



DRIVER UNIVERSE

Truck Parts
**VENDOR
EXPO** [PAGE 46]



Freightliner Pushes Innovation
with **NEW CASCADIA** [PAGE 24]

Nussbaum Adds First New Cascadia to Their Fleet [PAGE 11]



DETROIT DD5 ENGINE Now In Production

[PAGE 38]

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I would like to wish everyone a very blessed Christmas and happy holiday season!

As a country, industry and company, we all have so much to be thankful for. It is easy to forget how incredibly blessed we are since we are frequently bombarded with negative stories in the news. This time of year, I hope that we can all share and spread joy.

Elsewhere in this issue of *DRIVEN*, you will find a few of the very important charitable organizations that we are proud partners with and we certainly believe it is our absolute duty to give back each and every day to those who are not as fortunate as we are. It is an honor to be able to do so in every location we operate in to help enrich the communities that we serve.

In late January, Michele and I will depart on a 10-day pilgrimage to the Holy Land. It is turbulent times in the region but we are so excited for this trip.

We will celebrate our one year anniversary of acquiring the two Hill Truck Sales' locations from the Hill family on January 1, 2017. We have fortunately been able to retain all of the customers they had served and grow our business as well. The RV industry is centered

in Elkhart, Ind., and is an integral part of our business operations in Northern Indiana. To better serve this sector as well as our other local and transient customers, we expect to close on 19.5 acres of land in the coming weeks that will conveniently be located with direct frontage to the I-80/90 Toll Road.

Our new Effingham location is also progressing well. Over 50% of the concrete is now poured and the building is going up as I write this article. Our new access road is also 95% completed. We recently hosted a luncheon at the job site with our 20+ new employees who are training at our Troy, Mt. Vernon and Springfield locations. We are very excited about the coming months and opening this new store!

And, as featured on the cover of this issue, our New Cascadia is garnering huge interest from our customers. We recently delivered our first two units to the Hogan and Nussbaum teams. It is energizing to see their enthusiasm when they see the truck in person and the improved features that it provides. The feedback on the aesthetics of the truck as well as the improvements in the driver compartment including the dash, lighting and bunk space are all glowing reviews. Justin and I had the pleasure of delivering the Nussbaum unit to Brent and Brendon Nussbaum (2nd and 3rd generation leaders, just as we are). It is an amazing truck and we hope that our customers find that it is a great asset to their business.

I look forward to seeing many of you in 2017 and I thank you each and every one of you for the many opportunities that you give us to serve you.

Best Wishes,

John Hopkins





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NEWS & FEATURES

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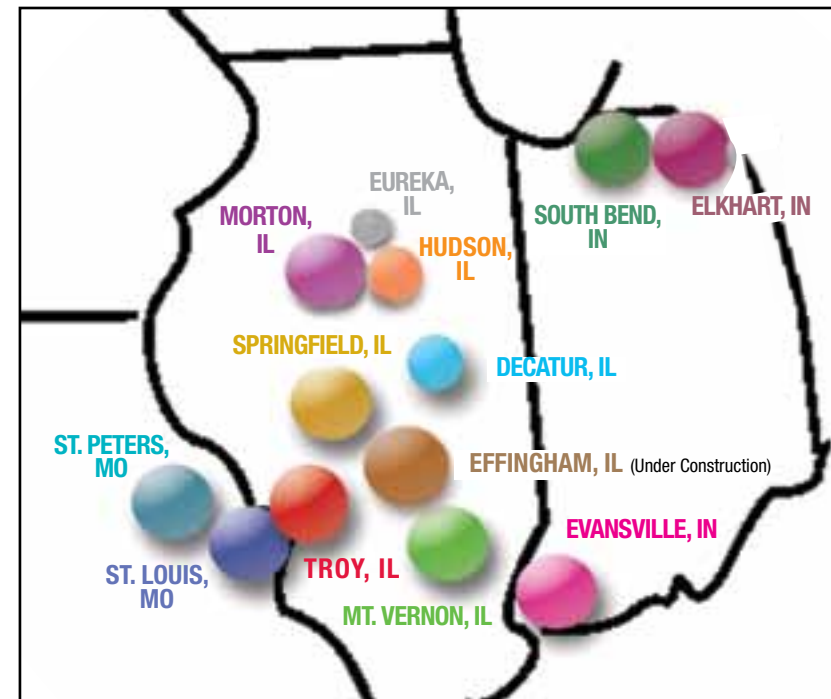
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JUST THE FACTS

It seems like only yesterday that I sat down to update an article for our magazine welcoming in 2016 as the New Year and here it is time again, only 2017 this time! I must say, as many of us have shared in the past, this year just zoomed by us all. I know there are still 60 seconds in a minute, 60 minutes in an hour and 24 hours in a day, but ALL of the new happening this year at Truck Centers may have made time pass so much quicker.

A FEW NOTABLE EVENTS FOR THE YEAR:

- The addition of South Bend and Elkhart, Ind., into our family of dealerships
- Our son, Tyler, and his wife moving to Grainger, Ind., to manage these new locations
- Knee replacement surgery
- Western Star 5700 VIP Ride & Drive event in Troy
- Our granddaughter, Isabella, being born on July 4, 2016, to Tyler and Niki
- Broke ground for a new dealership in Effingham, Ill.
- Revamping our St. Louis facility with significant upgrades
- Board Member tasks for the Leadership Council of Southwestern Illinois
- Involvement with St. Louis Children's Hospital and Gene Slay's Girls and Boy's Club of St. Louis
- Changing administrators for our 401K Program
- Hosting our first TCI Vendor Parts Expo at



- the Training Center
- Retirement of TCI-Trainer Steve Brachear and Dave Rexroat (one of our original Springfield team members)
- Introduction of Freightliner's New Cascadia model
- Introduction of the new Detroit DD5 medium-duty engine

Whew, and that is only mentioning a few highlights that come to mind!

You are most likely aware of many of these events or I have mentioned them in previous articles. I would like to just touch on a couple of new hot topics so I don't bore you with what you may already know.

Our new Detroit DD5 medium-duty engine was recently introduced for us to have another option to offer our customers. The DD5 is the first step in the medium-duty platform from Detroit, with the DD8 to be introduced to North America in the next 24 months with CY2018 production. The DD5 is a 4-cylinder engine that is being introduced to particular markets such as the lighter P/U and Delivery sector that has a high popularity for those specs.

THE ENGINE CHARACTERISTICS ARE:

- 4-cylinder engine
- Introduced into particular markets including P/U & Delivery markets
- Engineered for NAFTA
- First engines will be from Manheim, Germany, but will be manufactured in Detroit beginning in CY2018
- Global Engine Platform just as the DD13 & DD15 are
- First launched in Europe in 2013 w/ 75K engines currently in service
- Initially, no PTO options - these will come with the DD8 in CY2018
- Engine engineered for improved durability, fuel economy and maintenance intervals
 - Endurance
 - Designed for low noise & vibration
 - Oil lubrication & coolant circuited designed for reduced friction and extending component life
 - Robust crank and rod bearing journals
 - Cylinder and clamp designed for high firing pressures
 - More effective DPF Regeneration in ALL conditions
 - 400K MILE B10 LIFE
 - Economy
 - Smart, fuel-efficient design to provide fuel economy leadership as expected by Detroit customers
 - Efficient regeneration for Diesel Particulate Filter for uninterrupted running
 - Optional impressive integrated engine brake
 - Longest maintenance intervals - 45K miles
 - Performance
 - 210 HP @2200 RPM/575 lb-ft@1400 RPM
 - 230 HP @2200 RPM/660 lb-ft @1400 RPM
 - Useable power & torque at lower RPM
 - Unique power curves
 - Unique gearing considerations for the DD5
 - Serviceability
 - Cartridge style fuel & oil filters mounted above the rail
 - Maintenance-free crankcase breather system
 - Engineered areas for bolt on accessories
 - Base Warranties
 - Base - 3 Year/250K Mile Engine & after-treatment system
 - Several extended warranty options available up to 7 years

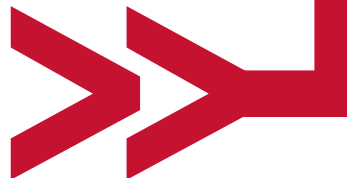
When combining the New DD5 with our M2-106 model, the Cost of Ownership advantages combine to give you the best product on the road in the market offering. We will be contacting those where the DD5 can possibly fit in your business plan.

And last, but surely not least, I just wanted to spotlight a longstanding team member, Dave Rexroat, who retired this year from our Springfield location. Dave was one of our original team members who helped us form the Springfield location. We actually started in a small facility near Rochester, Ill., where Dave was our Parts Manager. He, along with Randy Melvin and Lenny Gall, actually built the business to where we eventually talked with the Warner Family and acquired their business on Singer in Springfield. A very good success story where Dave grew with the business to what we have today so a special Thank You to Dave for ALL of his loyalty and teamwork to make this possible! Enjoy those retirement days!

It has been a very busy year and as the year comes to an end, all of the activity we have in the pipe line shows that 2016 has been a very productive year. New products, new facilities, relocations, and, of course new grandchildren! What a year!

