



# Bulldog<sup>®</sup>

## Rolling with Tax Reform

How  
Trucking  
Adapts  
to Tax  
Changes



### Ready to build

Gearing up for infrastructure projects

### Rock solid

J.L. Storedahl crushes it with Mack

### Stories from the road

Mack Trucks launches 'RoadLifeTV'

Vol. 2 2018



**MACK**®

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Qualified Fleet Customers Only



The all-new Mack Anthem 70-inch Stand Up Sleeper delivers plenty of headroom, storage, and comfort—truly a home away from home. With the Let's Haul deal from Mack Financial Services, qualified fleet customers can get on the road for as little as \$1,967 per month. Visit [MackTrucks.com/LetsHaulLease](http://MackTrucks.com/LetsHaulLease) for more information on the Anthem.

**Act now. Let's Haul Offer valid until December 31, 2018.**

\*Sample lease payment only based on 60-month term, 100,000 miles per year, Base 70" single bunk specification leased with Mack Financial Services. \$5,000 customer down payment or trade equity is required. Monthly lease payment subject to change with any spec modifications that affects list price or residual value. Offer available to qualified Fleet customers only. Fleet customer is defined as a company operating 10 or more Class 8 units of similar application. The lease of a single (one) unit as a "seed" unit may be available for qualified Fleet customers. Maximum of 25 units per customer will be allowed under the terms of this program. This program cannot be combined with any other offers or programs. Mack Financial Services reserves the right to amend or cancel this program at any time without notice and at its own discretion. Final approved transaction terms including initial rental payment are subject to standard Mack Financial Services credit underwriting guidelines and advance policy. Approvals will state the program terms and any other conditions deemed appropriate by Mack Financial Services. Not all customers will qualify. This offer is available to U.S. residents only. This offer expires December 31, 2018.

**BORN  
READY.**

# Tax Talk

**8** What you need to know about the new tax reform laws



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- Mack to demo all-electric refuse truck in 2019
- Mack Trucks and Lytx partner to provide video telematics
- Mack Anthem® comes to Canada
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## On Infrastructure

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# VIEWPOINT

**F**or more than a century, Mack has been the American truck you can count on. Our trucks have become legendary for their durability, reliability and just plain getting the job done, day in and day out. We're the only heavy-duty truck manufacturer who can still say that every truck we sell in North America — and export — is still built here in the U.S. Customers don't allow you to be around as long as we have unless you do things right, and today we're doing a lot of things right.

You'd be hard pressed to find a more dedicated and knowledgeable group of people than the men and women of Mack and our dealers. We understand the challenges our customers face. We know the worlds they operate in. And we take their success very personally. Today that means not only providing world-class products, but also world-class service and support solutions. A prime example is our Mack® Connect platform of predictive analytics and telematics technology, helping keep our customers' trucks where they should be — on the job generating revenue.

At the heart of this commitment to the success of our customers is the Mack dealer network. Since 2010, our dealers — nearly 600 locations from coast to coast — have invested over \$600 million in new and expanded facilities, more service bays and more technicians. They have also fully embraced Mack's Certified Uptime Center program to dramatically slash downtime for repairs.

There are so many great things happening with Mack, such as the new Mack Anthem®, which is taking the highway by storm. The Anthem will do for the over the road segment what the Mack Granite®, the LR and the TerraPro™ have done for vocational and refuse fleets, which is to set a very high standard of performance.

At the same time, coming into Mack with a fresh set of eyes, I see places where we can make things even better for our customers. One area I am very focused on is what we call "delivery precision" — ensuring that customers get the truck they ordered when it was promised to them and with reduced lead times. Our Mack products are in high demand.

Another area for us to work on is the total customer experience, everything from when the customer first engages with our products and services, the ordering and financing journey, what happens at the time of delivery, the parts and service experience, even all the way to reordering. Mack customers should expect nothing less than a highly professional, consistent, and enjoyable experience at all points in their ownership of any Mack product. It sounds simple, but it requires every aspect of the organization and our value chain being all in on delivering a premium customer experience.

Being part of the Mack organization, with all of its history and exciting future, is a tremendous honor and responsibility. Our Mack trucks is an extraordinary brand and our customers certainly deserve extraordinary efforts from everyone at Mack. I'm looking forward to this ride.

**Martin Weissburg, president Mack Trucks**

**M**artin Weissburg was named president of Mack Trucks effective June 1, 2018, in which capacity he will continue to serve as Volvo Group executive vice president. He comes to Mack from Volvo Construction Equipment, a global company with 2017 sales of approximately \$8 billion, where he served as president since 2014. Weissburg succeeds Dennis Slagle, who led Mack since 2008. Slagle is now a special projects leader reporting to Volvo Group CEO Martin Lundstedt.

Weissburg has an undergraduate degree from Purdue University and an MBA from George Washington University. He served as an executive and president for several transportation equipment and manufacturing companies before joining the Volvo Group in 2005 as president of Volvo Financial Services Americas. In 2010 he was named global president and CEO of Volvo Financial Services. Weissburg has a thorough understanding of the North American heavy-duty truck market and has worked closely with truck OEMs, distributors and customers.



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• Spartanburg Community College uses Mack tractors to teach future drivers



## New features introduced on Mack® LR model

**M**ack Trucks added new features to its Mack® LR refuse model to help enhance safety, improve driver productivity and expand spec options for its customers. Mack made the announcement during the 2018 WasteExpo at the Las Vegas Convention Center.

Curtis Dorwart, refuse product manager for Mack Trucks, says, “Mack continues to design and develop features on the Mack LR model that improve the working environment for the driver, help increase visibility in a refuse vehicle and provide customers with additional choices in how their vehicle can be set up.”

Designed specifically to meet the

challenges of refuse customers who require enhanced maneuverability, increased productivity and improved visibility, the Mack LR model is offered in a 6x4 and 4x2 configuration. The LR is an excellent choice for customers in tight urban or open suburban applications. Several configurations are available, including left-hand drive, right-hand drive, dual-drive and left-hand drive with right-hand stand up/sit down drive.

New features include a sliding glass window on the passenger side, an exterior stainless steel sun visor and a Sears Seating C2 Plus seat cushion. Mack also extended its 315 series tire coverage to include

Hendrickson HAULMAAX suspension.

The new sliding glass window, which is now standard, improves cab ventilation and access to the mirror during right-hand stand-up or sit down operation.

The exterior stainless steel sun visor, now available for order, is designed to reduce glare and deflect heat.

The C2 Plus seat cushion is available with Sears air suspension seats. Mack also has a new multiposition seat for right-hand operation. The seat back and seat base are adjustable, allowing drivers to easily operate the truck and joystick controls. The seat cushion and multi-position seat are standard and available now.

## Mack to demo electric refuse truck in NYC

**M**ack Trucks plans to have a fully electric Mack LR refuse model equipped with an integrated Mack electric drivetrain operating in North America in 2019. The New York City Department of Sanitation (DSNY) will test the demonstration vehicle in its operations.

Given current development in electromobility

technology, Mack thinks a fully electric vehicle will deliver the most value within a closed loop application, in which the truck returns home every night as happens in refuse applications.

“It’s clear that electromobility will be a part of the trucking industry’s future, and Mack is well-positioned to offer integrated, fully electric solutions for the North American market,” says

Jonathan Randall, senior vice president of sales and marketing, Mack Trucks.

“Sustainability is extremely important to DSNY, and we consistently test new technology to help New York City reach its goal of 80 percent reduced emissions by 2050,” said Rocky DiRico, New York City, DSNY deputy commissioner.

# HEADLIGHTS



## Mack Trucks partners with Lytx to give refuse trucks video telematics capability

**M**ack Trucks refuse customers now have the option of spec'ing their Mack® trucks pre-wired for equipment from Lytx, a supplier of video telematics.

Starting this fall, Mack will offer the option to pre-wire its Mack LR and TerraPro™ models for the Lytx DriveCam safety program and the Lytx Video Services enhancements.

