

World's Best

FALL 2015 • VOLUME 19 • NUMBER 2



***Kenworth Launches New PACCAR MX-11
Engine in North America*** | 4



The Eaton® Fuller Advantage™ automated transmission is part of the fuel-saving Kenworth T680 Advantage truck.

Kenworth and Eaton have collaborated to create a fully integrated powertrain that delivers superior performance and fuel economy.* The efficient powertrain integrates the PACCAR MX-13 Engine and Eaton® Fuller Advantage™ 10-speed automated transmission. They share critical data, including engine torque and operating gear. Precise engine and transmission communications are combined with proprietary control logic to further enhance downshifting in both overdrive and direct operation, maximizing fuel economy. The T680 Advantage helps you achieve exceptional performance while driving efficiency for your company. Experience it today.

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Leading companies like UPS and Walmart are adopting the Kenworth T680 for reliability, fuel economy and driver comfort, and getting excellent results. “Our Kenworth T680s with the PACCAR MX engine are performing well in UPS operations throughout the United States,” says Bill Brentar of UPS (page 4). With three million miles of safe driving behind him, Walmart driver Carroll Watson chose a new T680 as his reward truck. “I’m loving the T680,” he says, citing the smooth ride, excellent fuel economy and easy-to-read dash gauges (page 5).

Fleet operators featured in this issue agree that Kenworth trucks make a huge difference to their drivers. Marten Transport CEO Randy Marten notes, “Our drivers like Kenworths for the interior comfort and quiet ride” (page 7), while National Carriers specs its new Kenworth T680s with 76-inch sleepers for driver comfort. “We feel they contribute in part to our low driver turnover,” says President Jim Franck (page 9).

Kenworth’s latest additions to the T680 and T880 are focused on driver comfort and productivity. They include the new 76-inch mid-roof, and the new 40-inch sleeper. Predictive Cruise Control for the T680 and T880 uses GPS to help drivers anticipate the terrain ahead to ensure the most efficient operating mode, while Kenworth TruckTech+ diagnoses engine problems and provides recommended solutions to the driver and fleet manager (page 25), improving uptime.

Beneath the hood, the quiet new PACCAR MX-11 engine reduces weight while delivering optimum performance, reliability and fuel economy (page 4). And to ensure the highest level of service for our customers, we’ve developed a new standard in customer service at Kenworth dealerships with the PremierCare® Gold Certified program (page 16), designed to improve uptime, the service experience and, ultimately, customer satisfaction.

We keep refining and improving The World’s Best® trucks for reliability, performance and superior driver comfort. Whichever Kenworth truck models you showcase in your fleet, rest assured they will help attract and retain the world’s best drivers.



Preston Feight
Kenworth General Manager
and PACCAR Vice President



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From left to right: Ray Lehrman, Fleet Supervisor — UPS Seattle; Preston Feight, Kenworth General Manager and PACCAR Vice President; Robert Filosa, UPS West Region Automotive Coordinator in Anaheim, Calif.; and Katie Guest, Sales Representative for MHC Kenworth-Atlanta who works on the UPS account.

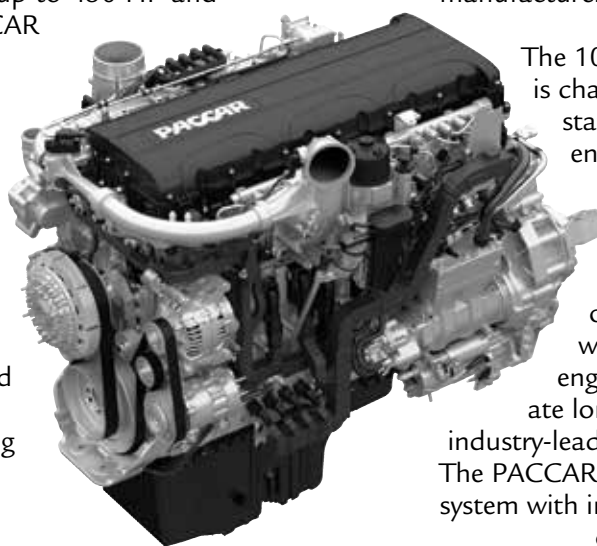
UPS Receives Milestone 50,000th PACCAR MX Series Engine Installed in a Kenworth Truck

UPS received the milestone 50,000th PACCAR MX series engine installed in a Kenworth truck during a special ceremony at Kenworth headquarters. The PACCAR MX-13 engine resides in a new, fuel-efficient Kenworth T680 Day Cab that will serve UPS operations in the Seattle area. In total, PACCAR has produced more than 100,000 PACCAR MX engines at its Columbus, Miss., engine plant for the North American market since it was opened in 2010. “Our Kenworth T680s with the PACCAR MX engine are performing well in UPS operations throughout the United States,” says Bill Brentar, UPS Director of Maintenance and Engineering for Transportation Equipment at the company’s headquarters in Atlanta, Ga. “Kenworth and UPS have an excellent relationship, and it’s great to recognize UPS with Kenworth’s 50,000th PACCAR MX series engine,” says Preston Feight, Kenworth General Manager and PACCAR Vice President. UPS purchased its first Kenworth trucks with the PACCAR MX engine from MHC Kenworth in 2012. The company currently operates 1,000 Kenworth trucks equipped with the PACCAR MX.

Kenworth Launches the PACCAR MX-11 Engine in North America

Kenworth is expanding its range of PACCAR engines in North America with the introduction of the PACCAR MX-11 engine, with an output of up to 430 HP and 1,550 lb.-ft. of torque. The PACCAR MX-11, which complements the award-winning PACCAR MX-13 engine, is scheduled to be available with Kenworth trucks in January 2016. PACCAR successfully launched the PACCAR MX-11 engine in Europe in 2013, installing over 10,000 PACCAR MX-11 engines in DAF trucks in the last two years. “The PACCAR MX-11 engine is designed to deliver optimum performance and fuel economy, industry-leading durability and reliability, and a quiet operating environment for the driver,” says Landon Sproull, PACCAR assistant vice president. “PACCAR’s over 50 years of engine

development and manufacturing expertise have established the company as one of the leading diesel engine manufacturers in the world.”



