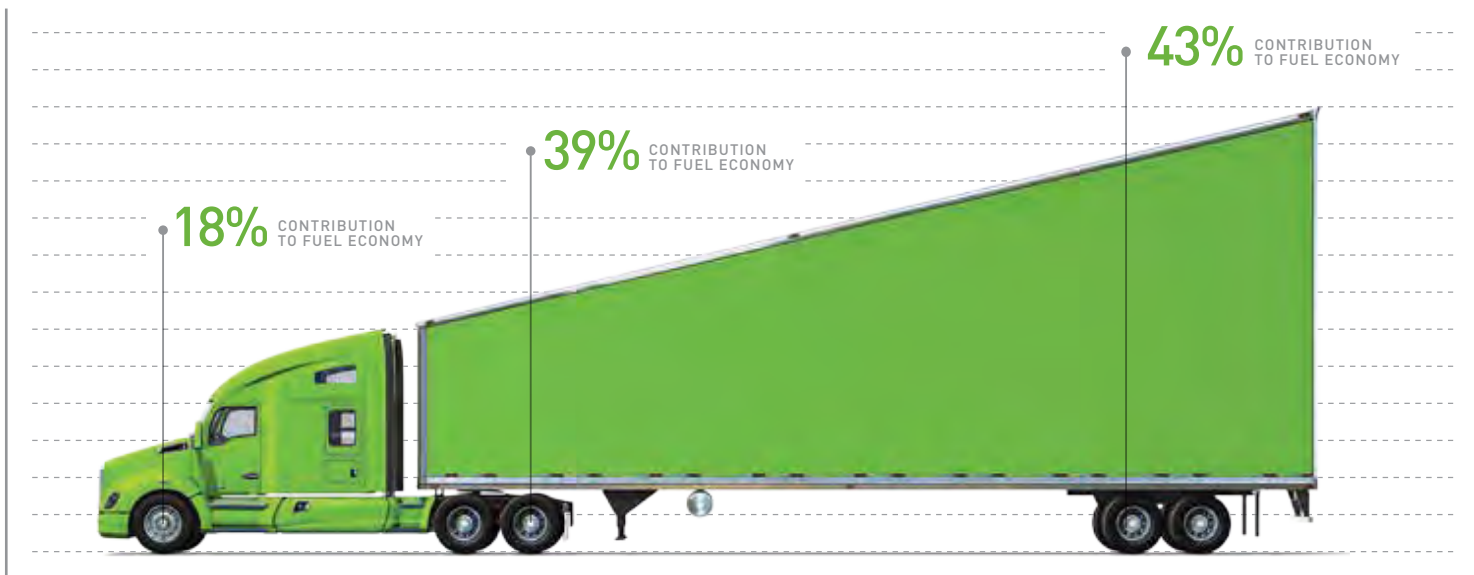
For Ronnie and Margaret Miller, the team miles add up to between 1,000 and 1,200 each day. “And we’re out five to seven weeks at a time,” says Ronnie. “The T680 is our home. It has superb handling, and it’s very quiet with excellent pulling power. The fuel mileage is great as well — we always get our fuel bonus. With all the room in the sleeper, it makes for a great team truck.”

With more than 1,100 trailers, the carrier hauls dry-van loads out of the Midwest to the West, and Southeast regions of the country. According to Joe Herman, who purchased the company from his dad, Danny, in 1999, the company has long been a Kenworth fan. “My dad started the company with one truck in 1964 — and that was a 1946 Kenworth.”

Since then, the company has been primarily running the latest model from Kenworth, transitioning to the T680 from the Kenworth T700 in 2013. “The trucks we offer to our drivers do make a difference, as does our family atmosphere and culture,” says Herman. “We have assigned driver managers so they develop a relationship with our drivers. And, we’re a faith-based company and run our business in a fashion that brings honor to God. We’re honest and strive for excellence. When you come into our terminal, we know your name and treat people the way we’d like to be treated. All of this makes a difference. Our driver turnover is well below the industry average.”



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Going the Extra Mile

Pickup-and-delivery provider appreciates T370 engineering and efficiency

As a leading provider of LTL services across the southern United States — with 90 locations blanketing the region — Southeastern Freight Lines (SEFL) relies heavily on a fleet of quality-built pickup and delivery (P&D) vehicles. Over the past two years, the Lexington, S.C.-based company has purchased 200 new Kenworth T370s powered by the PACCAR PX-9 engine and Eaton Fuller Advantage® automated transmission.



“Kenworth bent over backwards for us with the engineering behind the T370s.”

— Lee Long

“Kenworth really went the extra mile to give us the truck we desired for our P&D drivers,” says SEFL Director of Fleet Services Lee Long, who attributes the company’s 60-year record of success to its drivers. “My job is to keep our drivers happy and safe.”