“We are pleased that Mack customers now have the ability to use video to improve upon the safety of their drives, as well as the neighborhoods in which they operate,” said David Pardue, vice president of connected vehicles and uptime services for Mack Trucks.

He added, “Our partnership with Lytx will not only help our customers mitigate the

potential for accidents, but also assist them in identifying new ways to improve operational efficiencies.”

The DriveCam safety program helps reduce unsafe driving behaviors through video-based driver coaching and predictive analytics. Lytx Video Services feature on-demand continually recorded video and optional live stream and support for multiple cameras.

## Mack Anthem® comes to Canada

**M**ack Trucks introduced the Canada market to its newest highway truck, the Anthem, during Truck World 2018 in Toronto.

The model's aerodynamics and cab and sleeper environment were designed and engineered with input from thousands of drivers.

“Every detail on the Anthem was designed with purpose, from the aerodynamic exterior to the spacious cab and sleeper,” said Jonathan Randall, senior vice president of sales and marketing, Mack Trucks.

Mack engineers designed the Anthem's exterior to optimize aerodynamics. The Anthem has up to a 3 percent fuel efficiency improvement because of the hood, roof, chassis fairing, mirror covers, front bumper and air dam when compared to the Mack Pinnacle™ axle back model.

A 70-inch sleeper with a full stand-up height allows drivers over 6 feet tall to walk from the cab into the living area without having to duck. The truck can be equipped with a single or double bunk and the interior



volume is 35 percent larger than previous models. New back wall and side cabinets provide 27 cubic feet of storage.

The Mack Anthem is also available in Day Cab and a 48-inch Flat Top Sleeper.



The values of hard work, determination and family life are celebrated in “RoadLifeTV,” a video series from Mack Trucks sharing the stories of everyday men and women doing extraordinary things to keep the wheels turning and the world moving. The eight-part series, available exclusively on Amazon Prime Video, launches June 19, with additional episodic content available on [roadlife.tv/](http://roadlife.tv/).

## Mack Trucks shares stories from the road with ‘RoadLifeTV,’ launching in June

**T**he values of hard work, determination and family are celebrated in “RoadLifeTV,” a Mack Trucks video series that shares stories of everyday men and women doing extraordinary things to keep the wheels turning and the world moving. The eight-part series, available exclusively on Amazon Prime Video, launches June 19, with additional episodic content available on [roadlife.tv/](http://roadlife.tv/).

“Every day, dedicated men and women make our communities better places to live, whether it’s collecting trash, delivering product or building the roads and bridges that connect us all,” said John Walsh, Mack vice president of marketing. “Their stories matter. They’re the manifestation of what Mack has always stood for — no excuses, never giving up, keeping your word.”

Subjects of the series include the city of New York; the sport of NASCAR, including legendary driver and owner Richard Petty and

rising star Bubba Wallace; Oakland Raiders defensive end Khalil Mack; country music artists Steve Moakler and the Zac Brown Band; a pair of powerful female trucking pioneers; and an 8-year-old entrepreneur saving the world one recyclable at a time.

“We felt very strongly that these stories needed to be told, so our team hit the road and set out to tell them in a way that only a brand with 118 years of experience can.”

**John Walsh, Mack vice president of marketing**

Mack’s team of storytellers visited 32 cities, including all five boroughs of New York, over 136 days, traveling more than 32,000 miles to bring an all-access behind-the-scenes look at life on the road to viewers.

“We felt very strongly that these stories needed to be told, so our team hit the road and set out to tell them in a way that only a brand with 118 years of experience can,” Walsh said.

Viewers are encouraged to respond to the series on social media using the hashtag #RoadLife. Posts will be collected and displayed on the “RoadLifeTV” website.

“We hope the stories we share will inspire others to share their own stories,” Walsh said.

“Trucking, like so many industries, is full of highly committed people. ‘RoadLife’ tips a cap to all of the hard work they do, day in and day out.”

“RoadLifeTV” debuts Tuesday, June 19. Episodes will be released weekly through Aug. 7.

View each episode in its entirety exclusively on Amazon Prime. Follow the “RoadLifeTV” story on Instagram and on Mack Trucks’ social channels: Facebook, Twitter, Instagram, LinkedIn and YouTube.

# TRENDS A roundup of the numbers that drive your business.

## ON HIGHWAY

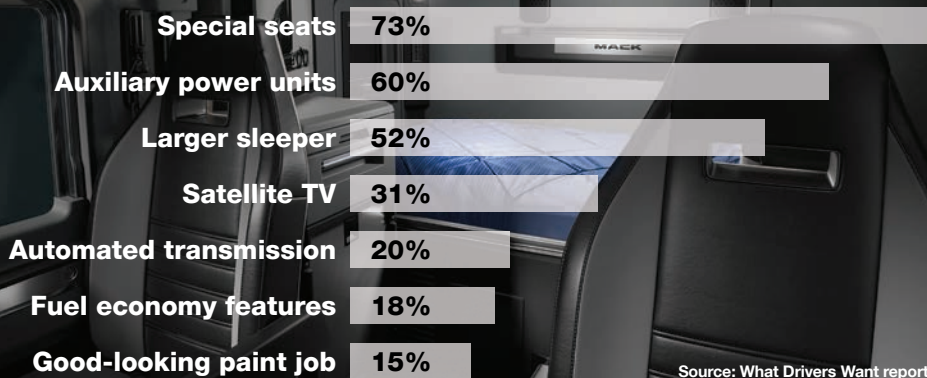
# 175,000

**THIS IS THE NUMBER** American Trucking Associations says the truck driver shortage could reach by 2026 if something is not done to attract more people to the industry. This is equal to the population of Chattanooga, Tennessee.



## DRIVERS

The top features drivers want on their trucks are:



Source: What Drivers Want report from Randall-Reilly and CCJ

## EMPLOYMENT

Trucking employment is rising

March was a busy hiring month for trucking, as the industry

# 6,700

added 6,700 jobs and transportation and logistics companies added 9,800 positions, according to the U.S. Labor Department monthly jobs report.

For the first quarter of 2018, the trucking industry has created 18,500 new jobs, the strongest job growth for trucking in six years. In March, for-hire trucking employment stood at nearly 1.48 million, up 23,000 jobs compared to the same period in 2017.

## TRADE

### Top 5 Commodities by Truck (DOLLARS IN MILLIONS)

Computers and Parts



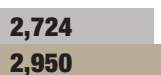
Electrical Machinery



Motor Vehicles and Parts



Plastics



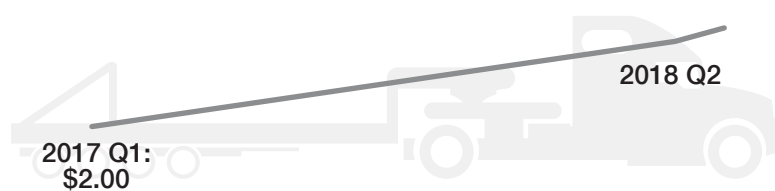
Measuring and Testing Instruments



Source: Bureau of Transportation Statistics, TransBorder Freight Data

## FREIGHT

Freight rates grew steadily from Q1 '17 to Q1 '18, then picked up speed in Q2 '18



Flatbed up to **\$2.66** a mile



Dry van up to **\$2.49** a mile



Reefer up to **\$2.71** a mile

Source: www.ccdigital.com



# Your Job. Our Gear. Perfect Combination.



**Black Mack Bulldog  
Cap With American Flag**  
M3362 \$19.99



**Black Mack Hard Hat**  
M2989 \$54.99

**Black Mack Safety Sunglasses**  
M5632 \$27.99

**Mack Safety Vest -  
2-Pack**  
M2258 \$19.99  
Sizes M/L & L/XL

**Black & Grey  
Mechanic Gloves**  
M0758 \$15.99  
LG, XL



**Pocket Work T-shirt**  
Yellow M5751 \$14.99  
Light Blue M5742 \$14.99  
Grey M5748 \$14.99



**Henley Work T-shirt**  
M5756 \$14.99



**Black & Grey 3D  
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M3392 \$19.99



**Black Tactical Velcro Patch Cap**  
M3393 \$19.99



**Driver's Kit with  
ATWT Tactical Case**  
M4252 \$149.99



**Cargo Work Shorts**  
M5014 \$19.99



**Black & Gold Mack  
Patch Mesh Cap**  
M3381 \$19.99

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**2**

**800.570.4820**

M-F 9:00 AM - 4:30 PM EST.

