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"THE JOURNAL OF THE TRUCKING INDUSTRY"

## 5th Annual Truck N Roll En Coeur



Truck Drags were just part of the exciting weekend at the 5th Annual Truck N Roll En Coeur, which was held this past August. Turn to pages 14 & 15 for story and photos. - Photo by Matt Conrad -

### Why 48 To 52 Should Matter To You



Left to right: Jennifer Fogg, President with Wood Kaufman, Owner of TBS Factoring Service.

by Steve Pollock  
OKLAHOMA CITY, OK... With hours of service and electronic logging devices (ELD), it seems the entire industry has their hand in a driver's pocket these days. When

you consider that the industry recognized median income of a truck driver is roughly \$48,000 annually, there's not much to grab in the first place.

Cash flow is king of the road, and when it feels as if all the money is flowing out it can be hard for drivers to remember why they got into trucking in the first place. Driving used to be a fun and rewarding profession, back when drivers were in charge. TBS Factoring Service has a plan to put drivers back in the driver's seat.

It's called 48 to 52. The goals are simple: To increase the median driver take home pay for their clients from \$48,000 to \$52,000 in 2018, and to turn trucking back into a profession where new drivers and owner-operators can start a career, not just a job.

The program begins with TBS's already competitive rates on freight bill factoring, which open the door to higher-paying loads, lower brokerage commissions, free roadside assistance, and savings on everything from fuel and tires to insurance and ELD units.

Helping truckers reclaim control of their lives and businesses is a passion for TBS President Wood Kaufman. The program is continued on page 10

### Navistar Oncommand® Connection Sweepstakes Winner Receives International® ProStar®, Equipped With Latest Connected Technology



Professional Truck Driver Jim McCauley (right) receives the keys to his International® ProStar®.

HOUSTON, TX... In an exciting conclusion to its extensive tour of the U.S., an International® ProStar® over-the-road truck was delivered to the winner of Navistar's OnCommand® Connection Sweepstakes, Houston truck driver Jim McCauley. The delivery took place during a special ceremony hosted by Navistar and TravelCenters of America at the TA® in Baytown, Texas, just east of Houston. The sweepstakes, which was open to qualified truck drivers holding a CDL, celebrated the availability of OnCommand Connection Telematics, a combined hardware and software package that provides a steady stream of

continued on page 5

# Distinctive Kenworth T680 Raises Awareness for Truckers Against Trafficking



J&L Transportation Company Driver Brian Sprowel.

of Truckers Against Trafficking (TAT), and then sell it at a benefit auction with proceeds going to TAT, an Englewood, Colorado-based 501(c)3 non-profit organization 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 in 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, but also it's saving his company a great deal of money in fuel costs. With just under 70,000 miles as of November, Jimenez said the Kenworth T680 is delivering close to 1 mpg fuel economy improvement over the performance of the previous truck that Sprowel drove.

As for drawing attention to Truckers Against Trafficking, Jimenez said the Kenworth T680 has exceeded expectations, particularly due to exterior updates made to the truck. "Following the auction, the first thing we did after Brian drove the truck back to our company's home terminal was to apply a large decal that prominently displays the Truckers Against Trafficking web site address," Jimenez said. "We also added 'Or ask me for more information' next to the web site address."

Jimenez said the change lets people know where they can go online to learn more about the

organization and its work, or that they can approach Sprowel and ask him more about it. Jimenez knew that by putting such a prominent invitation on the truck, he would place Sprowel square in the public eye. So, before he submitted the winning bid at the June auction, which resulted in \$89,000 in support for Truckers Against Trafficking, Jimenez asked Sprowel if he was willing to become TAT certified and feel comfortable serving as the company's TAT ambassador. When he agreed, Jimenez knew they would need the full support of the customer that Sprowel serves.

"We anticipated that as Brian stopped to answer questions along the way, he could fall behind schedule and miss his delivery or pick-up windows," Jimenez said. "Or, there could be the possibility he would reach the end of his duty period before he could pick up or drop off a load."

Since Sprowel is assigned to a route dedicated to one customer - Sub-Zero Group Inc., Jimenez asked senior managers at Sub-Zero if they would be willing to instruct their employees to work with his company's dispatchers to arrange options whenever Brian ran late for appointments. When the senior managers learned more about Truckers Against Trafficking and its mission, they were 100 percent supportive and agreed to instruct employees to rearrange appointments to work around any resulting delays.

Sprowel drives the "Everyday Heroes" Kenworth T680 on a

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# Off The Beaten Path



by Pam Pollock

## In A Field Of Horses - YOU Are A Unicorn!

We celebrated my Mom's 80<sup>th</sup> Birthday five days ago with a family party. Of course I had to have a theme. (Birthday parties ALWAYS require a theme!) I didn't want to do just an "80" theme - I wanted something to convey just how special and marvelous my Mom really is and that's when I decided on a Unicorn theme. My Mom is unique and a rare human being, much like a unicorn.

My Mom is small in stature, she's not even 5 foot but she has one of the biggest hearts of anyone I have ever met. She performs good deeds on a daily basis. She is a nurturer and has spent her life taking care of others without complaint. She is a phenomenal cook and baker - her homemade noodles, buns, cinnamon rolls and sugar cookies are wait-for-it - legendary.

Mom is, for the most part, a solitary, quiet soul. But she will let you know if you've stepped out of line. My childhood memories include seeing her sitting in her chair, reading her Bible and also being in the Church pew, clapping her hands as the old familiar Gospel tunes were being sung. Faith and love of God have always been a constant in her life. She's never let go of that faith, even in the most trying of times. Mom endures her constant pain and illness and hardships of life without complaint - there are not too many people who do that.

Mom put my brothers and I first in her life - she played with us and went without to give to us what she never had as a child. I remember the sled riding parties in the wintertime. My dad would build a fire and everyone would congregate on the snowy hill with sleds and saucers. One year the hill was slick and icy and my Mom flew off her saucer and got banged up pretty badly but she got back up again and continued to ride down the hill. During one of my teenage summers, my Mom got up and took my Dad to work at 6:30 am (we were a 1 car family) and then later in the morning, she drove me over 20 miles to the library so I would have some summer reading material. And then she picked up my Dad from work in the afternoon.

I thought (still do) that my Mom was the Best Mom Ever and then she got promoted to Grandma and immediately became the Best Gram Ever. She watched my kids without complaint so I could travel with Steve to truck shows and events. She now has 6 great-grandchildren and let me tell you, she is the Best Great-Gram Ever, too! She gets down on the floor and plays with the kids and surprises them with special treats and gives the best hugs and kisses.



June, my Mom - and yes, she just turned 80! Hard to believe, huh??!!

What do I love about my Mom? Her sense of humor, her honor, her goodness, her love for all of us. When I was younger, a family lost their home in a fire just before Christmas and Mom rallied our Church and held a special offering during our Christmas pageant and presented it to the family. When I was a teenager, she organized a

walk-a-thon to raise money to buy presents for patients in the local nursing home. She quietly donates money to people and events. Her special ministry is sending cards to people, not just at birthdays or holidays, but thinking of you cards to bolster the spirits of someone who may be feeling down.

If you asked my Mom, she would tell you that she thinks that she has not lived a very extraordinary life - but she is oh-so-very-wrong! She has touched the lives of so many people, more than she will ever know. She inspires, she motivates, and she has made us better human beings because of the example that she has set. Unicorns may be mythical but my Mom is the genuine, real deal. You are my world, Mom and loved to infinity and beyond.

## Truckers Warn State Attorneys General About Enforcement Confusion Of ELD Mandate On Trucks

Grain Valley, MO... The Owner-Operator Independent Drivers Association has requested that top officials from each state seriously review potential problems anticipated with enforcement of an impending federal trucking mandate requiring electronic logging devices on large trucks.

The letter, from OOIDA to all state attorneys general, is copied to representatives in each state for the Motor Carrier Safety Assistance Program, a federal grant program that provides financial assistance to states. It follows a request from Curtis Hill, Jr., the Indiana Attorney General, to the Federal Motor Carrier Safety Administration, asking for a delay of the ELD mandate citing numerous concerns that reflect many of the same issues raised by truck drivers.

The letter from OOIDA says that public statements made by FMCSA, the Commercial Vehicle Safety Alliance, various state enforcement agencies, and others demonstrate that there is a widespread misunderstanding of the legal obligations imposed upon motor carriers and drivers under the ELD regulations.

In particular, OOIDA is concerned about potential misinterpretations of the mandate's exemptions for older model trucks.

"The FMCSA website offers confusing and contradictory information on what models of trucks are obligated to employ ELDs under the rule," said Todd Spencer, executive vice president.

The letter describes how OOIDA contacted more than 15 states' commercial motor vehicle enforcement agencies to ask whether there was consensus on how to enforce this ELD exemption.

"There was none," says the OOIDA letter. "The states have taken positions that range from following the plain language of the rule, to following FMCSA's guidance, to an approach similar to CVSA's and, in some cases, to taking no position yet."

The letter from OOIDA and an accompanying document goes on to point out that the mandate increases the amount of data available to law enforcement, suggesting that states should adopt new statutes to protect privacy of drivers and limit the use of data to hours of service compliance determinations only.

The ELD mandate is estimated to cost impacted stakeholders more than \$2 billion annually, making it one of the most expensive federal transportation rulemakings over the last decade.

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## Navistar Oncommand® Connection Sweepstakes Winner Receives International® Prostar®

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real-time vehicle performance data to help drivers and fleets become safer, more productive and more profitable. Mr. McCauley, a driver for Advanced Freight Dynamics LLC in Conroe, Texas, was randomly selected to win a Diamond Renewed® Certified International ProStar Class 8 over-the-road truck equipped with a Navistar® N13 engine and with OnCommand Connection Telematics.

"As a working truck driver, Jim McCauley is the perfect person to receive this beautiful vehicle," said Terry Kline, Navistar senior vice president and chief information officer. "In keeping with our Driver-First™ philosophy and Uptime mission, we developed OnCommand Connection Telematics to make this valuable data stream easily available and useable for everyone in the entire industry, from owner/operators to large fleets."

From August 1 through September 8, the prize vehicle had toured multiple International dealers and 18 TA® and Petro Shopping Centers® locations around the country, giving truck drivers a chance to see the specially outfitted vehicle up close and to enter the contest in person. The vehicle was also viewed at several high-profile industry trade shows, including the Great American Trucking Show and the Mid-America Trucking Show.

OnCommand Connection Telematics offers truck and bus drivers and fleets an easy-to-use, comprehensive, one-price solution that can help cut the cost of vehicle maintenance, while seamlessly handling virtually all federal and state compliance needs. This telematics

solution is integrated with a new and improved version of the award-winning OnCommand Connection Advanced Remote Diagnostics system, which currently supports more than 350,000 vehicles of all makes and models.

"Our advanced remote diagnostics solution explains not just what that red light on the dashboard means, but also what to do about it, so the driver, fleet manager, and technician can all act quickly to keep the truck on the road," Kline said.

OnCommand Connection Telematics and Advanced Remote Diagnostics are also integrated with OnCommand Connection Electronic Driver Log (EDL), which automates federal Hours of Service compliance requirements that are mandated for all heavy duty trucks by December 18, 2017. OnCommand Connection Electronic Driver Log also automates fuel tax reporting, vehicle inspection reports, vehicle idling reports and vehicle trip mapping history, in order to make the driver's job easier and more productive, while feeding this information to the back office to enable greater efficiencies.