Driver acceptance

Boasting an impressive 99.35-percent on-time deliveries in next-day lanes, SEFL has built a reputation for service quality with a modern fleet of 2,900 trucks. About 1,300 Class 8 trucks cover linehaul lanes, while the company’s hard-working medium duty fleet handles demanding regional P&D duties.

“We’ve had great success with the T370s,” says Long. “We bought the first ones in spring 2017. Because driver acceptance was so positive, we bought more by summer, and currently have an order for even more.”

Long especially likes the many driver assistance technologies that Kenworth offers, such as the Bendix® ABS collision mitigation system and Bendix® Wingman® Fusion™. SEFL’s first order of T370s included the collision mitigation system, something the company wanted for its drivers but some truck suppliers weren’t

offering. “Kenworth bent over backwards for us with the engineering behind the T370s we purchased,” says Long, who works with Worldwide Equipment of South Carolina for his Kenworth trucks. When SEFL purchased more T370s last year, Long included Bendix® Wingman®

Fusion™, which offers enhanced collision mitigation, lane departure warning, stationary vehicle braking, and over speed alert and action. Long feels that the T370 gives his drivers the best opportunity for success.

And peace of mind. “The thing that keeps me up at night is the safety of our drivers out on the road. We do everything we can to ensure they make it home safely every night,” he says.

Better visibility, productivity, versatility

“The T370s are so easy to get in and out of, with great styling and visibility inside the cab,” says Long. “The layout of the dashboard puts all gauges within easy reach, which makes drivers more productive by keeping them focused on the task at hand. When we first got the Eaton automated transmissions, the drivers didn’t like the idea of change. But once we put the new T370s into operation, we couldn’t pull drivers back out of those trucks. At the end of the day, they are more productive and less fatigued because they’re not pressing on the clutch all day.”

Long says the T370s “might average as few as 40 miles per day in Miami, or as many as 200 miles around Oklahoma City.” And while the P&D trucks are used primarily for short haul pickup and delivery type applications, sometimes they’re called on to run regional linehaul during the evening — from Abilene to Dallas, for example, or Shreveport to Dallas — depending where the power is needed. “If we don’t have enough Class 8s in that location, we’ll substitute a T370,” says Long. “It’s a very versatile truck.”

Southeastern Freight Lines has received more than 400 quality awards from customers and associations recognizing the company’s uncommon commitment to service quality. That — along with Kenworth T370 delivery trucks — tells you all you really need to know about the company’s commitment to excellence.





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Driver of the Year

Walmart Three-Million Mile Safe Driver — and ATA's National Driver of the Year — chooses the T680 76-inch Sleeper

In November 2017, Gary Plant was honored as trucking's National Driver of the Year by the American Trucking Associations (ATA). He was recognized in 2014 by Walmart Transportation for achieving the prestigious milestone of 3 million miles of safe driving with the company. Walmart rewarded Plant's professional excellence this year with his choice of a new truck. He selected a Kenworth T680 76-inch sleeper loaded with extras, like the Bendix® Side Object Detection System, Bendix® Wingman® Advanced™ Adaptive CC with Collision Mitigation and Diamond VIT interior with NavPlus® HD. The package also includes drawer-style refrigerator, TV installation package, Kenworth TruckTech+® and much more.

"I actually went to Kenworth's manufacturing plant in Chillicothe, Ohio, and watched them build the truck," says Plant. "To see Chillicothe and all the technology and robotics that go into building the Kenworth cab, I was so impressed with the procedure and the people. It was a really delightful experience." Plant received his new T680 at a special ceremony held at his home base — the Walmart Distribution Center in Loveland, Colorado.

"I really like the amenities, and the interior trim is a step above," says Plant. "Walmart allows us to take our kids and grandkids along when they're out of school, and that upper bunk folds up and is completely out of the way. That was a big selling point for me."

"Gary Plant, ATA's National Driver of the Year, is an outstanding professional with considerable achievements and a successful career at Walmart Transportation," says Jeff Byrne, Senior Director Fleet Purchasing/Maintenance for Walmart Stores. "Gary selected the Kenworth T680, which is offered as a reward truck choice for our top drivers. The T680 is a stylish, appealing and fuel-efficient truck. Our drivers especially enjoy the roomy cab and sleeper, and the many driver comfort features that we specify on their T680 reward trucks." Walmart Transportation currently operates 628 Kenworth T680 76-inch sleepers.



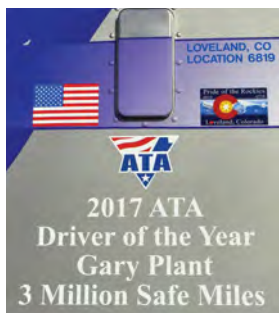
Above photos: Walmart Transportation driver Gary Plant, shown inside and outside, his new Kenworth T680 76-inch sleeper.

Below left: Painted with pride on the outside of his new T680.