PACCAR MX-11

The 10.8-liter PACCAR MX-11 engine is characterized by its combination of state-of-the-art innovations and proven technologies that reduce weight and deliver features needed for a wide variety of over the road and vocational applications. The PACCAR MX-11 engine’s double overhead camshaft design, coupled with a compact graphite iron (CGI) engine block and cylinder head, create long-lasting durability, achieving an industry-leading B10 life of one million miles. The PACCAR MX-11 utilizes a common rail fuel system with injection pressures of 2,500 bar to optimize combustion and ensure the lowest possible fuel consumption and noise levels.

Walmart Three-Million Mile Safe Drivers Choose Kenworth T680 as Driver Reward Truck

Walmart Transportation recently honored seven of its long-time professional truck drivers who achieved the prestigious milestone of 3 million miles of safe driving. All seven drivers are based at the Walmart Distribution Center in Plainview, Texas, and have nearly 175 years of combined Walmart driving experience. Walmart rewarded drivers Don Armstrong, Ralph Leonard, Kurt McCleskey, Brent Mink, Floyd Requa, Jack Speer, and Carroll Watson with a choice of their next truck. They all selected the Kenworth T680 76-inch sleeper for its excellent driver comfort features, fuel-efficient operation, and styling.

The new T680s have a dark blue exterior, instead of the usual Walmart white. Each side of the sleeper is inscribed with the driver's name and "3 Million Safe Miles" below it. With one trip around the earth's circumference about 25,000 miles, each driver has driven far enough to circle the globe 120 times.

"These accomplished drivers are outstanding professionals with successful careers at Walmart. They work hard to get the job done every day and we appreciate their efforts," says Jeff Byrne, Senior Director Fleet Purchasing/Maintenance for Walmart Stores. "We were pleased to offer the Kenworth T680 as one of their new truck choices. The T680 is a good-looking and appealing truck that doesn't compromise on its safety and efficiency features. Our drivers were especially impressed by the roomy cab and sleeper, and the many driver comfort features that we specified on their reward trucks." Walmart Transportation currently operates more than 220 Kenworth T680 76-inch sleepers.

The new T680s feature Kenworth's Diamond VIT interior, Eaton Fuller Advantage™ 10-speed automated transmission, high-back leather seats with advanced air-ride suspension, 180-degree passenger swivel seat (when parked), Kenworth SmartWheel, superior sound system, and automatic temperature control. The sleeper includes a sturdy fold-down table, drawer-style refrigerator, microwave, television installation package, liftable lower bunk with comfortable pocket coil mattress, 1,800-watt inverter, auxiliary power unit, and 60 cubic feet of storage.

Walmart driver comments about their new T680s include: "I like everything about it – the T680's looks, driver-friendly cab and sleeper, and the quietness. And, I love that refrigerator." – Kurt McCleskey



Walmart Transportation recently honored seven drivers based at its Plainview Distribution Center in Texas who each achieved the significant milestone of 3 million miles of safe driving. From left are Walmart drivers Jack Speer, Don Armstrong, Carroll Watson, Floyd Requa, Kurt McCleskey, Brent Mink and Ralph Leonard.

"The T680 is really great. Walmart spec'd all the bells and whistles."
– Floyd Requa

"It's the first time I got to pick my own truck in a long time, and I like everything about the T680. I even appreciate design details, such as the flat floor going into the sleeper." – Jack Speer

"I'm loving the T680. I like the smooth ride, the good fuel economy, and the nice dash setup that makes it easy to read the gauges at night." – Carroll Watson

"I love the big windshield. The visibility in traffic from the T680 is so beyond anything I've driven before. When you close the T680's door, the inside stays really tight. I also like the automatic temperature control."
– Don Armstrong

"I've wanted a Kenworth forever. I'm 6-foot-7 and there's still plenty of room to me in the cab and sleeper. I like the T680's ride and everything about it." – Brent Mink

"I'm also a big man and appreciate the space to move around in the sleeper and cab. The T680 is quiet and has a very good bed." – Ralph Leonard

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How to Recruit the World's Best Drivers

Intermodal hauler relies on T680s for driver comfort, performance and fuel economy

Marten Transport, headquartered in Mondovi, Wis., is one of the leading temperature-sensitive truckload carriers in the United States. The 69-year-old company specializes in transporting and distributing food and other consumer packaged goods that require a temperature-controlled or insulated environment. Employing more than 3,500 people, Marten Transport offers service throughout the United States, Canada and Mexico.

With thousands of trucks operating from regional facilities across the country, Marten has purchased more than 600 new Kenworth T680s over the past few years. The last order for 105 T680 day cabs are spec'd with the PACCAR MX-13 engine for even greater fuel economy. The No. 1 reason Marten prefers new Kenworth T680s is simple, says CEO Randy Marten: "The World's Best® trucks help attract and retain the world's best drivers."



"We've been running Kenworths since 1967, but this newest evolution of Kenworth truck is incredible."

— Randy Marten

Son of founder Roger Marten, Randy has overseen the transition of the company's business model in recent years from largely over the road to predominately regional operations. "We're a long-haul intermodal business, and we've regionalized our truck deliveries by putting more than 700 trailers each day on trains," says Marten. With terminals in Wisconsin, Georgia, California, Oregon, Indiana, Kansas, Texas, Virginia, Tennessee, Florida, Pennsylvania and Arizona, the average length of haul has shrunk by half, from 1,200 to 650 miles. "Our goal is to get drivers home at night as often as possible."

Interior comfort, quiet ride

Marten Transport takes driver satisfaction seriously, especially when it comes to the equipment they operate. "We've been running Kenworths since 1967, but this newest evolution of Kenworth truck is incredible," he says. "We like everything about the T680 — the design, performance, fuel economy —

but our drivers like Kenworths for the interior comfort and quiet ride."

From bumper to rear crossmember, the Kenworth T680 has been precision-honed through exhaustive design testing to perfect airflow for greater fuel efficiency. Inside, the large panoramic one-piece windshield combines with Kenworth-signature DayLite® doors and a forward sloping dash to dramatically expand the driver's field of vision. The dashboard control center delivers real-time information for maximum efficiency and performance.

The Kenworth Driver Performance Center tells Marten drivers everything they need to know about operating in the sweet spot between performance and efficiency. Truck diagnostics and performance indicators alert the driver.

Marten drivers keep electronic logs to track fuel and vehicle system performance. To accommodate electronic logging during driver downtime, Marten Transport has modified its driver compensation package. In combination with the intermodal and regionalization efforts, Marten says, "We've made a lot of changes in our efforts to provide drivers with a nice, even paycheck. To compete in this business, you have to serve your drivers with safe and comfortable work environments, and you have to have quality equipment that doesn't break down. Kenworth gives us all that and more."