To assure maximum freedom and flexibility for drivers and fleets to use only the services that are right for them, OnCommand Connection Telematics carries no contract signup fee and no termination fee.

OnCommand Connection Telematics, OnCommand Connection Advanced Remote Diagnostics and the OnCommand Connection Electronic Driver Log app are available at select International dealers, TA

and Petro Stopping Centers and other industry outlets, as well as online.

To learn more about OnCommand Connection, visit [www.OnCommandConnection.com](http://www.OnCommandConnection.com). To find an International or IC Bus dealer, visit [www.internationaltrucks.com](http://www.internationaltrucks.com) or [www.icbus.com](http://www.icbus.com).

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## Curtis Carr Named National Safety Director of the Year - Estes Express Lines Executive Presented Trucking Industry's Premier Safety Award

Memphis, TN..., American Trucking Associations' Safety Management Council announced Curtis Carr of Estes Express Lines as the winner of the 2017 National Safety Director Award.

Carr began his career at Estes Express Lines in 1993 as an Area Safety Supervisor. In 1997, Carr became the company's Director of Safety and in 1998 he rose to Vice President of Safety and Risk Management. His trucking career began in 1989 as Environmental Manager at Carolina Freight and he

has continued to work in a trucking safety capacity ever since.

Under Carr's supervision, Estes Express Lines implemented new individualized situational training programs, opened strong channels of communication throughout the company, and emphasized incentive awards programs and campaigns. At Estes, Carr oversees nearly 8,000 professional truck drivers who travel more than half a billion miles each year.

Carr's leadership goes beyond his work at Estes. He has served as

Chairman, Vice Chairman, 2nd Vice Chairman and Treasurer of ATA's Safety Management Council. He is active in the Virginia Trucking Association Safety Management Council, the Virginia Governors Board of Transportation Safety as a Board Member, and the EPA Smartway Transportation Advisory Committee.

As a longtime North Carolinian, Carr graduated from the University of North Carolina in 1984 with a Bachelor of Science in Business Administration.



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# High Performance Diesels

with Bruce Mallinson

On November 30, 2017, John Walko, Pittsburgh Power's technical director and I were invited to tour the Paccar Test Center in Mount Vernon, Washington. The invitation was for us to introduce and explain the "Dorothy" (EGR soot separator) to the Paccar Engineering Group. At the beginning of the meeting they were skeptical. About 1 hour into the meeting it turned into a brainstorm session, and we left with an assignment. The Paccar engineers asked us to generate more data, such as the

flow through the Dorothy and temperature drop, which was very important to them because it lowers the combustion temperature thus lowering the know emissions. Currently the Dorothy is dropping the temperature of the EGR flow by 70 degrees.

During our tour we witnessed a T-880 tandem dump truck on a controlled environment chassis dynamometer. The temperature was 22 degrees below zero, the wind tunnel in front of the truck can generate 75 mph wind, and the altitude can

be changed. Think about that, how do you change the altitude in a dyno room that is at sea level? Other tests we witnessed were the turning on and off of the turn headlights and turn signals to see how long the bulbs will last. We saw the rear section of a truck frame being twisted; they will twist it until failure. A shaker rig was being set up to shake an entire truck until failure. Actuators working dash switches until failure, and Paccar engines, transmissions and differential equipped with disc brakes



Above 2 photos: The Paccar Test Center in Mount Vernon, Washington.



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running on engine dynos simulating actual driving experiences. Paccar was testing their own front axle, placing different torques and twisting of the axle and kingpins. John and I also had the opportunity to go for a ride on their test track, which is a banked oval of 1.5 miles, an off-road course with many types of pot holes, low bridge expansion joints, speed bumps and two hills to do dead stop start outs of 20 and 30 degrees. The Paccar engine and automatic transmission (12 speed) will start out on the 30-degree hill, once the brake is released, without touching the throttle while pulling a gross weight of 80,000 pounds. WOW, automatics have come a long way and that transmission is a joint effort between Eaton and Paccar.

John and I would like to thank the employees of the Paccar testing facility for sharing their time and beautiful facility with us.

Mike Lane, owner-operator with Tramcor out of Ogden, Utah and a member of the Owner-Operators Snowmobile Group, is in my office and sharing his driving thoughts and techniques for the remainder of this article. Mike owns a Western Star Low Max powered by a Pittsburgh Power DD5 Detroit, 840,000 miles on the engine producing 720

horsepower to the ground through an 18 speed Eaton transmission. He has one of the most powerful trucks in the fleet of 100. Mike is a true gear head, a former mud bog racer with a 1954 Willis pick up powered by a 400 small block Chevy, Edelbrock intake manifold, Holley 750 double pumper carburetor, Brodix heads, and a wild Crower camshaft. Now he rides a 2016 Axy's Polaris 800 mountain sled.

Mike Lane says: "Listen to your truck, it will talk to you". Sounds, pitches, vibrations, how altitude and ambient temperatures affects turbo boost, exhaust gas temperature, available power that can be used, and of course fuel mileage.

Sounds - Different pitches in the turbo will give you an idea of where the turbo boost should be. Naturally, you must have a truck equipped with a turbo boost gauge and a pyrometer (exhaust gas temperature gauge). When you are driving the truck, cruise control turned off, the pitch of the turbo-charger and the position of your foot on the throttle along with the tachometer reading (RPM) gauge, your mind should know about how much turbo boost the engine is using and what the pyrometer reading should be. You should play mind games with yourself, knowing

where your foot is on the throttle, and the sound of the engine telling you the RPM, you should then know the turbo boost being used and the exhaust gas temperature. And it goes the other way also, the boost being used and your foot on the throttle should tell you the RPM and exhaust gas temperature. If you play these mind games with yourself you will also learn how altitude affects turbo boost, exhaust gas temperatures and horsepower. Please keep in mind at 10,000 feet there is 1/2 the molecules of oxygen available for the engine to burn.

Vibrations - Vibrations change as parts wear out; however it's a slow process and our bodies adapt, and our bodies don't realize it. If you allow your friend or a good mechanic to take it for a ride he will feel the vibrations. The torsional damper, which should be replaced every 500,000 miles, is an item you don't realize is failing. After all, it takes several years to wear out. The torsional vibrations will travel through the pedals, shifter, steering wheel and the door locks. If they shake, the torsional damper is worn out.

Driveshafts should be replaced or rebuilt every 500,000 miles; however most owner-operators

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# High Performance Diesels Understanding Oil Contaminants



Mike Lane

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do not do it. Carrier bearings, U-joints, slip yoke, and the shaft can twist, bend and go out of balance. Sometimes it's a slow process, other times it can happen quickly. A shock load or a bind can destroy the shaft instantly, or start the bending process. When taking the drive shaft to a driveline shop, always have the tubes straightened, and then balanced along with new U-joints, carrier bearing and possibly the slip joint.

Tires - As tires wear they go out of balance, the Balance Masters, Centramatic, Counteract, or Equal will balance the tire as it wears and goes out of balance. If the tire has strange wear patterns and wears out of round, it may not be possible to

balance it. Different road conditions can change the vibrations, so when driving on new asphalt pay close attention to the sound and feel of the tires.

Steel wheels, being the wheel is welded and not turned on a lathe; the wheel cannot be perfectly round. If your truck is equipped with steel wheels, chances are you will have a vibration.

Engine Mounts, they are rubber and will wear, it takes thousands of miles, however it's another gradual item and when the wear is so bad and there is metal on metal, you will hear it and feel it.

All rubber mounts, such as the radiator and charge air cooler mounts, cab mounts, hood mounts, and exhaust piping mounts can

cause vibrations. As an owner-operator you need to spend time working on your truck and changing these small items. The rubber around the door and the felt in the window tracks will eliminate squeaks and eliminate air leaks.

We have run out of space, so Mike Lane and I must say good-bye until next month.

Written by Bruce Mallinson, Pittsburgh Power, Inc., 3600 South Noah Dr., Saxonburg, PA 16056 Phone 724-360-4080

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By Tom Bock

It's January and the start of a new year. How profitable was your operation in 2017? This is a good time of year to look back and review every aspect affecting the profitability of operations. What did we do to improve profits and what had a negative effect? We have worked diligently all year. What do we have to show for it and how can we improve the bottom line in 2018? This reflection will help establish a plan to increase profits and ensure we are on the right track. Understanding how to improve profits is the best way to ensure profits continue to grow.

There are two ways to improve profits; either increase revenues at a rate greater than expenses or reduce expenses without losing revenues. To some extent, revenue can be controlled, but ultimately the rates customers are willing to pay are a function of supply and demand. On the plus side, 2018 economic projections are showing good growth which will improve freight volume (demand) which should allow rates to increase due to demand for additional carrier

availability (supply).

The successful carriers understand that they can control the cost side and improve profits as well as allow them to function and thrive during the lower demand periods when rates drop. The carrier who can control the expense side of the equation has an advantage and can move loads more profitably and for a lower rate when necessary.

The expenses that offer the greatest return are fuel and maintenance, as they can be improved by utilizing some of the tools and studies that are readily available. To lower fuel expenses, driving at slower speeds will increase fuel mileage, as will as equipping the tractor and trailer with low rolling resistance tires and installing products that reduce wind resistance. Don't forget, to maximize fuel expenses you must ensure fuel is burning cleanly and not being wasted by producing soot etc. by ensuring engine properly injecting fuel into cylinders with proper fuel to air ratio.

Lowering maintenance expenses with preventive programs and utilizing the tools available that are designed to improve engine performance and increase longevity places you, the driver, in control of these costs.

One of the best tools to lowering maintenance costs is through oil sampling and keeping oil clean at all times with a quality bypass filtration system, instead of riding the normal oil quality roller coaster that continually replaces contaminated oil with new oil only

to have the contamination cycle start all over again.

Keeping the oil free of solid and liquid contaminants allows the engine to run more efficiently and last longer. This saves \$\$\$\$ today and protects your investment over the long haul.

An oil maintenance program that includes oil sampling not only verifies the quality of the oil but identifies any wear metals or contaminants that indicate the engine is not functioning properly and if the defects are not corrected, it is likely that a costly component failure is inevitable. Sampling creates a historical record that, if properly reviewed and acted upon, will save \$\$\$\$ in the long run and lower overall maintenance expenses.

Products that remove contaminants from lubricating oil as part of a maintenance program that includes oil sampling will ensure that oil expenses and engine wear can be controlled, resulting in lower overall expenses, improved profits and extended engine life.

Take the time to research what products are available, compare both initial start-up costs and ongoing, annual expenses of devices, filters sample kits, etc., then purchase the right system and start saving.

If you have any topics or questions you would like to see discussed in this column please email me at [tbock@horizoncp.biz](mailto:tbock@horizoncp.biz)

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# Industry News Briefs

## Small-Businesses In Transportation Testify At Hearing Seeking Regulatory Relief

Grain Valley, MO... The Owner-Operator Independent Drivers Association applauds the remarks of several small-businesses in the transportation industry as they testified before the U.S. House Committee on Small Business on Wednesday, Nov. 29.

The hearing, dubbed "Highway to Headache: Federal Regulations on the Small Trucking Industry," was an opportunity to provide input on the vital role small businesses play in the overall economy and highway safety.

"Small-business truckers and other businesses that rely on large trucks for their business models must contend with the same restrictive regulations as large businesses," said Todd Spencer, executive vice president of OOIDA. "Providing regulatory relief would be good for the economy and for highway safety as many regulations have no benefits for either. Small trucking businesses are the safest operators on the road, with millions of safe miles, and we should be helping them to thrive instead of putting them out of business with over-regulation."