Happy Holidays to you and your families and we wish you a very prosperous 2017. Thank you,

Mike Yates



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19336 N 1425 East Rd.
Hudson, IL 61748
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South Bend, IN 46619
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TROY

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KATIE HOPKINS
General Manager
khopkins@truckcentersinc.com



STEVE BARTELS
Parts Manager
sbartels@truckcentersinc.com



BRYAN JUBELT
Service Manager
bjubelt@truckcentersinc.com



KENT ZOBRIST
Body Shop Manager
kzobrist@truckcentersinc.com

Top 5 Updates & Activities

1. Truck Driver Appreciation Week
2. Edwardsville Touch-a-Truck
3. TCI Vendor Expo
4. Troy Body Shop Chili Cook Off
5. Toys for Tots Campaign

News & Notables

- Two members of our Troy Sales' force recently were able to travel to Anguilla as guests of Freightliner for their superior sales performance and recognition as Leland James Elite Award recipients. Congratulations to Ron Donze and Joe Switzer on your honors!
- All departments are gearing up for the rigorous demands of winter. Vehicles and parts are ordered and stocked, our Service Department offers 24/7 service to reduce downtime as well as value added services including 2 Hour Express Assessment and Mobile Repair, and our Collision Center offers free estimates for repairs completed at TCI and has parts ready to help expedite repairs and get you back on the road.
- Congrats to our Troy team members on their recent weddings - Connie Paschedag and Alan Carpenter on their nuptials in Jamaica and one of our TCI multi-generational family members, Stacey Marks, on becoming Mrs. Collman!

- Thank you Steve Brachear, TCI Trainer, on his recent retirement after 34 years of service. We appreciate you!

Events

- National Truck Driver Appreciation Week
- TCI Vendor Fair
- Freightliner TechPro Sales Meeting
- DTNA Evolution Parts/Service Conference
- Toys for Tots Campaign

Facility Updates

- New plantings, irrigation and landscape upgrades
- Holiday and festive decorations

Welcome New Hires

- Randy White (Parts Driver)
- Kaila Juenger (Receptionist)
- Blake Parker (Shop Cleanup)
- Dennis Faitz (Dispatch Driver)
- Kaden Lebro (Shop Cleanup)
- Cecil Messer (Service Technician)
- Don Rogers

SPRINGFIELD / DECATUR

I-55 & HWY 29 • (800) 786-1280
M-F 7A-12A SA 7A-5P



JEREMY WILLIAMS
General Manager
jwilliams@truckcentersinc.com



RANDY MELVIN
Service Manager
rmelvin@truckcentersinc.com



MARC LINDSEY
Parts Manager
alindsey@truckcentersinc.com

Top 5 Updates & Activities

1. Retirement Party for Dave Rexroat (29 Years)
2. TCI Customer BBQ
3. Freightliner Tech Pro Sales Training for New Cascadia
4. DTNA Evolution Parts/Service Conference
5. Personnel Fraud Training (IT)

News & Notables

- Preparations for winter parts inventory and special promotions
- John Patkunas was recognized by Freightliner as a Leland James Elite Award winner for top sales performance

- Congrats to Marc Lindsey on assuming the Parts Manager role, Jake Meyer on overseeing our western territory as an OPS, and Zac Ragusa (Springfield) and Luke Althoff (Decatur) for transitioning to roles at the parts counters
- Don't forget we offer unique services including pickup and delivery for Service, Express Assessment and an extensive PTO/hydraulic parts inventory!

Events and Notables

- Quarterly Safety Meeting
- TCI Vendor Expo
- Halloween at TCI

Facility Updates

- Parts Warehouse was freshly painted to match the exterior of the main facility

ST. LOUIS

I-70 & BROADWAY –
DOWNTOWN ST. LOUIS
(800) 325-8809

M-F 24HRS, SA 12A-6P, SU 6A-6P



JIM PENNINGTON
General Manager/
Service Manager
jpennington@truckcentersinc.com



PAUL LAWRENCE
Parts Manager
plawrence@truckcentersinc.com



PAUL BUEHRLE
Service Manager
pbuehrle@truckcentersinc.com

Top 5 Updates & Activities

1. Truck Driver Appreciation Week – Grand Prize Winner!
2. DTNA Evolution Parts/Service Conference
3. TechPro Sales Meeting
4. Major Exterior Renovations
5. Toys for Tots Campaign

News & Notables

- Jim Moose is now on-site as our IT technical support for St. Louis and St. Peters
- Brian Pinson was promoted from service writer to midnight supervisor
- Farewell party for Jamie Hults who left us to finish her Masters degree in psychology
- Congratulations to:
 - Ryan Lawrence on his engagement to his longtime girlfriend. They are set to be married in May 2017
 - Chasity Macklin on her engagement to boyfriend Jerry White
 - Jim Pennington on the birth of grandson, Xander Weslee Pennington, on 10/17/16
 - Bill Regnier on the birth of granddaughter, Cadence Grace Dennett, on 11/1/16

Events

- TCI Vendor Fair
- MMMF 5k at Jefferson Barracks

Facility Updates

- Complete exterior facelift!

Welcome New Hires

- Bart Muehlberg (Tech Apprentice)
- Jesse Potter (Parts Driver)

ST. PETERS

I-70 & HWY 79
(800) 985-0380
M-F 7A-11P SA 8A-4P

Top 5 Updates & Activities

1. Team Catfish Dinner
2. DTNA Evolution Parts/Service Conference
3. Freightliner TechPro Sales Meeting
4. Toys for Tots Campaign

News & Notables

- Gary Jarman transferred to our St. Peters' store as a dispatch driver from our St. Louis location
- Congratulations to Russ and Holly Jarman on their October 1st nuptials

Events

- TCI Vendor Fair
- MDTA Clay Bird Shoot
- Gilster/Maintenance Council Golf Outing

MOUNT VERNON

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M-F 6A-12A, SA-SU 7A-7P



JULIE KLEBBA
General Manager
jklebba@truckcentersinc.com



WEBB EASTHAM
Parts Manager
weastham@truckcentersinc.com



ANTONIO BUCKLEY
Service Manager
abuckley@truckcentersinc.com

Top 5 Updates & Activities

1. DTNA Evolutions Parts/Service Conference
2. Host Congressman Mike Bost
3. Stemco Training Night at JJ Truck & Trailer Repair
4. Meritor Training Night at ITS
5. Toys for Tots Drive

News & Notables

- We are currently training 2 service and 2 parts employees for our new Effingham location
- Conducted annual parts inventory

- Congressman Mike Bost visited our store and had a good discussion with team members on key issues to our industry and the trucking industry as a whole
- Several customer events and training nights with the support of our vendors

Events

- Steak Cookout at ITS
- Employee Cookout with Webb Eastham at the grill

Facility Updates

- Enhance recycling efforts with a new cardboard baler supplied by Milano Metals

Welcome New Hires

- Andrew Neal (Accounts Receivables)
- Tony McClelland (Service Writer)

MORTON

I-74 & EXIT 102B
(800) 397-4292
M-F 7A-12A, SA-SU 7A-3:30P



TRAVIS DUNN
General Manager
tdunn@truckcentersinc.com



KEITH KRIDER
Parts Manager
kkrider@truckcentersinc.com



CATHIE JENKINS
Service Manager
cjenkins@truckcentersinc.com



CHERYL WILLIAMS
Body Shop Manager
cwilliams@truckcentersinc.com



JAN KRIEGER
Business Manager
jkrieger@truckcentersinc.com

Top 5 Updates & Activities

1. Tech Pro Sales Meeting
2. Dealer Meeting
3. DTNA Evolution Parts/Service Conference
4. TCI Vendor Expo
5. FCCC Oasis Midwest "Dealer of the Year" Award

News & Notables

- Preparations are underway for all departments to be stocked and ready for winter weather. We have a large inventory of stocked parts at our Morton location as well as Hudson to help expedite your repairs, our 2 Hour Express Assessment service will increase your uptime and our Collision Center and Trailer Repair shop offer free estimates at your location. Looking for a new truck? Check out our current truck inventory and speak with a brand specialist to find the right unit for you!
- We offer Mobile Service for on-site and roadside repairs – a vital service during the winter months
- Best wishes for a safe and happy holiday!

Events

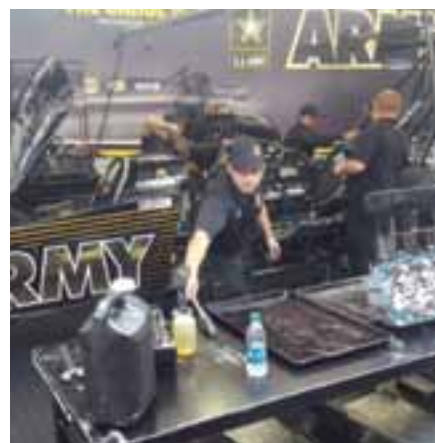
- Customer and Staff BBQ
- Maintenance Council Golf Outing
- Halloween Costume Contest
- Thanksgiving Customer Luncheon

Facility Updates

- New LED Lighting
- New Concrete Poured
- Parts Display Upgrades

Welcome New Hires

- Phil McCartney (Parts Runner)
- Mary Sample (Parts Runner)
- Jordan Anderson (Hudson Parts)



EVANSVILLE

I-64 & HWY 41 • (800) 680-5910
M-F 7:30A-12A, SA 7:30A-5P



BUDDY SHIRES
General Manager
bshires@truckcentersinc.com



SUZANNE TALLEY
Parts Manager
suzannetalley@truckcentersinc.com



RYAN SEIBERT
Service Manager
rseibert@truckcentersinc.com

Top 5 Updates & Activities

1. Elite Support Recertification
2. TCI Team Building Ziplining
3. NHRA Customer Outing in St. Louis

News & Notables

- The Evansville team passed their 7th Elite Support Certification review on August 30, 2016
- Technician Jim Martin tied the knot
- Marie Gibler welcomed her second grandchild, Isaac

Events

- Elite Support Certification Celebration
- TCI Vendor Expo
- Halloween Luncheon

Welcome New Hires

- Pauletta Swearer (Receptionist)

