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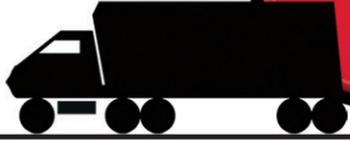
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**"THE JOURNAL OF THE TRUCKING INDUSTRY"**

## 2022 Trivista Motor Show Roared Into Youngstown!



Jerry Leek's 1989 International 4300, 400 Cummins, 9 speed and his International L160 4 WD with a 392 International V-8 automatic was at the 2022 Trivista Motor Show at Cerni Motors in Youngstown, Ohio on August 20, 2022. Turn to pages 14 & 15 for more photos from the show. - Photo by Pam Pollock -

### Roadmaster Tires: Engineered to Handle Everything Along the Way



For more than 15 years the Roadmaster brand has been dedicated to helping fleets reach their destination regardless of the application or length of the road. Roadmaster understands the challenges that vehicles face on the roads of North America

and that knowledge is woven into every tire that bears the Roadmaster name. Overtime, the Roadmaster brand has expanded its portfolio to reach nearly every trucking application, from long haul to regional, from mixed service to pick-up and delivery, and most recently, school

bus applications. No matter where your journey takes you, Roadmaster has the tires to get you there!

Drivers and fleets can rest assured that Roadmaster tires are Engineered to Handle Everything Along the Way. Roadmaster tires are engineered in North America for North American roads and specifically designed to maximize performance and increase durability regardless of the application.

"The entire Roadmaster lineup has been designed and engineered to deliver quality and value with a specific focus on the total cost of ownership," said Jason Miller, National Fleet Solutions Development Manager for Cooper and Roadmaster. "Tires, fleets and situations may be different, but the Roadmaster way means approaching every challenge with a low cost of ownership mentality. Our goal is to deliver quality and

continued on page 20

### Foodliner, Quest Liner: Driving the Industry



Together, Foodliner® and Quest Liner® make up one of the nation's leading transportation carriers in North America. While the companies together have been named as one of the nation's top-100 for-hire transport carriers in the United States consecutively since 2004, individually each company also stands out as a leader in the markets they serve.

Foodliner is recognized as the largest bulk food-grade carrier in the U.S., using a customized transportation system and the latest technology to provide individualized services throughout North America. Foodliner's customized transportation system has repeatedly resulted in mutually beneficial partnerships with most of the country's major bulk-food, sugar,

sweetener, vegetable-oil, and flour-milling companies. Foodliner has terminal locations in 32 states, as well as multiple locations in Mexico. Recently, Foodliner won the Platform Powerhouse Award, which highlighted the best example of a Trimble Transportation Power User. This was announced at the Insight Ovation Awards continued on page 18



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# USDOT Committed to Expanding Truck Parking Capacity Nationwide

Washington, DC... The American Trucking Associations thanked the U.S. Department of Transportation for its commitment to expanding the nation's truck parking capacity.

In a letter to ATA President and CEO Chris Spear, U.S. Transportation Secretary Pete Buttigieg pledged the Administration's support for increasing the availability of safe parking options for America's professional truck drivers through its Trucking Action Plan, Bipartisan Infrastructure Law, and increased coordination with state departments of transportation and the trucking industry.

"We thank Secretary Buttigieg and the Administration for their ongoing commitment to America's professional truck drivers. The Secretary has stated how important the issue of truck parking is to him

and his department, and we are extremely grateful that he is delivering on that intention," said ATA President and CEO Chris Spear. "This issue is imperative for both highway safety and supply chain efficiency, and we look forward to continued partnership with USDOT as it works to ensure IJA funds continue flowing toward this urgent need."

ATA President and CEO Chris Spear recently wrote to the Secretary urging the U.S. Department of Transportation to prioritize this issue, which affects highway safety, driver wellbeing, productivity, and the environment. A USDOT report found 98% of drivers regularly experience problems finding safe parking. Studies by the American Transportation Research Institute have found that drivers surrender an average of 56 minutes of valuable

drive time per day to find parking, directly costing them about \$5,500 in lost compensation—or a 12% cut in annual pay.

In recent days, Florida and Tennessee were awarded a combined \$37,600,000 in INFRA grant funding by USDOT to expand truck parking capacity.

"This issue is of particular importance for women drivers, who repeatedly cite the lack of safe parking options as a deterrent to more women entering the field," Spear said. "Investing in these projects and ensuring all drivers have ready access to safe and well-lit parking facilities is an important step in shifting our industry's workforce demographics and empowering more women across the country to pursue the rewarding career opportunities that trucking has to offer."

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# OFF THE BEATEN PATH

BY PAM POLLOCK



Our family - 4 generations strong - May 2021.

## The Luckiest Girl In The World

As I have mentioning in my 33.5 years of writing this column, family is EVERYTHING to me. It's a thought shared by my husband and something that we instilled in our children and my daughter, and her husband are now teaching their children. Last year, on our weekly drive up to my parents' house, my oldest granddaughter, who was almost 9 years old at the time remarked, "Gaga, I am the luckiest girl in the world! I have FIVE Gagas (2 Grandmas and 3 Great-Grandmas), and 3 Paps (2 Grandpas and 1 Great-Grandpa.). I smiled and told her that she and her siblings were indeed truly blessed to have so many Gagas and Paps that love them all so very, very much.

It's no secret that I am photo obsessed. I lug my big camera just about everywhere and if I don't have it along, I am pulling out my iPhone to capture just about each and every moment. Much of this obsession is because I only have 1 Polaroid photo with my maternal Grandma Grace, and 2 fuzzy snapshots with my paternal Great-Grandpa Yard. I have zero photos with my maternal Grandma Norris, who lived 2 doors up from my parents' house and I was usually up there about every day until my teenage years when she moved in with my Aunt and ultimately died.

I insist on a yearly family photo and in the past couple of years, I have tried to get one of our 4 generations together. That was a hard task to accomplish. Finally, last year (May 2021), I got a photo session scheduled for Mother's Day where everyone could meet - and then it poured rain all day long and the photographer had to postpone it for one day. My son-in-law could not leave work due to planting crops, but everyone else made it. It was late afternoon and my daughter had to pick up the granddaughters from school and everyone was tired and a little cranky. But we made it happen. We got our photo of 4 generations on both sides of the family! These images are some of my most treasured possessions. I have a large canvas print hanging in our living room and a tabletop photo book.

At the time of the photo session, my mother-in-law was dealing with congestive heart failure, but we thought she had at least 2 more years to live. My Mom had been dealing with Lupus and rheumatoid arthritis

for over 23.5 years, but she never complained, and her dying was not even at the back of my mind.

In the early 2000s, I watched America's Next Top Model on TV. The beginning of the episode showed all of the models posing for a photo and at the end, after each model was eliminated, it would show their face vanishing right before my eyes in that big group photo. Week after week, a model would "vanish" from that big picture until the grand finale when only the winner would remain in the photo.

My Mom died on January 3<sup>rd</sup> of this year, and it was unexpected and gut-wrenching. I never got to say good-bye. I never got to hug her again or hold her hand as she took her final breaths. And it's messed me up

in my head and it's something I struggle with on a daily basis. Her last words to us were relayed by a nurse over the telephone to me, "I don't want them to see me like this. I know that they love me, and they know that I love them."

My Mother-in-law died on August 4<sup>th</sup>, 7 months and 1 day after my Mom died. My husband and his brothers rallied around her all Spring and Summer. She entered home hospice care in early July. My spouse spent the night with her and even though we knew the end could be at any time, her death in the early morning was still a surprise.

We have different ways of expressing our grief, after almost 10 months, I still weep on almost a daily basis. I have ugly crying jags and a lot of anger and frustration over the



Two limbs are missing from our family tree and life will never be the same.

medical system. My spouse came home after his Mom died and sat in our dark living room with a tumbler of bourbon. I wear my emotions on my sleeve for the entire world to see. He tends to keep his buried down in his heart and I suspect that when he is alone in the woods, he talks to his Mom and Dad (who died in August 1995) and sheds his tears then.

The other day I was looking at our 4-generation photo and I realized that what I was feeling was much like that scene from America's Next Top Model, our loved ones have vanished from our lives, we can't see them anymore, we can't touch them. I had a graphic artist on Etsy remove their images from the photo so I could show all of you how I feel. It's like a part of my life is missing now - it's gray and dreary at times. But it is important for me to remember that original photo - we are all together. Sure, we're kind of a hot mess, more than a little dysfunctional - but we're to-

gether and we love each other, and we will be there for each other in good times and bad. I can't wallow in my grief and let it consume me. I can cry (and trust me, I do a lot of that), but I have to pull myself together and remember the goodtimes and to realize that there are a lot happier times today and tomorrow and so on and so on.

My granddaughter was so right, she is the luckiest girl in

the world. Our family is lucky to have the love of so many people. My brother Jack, my father-in-law Strick, my niece Jennifer, my unborn grandchild, my Mom, and my mother-in-law Audrey may no longer be here on Earth with us, but they are in our hearts forever and that makes all of us the luckiest people in the world.

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# Kenworth Supports Careers in Trucking Among U.S. Military Service Members



**Mark Buckner**

JOINT BASE LEWIS-MC-CHORD, WA... A career development, networking, and job hiring event at a Hiring Our Heroes Summit was held recently at Joint Base Lewis-McChord (JBLM) in Washington state.

Hundreds of active and retired U.S. military members and spouses attended the career summit, coordinated by the U.S. Chamber of Commerce Foundation's Hiring Our Heroes Program.

At the summit, Kenworth

representatives met with members of the military to discuss employment opportunities with Kenworth and to provide information about the trucking industry. On display at the event was a Kenworth W990 equipped with 52-inch flat roof sleeper, PACCAR MX-13 engine and a PACCAR TX-18 automated transmission. According to Mark Buckner, Kenworth section manager for battery electric vehicle development and member of the U.S.

Navy reserves, interest in meeting with top national and Washington state employers was high at the career summit. "There was a line that wrapped around one of the cargo plane hangars, which is a very large building," said Buckner. "A number of attendees stopped by the Kenworth booth and showed interest in learning about the company and our open positions. There was also a lot of interest in the W990 we had staged at the

event. I think it was fun for people to compare a modern Class 8 commercial truck with equipment that's used in the military – it's very different. We received a lot of compliments about the styling of the truck and in-cab technology, such as the new 15-inch digital display."