**3**

**Retail Store Locations**

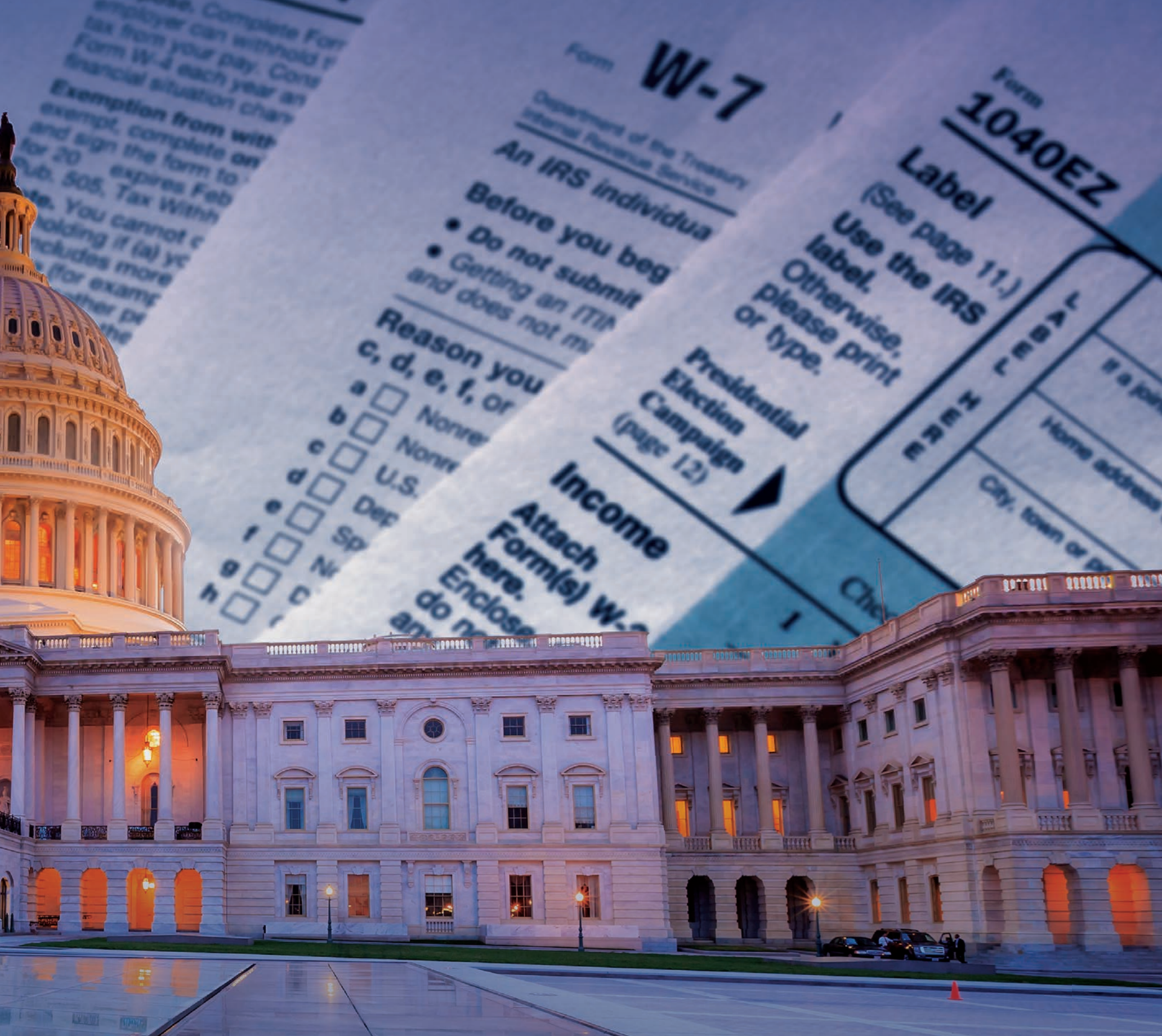
Allentown, PA  
Macungie, PA

Greensboro, NC  
Hagerstown, MD

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# COVER STORY

# Let's talk taxes



Many questions are still unanswered when it comes to the new tax law's effects on fleets, owner-operators and drivers — but some changes are already clear.

By Kevin Williams

*This information is based on interviews with trucking industry and tax experts and is not intended to substitute for professional legal or tax advice.*

# COVER STORY

**I**f you've been eyeing new equipment to expand your fleet, the new tax changes and regulatory rollbacks may be the green light you've been waiting for. For fleets who are taking the wait and see approach, there's much to consider, but the mood is optimistic among trucking company owners about potential impacts of federal tax changes taking effect this year.

Scott Dugas, president of Scott Dugas Trucking and Excavating in Yarmouth, Maine, says he's pleased with the new tax reform legislation and believes the changes will result in a better business climate for him and his nearly 40 employees.

"I think the tax changes are great for me personally and as a business owner. It definitely puts more money in my pocket," Dugas says. He expects to use savings from the lower corporate tax rate to invest in his employees and his shop.

"We probably will bump up salaries and build a new shop to replace the 40-year old shop that doesn't meet our needs anymore," Dugas says.

Dugas operates a fleet of 12 Mack® dump trucks mainly consisting of Mack Granite® models. Two of the Granites were purchased last year, two the year before, and the rest of the fleet is mid-2000s plus a vintage museum quality Mack D model and a 1985 Mack that they use just during the summer. The fleet is kept busy with building, excavating and other construction projects in the hot economy of southern coastal Maine.

Dugas is bullish on the positive impact he expects from the new laws, a sentiment that lines up with more than 58 percent of respondents to *Commercial Carrier Journal's* Economic Outlook Survey who believe the administration's overall policy will benefit their businesses in 2018. While 32.9 percent of the respondents say it will have no impact, others say they are in wait-and-see mode. Most for-hire trucking fleets plan to allocate corporate tax savings toward improving driver wages and investing in new equipment, according to the survey. The majority report that they are taking a deep dive into the implications for their business application.

Fred Greenfield, safety director and fleet manager of Alnye Trucking, a milk-transport company in Monrovia, New York, says determining how the new tax rules will affect the firm might take years and multiple CPAs. The company operates 75 Mack trucks, mostly Mack Pinnacle™ models, and is considering updating the fleet, but is taking a cautious approach due to concerns about the new tax law's sticking power.

"We'll have to try it on and see what works," Greenfield says. "It could be a good thing, but politics change as fast as we change our socks.

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**"There is a ton of curiosity and confusion about how to take advantage of the new tax law."**

**Todd Amen, president of American Truck Business Services**

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We don't count our money until we have it."

He says the company is studying new rules that allow 100-percent depreciation deductions on equipment in the year it's purchased, an increase from the previously permitted 50 percent. The additional

depreciation above 50 percent is referred to as "bonus depreciation."

The picture is complicated, Greenfield says, because Alnye Trucking has leases to consider. "It isn't as easy to figure out as it used to be," Greenfield says of the depreciation rules. "[Leases] don't all carry the same depreciation as if you purchase."

Benefits of the new tax law also depend on the type of business a trucking company is in, Greenfield says, adding that the milk market has been plagued with depressed prices for some time.

In contrast, 500 miles away in St. Mary's, Ohio, businesses of all kinds are enjoying the spoils of a robust and resurgent auto industry.

St. Mary's Trucking has a fleet of 17 Mack trucks, primarily 2015 Pinnacles, and the company hauls recycled plastics, cardboard, and



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“We’ll have to try it on and see what works. It could be a good thing, but politics change as fast as we change our socks. We don’t count our money until we have it.”