SOUTH BEND

1011 WEST SAMPLE ST • (800) 589-7364
M-F 8A-5P, SA 7A-3P



TYLER YATES
General Manager
tylerates@truckcentersinc.com

ELKHART

2000 CASSOPOLIS ST • (800) 686-7364
M-F 7:30A-6P, SA 7A-12P



BRIAN BASHAM
Parts Manager
bbasham@truckcentersinc.com



RICK NESS
South Bend Service Manager
rness@truckcentersinc.com



ERIC DUSHANE
Elkhart Service Manager
edushane@truckcentersinc.com



JIMMY BERRIDGE
Body Shop Manager
jberridge@truckcentersinc.com



CHUCK DAVIDSON
Sales Manager
cdavidson@truckcentersinc.com

Top 5 Updates & Activities

1. Truck Driver Appreciation Week – Elkhart Winner!
2. DTNA Evolution Parts/Service Conference
3. South Shore Clean Cities' "4th Annual Clean Air Golf Outing"
4. FOP Holiday Food Basket and Santa COPS
5. Toys for Tots Campaign

News & Notables

- Dave Almack has joined our OPS team and is doing a great job!
- Kayla Beatty has shifted her parts' responsibilities to become the dedicated parts person for our Collision Center
- Congrats to Brian Basham (South Bend/Elkhart Parts Manager) and Chuck Boyer (PDI Manager) on their recent nuptials. Also congrats to two of our team members' children who were also recently married – Dave Trader, Jr. (son of Dave Trader – Elkhart Parts) and McKenzie Miller (daughter of Lynne Miller – Elkhart Receptionist)
- Happy 1st birthday to Hunter Ziolkowski, grandson of Denny and Barb Ziolkowski (South Bend/Elkhart Controller). Denny and Barb are known as Busia (Boo-sha) and Dzia Dzia (Ja-Ja) in Polish. Hunter is an easy going little guy and melts hearts with his big smile. He enjoys playing with his Goldendoodle, Murphy, and loves trains like many others in his family.
- Thank you to Dave Almack and his family for helping organize and host dinners on Thanksgiving and Christmas to serve over 900 plates during the holidays

Events

- TCI Vendor Fair
- Fair Oaks Dairy CNG Conference
- DTF Truck & Bus Week
- Freightliner TechPro Sales Meeting
- RVIA
- Jayco Master Sales Training

Facility Updates

- South Bend roof repair and replacement before winter weather
- Add shelving for the warehouse and parts display area
- Install new flooring in the front offices and conference room

Welcome New Hires

- Ed Burdick (South Bend Parts)

FROM THE DESK OF KATIE HOPKINS: EXEC. VP/GM OF TROY

Tempus fugit. That is the more eloquent sounding idiom in Latin for "oh \$h!# my article is due again and/or time flies". It's already been 5 months since I last wrote notes for our *DRIVEN* publication and that seems like just a few weeks ago. But during those five months, a lot has changed, not counting the announcement that Donald Trump is our new President Elect.



I would like to share some internal highlights from Truck Centers over the last five months:

Our company was victim to an elaborate social engineering scheme that involved hacked emails and bank wire interceptions. This was on top of many growing instances with credit card frauds. The ever growing area of cyber-crime really hit home and, as a result, our team, led by Paige Wallace, Debbie Harper and Katie Schmollinger, put together extensive training and processes to minimize our future risk.

We had some employee life events to celebrate including Stacey Marks' marriage, Connie Paschedag and Alan Carpenter's wedding, retirements of Steve Brachear and Dave Rexroat and Scott Reller's relocation to the Naples, Fla., area. We also lost one of our employees after a battle with cancer - Joe Flynn passed away on October 15th.

There were several important dealer meetings for the sales leadership and GMs as well as the aftermarket leadership. The focus of those meetings was both the introduction of new products, described below and elsewhere in this magazine, as well as the dealer network for aftermarket support. I always enjoy traveling with the Truck Centers' leadership team. A couple of highlights for me were ziplining in Colorado Springs for the first time ever at the sales national meeting. At the aftermarket meeting, I was thrilled to be able to tour again my all-time favorite museum, the Newseum, in Washington, DC, with our parts/service and body shop leaders.

Truck Centers hosted our first ever parts vendor fair in September at the Training Center. This was a lot of coordinated efforts from many to pull off a successful event, but special mention to Gary Moore for having the brainchild and working hard to bring it to life with our key vendors over many months. The event turned out very well with 47 vendors onsite and hundreds of customers in attendance.

We were excited that Evansville was again recertified as an Elite Support dealer in August. The team there was one of the original pilot locations for Elite Support and continues to move the bar high.

We also participated in several community events over these last few months and one of the larger ones was the Touch-a-Truck event held in Edwardsville, Ill. This

event was held to allow families to explore "big" trucks and we were happy to have a new Cascadia included in the festivities that drew over 500 in attendance on a beautiful fall afternoon.

Freightliner introduced the NextGen Cascadia formally at the national dealer sales meeting in August. While I would never be the "go to" person for truck sales and detailed spec information, the overall benefits of this product make it easy to be passionate about representing it. The positives that really implanted in my brain at the unveiling were the continued improvement in fuel efficiency, the focus on superior driver experience, serviceability improvements and the connectivity of the truck.

Fuel efficiency is that no brainer, even when oil prices are low. Picking up improvements in fuel economy is always a positive and Freightliner continues to set the bar as the most fuel efficient trucks on the road. Next, with the focus on driver experience, the redesigned cab makes it even quieter with bolstered visibility and a lot more livable space. Freightliner involved actual technicians in the design of this truck to ensure that service was addressed and the truck would be the easiest truck to work on in the industry to reduce downtime. And, finally, by making this truck the most connected in the industry, there is that appeal to the next generation of drivers, companies and dealers to enhance communications and uptime.

And that leads me into a little segway on the topic of next generation. We have many of those "next gen" employees at TCI. There are many family members that work in one location or department. I long ago learned that you should always assume someone is related to someone else at Truck Centers. I think that says a lot about the culture that we try to build at TCI - one that is family-focused, where spouses, siblings, parents and even grandchildren work here. I think the Jenkins family in Morton holds the record, though, of the most family members working at TCI (I believe 7 at one time).

Anyway, the next generation has grown up in a different manner and has different expectations in a truck and a dealer. Dale Carnegie Institution suggests that in 2020, 50% of all employees will be millennials (next gen) and, by 2030, that will increase to 75%! This makes the enigma of millennials a huge factor in planning our future. Freightliner has attempted to make the truck into a rolling computer/smart phone with connectivity. Anything less than that is not something that is acceptable to the next gen as being constantly connected to the world as the way they grew up. We are also always looking at this at Truck Centers. As a vendor, we know that our customers want to have accessibility to service and parts 24/7. And, as an employer, we know that our team is not always excited about working weekends and overnights and with our customers wanting this accessibility. So, how do we make the balance work? This is a constant balancing act to make sure we can accommodate customers' needs and employees' desires simultaneously and one we take seriously to differentiate ourselves from the other dealers that don't want to take that challenge on. The leadership of Truck Centers takes our mission seriously, one that has stood the test of time and I believe will continue to do so in the next 40+ years of our existence, "Total commitment through superior service, products, people and facilities."

Thanks for reading and choosing Truck Centers,

Katie

MOUNT VERNON



SOUTH BEND



EVANSVILLE



SPRINGFIELD



FROM THE DESK OF

JUSTIN HOPKINS: VP OF SALES

2017 – Man, I can't believe it is already here. Well not yet but really soon. With this New Year, we have some really exciting things happening! The one that I am tasked to write about in this article is near and dear to my heart - it is our flagship product at Freightliner, the New Cascadia!



I have to admit I was/am pretty comfortable with the current version of the Cascadia. It has been an exceptional addition to the Freightliner brand! The truck is quiet and roomy, running on an engine platform that is second to none. So this new truck had me a bit nervous as to how we are going to improve upon an already solid foundation.

Improve, though, we did! The cab itself has been slicked up in the wind tunnel so the hood has been given a greater degree of pitch to allow better air flow as well as driver visibility, the mirrors have been redesigned, the bumper has been completely redone to allow for better flow as well as quicker removal/installation, improved door seals added and, of course, they continued to close the trailer gap. All this has afforded a 2% improvement in fuel economy. This is just the cab alone! DTNA has the philosophy that we need a 5% improvement in fuel economy every 2 years, so they went ahead and upgraded the engine and transmission technology to drive an additional 1.1% from the engine and .3% from the transmission. For the transmission, this was accomplished by utilizing better oils and super finished gears.

To further improve the product, they have launched intelligent powertrain management (IPM4). What is this? I just refer to it as predictive cruise technology. Depending on the terrain, you can see an improvement in fuel economy of as much as 1.3%. I'd like to say that's all because I would rather go home and play with my 5 year-old than type, but I can't, so I will keep going! If you spec the Detroit axles next year, they will have roughly a .5% improvement in fuel economy. This was again offered by low viscosity oil and gear/carrier optimization. Then, if you really want to take it to the next level, they have Active Lube Management that reduces churning associated with the ring gear moving through the oil. The reduction in parasitic loss leads to roughly 1.5% improvement in fuel economy. And lastly, they also came out with a further down speed option of the 2.16 gear ratio. This would gather an additional .5% in fuel economy over the 2.28 ratio. So, all told, you can stand to see a potential improvement of 6.7% or more depending on gearing. There are, of course, other options to make someone consider the New Cascadia from a standard Evolution Cascadia with greater savings and improvements!