Numerous concerns were cited in testimony from OOIDA, represented by board of directors member Monte Wiederhold, an owner-operator with a small fleet of seven trucks in Ohio. Some of those same concerns were echoed by other witnesses sharing insights about regulations such as the electronic logging device mandate, hours-of-service, EPA emissions standards and minimum insurance requirements.

The committee heard about how the ELD mandate is estimated to cost impacted stakeholders more than \$2 billion, making it one of the most expensive federal transportation rulemakings over the last decade.

"The mandate provides no safety, economic, or productivity benefits for most ensnared by the mandate," said Spencer.

A chief concern is the self-certification of the devices that businesses will be required to purchase to comply with the mandate. At present, none of the 193 devices listed on the FMCSA website have been validated by the agency or any unbiased, third-party testing program.

"Most small-businesses can ill afford to make these purchases only to learn later that the ELD is non-compliant. Yet they are required to do so or risk violation," said Spencer.

Wiederhold also shared with the committee concerns about federal policies such as the Unified Carrier Registration System as well as the issue of high driver turnover among mega carriers that is often purported as a driver shortage.

"Big trucking uses the myth of a driver shortage as a means to advance priorities that would actually harm drivers and undermine highway safety," said Spencer. "The real problem is high turnover, which the large carriers rely upon to keep wages low and satisfy Wall Street investors. While pleading for help from Washington to address the mythical shortage, corporate motor carriers routinely blame the overcapacity of trucks within their own fleets for lower than expected earnings. Clearly, there are more trucks on the road than freight to haul."

The Owner-Operator Independent Drivers Association is the only national trade association representing the interests of small-business trucking professionals and professional truck drivers.

## ATA Commends Senate Passage of Tax Reform

Arlington, Virginia—The American Trucking Associations issued the following statement commending the United States Senate for passing tax reform legislation: "With today's action in the Senate, major tax reform is now on the cusp of becoming law and igniting America's economic engine," said Chris Spear, president and CEO of the American Trucking Associations. "Reforming this onerous tax code will enable trucking companies large and small to invest more into their businesses, creating good middle-income jobs and stimulating growth up and down the supply chain."

"We see every day—in our operations, and those of our customers—what tax reform will do to get the economy moving ahead at full speed," said Dave Manning, chairman of ATA and president of TCW, Inc. "A growing economy means more trucks on our roads to keep store shelves stocked and Americans' homes filled."

ATA has been an actively engaged throughout the legislative process in support of a tax overhaul. Learn more about its efforts by visiting [trck.ng/taxreform](http://trck.ng/taxreform).

## ATA Truck Tonnage Index Increased 3.3% in October - Tonnage Index Up 9.9% from Year Earlier

Arlington, VA... American Trucking Associations' advanced seasonally adjusted (SA) For-Hire Truck Tonnage Index rose 3.3% in October, following a 1.9% decline during September. In October, the index equaled 147.6 (2000=100), up from 142.9 in September.

Compared with October 2016, the SA index surged 9.9%, which was the largest year-over-year increase since December 2013. In September, the index increased 6.3% on a year-over-year basis. Year-to-date, compared with the same ten months in 2016, the index is up 3.1%.

ATA also revised its September decline in the index down to a 1.9% drop from the previously reported 0.9% decrease.

The not seasonally adjusted index, which represents the change in tonnage actually hauled by the fleets before any seasonal adjustment, equaled 151 in October, which was 5.1% above the previous month (143.7).

"Continued improvement in truck tonnage reflects a much stronger freight market," said ATA

Chief Economist Bob Costello. "This strength is the result of several factors, including consumption, factory output, construction and improved inventory levels throughout the supply chain. Additionally, the 6.7% rise in tonnage over the last four months suggests to me that retailers are expecting a good holiday spending season."

Trucking serves as a barometer of the U.S. economy, representing 70.6% of tonnage carried by all modes of domestic freight transportation, including manufactured and retail goods. Trucks hauled nearly 10.5 billion tons of freight in 2016. Motor carriers collected \$676.2 billion, or 79.8% of total revenue earned by all transport modes.

ATA calculates the tonnage index based on surveys from its membership and has been doing so since the 1970s. This is a preliminary figure and subject to change in the final report issued around the 10th day of the month. The report includes month-to-month and year-over-year results, relevant economic comparisons and key financial indicators.

## Large Truckload Driver Turnover Rate Rose in Third Quarter - Churn Rate Now Highest Since End of 2015

Arlington, VA... The turnover rate at large truckload fleets rose five percentage points in the third quarter to an annualized rate of 95%, according to American Trucking Associations Chief Economist Bob Costello.

"Since bottoming out at the end of 2016, the turnover rate at larger fleets has steadily risen—a function of an improving economy, rising demand for freight transportation and fierce competition for drivers," Costello said. "The tightening of the driver market has raised fears about the driver shortage, which will hit an all-time high this year."

Also in the third quarter, turnover at small truckload fleets—those with less than \$30 million in annual revenue—dipped slightly, falling one percentage point to an annualized rate of 84%, two points higher than the same period in 2016.

## OTA Urges Zero Tolerance for Driver Pot Use

As Ottawa prepares to legalize marijuana next year, the Ontario Trucking Association once again urged its provincial government to ensure zero tolerance enfo

The rate also fell at less-than-truckload fleets, dipping two points to 7% for the quarter, the lowest the rate has been since the second quarter of 2016.

"Fleets continue to tell us that competition for good, safe and experienced drivers is fierce, pushing wages higher in hopes of attracting the best talent," Costello said.

"However, unless steps are taken to make it easier for individuals to pursue careers in trucking, demand for drivers will continue to outstrip supply—eventually even leading to supply chain disruptions."

In October, ATA released its latest update on the shortage, pegging it over 50,000 by year's end—with the potential to rise to 174,000 by 2024. In order to find a solution, ATA also launched a workforce development effort, focusing on recruiting and retention strategies for the trucking industry.

rcement for all truck drivers while allowing employers of safety sensitive workers to conduct comprehensive workplace drug testing.

In a submission this week to the Standing Committee on Justice Policy, OTA laid out the potential impacts of both recreational and medicinal marijuana legalization on the trucking industry.

"Ontario truck drivers have an exemplary safety record and are statistically far less likely to be driving while impaired than all other vehicle drivers—and we'd like to keep it that way," says OTA president Stephen Laskowski. "Legalization will carry greater risks for motor carriers and we are asking for the necessary tools to mitigate that risk."

OTA supports a strict approach that ensures all six classes of commercial driver's licenses and G class drivers operating commercial vehicles are included in a zero-tolerance policy.

Furthermore, OTA is asking the government to follow the U.S. approach of not differentiating between recreational and medical use of marijuana among drivers.

"If the true goal is public safety for all road users then it shouldn't matter whether it's being used for recreational or medicinal purposes," says Laskowski. "Commercial drivers are already held to the highest standards of safety and this shouldn't be any different."

It has already become an industry standard for trucking companies to take proactive steps to ensure drivers are fit for duty and not operating under the influence of alcohol or other drugs. However, employers must be able to ensure public safety by implementing drug and alcohol testing policies without being at risk of human rights challenges.

"It is imperative employers be allowed to apply workplace measures that will mitigate additional safety risks to employees and the public that legalized marijuana could bring," says Laskowski, who points out the U.S. has virtually eliminated drug and alcohol concerns by providing employers the tools to manage the issue. "It is essential Ontario and Canada provide employers legislative and regulatory backing for being proactive and doing the right thing."

OTA says it looks forward to the government's response and will continue working with the Canadian Trucking Alliance to spread a similar message across Canada.

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# Distinctive Kenworth T680 Raises Awareness for Truckers Against Trafficking

continued from page 2

drayage route that takes him from Sub-Zero's assembly plant in the Phoenix area to warehouses and ports in the Los Angeles basin and back each week. His truck also routinely hauls parts and finished products among several distribution centers and manufacturing plants in Arizona, California and Nevada. Depending on traffic conditions and pick-up and delivery appointment schedules, Sprowel may spend two or three nights out on the road and get home two or three nights a week.

Sprowel said since he started driving the truck this summer,

nearly every day he's been asked about Truckers Against Trafficking. "Most truck drivers generally know about what's going on out there at truckstops and rest areas," Sprowel said. "Still, I think they're often shocked to learn just how bad the problem is. I know I was. It's a \$1.2 billion industry here in the United States alone. Worldwide, forced labor and human trafficking is a \$150 billion a year industry with nearly 21 million victims. The National Center for Missing and Exploited Children estimated that one of every six runaways reported as endangered were likely child sex

trafficking victims.

"I've found that once they learn these things, most truckers, like me, want to stop looking the other way and do something about it," he added. Since the program started in 2009, Truckers Against Trafficking has trained more than 474,000 persons like Sprowel in recognizing human trafficking and taking the steps to report it. The program has resulted in nearly 2,000 reports from truck drivers.

"Through TAT certification, truck drivers can better recognize suspicious behaviors and know when and how to report them,"

Sprowel said. "I really like being able to help others learn what they can do to help put an end to these human trafficking disasters."

Sprowel's work as a community ambassador for TAT and J&L Transportation in the T680 isn't limited to truck stops and rest areas, or even the TAT program. Recently, Sprowel and the special T680 have appeared at Teens and Trucks' Youth Safe-Driving Campaign events organized by the Arizona Department of Public Safety and at Share the Road/Teens and Trucks appearances at driver education classes sponsored by the Arizona

Trucking Association.

"Not only can we teach a new generation of drivers how commercial trucks operate so they'll have a greater respect for them, we can also provide young people age-appropriate warnings about human trafficking and traffickers," Sprowel added. "It's such an honor to be doing this important work for such a good company as J&L Transportation, which has made an investment not only in my physical well-being by buying this Kenworth T680, but also in my soul. It really makes me feel good knowing that I work for a company that cares about

the injustices in our world and fully supports me in doing something more to help end them."

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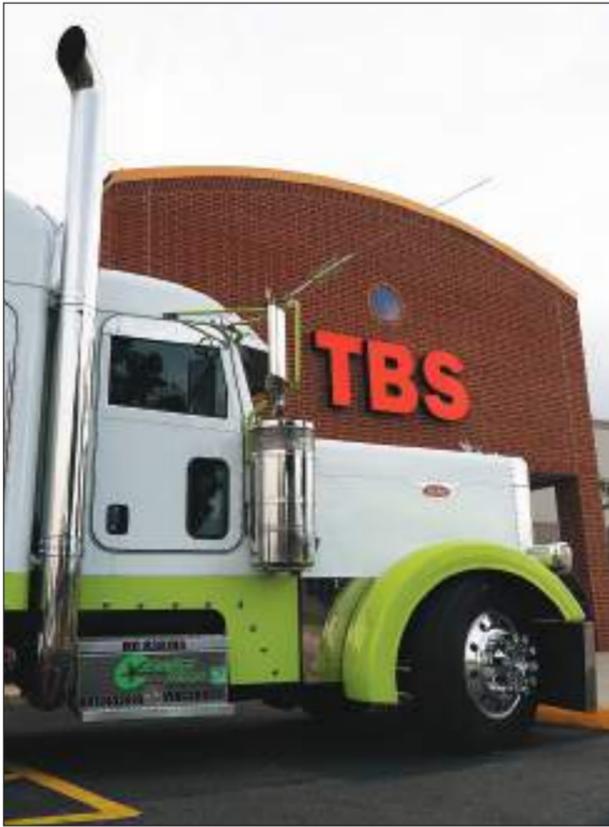
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The staff at TBS Factoring Service offers clients a variety cash flow products and services.