Super quiet ride

Now in his 41st year as a professional truck driver — the past 27 years with Walmart — Plant

has driven 4.4 million safe miles throughout his career, equivalent to 176 trips around the world. Averaging 125,000 miles annually for Walmart, he has not been involved in a single preventable or non-preventable accident, according to the ATA, and has never been cited for a moving or traffic violation. "First time I drove the new T680, what jumped out at me was how quiet it is inside the cab," says Plant. "I have a decibel meter on my phone and it's two or three decibels quieter than my last truck. The T680 is just a cut above." Walmart Transportation purchases its Kenworth T680s through MHC Kenworth - Springdale in Arkansas. "We are proud to be Walmart's premier truck supplier to reward outstanding drivers," says Jacob Ott, MHC Kenworth - Springdale branch manager. "Both MHC and Kenworth have been committed to offering superior products and services before, during and after the sale, which has led to a tremendous partnership with Walmart that we look forward to growing for many years to come."



"The T680 is just a cut above."

— Gary Plant

The Driver's Truck™ – comfort and style

When deciding on his choice of truck, Plant says "it was the interior of the Kenworth that sold me on the T680 76-inch sleeper." The Diamond VIT interior package is loaded with special features that provide a satisfying home-away-from-home living experience while he's out on the road, including air cushioned leather seats that are orthopedically sculpted, fully adjustable for lateral and lumbar support, and reclinable with dual

armrests for maximum comfort.

MHC Kenworth – Colorado Receives Kenworth Dealer of the Year Award

MHC Kenworth – Colorado received the prestigious 2017 Kenworth Dealer of the Year Award for the United States and Canada at the annual Kenworth Dealer Meeting held in Scottsdale, Arizona. “It is a great honor for MHC Kenworth – Colorado to receive Dealer of the Year award for the seventh time,” says Mike Murphy, CEO of MHC Kenworth, which operates 68 Kenworth dealerships in 16 states. “This award was earned by our dedicated employees, who are committed to providing Whatever It Takes® support in every facet of our business. We appreciate this award and thank our customers for their continued business.”

The six MHC Kenworth – Colorado dealerships (Denver, Colorado Springs, Grand Junction, Greeley, and Pueblo, Colorado, and Cheyenne, Wyoming) each have achieved the prestigious Kenworth PremierCare® Gold Certified status as a result of their customer support efforts. “MHC Kenworth – Colorado earned the 2017 Kenworth Dealer of the Year Award as a result of their exceptional and strong results across all categories of our dealer excellence program,” says Mike Dozier, Kenworth general manager and PACCAR vice president. “Congratulations to The World’s Best® Kenworth dealer in 2017.”

Kenworth Gold Award Winners

Seven Kenworth dealers received a 2017 Kenworth Gold Award. The award is presented to the dealers that achieved the highest level of performance in the Kenworth network in the United States and Canada.



Kenworth Maska

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



Kenworth Montréal

Mike Parent



MHC Kenworth – Colorado MHC Kenworth – Georgia MHC Kenworth – Oklahoma MHC Kenworth – Texas

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



Wisconsin Kenworth

From left, executives Jon Parker, Jay Ellison, Mike Clark and Jim Moeller of CSM Companies.



MHC Kenworth – Colorado received the 2017 Kenworth Dealer of the Year Award for the United States and Canada at the annual Kenworth Dealer Meeting. From left, are Kevin Baney, Kenworth assistant general manager for sales and marketing; Mike Dozier, Kenworth general manager and PACCAR vice president; and MHC Kenworth executives Kyle Hoffman, Bryan Murphy, Corey Murphy, Mike Murphy, Tim Murphy, Jeff Murphy and Tim Spurgeon.

MHC Kenworth – Kansas City Earns Medium Duty Award

MHC Kenworth – Kansas City was named Kenworth Medium Duty Dealer of the Year for the fourth time in 12 years. The award recognizes outstanding leadership and dealership focus on growing sales of Kenworth’s comprehensive medium duty truck line-up.

The dealer retailed 672 medium duty trucks to a diverse base of unique customers representing a wide range of applications, including utility trucks, petroleum haulers, beverage, farming, medical equipment, lumber, asphalt, plumbing, and the community food bank.

Outstanding efforts by dealers, such as MHC Kenworth – Kansas City, powered Kenworth to a record 9.3 percent medium duty market share in the United States and Canada in 2017.



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

Kenworth Maska Named Kenworth PACCAR MX Engine Dealer of the Year

Kenworth Maska received Kenworth's PACCAR MX Engine Dealer of the Year honors. The award honors the Kenworth dealer that fully engages customers, sells all the benefits of PACCAR MX engines, and truly meets each customer's service needs. The dealer made the Kenworth Dealer Top 10 with the sale of 220 PACCAR MX-powered Kenworth trucks, and percent of PACCAR MX engine certified technicians.