On top of all of the fuel economy improvements, Freightliner made some exceptional refinements inside the cab. I will start with the dash. Now, standard is the 5" color display that allows the driver to quickly find and see what (s)he is looking for from fuel economy to gear selection to outside air temp. Right at the driver's fingertips are the controls to operate the driver display, radio, cruise, Bluetooth phone and jakes. This keeps their hands on the wheel and their eyes on the road. As we move back into the sleeper area, the driver now has an option for a larger 2.3 cubic foot fridge with a freezer compartment and a location for, dare I say, a full size microwave! Along with the larger microwave, the driver now will have 3 cup holders up front which is great because we all have our soda and then need to put our phone and pens and all the other items of life that travel with us someplace close. If you order a double bunk, a 400lb rated, retractable ladder to get up top is now standard equipment. If you decide to order a truck with the drivers lounge, you will be amazed. The bed is slightly narrower but this allows it to quickly fold into the back wall to transform the sleeper cab into a lounge/work station/dinner table. The engineers even went as far as to angle the two seats away so that both folks in the cab can sit there comfortably with space for their feet to go. And the most important question, what is the table rated at? It is rated at the same weight as the ladder, 400lb, so it is extremely robust in design. I was able to go for a 30 minute test drive while riding in back sitting at the lounge and it was extremely comfortable.

So, in conclusion, I know we are all worried as to the cost of the New Cascadia and how we can justify or quantify it depending on where we sit in the deal room and this is my conclusion. In 2008, we were offered a Cascadia for an upcharge compared to the Columbia. It was a no brainer once I was in the truck and drove it. The difference between the two was undeniable. We also were offered a choice between the Series 60 and the DD15. This also was a simple choice based upon reliability and emissions' related improvements. Both options cost more and both were easily measurable/quantifiable. Today, we are faced with the New Cascadia with an increased cost vs. our current top-performing Cascadia and the lounge configuration is an additional up-charge. This isn't as easily measurable on face value but I would say that very quickly the improvements in fuel economy can allow for a payback and then the soft costs to all fleets, such as driver turnover, I believe strongly will be improved from our new designs due to less down time, improved driving experience and, most importantly, the dramatically improved driver life when they are not behind the wheel in what can only be described as a home away from home in the sleeper compartment.

Thanks for reading and now it's time for me to go home and do what I do best! Fire up the 5 year-old and annoy his mother!

Justin Hopkins



DOWNTIME vs. SEAT TIME



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Industry NEWS

ROADCHECK 2016 SEES RECORD LOW IN OUT-OF-SERVICE VIOLATIONS

TruckingInfo.com, published October 20, 2016

For the second year in a row, out-of-service violations were issued at record-low levels by inspectors during the 2016 Commercial vehicle Safety Alliance International Roadcheck.

In Level 1 inspections, drivers were given out-of-service violations just 3.4% of the time and vehicles were placed out-of-service at a 21.5% rate. This was an improvement over last year's rates of 3.6% and 21.6% respectively, which were also the lowest rates that CVSA had seen since 1991 when it began tracking data on violations.

The rate is important because the total number of inspections was also lower this year - 62,796 compared to over 69,000 in 2015 - so a lower total number of vehicle violations does not necessarily indicate a better result. Of the inspections, 42,236 were Level 1, which is the most comprehensive vehicle inspection level.

CVSA's annual 72-hour International Roadcheck initiative highlights the commitment of our inspectors who work hard every day to ensure unsafe vehicles and drivers are removed from our roadways," said Collin Mooney, CVSA executive director. "It's also an opportunity for our inspectors to inspect, acknowledge and document the safe, fit and compliant commercial motor vehicles traveling our roadways by placing a CVSA decal on the vehicle; indicating that a particular vehicle has passed CVSA's rigorous inspection standards."

Brake adjustment and brake system violations were the most common reason for vehicle out-of-service violations this year, representing 45.7% of the total. The top driver out-of-service violations were for hours of service and false logs, representing 46.8% and 16.4% respectively.

Every International Roadcheck has a focus and CVSA chose to place a special emphasis on tire safety for 2016. Tire and wheel violations accounted for 18.5% of the total percentage of out-of-service violations. In the U.S., tire violations represented 13.7% of the out-of-service violations.

"International Roadcheck is an annual reminder of the diligence and dedication of law enforcement officials and commercial motor vehicle safety professionals," said Scott Darling, FMCSA Administrator. "While their tireless efforts every day greatly increase the level of safety on our roadways, it is critically important that everyone do their part to promote a national culture of roadway safety."



CVSA PHOTO

FREIGHTLINER OFFERS FLOWBELOW AEROKIT ON CASCADIA

Aftermarket News, TruckingInfo.com, published October 12, 2016

FlowBelow Aero, a manufacturer of tractor-mounted aerodynamic products, will have its complete Tractor AeroKit system offered as a factory-installed option on the most fuel efficient Freightliner Cascadia Evolution equipment package.

The new partnership between Daimler Trucks North America and FlowBelow expands an earlier supplier agreement to offer FlowBelow's Quick-Release aerodynamic wheel covers as a factory installed or aftermarket option.

As part of the new supplier agreement, the complete Tractor AeroKit system will be paired with the new Cascadia Evolution trucks built at Daimler's truck plants as well as made available for aftermarket purchase and installation through Freightliner dealers including Truck Centers, Inc.

The Tractor AeroKit reduces aerodynamic turbulence and drag on the truck by streamlining airflow past the drive wheels. When optioned, each 6x2 or 6x4 truck is outfitted with Quick-Release wheel covers, center fairings located between the wheels, and rear fairings behind the wheels. The system improves fuel efficiency by controlling the airflow along the side of a vehicle.

"With the addition of the FlowBelow Tractor AeroKit system to the Cascadia Evolution truck, we are providing increased value while also laying the groundwork for further aerodynamic enhancements," said Josh Butler, founder and CEO of FlowBelow.



RAND MCNALLY LAUNCHES NEXT GENERATION E-LOG AND FLEET MANAGEMENT DEVICE

By Deborah Lockridge, TruckingInfo.com, Fleet Management, October 7, 2016

Rand McNally unveiled a sleek, new electronic logging and fleet management device with cellular connectivity at the American Trucking Association's Management Conference & Exhibition. Available later this year, the DC 200 is designed to meet the needs of small- and medium-sized fleets looking to use existing Android devices.

"The DC 200 was designed for small- and medium-sized fleets - as well as larger fleets - looking for a cost-effective ELD plus fleet management tools that are increasingly critical to the industry," explained Stephen Fletcher, CEO of Rand McNally. "The multi-mode cell modem in the device enables fleet managers to track their trucks in near real-time as well as message drivers."

"The beauty of it is a small fleet owner who has both employee and owner-operator drivers can mix and match - it goes through the same back end" as the owner-operator ELD 50 tool, said Ravi Kodavarti, director of commercial transportation products at Rand McNally.

The low-profile, 5-inch long device sits on the dash and plugs into a truck's diagnostic port via a single Y cable. The device works with both 6- and 9-pin, type 1 and type 2 ports. Through a Bluetooth and proprietary Wi-Fi connection, the device sends driving data to the free Rand McNally DriverConnect app, where drivers can view current hours of service logs as well as DVIR documents. The DC 200 also sends data back and forth to/from the DriverConnect web portal via a proprietary dedicated cell modem. It does not use data from the hosting Android device.

In addition to e-logs, the DC 200 offers features such as IFTA fuel-tax reporting, messaging between drivers and fleet managers, and forms-based messaging in workflow management. The cloud-based DriverConnect system was built with a scalable infrastructure, allowing for integration with other transportation management systems.

Just as with the driver-focused ELD 50, the DriverConnect app also provides access to 10 helpful engine-driven gauges. Powered by information collected by the device, the gauges include: average fuel economy, coolant temperature, and boost pressure. Because of the cellular connectivity, Rand McNally can send push software upgrades to the device over the air.

Since the Android app is free, drivers can "test drive" the product by downloading the application and inputting their status manually. Those reports can be turned into PDFs and exported. The Rand McNally DriverConnect app is available on Google Play as well as the Rand McNally marketplace, which supports Rand McNally Android tablets. An IOS version for Apple devices is "on the roadmap," Kodavarti said.

With a monthly subscription, drivers and fleet managers may access the Rand McNally DriverConnect web portal, where up to six months of HOS logs and DVIRs are stored. Using the web portal, drivers and fleet managers also may view vehicle locations on a map and administer functions such as adding drivers to a device and messaging with drivers. The app automatically syncs with the web portal via Wi-Fi or cellular transmission, providing the most up-to-date reports.

The DC 200, priced at \$399.99, will be available later this year. Subscriptions run \$24.99 and \$29.99 per month depending on features. For more information, visit RandMcNally.com/DC200

Industry NEWS CONT.

WESTERN STAR AGAIN TEAMS UP WITH PARAMOUNT PICTURES FOR NEW "TRANSFORMERS: THE LAST KNIGHT" MOVIE

Press Release, Daimler Trucks North America, August 8, 2016

Western Star Truck Sales, Inc., is hitting the silver screen once again. Paramount Pictures' upcoming "Transformers: The Last Knight" will feature the heroic Optimus Prime based off of the new Western Star 5700XE truck model. A Western Star 4900EX wrecker will also be joining the case as Decepticon Onslaught. Directed by Michael Bay, "Transformers: The Last Knight" is the latest film in the global blockbuster franchise and is scheduled for release on June 23, 2017.

 We're excited and grateful for the opportunity to work with Michael Bay, Paramount and Hasbro again on the next installment of Transformers," said Andy Johnson, brand manager for Western Star. "The response to the Optimus Prime trucks from our customers, dealers and employees – as well as from the general public – has been fantastic. We couldn't have asked for a better opportunity to introduce the world to the all-new 5700XE."

Developed especially for the Transformers film series, the Optimus Prime truck incorporates the distinctive styling found on the 5700XE. Western Star's most aerodynamic truck, the 5700XE is tough and powerful, making it the natural choice to portray the leader of the heroic Autobots.