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Founded in 1968 as a small truckers' fuel tax and permitting services business, TBS has evolved into a transportation technology organization that finances small businesses. Dennis Kaufman purchased the company in 1991. His son, Wood, joined the company in 1998 and started the factoring service in 2004. Wood Kaufman then spearheaded the growth of the company over the next decade.

Today, TBS Factoring Services has over 225 employees and the company recently moved into a 50,000 square foot office in Oklahoma City, Oklahoma. Customer service is job #1 at TBS. With over 11,000 clients, TBS is proud to provide services that exceed the value of their clients' fees, and ultimately to help each and every driver reach that new level of professional satisfaction. To contact TBS Factoring Services, call 800-207-7661 or visit them online at [www.tbsfactoring.com](http://www.tbsfactoring.com)

continued from page 1

Jennifer Fogg, a seasoned business executive who joined TBS in 2016 after more than 20 years as a corporate CEO, leading management consultant and executive coach.

As an outsider, Jennifer shared some of the wrong-headed perceptions of trucks and truck drivers held by many in the general public. It did not take her long after joining TBS to realize that:

- Trucking is vital to our econ-

omy

- Drivers are misunderstood
- Drivers are taken advantage of

With 48 to 52, TBS, already known as an industry leader, is re-dedicating itself to its long-held mission of improving the lives of professional truck drivers.

As Jennifer states, "We will do everything but drive the truck for our clients."

The folks at TBS realize that when you own a truck, it is a cab with an office attached. And while TBS offers clients a variety of cash flow products, it is the entire package of services that distinguishes it from other factoring companies.

Factoring, of course, is the assignment of payment on a freight bill to a "factor"—in exchange for immediate cash, minus a small fee paid to the factor to cover the collection risk and convenience of faster cash flow. Factored loads are settled within hours of delivery versus days, weeks or even months if direct billed by

the carrier.

TBS uses Transflow, Trip Pak and FedEx Document Services, along with their own document-scanning app to expedite document transfers for reimbursement. It also offers free credit checks on freight brokers and companies for their clients, load advances of 40-50%, and will defer up to 50% of the down payments on insurance premiums through select insurance providers.

They have implemented a Fuel Finder App and negotiated fuel discounts of up to 35 cents per gallon through TBS fuel cards

to help drivers save money when purchasing fuel. And they recently began offering easy-to-use, low-cost, fee-free ELD and free roadside assistance through an agreement with leading ELD maker One20.

TBS can also file for Motor Carrier (MC) Authority and is the second largest private issuer of MC Authorities, behind OOIDA. They also provide a compliance start up bundle, with a compliance and insurance review and compliance walkthrough.

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# Mobile Awareness Delivers Complete Electronic Logging Device (ELD) Compliance Solution

SOLON, OH... Mobile Awareness, a leader in transportation safety products for commercial fleets, announces the release of a new Hours of Service (HOS) solution providing transport businesses a paperless Federal Motor Carrier Safety Administration (FMCSA) compliant system. It is fully integrated with Driver Vehicle Inspection Report (DVIR) & International Fuel Tax Agreement (IFTA) tracking and reporting.

Helping to create a safer driving environment, the FMCSA's electronic logging device (ELD) rule is meant to improve tracking and managing of driving records. With the MobileTRAQ® ELD solution a commercial fleet not only will be ELD compliant, the data becomes more useful in optimizing operations. With ready access to online logs and real-time remote monitoring, potential violations

can be resolved as needed. Data can be used to educate and train drivers that are at risk for hours of service violations, as well as unsafe driver behavior. In addition, the pre-trip and post-trip DVIR simplifies the process of error-free inspection and documentation further enabling well-timed vehicle repairs.

MobileTRAQ® ELD consists of a mobile application installed on any Android device and the web based MobileTRAQ® platform. The HOS data is continuously and automatically synchronized with the records stored on the server. If the driver loses or breaks a device, the server will automatically update a replacement device. In addition fleets can benefit by bundling the ELD capabilities with asset tracking/navigation as a part of the fleet management options. Moreover fleets can purchase a MobileTRAQ® ruggedized tablet

that is constructed for harsh working environments. This in-cab, portable, 7-inch touchscreen tablet can be readily handed to an officer without fear of damage (water-proof to IP67, drop-proof to MIL-STD-810G). Included with the MobileTRAQ® ELD tablet is a cellular data plan for HOS, DVIR, IFTA and fleet management.

Cleveland, Ohio based Mobile Awareness, LLC designs and markets leading-edge, affordable transportation safety products. The company provides integrated accident prevention solutions for commercial transportation professionals with its VisionStat® Video Camera Systems and SenseStat® Wired & Wireless Obstacle Detection Sensor Systems. For more information, please contact Mobile Awareness, Toll Free: 866-653-5036 or visit [www.MobileAwareness.com](http://www.MobileAwareness.com)

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Since being launched on December 1, 2016, API CK-4 and FA-4 diesel engine oils have become readily available for the trucking, construction and agriculture industries. The American Petroleum Institute has licensed approximately 654 CK-4 and 83 FA-4 oils which ensure that the newest categories of diesel oil for use in on- and off-highway vehicles and equipment are available in the marketplace.

The number of approved oils for both categories from large, medium, and small oil marketers

has grown consistently throughout the year. API expects that the licenses for both oils will continue to increase and that FA-4 will see growth as more new engines that require lower viscosity engine oils are placed in service in the coming years.

API CK-4 oils succeeded CJ-4 engine oils and are backward compatible diesel oils. CK-4 provides improved shear stability, oxidation resistance, and aeration control over CJ-4 in the familiar SAE 15W-40 and 10W-30 viscosity grades. Lower viscosity FA-4 oils,

which meet the same performance standards as CK-4 oils, have been developed to provide engine manufacturers with a tool that will help them meet more stringent fuel economy and greenhouse gas emissions requirements.

API CK-4 and FA-4 oils are available in bulk through diesel oil distributors for trucking, construction and agriculture operations and in packages through retailers. You can visit [www.dieseloilmatters.com](http://www.dieseloilmatters.com) for more information about the API CK-4 and FA-4 service categories for on- and off-highway vehicles and equipment.

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# DIDJA KNOW - TOO MANY CHOICES



by Roger Clark

We finally settled on Monday. Uh, morning. Two men, one warranty. They arrived separately. In the afternoon. Tuesday. And missing a key part - of the TV, not themselves.

The following day, repeating the 20 mile drive to the store, we were told the missing piece wouldn't work anyway, because it didn't fit the model we had purchased. The employee even offered to come out to the house and prove it. He came. It fit. He did, however, prove a point.

We didn't say "We told you so". We didn't get upset with the service. We didn't even write a review of our experience, but my wife and I did agree to split the remaining Valiums.

But the curse of too many choices continued. Did we want cable carrier X, or Y, or Z? Did we want premium sports channels, or movie channels? Were we interested in a bundle plan? Two way, or three way? What about Internet on the television? Fifty channels, two hundred channels, or somewhere in between?

What we have is the "Premium" package of 200 channels. Twenty six are in Spanish. Twelve are devoted to sports, including six showing Colin Kaepernick taking a knee, and six more telling us why. Seventeen so-called "reality" shows, where so-called successful people display their so-called chops at cooking, fixing, flipping, and dating. We have sixteen movie

channels, which include five I'm willing to show relatives, and two game show channels I wouldn't share with anyone. We have four learning channels, which I would watch, and seventeen more broadcasting infomercials to low interest viewers. There are some pretty good 'prime time' shows now on my screen, if only I could coordinate these three remote control devices. I can watch "Andy Griffith," from the sixties, "Hee Haw", from the seventies, and of course, "Dallas" from the eighties, which is the current age group of most of those actors. There are also five news outlets, and five other shows telling me what to think about it. Come to think of it, "Hee Haw" sounds increasingly more intelligent with every passing day.

Well, it's been a few weeks, since we emptied the Valium bottle, and we've watched three movies, two NASCAR races, and one quarter of NFL football. We've also watched a few re-runs of "Bluebloods", on our neighbor's TV across the street, but the majority of our enjoyment comes from listening to the music channels. No video, just music. No Valium, just hot coffee. No remotes, just homemade oatmeal cranberry cookies.

Stay well, drive smart, walk straight, and share the remotes. It may be the only way to know what your neighbors are watching!

Recently my wife and I purchased a new flat screen TV from a nationally known blue & yellow retailer. Sounds easy, doesn't it? Pick it, buy it, deliver it, and install it, no? Uh, no. Little did we think, not having a TV for the past few years, just what an interrogation we were in for.

Did we want a 48-inch screen, or a 50-inch, or 52, 54, or 60.....? Were we looking for cable, or satellite? LED, or LCD? HD, or Blu-Ray? Console, or wall mount? Vertical, or horizontal? Fixed mount, or swivel? Good, Better, or Best? Do It Yourself, or retailer installed? Warranty, or no?

Thanks to the heavenly patience of my beautiful wife, and a small handful of valium, we were finally freed from captivity of the sales force. But wait. What about delivery? Weekday, or weekend? Morning, or afternoon? One man, or two? One more Valium, or two?

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# Goin' To The Dogs (and Cats) – Companies Work Together To Send Pet Supplies To Hurricane Victims



by Steve Pollock

HERMITAGE, PA... It was a collective effort of several companies and many individuals who collected and transported 4 tractor-trailer loads of much needed pet supplies to the victims of Hurricane Harvey.

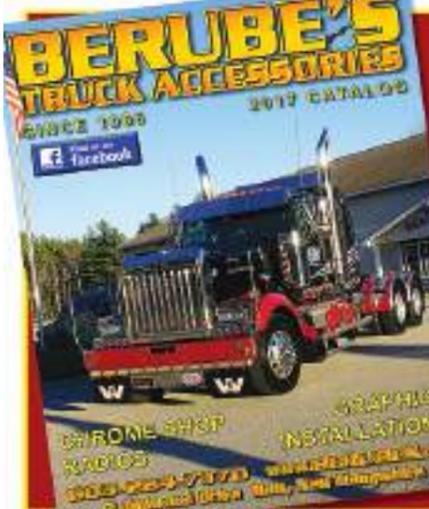
A collection drive for pet supplies was started by All Paws Matter of Sharpville, PA; Club Pet Adoption of Transfer, PA; and the Mercer County Humane Society of Sharon, PA to provide relief to

pets affected by Hurricane Harvey. Before long many volunteers came forward to help with the project, which only lasted 5 days until the trucks were loaded and heading to Texas. Individuals were asked to make donations of pet supplies, including dog and cat food, cat litter, bedding, blankets, water and medicine. The donations were dropped off at the Tractor Supply Store in Hermitage, PA.

Joy Cone of Hermitage, PA and

PI&I Motor Express of Masury, Ohio each sent 2 tractor trailers to haul the supplies and a dry van was provided by Tri-State Trailers of Hubbard, Ohio.

It took two days to stage and load the supplies at the Tractor Supply Store. PI&I professional truck drivers Mike Powers and John Cooper, along with two drivers from Joy Cone donated their time to haul the pet supplies to the Montgomery County Animal Shelter in Conroy, Texas.