Buckner was one of several Kenworth employees on hand to discuss employment opportunities and provide information about Kenworth to event attendees. Prior to joining Kenworth in 2018, Buckner spent seven years in active duty with the U.S. Navy as a submariner. His most recent deployment was to Afghanistan in 2017. Buckner has also served a combined 12 years in the U.S. Navy reserves and currently ranks as captain. With Kenworth, Buckner supervises a team of design engineers for hoods and bumpers of Kenworth's Class 8 trucks.

At the career summit, Buckner met with several qualified candidates for open engineering positions within Kenworth. The company was taking applications ranging from open positions at the Kenworth Renton manufacturing plant, to engineering, HR, and marketing opportunities at company headquarters in Kirkland, Wash. Across Kenworth's manufacturing plants in Renton and Chillicothe, Ohio and its headquarters, Kenworth employs more than 150 veterans.

"It's important to have career events for veterans transitioning from active

duty to civilian life. They're especially helpful for those that don't quite know what they want to do post-military life," said Buckner. "Working with Kenworth, I get to help design components for trucks that I see on the road every day and that help keep the economy moving. I think

that's pretty cool. It's been a great experience working for Kenworth."

In addition to supporting veteran career events, Kenworth is a leading sponsor for the "Transition Trucking: Driving For Excellence" program.

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# High Performance Diesels with Bruce Mallinson

Why can transmission and differential oils stay clean for 250,000 miles or longer and not the engine oil? What makes engine oil dirty is the combustion of fuel with oxygen. There are two items that wear out the engine, not counting driver abuse. The first is Si, Silicone, which is ingested dirt that gets past the air filters and into the combustion chamber. This fine abrasive dust can wear away the cross hatch of the liners in as short as 30 days.

The cross hatch holds the oil to the cylinder wall and the pistons rings actually ride on the cross hatch. Once the cross hatch is gone, oil consumption accelerates. This is called Liner Bore Polishing. Once the engine has liner bore polishing it must be rebuilt. We at Pittsburgh Power utilize the Fleet Air Filters which have 3 layers of foam of different densities. They need to be washed in a tub or bucket with Dawn dish detergent, allowed

to dry, and reoiled. The foam air filters have another benefit: less restriction. This allows the turbocharger to compress more air into the combustion chamber. Another advantage of lower air restriction is less wear on the thrust washer of the turbocharger, thus extending the life of the turbo. When the thrust washer wears out, the end play of the turbo becomes greater than .012 and the compressor wheel (fresh air wheel) will come in contact



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with the compressor housing. The result of this is having to replace the turbocharger; we all want to avoid that! The Fleet Air Filters have many advantages over paper filters, and we urge you to contact our service department to discuss how they can specifically help your truck.

So, what makes the engine oil black? The burning of diesel fuel along with the fine dust in the intake air creates soot and carbon. Carbon is the by-product from burning fuel. The more efficient the burn, the less carbon and soot in the combustion chamber. Reducing air flow restriction can help as well. A major way to decrease the restriction in the exhaust system is by utilizing our ported and ceramic coated exhaust manifolds or our low restriction mufflers. These advantages make it easier to vacate the combustion chamber of the soot and exhaust. 2008 was the introduction of the DPF, Diesel Particulate Filter, which drastically increases the exhaust back pressure and stores the soot and carbon in the filter

until the emission systems burn it out. The Max Mileage Fuel Borne Catalyst main purpose is to increase the efficiency of the burn, and it does this by making the fuel burn in 10 degrees of crankshaft rotation. Untreated diesel fuel takes 15 degrees of crankshaft rotation to ignite. The Catalyst burns the fuel 33% faster, burning 70% more of the carbon and soot in the combustion thus greatly reducing the amount of soot and carbon the DPF has to absorb. The pistons stay cleaner, the exhaust valves stay clean, the EGR valve stays clean and so does the EGR cooler. The sensors that monitor the amount of soot and carbon in the exhaust system stay clean. The Catalyst costs around 1 cent per mile to use, however the savings in downtime, engine efficiency, and greatly reduced emission problems and regenerations create a savings of up to 6 cents per mile. The DPF will need to be cleaned of ash build up every 200,000-500,000 miles, depending on the operating environment.

Max Mileage can also be used in gasoline engines. Put 1 cc of Max Mileage per gallon in the fuel tank and notice how much crisper the engine performs. Harley Davidsons, lawn mowers, leaf blowers, chain saws, muscle cars from the 60's and even new cars will benefit from the Catalyst. Max Mileage was created by Dr. Jane Gates, she has worked in the chemical and diesel fuel business for the past 36 years. She was raised on a chicken farm in North Carolina along with her parents and 4 sisters and 60,000 chickens. Needless to say, she has a great work ethic, just like all of you owner operators who were raised on farms, ranches, logging families, and trucking families. People raised on farms and ranches are the backbone of our society and deserve an engine that will perform as tirelessly as they do!

Written by: Bruce Mallinson, Pittsburgh Power Inc., 3600 S. Noah Drive, Saxonburg, PA, 16056 Phone: (724) 360-4080 Email: Marketing@Pittsburgh-power.com

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# PA Turnpike Commission Approves 5% Toll Increase for 2023

HARRISBURG, PA... The Pennsylvania Turnpike Commission (PTC) approved a 5% toll increase for 2023 for all E-ZPass and Toll By Plate customers. The new rates will take effect across the toll-highway system on Jan. 8, 2023, at 12:01 a.m.

Because of this action, the most-common toll for a passenger vehicle next year will increase from \$1.70 to \$1.80 for E-ZPass customers and from \$4.10 to \$4.40 for Toll By Plate customers. The most-common toll for a Class-5 tractor trailer will increase from \$13.70 to \$14.40 for E-ZPass and from \$28 to \$29.40 for Toll By Plate. After the increase is applied, E-ZPass and Toll By Plate rates for passenger and commercial vehicles will round up to the next dime.

E-ZPass drivers continue to receive the lowest rates across the PA Turnpike, saving nearly 60% compared to the Toll By Plate rates. Non-E-ZPass customers can download the PA TOLL PAY smartphone app to create an autopay account and receive 15% savings on monthly Toll By Plate invoices. To learn more visit <https://www.paturnpike.com/toll-by-plate/pa-toll-pay-app>.

"The PTC has been forced to increase tolls annually through the foreseeable future to meet its financial obligations under Act 44 of 2007, said PTC CEO Mark Compton. "It's worth noting that, even with these ongoing annual increases, our per-mile toll rate continues to be below the midline compared with rates of other U.S. tolling agencies."

The PA Turnpike's Electronic Toll Collection (ETC) rates — i.e., E-ZPass rates — rank 24th out of 47 U.S. tolling agencies (see chart). In fact, the PTC's 13.8 cent-per-mile ETC rate is 20% lower than the national average of 17.8 cents-per-mile, according to the latest available data.\*

Act 44 of 2007 required the PA Turnpike to transfer between \$900 and (more recently) \$450 million annually to the Commonwealth to support transportation projects statewide.

In the 15 years since Act 44 of 2007, the PA Turnpike has transferred nearly \$8 billion in funding to the

Pennsylvania Department of Transportation — the vast majority of which was in the form of borrowing (issuance of bond debt) that must be repaid by the PTC over a 30-year period.

Up until this year, the PTC's annual requirement to the Commonwealth had been \$450 million. But as of July 1, that dropped to \$50 million per year in cash proceeds — no further bond issues — because of PA Act 89 of 2013. Due to the terms of the Act-44 bonds, the PTC's debt service will continue to rise even though borrowing has ended, growing to an annual maximum of \$600 million by 2038 before it starts to decrease.

"As an organization, I am proud of the fact that we work hard to manage the debt placed upon us by making prudent borrowing decisions and restricting operating-budget growth," Compton said. "While we are now essentially free from this onerous Act-44 commitment, we must continue to honor the debt-service obligations for 30 years. But a measure of relief is under way, and motorists can expect the level of increases to ease in a few years."

Based on current traffic and revenue projections, the PTC's plan calls for future toll increases of 5% through 2025, 4% in 2026, 3.5% in 2027, then 3% annually from 2028 to 2050.

The PTC began making Act 44 payments to PennDOT in August 2007 and has increased tolls annually since 2009, providing \$8 billion in toll-backed funding to PennDOT in 15 years.

The PA Turnpike continues to make it easier and more convenient to pay tolls. It recently partnered with the KUBRA Cash Payment Network so customers can use cash to pay Toll By Plate invoices and add funds to E-ZPass accounts at popular drug, discount, and convenience stores in PA and across the U.S.? A list of retailers can be found by clicking <https://www.paturnpike.com/pay-a-bill/cash-payments>.

To pay in cash, customers select the "pay" option when accessing their account online or via the PA TOLL PAY app. A list of nearby retailers will display. The customer must generate a pay slip — which includes a \$1.50 fee — before visiting a store to pay cash.

\*The PA Turnpike's Electronic Toll Collection (ETC) rates — i.e., E-ZPass rates — rank 24th out of 47 U.S. tolling agencies. In fact, the PTC's 13.8 cent-per-mile ETC rate is 20% lower than the national average of 17.8 cents-per-mile, according to the latest available data.

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# Latest Trucking Industry News

## Federal Court Decision Blocks Rhode Island Toll Scheme

Washington, DC... THE American Trucking Associations hailed a decision by the U.S. District Court ruling Rhode Island's predatory truck-only tolling plan RhodeWorks unconstitutional.

"We told Rhode Island's leaders from the start that their crazy scheme was not only discriminatory, but illegal," said ATA President and CEO Chris Spear. "We're pleased the court agreed. To any state looking to target our industry, you better bring your A-game... because we're not rolling over."

ATA, along with Cumberland Farms Inc., M&M Transport Services Inc. and New England Motor Freight, sued Rhode Island, arguing that the RhodeWorks plan violates the Constitution's Commerce Clause by discriminating against out-of-state economic interests in order to favor in-state interests, and by designing the tolls in a way that does not fairly approximate motorists' use of the roads.

"It has been a long road to get to this point," said Rhode Island Trucking Association President Chris Maxwell, "but this is a tremendous day for our industry – not just here in Rhode Island, but across the country – had we not prevailed, these tolls would have spread across the country and this ruling sends a strong signal to other states that trucking is not to be targeted as a piggy bank."