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TCL Service

AWARDS >>

CONGRATULATIONS TO ALL OF OUR SERVICE AWARD RECIPIENTS...

AND THANK YOU FOR YOUR HARD WORK AND DEDICATION. WE APPRECIATE YOU!

June

5 YEARS

Mike Moran earned his 5 year award and works in Troy as a parts driver. Prior to working at TCL, Mike was a salesman for Roberts and Dybdahl, Inc. Mike and his wife, Kim, live in Edwardsville and have 2 daughters, Lauren and Katie. Mike's hobbies include golfing, fishing and traveling.

Brien Benson also received his 5 year award. Brien is as an outside parts salesman in Evansville. Brien works the Evansville city market with accounts like Penske and Ryder and works very hard to keep his customers happy. He also lives in Evansville and has one son and enjoys playing pool.

10 YEARS

Mike Lindsey was presented with his 10 year award. Mike is a technician in St. Peters that started with TCL as an apprentice while he was in high school at the St. Louis location. Mike and his wife, Brittney, live in Maryland Heights, Mo., and have a daughter, Holley Ann. A couple of Mike's hobbies are fishing and hunting and a love of the outdoors.

15 YEARS

Keith Kridler earned his 15 year award. Keith is the parts manager in Morton. Prior to accepting the parts manager role, he was a customer service rep and OPS. He also worked and retired from Caterpillar and has owned his own repair shops, gas stations and roofing company. Keith and his wife, Debbie, live in Chillicothe, Ill., and have 5 kids (2 also work at TCL). Keith is a big fan of the Cubs, Bears, NASCAR and enjoys fishing.

Ryan Siebert was presented with his 15 year award. Ryan is the service manager in Evansville. Ryan and his wife, Aubrey, live in Albion, Ill., and have one son, Drew. Prior to accepting the service manager position, Ryan also spent time working in the sales department and warranty. He enjoys vacationing with his family, time with Drew and fishing.

Brian Basham also received his 15 year award this month. Brian works in South Bend as the parts manager. Prior to accepting that position, he worked for 14 years on the parts counter. He also worked for 10 years with Wise International as an OPS and 10 years with a local Ford dealer. Brian lives in South Bend and he was recently married to Kristen. He has 3 kids - Tyler, Ashlie and Lyndsie - and 3 grandkids - Easton, Olivia and Taytem. Brian spends 6 months of the year in his summer home at a local camp ground. Also an interesting tidbit, Brian went to high school with the Super Bowl Champion head coach, John Gruden, and his brother, Jay Gruden (head coach of the Washington Redskins).

July

5 YEARS

Joe Rieken was presented with a 5 year service award this month. Joe works in Troy as a body shop technician. Prior to joining TCL, Joe attended Ranken Technical College and worked on his family's farm and for a warranty company. He lives in St. Jacob, Ill., and has one son, Carter, and a Doberman pincher, Blue.



5 YEARS

Mike Perry received his 5 year award in Evansville where he is a service technician working on the second shift. Mike is known to be a great electrical technician and recently graduated with a degree in engineering. He lives in Evansville and has one daughter.

Bill Stewart received his 5 year award in Springfield. Bill is a technician in the service department and worked at Curry Ice and Coal prior to joining our team. He lives in Springfield with his wife, Shannon, and 16 year-old son, Michael. In his free time, Bill enjoys fishing, camping and riding motorcycles.

Dave Elmore was the final 5 year award recipient for the month. He works in St. Louis as an OPS and has been in the heavy truck parts business for 39 years. Dave and his wife, Susan, live in Lebanon, Ill., and have two daughters Kelly and Jaclyn. Dave is a Cardinals baseball fan and also has always enjoyed watching his girls play softball.

15 YEARS

Irene Molinar received her 15 year award this month. Irene works in Troy, Ill., as the front desk supervisor and receptionist. Irene and her husband, William, live in Wilsonville, Ill., and have two daughters, Staci and Dawn, and 2 granddaughters. In her free time, Irene loves to shop.

August

5 YEARS

Steve Loepker received his 5 year service award. Steve works in the Troy location in the parts warehouse and is responsible for warranty parts. He is from Carlyle, Ill., and he and his wife, Connie, have two children, Cassie and Lauren. His hobbies include golf and spending time with his grandchildren. He is also a big St. Louis Cardinals and Blues fan.



August (CONT.)

5 YEARS

Beth Adkins works in the Springfield location as an invoicer in the service department and also earned her 5 year service award. Beth has three children - Kyle (21), James (18) and Courtney (14). She has 2 grandchildren with another on the way. Beth enjoys camping, fishing, boating and spending time with family.

Joey Talbert works in the Mt. Vernon location on the second shift as a parts counterperson and also earned his 5 year service award this month. Joey is from Waltonville, Ill. And you may recognize the name because his brother, Jarod, also works in the Mt. Vernon parts department. Joey loves fishing, hunting, riding his four wheeler and motorcycle and he is also a diehard Packers fan.

10 YEARS

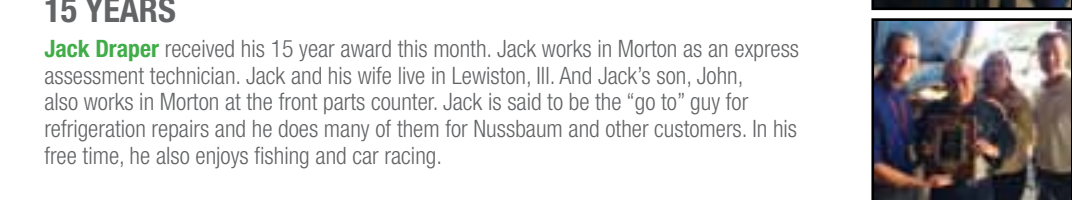
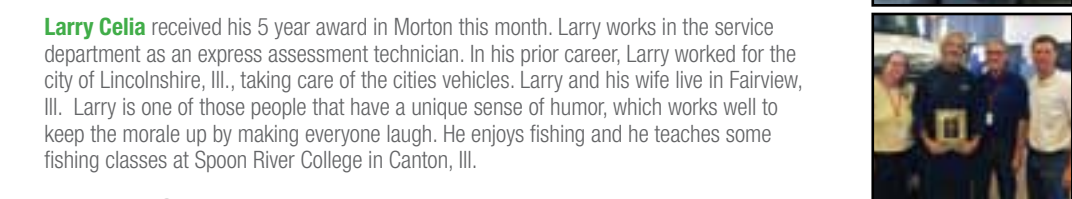
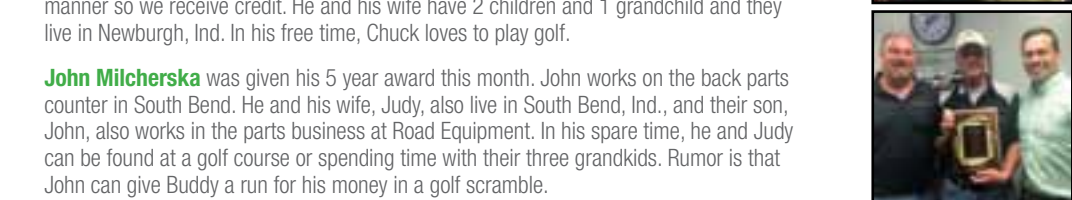
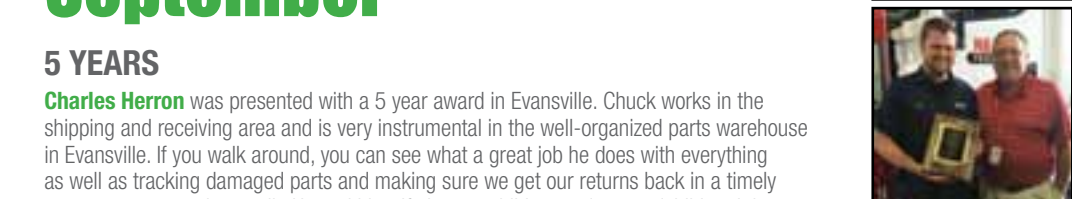
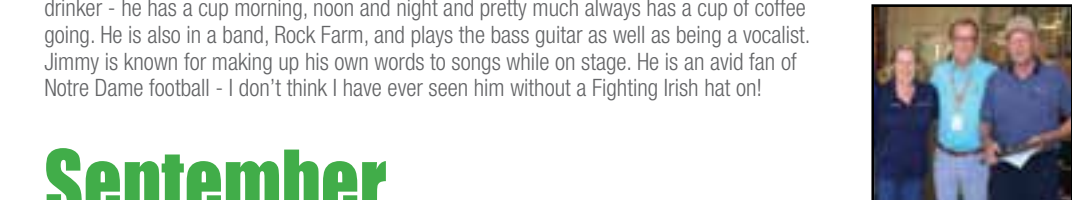
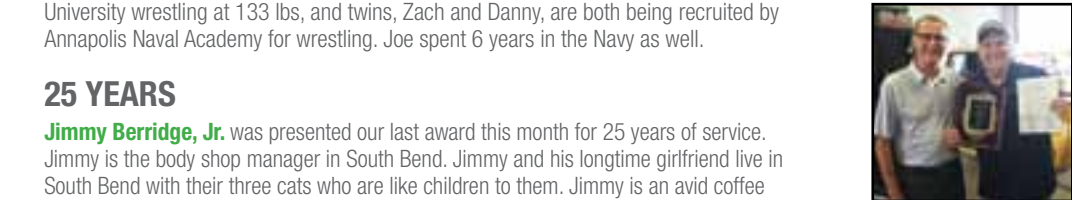
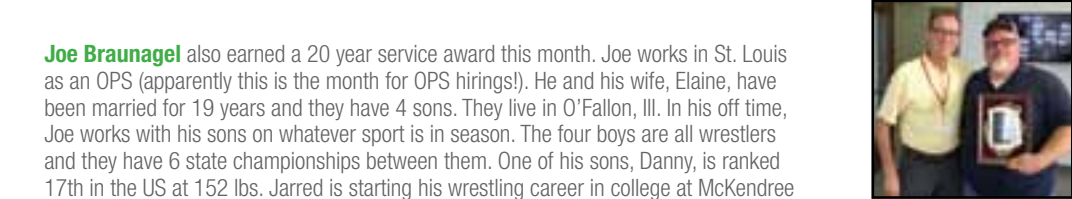
Marc Lindsey is the only 10 year award recipient this month. Marc works in Springfield as the parts manager. Prior to taking on the role of parts manager, Marc worked in parts delivery, shipping and receiving and at the parts counter. Marc and his wife, Stephanie, have two kids, Peyton (4) and Nolan (3), live in Ashland, Ill. In his free time, Marc is a volunteer fireman for the Ashland Fire Dept. and coaches T-ball for the Ashland Youth Association. The rumor is that Marc was at one time a Cubs fan but he had a revelation and now is a Cardinals fan.