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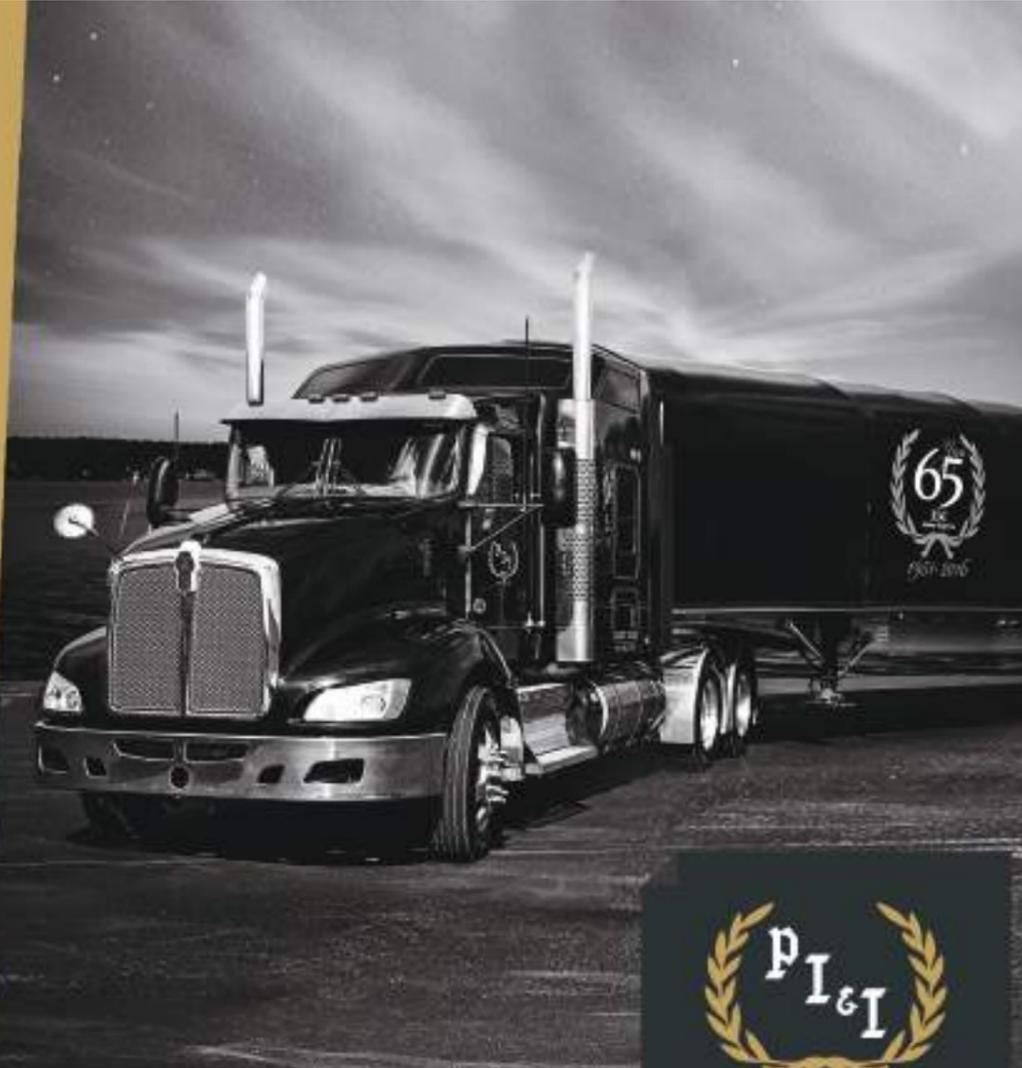
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# 5th Annual Truck N Roll En Coeur Rolls Into Quebec



by Matt Conrad

Truck N Roll En Coeur is a North of the Border show that is a must see event! The event is held every August in Bedford Quebec.

Some of the main sponsors who help to make the show happen are Diesel Spec, Transport Magazine, and Groupe Gamache Trucks from all over begin to arrive Friday afternoon. On Friday trucks who have arrived stage and parade through the beautiful town of Bedford Quebec. Afterwards the trucks go back to the show field and stage for what is always an eventful weekend.

Saturday is another action packed day beginning with trucks

starting to roll in throughout the day. In the afternoon the truck show also has trucks pulls, sponsored by Diesel Spec. Attendees have the opportunity to watch some of the coolest trucks out of Canada show off the power under their hoods.

Sunday is the part of the show where tears are shed by most. After the awards ceremony for the drivers to have a chance at receiving a trophy the event staff helps to sell balloons by accepting donations. After everyone purchases a balloon everyone gathers in the center of the show field. Once everyone is together trucks start to blow their

train horns and everyone lets their balloons go and fly up into the air. Each balloon that is let into the air represents a little child who has either passed on or is suffering from heart disease.

This show was truly one of the greatest shows I have ever attended - to see what all of the drivers do by getting together to help raise money for such a great cause truly allows everyone to see how great the trucking community is. Lebeau Menick and his crew are a huge part in creating such an amazing event that's for a great cause. With well over 200 trucks every year this show continues to

grow year after year.

For more info on the show you can search Truck N Roll En Coeur on Facebook where you will find the official truck show page. If you want to enjoy a weekend of truck filled fun that you will truly never forget make sure you mark your calendars for next years Truck N Roll En Coeur.

- All photos by  
Matt Conrad -

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All Photos by Matt Conrad

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# Berm Notes - Cruising With New Blue - Teaser; Not Your Everyday Cruise.



Not long ago I was in Corpus Christie, Texas with an end destination of Charlotte, North Carolina. The most efficient route according to my GPS was going to take me through Houston, Texas and con-

Carrier Road Atlas while sitting in my Cascadia's driver's lounge area to chart some alternate routing options.

The route I decided on hugged the coast and brought me back to I-10 near Beaumont, Texas. The reason for picking this course was that I am often close to the Gulf Coast but had never been along this particular coast line. After reviewing the route the project was nearly abandoned after discovering that there was a ferry involved from Galveston to Port Bolivar to reach my destination.

After researching the ferry via the internet here is some of the information which was found:

- Tractor Trailer less than 80,000
  - Less than 80 feet in length
  - No hazmat
  - Free
- My research on the free ferry

was followed up with a phone call as it sounded too good to be true. I was informed to "bring it on", as the ferry is considered to be part of the Texas highway system, and as long as I met the conditions I could indeed ride for free.

I started my journey in the morning, with very little traffic, and very nice roads. Before I got to Galveston I saw many different water views but I was still anticipating my ferry ride.

Upon rolling into Galveston there were many spectacular estates and mansions that appearing to be from the roaring twenties era.

Finding my way to the ferry port was easy and I lined up with the other vehicles waiting for the ferry to arrive. While I sat in the staging lanes the security approached to look inside my trailer to ensure I was not hauling hazardous materials. When the ferry arrived, I waited

my turn and drove New Blue onto the ferry. Once on board I set my brakes and when the signal was given, I exited my cab. During the short cruise to Port Bolivar I wandered around the ship and found my way to the viewing deck to take in the scenery.

While doing research for this blog I learned that I had just crossed one of the busiest shipping lanes in the world. At one point, we had a Carnival Cruise ship next to us as well as many cargo ships waiting their turn to approach Port of Houston. After we docked at the other end it was a simple matter to drive off of the ferry and my route continued to hug the coast line. Quite literally in many places the beach was directly adjacent to the highway. As I approached the end of my beach front tour I found a wide spot where I could safely pull off the highway and stop for a break.

It was a very nice relaxing diversion from my normal routing. This shoreline drive would not be a good choice if your goal is to save time. I added the out of route mile for taking the "scenic" route and turned out to only two to three miles farther then the suggest route. Counting loading and loading time it was probably two hours longer to go on the scenic route. The scenic route may have been just as fast as going through Houston at rush hour, so I will keep this route in the back of my mind for future use.

Interesting Facts on the Galveston to Port Bolivar Ferry

<http://www.txdot.gov/driver/travel/ferry-schedules.html>

- No Smoking
- Pet have to stay in vehicles
- No oversize
- Can feed seagulls at back of boat
- Cannot swim or dive from Ferry
- Distance 2.7 mile
- Time approximately 18 minutes to cross

The Ferry system on this route started in the 19<sup>th</sup> century with a skiff for paying customers. In 1929, the route was sold to a company which kept the two ferries till the end of the year when Galveston county purchased the service. In 1929, the ferries once again where sold, this time to the state that has operated then free of charge since. The ferries consist of six crewmen, and the boats are double-ended with a pilot house at both ends. The captain changes from one pilot house to the other depending on what direction the ferry is going.



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# ELDs And Glider Kits



the glider business standardize their Series 60 engine configurations by using DDEC IV programs originally intended as a field update for Series 60s that initially ran a DDEC III from the factory. The engine serial number used for these gliders is from an early 1998 however the pistons, injectors, and usually the block are from a later model DDEC IV. That's a Frankenstein engine. In most cases the only thing that's 1999 or older in these trucks are the programmable serial numbers and the camshaft...and as I understand it as long as they are registered as a 1999 or older these trucks are considered ELD exempt.

I had some interesting conversations last week about which Series 60 engines are ELD exempt and which are not. The webpage link below is from [www.fmcsa.dot.gov](http://www.fmcsa.dot.gov). It looks a lot like the old rule that allows glider kits to run pre-emissions engines. So it's the year of the engine and what year the engine was registered as that determines if a truck can be ELD exempt. So the real question is, when so many Series 60 engines are put together with a mix of parts from different model years what year is the engine?

Two years ago I thought a 1994 GK block running 1999 500hp BK injectors and a late 2002 camshaft was strange. There is no factory program for something like that. No recommended camshaft settings, or performance

numbers were known. I was left to decide what injection timing this thing should run. I called an engine like this a Frankenstein. Over the last two years these engines have become more and more common and I've had to change the way I look them. I'll admit some combinations actually work and if the fueling and timing are matched up in the programming some combinations work well. Given how common these changes have become over the last few years I'm almost to a point where I don't bother listing the model year anymore. If I'm having a problem issuing a model year for a Frankenstein engine then how are glider assembly inspectors or DOT inspectors going to determine a model year?

Some of the biggest names in

That's something to think about before you build a glider. The difference between being ELD exempt or not might just be the which engine serial number you want to use and what you have programmed into your DDEC.

<https://www.fmcsa.dot.gov/fac/if-vehicle-registration-commercial-motor-vehicle-reflects-model-year-2000-or-newer-b-0>

Written by Fernando DeMoura, Diesel Control Service LLC.

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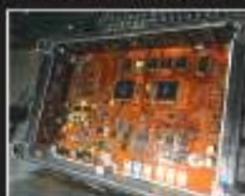
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# State of California Approves Regulations Modernizing Statewide Interoperable Electronic Tolling System

Washington, DC... The State of California's Office of Administrative Law has issued a notice of approval of regulatory changes paving the way for the adoption of the ISO 18000-63 (more commonly known as "6C") electronic toll collection protocol on all toll roads throughout the state. The approval by the Office of Administrative Law creates an effective date for the new

regulatory changes to take place on January 1<sup>st</sup>, 2018 and establishes 6C as the State of California's official electronic toll collection protocol on January 1<sup>st</sup>, 2019. The regulations will require a complete phase out of the existing Title 21 protocol by January 1<sup>st</sup>, 2024.

"This is a significant milestone for California in our continued adoption of modern technology and

solutions for tolling," said Samuel Johnson, Chair of the California Toll Operators Coalition and incoming 2018 Second Vice President of the International Bridge, Tunnel and Turnpike Association. "Use of the 6C protocol will provide for significant cost avoidance in the acquisition and management of transponders for the 14 agencies responsible for operating

California's tolled bridges, roads and express lanes. This adoption will also accelerate national efforts towards interoperability, paving the way for west coast customers to use their account to pay for tolls when traveling in California, Colorado, Washington, Utah and Oregon."