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

MHC Kenworth – Oklahoma Honored as Parts and Service Dealer of Year

MHC Kenworth – Oklahoma earned the Kenworth Parts and Service Dealer of the Year award by ranking near the top in every performance category, including parts and service excellence, Kenworth PremierCare® Gold affiliations, facilities, parts purchases, call center acceptance, and customer satisfaction. The dealer embraced all the PACCAR Parts fleet services, retail and product programs, and recorded strong growth in all categories.



From left, are Mike Dozier, Kenworth general manager and PACCAR vice president; and MHC Kenworth executives Bryan Murphy, Tim Spurgeon, Kyle Hoffman, Tim Murphy, Corey Murphy, Mike Murphy and Jeff Murphy; Kevin Baney, Kenworth assistant general manager for sales and marketing; and David Danforth, PACCAR Parts general manager and PACCAR vice president.

Kenworth of Louisiana Named Kenworth TRP Dealer of Year

Kenworth of Louisiana significantly increased TRP sales by 38 percent and overall parts purchases by 18 percent in 2017 to earn the Kenworth TRP All-Makes Dealer of the Year award. The award recognizes the Kenworth dealer that provides the best support for TRP parts and service. The dealer's dedicated parts sales staff at its locations regularly introduced the TRP line to new customers and recommended it to existing ones.



From left, are David Danforth, PACCAR Parts general manager and PACCAR vice president; Kenworth of Louisiana executives Scott Oliphant and Jodie Teuton; and Kevin Baney, Kenworth assistant general manager for sales and marketing.

Kenworth Silver Awards

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

United States – Kenworth of South Texas, Kenworth Sales Company, MHC Kenworth – Iowa, MHC Kenworth – Kansas City, MHC Kenworth – North Carolina, MHC Kenworth – Springfield, MHC Kenworth – Tennessee, Papé Kenworth, Rihm Kenworth, and Truckworx Kenworth – Birmingham; and **Canada** – GreatWest Kenworth and Kenworth Québec.



Silver Award winning dealer executives posed for a group photo at the annual Kenworth Dealer Meeting.

Kenworth Dealers Celebrate Major Anniversaries

Kenworth also celebrated significant Kenworth dealer anniversary milestones reached in 2017:

- 60 years** – Inland Kenworth (Burnaby, British Columbia)
- 35 years** – Edmonton Kenworth (Edmonton, Alberta)
- 35 years** – Kenworth of Central Florida (Orlando, Florida)
- 30 years** – Motor Power Kenworth (Billings, Montana)

Inland Kenworth joins Kenworth Sales Company and Rihm Kenworth as the only three Kenworth dealers with 60 or more years of service to Kenworth Truck Company.

T680 Now Available For Order with PACCAR MX-11 Engine Paired with PACCAR Automated Transmission

The T680 on-highway flagship is now available for order with the combination of the PACCAR MX-11 engine and the new PACCAR automated transmission, which is designed for linehaul and regional haul applications up to 110,000 pounds gross vehicle weight. The PACCAR MX-11 engine offers up to 430 hp and 1,650 lb.-ft. of torque, and is 400 pounds lighter than 13-liter engines. Designed from the ground up, the PACCAR transmission is up to 105 pounds lighter than comparable transmissions, allowing for greater payloads. The transmission offers the best overall gear ratio coverage available, which results in excellent low-speed maneuverability.

The proprietary PACCAR Powertrain, which includes PACCAR's 10.8-liter MX-11 engine, 12-speed transmission and 40K tandem rear axle, provides outstanding performance through weight savings, increased fuel efficiency and enhanced driveability for Kenworth T680s operating in linehaul and regional haul applications. In addition to performance advantages, the new PACCAR transmission features extended maintenance. The 750,000-mile oil change



interval is the longest available for linehaul applications. The clutch is maintenance-free and features an internally routed electrical system that minimizes exposure to the elements. The fluid pressure detection system — which protects the gears from low fluid conditions — allows Kenworth to offer industry-leading warranty coverage.

Kenworth Expands PACCAR Proprietary Front Axle Offering with New Standard Track



A new standard track option for the 20,000-lb and 22,800-lb PACCAR proprietary front axle lineup is now available for order with Kenworth Class 8 vocational models. Designed for construction and vocational applications, the PACCAR front axle enhances vehicle payload-carrying capability and complements the superior performance of PACCAR's MX-11 and MX-13 engines. The PACCAR front axle with standard track is an important addition for the vocational market as it provides the best axle/wheel/tire combination to achieve a 20,000-pound rating with 425-series tires, while also offering excellent wheel-cut and maneuverability. It uses an innovative tapered kingpin roller bearing, which simplifies the design and delivers enhanced steering efficiency. The PACCAR front axle offers steering angles up to 50 degrees and has a five-year/750,000 mile warranty, providing customers the peace of mind they have come to expect from Kenworth products.