"This is a strong ruling that provides our industry a significant win on a critical issue," said ATA General Counsel Rich Pianka. "This ruling vindicates ATA's contention that the Constitution prohibits states from tolling schemes targeted at the trucking industry, at the expense of interstate commerce."

## ATA Truck Tonnage Index Increased 2.8% in August - Index 7.4% Above August 2021

Washington, DC... American Trucking Associations' advanced seasonally adjusted (SA) For-Hire Truck Tonnage Index rose 2.8% in August after decreasing 1.5% in July. In August, the index equaled 119 (2015=100) versus 115.8 in July.

"Tonnage snapped back in August after a weaker than expected July," said ATA Chief Economist

Bob Costello. "With the economy in transition to slower growth and changing consumer patterns, we may see more volatility in the months ahead. But the good news is that we continue to witness areas of freight growth in consumer spending and manufacturing, which is helping to offset the weakness in new home construction."

July's decrease was revised down from our August 23 press release.

Compared with August 2021, the SA index increased 7.4%, which was the twelfth straight year-over-year gain and the largest increase since June 2018. In July, the index was up 4.7% from a year earlier. Year-to-date through August, compared with the same period in 2021, tonnage was up 3.9%.

The not seasonally adjusted index, which represents the change in tonnage actually hauled by fleets before any seasonal adjustment, equaled 124.6 in August, 8.2% above the July level (115.1).

## Carriers and Professional Drivers Needed to Help Move the Mission in 2022 Join the Honor Fleet Today and Haul a Load of Veterans' Wreaths

COLUMBIA FALLS, ME... Lanes are currently open across the country to support the delivery of sponsored veterans' wreaths to participating Wreaths Across America (WAA) locations this December! Professional drivers and carriers are needed to join the Honor Fleet and help the national nonprofit fulfill its mission to Remember, Honor, Teach, with the delivery of live, balsam veterans' wreaths to their destination – one of more than 3,500 participating locations across the country – where volunteers will place these wreaths on the headstones of American heroes.

To learn more about helping to move the mission and to register to participate, please visit [www.wreathscrossamerica.org/lanes](http://www.wreathscrossamerica.org/lanes).

This year, WAA transportation partners will assist in delivering more than two and a half million veterans' wreaths to be placed on graves of our fallen heroes all over

the country on National Wreaths Across America Day – Saturday, December 17, 2022. Transportation partners who join us as volunteers will become a part of WAA's Honor Fleet, get the opportunity to give back in recognition of the sacrifice our veterans make.

"With the help of our volunteer transportation partners in 2021 more than 525 truckloads of veterans' wreaths were delivered across the country by hundreds of volunteer professional truck drivers," said Don Queeney, WAA Director of Transportation. "We are immensely grateful for the support of our Honor Fleet carriers who are taking the opportunity to give back in recognition of the sacrifice our veterans make, and because of their support we are able to fulfill our mission."

Wreaths Across America is a 501(c)(3) nonprofit organization founded to continue and expand the annual wreath-laying ceremony at

Arlington National Cemetery begun by Maine businessman Morrill Worcester in 1992. The organization's mission – Remember, Honor, Teach – is carried out in part each year by coordinating wreath-laying ceremonies in December at Arlington, as well as thousands of veterans' cemeteries and other locations in all 50 states and beyond.

For more information or to sponsor a wreath please visit [www.wreathscrossamerica.org](http://www.wreathscrossamerica.org).

## CTA Asks U.S. Officials to Remove Border Vaccine Mandate, Asks Governors to Support Call to Action

TORONTO, CANADA... The Canadian Trucking Alliance (CTA) is calling on the

U.S. government to remove all U.S. COVID-19 entry requirements impacting non-U.S. citizens, including the Canadian trucking sector, by aligning with the Government of Canada to ensure border stability and support the Canada-U.S. supply chain and businesses on both sides of the border.

In a joint letter with the American Trucking Associations (ATA), both trucking groups urged that officials in Washington announce reciprocal changes while highlighting that truck drivers have remained essential workers and were permitted to cross the Canada-U.S. border during the first part of the pandemic, delivering much needed products to both countries.

The joint correspondence also outlined that trucking companies would benefit from the removal of the U.S. border vaccination policy through a significant increase to their cross-border driver pools, and an improved ability to deliver U.S. exports to the benefit of U.S. businesses and commerce.

These facts were further reinforced to the Council of Governors and National Governors Association (NGA), with CTA asking these groups to support and echo CTA's request to Washington to remove the U.S. border mandate to the benefit of the cross-border supply chain and economy.

With Canada being the number one export market for most U.S. states, and with most Canada-U.S. trade moving by truck, CTA reiterated that the reciprocity of these changes would add considerable freight capacity and allow the trucking sector to better service the constituents and businesses within many states these governors represent.

CTA will continue to work closely with ATA and engage with U.S. officials on this issue. The Alliance will reach out to members as soon as possible when any changes are announced.

## Love's Travel Stops opens new location in Iowa

Love's Travel Stops is now serving customers in Le Mars, Iowa, thanks to a travel stop that recently opened. The store, located off Highway 75, adds 68 truck parking spaces and 70 jobs to Plymouth County.

The location is open 24/7 and offers many amenities, including:

- \* More than 13,000 square feet.
- \* Arby's (opens Oct. 3).
- \* 68 truck parking spaces.
- \* 92 car parking spaces.
- \* Six diesel bays.
- \* RV dump station.
- \* Propane.
- \* Five showers.
- \* Laundry facilities.
- \* CAT scale.
- \* Bean-to-cup gourmet coffee.
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# OOIDA Helps Truck World Show Their Appreciation to Professional Truck Drivers



From left to right: Marty Ellis, driver of OOIDA's "Spirit of the American Trucker" Tour Truck and Trailer, and Trevor Williams, OOIDA's Fuel Card Program Coordinator were on hand for Truck World's recent Driver Appreciation Days, which was held on September 11-13 at the Truck World truck stop in Hubbard, Ohio.

- Photo by Steve Pollock -

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\* Past performance of attorneys who represent ATLA members does not guarantee future performance.



Rush Truck Centers has already raised more than \$9,000 dollars for the Breast Cancer Research Foundation by selling limited-edition graphic tees to its employees and customers throughout the United States.

Rush Enterprises, Inc. is the premier solutions provider to the commercial vehicle industry. The Company owns and operates Rush Truck Centers, the largest network of commercial vehicle dealerships in North America, with more than 150 locations in 23 states and Ontario, Canada, including 125 franchised dealership locations. These vehicle centers, strategically located in high traffic areas on or near major highways, represent truck and bus manufacturers, including Peterbilt, International, Hino, Isuzu, Ford, IC Bus and Blue Bird. They offer an integrated approach to meeting customer needs — from sales of new and used vehicles to aftermarket parts, service and body shop operations plus financing, insurance, leasing and rental. Rush Enterprises' operations also provide CNG fuel systems, telematics products and other vehicle technologies, as well as vehicle up-fitting, chrome accessories and tires.

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San Antonio, TX... Rush Enterprises, Inc., which operates the largest network of commercial vehicle dealerships in North America, is offering limited-edition pink mudflaps to raise awareness for Breast Cancer Awareness Month. The pink mudflaps, which feature the Rush Truck Centers logo and iconic ribbon are available at all Rush Truck Centers locations throughout October. For every mudflap sold, Rush Truck Centers and mudflap manufacturer Roechling Industrial Gastonia will donate \$4 to the Breast Cancer Research Foundation.

"We are honored to help raise awareness for breast cancer by

offering this mudflap to our customers, and by displaying it on our own company vehicles," said W.M. "Rusty" Rush, Chairman, Chief Executive Officer and President, Rush Enterprises, Inc. "Breast cancer has impacted the lives of many of our customers and employees, and we are proud to support an organization doing important work to save lives and improve outcomes," he added.

The Breast Cancer Research Foundation aims to prevent and cure breast cancer by advancing the world's most promising research. Since 1993, BCRF-supported investigators have been deeply involved in

every major breakthrough in breast cancer prevention, diagnosis, treatment, metastasis and survivorship. There are more than 3.8 million breast cancer survivors in the U.S., and deaths from breast cancer have declined 40% since 1989. More than 44,000 lives are lost to the disease each year.

The pink mudflaps come in three sizes, designed to fit all makes and models of commercial vehicles. They are .16" thick virgin UV-stabilized polyethylene resin with a smooth finish, curl-resistant and durable yet flexible and manufactured with pre-drilled holes for easy installation.

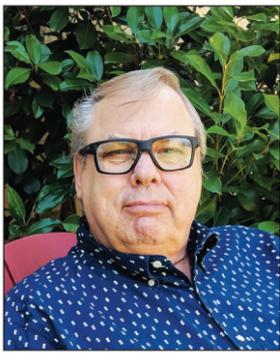
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# A Likely Story - But Wait! There's More!



**By Roger Clark**

Recently I flew for business to Bozeman, Montana, and forgot how much turbulence there could be, even before taking off. Checking in at the ticket counter in Wichita, they asked for everything, Driver's license, credit card, confirmation number, and seating preference. I asked to be seated inside the airplane, please, and the only response was to roll their eyes.

Boarding Pass in hand, I picked up the phone and headed for the concourse. But I didn't get far. The phone wouldn't fit in my belt holster because, well, there was already a phone there. Despite the odds, it seems, I was suddenly in possession of two identical iPhones. So, in the immortal words of that famous big yellow PBSTV philosopher, "One of these things doesn't belong here!" Apparently, a previous customer had left it on the counter, but the agents couldn't track him down, and he was oblivious to his loss.

As I entered the TSA checkpoint, scanning the crowd for someone in a panic, I ended up right behind a ranching family. As the dad dude emptied his pockets, a huge Buck knife tumbled into the property bin. I don't know who was more shocked, me or the TSA officer looming over the conveyer belt. One thing was certain: that Buck knife wouldn't be traveling another inch towards their destination.

The TSA officer was very diplomatic, giving the rancher dude a choice. Return the knife to family car or surrender it to the graveyard of confiscated possessions. With a pained expression, but spirit of cooperation, the rancher gave up his knife, allowing the line of passengers to once again get moving.