**Fred Greenfield, safety director and fleet manager of Alnye Trucking**

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aluminum and parts for the automobile industry. Business has been brisk for St. Mary’s, which generally hauls within a 300-mile radius of its home base in west-central Ohio.

Still, Mike Gerdeman, vice president of operations at St. Mary’s Trucking, says the company might use any benefits from lower federal taxes to soak up expenses related to complying with the electronic-logging-device regulations that went into effect late last year.

“There was equipment installation, software, maintenance fees and tablet purchases, so there is a new monthly bill that comes along with that,” Gerdeman says.

St. Mary’s Trucking leases its trucks, so like Greenfield, he is still sorting through consequences of the new depreciation rules.

While St. Mary’s Trucking hasn’t raised wages due to corporate tax cuts, some fleet owners say they will. Through the CCJ 2018 Economic Outlook Survey, 23.7 percent of private fleet responders and 43.3 percent of for-hire carrier responders said they plan to apply tax savings to raising driver pay. “My drivers have seen an \$8-\$10 bump in pay each week courtesy of 2018 income-tax changes,” Gerdeman says.

Jim Borkas, chief financial officer of M & M Transport Services, which employs approximately 450 drivers from offices in Massachusetts, Connecticut, Indiana and Arizona, says he has not heard any comments from drivers about pay increases.

Borkas, who is a CPA, says even a mid-size company like M & M doesn’t stand to gain that much from the tax changes. He says it’s too early to know whether any savings will be plowed into equipment purchases or simply socked away.

“I don’t see a major benefit to us based on the type of corporation that we are,” Borkas says. “The law has been set up to benefit large, publicly held corporations. Those are the ones that will benefit the most.”

Todd Amen, president of Colorado-based American Truck Business Services, which prepares tax returns for truck drivers, says he’s been fielding a lot of questions, but many implications of the new law won’t be felt until tax time next year. ATBS files about 15,000 returns each season, mostly for owner-operators and small fleet owners.

“There is a ton of curiosity and confusion about how to take advantage of the new tax law,” Amen says.

Congress signed it, and now the IRS has to figure out how to enforce it, says Mike Ritzema, president of Michigan-based Superior Trucking Payroll Service, which prepares tax returns for trucking companies in 24 states. Ritzema says he wouldn’t be surprised to see new interpretations and implications of the law unfold over the next year.

So, what are some specific ways truck drivers, owner-operators and fleets might be affected?

# COVER STORY

“I have gotten numerous calls over the last three months from current and prospective clients wanting to implement a per-diem plan. Everyone knows drivers are the No. 1 hot commodity. Outside of loyalty, you know where they are going to go.”

**Troy Hogan, a director of Katz, Sapper and Miller**



## Changes to per diem

This is perhaps the issue causing the greatest confusion and discussion in trucking circles. Before the new law, truckers could claim \$63 per day to cover meals. Of that, 80 percent could be deducted.

“That deduction goes away for company drivers,” says Amen. Independents, however, can still take it. And fleet owners can offer a “work-around” by offering “per-diem pay.”

Per-diem pay is where Ritzema says everyone can score a win.

For example, “If a driver earns \$1,000 per week, instead of paying the driver the wage and letting him deduct the per diem himself, pay \$665 in wages and then add the per diem,” Ritzema says. Federal, state and local taxes will be deducted only from the \$665, benefitting the driver. The company benefits because it doesn’t have to pay workers’ comp on the per-diem part.

“It is not uncommon for a company to save \$1,500 per year per driver this way,” Ritzema says, adding that many fleet owners aren’t aware of per diem rules.

Troy Hogan, a director of Katz, Sapper and Miller, an Indianapolis-based CPA firm that represents more than 100 trucking fleets, says he has been fielding more calls about per-diem than any other topic. “I have gotten numerous calls over the last three months from current and

prospective clients wanting to implement a per diem plan,” Hogan says.

Fleet owners are turning per-diem packages into a recruiting tool.

“Everyone knows drivers are the No. 1 hot commodity,” Hogan says, noting the driver shortage. “Outside of loyalty, you know where they are going to go.”

Greenfield with Alnye Trucking says the company mainly delivers milk regionally, but also hauls into the Carolinas, and per diem is a factor for those drivers. Traditionally, they have deducted their own per diem, but since that will no longer be possible, Alnye is re-examining its policy.

“We have not put a program together, but we do know that it is an issue going forward,” Greenfield says.

## Changes to depreciation and equipment transactions

Another part of the new law truck operators should understand deals with equipment depreciation. Starting this year, if you buy a new truck, you can depreciate its entire value. However, just because you can doesn’t mean you should.

Dugas has been purchasing two new trucks a year and says he would



jump on the bonus depreciation for his company. But he warns that it may not be a good option for companies that finance their equipment, because the write-off benefit would be gone in the years ahead and you'd have to make a lot more to make up the difference.

"We try to pay most of ours down right away," Dugas says. He also points out that section 179 of the IRS tax code governs business equipment depreciation and effective Jan. 1, 2018, the cap was raised to \$2.5 million from \$1 million.

"It takes a pretty sophisticated tax analysis to see if it makes business sense," Amen says of an owner-operator taking a full deduction right away.

Ritzema says there aren't many cases in which it would be a good move for an independent owner-operator to deduct the full purchase price immediately. "Don't burn it all off the first year when you could spread it out," Ritzema says.

The situation is different, he says, for larger fleets that purchase equipment every year.

Almost all of them are taking advantage of the deductions right away, Hogan says. "Most of our clients are excited and will be jumping with joy to write off 100 percent in the first year," he adds.

Still, fleet owners and their CPAs must navigate a patchwork of state laws, many of which enforce some kind of bonus depreciation adjustment that will put a dent in savings, Hogan says.

## C-corp vs. S-corp

Hogan says the new tax law offers benefits to both C-corporations and S-corporations and careful consideration should be given before committing to a switch. Under the new rules, C-corp taxes have been slashed from 35 to 21 percent and S-corps have a new 20-percent deduction for qualified domestic business income.

Ritzema advises independent truckers to look into how their finances would be affected if they formed an S-corp. Doing so would exempt them from self-employment taxes.

### Qualified business income deduction

This will provide significant savings for most independent truckers. Those operating pass-through entities, which include sole proprietorships, limited liability companies, partnerships and S-corporations, can likely deduct up to 20 percent of their net business income under the new tax law.

"So, if you make \$100,000 a year, you can knock your income down to \$80,000 and get taxed on that," Amen says. This was Congress' attempt to appeal to smaller businesses, he says. "It has the same effect as lowering the corporate tax rate does," he adds.

### Standard deduction changes

Amen says changes to the standard deduction will also simplify the lives of many. Married couples filing jointly will see their deduction go from \$12,000 to \$24,000. The deduction will increase to \$12,000 for individuals and \$18,000 for heads of household.

"If I used to have to keep track of mortgage expenses, cell phone bills, medical expenses and more, in all likelihood that goes away," Amen says. "Ninety-eight percent of Americans will fall below that threshold."

### Obamacare

Amen says people should be aware they will have to pay a penalty for 2018 if they don't have health insurance and coverage is still mandatory through the end of this year. A driver who makes \$100,000 a year and doesn't have health insurance could face a penalty of 2.5 percent of income, or \$2,500.

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**"My drivers have seen an \$8-\$10 bump in pay each week courtesy of 2018 income-tax changes."**

**Mike Gerdeman, vice president of operations at St. Mary's Trucking**

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## Advice for savings

Ritzema has advice for small-fleet owners and independent drivers who see increased profits as a result of the new tax law.

"I would tell them to take that money and put it in an account so they don't have to borrow

money for their next piece of equipment," he says. "Take that help and get ahead."