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Spec'd With Driver Comfort in Mind

National Carriers Relies on Kenworth T680s For Enhanced Driver Satisfaction and Fuel Economy

When it comes to selecting a truck model to use in the National Carriers fleet, Jim Franck is quick to the point. "Reliability and cost of ownership are key to me," he says. "The key is to find a truck that gives you uptime, and a truck that drivers like to drive. And, that truck has to have a low cost of ownership, otherwise it won't make you money."

As president of National Carriers, Franck says he's found the right balance with the Kenworth T680 with 76-inch sleeper, which has become the "standard" for the reefer division's fleet. National Carriers operates 670 tractors, of which 70 percent are company-owned. "The T680's aerodynamics, reliability — and that of the PACCAR MX-13 engine — coupled with driver acceptance, is what sold us," Franck says. "From a dollars and cents standpoint, we're seeing a 1 mpg improvement in fuel economy over the performance of our previous standard truck. Our fleet also is now equipped with APUs and idle time has been reduced to less than 10 percent. That reduction represents about half of our savings — so all told we have a fleet average of 7.5 mpg*, with our best drivers getting around 8."



***"The key is to find a truck that gives you uptime, and a truck that drivers like to drive."* — Jim Franck**

through MHC Kenworth – Dallas. The company's latest Kenworth T680s are specified with the 455-hp PACCAR MX-13 engine and driven through the Eaton Fuller Advantage™ 10-speed automated transmission. "We really spec'd these trucks with driver comfort in mind," says Franck. "And we feel they contribute in part to our low driver turnover, which is well below the industry average."

According to Franck, the T680s feature rotating tables so they can be used as a desktop or dining table. The trucks also feature a drawer style refrigerator/freezer, TV installation package, and inverter for converting DC power to AC power for use with microwaves and other appliances.

While reliable trucks are critical to National Carriers' success, so is dealer support. "MHC Kenworth has been a fantastic partner with us," says Franck. "Their dealership locations fit our footprint. With a fleet as large as ours, there will also be issues, but how you handle them — and how fast you handle them — is the key ingredient and MHC bends over backwards for us, here and on the road."

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

Driver satisfaction, low turnover

With most routes south of I-80, National Carriers hauls beef in about 40 percent of its loads with the other 60 percent a combination of refrigerated, frozen and dry loads. Its on-time delivery rate is exceptionally high, testament to the reliability of its equipment and diligence of its drivers.

National Carriers, known as the "Elite" Fleet®, began transitioning into the Kenworth T680 two years ago, purchasing the driver-friendly, aerodynamic trucks





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Quality Fleet Attracts Top Drivers

JLE Industries standardizes on Kenworth T880 for rugged dependability and driver satisfaction

Dunbar, Pa.-based JLE Industries is a fast-growing trucking company serving the gas, oil and construction industries. Founded in 2010 to assist energy exploration and production businesses in the Marcellus Shale region, JLE has grown quickly in five years, starting with just a few trucks and expanding to more than 100 tractors and 120 employees.

Boasting one of the newest, most diversified fleets in the region, the company has standardized on the Kenworth T880 with PACCAR MX-13 engine for rugged dependability and driver satisfaction.

Most important for JLE is uptime, which helps fuel the company's phenomenal growth while earning respect from customers. "Downtime is not acceptable," says CEO Jason Adamsky. "Ultimately, the reason we went with the Kenworth T880 is reliability. The T880 is more practical and functional for what we're doing with the sloped hood and set back steer axles."

With a 100-percent Kenworth fleet, JLE's T880s include tri-axle and six-axle dumps, tractors with 52-inch sleepers and a couple of day cabs, as well as a W900 and an ICON 900.

"The Kenworth T880 makes it easier for drivers with its function-



"Kenworth trucks give us the dependable uptime we need and help us attract the best drivers." — Jason Adamsky

ality of details, like the power mirrors, especially in the dump trucks," says Adamsky. "When drivers are trying to pull out on some of these narrow roads at an awkward angle, they can touch the power mirror button and get a much better view of what's going on around them. The Driver Performance Assistant gives them instantaneous feedback about if they're braking well, starting well, things like that. Those kinds of things are really good for us. Kenworth worked hard to understand the needs of our operation and to spec our trucks just right for what we do. I have to give kudos to Kenworth of Pennsylvania for the excellent job they do."

Low turnover, high driver satisfaction

Operating a fleet of late model Kenworth T880s projects a strong company image for JLE Industries throughout the region, says Adamsky. "We get compliments on our trucks all the time. It makes an impact and impression about who we are as a company."

With low turnover and high driver satisfaction, the company takes pride in hiring only best-in-class drivers. To help with its driver recruitment and retention efforts, JLE plans to purchase more T880s going forward. Currently it's taking about 10 new trucks a month from an order of 70.

For now, JLE is focused on serving the region and being the best at what it does there. But as the company grows, Adamsky says it'll expand further across the country, specifically toward energy, oil and gas, as well as infrastructure work: highways, roads and bridges. "The way we do that is with quality equipment and people," he says. "Kenworth trucks give us the dependable uptime we need and help us attract the best drivers."





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Drivers Lining Up For The T680

Waiting list of drivers for Kenworth T680s in Dart's lease-to-own program

Phil Marston, vice president of Highway Sales Inc., a truck finance vendor to Dart Transit Company and the Dart Network, was expecting the Kenworth T680 to be a popular truck in Highway Sales' lease-to-own program for Dart owner-operators. But he had no idea how popular.

"I was blown away," he says. "We have a waiting list — drivers are lining up to get the T680. I've been here for 21 years administering the program and I can't remember this much demand for a truck. It's been unbelievable."

According to Marston, Highway Sales — working with Eagan, Minnesota-based Dart and its nearly 2,000 drivers, more than 1,300 of which are owner-operators — purchased 150 Kenworth T680s through Rihm Kenworth in St. Paul, Minn. The first T680 with 76-inch sleeper went to Vincent Sykes, who has been driving a truck for 32 years, the last 11 contracted to Dart.



"Drivers want to work with Dart and they want the T680." — Phil Marston

Smooth ride, great fuel economy

"When I heard they were putting Kenworth T680s into the program, I told Phil that I wanted to be the first to get the truck," says Sykes. "I can't tell you how nice this Kenworth drives. Plus, I'm getting over 8 mpg* with the T680 and that's a big jump from the mid- to high 6s I was getting with my previous truck. I drive hard and put on more than 13,000 miles a month, so that savings really adds up."