The World's Best Gifts

A collection of promotional gifts from Kenworth, including a mascot figure, a red duffel bag, a silver mug, a spatula, and two caps (one brown, one blue). The items are arranged on a white background with Kenworth logos.

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- Enter the code online now. Checkout whenever you're ready.
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PacLease Truck Rental Market Showing 20 Percent Growth

The heavy and medium duty truck rental market is running on all cylinders with rental utilization in the PacLease system increasing markedly. In Classes 6 through 8 rentals, PacLease has seen a 20 percent jump across the country. That's the word from Chachi Hernandez, PacLease's national director of rental operations (*shown below*).

According to Hernandez, PacLease is seeing a steady climb in customers who rent before they lease. "It makes great sense and we encourage it for those who are considering leasing for the first time. Rent the truck you're interested in leasing; see how well the rental company takes care of that equipment and you. It takes the risk out of the commitment and helps a fleet make a smart business decision." The key to success for PacLease is offering trucks that match the fleet operation and creating a partnership with customers.



PACCAR Financial Extends Popular Warranty Program for 2018

Kenworth and PACCAR Financial have renewed their popular 3-year/300,000-mile (U.S.) – or 3-year/480,000-kilometer (Canada) – extended basic vehicle warranty program to customers that choose PACCAR Financial to finance their new class 8 Kenworth truck. The offer is available on Kenworth trucks ordered through December 31, 2018 and financed with PACCAR Financial by March 31, 2019. This program has a \$2,725 (U.S.) value, so contact your local Kenworth dealer (www.kenworth.com) or nearest PACCAR Financial office (www.paccarfinancial.com) to learn more about the program terms and conditions.

Rely on PACCAR Parts 365 Center for Comprehensive Customer Support

When your fleet needs reliable support 24 hours a day, 7 days a week, the PACCAR Parts 365 Center™ is the uptime solution you can trust. The PACCAR Parts 365 Center is setting a new standard for customer service and driving uptime for Kenworth fleets with comprehensive aftermarket support 365 days a year. The 365 Center is committed to proactively maximizing Kenworth fleet performance through personalized service that is unmatched in the industry.

The PACCAR Parts 365 Center is made up of four strategic service teams to better serve and support your fleet: Vehicle Support, Roadside Assistance, Technical Research and Customer Service. The Vehicle Support Team is responsible for complete powertrain assistance. The Roadside Assistance Team is committed to providing support when an issue arises in order to maximize customer uptime. The Technical Research Team and the Roadside Assistance Team collaborate to procure the right parts for customers. The Customer Service Team is responsible for expediting the right parts to Kenworth dealers to get fleets back on the road in the shortest span of time.

When uptime is of the utmost importance, depend on the 365 Center for all-around customer support that is proactive and solution driven.

PACCAR Ste-Thérèse Receives Manufacturing Leadership Award



The PACCAR Ste-Thérèse plant received a prestigious 2018 Manufacturing Leadership Award from Frost & Sullivan's Manufacturing Leadership Council in recognition of its production technology advancements. PACCAR Ste-Thérèse was honored for its Frame Transfer Efficiency Improvement Project that takes advantage of automated guided vehicle (AGV) technology to increase frame assembly capacity, efficiency, safety and flexibility. The replacement of an above-ground conveyor by an AGV conveyance system created more space for assembly tasks, enhanced ergonomics, reduced downtime, and optimized the flow of operations.

"The employees at the PACCAR Ste-Thérèse plant are especially dedicated to building the industry's highest quality medium duty trucks. The plant implements initiatives driven through innovation to achieve continuous improvement and enhanced quality for fleets and truck operators who purchase Kenworth medium duty vehicles," says Chakib Toubal-Seghir, PACCAR Ste-Thérèse plant manager.

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Pine Tree Towing and Recovery Makes the Tough Lifts with Kenworth T880 Twin Steers

Cambridge, Ohio-based Pine Tree Towing and Recovery is the largest towing operation in southeast Ohio. From three locations, the fleet operates 17 tow vehicles, including six Class 8 heavy-duty units. The newest two trucks in the fleet are Kenworth T880 twin steers — one equipped with a 75-ton rotator, and the second with a 50-ton rotator (upper right photo).

“About 80 percent of our business is repeat — we work with fleets that might need a vehicle towed,” says company owner Ron Myers. “We also work in the oil and gas industries, and they sometimes call us to reposition tanks and vessels. That’s one reason we ordered the T880 twin steer with the 75-ton rotator. As you extend out the boom from the rotator, you lose weight lifting capability. The vessels we’re moving can be extremely heavy, so we need the bigger capability that a 75-ton rotator offers.”

That latest Kenworth T880 twin steer features a 40-inch sleeper to “give our drivers a place to grab a nap, or log some off-duty hours,” Myers says. “This truck gets sent on our most difficult jobs, and often we can’t be sure how long the job will take. That’s why we spec’d it with the sleeper.”