He also recommends saving, because he isn't certain today's tax breaks won't come with a bill in the form of a future tax hike. "I would suggest that people put that money away as much as they can and resist the temptation to splurge on a lot of extras," Ritzema says. ■

**ON INFRASTRUCTURE**

# Ready to



From bridges to ports,  
North America's  
infrastructure is poised  
for an upgrade

By Kevin Williams



# build



**I**t's 4 a.m. and GJ Mahany is ready for his shift in southeast Pennsylvania, firing up his trusty 2002 Mack® tractor and pulling a 35-foot reefer trailer-load of ice cream, tea and milk to supermarkets throughout Lancaster's bucolic Amish country for a large dairy. His route occasionally has him delivering frozen treats to stores within a stone's throw of the Mack Trucks plant near Allentown.

Mahany is just one of the 3.5 million truck drivers who the American Trucking Associations estimates move construction materials or haul freight on highways in the United States. And if the Trump administration executes the plan to transform the nation's infrastructure, it'll be a boon to drivers like Mahany who will be able to make

more deliveries faster and for contractors who will keep their fleets busy building roads and bridges in the years ahead.

## The Pennsylvania solution

Mahany says that Pennsylvania has made dramatic improvements to the state's infrastructure. In 2013 Pennsylvania passed a gas tax that added up to 28 cents per gallon (phased in over three years) used to fund \$2.3 billion in infrastructure improvements. Mahany says the roads are in much better shape and there are far fewer bridges with weight restrictions on them.

Other states have followed Pennsylvania's lead in recent years, but Pennsylvania now

has the highest gas taxes in the United States and, some argue, the best roads.

Andy Fiely, who has driven a Mack for 34 years, transports eggs to the East Coast from Ohio a couple of times a week in his 2015 Mack Pinnacle™ and he concurs with Mahany about the improvements in Pennsylvania. He mainly takes I-80 and says it's a lot better than it used to be.

While Pennsylvania serves as a model and lawmakers try to take the Keystone template nationwide, there are still plenty of in-progress projects that will keep fleets busy in the year ahead. And if lawmakers can come together on an infrastructure package, there will be even more opportunities for fleets and contractors alike.

# ON INFRASTRUCTURE

## Projects in progress

Here are some big ones already in progress and ones ready to ramp up once funding is in place.

**THE BRENT SPENCE BRIDGE:** *The Hill* magazine in Washington, D.C., named the Brent Spence Bridge connecting Ohio and Kentucky at Cincinnati, the nation's number one infrastructure emergency in 2016. The bridge has been declared "functionally obsolete" and carries double the amount of traffic it was designed to carry. But estimates put the price-tag at north of \$2 billion to replace. Despite the ATA opposition to tolls Ohio Governor John Kasich sees no funding package that doesn't include tolls.

"The most recent estimates for this project indicate it would cost upwards of \$2.5 billion. Realistically, a comprehensive financing package will be needed in order to secure that level of funding. We believe firmly that package should include [federal contributions and contributions from Ohio and Kentucky] federal financing, and a tolling package," says Jerry Wray, director of the Ohio Department of Transportation.

**PORT OF VIRGINIA:** \$320 million in terminal upgrades are underway and slated for completion in 2020. Improvements have already lifted the Port of Virginia into the top five seaports in the United States in terms of volume. The upgrades will make truck traffic in and out of the port much more efficient.

"In short, the importance of motor carriers

to the Port of Virginia will be even greater. Through our expansion, we are building the capacity to handle an additional 1 million containers annually. The cargo flows across Virginia by barge, train and truck and that will not change. What will change is the amount of cargo volume moving across Virginia and motor carriers will be absolutely critical to the timely movement of freight in and out of the port's terminals," says Joe Harris, spokesman for the port. He said truck volume in 2017 was 993,685 loads, an increase of 9 percent over 2016 and that will continue to grow.

**I-69:** Dubbed the "last unfinished highway," when completed, this will provide easy freight passage from the Rio Grande to Port Huron, Michigan. Most of the action on I-69 is happening now in Indiana and Texas, though Arkansas is also ramping up its work so there will be ongoing opportunities here. Work continues this year on the final portion of Indiana's uncompleted section of I-69 which involves converting Indiana State Route 37 to meet federal standards. Upgraded interchanges, medians and resurfacing are ongoing. Indiana's governor signed into law a gas tax needed to finish the final 26-mile leg of I-69 in Indiana, which is expected to be completed by 2027.

**I-10 CORRIDOR AND MOBILE BAY BRIDGE:** The U.S. Treasury Department released a report earlier this year outlining 40 of the nation's most pressing infrastructure projects based on need, and the entire

coast-to-coast I-10 corridor was named a top priority. One project currently underway on I-10 is a replacement for the aging Mobile Bay Bridge.





# The Build America Fund

**T**he American Trucking Associations has come forward with a proposal for a 20-cent a gallon “user fee” to pay for infrastructure improvements. ATA CEO Chris Spear says the funds would go into what they are calling the Build America Fund.

“Trucking’s proposal, the Build America Fund, is efficient, conservative and viable, and will generate \$340 billion of real money in the first 10 years,” Spears says.

NATSO has also lined up behind the ATA’s proposal.

“NATSO has long supported an increase in the motor fuels taxes as the most efficient and cost-effective method for generating long-term, sustainable revenues for infrastructure,” says Tiffany Wlazoski Neuman, NATSO’S vice president of public affairs, while adding that they are against tolls.

House Transportation Chairman Bill Shuster, R-PA, has expressed an interest in the ATA proposed fuel tax and ATA is hopeful that they can bring more Congressional members on board and get something passed even with mid-term elections looming.

“Our ideas were well received by members on both sides of the House Subcommittee on


Highways and Transit. We believe there is fertile ground for this proposal to garner more support,” says Darrin Roth, ATA’s vice president of Highway Policy.

Roth says the benefits of passing an infrastructure bill for fleet owners and drivers will be two-fold. The first will just be the increased efficiency that comes with better roads and bridges.

“We must alleviate congestion on our national highway system. Each year, freight bottlenecks penalize the industry with \$63 billion in added operation costs and nearly 1 billion hours of lost productivity,” Roth says.

A second major benefit will be to the construction economy. If Washington can pass some legislation, the ongoing infrastructure projects will keep dump trucks and cement mixers busy for the foreseeable future.

“The economic benefit of revitalizing infrastructure extends well beyond transportation. This would be a major catalyst for job creation and, by our estimate, would add nearly half a million annual jobs related to construction nationwide. Interstate commerce powers our economy, and maintaining the infrastructure that supports it is critically important, prudent and advantageous,” Roth says.



**I-4 ULTIMATE:** This key corridor in central Florida is undergoing numerous upgrades over a 21 mile stretch through Orlando. The US Department of Transportation describes the project as “ the reconstruction and widening of 21 miles of I-4 from west of Kirkman Road in Orange County, Florida, through downtown Orlando to east of State Road 434 in Seminole County. Completion is expected by 2021. The Department of Transportation reports the project is expected to generate \$1.8 billion in economic development benefits and create approximately 2,000 jobs.

Other key projects outlined in the Department of Treasury’s Build America plan include the Port of Savannah harbor expansion, upgrades to I-70 in Missouri, I-35 corridor from Texas to Minnesota, and the Puget Sound Gateway in Washington.

## CANADA

Infrastructure funding is an ongoing issue in Canada as well, but some key projects are underway across the country that will make life easier for freight haulers and business brisk for construction crews.

ReNew Canada is a publication devoted just to infrastructure across the provinces and editor Andrew Macklin shared his thoughts about developments in the country.

“It is easy to focus on the widely publicized projects like the Gordie Howe International Bridge from Windsor to Detroit, as well as the new Champlain Bridge being built in Montreal, but a few other highway projects could impact the (trucking) industry significantly,” Macklin said.

Macklin pointed to upgrades on Highway 1 from Kamloops to the Alberta border, but also some more remote projects.

“It will be much safer to travel through Labrador once the hard surfacing of the Trans-Labrador Highway is completed,” Macklin said.