Since 2010, the International Bridge, Tunnel and Turnpike As-

sociation (IBTTA) has convened a nationwide Interoperability Committee (IOP) comprised of toll agencies throughout the country with the mission of advancing the goal of achieving nationwide interoperability.

"Today's announcement by The California Department of Transportation (Caltrans) is a landmark moment in the work to advance the nation towards interoperability on all electronic tolling systems," said Patrick Jones, IBTTA Executive Director & CEO. "As more of our member agencies continue to find ways to agree upon the creation of regional hubs of interoperability, it moves us one step closer to achieving nationwide interoperability. Most importantly, today's decision is an important development for the enhanced mobility of California."

Since the introduction of electronic toll collection (ETC) in the United States in 1989, toll agencies have made substantial investments in ETC technology and millions of customers have enrolled in ETC programs. The goal of nationwide ETC interoperability (NIOP) is the establishment of a system in which customers who have established pre-paid toll accounts in their home state have the ability to pay tolls on any participating toll facility in the country using their existing toll account.

Currently the 6C protocol is used in Washington, Colorado, Utah, Kentucky, Indiana, Georgia, North Carolina and Louisiana. The California action opens the greater opportunity to allow these states to become interoperable between each other.

## Daimler Trucks North America Launches 3D Printed Parts Program

Portland, OR... Daimler Trucks North America (DTNA) will make its first delivery of plastic parts produced using 3D printing technologies to its customers in the coming weeks as part of a pilot program. As a market leader and pioneer of emerging technologies, the trucking company is confident that these new technologies will soon play a significant role in the industry. More importantly, DTNA sees 3D printing as an opportunity to better serve its customers, particularly those customers in need of parts that have been difficult to provide through traditional supply chain models, such as those for older trucks or parts with very low or intermittent demand. During this pilot phase, DTNA will release a controlled quantity of 3D printed parts and will invite feedback from customers and technicians that receive them. DTNA will also collect data on the parts performance as well as assess potential future demand for 3D printed parts.

To print the parts, DTNA partnered with the 3D printing service bureau, Technology House, which has over 20 years of experience in additive manufacturing. Together, the companies have made the first parts available to customers with Selective Laser Sintering. The SLS process refers to layering powder in a print chamber and then "selectively" melting a pattern with lasers before adding the next layer. The 3D printed parts have been validated to meet durability requirements and many will appear no different to the untrained eye.



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# New Year! New Job!



Happy New Year! You may be thinking about the past year and things you want to improve upon, or even change in 2018. If finding a better company to drive for is on your New Year's Resolution list, look no further than Mawson and Mawson.

We sat down and asked a few of our drivers what they like most about working for Mawson and Mawson; and what they are looking forward to in the coming

year. Here's what they had to say:  
**Ray Richardson:** "I've been with Mawson for 16 years. You couldn't ask for a better company to drive for. The personnel dept., dispatch and the shop are all top-notch. It's a family-run business and they're very family-oriented."  
**Gary Sumner:** "I'm going on 5 years with Mawson. It's the best place I've ever worked. I like the people. I plan on retiring here."

**Nick Sedivi:** "I like the relaxed atmosphere and everyone gets along. They keep it simple while keeping you moving along. I would absolutely recommend Mawson to other drivers."

**Angel Perez:** "If you want to work, you've got it. There's no sitting around waiting for your next load. They treat you like a person; and I love the amenities they have to offer."

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Make 2018 a year of new beginnings and take the first step towards making Mawson and Mawson your new home by visiting our website at: [www.mawsonandmawson.com](http://www.mawsonandmawson.com) or call 800-262-9766. We look forward to hearing from you and helping you become part of the Mawson family!

## RIDOT Publishes Inadequate Environmental Assessment of Impact of Truck Tolls

Arlington, VA... The American Trucking Associations and its state affiliate, the Rhode Island Trucking Association called on the Federal Highway Administration to reject the Rhode Island Department of Transportation's assessment of the environmental impact of the state's proposed RhodeWorks truck-only toll scheme.

"The Rhode Island Trucking Association and the American Trucking Associations have identified dozens of errors in RIDOT's Environmental Assessment, which was published last month," said RITA President and CEO Chris Maxwell. "We are calling upon the Federal Highway Administration to reject the EA and instruct RIDOT to publish a corrected report or to immediately order RIDOT to conduct an Environmental Impact that addresses the issues we pointed out in our analysis."

RIDOT published the Environmental Assessment on November 1 and FHWA can now either make a Finding of No Significant Impact, giving RIDOT the green light to move forward with tolling, or order further study through an Environmental Impact Statement. The EA's faulty analysis cannot and should not justify issuance of a FONSI.

"This extortionary truck-tolling program will hit Rhode Island trucking companies significantly harder than out-of-state carriers, contrary to RIDOT's claims when the RhodeWorks bill was approved by the legislature," said ATA President and CEO Chris Spear. "Given the national precedent that this initiative would establish, ATA will exhaust every legislative, regulatory and legal avenue to defeat the implementation of the tolling portion of RhodeWorks and pre-

vent this cancerous proposal from spreading around the country. This effort is still in the early stages and we intend to fight this battle for as long as it takes."

Among the issues ATA and RITA identified with RIDOT's report were:

- RIDOT ignored constitutional issues surrounding state border tolls: While RIDOT has indicated its intent to toll trucks at 14 locations, it is asking for FHWA permission to first toll at only 2 locations on I-95 near the Connecticut border, thereby avoiding a full reckoning of the effects of diversion once all toll gantries are activated. This flawed methodology clearly ignores the cumulative impacts of full tolling and it raises Constitutional issues surrounding border tolls.

- RIDOT falsely claimed most of the toll costs would be borne by out-of-state businesses: When it was pushing the RhodeWorks toll proposal to the public and General Assembly, RIDOT claimed that most of the costs would be paid for by out-of-state businesses. However, according to the state's own figures, 94% of toll payments will be made by trucks traveling entirely within the state or picking up or delivering to a location in Rhode Island and just 6% of payments will be made by trucks crossing the state without stopping.

- Implementing truck tolls will increase the cost of goods for every consumer in Rhode Island, which makes the accuracy, transparency, and reliability of RIDOT's public reporting obligations critically important to every Rhode Island family. Given the profound, long term, costly burden on the citizens of our state, RIDOT's fatally flawed EA report cannot be relied upon to make such a critical decision," Maxwell said.

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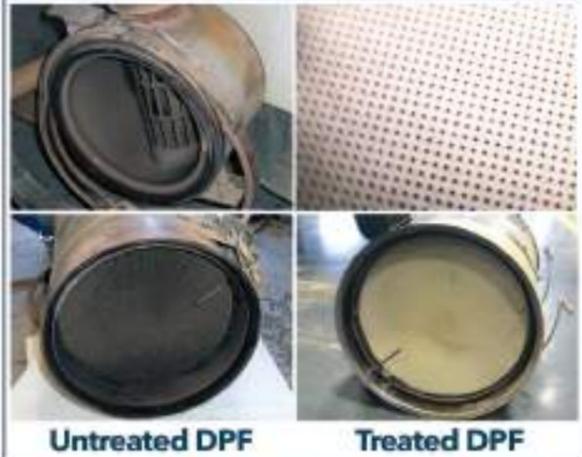
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## McClymond's Supply and Transit's Cancer Awareness Truck Participates In Halloween Parade



CONNELLSVILLE, PA... The Cancer Awareness Peterbilt owned by McClymonds Supply and Transit of Portersville, PA was part of the Halloween Parade this past October in Connelville, PA. The 2017 glider was built in McClymonds' own shop and is dedicated to Breast Cancer Awareness.

McClymonds' driver Kenny Blatt drove the Peterbilt in the parade, pulling a special Breast Cancer Awareness themed float built by Jeff Etling of Connelville. The float was decorated with pink and gold, symbolizing Breast and Children's Cancers.

The float was built on a 53' stepdeck trailer that belongs to Andy Kushner Trucking, LLC.

Pictured at the left: Todd Etling with cancer survivor Khloe Etling, Kenny Blatt, cancer survivor Sharon Etling and Jeff Etling in front of the Cancer Awareness truck.

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Robert E. Harris, "The Circuit Rider" was the nation's last practicing circuit riding preacher until his death in 2007. His ministry took him to numerous towns throughout western North Carolina as well as rest areas along I-40. His ministry and legacy continues through the Robert E. Harris Evangelistic Association, Inc., P. O. Box 67, Asheville, NC 28802.

## Havis Introduces Upgraded Universal Laptop and Tablet Cradle Line for a Wide Variety of Devices

WARMINSTER, PA... Havis Inc., has announced a new, upgraded line of universal cradle solutions for a wide range of tablet and laptop models.

The new Universal Cradle line is made from high-performance, injection-molded materials and some feature a durable, powder coat painted top plate. The thin, low profile design of the cradles maximizes mobile office space and enhances visibility. The rugged construction of the Havis Universal Cradles allows for longer service life and future redeployments.

The UT-1000 Series adjusts to fit a wide variety of 11-inch to 14-inch (approximate) laptops and convertible devices, while the UT-2000 Series adjusts to fit a wide variety of 9-inch to 11-inch (approximate) tablets. The newly patented UT-301 can handle 7-inch to 9-inch (approximate) devices.

The Universal Cradles also feature:

- Smooth glide functionality for easier stationing and removing of computing device for ultimate portability.
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## There Are Many Different Ways To Go To God In Prayer

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We are told in Scripture, "Pray without ceasing." The disciples of Jesus once said to Him, "Lord, teach us to pray, as John taught his disciples." And Jesus, "When you pray, go into the closet and close the door and pray to your Father, which is in secret, and He shall reward you openly."

Now, right here is a little morsel of truth that will feed a hungry soul. If you are successful in the closet, in prayer, you can be successful on the street, in whatever you are doing. But, if you fail in the closet, chances are, you are going to fail in the street.

We should open the day with prayer. We should close the day with prayer. God's ears are always attentive to the cries of His people, so time spent in prayer is time spent in preparation.

And as we prepare to serve the Lord, God gives us grace and leads us on. Prayer changes things. If prayer doesn't change things, then prayer changes the person who is praying.

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## Schneider Reserves Tesla Semi Trucks

**GREEN BAY, IW...** Schneider, a premier provider of transportation and logistics services, has announced its commitment to purchase new Tesla Semi trucks. As a long-time industry leader in both sustainability and technology, Schneider has placed reservations and is looking forward to implementing and testing the innovative tractors.

"This new technology resets the bar for sustainability and safety," said Mark Rourke, executive vice president and COO at Schneider. "We are excited about the potential the electric

Semi truck offers for delivering a smaller carbon footprint, dramatically lowering lifecycle operating costs and enhancing the driver experience. The technology will provide a natural extension to our next generation Quest platform."

With a long list of adopted technology in its ranks, it makes sense that Schneider would invest in technology that positively affects both the in-cab driver experience and the planet. An Environmental Protection Agency (EPA) SmartWay High Performer and eight-time SmartWay

Excellence Award recipient, Schneider has a long history of testing and implementing fuel-efficient and safety technologies. Today, more than 30 fuel-efficient features and safety technologies are in place or in testing to continually improve performance.

Tesla revealed the electric truck at an event on November 16.