But wait. There's more! My outbound flight was aboard an Embraer 135, described in the brochures as spacious, well-appointed, and first-in-class. It was readily apparent I'm not the only one to exaggerate things. It was dark, cramped, extremely uncomfortable, and equipped with a single row of tiny overhead luggage compartments. Anything larger than my wife's Sunday School purse was not going to fit, but it was fun watching passengers trying to cram 30-pound bags into 10-pound cabinets. That is, until it was making us late for our Denver connections.

Sure enough, arriving at the Mile-High airport five minutes after a one-hour layover, I was allowed to watch my next flight back away from the gate. Even with the assistance of people movers, text messages, and sympathetic gate agents, thousands of passengers have to run through the crowds, in a place like DIA, but not me. I'm still pretty good looking, according to reports in the field, but me running would set off the Richter Scale. So as a result, I had five hours to keep up appearances.

But wait. There's more! My second flight of the day included a complimentary upgrade, described as Economy Plus, and I was granted an extra four inches to stretch my legs. A Boeing 737, loaded with 200 passengers still catching their breath, it had three-wide seating each side of the aisle. Originally designed to carry 150 passengers, Boeing did not enlarge the plane. What they did, of course, was to shrink the seats, making anyone but shareholders feel really uncomfortable.

Cruising 32,000 feet over the Rockies under a crystal blue sky, the lady next to me was gazing out the window at the ground. "See anyone you know?" I asked, thinking she'd be amused. She wasn't. Then I thought she'd get angry. She didn't. What she did, however, was ask me if it really was necessary to fly inside the airplane.

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By Steve Pollock  
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## TravelCenters of America Announces New Collaboration with Cleveland Clinic



WESTLAKE, OH., As TravelCenters of America celebrated Driver Appreciation Month in September, the company was demonstrating its commitment to professional drivers by providing more options to make healthy choices while on the road. TA announced a collaboration with Cleveland Clinic, one of the world's most respected academic medical centers, to expand its support of drivers' health and well-being by enhancing healthy food offerings and educational opportunities.

The collaboration with Cleveland Clinic will result in new healthy meal options to be included on the menus at all the Country Pride and Iron Skillet full-service restaurants by the end of 2022. TA plans to expand beyond these full-service menu offerings by working with

Cleveland Clinic to identify healthy snack and grab-and-go food options in its travel stores. Finally, TA will work with Cleveland Clinic to provide professional drivers with health and wellness information to promote these new healthy menu options and an overall healthy lifestyle.

The new Cleveland Clinic initiatives continue TA's long-standing focus on driver health and wellness, and its commitment to enhancing their overall experience. At many locations nationwide, TA has amenities, including fitness centers, walking trails, basketball hoops and others to promote an active lifestyle.

"The nation relies on professional drivers to keep our economy strong and we are committed to helping them maintain a healthy lifestyle while on the

road by making it easier for them to make healthy choices," said Jon Pertchik, Chief Executive Officer of TravelCenters of America. "Providing quality food offerings and educational tools to support driver wellness allows us to show professional drivers how much we appreciate all that they do for this country."

"We know having access to healthy food choices and nutrition information can help drive a healthier lifestyle," said Dr. Amanda Hagen, Medical Director, Cleveland Clinic AtWork. "This new collaboration with TA supports the health and wellness needs of professional drivers."

TravelCenters of America Inc. is the nation's largest publicly traded full-service travel center network. Founded in 1972 and headquartered in Westlake, Ohio, its 19,000 team members serve guests in over 275 locations in 44 states, principally under the TA®, Petro Stopping Centers® and TAExpress® brands. Offerings include diesel and gasoline fuel, truck maintenance and repair, full-service and quick-service restaurants, travel stores, car and truck parking and other services dedicated to providing great experiences for its guests. TA is committed to sustainability, with its specialized business unit, eTA, focused on sustainable energy options for professional drivers and motorists, and leverages alternative energy to support its own operations. TA operates over 600 full-service and quick-service restaurants and nine proprietary brands, including Iron Skillet® and CountryPride®. For more information, visit [www.ta-petro.com](http://www.ta-petro.com).



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# 2022 Trivista Motor Show

The 2022 Trivista Motor Show was held on August 20<sup>th</sup> At Cerni Motors in Youngstown, Ohio.

53 Vehicles pre-registered for the show but many more trucks attended.

The People's Choice trophy was won by Cecil Kirby with his fully custom

stretched 1976 Dual OEM Kenworth W900A with a Cummins 855 & 13 Speed Trans.

The Class 8 winner was Mark Herda and his 1961 Mack B-Model 673 with a Triplex Trans.

The Class 1-7 winner was Ed Williams and his Custom

2017 Ford F350, 6.7 Diesel. The Car Class Division was won by Bart Gilmore and his 1964 Jeep Wagoneer, 5.7 Hemi.

Visit Movin' Out's On-line Truck Show Gallery at [www.movinout.com](http://www.movinout.com) for complete photo coverage of the show.



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The Class 8 winner was Mark Herda and his 1961 Mack B-Model 673 with a Triplex Trans.

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# Youngstown Kenworth, Inc. Celebrates 50 Years



Pictured from left to right: Ernie Miller, Sales; Thomas Mikes, President; Tom Mikes, Chairman of the Board; and Dave Claypool, Sales.

facility that had two sales offices, an office for the general manager, a receptionist's desk, a bookkeeper's office, a parts department, a service department with 8 bays, and a 2-bay body shop. Some 15 employees were hired over the next few months and YKI opened its doors at the end of 1972.

At first, YKI catered to steel haulers and the ancillary steel trade since Youngstown was a steel center. Since steel was heavy and customers generally hauled overloaded, Kenworth trucks were a natural, offering a luxurious vehicle with high horse power that could handle the weight.

After a few great start-up years, Youngstown Kenworth faced its first challenge. In 1977, all the steel mills in Youngstown and Warren closed. It was a very dramatic event for the Company. The market for most of its business evaporated overnight!

But YKI adapted and began to focus on selling high horse power, luxury trucks to various industries all across the country who passed by on Interstate 80. They soon developed a customer base and a reputation for stocking large quantities of these high-powered trucks. Customers started calling from all over the U.S. and the Company soon became dominate in this market.

The rest of the Country was not experiencing the market devastation that YKI was facing in Youngstown. Other dealers in the country were expanding their parts departments to include a visual inventory and Kenworth Motor Truck Company was putting pressure on Youngstown Kenworth to follow suit. So, in 1978, Youngstown Kenworth undertook its first renovation to enlarge its office space and add a visual parts department. Although it was not extensive, it gave the Company additional room to grow.

YKI went after every segment of the market that used these high-powered vehicles including industries such as oil and gas, logging, cranes, general freight, tankers, milk trucks, and chemical haulers to name a few. It also focused on the parts and service business building a reputation for quality work that pulled customers in from around the country. The Company employed the best technicians it could find and helped them to develop their skills through training and opportunity.

By 1983, YKI had grown to 24 employees, but business had slowed down due to high interest rates which made it difficult for owner-operators to finance new trucks. Again, parts and service were ramped up to carry the company through the slow down.

The early 1990's through 1999 were boom years. The economy was doing well due to the technology boom. Business was great and businesses were consuming a lot of trucks.

In 1995, the industry started to change to become more fuel-efficient as mandated continued on page 17

By Gerri Mikes

Tom Mikes, founder, and director of Youngstown Kenworth, has always loved trucks. As a little boy, his Mom said he used to ride his bike to the end of their street in Seven Hills, Ohio every day to watch the trucks work as they were building Interstate 77. When he was 16, he went to work for a used truck dealership washing trucks and eventually became a mechanic and ran the shop. He was drafted in 1966 but joined the Navy Seabees as a mechanic in a construction battalion instead.

After two tours of duty in Vietnam, he got an early out to attend college and graduated from Kent State University in 1971 with a Business Degree specializing in Transportation. That is

where he met Gerri and they got engaged. He then spent a year looking for just the right job opportunity while she finished school. He was offered jobs by Yellow Freight, Roadway, and McLean but he turned them down. He was looking for something special. He finally accepted a job offered by a Kenworth dealer in Akron to open a dealership in Youngstown, Ohio in 1972. Kenworth Motor Truck Company, a subsidiary of PACCAR

International, was a Seattle truck manufacturer that made premium, heavy-duty trucks and was just penetrating the eastern truck market.

In 1972, Tom and Gerri got married and moved to Youngstown to start Youngstown Kenworth. The Company started with a small



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**AUTHORIZED SERVICE**

# Youngstown Kenworth, Inc. Celebrates 50 Years



Left to right: Thomas Mikes, President; and Tom Mikes, Chairman of the Board.

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by the Federal Government. Youngstown Kenworth was once again forced to adapt to a new truck of the future. While keeping the old customer base intact, YKI began the ordeal of change. Customers hauling heavy loads needed the old high-powered trucks, but the government was calling for fuel efficient, smaller motors which were okay for customers pulling van freight. YKI attempted to

meet the needs of both types of customers despite being hampered by government regulations.

Again, the market dipped into a recession in 2000. The boom years were over. But it was a mild recession and the market gradually rebounded and business was good once again.

YKI was running out of room and decided to do a major renovation in February

2007 at its current location rather than build a new dealership. More sales and administrative offices were added; the parts department was expanded, and new sales offices were added; the mechanics lunchroom was remodeled; a drivers' lounge was built; and a focal front entrance replicating the front of a Kenworth truck complete with exhaust pipes, front grill and bumper was designed

and built. Construction took over a year and a half to complete finishing in October 2008. As the finishing touches were being made, the economy went into a major depression and business came to a standstill.

Those were trying times for Youngstown Kenworth. Many businesses had to close their doors. But YKI's financial institutions supported it because it had a great relationship with the banks paying promptly or early on all of its loans for 36 years and they knew that Tom was a seasoned businessman that could direct the company through this hurdle.

After a few years of struggle, business came back again and started to regain ground.

In 2012, Thomas Mikes, Tom and Gerri's oldest son, graduated from college and realized that truck dealerships had a very small, if any, presence online. So, he and a friend started an online parts store called Big Rig World. They set up a small photo booth and took pictures of parts and put them on line for sale. The website allowed a person to see who was looking at a part anywhere in the world and what part they were looking at. He also built a new website for YKI, expanding its online presence for truck sales, parts, and service. Eventually Thomas hired two other people to help with Big Rig World. The company had modest growth each month while Thomas was managing it from London where he was attending school, and then from Copenhagen, Denmark and Africa where he worked for two years for Maersk, a worldwide shipping company.