Another project Macklin said would be very beneficial to truckers is the completion of the Southwest Calgary Ring Road. Here is an overview of a few key Canadian projects already in progress:

**GORDIE HOWE BRIDGE:** This span, when completed, should alleviate truck traffic in one of North America’s most clogged routes. Haulers should be able to seamlessly pass between Detroit and Windsor without leaving an interstate-quality highway. Currently the Ambassador Bridge dumps traffic off into the clogged streets of Windsor where cars and trucks have to crawl for miles to reach the Queen Elizabeth Highway. The Gordie Howe is scheduled to open in 2022 and work has already begun on both sides of the border.

**CHAMPLAIN BRIDGE:** A new \$4.2 billion (CAD) bridge spanning the St. Lawrence River in Montreal is scheduled for completion by the end of 2018. The bridge is one of the largest construction projects in Quebec in 40 years. According to [Newchamplain.ca](http://Newchamplain.ca), the project entails: The construction of the new 2.1 mile Champlain Bridge; a new 1,500-foot bridge for L’Île-des-Sœurs; the widening of Highway 15 between the Atwater interchange and the new bridge; the improvement of the ramps leading from Highways 132 and 10 on the South Shore to the bridge. Estimates put the traffic on the Champlain bridge at 50 million vehicles a year making it one of the busiest bridges in North America.


### **SOUTHWEST CALGARY RING ROAD:**

This will relieve a major trucking bottleneck in Canada’s fourth largest city. According to the Southwest Calgary Ring Road website, the bypass will be built between Highway 8 (near Elbow Springs Golf Course) and Macleod Trail S.E. The project includes reconstruction of Glenmore Trail between Sarcee Trail and east of 37 Street S.W. It consists of 19 miles of six- and eight-lane divided highway, 14 interchanges, 47 bridges, one road flyover, one railway crossing (flyover), one culvert set, one tunnel, and three river crossings over the Elbow River and Fish Creek. Completion is expected by 2021. ■

**AT WORK**

# Mack<sup>®</sup> Granite<sup>®</sup> tough enough for TDOT





“We take brand-new trucks and put them in the most corrosive environment you can. We know we’re going to have these trucks a long time.”

Benjamin Price, TDOT regional operations engineer

## Snow and ice are no match for Tennessee Department of Transportation’s Macks

Story and photos by Carmen K. Sisson

# AT WORK

Benjamin Price, regional operations engineer at the Tennessee Department of Transportation talks with Chris Branham, TDOT Operations Technician. The road crews depend on their Mack fleet for heavy-duty work, especially during the winter, when roads must constantly be kept clear of snow and ice.



**W**hen the Tennessee Department of Transportation's eastern region faces big problems, they turn to the heavyweights of their fleet — Mack® trucks. From snow and ice to tornadoes, washouts and rock slides, their Mack Granite® and Pinnacle™ models can handle it. And when there isn't a big problem, their Macks keep the highways open by getting pavement patched before a small problem gets out of hand.

TDOT regional operations engineer Benjamin Price keeps a sharp eye on everything from his Knoxville, Tennessee, office, which overlooks Interstate 40. He manages nine construction offices, six district maintenance offices and more than \$500 million per year in roadway contracts.

On his computer, hundreds of photographs document his trucks in action. With 17 years in the industry, he has seen more than his share of highway projects and roadway hazards.

The department's day-to-day operations include keeping the interstates, principal arterials and designated state routes mowed and free of potholes and debris. The Macks are used for more demanding projects, such as paving and repairing the roads following rock slides. Price keeps two Pinnacle axle forward models on standby, each with a flatbed loaded with paving and repair equipment ready to spring into action at a moment's notice.

During wintry or severe weather, the fleet

operates at full utilization. As soon as snow or ice is predicted, the crews begin preparations to deploy. The Knoxville area typically has three to four plowable events each winter, whereas counties in the mountainous north-east quadrant of Tennessee may plow dozens of times a year.

"We were on standby recently at midnight on a Sunday night (in March), even though it was raining and 36 degrees," Price says. "The potential for ice was there. It normally takes about an hour for the counties to respond and to get them in, loaded, and out on the road. If we don't already have them here, we have a mess to clean up."

Tennessee is somewhat of a transition state for winter weather, which causes people to



have high expectations of road conditions.

“Shippers expect that we have clear, black roads all the time, even through the snow events,” Price says. “That’s a difficult expectation to manage.”

Though Price runs an older, mixed model Mack fleet, they continue to perform well, even under the harshest conditions, he says.

“We never wear trucks out,” Price says. “We always age them out.”

He attributes the fleet’s health to a robust preventive maintenance program and great service and support from his local dealer, Worldwide Equipment.

“The dealer network is a benefit to the Mack brand,” Price says. “Product support for older equipment is better with Mack than other

brands. We have so many different years and different makes and models that it’s paramount for us to have a good relationship and good support from our dealer.”

Customer service after the sale is critical, says Scott Pekar, TDOT’s salesman at Worldwide Equipment in Lexington, Ky.

Together, he and TDOT have worked to create the durability and performance specs they need, along with focusing on safety through improved visibility and braking systems.

“What we’ve tried to do is give them quality equipment along with support after the sale,” Pekar says.

“Worldwide is committed to parts and service support and is willing to go the extra mile. We team with TDOT and that team approach has worked out well for us.”

TDOT is working with Pekar to update to a more uniform fleet, reaping the benefits of improved technology and simpler maintenance.

Their newest Granite models are equipped with 13-liter Mack MP® engines with 425 hp and 1,850 lb.-ft. of

torque. They also have two lift axles for added payload capacity. The new trucks are not only more effective, but they bring unexpected benefits as well. When it comes to plowing, the trucks are equipped with underbody scrapers and spreaders, as well as plows.

“Our other trucks were adequate in getting the job done, but now, with the higher horsepower engines, our drivers feel like the trucks aren’t having to work as hard,” Price says.

“Driver perception is the trucks are doing better and we’ve seen a big increase in drivers taking better care of their trucks. If they feel like we’ve gotten them a good truck, they are more likely to take care of it.”

Price considers his Macks to be a worthy premium product compared to other manufacturers.

“Our crews need to be able to work, and well before I was even working on equipment specs, the precedent had been set that our heavy-duty truck fleet would be somewhat of a premium,” Price says. “We knew we would have these trucks longer than 12-15 years.

We were predicting we would have them about 20 years, and in our application, we knew we had to buy a brand that would be supportive 20 years down the road. It was a big, big deal that Mack was really receptive to meeting our RBM (resistance bending moment — a measure of frame rail strength

and stiffness) spec with our single frame rail. Double frames may be effective in strength, but they are terrible with corrosion (from plowing operations). Also, it was easy to get double reduction gearing, and we feel like that helps in the longevity of the drivetrain, spreading the load over two gear sets instead of one.”

“Double reduction is standard on Mack,” Pekar says. “The Mack rear axle is legendary in the industry for being tough and durable. Some people say it’s overkill, but it requires less maintenance over time.”

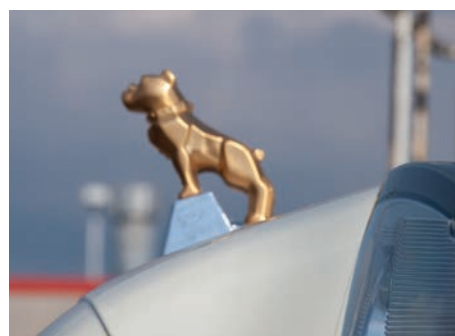
Drivers of the newer trucks also enjoy the benefits of better ergonomics and comfort, from power windows and doors to air conditioning.

Price says he plans to stay with the Mack brand, because it has been a faithful performer for so many years.

“We take brand-new trucks and put them in the most corrosive environment you can,” he adds. “We know we’re going to have these trucks a long time.”

Though he is not currently using the *mDRIVE*™ automated transmission, he was impressed with a recent demonstration, which involved stopping an unloaded truck on a steeply graded gravel incline at the Mack Customer Center.