Driver comfort has been a big upside for Sykes as well. "There is plenty of room and storage and the comfort is critical to getting a good night's sleep," he says. "The PACCAR MX-13 engine is very quiet and has enough power to easily handle the line-haul I work — from

Texas to New Mexico. And the T680 has the new clutch (hydraulic assist) system, which makes shifting gears effortless. The doors shut easily — no effort at all — and the windshield is so much bigger. The visibility is just great and there's more room between the seats, which makes it easy to get back into the sleeper."

Equipped with the PACCAR MX-13 engine rated at 430-hp and driven through the Eaton® Fuller Advantage™ 10-speed manual transmission, Marston says Highway Sales spec'd the T680s to be fuel-efficient and lightweight. "We want drivers to be successful," he says. "Maximizing fuel efficiency is a big way to improve their numbers. The T680 can get them the fuel economy they're after."

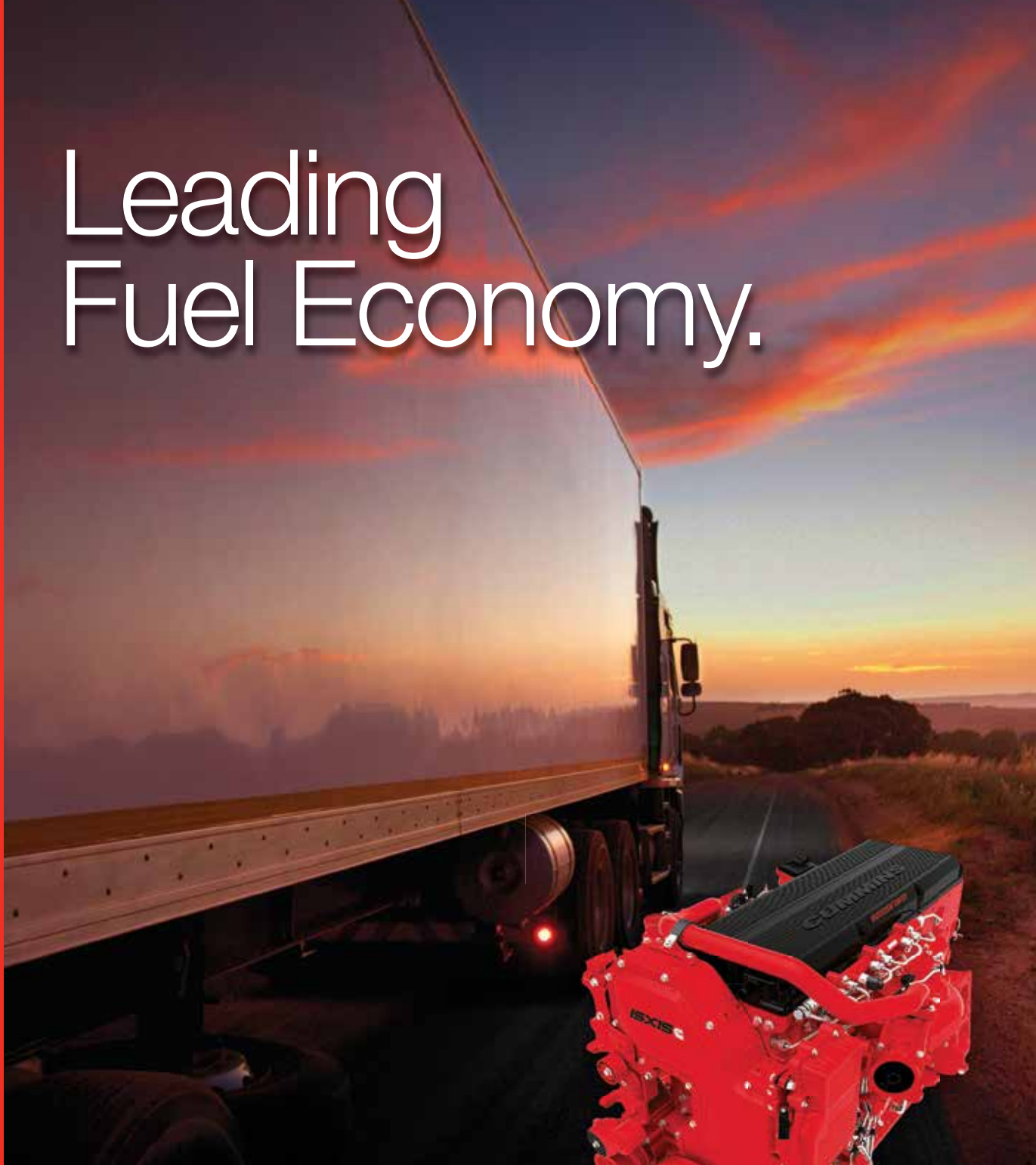
Helps recruit drivers

"It truly is a premium truck and with the driver shortage and difficulty in recruiting drivers, we wanted to offer up a truck that would make them take a closer look at Dart," says Marston. "And, it certainly has — half of those who have signed up for the T680 in our program are brand new to Dart. We're finding ourselves in a good position. Drivers want to work with Dart and they want the T680."



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

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No CDL Required

Delivery drivers appreciate smooth ride and roomy comfort of K270 cabovers

For more than 80 years, Salt Lake City, Utah-based RC Willey Home Furnishings has been recognized for excellence. Owned by Berkshire/Hathaway, the company consistently strives to be the No.1 home furnishing company where customers find exceptional selection, value, superior service and professional associates who really care.

With 2,500 employees and 130 delivery vehicles serving Utah, Las Vegas and Reno, Nevada, Boise, Idaho and Sacramento, California, the company makes thousands of home deliveries of new furnishings each month. "Our first Kenworth was a T800 that we purchased in Las Vegas, and we absolutely fell in love with that truck," says Vice President of Operations Karl Anderson. "The driver said, 'Don't ever take this truck away from me.'"