In 2018, Thomas decided to accept Dad's offer to come home from Copenhagen and enter into a two-year training program to take over the management of Youngstown Kenworth and allow Dad to "retire".

Besides training for the

Youngstown Kenworth management position, Thomas, and his wife Jen, decided that there was a lot of opportunity in the Ecommerce realm and decided to both focus their efforts and investment in Big Rig World. At the beginning, all hands were called on deck drawing on experience and grit from existing YKI employees and from Tom's brother Tim, who was in college in Public Health at Kent State University. From data scraping to cleaning warehouses, brainstorming to figuring out how to ship a truck bumper to another country, it was teamwork and a vision that got Big Rig World back into growth mode. Sales grew 2,000 percent from 2018 to 2021.

The year 2019 continued to be a big growth year for YKI. Kenworth Truck Company offered dealerships an opportunity to open TRP after-market parts stores in satellite locations in their territories. YKI decided to locate one on the river in East Liverpool to take advantage of the oil and gas, over the road, and fleet business in and around southern Ohio, northern West Virginia, and southwestern Pennsylvania.

TRP East Liverpool opened in late 2019 with 3 employees. It rapidly expanded to compete in the all-makes OEM market and now has 7 employees. Recently, TRP launched a mobile service division to service trucks in the field.

Business was booming once again, and service work had to be turned away because there was not enough building capacity to handle it all.

To address this problem, YKI decided to add on to its facilities for a third time and a building renovation was undertaken in 2019 to expand the shop and add 9 flexible bays with an overhead crane that could be reconfigured to handle any size truck. Also added were more service offices; a second-floor overhead parts storage area; a parts counter that services the shop; a new mechanics' lunch room, and a conference room.

In true fashion, just as the new addition was completed in 2020, COVID hit, and all non-essential businesses were shut down. The transportation sector was considered an essential service and could operate, but business was way off. YKI managed to keep everyone working with government assistance, even though sometimes they were cleaning and painting the walls because there was very little work at times.

Once through that debacle, Youngstown Kenworth was back in business, trying to hire good workers to fill an increasing demand for services. Like everyone else in business, that was and still is, a difficult task.

In 2021, the old Alline Building was renovated into a state-of-the-art facility and Big Rig World moved in its new facilities in the Spring of 2022 with 7

employees. Not only were new offices renovated, but the entire business system and processes were redesigned to be prepared for future exponential growth. Recently, a large warehouse was completed and put into operation. Within days, Big Rig's team will have grown to 15 employees in our Ohio location, 4 full-time developers and marketing professionals contracted in Warsaw, Poland, and 10 data analysts outsourced from Dhaka, Bangladesh.

The transportation industry is a very cyclical industry, quick to turn up and quick to react and turn down to economic cycles. Over the past 50 years, Tom Mikes has been adept at assessing the market and shifting focus depending on where he thought the demand would be a year before it happened. It was difficult to do and did not always work out. The hardest part was to predict way into the future to order trucks that had a year or more lead time.

Business is feast or famine in this industry. When it is good you can breathe and relax a little. When it is bad, it is very bad, and you have to be able to trim way down to survive the downturns. It is difficult because you are affecting people's lives. But it is very necessary if the Company is going to be there to continue to offer employment in the future.

Through the past 50 years, the dedication and hard work of Youngstown Kenworth's skilled and talented employees has grown Youngstown Kenworth into a dynamic company with a solid customer base and a great reputation in the industry worldwide. The company grew from having a purely mechanical product to now offering a highly technologically complex product. The new equipment is more and more technologically advanced demanding very high-tech mechanics trained in computers and electronics to service it.

Youngstown Kenworth also changed its focus over those years – from serving a local steel market, to a national market and now, under new and more globally thinking leadership, to a worldwide market through ecommerce.

YKI now employs over 80 people who work together to deliver the best service to the customer. The employees and longtime customers are Youngstown Kenworth's biggest assets and they, along with the next generation of leadership that is taking over the helm, will be instrumental in carrying the company into the future.

Youngstown Kenworth is already positioning itself for the future when electric and fuel cell trucks begin entering the market. It will adapt to future change as it has done in the past focusing on providing the best service to its customers in an ever-changing economy.



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# Foodliner, Quest Liner: Driving the Industry



continued from page 1

hosted by the Trimble corporation.

The Foodliner group utilized Trimble's TMT, TMW Suite and in-cab solutions plus the Trimble Transportation Cloud, to integrate seamlessly and securely across the supply chain. Foodliner integrated SOTI

that incorporated driver applications and utilized TMT's tank wash monitoring module to maintain compliance with the Food Modernization and Safety Act.

Quest Liner, on the other hand, focuses on serving the transportation needs of

the chemical and biofuels industries, and specializes in total transportation management. With locations in the Gulf Coast, Southeast and Midwest, as well as in Mexico, Quest Liner provides services across North America.

Foodliner and Quest

Liner are part of the transportation industry leader, McCoy Group, Inc. Tracing its roots back more than 60 years ago to southwestern Wisconsin, the McCoy Group got its start when entrepreneur Robert McCoy started a one-truck milk hauling business to supplement his income to support his growing family.

Today, the McCoy Group is based in Dubuque, Iowa,

and is still family-owned, now operated, and led by the third generation of members of the McCoy family.

Foodliner joined the McCoy Group family of businesses in 1982, when the company was purchased from Roy's Dairy, in Monroe, Wis. The transaction was small, as it involved just 10 units.

In the mid-1980s, Foodliner experienced a huge business boost, when the company landed a contract to deliver corn sweetener produced at a Cargill plant in southern Iowa. As the business expanded and took on additional customers, Foodliner's sales grew substantially over a two-decade period.

The McCoy Group expanded its business offerings in 2007 with the acquisition of Gless Brothers Trucking. The chemical and alcohol transport company was later rebranded Quest Liner.

At the time, company officials described the acquisition as being an "ideal match and opportunity" of being able to pair Quest Liner with Foodliner and other McCoy Group companies.

In addition to Foodliner and Quest Liner, the McCoy Group's transportation companies also include W.W. Transport, which was acquired in late 2020 and most recently Bay and Bay Transport based in Eagan, MN. Additionally, one of

nation's largest Freightliner dealership groups, Truck Country, and Stoops Freightliner-Quality Trailer, are also operated by the McCoy Group.

With 26 locations, Truck Country and Stoops Freightliner have dealerships in Illinois, Iowa, Indiana, Michigan, Ohio, and Wisconsin.

In 2018, the McCoy Group expanded into construction and forestry, with the acquisition of McCoy Construction & Forestry, a John Deere construction and forestry dealership group with locations in Minnesota, Wisconsin and the upper peninsula or Michigan. The construction and forestry group later added locations in Illinois, Indiana, Kentucky, and Missouri.

As Foodliner and Quest Liner's business models continue to evolve, so does the companies' staffing needs. Today, the McCoy Group employs more than 3,500, including approximately 800 Foodliner and Quest Liner drivers. (The businesses are also served by nearly 250 owner-operator drivers.) Both companies continue to look to add to their fleet of drivers, as well as other staff members.

For more information about Foodliner and Quest Liner, please visit their respective websites, Foodliner.com and Questliner.com

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# The Circuit Rider Tough Time To Be an Independent or Small-fleet Trucker



**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.**

## What Kind Of Head Should You Have?

One preacher said his congregation was composed of figureheads, soreheads, deadheads, and hotheads. A congregation of that type of people can never get anything done for God, for they are always fighting amongst themselves. Think about it.

There are some people who are always trying to "figure it out," trying to explain it. These people simply get into confusion. Then there are those who whatever happens, it rubs them the wrong way. They are sore about everything. Then, there are those who are simply along for the ride. They use Jesus Christ as a spare tire. They use the Church only in time of trouble. They are the "deadheads". Then we have those who are "hotheads." They are always angry; they fly off the handle at nothing. There is no way to satisfy them.

But what kind of head should we have? Let this mind be in you, which was also in Christ Jesus, who, being in the form of God, thought it not robbery to be equal with God, but made Himself of no reputation and took upon Him the form of a servant and was made in the likeness of man.

He humbled Himself, and became obedient unto death, even the death on the Cross. What we need is the mind of Christ. The parable of the sower describes some seed falling by the wayside, some falling on stony ground, some falling among the thorns, and some falling on good ground that brought forth a good harvest.

The sower could not stop sowing because the ground was not productive, nor could he say, "I'm not going to sow except on good ground." He sowed and left the harvest in the hands of God. So, it is with life



**By Samer Hamade  
General Counsel, VP of Operations – RoadEx**

Two years ago, life as an independent trucker promised freedom, flexibility, and high wages. For many industries, the pandemic meant tightening belts and laying off workers. But transportation was a steady need, and even independent drivers could feel confident in their income.

As supply chain issues grew, headlines called for more truckers to join the workforce. Many did, encouraged by the promise of steady work in a high-demand industry.

Flash forward to today, and while economists remain divided on the outlook of the U.S. economy, the recession has already arrived for many independent and small-fleet carriers.

Truck counts far outpace load counts, leading to steep competition for jobs. Rates per mile are depressed, while fuel costs remain at record highs.

The most desirable contracts go to carriers that boast

50+ vehicles in their fleets and have the resources to provide reliable transit, no matter the circumstances. That leaves companies with fewer vehicles — or drivers operating independently — scrambling for leftovers on the load board.

### Razor-Thin Profit Margins

A shortage of work isn't the only challenge facing independent and small-fleet operators. Last year, truckers spent an average of **\$3.31 a gallon** on fuel, and companies paid around \$3 a mile for transportation.

This summer, the cost of diesel soared close to **\$6 a gallon**, and it remains above \$5 in many states. Meanwhile, rates are dipping to as low as \$2.50 a mile, slashing profit margins.

At RoadEx, we see the impact in missed payments on fuel cards and a surge in requests for assistance managing and adjusting payment plans. Many small and independent carriers simply cannot afford to pay for fuel.

Add **soaring prices for vehicles and equipment**, and independent and small-fleet truckers face a domino effect of rising costs, shrinking margins and stiff competition.

### Scaling Towards Larger Companies

The market didn't always favor big companies so heavily. In the mid-2000s, large- and small-fleet trucking companies alike could secure contracts with major players as long as they bid competi-

tively and could demonstrate a strong track record.