“The worst problem we’ve had in similar situations in the past is the trucks will ‘bunny hop,’” Price says. “It’s not a big issue if you’re loaded, but if you’re unloaded and back down into a hole, then dump and try to pull out, you’re just bunny hopping, and if the driver doesn’t let off, then it will break something. That *mDRIVE* was probably the most impressive I’ve seen, with almost unperceivable wheel slip. I’ve been a staunch supporter of the manual transmission. I didn’t feel the automated transmissions were worth pursuing, but now, the *mDRIVE* just works.” ■



“Shippers expect that we have clear, black roads all the time, even through the snow events. That’s a difficult expectation to manage.”

**Benjamin Price, TDOT regional operations engineer**

AT WORK

# Rock solid



## J.L. Storedahl and Sons crushes it with Mack

**T**he old saying “If you want something done right, do it yourself” applies in spades to J.L. Storedahl and Sons. The Kelso, Washington-based company hauls aggregates and stone used for road building in southwest Washington.

Storedahl doesn’t just deliver rock and stone, though. It operates five quarries, two sand pits and one sand and gravel pit, as well as the rock crushing equipment needed to produce the right grades of aggregate. It is

also very hands-on with its fleet, performing its own maintenance and repairs, and even fabricating its belly dump trailers and truck bodies.

It relies on Mack® trucks to get the product to where it needs to go, in whatever road or weather conditions and always carrying the maximum legal load.

Company vice president Kimball Storedahl expects high performance from his equipment, and his Macks meet those needs.

“They’re tough,” Storedahl says. “They have to be tough and durable. I have every expectation that when I buy a new tractor and spec it out, it’s going to pack [105.5 thousand pounds] down the road the rest of its life, and the life expectancy here is a minimum of a million miles.

“We cover it all, and we do it all internally. A lot of the specifications — suspension, rear ends, transmissions, those types of things — are spec’d out closely, trying to keep as much





Photos by Paul Hartley

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“People have been driving automatics for so many years now that if you stick them in a truck with an 18-speed manual transmission and expect them to go out and do the type of work that we do every day, you will have premature drivetrain failures.”

**Kimball Storedahl, vice president**

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*mDRIVE™* HD automated manual transmission. The fleet has extensive experience with Allison automatic transmissions and he’s eager to see how the *mDRIVE* HD automated manual transmission works for his fleet. He went to automatic transmissions to ease shock loading on the drivetrain, as well as for driver comfort.

“People have been driving automatics for so many years now that if you stick them in a truck with an 18-speed manual transmission and expect them to go out and do the type of work that we do every day, you will have premature drivetrain failures.”

“That’s the first *mDRIVE* transmission that I’ve bought,” Storedahl says. “I’m curious to see how functional and durable it is. I’ve talked with a lot of people — a lot of them in the garbage business and some of the most abusive applications out there — and when I got good reports back out of them, I was more than willing to try it.”

Though Storedahl’s trucks don’t rack up high mileage — their pits are all within a 50-mile radius — they do face extreme conditions. Most of the pits are based on hilltops, and the heavy loads require strong, reliable brakes as they make their way down the steep grades on and off highway. He has high praise for Mack’s Powerleash™ engine brake.

“The engine brakes work extremely well,” Storedahl says. “I’m impressed with the holding power that they’ve got. They’ve come a long way in the last 15 years. I’ve never been around an engine brake that works better than the new MP engines.”

He also likes the durability of the Mack cab and frames.

“I’ve had very little incident with any type of

commonality as humanly possible because we maintain our own parts inventories. Basically, bumper to bumper, we try to be as self-supportive as possible.”

J.L. Storedahl and Sons was founded in 1969, beginning as a two-truck fleet hauling building supplies. By 1978, they had shifted to hauling rock products, and today, the third-generation family-owned business is an industry leader in their region. It processes everything from sand to riprap, routinely

handling boulders as large as four feet in diameter. The variety of aggregate requires numerous configurations, from lightweight pup and truck combos for small aggregates to heavy-duty straight truck and pups with lift gates.

They currently run Mack Granite® models spec’d with 13-liter MP®8 505 hp engines and Mack Camelback suspensions.

Storedahl took delivery in 2017 of a 605-hp Titan by Mack with a 12-speed Mack

# AT WORK



“Recognizing Stordahl’s in-house capabilities and their need for maximum vehicle uptime, TEC has provided their technicians with the latest Mack training, and provides mobile roadside service. Their knowledge of their operations and equipment makes it a pleasure to work with them.”

**Jim Clarke, new truck sales, TEC Equipment**

frame failure,” he says. “Zero frame problems or issues. None whatsoever. I’m satisfied with the engineering. I have no doubt in my mind that my cabs and hoods are going to operate more than a million miles and I’m not going to have any structural failures, as long as we don’t run into something. The Mack cab is probably the toughest cab I’ve ever been around. Damn good cabs. There’s a lot of reasons why you do as little maintenance on a Mack cab as you do — it’s because they’re built double tough from the ground up.”

Though emissions regulations have presented some challenges, Stordahl appreciates their effectiveness. “The emissions are getting cleaner,” he notes. “I can’t believe how clean the exhaust stacks are now. It’s like there’s no soot anymore. They stay clean.”

He saves money by performing virtually all

maintenance in-house, to the point the company keeps replacement engines in stock, so the trucks can stay on the road while the engines are overhauled.

Even though the fleet is proudly self-sufficient, it does depend on its Mack dealer for support and training. “TEC Equipment has provided Stordahl with outstanding support for over 20 years,” says Jim Clarke, new truck sales, TEC Equipment, Portland, Oregon. “Recognizing Stordahl’s in-house capabilities and their need for maximum vehicle uptime, TEC has provided their technicians with the latest Mack training, and provides mobile roadside service. Their knowledge of their operations and equipment makes it a pleasure to work with them.”

Stordahl wants to have the right truck with the right body and spec for each particular



application. “We need a lot of different configurations. We have truck and pups that run aluminum bodies, lightweight, high net payload for smaller processed aggregates. We’ve got truck and pups that run heavy-duty steel bodies with lift gates on them, so on and so forth, for hauling boulders, up to four-foot boulders, they haul everything else at the same time also. Then we’ve got belly dumps,



double belly dumps that we build and manufacture ourselves.

"We also own a fabrication and paint business that we use as part of our maintenance facility, fabrication of truck bodies, belly dumps, those types of things. We build our own stuff. And at the same time, in our heavy equipment side of it, we maintain all of our own heavy equipment, we build all of our own

crushing units, mount all of our own crushing equipment. We're very independent, let me put it that way.

"If we've got an engine problem, we take care of it," he says. "We have maintained our equipment bumper-to-bumper for years. The money that we save doing that maintenance in-house is a profit center at the end of the year."

Another area he saves money is in driver recruitment and training. Finding qualified

employees, from drivers to mechanics, is a constant challenge. But even his "old-school" drivers like the Macks.

"Once they drive them, they absolutely love them," Stordahl says. "They come home at the end of the day with a smile on their face. They're not all wrung out. They're not stressed. They aren't tired. They're in a totally different frame of mind. I think it's going to be the same way with the *mDRIVE* transmissions. I think the drivers are going to like them." ■

# TAILLIGHTS



## Highway Transport celebrates 70

New growth and 75 new Mack Anthem<sup>®</sup> trucks

**K**noxville-based specialty chemicals hauler Highway Transport celebrates 70 years of success throughout the Southeastern United States and relies on Mack Trucks to power their strong growth. Highway Transport, also known as Highway, has operated 309 Mack Pinnacles since 2013, all of them equipped with Mack<sup>®</sup> mDRIVE<sup>™</sup>. This year, not only are they celebrating their anniversary but also their purchase of 75 new Anthems. “We are excited to see our new Anthems on the road,” says Larry Edwards, vice president of fleet and

maintenance for Highway.

The Anthem orders fulfilled the Highway drivers’ wish lists, including a Stand Up sleeper, drawer type refrigerator, microwave and more storage cabinets. Edwards says they’ve always been pleased with the Pinnacles but says the Anthem takes driver comfort to the next level. And that’s the key to operating with safe, highly skilled drivers who take pride in their work.

Driver reaction has been enthusiastic and appreciative, and Marshall Franklin, CFO and president of Highway, says he’s grateful for

the opportunity to reward his drivers’ hard work and dedication with the addition of the new Anthems. “We have the best drivers in the industry and we continually strive to recognize and reward our drivers,” he says.