15 YEARS

Tim Nolan from the St. Louis location, celebrates 15 years. Tim works as a service technician. Tim and his wife, Carrie, have been married for 12 years and have two children, Caleb (13) and Kinley (2). They live in High Ridge, Mo. In his free time, Tim enjoys spending time with his family including farming 80 acres with his son. Caleb also races four wheelers and Tim enjoys watching them.

20 YEARS

Greg Wiles works in Springfield also as an outside parts salesman and earned his 20 year service award this month. Greg and his wife, Deb, live in Carlinville, Ill. They have two sons, Brett and Nate. Nate is no longer on this earth, having been called upon by God on 9/23/15. Greg is an avid golfer. He also enjoys traveling and camping at their local lake cabin.



Joe Braunagel also earned a 20 year service award this month. Joe works in St. Louis as an OPS (apparently this is the month for OPS hirings!). He and his wife, Elaine, have been married for 19 years and they have 4 sons. They live in O'Fallon, Ill. In his off time, Joe works with his sons on whatever sport is in season. The four boys are all wrestlers and they have 6 state championships between them. One of his sons, Danny, is ranked 17th in the US at 152 lbs. Jarred is starting his wrestling career in college at McKendree University wrestling at 133 lbs, and twins, Zach and Danny, are both being recruited by Annapolis Naval Academy for wrestling. Joe spent 6 years in the Navy as well.

25 YEARS

Jimmy Berridge, Jr. was presented our last award this month for 25 years of service. Jimmy is the body shop manager in South Bend. Jimmy and his longtime girlfriend live in South Bend with their three cats who are like children to them. Jimmy is an avid coffee drinker - he has a cup morning, noon and night and pretty much always has a cup of coffee going. He is also in a band, Rock Farm, and plays the bass guitar as well as being a vocalist. Jimmy is known for making up his own words to songs while on stage. He is an avid fan of Notre Dame football - I don't think I have ever seen him without a Fighting Irish hat on!

September

5 YEARS

Charles Herron was presented with a 5 year award in Evansville. Chuck works in the shipping and receiving area and is very instrumental in the well-organized parts warehouse in Evansville. If you walk around, you can see what a great job he does with everything as well as tracking damaged parts and making sure we get our returns back in a timely manner so we receive credit. He and his wife have 2 children and 1 grandchild and they live in Newburgh, Ind. In his free time, Chuck loves to play golf.

John Milcherska was given his 5 year award this month. John works on the back parts counter in South Bend. He and his wife, Judy, also live in South Bend, Ind., and their son, John, also works in the parts business at Road Equipment. In his spare time, he and Judy can be found at a golf course or spending time with their three grandkids. Rumor is that John can give Buddy a run for his money in a golf scramble.

Larry Celia received his 5 year award in Morton this month. Larry works in the service department as an express assessment technician. In his prior career, Larry worked for the city of Lincolnshire, Ill., taking care of the cities vehicles. Larry and his wife live in Fairview, Ill. Larry is one of those people that have a unique sense of humor, which works well to keep the morale up by making everyone laugh. He enjoys fishing and he teaches some fishing classes at Spoon River College in Canton, Ill.

15 YEARS

Jack Draper received his 15 year award this month. Jack works in Morton as an express assessment technician. Jack and his wife live in Lewiston, Ill. And Jack's son, John, also works in Morton at the front parts counter. Jack is said to be the "go to" guy for refrigeration repairs and he does many of them for Nussbaum and other customers. In his free time, he also enjoys fishing and car racing.

TCI Service AWARDS

September (CONT.)

20 YEARS

Darrin Stephens received his 20 year award this month. Darrin works as a service technician in the St. Louis shop. Darrin and his girlfriend, Chris, live in Benld, Ill. and he enjoys spoiling grandkids Caleb (age 9) and Riley (age 8). Darrin is known in the shop for his love of working on the older engines. He loves working on old muscle cars and being a part of car cruises with his fleet of classic vehicles - a 69 Camaro, 71 Camaro, 3 Chevilles, 2 Nova's, 70 Chevy pickup and a 79 Ford pickup

Doug Burgess also received his 20 year award this month. Doug works in St. Louis as a service technician and is training to become the service manager at our St. Peters location. Prior to joining TCI, Doug worked at several of our customer shops. Doug and his wife, Leanne, have been married for 10 years and live in Brighton, Ill. Doug has 3 kids and 2 grandsons that he enjoys spending time with fishing, deer and turkey hunting, and playing in pool leagues. Doug has been to Vegas many times for the team championships and was recently voted MVP in a league competition.

October

10 YEARS

Danny Games received his award for 10 years with TCI. Danny works in our Morton location as a body shop administrator. He came to TCI from the auto body industry and worked for many years as a body shop technician. Danny and his wife Lori live in Farmington, Ill., and have three children - Brian, Brett and Brandy as well as one grandson, Broxton. Danny enjoys fishing, trips to Wisconsin and wood working in his spare time.

Rob Long also was presented with his 10 year award this month. Rob works as a parts counterman in our St. Louis location. Prior to working at the parts counter, he worked as a St. Louis' parts driver and in shipping and receiving. Rob and his wife, Laura, have been married for 12 years and live in Granite City, Ill., and they have two children, Kyle (9) and Addy (5). In his free time he enjoys family camping trips, fishing, hunting, kayaking and 4-wheeling.

November

5 YEARS

Larry King received his 5 year award this month. Larry is a dealer trainer and is currently certified in 3 of the 4 Detroit classes. Prior to Larry's acceptance of the training position, he worked in St. Louis as the service manager and in Troy as a foreman. And before joining the TCI team, he worked at Volvo as a service technician. Larry lives in Troy, Ill., and has 6 kids - twins that are 6 years old, triplets that are 12 years old, and one 15 year old. Larry enjoys riding his Harley but spends a lot of time with events such as boy scouts, soccer, dance and music lessons with all of those kids! Larry owns a wide variety of musical equipment (drums, guitars, amps, bass) and his children are also taken with the love of music and one of his triplets, Sydney, even plays an occasional gig.



5 YEARS

Gary Peck also received a 5 year award this month. Gary works at the Evansville location in the parts warehouse handling warranty parts and cores as well as shipping and receiving duties. Gary originally came aboard as a parts delivery driver. Gary currently lives in Newburgh, Ind., with his wife, Karen, and his is originally from Vancouver, Wa. Prior to joining TCI, Gary spent 30 years in the aluminum smelting business and he retired from Alcoa. Gary enjoys tinkering with hot rod cars and spending pool time in the summer. He is a big NASCAR fan and also like attending local plays and community events. Gary spent 9 months in 2014 in Saudi Arabia training people on setting up an aluminum smelting pot.



15 YEARS

Brian Tester received a 15 year award this month. Brian works in the Troy service department as a technician. Brian started with TCI in the lube bay and progressed his way to the front shop in 2005. Brian is from Dupu, Ill., and he and his wife, Patricia, have two boys - Cameron (6 years old) and Carson (4 years old). Prior to joining TCI, Brian graduated from Lincoln Tech and worked at Heartland Peterbilt in Effingham, Ill. In his free time, he enjoys helping his dad with his farm and watching his boys play soccer.



25 YEARS

Randy McPheeters was presented with his 25 year service award this month. Randy works in the Mt. Vernon location in the parts department as a parts runner and shipping and receiving clerk. Prior to joining the parts department, Randy worked in service as a shop porter. Randy actually began his career with TCI as a senior in high school with the Mt. Vernon High School Work Program and he's worked here ever since. Randy and his wife, Angie, live in Centralia, Ill., and have two daughters - Cassie (age 4) and Gracie (age 8) who are biological sisters that they adopted together. Randy spends most of his free time working around his house with his girls and he is always willing to help out his family, friends and neighbors. He is known as the "go to" guy.



35 YEARS

Brad Bendtsen finally received his 35 year award this month. Brad is a service technician in the Morton location. Prior to starting his career with Truck Centers, Brad worked at Drum White working on trailers. Brad and his wife live in Peoria, Ill., and they have two daughters and three grandchildren. Brad is one of those technicians that can take any job from replacing a fuel pump to swinging an engine and does it right. He is the type of person who will take initiative to work extra to finish up his repairs without being asked. Brad is known for his quirky, funny nature. He's always coming up with something unexpected which gives a good laugh for those around him.