But as the industry shifted to favor freight brokers, the profit margin for truckers decreased. Larger companies could eat the cost while independent truckers struggled.

Overtime, customers grew disenchanted with brokers. But to replace them, they needed a way to guarantee quality. So, they sought carriers with enough vehicles in their fleet to ensure on-time pick-up and delivery.

That spelled an increasingly complex market for smaller carriers, who struggle if one vehicle or driver is taken out.

### Withstanding Volatility

The perks for larger companies don't stop there. The more trucks a company has, the more substantial fuel discounts are. Factoring is cheaper, too. With lower costs and more bidding power, larger companies have the upper hand.

While larger competitors are built to withstand volatility, many independent truckers live paycheck to paycheck, relying on expedited payments from factoring companies to stay afloat. If drivers are on the hook for high-interest installments on **vehicles purchased at inflated prices**, the outlook gets worse.

For some truckers, that means following the money to giants like Walmart that can offer **six-figure salaries**. With rising costs, low bargaining power and a threat of more challenging times ahead, is

there still an upside for the independent trucker?

### Light at the End of the Tunnel

Freight will always be in demand. It's such a staple in our economy that much of the current inflation **can be traced back to transportation**. Container freight rates from China to the West Coast **reached all-time highs during the pandemic** and are only slowly starting to recede.

Meanwhile, every industry is feeling the pinch of a tough economy. After some initial post-pandemic recovery, companies are again **making headlines for layoffs and buyouts**. While going independent carries risks, it still allows truckers to control their schedule and income rather than being driven by the agenda of a larger company.

The influx of drivers who joined the profession during the pandemic has led to an oversaturated market. But as the harsh conditions force newer drivers out, rates will level. Independent and small-fleet truckers will regain bidding power. Loads will open up, and jobs will pay more.

In the meantime, many truckers are already adjusting their business practices to support long-term sustainability.

For those who can weather the storm, the low rates, and high costs of doing business will eventually turn. That's good news for independent and small-fleet truckers who are in it for the long haul.

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# Roadmaster Tires: Engineered to Handle Everything Along the Way



continued from page 1

value at every stop along the road, no matter where your journey may take you.”

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- Regional – Roadmaster regional tires are durable, reliable and excel at handling frequent stopping, accelerating and turning. They also feature advanced traction technology for all conditions.
- Mixed Services – Roadmaster mixed services tires are designed for heavy-duty performance on and off-road.
- Pick-up & Delivery – the Roadmaster pick-up and delivery tires provide long tread life and deliver the traction you require.
- Bus – Roadmaster school bus tires are designed to handle all types of road conditions and include curb guards to protect the sidewalls.

All Roadmaster tires are built with quality and end-use performance in mind. Using an innovative four-belt

construction, Roadmaster tires are built to optimize performance, durability and retreadability of the tire. Roadmaster tires use a fuel-efficient tread compound and a cool running base compound to minimize rolling resistance and maximize fuel efficiency. Roadmaster tires are made tough with high tensile steel belts, reinforced steely body ply and a robust lower casing construction. To ensure our tires will get you to your destination they are x-rayed and uniformity-tested to delivery performance and reliability. Roadmaster tires are also backed by a limited warranty program to deliver the durability that drivers and fleet owners expect. To learn more about the warranty details, reach out to a Roadmaster sales associate. This recipe means a quality product that fleets and drivers can depend on.

Each Roadmaster tire that carries the Energy Max (EM) symbol has been SmartWay Verified for low rolling resistance and fuel efficiency. The premium fuel-efficient tread compound coupled with Roadmaster's robust casing help provide a durable and

fuel-efficient tire that translates into fuel savings.

Roadmaster also offers a full range of SmartWay verified tires. These tires meet the program's stringent low-rolling resistance criteria, helping to reduce fuel consumption, lowering operating expenses and benefiting the environment. Roadmaster is proud to be a SmartWay partner and help the program eliminate CO<sub>2</sub>, reduce oil consumption and deliver fuel efficiency for the trucking industry.

Roadmaster also offers 24/7 emergency roadside tire replacement and repair for eligible commercial trucking fleets enrolled in the Roadmaster national account program. Benefits of the program include national servicing dealer network, nationwide emergency roadside service (some restrictions apply), centralized pricing and direct billing and a standard

tire and service price from coast to coast. To learn more, email the Roadmaster team for details.

“Roadmaster has been delivering durable, quality tires for drivers and fleets for years now and the knowledge we've picked up along the way has been woven into every tire we make,” said Miller. “Roadmaster takes the promise to 'get you there' seriously and we act accordingly, building quality tires, maximizing fuel efficiency and durability, so your long journeys always end where they're supposed to.”

To learn more about Roadmaster tires visit [www.RoadmasterTires.com](http://www.RoadmasterTires.com). You can also reach out with questions or to request a consultation by emailing [Roadmasterinfo@cooptire.com](mailto:Roadmasterinfo@cooptire.com).

No matter where your journey takes you, Roadmaster has the tires to get you there!

# PGT Trucking, Inc. Selects Penske Truck Leasing for Comprehensive Fleet Maintenance Solutions



than 880 maintenance locations across North America. PGT and its drivers will also tap into Penske's digital customer experience tools that includes mobile apps and a portal to streamline internal processes and fleet management.

"We're very pleased to begin this new relationship with PGT Trucking," said Art Valley, President, Penske Truck Leasing. "PGT has a strong reputation in the marketplace for quality, performance, and customer service. We look forward to supporting PGT's drivers and fleet with the latest

equipment, maintenance, and technologies available."

Penske Truck Leasing is a leading provider of fleet maintenance solutions. The company's truck maintenance workforce spans more than 9,700 of the company's associates. Given growing business demand, additional fleet maintenance positions are available. Visit Penske's career site: <https://technician.penske.jobs/> to learn more about technician careers.

PGT Trucking, Inc., founded in 1981, is a

multi-service transportation firm offering flatbed, dedicated, international and specialized services. Headquartered in Aliquippa, PA, PGT is the leader in progressive freight transportation and fleet evolution. PGT operates in excess of 1,000 power units and over 1,500 trailers, exceeding customer expectations with a strong focus on the Future of FlatbedSM. At PGT Trucking, "Safety is Everyone's Job - All the Time." For more information visit [www.pgtrucking.com](http://www.pgtrucking.com)

Aliquippa, PA... PGT Trucking, Inc., a multi-service transportation firm offering flatbed, dedicated, international and specialized services, announced that it selected Penske Truck Leasing as its provider of choice for comprehensive fleet maintenance solutions. This strategic move enables PGT to streamline its resources on driving innovative and sustainable solutions in the transportation industry.

By working with Penske for extensive maintenance solutions, PGT will provide

advanced repair options, simplify roadside service and reduce maintenance downtime for its drivers. Improved analytics will provide data for more accurate preemptive maintenance. PGT's customers will also benefit from the company's enhanced reliability, increased capacity and improved efficiency as a result of the new partnership.

"As part of our Future of FlatbedSM program, PGT is committed to implementing strategic partnerships, like our new relationship with Penske,

that will expand our service offerings and reimagine transportation solutions," stated Gregg Troian, PGT Trucking President. "We are confident that the addition of Penske's fleet maintenance program will contribute to PGT's goal of providing an enhanced driver experience."

Penske Truck Leasing will provide on-site maintenance at five PGT-owned locations, 24/7 roadside assistance nationwide, mobile roadside maintenance services and access to Penske's expansive network of more

## PGT Crew At Walcott Truckers Jamboree This Past July



These Proud Professionals represented PGT Trucking at the Walcott Truckers Jamboree held in July at the Iowa 80 Truckstop in Walcott, Iowa.

- photo by Dan Pollock -

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Truck World, Hubbard, Ohio  
and the OOIDA Mobile Trailer



Hirschbach



R&J Trucking,  
Boardman, OH



Truck World,  
North Jackson, OH



Werner

# The American Truck Historical Society Honors Hill International Truck



Pictured from left to right: John Doll, ATHS RVP OH/W. PA; Jack Hill, 3rd generation owner; Steven Hill, 4th generation owner; Joe Fuller, ATHS member. Photo courtesy of ATHS

The American Truck Historical Society presented a special 75-year Company Service Award to Hill International Truck at its Open House, held this past October, celebrating their newest location in St Clairsville, Ohio.

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# Fyda Freightliner Columbus Holds Building Dedication and Ribbon Cutting Ceremony to Mark Grand Opening



Ribbon Cutting by Matt Powell's widow, Robin.



Left to right: Tim Fyda dedicates the new Fyda Freightliner Columbus building to the late builder, Matt Powell as his family (pictured at the right) looks on.



Parts stacked to the roof!



Expansive Parts Department.

and vendors, as well as local business partners, dignitaries and heroes," said Gary Tiffan, general manager of Fyda's Columbus and Zanesville operations. "It was a special day to recognize all who have made the project possible and thank members of the community for welcoming Fyda to the area."

During the Grand Opening, Tim Fyda, president and CEO of Fyda Freightliner, dedicated the new building to Matt Powell, the general contractor whose vision has brought to life four of the Fyda locations, as well as renovations for the other three locations. Powell died in a tragic accident in January 2022 and was unable to see this project to fruition. His wife Robin cut the ribbon during the ceremony with their three children standing with her.

"It was a privilege to have Matt's family here with us on this special day. We knew Matt for 28 years, and his insight and expertise made this all possible," Fyda said. "He is truly missed."

In its former location, Fyda Freightliner Columbus occupied five buildings that housed truck sales, parts & service teams, a body shop, detailing service, its vehicle finance partner Highway Commercial Services, and its corporate employees.

The new 180,000-sq. ft. facility combines all five buildings into one, to provide more convenient and seamless service for our customers. The property houses more service and body shop bays, a larger parts inventory, provides more parking options and expanded

capabilities and amenities such as gated parking, trailer parking, detailing services, a four-acre pond stocked with several types of fish, an expanded driver's lounge with televisions and a pool table, and more.

The building also features 3500 solar panels (approximately a 1.4-megawatt installation) on the roof that will produce more electricity than the dealership needs and will feed the excess power back into the power grid.

The dealership still offers 24/7 parts and service, as well as regular hours for body shop and detailing services.