To learn more about Schneider's commitment to running an environmentally friendly fleet, visit [Schneider.com/sustainability](http://Schneider.com/sustainability).

## Wyoming Kenworth Dealer Exposes Vo-Tech Students to Career Opportunities in Trucking

**CHEYENNE, WY...** To maintain Kenworth's highest standards for dealer service at the MHC Kenworth dealership he manages in Cheyenne, Marc Hess knows he must attract more young people to the career opportunities at MHC Kenworth.

Convincing young people that they can stay in Cheyenne, have a rewarding career and make a good living is a task often made even more difficult by the varied job and career experiences of older siblings and friends. That's why the Kenworth PremierCare® Gold Certified MHC Kenworth - Cheyenne branch manager has chosen to take a more proactive approach. Hess maintains strong relationships with educators at a local vocational-technical school, and provides students with opportunities to learn more about the work of his dealership's technicians through a

supervised apprenticeship program over the past few years.

Recruiting technicians in a small community like his own can be made much easier by exposing more young people to the work they could be doing as diesel technicians, he said. Through this exposure, students can see what opportunities are available to them, particularly at Kenworth dealerships in their hometowns.

"We want to provide more mentorship experiences and job shadowing opportunities so students can also learn from our more experienced technicians before they retire," he added. "Our goal is to preserve industry knowledge and pass it along to a new generation of technicians."

Hess believes recent events have made his efforts even more important. Earlier this year, the University of Wyoming eliminated

its technical education program. Meanwhile, the Wyoming Legislature currently faces a deficit somewhere between \$240 million and \$530 million in the education fund for the two-year budget cycle starting in 2018. The Legislature hired a new consultant firm to take a fresh look at the state's education funding model. Some legislators believe significant reductions in vocational education would allow the state to focus on more core content programs like mathematics, science and language arts.

"Limited school resources and few networking opportunities among people in professional trades cause young people to believe that career opportunities in technology outside of computer or mobile app programming largely don't exist," Hess said. "We must change that perception."

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## Pennsylvania Turnpike Joins Drivewyze Driver Safety Notifications Program



DALLAS, TX... Drivers of trucks equipped with Drivewyze Connected Truck services will receive in-cab safety notifications when approaching 26 curves and ramps on the Pennsylvania Turnpike where advisory speeds are less than the posted speed.

The Pennsylvania Turnpike Commission's toll road's participation in the Drivewyze Driver Safety Notifications program is a free add-on service now integrated with the Drivewyze PreClear weigh-station bypass application. The notifications are available with Drivewyze PreClear, which runs on select in-cab telematics and Electronic Logging Devices (ELDs).

"Drivewyze, the same company that delivers the nation's largest weigh station bypass service, has now become the nation's largest Connected Truck safety network," Heath said. "These in-cab safety alerts at known high-rollover locations significantly improve safety

by improving driver behaviors. We are proud to be providing this potentially life-saving service at no cost to the PA Turnpike Commission."

"The innovative Driver Safety Notifications program complements the advanced-warning signs across our system, providing drivers a greater situational awareness and encouraging them to slow down," said Robert Taylor, acting chief information officer at the PA Turnpike. "Our commercial customers receive these Driver Safety Notifications exactly when and where they need them most, which in turn helps ensure the safety of all people on our 550-mile system—including those traveling via passenger vehicles."

The Drivewyze Driver Safety Notification Service was recognized by the Intelligent Transportation Society (ITS) of America last year as a finalist for its national "Infrastructure of Things" Award.

"With driver safety notifications, drivers win because they avoid the stress associated with driving in these areas," Heath said. "Fleets win because Drivewyze can offer them data-driven insights that support driver coaching programs. The notifications can help provide drivers effective and actionable recommendations for improving their driving habits, reduce the potential for accidents and improve CSA safety scores."

The Pennsylvania Turnpike Commission operates and maintains 552 miles of toll roads in the state. It oversees 68 fare-collection facilities, 17 service plazas and 27 maintenance facilities. With more than 2,000 employees, it generated \$1 billion in annual toll revenue from 198.3 million vehicles in fiscal year 2016. Known as "America's First Superhighway," it opened Oct. 1, 1940. To learn more, visit [www.paturnpike.com](http://www.paturnpike.com).

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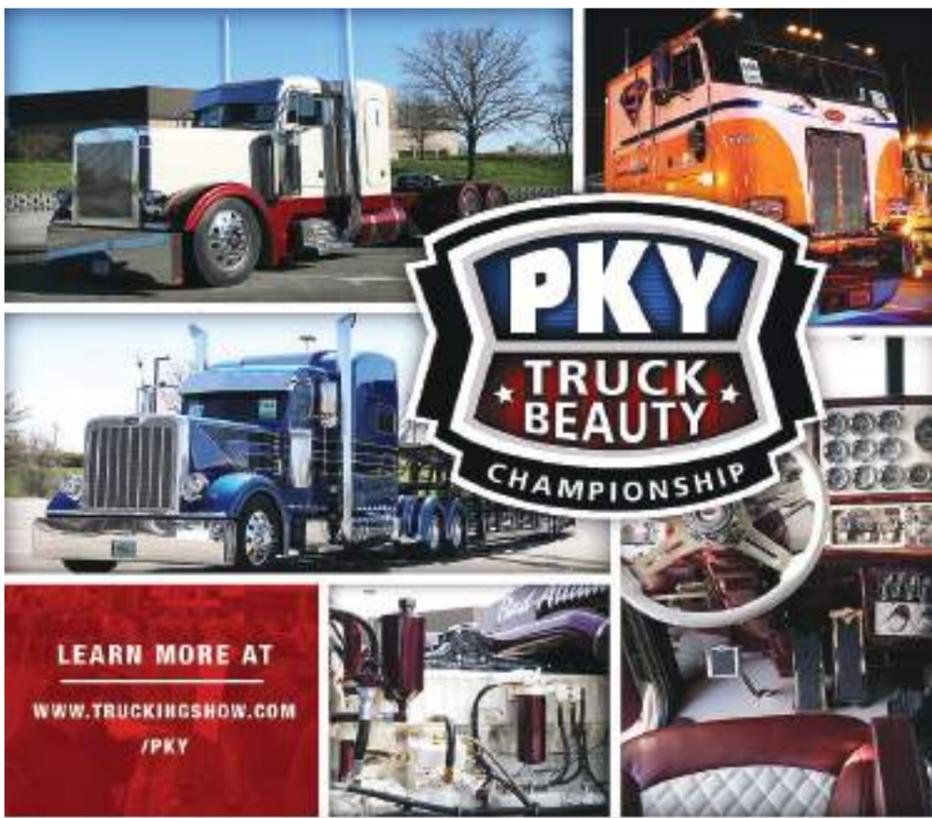
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## Pacifico Reflections - Can Do – Must Do



by Mike McGough

He sat at his desk looking tired and haggard. He was exhausted, and it was 9:30 on a Tuesday morning. A co-worker noticed him and asked if he had had a bad night. He replied that it was not a bad night but a bad month or maybe a bad year. "I can't seem to get ahead," he said. "No matter what I do, I'm always behind. I feel like I'm chasing myself from day to day always with more to do than time to do it. There's just no catching up. The more I do, the more there is to do."

"Been there and felt like that myself," the older co-worker said. "And I got tired of feeling that way so I did something about it." She explained how uncomfortable she was when things got like that for her. She said that for years she had assumed that that was just the way life was, at least in the lane in which she was traveling. She assumed that everyone felt that way, so she had resigned herself to accept it. She said, "Then, I took a closer look at the clutter I was putting in my life and I made a rather simple change. It's made a world of difference for me."

"Okay, what did you do; I'm open for suggestions," the haggard man asked?

She explained that she came to the realization that her priorities were not in line with the time, energy and abilities that she had. "Everyone has only so much time, energy, and talent, and I was always stressing mine to the max. I always planned more than I could possibly finish, then I would beat myself up when I didn't get everything done. It was a vicious cycle for me, and I decided to break it once and for all. Oh, now and again I fall back into my old habit, but for the most part, I have conquered this, and it really works for me."

Knowing that she had his attention, she went on to explain that she began by identifying chores in her life as either *can do* or *must do* tasks. She said the *must do* tasks get priority, but she always makes sure that she includes a few *can do* tasks as well. The *can do* tasks are things she wants to do; they do not have to be done. She has not agreed to do them, they are not a responsibility she must fulfill, and if she does not do them, no one suffers. She said giving some attention to both types of tasks creates a sense of balance for her. "I know that there will always be certain things that I must do, and I hope there will always be certain things that I can or want to do. A balance is essential."

She then explained to her very attentive co-worker that she had found that most of the clutter in her life is clutter that she puts there. She explained that a *can do* task, something that she wants to do, such as putting in a new flowerbed, should not become a source of pressure or stress. If it does it has become a *must do* even though it really isn't. She said, "The pressure and the frustration,

and the resulting anxiety and exhaustion I was feeling were often self-imposed. Once I recognized that simple truth, I began to lighten up on myself. The results were and continue to be remarkable."

She then told him that this is not something that he is going to do overnight. "Instead," she explained, "this is a life process that you will become comfortable with over time. It has to do with changing the way you think about the things that you must and can do in life, and understanding that there is a real difference."

A lot of people tend to unnecessarily crowd and clutter their lives. They do it for a number of reasons. Pride, greed, habit, envy, competition, money, power, and reputation are just a few. To be sure, everyone's life is going to have a certain number of *must do* items in it, and everyone's life should also include some *can do* or *want to do* items. Coming to grips with the difference and controlling, at least as much as you can, the number of each is important. It becomes a way to achieve clutter control. By so doing you can increase your personal power potential, relax the pace in your life, and be better prepared to make the most of your time. In the process you'll also significantly reduce the blur and frustration the next time you look at your TO-DO list.