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CASCADIA

FREIGHTLINER TRUCKS PUSHES INNOVATION WITH NEW

*Inspired
by Science,
Driven by
Passion*



Press Release, DTNA, September 1, 2016

Daimler Trucks North America recently unveiled the new Freightliner Cascadia® to fanfare and praise as the most advanced truck Freightliner has ever designed and one that will further lower the Real Cost of Ownership (RCO) for customers.

“The original Freightliner Cascadia set unprecedented standards for aerodynamic, lightweight and maintenance-reducing features,” said Richard Howard, senior vice president of Sales and Marketing for Daimler Trucks North America. “Then, the debut of the Cascadia Evolution unleashed powerful fuel-efficiency enhancements for Freightliner customers. With the new Cascadia, we have not just updated past successes. Every aspect of the truck has been re-imagined. We are raising fuel efficiency, connectivity, safety, quality and uptime performance to even greater levels, and also introducing a premium driver experience as a powerful customer benefit and driver retention tool. Every element of the vehicle was examined and developed with an RCO-centric approach.”

Freightliner leveraged the global expertise of parent company Daimler AG, as well as conducted hundreds of hours of testing in Daimler Trucks North America’s (DTNA) proprietary, state-of-the-art wind tunnel and millions of miles of real-world on-highway testing, to evaluate and design the new Cascadia.

“Many of the new Cascadia enhancements are the direct result of feedback from customers, dealers, service technicians and historical data,” said Howard.

POWERING EFFICIENCY

When developing the new Cascadia, engineers set a priority goal of achieving significant fuel savings over the already industry-leading Cascadia Evolution by conducting robust testing, research and development.

The new Cascadia is available with the integrated Detroit™ Powertrain, which combines the fuel-efficient downsized 400 hp/1,750 lb/ft. of torque Detroit™ DD15® or Detroit™ DD13® engines with the Detroit™ DT12™ automated manual transmission, Intelligent Powertrain Management (IPM4) and corresponding Detroit™ steer and rear tandem axles. The new Detroit rear axles have features such as lower sump volume, gear-set coating, friction reducing gear cutting and optional Axle Lubrication Management that reduces parasitic loss and improves fuel economy.

The new DT12 has also been updated to improve fuel efficiency and reduce friction by using super-finished gears and use of low viscosity transmission oil. It also features the latest generation of intelligent powertrain management (IPM4), which uses a GPS-based system to anticipate upcoming road terrain

“By combining advanced aerodynamics of the new Cascadia with the power of the high-performance, high-efficiency integrated Detroit Powertrain we will help customers get the most out of every gallon,” said Howard. “We have provided an optimized, one-stop fuel efficiency solution.”

FOCUSING ON THE DRIVER EXPERIENCE: INSIDE AND OUT

The interior of the new Cascadia has received more attention than any previous Freightliner truck.

“Now more than ever, driver satisfaction, safety and comfort are essential to our customers’ success. Giving drivers a vehicle they are proud to operate – one with the latest safety features, productivity enhancements and creature comforts – was a priority,” said Howard.

The new Cascadia is loaded with improvements ranging from the layout of the gauges and switches in the driver compartment to features inside the sleeper area, including a new Driver’s Loft configuration.

Steering and handling have been improved with the driver in mind. A new front suspension provides a smoother ride and improved roll stiffness, and the steering gear is now located further forward to help improve steering precision and ultimately lead to less driver fatigue. The ergonomically designed wraparound dashboard includes switches and steering wheel controls which allow drivers to work without leaning and stretching. In the instrument cluster, digital smart gauges and information displays keep drivers informed as they drive.

NEW CASCADIA CONT.

The original Cascadia is one of the quietest trucks on the road; the new Cascadia is even quieter, thanks to new noise abatement technology. To further improve the truck's interior sound level, Freightliner engineers have developed an optional insulation package using 3M Thinsulate™ technology. Additionally, a new engine mount design provides better vibration isolation and the engine tunnel cover is now constructed using Quiet Steel® technology.

Noted Howard: "Professional drivers can spend more than 100 hours in the cab during an average work week, and the environment needs to be friendly and inviting both on the job and during downtime."

Available in a variety of cab configurations, the new Cascadia is all about customizable living-space options that address the realities of professional drivers while they're on the road. The sleeper area has been redesigned to include more cabinets, as well as larger spaces that can accommodate standard appliances. For entertainment, a television swivel bracket can hold up to a 26" flat panel TV for movie-theater-like viewing. Double-bunk and Driver Loft options are also available. A new cargo shelf option allows

drivers to store containers or duffle bags easily. If an upper bunk is spec'd, it will come standard with an easily released telescoping ladder, making getting into the upper bunk a breeze. A game-changer in sleeper design and options, the Driver's Loft features a dinette table/work table and opposing seating with seat belts. These can be folded down flat quickly to allow for a murphy-style bed to swing down. The Driver's Loft also comes standard with aircraft-inspired LED ambient lighting and dimmer switch so drivers can personalize their light levels.

DESIGNED FOR UPTIME

Freightliner master technicians inspected and rated every single component on the truck for ease of serviceability and maintenance improvement recommendations.

New splayed frame rails create more room in the engine compartment to allow technicians easy access for maintenance tasks, and most electronic control units are now stored securely in the cab in the new eVault for easier convenience and protection from the elements. In front of the eVault is the fuse and relay box which is easily accessible with no hand tools needed. To increase dash component accessibility, the dash panel was designed to be easily removed. Additionally, the standard two-piece front bumper of the Cascadia can be quickly removed within two minutes.

Further enhancements to serviceability will pay uptime dividends over the life of the truck. An updated, larger, engine air filter increases airflow and requires less frequent replacement intervals. Standard, interior and exterior LED lights further add to the Cascadia's ease of maintenance.

DELIVERING SAFETY

"Safety is built into the fiber of everything we do," said Howard. "It's a critical concern for us, for our customers, and our trucks are designed to help drivers and other motorists on the road."

Using a full LED system, the Cascadia's innovative new headlights incorporate LEDs in the low beam, high beam, daytime running lamp, park lamp and turn signal lamp. The LED provides an impressive field of view in nighttime and bad weather conditions, which enables drivers to better distinguish objects in the road as well as reduce eye strain.

The new, one-piece windshield design increases wiper coverage by 12 percent over the current Cascadia, and is specially constructed to provide increased resistance to breakage. Both the one-piece windshield and one-piece door glass provide an unobstructed view to the mirror and road.

The optional Detroit™ Assurance 4.0 suite of safety systems includes Active Brake Assist that now provides full braking on stationary objects, Adaptive Cruise Control and Lane Departure Warning with optional video capture. This proprietary safety suite includes driver-friendly controls and is seamlessly integrated into the truck's dashboard, engine and transmission electronics and can enhance driver safety by mitigating collisions.

Detroit Assurance safety event reporting can be accessed using Detroit™ Connect Analytics, which will be available to customers starting in Q1 2017. Safety event reporting available through Analytics can be viewed using the new Detroit Connect portal, informing fleet managers and further enhancing driver safety performance.

CONNECTED PERFORMANCE

"A connected vehicle is the gateway to accessing and understanding the full performance potential of the vehicle and improving daily operations," said Howard. "The ability to capture, transmit and analyze data directly from vehicles empowers our customers and can help them dramatically improve efficiency and have an immediate impact on the bottom line."

Customers will benefit from the proprietary connectivity platform introduced by Detroit exclusively for the new Cascadia. The new platform will facilitate the delivery of current Detroit Connect features, such as Virtual Technician™ remote diagnostic service, as well as new features designed to provide deeper insights on fuel efficiency and safety performance. The introduction of the new platform also marks the debut of Detroit Connect Remote Updates which enables over-the-air engine parameter programming and Detroit-initiated remote engine and other powertrain electronic controller firmware updates. Remote Updates features will be available to customers during the second half of 2017.

Also available as an option with the new Cascadia, Detroit Connect Analytics provides users with on-demand, automated fuel efficiency and safety analysis and reports featuring key insights from Detroit and DTNA engineers.

The connectivity platform will be available with start-of-production of the new Cascadia in January 2017. A five-year standard base package includes Virtual Technician, access to the new Detroit Connect portal, and later in 2017, Remote Updates.

Detroit Connect Analytics will be available within different service option packages with the new Cascadia, one that will deliver the fuel efficiency features only and one that will include both fuel efficiency and safety features. Detroit Connect Analytics will be available for use with the new Cascadia beginning Q1 2017.

Noted Howard: "We focused on the priorities identified by drivers, fleet managers and technicians. The new Cascadia was inspired by science and driven by passion, ultimately creating a new standard for on-highway vehicles."

For more information, go to www.Freightliner.com or speak to your Truck Centers' Brand Expert.

DETROIT SOLUTIONS CONTRIBUTE TO EFFICIENCY, SAFETY OF

CASCADIA NEW FREIGHTLINER

Press Release, *Daimler Trucks North America*, September 1, 2016

Every facet of the new Freightliner Cascadia® has been optimized to reach higher levels of efficiency and performance. The updated, integrated Detroit™ Powertrain is at the core of those achievements.

"We challenged ourselves to find ways to make an immediate impact on our customers' bottom line," said Kary Schaefer, general manager, Marketing & Strategy for Daimler Trucks North America. "Instead of focusing on just individual components, we took a holistic approach and provided an integrated solution to bring additional fuel efficiency."

The engine, transmission and axles of the integrated Detroit Powertrain are designed, engineered and manufactured to lower our customer's Real Cost of Ownership in the new Cascadia.

The available down speed 400hp/1,750 lb./ft. Detroit™ DD15® and Detroit™ DD13® engines are optimally matched to the updated EGR system to deliver enhanced performance. The DD15 is now lighter and can go longer between routine service appointments. The GHG17 certified DD15 also features a variable-speed water pump for lower impeller speeds, resulting in less parasitic load; an improved DDEC electronics system for better engine and after-treatment system management; and an optimized piston design for less friction and oil consumption.