"Drivers appreciate the roominess, smooth ride, great visibility, excellent maneuverability, and they just feel better sitting in a Kenworth truck." — Karl Anderson

So when the company re-evaluated its medium-duty delivery truck needs two years ago, it worked closely with Kenworth Sales Company - Salt Lake City. "Sometimes we add a third delivery guy in the cab and it can get tight," says Anderson. "Kenworth understood that, went to work and came back with the K270 cabover, which our drivers absolutely love and adore. That is their office for 10 hours a day. Drivers appreciate the roominess, smooth ride, great visibility, excellent maneuverability, and they just feel better sitting in a Kenworth truck."

Better fuel efficiency, roomier cab, dependable performance

The company recently took its second delivery of Kenworth K270s, this time purchasing 11 new cabovers, increasing the

Kenworth presence in the fleet to 30 trucks. "Overall, our fleet runs about 7.9 mpg," says Anderson. "The Kenworth K270s are averaging 9.5 mpg. That gives me a 20 percent fuel economy bump."

Along with better fuel efficiency and driver comfort, the K270s have allowed RC Willey to attract more drivers from a larger pool of candidates. "We had been mostly a tractor trailer operation, so finding guys who would get a CDL and stay with us was tough," says Anderson. "One of the great benefits of operating K270s is they eliminate the need for a CDL and allows us to tap a whole new labor market."

With new K270s replacing aging tractor-trailers in the fleet, RC

Willey's drivers appreciate the smaller wheelbase that helps them get in and out of residential areas easily. Along with outstanding comfort, efficiency and performance, the new delivery trucks project a professional image throughout the cities they serve. That is especially important to Anderson. "For us to be successful, we have to operate a quality truck," he says. "It has to be comfortable for our drivers, and it has to represent the company well. Most importantly, it has to be dependable. As we line up our deliveries every day, we give our customers a three-hour time window. If our trucks aren't dependable, we can't make those commitments to our customers. Kenworth gives us the quality and reliability we need."



Kenworth PremierCare Gold Certified Program Launched To Enhance World's Best Support

Kenworth has launched the Kenworth PremierCare® Gold Certified program to further enhance the highest level of customer support at Kenworth dealerships in the United States and Canada.

“Taking care of customers is something that is in our DNA at Kenworth. Our Kenworth PremierCare program has offered customers superior service for more than 20 years. Building on this customer service heritage, the Kenworth PremierCare Gold Certified program takes service to another level,” says Jason Skoog, Kenworth assistant general manager for sales and marketing. “Uptime has never been more important and we’ve developed a new gold standard of customer service excellence at Kenworth dealerships.”

Trucks are not just bought through a single up-front acquisition transaction. For customers, a truck is a business solution. The ongoing service support that Kenworth and its dealer network can offer is part of the overall product package. “It is critical to be able to offer superior service to match the excellent product that we offer. That is why we decided to expand our PremierCare offering and introduce the PremierCare Gold Certified dealer network, so that our customers could easily identify our dealer locations that offer a superior level of service,” he says.

The Kenworth PremierCare ExpressLane is one of the key elements to become a Gold Certified dealer. Each Gold Certified Kenworth dealer will have dedicated ExpressLane technicians to support quick diagnosis and estimated repair time and cost.

“When a customer brings in his or her truck, the dealer will do a full diagnostic analysis and prepare an estimate for the time and cost of that repair – all within 2 hours,” says Skoog. “The goal is to do away with trucks sitting in the queue and drivers waiting for an estimate. And that’s critical to our customers, especially when the repair may be very simple and can be completed within hours. Knowing what’s happening, quickly, will help customers make the decisions needed to keep their deliveries on schedule.”



The Kenworth PremierCare Roadside Assistance program (1-800-KW-ASSIST) is another program element. Kenworth’s 24/7 program has been a constant with customers for a number of years. If there is ever an emergency on the road, the call center helps

the driver or fleet manager work through the issue to get the truck back on the road as soon as possible.

Extended weekday evening and weekend hours are a certification requirement, so that Kenworth dealers are open and ready to serve drivers whenever they need assistance. Diesel technicians at Kenworth Gold locations will have achieved the highest levels of certification under new and more rigorous factory certification standards for PACCAR MX series engines. These dealerships also will be well-stocked with high-quality PACCAR MX engine parts.

All new Kenworth Class 8 trucks with the PACCAR MX-13 engine are now standard with Kenworth TruckTech+. The system offers enhanced vehicle diagnostics and is a game changer when it comes to truck uptime. Minor issues can be addressed on the road or back at the home terminal, while larger issues can be diagnosed and fixed at the nearest Kenworth dealership. Every Kenworth PremierCare Gold Certified dealership offers dedicated TruckTech+ professionals on site.

Kenworth PremierCare Gold Certified dealers also will provide a comfortable driver’s lounge with amenities that make it easy for the driver to relax or remain productive while the truck is in the shop.

Kenworth Dealers Expand Customer Support Through New Facilities, Extended Hours

Kenworth dealers have invested nearly \$500 million in new and relocated facilities in the past five years. And that is reflected in a 20 percent growth rate for dealership locations. “We now offer over 360 locations in the United States and Canada, and nearly 75 percent of those locations are full-service stores,” says Jason Skoog, Kenworth assistant general manager for sales and marketing. The growth is in response to the change in the industry, and to be ready for future needs of customers. “With a strong truck market over the past few years, along with improving retail market share, there are more Kenworth trucks on the road than ever before,” he says. “As trucks become more complex and computer-based, dealers become an integral part for service. Downtime is no longer an option in our industry. Uptime is what it’s all about, which is also driving us to expand to be closer to where our customers need us. The partnership between customers and Kenworth dealers will only become stronger. Our dealers are there for full vehicle support, from cradle to grave. They’re the backbone.” Skoog offered some examples of recent dealer expansion.

“Wisconsin Kenworth recently broke ground on a 75,700 square-foot facility just outside Madison. They’ll include Kenworth PremierCare® ExpressLane bays for 2-hour diagnostics and estimates, which is part of Kenworth’s new PremierCare Gold Certified program,” he says. “They’re also building a specially equipped area to service CNG powered units.” MHC Kenworth has grown from 37 to 67 locations in the past five years. In 2015, the dealership group added 10 new locations. “We are in constant pursuit to support customers with convenient locations and service points,” says Tim Murphy, CEO of MHC Kenworth. “This year MHC expanded into its 16th state and opened its 67th location.” Edmonton Kenworth made a major investment in Leduc near the Edmonton International Airport. The 111,500-square-foot main building has an indoor showroom large enough for four Kenworth trucks. It offers several specialty bays, plus four triage bays to provide customers rapid diagnostic reports.