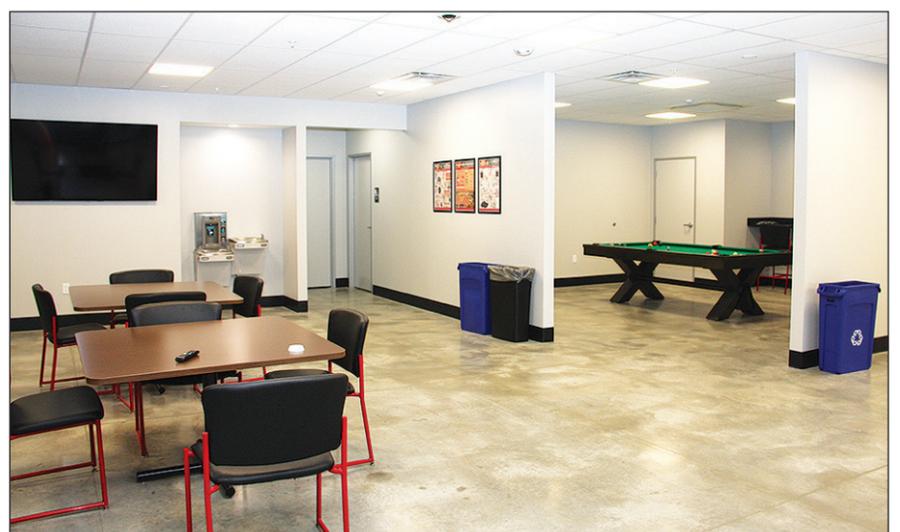
About Fyda Freightliner Since 1954, Fyda Freightliner has been committed to partnering with customers in the commercial vehicle industry to help them succeed. Today, the company is an award-winning and nationally recognized dealer of Freightliner and Western Star trucks, Isuzu commercial trucks and Crane Carrier vocational chassis. Through our unwavering commitment to excellence and our Unifying Principles, we work hand in hand with our customers to provide the best service possible. The Customer is First at Fyda Freightliner.

Fyda Freightliner operates dealerships in Columbus, Zanesville, Cincinnati and Youngstown, Ohio; Pittsburgh (Canonsburg) and Barkeyville (Harrisville), Pennsylvania; and Walton (Richwood), Kentucky. For more information, visit us online at [www.fydafreightliner.com](http://www.fydafreightliner.com).

- All photos by Steve Pollock -



Left to right: Neil Fyda is all smiles as he receives the permanent certificate of occupancy from Madison County Building Inspector Tom Hale.



Deluxe Drivers Lounge with multiple TVs and a pool table.

## Pacifico Reflection - Skill Set or Profession

**By: Mike McGough**

He didn't particularly like heights, so it was a bit of a surprise to his parents when he developed an interest in helicopters. When he heard one flying over his house, he ran out just to see it. Fixed-wing aircraft interested him, but helicopters fascinated him. For his twelfth birthday he got a ride. He was hooked!

In 1969, just after he graduated from high school, he enlisted in the Navy. He chose to train as a chopper pilot. Specifically, he wanted to be a medevac pilot. He got the schooling and training he wanted. His commanding officer was a World War II pilot who had made the transition from fixed-wing to helicopters after the war. That same CO said that he had never worked with a new recruit who was any more focused on and committed to what he wanted to do.

This young man served from 1970 right up to the fall of Saigon. With the war's end he returned to civilian life. He knew the transition wouldn't necessarily be easy, but he knew one thing for certain. He was going to be a chopper pilot. Even though he didn't know where or what specific role he would play, he was going to pursue his profession.

The first few years were tough. He flew traffic control for a group of TV stations in the Dallas-Fort Worth metro area. Following that he was a sightseeing pilot in Hawaii,

and then flew private charters for a company out of Boston. It kept him in the air, but it wasn't what he really wanted. Then he saw an ad for a new medevac service in Wyoming. Because of the great distances between medical facilities in that part of the country, rapid response and evacuation was more often than not a matter of life or death.

He became a medevac pilot in the early '90s. Finally, after 15 years, he was once again doing what he wanted to do, what he was trained to do, and what he truly saw as his profession. Over the next ten years, he worked tirelessly to help build an air ambulance service in the more remote regions of Wyoming and neighboring states. On several occasions he was called on to assist other regions seeking to enhance their response speed, and thus the active reach of their medical centers and trauma hospitals. As such facilities sought to make the most of the critical golden hour in trauma medicine, he was there to support their best efforts.

A great deal had changed since he was trained in 1969. Oh, the basics were the same, but had he not stayed current over the last 40 years, his skills would have declined, his understanding of what it took to be a trauma chopper pilot would have diminished, and his commitment would have undoubtedly suffered. But

that hadn't happened to him. As the second decade of the 21-century opened, he became a trainer. He welcomed the opportunity to do so, and he continued enhancing the air ambulance services in some of the most remote regions of western United States.

At a recent graduation ceremony, he spoke calmly yet firmly to the graduates. He shared a lesson with them, a lesson similar to one that had been shared with him at his graduation ceremony. He began by asking the graduating class of 21 medevac pilots a simple question.

"How many of you are prepared to assume the awesome responsibility of reducing suffering and saving lives as air ambulance pilots?"

They all answered in the affirmative.

In a somewhat brisk, a bit too loud, and even a bit harsh tone he said, "I know you can, I helped to train you, and you wouldn't be sitting here if you couldn't!"

After a brief pause, he continued in his typically calm and friendly tone. "Yes, today you all have a skill set, a powerful one, one that can reduce suffering and save lives. But, don't fool yourselves, that's all it is today. You and only you can turn your skill set into a profession. You'll do that through ongoing training, continual efforts to remain current, life-long commitment to a life-style that supports and

enhances your best efforts, and building on your skill set through experience, much of which will be trial-and-error."

"If you turn today's skill set into a profession, you can come back here 40 years from today and still respond that you're prepared. You'll be able to do so even though trauma medicine has changed, air ambulances have been revolutionized yet again, and when you have weathered the ageing process. It's all up to you if what you have today will remain a skill set, or if it will become a profession!"

## ATA Hails Hutcheson's Confirmation as FMCSA Administrator

Washington, DC... The American Trucking Associations President and CEO Chris Spear applauded Robin Hutcheson on her confirmation as the seventh Administrator of the Federal Motor Carrier Safety Administration.

"I want to congratulate Robin on her confirmation to this important role," Spear said. "In her time as Acting Administrator, Robin has been a true partner with our industry – working to confront a number of issues facing trucking.

"Whether it is addressing safety concerns, ongoing supply chain issues or workforce development, she has been open to engaging with our industry and we look forward to continuing our ongoing, candid dialogue about these challenges and to engaging with her and her agency to implement solutions that uphold safety and improve efficiency in trucking and across the supply chain."



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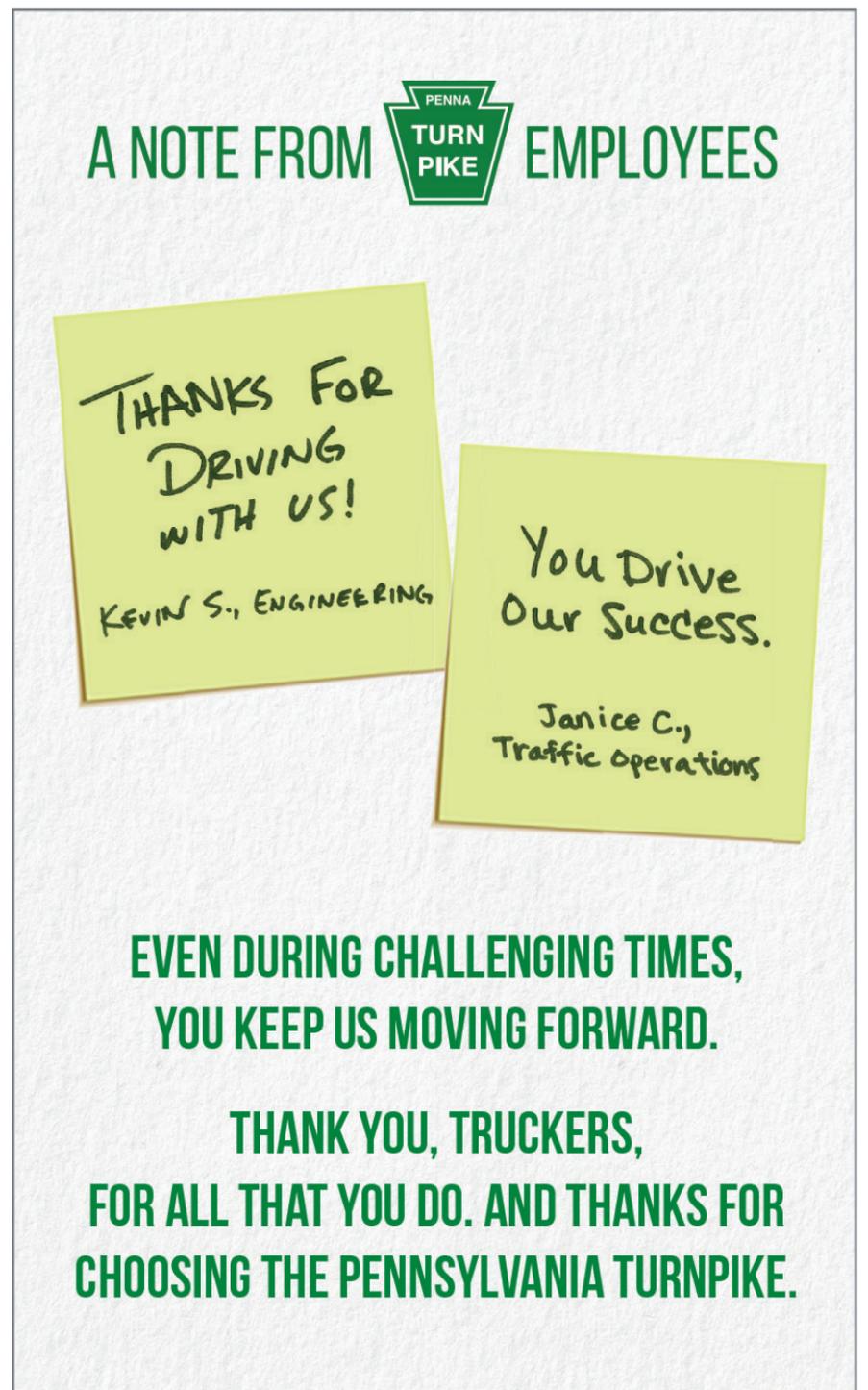
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# The States With The Worst, Best & Most Fatal Roads For Drivers

Zutobi has updated their 2021 ranking, to bring you the American states with the best and worst roads in 2022: <https://zutobi.com/us/driver-guides/worst-and-best-roads-us-and-international-ranking>

So, where are the best and worst roads in America?