As the company experiences growth and continues to expand into other parts of the country, they do what it takes to serve those customers. “The Anthems help us achieve optimum customer satisfaction while maintaining an impeccable safety record. We recruit top driving talent and offer truck drivers the best equipment,” Franklin says.



Highway Transport executives inspect the first Mack Anthem® of their order after it was built at Mack's Lehigh Valley Operations plant.

“We have the best drivers in the industry and we continually strive to recognize and reward our drivers.”

**Marshall Franklin, CFO and president of Highway Transport**



## The Watkins family legacy

**W**atkins Motor Lines was founded in 1932 and Highway Transport began in 1948. In 1963 Watkins Motor Lines acquired Knoxville-based Highway Transport and Highway Transport Logistics was formed in 1968. In 2008, the family business rebranded and is celebrating 70 years of business this summer. Highway's tanker fleet has provided transportation of specialty chemicals throughout the United States and Canada and was awarded the Carrier of the Year at the Dow Carrier conference in 2017.



Highway A-Team John McMillan, Hunter Stokely and Derrick Lane stand in front of their new Anthem.

# TAILLIGHTS



Parnell had the bunk removed from the sleeper and had specially modified seats with the Mack logo installed.

Working with Shealy Mack, the local dealer, we decided to design and implement seating in the rear of the tractor where the sleeper berth was. Of course, nothing short of Mack parts was going to do, so I retrofitted the trucks to have matching Mack seats with seat belts in the rear.”

The program at Spartanburg Community College encompasses 240 hours, though the state of South Carolina only mandates 148 hours — 50 hours of classroom training, 50 hours of range time, 32 hours observing and 16 hours behind the wheel.

Parnell’s students are getting a lot more classroom time, more time on the practice field learning how to maneuver, more time observing and more time behind the wheel.

Parnell and the instructors at Spartanburg Community College recently had the chance to see the Mack Anthem® at a roadshow event, and

Parnell liked what he saw. He was particularly impressed with the Anthem’s roominess and driver comfort features. “The Anthem is the greatest road truck out there,” he says. ■

## Trucking’s Future Rides with Mack

**R**andall Parnell, truck driver training coordinator at Spartanburg Community College in Spartanburg, S.C., uses Mack® Pinnacle™ to teach the next crop of truck drivers how to drive. Parnell started the first driver training class in November 2017 at Spartanburg Community College. Since then there have been two other classes.

Five drivers graduated in the first class and seven from the second class. All the graduates have jobs, and Parnell is confident members of the current class will find jobs when they graduate.

Parnell thinks the image of trucking as a career needs to change to attract a new generation of truckers into the industry. “A lot of times people don’t see the driver as important, and change must start with the drivers themselves,” he says. “I start out on day one reminding students that they are professionals. I tell them they are no different from a doctor, lawyer or engineer.”

He adds, “I remind them that they are important to this country. If every truck quit rolling, America would shut down. I tell them, ‘When you look in the mirror, see yourself not as a steering wheel holder, not just as a

graduate from a truck driving school, but as a professional that helps move America. And I want you to conduct yourself in that manner.’”

Parnell also sees that fleets are trying to attract drivers by focusing on home time and providing safe, comfortable equipment for drivers. That’s why he’s training them on five Pinnacles. “When I was given the task to purchase trucks for training, I knew as a former truck driver

that Mack trucks were dependable in the long haul and durable for hard use. From there I had to have the truck interior remodeled to accommodate the students in training.

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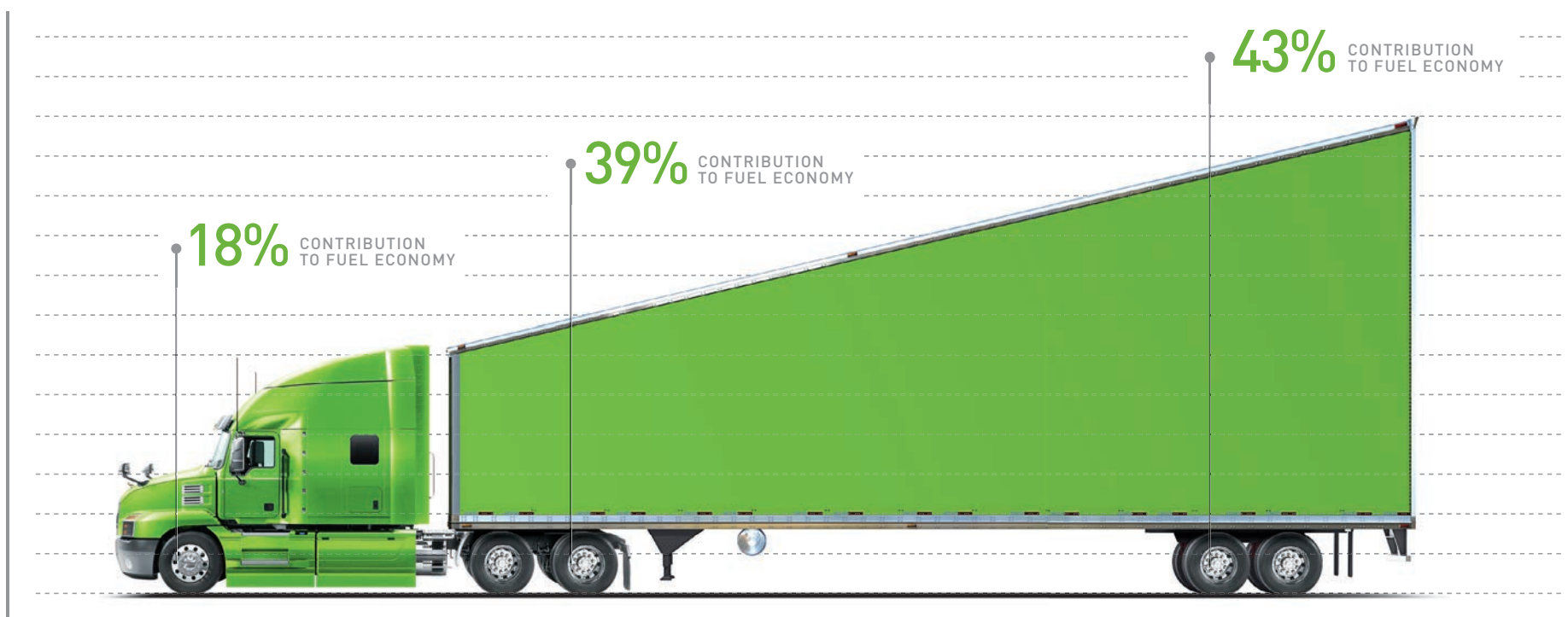
“When I was given the task to purchase trucks for training, I knew as a former truck driver that Mack trucks were dependable in the long haul and durable for hard use.”

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**Randall Parnell, truck driver training coordinator at Spartanburg Community College**

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## Mack Trucks honors heroes

31st annual Ride for Freedom tribute to fallen military heroes

**M**ack Trucks once again joined in a tribute to military men and women who have fallen in the line of duty with its participation in the 31st annual Rolling Thunder – Ride for Freedom rally. The event, which took place May 25–28 in Washington, D.C., honored fallen military heroes and drew attention to continued efforts to recover prisoners of war and those missing in action. Mack's Lehigh Valley Operations, where all Mack vehicles for North America and export are assembled, and Mack Customer Center employees traveled from Pennsylvania by truck and motorcycle to Hagerstown, Maryland, for a special memorial ceremony at Mack's Hagerstown powertrain facility. Hagerstown employees then accompanied their colleagues as they continued to Washington, D.C., to join thousands of other Ride for Freedom participants. For the event, Mack customized a Mack Anthem<sup>®</sup> model as its 2018 Ride for Freedom truck, featuring graphics to honor each branch of U.S. Armed Forces and prisoners of war. On the side of the truck are the words, "All gave some; some gave all. Remember those who served."



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