Here are the 25 dealers that have invested more than \$1 million in 2015 facility improvements: Bayview Kenworth, Central Illinois Trucks, Custom Truck Sales, Edmonton Kenworth, Inland Kenworth (U.S.), Kenworth Northeast Group, Kenworth of Cincinnati, Kenworth of Pennsylvania, Kenworth of South Florida, Kenworth of South Louisiana, Kenworth Quebec, Kenworth Sales Company, Kenworth Toronto, MHC Kenworth (Colorado, Georgia, Iowa, Kansas City, Tennessee and Texas), New England Kenworth, Performance Kenworth, Truck Enterprises, Wichita Kenworth, Wisconsin Kenworth, and Worldwide Equipment.

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First Kenworth ICON 900 Goes To Keim TS

The first Kenworth ICON 900 Limited Edition was delivered to long-time Kenworth customer Keim TS. "We're celebrating our 60th anniversary this year," says Stan Keim, president and owner of Keim TS, which hauls more than 50,000 flatbed and dry van cargo loads per year throughout the lower 48 states. "When I saw the ICON 900, I thought it would be a great way to celebrate who we are and how Kenworth trucks and MHC Kenworth, our dealer, have helped get Keim TS to where we are today."

Keim TS operates 210 Kenworths and maintains terminals in Fort Dodge, Iowa; Jasper, Tenn.; Medicine Lodge, Kan.; and Braymer, Mo. Keim says he plans to keep his new Kenworth

ICON 900 at Keim headquarters in Sabetha, Kan., as part of the company's driver recruitment and retention efforts. The company also purchased an additional ICON 900 through MHC Kenworth – Kansas City and is using it as a driver reward truck. Myron Wiebe, a Keim TS driver for 21 years, was chosen to be the driver of that Kenworth ICON 900. Wiebe drives 150,000 miles a year

and estimates he's driven over 3 million miles for Keim.

The Kenworth ICON 900 offers 72- or 86-inch sleepers and up to a 600-hp engine. The ICON 900 features a unique chrome hood badge, may be ordered in any color, and is standard with many chrome and stainless steel accessories.



From left are Sam Keim, vice president of sales and logistics; Myron Wiebe, driver of the Kenworth ICON 900 reward truck; Stan Keim, president and owner; and Bud Keim, director of operations. The truck on the right is the first Kenworth ICON 900 delivered to a Kenworth customer; truck on left is the driver reward truck.

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Best Redi-Mix and Knife River Drivers Appreciate Kenworth T880 Mixers

"It's the nicest truck I've ever driven," says Dee Dee Harris, who has driven trucks for 25 years. That's what Roger Bertling, owner of Houston-based Best Redi-Mix, was hoping to hear when he took delivery of 10 Kenworth T880s last fall. "I know our Kenworths help retain our drivers," he says.



Roger Bertling, owner of Houston-based Best Redi-Mix

In the mixer fleet, the Kenworth T880s are spec'd with the PACCAR MX-13 engine rated at 380-hp and driven through Allison automatic transmissions. "Those PACCAR MX-13 engines are performing beautifully. And our fuel efficiency has gotten better. Compared to the few non-Kenworth mixers we still have in our fleet, we're getting a 10 percent boost in mpg; the tractors are getting up to 20 percent better in fuel efficiency," says Bertling.

"The maneuverability and turning we're getting with our Kenworth T880s with set-back front axles are things we've never seen before," says Jerry Lang, vice president of ready-mix operations for Knife



River's North Central Region. "It allows our drivers to navigate tight residential areas much easier. Plus, we can haul the same payload — 11 yards, with a new platform truck that has been very welcomed by our drivers." Knife River's North Central Region is running 80 Kenworth T880s with PACCAR MX-13 engines in mixer, dump and tractor configurations. For veteran driver Kyle Smith, the new Kenworth T880 was a welcome sight. "The ride is smooth and the quietness of the cab is something. The turning radius is amazing. This will turn in places I never thought possible."

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Kenworth Introduces T880 40-Inch Sleeper for Vocational Customers

Kenworth has introduced a new 40-inch sleeper for the Kenworth T880. Kenworth's 40-inch sleeper is designed for vocational applications that use straight trucks, such as petroleum haulers or the tow industry, and for tractors hauling flatbeds, lowboys or other trailers where length and weight may come into play. "The Kenworth T880 is all about providing vocational fleets and truck operators with the right truck for the right job. The 40-inch sleeper is a perfect match for vocational applications where drivers need a small sleeper with a compact, yet comfortable sleeping environment and optimal storage," says Jason Skoog, Kenworth assistant general manager for sales and marketing.

The 40-inch sleeper, which saves 260 pounds over Kenworth's 52-inch sleeper, features a 24-inch liftable bunk that tilts 90 degrees for easy access to under bunk storage. There is more than 22 cubic feet of storage space to handle gear for occasional stays in the sleeper, plus storage shelves and a cell phone cubby. The interior also includes coat hooks specifically designed to hold hardhats as well as coats. There are three optional windows available on the back of the sleeper to help provide maximum visibility for drivers operating in tight loca-

tions, plus two standard toolbox doors. Customers can also mount a variety of components on the roof, including a sunvisor, LED marker lights, spot and strobe lights, air horns, plus Qualcomm, PeopleNet, and Kenworth TruckTech+ remote diagnostic antennas. To help cover body builder equipment for all vocational applications, the T880 40-inch sleeper was designed with a height – from the bottom of the frame rails to the sleeper rooftop – that is nearly 17 inches shorter than the T880's 52-inch and 76-inch mid-roof sleepers.



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Kenworth To Deliver the 51st U.S. Capitol Christmas Tree

A specially decaled Kenworth T680 is undertaking an important mission this fall — transporting this year's U.S. Capitol Christmas Tree some 3,000 miles to 10 community celebrations en route to the tree-lighting event in Washington, D.C. The Kenworth T680's distinctive decal design features Alaska's Chugach Mountains, where the tree was harvested, and the U.S. Capitol beneath a northern starry sky with the words "From the Northern Lights to Capitol Lights." It also includes the 2015 Capitol Christmas Tree official seal, a map of the tour route across the United States, and the Alaska state logo of Lynden Transport, a long-time Kenworth customer based in Anchorage. The T680 was made available for the tour by PacLease, which provides customized full-service lease, rental and contract maintenance programs featuring Kenworth trucks.