“I’ve had a lot of experience with Kenworths over the years,” Myers says. “When we added heavy-duty hauling in 2000, our first truck was a Kenworth medium duty, and then a T800 followed. They’re just tough, reliable trucks. And reliability is so key in our business. When someone calls for a tow or a recovery, they don’t want to hear anything else but ‘we’re on our way.’ There are no excuses in our business.”



DURABLE, RUGGED and TOUGH



Watson & Chalin and Kenworth Truck Company — Two of the world’s best.

As Kenworth Truck Company recently announced its newest addition of the T880S model, the expectation is a high-performance, lightweight and durable product perfect for dump truck and ready mix applications. Watson & Chalin has partnered with Kenworth Truck Company to match these values with a lightweight, durable lift axle solution, providing only the best products that you can count on for the long haul. Whether you’re looking for a single or multiple axle solution, W&C has the answer.

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Distinctive Kenworth T680 Raises Awareness for Truckers Against Trafficking

J&L Transportation owner and president Mike Jimenez and company driver Brian Sprowel are on a mission. Utilizing the “Everyday Heroes” Kenworth T680 Jimenez acquired for J&L Transportation at a benefit auction, and now driven by Sprowel, they want to educate everyone they can about how to become heroes to those victimized by human trafficking.

The “Everyday Heroes” Kenworth T680 and the benefit auction were the brain-child of Don Blake, Inland



From left are Mike Jimenez, owner and president of J&L Transportation; and Brian Sprowel, driver of the company's “Everyday Heroes” Kenworth T680 that helps support the important work of Truckers Against Trafficking.

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¹In Michelin's standard snow test, the MICHELIN® X* MULTI™ D tire traveled 80% further from start than the Bridgestone M726ELA in a set amount of time.
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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Kenworth's Phoenix area new truck sales manager, who worked with key industry suppliers to outfit and build the Kenworth T680, fully loaded with a 76-inch sleeper, 485-hp PACCAR MX-13 engine and Eaton® Fuller Advantage™ 10-speed automated transmission.

Blake's goal? Create a one-of-a-kind truck with a distinctive exterior design that celebrates the work of Truckers Against Trafficking (TAT), and then sell it at a benefit auction with proceeds going to TAT. The Englewood, Colorado-based 501(c)3 non-profit organization is dedicated to stopping human trafficking by educating truck drivers and rest stop employees on how to recognize the signs and report them to the National Human Trafficking Hotline.

Jimenez helped Blake achieve his goal when he submitted the winning bid and took delivery of the Kenworth T680 last June. Now, not only is the truck helping spread the word about the problem of human trafficking and what truckers can do to help stop it, it's also saving his company a great deal of money in fuel costs. Jimenez says the Kenworth T680 is delivering close to 1 mpg* fuel economy improvement over the performance of the previous truck that Sprowel drove.

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

Kenworth Donates T680 Advantage 76-inch Sleeper in Support of the 2018 “Transition Trucking: Driving for Excellence” Award

Kenworth, FASTPORT and the U.S. Chamber of Commerce Foundation’s Hiring our Heroes initiative are joining together for the third consecutive year to promote the trucking industry and discover America’s top rookie military veteran driver, who has made the transition from military service in the U.S. Armed Forces to driving for a commercial fleet. Under the “Transition Trucking: Driving for Excellence” recognition program, Kenworth will again provide the top award — a Kenworth T680 Advantage equipped with a 76-inch sleeper, PACCAR MX-13 455-hp fuel-efficient engine and PACCAR 40K tandem rear axle.



trucking industry’s excellent career opportunities. We also like to showcase the best equipment available, and the Kenworth T680 Advantage is certainly a quality truck that receives much attention from our military community,” says Brad Bentley, president of FASTPORT.

“Kenworth recognizes the importance of our veterans, and the donation of our on-highway flagship Kenworth T680 — the Driver’s Truck™ — is one way to thank them for their military service. We encourage those transitioning from military service to consider the trucking industry as their future career, and urge fleets in America to nominate their best drivers who have served to protect our country,” says Kurt Swihart, Kenworth marketing director.

“About 200,000 service members transition out of the military into the private sector annually. A key part of FASTPORT’s mission is to inform veterans about the

“Hiring Our Heroes helped more than 16,000 new veterans make the transition into trucking last year,” says Eric Eversole, U.S. Chamber of Commerce vice president and Hiring Our Heroes president. “The 2018 ‘Transition Trucking’ award campaign is another opportunity to highlight the impact veterans are making in the transportation industry and introduce a new generation of veterans to the real economic opportunity a career in trucking can represent.”