\* America's best roads are in Minnesota, Iowa and North Dakota.

\* America's worst roads are in West Virginia, New Mexico and Arizona.

\* The highest annual highway fatalities happened in Texas, California and Florida.

According to the research:

\* America's best roads are in Iowa, where 91% of all roads in the state were in a good condition and there are less than 1 highway fatalities per 100 million vehicle miles travelled.

\* Up till 2021, more roads were acceptable in Minnesota than there was in Iowa, but since 2015 the tables have turned and Minnesota now has 6% less of their roads reaching acceptable standards, pushing it down to second place this year.

\* The state with the worst roads is West Virginia, they managed a pitiful score of less than 1/10. The percentage of acceptable roads in the state dropped from 87% in 2015 to just 70% in 2020.

See the full research here: <https://zutobi.com/us/driver-guides/worst-and-best-roads-us-and-international-ranking>

The top 10 American states with the best roads:

| Rank | State          | Acceptable miles of public road (2020) | Five-year change | Highway fatality rate (per 100 million vehicle miles traveled) | Average Daily Person Miles | Overall score |
|------|----------------|--|------------------|--|----------------------------|---------------|
| 1    | Iowa           | 91%                                    | 9%               | 0.96   | 38.3                       | 8.30          |
| 2    | Minnesota      | 85%                                    | 0%               | 0.63   | 53.0                       | 8.16          |
| 3    | Virginia       | 88%                                    | 11%              | 0.96   | 40.9                       | 7.96          |
| 4    | North Dakota   | 93%                                    | 3%               | 1.07   | 32.5                       | 7.55          |
| 5    | Vermont        | 82%                                    | 6%               | 0.93   | 30.5                       | 7.28          |
| 6    | Wisconsin      | 83%                                    | 10%              | 0.89   | 37.1                       | 6.53          |
| 6    | Massachusetts  | 70%                                    | 3%               | 0.54   | 31.2                       | 6.53          |
| 8    | Tennessee      | 95%                                    | 3%               | 1.28   | 42.8                       | 6.46          |
| 9    | Connecticut    | 65%                                    | 22%              | 0.93   | 29.5                       | 6.39          |
| 10   | North Carolina | 89%                                    | 2%               | 1.19   | 36.4                       | 6.26          |
| 10   | Ohio           | 83%                                    | 0%               | 0.93   | 29.2                       | 6.26          |

The top 10 American states with the worst roads:

| Rank | State         | Acceptable miles of public road (2020) | Five-year change | Highway fatality rate (per 100 million vehicle miles traveled) | Average Daily Person Miles | Overall score |
|------|---------------|--|------------------|--|----------------------------|---------------|
| 1    | West Virginia | 70%                                    | -18%             | 1.51   | 25.2                       | 0.68          |
| 2    | New Mexico    | 70%                                    | -4%              | 1.43   | 35.1                       | 1.43          |
| 3    | Arizona       | 81%                                    | -4%              | 1.53   | 49.1                       | 2.24          |
| 4    | Mississippi   | 73%                                    | 1%               | 1.63   | 37.0                       | 2.65          |
| 5    | Hawaii        | 56%                                    | -5%              | 1.07   | 27.9                       | 3.13          |
| 6    | Louisiana     | 74%                                    | 0%               | 1.53   | 29.2                       | 3.26          |
| 7    | Alaska        | 77%                                    | -2%              | 1.46   | 31.9                       | 3.33          |
| 8    | Missouri      | 75%                                    | -1%              | 1.20   | 32.5                       | 3.54          |
| 9    | Montana       | 88%                                    | -2%              | 1.43   | 38.2                       | 3.54          |
| 10   | New Hampshire | 76%                                    | -9%              | 1.07   | 34.0                       | 3.67          |

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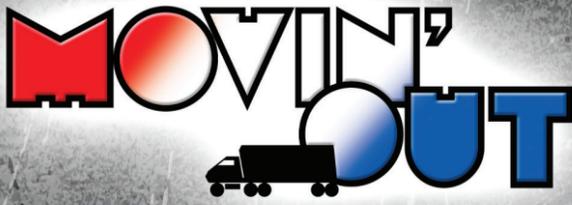
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# Working Show Truck Of The Month

Pedro Cantu



**By Robert Conrad**

Packing up your belongings and relocating to another neighborhood, town, or state is never an easy task but most people do it at least once in their lifetime. If the move is long distance and you have a lot to bring with you, it's best to call a professional to move you from point A to point B!

Pedro Cantu is a professional household goods mover, learning the ropes from his uncle when he was a teenager growing up. Pedro's uncle owned a local moving company in Houston, Texas and Pedro started his

moving career by helping out on weekends or his summer breaks from school, while earning some extra cash.

Pedro's entire family has roots in trucking, as his father, brother, cousins, and uncle were all truckers. Pedro grew up around trucks in Houston, Texas and he grew accustomed to the 3 AM wake up calls and the "sweet sound" of diesel engines in the wind! He decided to purchase his first truck in 2006 and he signed on with a major moving agent. He hit the open road and has been an owner-operator & a professional mover ever since that day.

His pride & joy is this 2006 Kenworth W-900 that's outfitted with a 132" ARI sleeper, and it's his home out on the road. The 315" wheelbase is decked out from the custom, lighted front bumper to the fiberglass fenders over the rear tandems. Pedro hauls for Allied Van Lines and his K-Dub is painted "Allied Orange" and accented in white. A polished drop visor sits over the windshield and the truck also features flat top straight pipes and plenty of extra chicken lights all around. Power for those heavy household moves comes from a C-15 CAT pushing out

18 speed.

Pedro wanted to give a big shout out to his friend Freddy who is the owner of The Chrome Stop in Houston, TX. Pedro credits Freddy for helping him get his KW looking & running like a million bucks! Pedro definitely represents the trucking industry with class, and he takes a great deal of pride in keeping his truck looking its best no matter where he is.

Movin' Out salutes Pedro Cantu this month and all of his hard work, by choosing him and his KW our November Working Show Truck of the Month.



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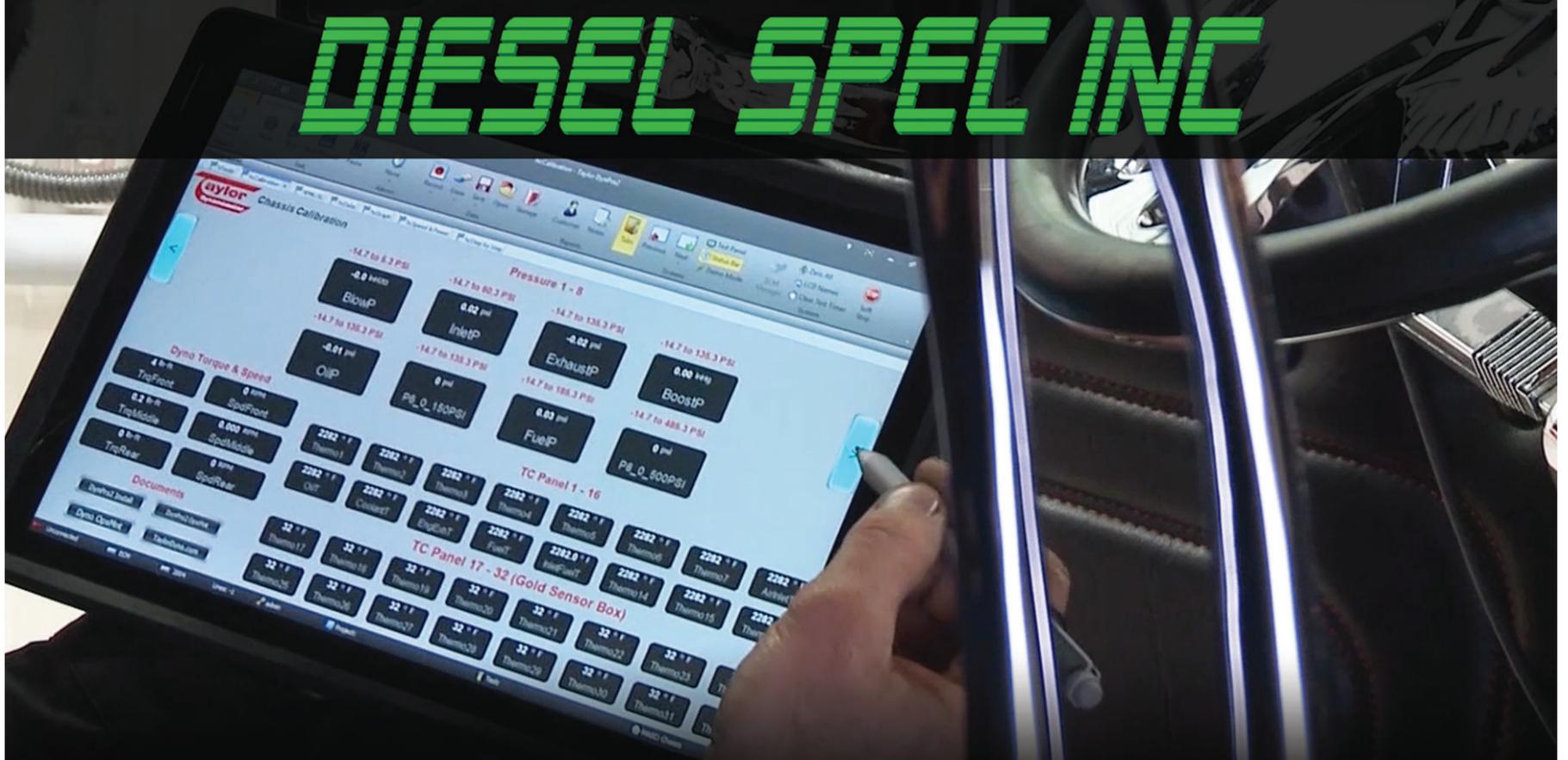
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