The 2015 U.S. Capitol Christmas Tree is a 74-foot Lutz spruce that was shipped from Anchorage by Totem Ocean Express to the Port of Tacoma. Lynden Transport driver John Schank, who has logged more than 5 million miles on the treacherous Dalton Highway between Fairbanks and Prudhoe Bay, Alaska, is piloting the T680 from Seattle on its 3,000-mile journey to the nation's Capitol. The T680 is pulling

a trailer specially designed for the Capitol Christmas Tree. The T680 76-inch mid-roof sleeper is equipped with a fuel-efficient 485-hp PACCAR MX-13 engine with 1,650 lb-ft of torque. The truck also features a reliable Eaton Fuller Advantage® 10-speed automated manual transmission and Kenworth TruckTech+. Kenworth's 76-inch mid-roof sleeper is optimized for liquid bulk tankers, flatbed haulers and other truck operators that prefer a lighter weight, more aerodynamic truck combined with all the comforts of a high-roof sleeper for driver retention and recruitment.



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T370 Adds Heavier Front Axle Offering



Kenworth now offers heavier front axles for its T370 Class 7 model. The Kenworth T370 is already an extremely versatile truck, but now with the new 18,000-pound and 20,000-pound front axles,

customers can put more weight on the front ends in fuel hauling, dump, mixer, utility and crane applications. This also allows more payload in a shorter BBC truck package, something vocational customers find especially attractive. The 18,000-lb. and 20,000-lb. axles are available with the PACCAR PX-9 engine rated up to 350-hp and 1,150 lb-ft of torque. The package includes a heavy duty, cross-brace reinforced front frame assembly. Bolted cross members and either 10-3/4-inch frame rails, or 10-5/8-inch frame rails with inserts, complete the chassis package. Iron hubs, drum brakes, and dual-power steering gears, along with a power steering cooler, are part of the spec package. "These new axle options continue the momentum we're seeing with our medium duty products," says Kurt Swihart, Kenworth's marketing director. "We had record sales and market share in 2014 and we expect that trend to continue through 2015."

Kenworth Opens More Frame Packaging Options on T270/T370 for Complex Body Installations

Two new product enhancements are available on the Kenworth T270 and T370 — fuel tanks mounted between the frame rails behind the rear axle and a narrower battery box. Together these enhancements are part of a

focused Medium Duty Body Builder Expansion program that opens up more frame packaging options for medium duty customers with complex body installations such as utilities, fire and street maintenance departments, towing

operators and hydronic service providers. The new frame packaging options can help reduce installation time and reduce the amount of custom work body builders have to do, resulting in a potential reduction in the cost of installation. The new battery box, which is 6 inches narrower than the standard box, frees up space on the left-hand side for body installations and for a small DEF tank to be mounted under the cab.



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New Kenworth 76-Inch Mid-Roof Sleeper for T680 and T880 in Production



The new Kenworth 76-inch mid-roof sleeper for the Kenworth T680 and T880 recently entered into production. The 76-inch mid-roof sleeper is optimized for bulk tank, flatbed and other truck operators who prefer a lower roof, aerodynamic, light weight truck that has the comforts of Kenworth's 76-inch high-roof sleeper for driver retention and recruitment. The new sleeper offers a 100-pound weight savings for additional payload capacity and profit opportunity, and less aerodynamic drag for low load height operations with up to a 5 percent fuel economy savings*. The new mid-roof sleeper has 6-1/2 feet of headroom to give tall drivers ease of movement, a roomy work environment, liftable lower bunk, and side storage towers with ample space to hang clothes. And the backwall can be configured with an optional upper bunk for team drivers or an excellent backwall sleeper storage unit. A premium sound system and a mount for the customer to install a flat screen TV for even more driver enjoyment are among the other options available.

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

Kenworth TruckTech+ Powers Diagnostics



Kenworth TruckTech+ is available on new Kenworth Class 8 trucks specified with the PACCAR MX-13 engine. Kenworth TruckTech+ enhances vehicle diagnostics by providing information on PACCAR MX-13 engine health to fleet managers and dealers to help optimize truck uptime and productivity. The system not only diagnoses when there is a problem, but also provides the recommended solution to the driver and fleet manager.

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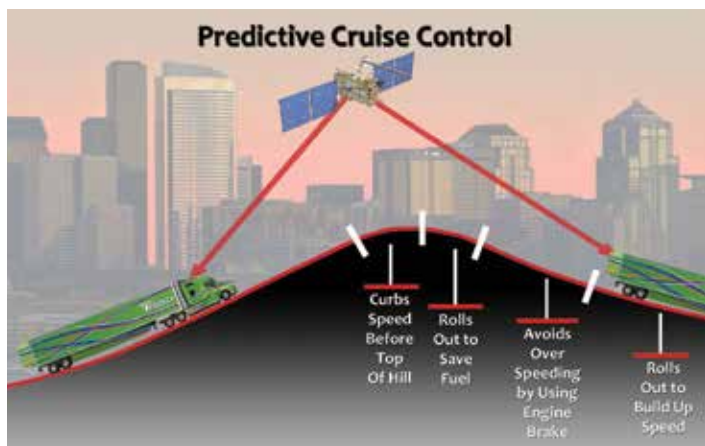
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Kenworth Predictive Cruise Control Option for T680, T880 with PACCAR MX-13

Kenworth Predictive Cruise Control is now in production for new Kenworth T680s and T880s specified with the PACCAR MX-13 engine. Available as a factory-installed option, the new Kenworth system combines cruise control with GPS to help deliver optimal fuel economy.* By anticipating the terrain ahead, Kenworth Predictive Cruise Control ensures that the PACCAR MX-13 engine and the transmission are in the most efficient operating mode to increase fuel economy. Kenworth Predictive Cruise Control is available with Eaton UltraShift® and Eaton Fuller Advantage™ automated and manual transmissions.

Kenworth actively develops technologies to help customers achieve excellent fuel economy. In addition to Predictive Cruise Control, Kenworth also offers the Driver Performance Assistant, Driver Shift Aid, and Driver Reward systems. All these technology advancements are important in delivering best in class fuel economy.

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

Kenworth Advanced Charge Start System Available for T680 and T880

The ultracapacitor-based Maxwell Engine Start Module (ESM) is a factory-installed option for new Kenworth T680s and T880s that protects against battery drainage. The module provides dedicated power to start the truck and frees the truck's standard batteries to focus on powering accessory devices, such as a laptop, microwave, refrigerator and television electronics, in addition to the truck's electronics and lights. Also now in production is Kenworth's new, enhanced 1,800-watt inverter/charger option for easier battery recharging while parked. It provides the convenience of AC power versus DC to help efficiently operate appliances and devices.