Hiring Our Heroes hosts nearly 100 hiring events for service members, veterans, and military spouses throughout the year, with veteran hiring fairs slated to take place this year on military bases and at professional sports venues in cities with a high population of veterans. The Kenworth T680 Advantage will be on display at selected events to inform and inspire those considering a possible career in trucking. For more information, visit the websites of Fastport (www.fastport.com) and Hiring Our Heroes (<http://www.HiringOurHeroes.org>).

Gregg Softy of Stevens Transport Awarded Kenworth T680 Advantage as Top Military Veteran Rookie Driver in 2017

A highly decorated retired U.S. Army lieutenant colonel was awarded the 2017 “Transition Trucking: Driving for Excellence” honor at a ceremony held at the U.S. Chamber of Commerce Foundation in Washington, D.C. Kenworth presented Stevens Transport driver Gregg Softy (right) with a Kenworth T680 Advantage equipped with a fuel-efficient 455-hp PACCAR MX-13 engine, and a comfortable 76-inch sleeper with the Kenworth Driver Studio package of premium features that combine to create a luxurious, relaxing and comfortable living environment. The West Point graduate received the Kenworth T680 as part of the U.S. Chamber of Commerce Foundation’s Hiring Our Heroes Program, which was conducted in partnership with the FASTPORT Trucking Track Mentoring Program.



Hollandia Dairy Milks High Productivity with T370s

When Leo Rose went to management at Hollandia Dairy with a business plan to purchase new Kenworth T370s and trade out his existing trucks, it was an easy sell. “We ran the numbers and the T370s made a lot of sense — the purchase price, reliability and productivity, maintenance costs and easy access to engine parts, expected fuel economy advantages and resale value,” says Rose, who serves as fleet manager for the third-generation dairy, located in San Marcos, California. “It all added up.”

More than one year after taking delivery of 15 Kenworth T370s — purchased through Inland Kenworth - El Cajon — the numbers have proved him right. Productivity is up to 100 percent utilization versus 80 percent the dairy was



accustomed to with its other truck brand. So is fuel economy — up 5 percent — along with other transportation metrics.

The T370s are spec'd with Allison automatics, aluminum fuel tanks, aluminum cross members, and aluminum wheels. “Reducing weight means more milk to haul. For drivers, we’ve added a host of new comfort options, and it’s been all thumbs up from those behind the wheel. The Kenworths have helped us in driver retention,” says Rose.

Dallas Flat Glass Drivers Nearly Double Productivity Per Trip With T270s

Dallas Flat Glass, a Carrollton, Texas-based glass distributor, started buying Class 6 T270s from MHC Kenworth-Dallas in 2013 as part of a long-term plan to replace all of its distribution fleet of 13,000-pound Class 3 cargo trucks. The trucks deliver wholesale sheet glass to more than 700 glass companies throughout the Dallas-Fort Worth metro area. “With the Kenworth T270s, our drivers can carry more glass and glass products on each trip,” says Robert Varela, Dallas Flat Glass manager and vice president. “The T270s have helped our delivery operation become



a lot more efficient.” The Kenworth T270s are equipped with 6-speed Allison automatic transmissions and 350-hp PACCAR PX-9 engines providing 1,000 lb-ft of torque, and can carry nearly twice as much glass on 24-foot racks, which are 10 feet longer than the racks equipped on the trucks they replaced. Spec'd with two 56-gallon saddle fuel tanks, the T270s offer a range of more than 750 miles before needing to be refueled. Varela

finds that drivers are happier driving T270s because they provide a more comfortable ride and the power needed to haul heavier loads.

CBC Reports the News With Help of Kenworth Cabovers

In Montréal, three Kenworth K-Series medium duty cabovers serve as mobile production trucks for CBC Radio — the Canadian Broadcasting Corporation, Canada’s national news network. A Kenworth K370 Class 7 cabover with 17-foot body on a 182-inch wheelbase is the go-to vehicle for live remotes in French and English. Two Kenworth K270 Class 6 cabovers, with 142-inch wheelbases and 14-foot bodies, typically cover smaller, Montréal area news stories. The trucks are powered by PACCAR PX-7 engines, rated at 250 hp, and Allison 5-speed automatic transmissions. “We needed reliable trucks that could turn on a dime, and yet could be small



in stature while carrying a lot of weight,” says Mario Gionet, who serves as corporate fleet service manager.

After talking with Kenworth Montréal, CBC selected the K270 and K370 since the trucks offer a sharp turning radius, coupled with a shorter wheelbase and high weight capacity. “Kenworth cabovers were the best fit for us,” says Gionet, adding the trucks have been a big hit with drivers, who also serve as the chief technicians for news production on location. “The Kenworth trucks are comfortable to drive and do a great job projecting the image we want. They’re very high quality and it shows.”