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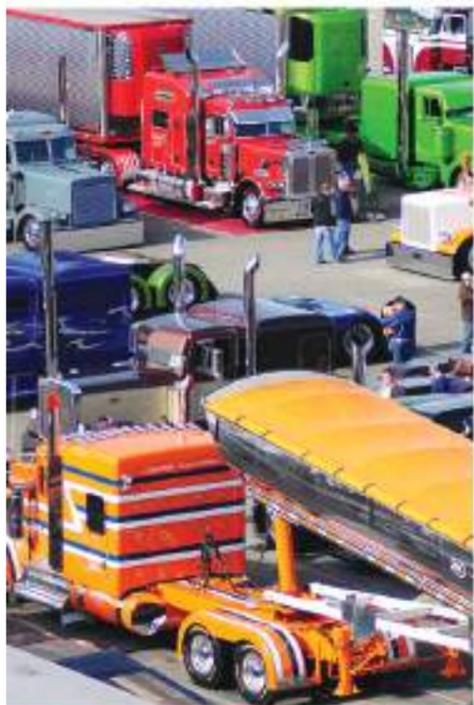
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# MOVIN' OUT Calendar of Events

- March 22-24, 2018 – Mid-America Truck Show** – Kentucky Fair and Expo Center, Louisville, KY. For More info visit [www.truckingshow.com](http://www.truckingshow.com)
- April 21 – 15th Annual Wheat State Antique Truck Show** – Newell's Truck Stop, I-35/US 50 Exit 31, Newton, KS. Trucks of any sort and cars, tractors as well. For more info, contact Scott at 316-288-3443 or email [dmarkshiffett@gmail.com](mailto:dmarkshiffett@gmail.com) Website: [www.athskansas.org](http://www.athskansas.org)
- April 27-29 – 20th Annual 75 Chrome Shop Truck Show** – 75 Chrome Shop, located off Exit 329 I-75; 419 E State Road 44 Wildwood, FL 34785. For more info call 866-255-6206 or visit them on the web at [www.75chromeshop.com](http://www.75chromeshop.com)
- May 13, 2018 - Mother's Day Truck Convoy** – Burle Industries, 1000 New Holland Ave. (Rt. 23), Lancaster, PA. Raising awareness and funds for make-A-Wish® Philadelphia, Northern Delaware & Susquehanna Valley. Fun filled day for the entire family. 500+ trucks, food, games, live bands. For more info call 717-283-4880
- May 31-June 3, 2018 – 15th Annual Wheel Jam** – South Dakota State Fairgrounds, 431 18th St. SW, Huron, SD. For more info visit [www.wheeljamtruckshow.com](http://www.wheeljamtruckshow.com)
- May 31-June 2, 2018 – ATHS National Convention** – Kentucky Horse Park, 4089 Iron Works Parkway, Lexington, KY 40511. For more info visit [www.aths.org](http://www.aths.org)
- June 2 – 5th Annual Shine & Smoke Big Rig Show and Shine and Drag Races** – Island Dragway, Great Meadows, NJ.. For more info phone 570-807-8671 or email: [SuperShowRigs@yahoo.com](mailto:SuperShowRigs@yahoo.com)
- June 16-17 - 7th Annual Ohio Vintage Truck Jamboree** - Ashland County Fairgrounds, 2042 Claremont Avenue, Ashland, OH 44805 Hosted by the Ohio Chapters of the American Truck Historical Society. Vintage Truck Show both days, Huge Trucking Memorabilia Display, Swap Meet, On-Site Camping with RV Hookups available. Slow Race, Jake-Off, Light Show, Diorama Display, Truck Swap Meet, Country Convoy, 50-50 Door Prizes Raffle Swap Meet Food T Shirts and More! In place of Registration and Admission fees - donations to Ashland Food Bank and Shriner's Transportation Fund appreciated. Presented By: ATHS Ohio Chapters Proceeds to: Ashland Food Bank & Shriner's Transportation Fund. Contact: Bill Peters [wep515@gmail.com](mailto:wep515@gmail.com) 330-682-1707 [www.ohvintkrjam.com](http://www.ohvintkrjam.com)
- June 23, 2018 – Fire Truck Show** - NC Transportation Museum, 411 S Salisbury Ave, Spenser, NC 28159. This event showcases Antique, Custom, and Working Trucks. For more info, visit <http://www.nctrans.org>
- July 12-14 – 39th Annual Walcott Truckers Jamboree** – Iowa 80 Truckstop, I-80 Exit 284, Walcott, IA. Super Beauty Truck Show, Antique Truck Display, Trucker Olympics Games, Exhibits, Fireworks, Live Music and much more!! For more information go to <http://iowa80truckstop.com/trucker-jamboree/>
- July 20-21 – Expedite Expo** – Lexington Center, Lexington, KY. The only trade event focusing exclusively on the expedited trucking industry. People from all over North America will come to learn about the newest trucks, career opportunities and products geared specifically to owner operators and drivers. For more info phone 859-746-2046 or go to [www.expediteexpo.com](http://www.expediteexpo.com)
- July 21 - Made in the Shade Truck Show & Shine** – Butler County Fairgrounds, David City, Nebraska. For more info contact Big Benny Schultz @ 402-641-3991 or Randy Schultz 402-367-8266 or email [bigbennyschultz@hotmail.com](mailto:bigbennyschultz@hotmail.com)
- August 3-5 – Carlisle Truck Nationals** – Carlisle, PA Big Rig Show and Shine. Monster Truck Shows, Vendor Midway and Truck Themed Swap Meet, Kids at Carlisle Activity Center. For more info call 717-243-7855 or visit [www.carlisleevents.com](http://www.carlisleevents.com)
- August 10-11 - The 29th Annual Waupun Truck N Show** - Truck-n-Show festival grounds (Spring Street in Waupun), Waupun, WI. For more info visit [www.waupuntrucknshow.com](http://www.waupuntrucknshow.com). Phone: 920-324-9985 - Fax: 920-324-0353
- August 17-19 – 9th Annual Eau Claire Big Rig Truck Show** – Northern Wisconsin State Fair Ground, Chippewa Falls, WI. Park and Pride Truck Show with NO scoring, Monster Truck Throwdown, Truck Parade, Barbeque competition, Live music. For more info phone 715-832-6666. Email: [info@ECTruckShow.com](mailto:info@ECTruckShow.com) or visit [www.ECTruckShow.com](http://www.ECTruckShow.com)
- August 23-25 – The Great American Trucking Show** – Kay Bailey Hutchison Convention Center, 650 S. Griffin St., Dallas, TX. For more info visit [www.truckshow.com](http://www.truckshow.com)
- September 28-29 - Guilty by Association Truck Show & Customer Expo** - 4 State Trucks, Joplin, MO. Family Friendly fun-filled weekend with the crew at 4 State Trucks and Chrome Shop Mafia for the Guilty By Association Truck Show (GBATS) in Joplin, MO. For more info phone 888-875-7787 Ext 161 or email: [g-batsinfo@4statetrucks.com](mailto:g-batsinfo@4statetrucks.com)
- September 29- Special Olympics Convoy and Truck Show** - South Carolina Farmers Market West Columbia SC. Come Join us for the convoy around the Capitol of SC and truck show hosted by the Palmetto Classic Iron Chapter of the ATCA. Fun for all, please contact Phil Hrynenko@ 843-925-1173 or Michael Still at 803-530-1791.
- October 28-31, 2019 – North American Commercial Vehicle Show (NACVS)** – Georgia World Congress Center, Atlanta, GA. For more info visit <http://nacvsshow.com>

If you would like to list an upcoming show or event, send all the details including a telephone contact number to

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# Winterizing Your Truck

by Tom Kyrk

It's that time of year when we could find ourselves in a snowstorm tomorrow. This is one of the few occupations where we can be in the 80's one day and driving in a blizzard the next. Having your truck prepared for winter can make the difference between being comfortable while sitting out the storm or miserable. A few common-sense precautions can make driving in bad weather a bit safer.

One of the most important winter preparedness tips is to know the weather and road conditions. You can do this with apps, such as WeatherBug or Weather Underground, and websites, such as safetravelusa.com that provide state road reports. A CB radio is useful for checking on road conditions and accidents. The best advice, if you know the roads are going to get nasty, is to stop early to make sure you get a parking spot at a safe and comfortable location.

Here are a few things you can do to your truck to get ready for winter:

- **Install fresh wiper blades.** I prefer blades that have the rubberized boot to help prevent snow and ice buildup. I have also found the beam style blades work best. Pro-tip: DON'T BUY CHEAP BLADES!!! Nothing is worse than having to replace a blade that fell apart in bad weather.

- **Use MotorKote®.** Put some MotorKote® onto a cloth and rub over your door seals and anything that opens or closes to prevent them from freezing shut in the winter. Be sure to let air dry before closing. You can also put a few drops in locks to prevent freezing. Coat your wiper blades with a thin coat and let dry for a few hours then wipe

off excess. This will prevent snow and ice from sticking to the blades. • **Carry WD-40 or similar spray lubricant.** This can defrost frozen locks. I have seen drivers who could not get their padlocks off due to ice buildup fix the problem with a few shots of WD-40.

- **Lubricate your 5th wheel.** Spray lithium grease or silicone to lubricate your 5th wheel when it is too cold for traditional 5th wheel grease to spread easily.
- **Always have spare fluids on hand.** Check your fluids and tire pressure before heading out. It is always a good idea to carry spare fluids and an air hose. Elevation and temperature changes can affect fluid levels and air pressures. Carrying spares and an air hose can mean the difference between getting back on the road and beating a storm or getting stuck in it waiting for road service.

- **Prevent your fuel from freezing.** When the temperatures drop below freezing treat your fuel to prevent gelling or ice build-up in filters and fuel lines. Products such as those found in the FPPF® line, Power Service®, or Howes® are great options to prevent being shut down road side due to gelling or water in your fuel.
- **Make an emergency kit.** Use a duffel bag or backpack (BlackCanyon Outfitters has some good options) and make an emergency kit with items such as a flashlight, battery bank, charging cords, snacks, food, bottles of water, medicine and important documents.

No matter how prepared you try to be, you will be caught someplace without something that you want or need. Many of the items that can be found at travel centers will bail

you out in a pinch.

- **Work or winter gloves** - Most travel centers have a good selection from BlackCanyon Outfitters or Wild Gear.
- **Coats or jackets** - Many travel centers carry them this time of year and often at competitive prices compared to many major stores. BlackCanyon Outfitters and Wild Gear make some great options.
- **A way to heat water and food on the truck**, such as the RoadPro 12-Volt Lunch Box Stove.
- **Oil, coolants, spray lithium grease or silicone and additives** from companies like Lucas®, FPPF®, Power Service® or Howes®
- **Zip ties**
- **Spare headlights**
- **Wiper blades**
- **Duct tape**
- **WD-40 or MotorKote® spray**
- **Snacks, non-perishable food, gallons of water**
- **Flashlight**
- **Battery bank for charging cell-phones**, such as the Tough Tested solar charger
- **Jumper cables**
- **Blanket(s)**

Whether this is your first winter on the road or you're a seasoned winter driver, it never hurts to listen to conversations at the truck stops and learn what other drivers carry in their trucks. You may get a few good ideas or learn something new. I also suggest carrying more food and water than you think you need. If you get stranded on the road you might have the opportunity to help other stranded travelers so carrying extras is a good thing.



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# Working Show Truck Of The Month - James "Tatt2" DeSimone & Maragliano Trucking



him such a cool ride to drive. kick off 2018 in style, as they both  
 Movin' Out would like to thank shine in our January Working Show  
 James "Tatt2" DeSimone & Maragliano Trucking for helping us Truck of the Month spotlight!



by Robert Conrad

As we head into 2018, another holiday season is in the rear view mirror and Santa Claus has made his deliveries for another Christmas!  
 If Santa was delivering presents to all of the good boys and girls in a truck of his choice, he just might choose to borrow Maragliano Trucking's 2017 International Lone Star. This shining star from the Maragliano fleet would definitely be a fitting truck to deliver presents with, but James DeSimone probably wouldn't want to part with it! James, or "Tatt2", as his friends call him, is the dedicated

driver of this company truck, which is part of the Maragliano fleet of 7 tractor-trailers delivering trench shoring equipment for their parent company, American Shoring.  
 Maragliano has branches in Shrewsbury, MA, Newburgh, NY, and Joppa, MD and James makes sure that "his" Lone Star is shining bright for each trip he makes. The truck's bright red paint is accented by just the right amount of bling. From the massive grille and bumper up front to the straight pipes and polished headache rack / toolbox combo behind the cab, the truck is definitely an attention - getter! The battery boxes, fuel

tanks, and rear fenders have been wrapped in red to match the cab, giving the truck a unique and stylish look. Power comes from a 600 HP Cummins engine that's paired with an 18-speed transmission and 46,000# heavy spec axles.  
 James has been driving trucks for over 20 years, including the past 7 with Maragliano Trucking, and his job is definitely his passion. He enjoys bringing the truck to various truck shows and parades when time allows and his family always gives him plenty of help getting it show ready! He wanted to thank them for all of their love and support and also Maragliano Trucking for giving





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