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Michelin offers tires to fit every application. Choosing the right tire allows for the best performance and durability for your specific need. For more information on selecting the right tire for fuel economy or vocational use, visit michelintruck.com.

*Based on industry standard rolling resistance testing of comparable tires and retreads. Actual results may vary, and may be impacted by many factors, to include road conditions, weather and environment, driver performance, etc.



Kenworth and FASTPORT Join Forces To Recruit Military Veterans For Truck Driving Careers

Kenworth and FASTPORT are working together to curb the driver shortage and create immediate jobs for military personnel. With an estimated 15,000 veterans transitioning into civilian life each month, members from these organizations are attending job fairs on military bases throughout the country. Fort Benning held the first fair in August. Twenty-seven employers attended the event with more than 1,000 available driving jobs offered. To help recognize military veterans who enter trucking as drivers — through Hiring Our Heroes and FASTPORT's Trucking Track Mentoring Program — Kenworth will give away a fully-loaded 2016 T680 with a PACCAR MX-13 engine to "America's Top Veteran Rookie Driver."



U.S. Army soldiers at Fort Benning, Ga. listen to Bill McLennan, CEO of FASTPORT, as he discusses the Kenworth T680 and the contest for America's Top Veteran Rookie Driver.

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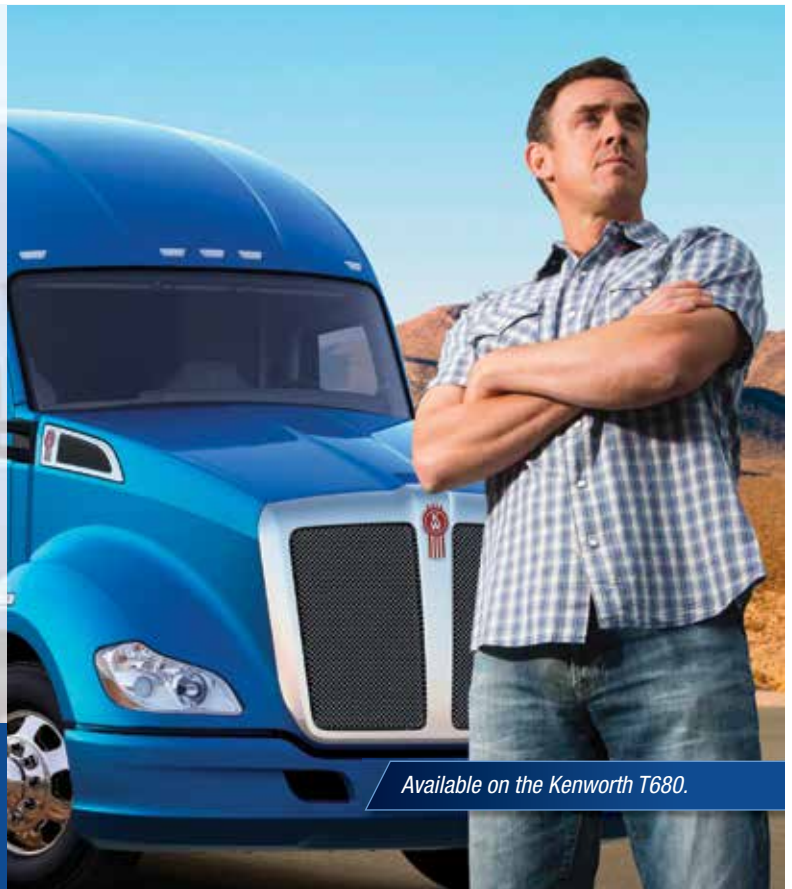
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Available on the Kenworth T680.

PACCAR Supports Page Ahead Literacy



A Kenworth T880 52-inch sleeper truck with a special Seattle Mariners theme was part of a PACCAR fund-raising

effort outside Safeco Field in support of the Page Ahead Children's Literacy Program, whose mission is to provide new books and develop reading activities that empower at-risk children. The PACCAR Foundation has donated \$675,000 since 2007, enough to purchase 135,000 new children's books. PACCAR employees also have purchased and contributed more than 19,000 new children's books in the past eight years.

PACCAR Financial Offers Wide Range of Financing Products

Whether you're looking for a simple retail contract, a Terminal Rental Adjustment Clause (TRAC) lease or a Fair Market Value (FMV) lease, PACCAR Financial's sales representatives are available to help you select the finance product that satisfies your business needs. We've been financing trucks through all economic cycles for over 50 years. Before you decide how to fund your next truck purchase, contact your nearest PACCAR Financial office at 800-777-8525 (www.paccarfinancial.com) or your local Kenworth dealer (www.kenworth.com) for more information on how we can help.

PACCAR Genuine Parts: Factory First-Fit Quality and Performance

Your Kenworth is an important business investment. To maintain optimal performance and highest resale value, count on the parts that were designed, manufactured and tested to the original specifications. PACCAR Genuine Parts are backed by a nationwide network of Kenworth parts and service professionals across North America. Look to your Kenworth dealer for an extensive inventory of factory first-fit PACCAR Genuine Parts to decrease downtime and keep your investment rolling. Maintain your Kenworth in top condition with the dependability and reliability of PACCAR Genuine Parts.

PacLease Helps Optimize Fleet Operations with PacTrac

PacTrac, exclusively developed for PacLease, is an industry-leading telematics system that can improve productivity and uptime for customers. A growing number of PacLease's customers and rental fleets are spec'ing their trucks with this system, a must-have for companies looking to optimize their fleet operations. Kenworth recently announced TruckTech+, an on-board vehicle diagnostics system, which is available on all new PACCAR MX-13 engine-powered trucks. With the on-board diagnostics hardware installed, customers can upgrade to the full functionality of PacTrac and its 4-inch display without incurring the hardware installation costs. In addition to recording and relaying driver performance metrics, PacTrac offers unlimited messaging, Wi-Fi access, e-logs, route performance and planning. Furthermore, PacTrac has increased the frequency for data downloads and truck positioning to every half-hour. The combination of TruckTech+ and PacTrac allows PacLease to provide a level of premium service that separates it from the competition.

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