Kenworth Achieves Milestone 400th Dealership

Kenworth achieved a significant milestone in providing the industry's leading level of customer support with the opening of its 400th dealership location. That accomplishment represents the dedication of Kenworth dealers in building a strong network of locations throughout the United States and Canada that provide superior support no matter where Kenworth customers travel. The Kenworth PremierCare® Certified Gold program continues to drive the customer support level higher as Kenworth dealers invested over \$155 million in facilities in 2017 alone, added service technicians, increased PACCAR engine training, and expanded evening and weekend service hours. Kenworth now has 150 Kenworth PremierCare Gold Certified locations.

Rihm Kenworth opens new facility in Minnesota City

Rihm Kenworth opened Kenworth's 400th dealership in Minnesota City, a suburb of Winona, Minnesota. The 16,600 square-foot, full-service dealership includes the shop, 3,000 square-foot parts department, driver's lounge, and 12 service bays, including a wash bay and Kenworth PremierCare® ExpressLane with truck diagnosis within two



Rihm Kenworth – Winona

hours. “The fact that Kenworth reached this milestone in the small city of Winona demonstrates the strength of Kenworth’s dealer network and the importance of the investments we’re making in building and opening new locations and buying and renovating existing facilities,” says Kari Rihm, president, CEO and dealer principal of Rihm Kenworth. This year’s additional opening of a 68,000 square-foot full-service location in South St. Paul serves as Rihm Kenworth’s new corporate headquarters. It represents a nearly \$13 million investment by Rihm Kenworth.

Kenworth Names 2018 Councils

2018 Dealer Council

The Dealer Council works with Kenworth to help provide leading-edge customer support throughout the dealer network with the Kenworth PremierCare® and Kenworth PremierCare Gold Certified service programs. The 2018 Kenworth Council members are: Chairman – **Tim Spurgeon**, MHC Kenworth (Leawood, Kansas); **Mike Clark**, Wisconsin Kenworth (Madison, Wis.); **Boyd McConnachie**, Inland Kenworth (Burnaby, B.C.); **Mike Nagle**, Bayview Kenworth (St. John, New Brunswick); **Scott Oliphant**, Kenworth of Louisiana (Gray, Louisiana); **Dan Penksa**, Kenworth Northeast Group (Buffalo, New York); and **Todd Rice**, MHC Kenworth (Leawood, Kansas). In addition, **Tom Bertolino** of NorCal Kenworth (Sacramento, Calif.) serves as the Kenworth line representative for the American Truck Dealers (ATD).

2018 Service Council

The Service Council helps to promote service and product improvements to enhance The World’s Best® products. Members of the 2018 Kenworth Service Council are: Chairman – **Wes Sage**, Papé Kenworth (Portland, Ore.); **Adam Burrough**, Edmonton Kenworth (Leduc, Alb.); **Donovan Diaz**, Inland Kenworth (Fontana, Calif.); **Stefano Gabrielli**, Gabrielli Kenworth (Jamaica, N.Y.); **Nicolas Letendre**, Kenworth Maska (Sherbrooke, Quebec); **Dan Mills**, Sioux Falls Kenworth (Sioux Falls, S.D.); **Darrin Weimer**, MHC Kenworth (Leawood, Kan.); **Richard Williamson**, Truckworx Kenworth (Birmingham, Ala.); and Kenworth Dealer Council representative **Scott Oliphant** Kenworth of Louisiana (Gray, La.).

2018 Parts Council

The Parts Council focuses on further enhancing parts quality and customer support for truck operators and fleets. Kenworth Parts Council members for 2018 are: Chairperson – **Jo Frost**, Edmonton Kenworth (Leduc, Alb.); **Cory Anderson**, MHC Kenworth (Leawood, Kan.); **Eric Bontrager**, Wisconsin Kenworth (Windsor, Wis.); **Samuel Letendre**, Kenworth Maska (La Présentation, Que.); **Lisa Nichols**, Kenworth of Columbus (Hilliard, Ohio); **Jeremy Thompson**, Papé Kenworth Northwest (SeaTac, Wash.); **Jeff Weaver**, Truckworx Kenworth (Birmingham, Ala.); **Clayton Zuchotzki**, GreatWest Kenworth (Calgary, Alb.); and Kenworth Dealer Council representative **Boyd McConnachie**, Inland Kenworth (Burnaby, B.C.).

2018 PACCAR MX Engine Council

The PACCAR MX Engine Council assists the company in developing guidelines for service improvements and support for the PACCAR MX-11 and MX-13 engines. The 2018 Kenworth Council members are: Chairman – **Matt Allen**, Inland Kenworth – U.S. (Fontana, Calif.); **Mike D’Agostini**, NorCal Kenworth (Sacramento, Calif.); **Jeff Minter**, Wisconsin Kenworth (Madison, Wis.), a division of CSM Companies; **Jim Garner**, CIT Trucks (Normal, Ill.); **Zach Newton**, MHC Kenworth (Kansas City, Mo.); and Kenworth Dealer Council representative **Scott Oliphant**, Kenworth of Louisiana (Gray, La.).

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