The new DT12 has also been updated to improve fuel efficiency and reduce friction by using super-finished gears and use of low viscosity transmission oil. It also features the latest generation of intelligent powertrain management (IPM4), which uses a GPS-based system to anticipate upcoming road terrain and maximize the powertrain's ability to utilize fuel most effectively.

The new Detroit rear axles have features such as lower sump volume, gear-set coating, friction reducing gear cutting and optional Axle Lubrication Management that reduces parasitic loss and improves fuel economy. New Detroit rear drive axle ratios 2.28 and 2.16 are available in the new Cascadia to further promote downspeeding and thus improved fuel economy.

"We are driven to find and develop the right solutions that maximize truck, powertrain and driver



performance," said Schaefer. "That dedication goes beyond fuel savings; it also centers on active safety systems like Detroit Assurance that protect everyone on the road."

The latest Detroit Assurance 4.0 suite of safety systems features driver-friendly controls and an interactive dash display that deliver a high level of on-road control and safety in the new Cascadia. The system includes Active Brake Assist, Adaptive Cruise Control and Lane Departure Warning. Active Brake Assist is always on and part of the radar; it can potentially mitigate collisions through partial and full braking on moving objects as well as full braking on stationary objects in the new Cascadia.

Detroit™ Assurance is integrated with the Detroit engine, transmission, braking system and dashboard to enhance driver safety by mitigating collisions. An optional video-capture feature records safety-related events for 20-30 seconds of video before, during and after the incident. The saved recording, which is available through the Bendix SafetyDirect web portal, informs fleet managers of driver training opportunities.

"There are so many challenges that drivers face on the road today, including the performance of other drivers and road conditions. We will continue to improve our safety offerings to help drivers return home accident-free," said Schaefer.

For more information, log on to www.DemandDetroit.com.



DETROIT CONNECT ANALYTICS DELIVERS FUEL ECONOMY, ENHANCED TECHNOLOGY AND SAFETY INSIGHTS

DETROIT COLLABORATION WITH MICROSOFT AND AT&T TAKE CONNECTIVITY TO THE NEXT LEVEL

Excerpts from Press Releases, *Daimler Trucks North America*, October 3, 2016

Detroit recently introduced a proprietary connectivity platform exclusively for the new Freightliner Cascadia®. The Detroit™ Connect Analytics program, the result of DTNA collaborations with Microsoft and AT&T, features new vehicle communications hardware that will facilitate new Detroit™ Connect services to deliver customers deeper insights into their fleets' fuel efficiency and safety performance as well as enable over-the-air powertrain programming capabilities. The Detroit Connect platform also features technology that will enable integration of third-party telematics applications to provide customers with important insights about their vehicles to help them make critical business decisions.

Accessible via a dedicated section of the new Detroit Connect portal, Analytics provides users with on-demand, automated fuel efficiency and safety analysis and reports featuring key insights from Detroit and Daimler Trucks North America engineers. Analytics uses that expertise to quickly identify behaviors, trends, root causes and key insights on fuel

consumption and safety performance data across the fleet. The data provides easy-to-read analysis and recommendations for improving vehicle and fleet performance. Fleet managers can view the data for a single trip, single vehicle or their entire fleet over different periods of time. Fuel efficiency performance data analyzed includes engine speed, idle time, cruise control, engine power, integrated powertrain performance and driver interaction. The safety data is collected from all available safety systems, including the Detroit Assurance™ suite of safety systems, and includes collision mitigation braking, lane departure warning, distance violations and speed violations.

Detroit Connect Remote Updates gives customers the ability to perform remote engine parameter updates and receive Detroit-initiated engine and other powertrain electronic controller firmware updates. Remote Updates improves customers' uptime by reducing the need to stop and physically connect the vehicle at a service center to make engine performance-enhancing parameter adjustments. Remote Updates and third-party application integration will be available during the second half of 2017.

"The combination of Detroit Connect Analytics and the new Cascadia enhances the truck's performance potential by using data to deepen the connection between the fleet's management, the driver and the vehicle," said Matt Pfaffenbach, director, connectivity for Daimler Trucks North America. "The ability to unlock and understand what's happening with the truck and use that knowledge to make adjustments is a significant time and performance advantage for our customers. The connected vehicle will have a meaningful impact on how our customers do business - less time crunching data and more time optimizing vehicle performance."

DETROIT CONNECT ANALYTICS CONT.

Detroit collaborated with Microsoft to establish a new cloud-based back office environment for all Detroit Connect services including the new features such as Detroit Connect Remote Updates, enabled by the new Truck Data Center connectivity platform. The Microsoft Azure cloud platform helps process greater amounts of vehicle performance data and delivers it reliably and more securely to our customers.

"Today's massive digital transformation of the automotive industry can open up many new opportunities for Freightliner. The power of increased connectivity and the Microsoft Azure cloud platform will allow Detroit to deliver context-specific insights from vast networks of data and enhance the reliability, richness and convenience of their services for customers," said Sanjay Ravi, managing director, Worldwide Discrete Manufacturing, Enterprise and Partner Group, Microsoft.

"Daimler Trucks North America is an industry leader in innovative solutions and represents more than 40 percent of the long-haul trucking market in the U.S. and Canada," said Chris Penrose,

senior vice president, Internet of Things Solutions, AT&T. "The Detroit Connect platform is a prime example of how Internet of Things connectivity can improve efficiency, safety and performance in connected vehicles. We look forward to providing our global connected vehicle expertise and IoT solutions for these trucks."

Pfaffenbach added, "We're excited about the powerful impact that Microsoft and AT&T will have on our Detroit Connect Truck Data Center platform and the positive business implications this will have for our customers."

A five-year standard base package includes Detroit Connect Virtual Technician™ remote diagnostic service access to the new Detroit Connect portal, and later in 2017, Remote Updates and third-party application integration. Detroit Connect Analytics fuel efficiency and safety upgrade packages will also be available as an option with the new connectivity platform. Detroit Connect Analytics will be included within different service option packages with the new Cascadia that will deliver the fuel efficiency features only or both fuel efficiency and safety features. Detroit Connect Analytics will be available for use with the new Cascadia beginning Q1 2017. It will be available with other Freightliner and Western Star models later in 2017.



TEST DRIVE: 2018 FREIGHTLINER

PHOTO CREDITS - JASON CANNON

Jason Cannon, *CCJDigital.com*,
October 19, 2016

Freightliner's new Cascadia has much in common with previous generations of the truck – except that it's better in almost every way possible. Equal parts luxury automobile and space shuttle, the company's flagship on-highway tractor has received a facelift and fine-tuning for the 2018 model year.

Officially unveiled in September, I was able to take the new tractor on a roughly 200 mile jaunt through the Nevada desert and into California earlier this month with "out with the old, in with the new" on full display. Departing Henderson, Nevada, the first leg of the trip was mostly at highway speeds. The drive southbound on Interstate 15 provided fertile hunting ground to test Detroit's refined adaptive cruise.

The DT12's skip-shift feature got my 400-horsepower DD15 up to speed quickly. I was following another 2018 Cascadia on the drive and used it as my pace vehicle. As we approached 65 mph, I set the cruise and tucked myself in line behind it. For 10 miles or more, I barely touched the brake or accelerator.

When the truck ahead of me slowed, my Cascadia applied the engine brake to maintain a two-second-plus following distance, seamlessly doing the same when a car cut between us and disrupted the original two-second interval. At no point did I ever feel I had ceded control to the truck, and as we exited the highway, I let the adaptive cruise handle all of the deceleration; I only applied the Bendix disc brakes to hold us at the red light at the end of the ramp.

Detroit's fourth-generation Intelligent Powertrain Management uses GPS-based technology to maximize the DT12's fuel economy performance by anticipating changes to road terrain. All of that happens without you really knowing it until you slip your fuel card into the pump.

About halfway into the drive, we pulled off onto a state highway in a Joshua Tree forest to shoot some pictures, an idea we shared with a large group of French tourists – a collection of about 50 people loosely scattered among the trees snapping photos of each other.

By the time I could climb out of the cab, we became part of the roadside attraction. The dense groves of Joshua Trees emptied of tourists who now were snapping pictures of themselves with the truck – some on the outside, some in the driver's seat. The French version of Facebook, I'm sure, was flooded with new profile pictures minutes later. Several dozen handshakes and a blast of the air horn later, we point the two-truck convoy toward Searchlight, Nevada.



CASCADIA

Back on the road, we found several long grades to challenge the Detroit powertrain, which responded to everything I threw at it. The smart-shifting DT12 consistently found the right power band from the 1,750 lb.-ft. of torque to get us up and back down as winds cut across the dry valleys. Standard enhancements that all minimize drag and dial down in-cab noise include an upper door seal, elliptical-shaped mirrors, a sloped hood, a bumper with an integrated air deflector and integrated antennas.

Conversation in the cab was easy thanks to a third door seal and 3M's Thinsulate; I've been in passenger cars with more wind noise. Freightliner worked with Teague, a designer of Boeing airplane interiors, to develop lighting, storage and ergonomic features. The result of that collaboration is a cab that feels more like a cockpit, with switches and controls intuitively placed within easy reach.

The transmission and three-stage engine brake can be controlled via a blinker-style switch on the steering column, and ceiling-mounted LED lights offer more ambient cabin illumination to reduce eye strain. The new 5-inch instrument display, which is located front-and-center of the driver in the instrument cluster, is handy.

With so much information available via a steering wheel-mounted toggle, I originally thought this might prove more distraction than beneficial. It's easy to geek out with so much cool technology at your fingertips, but the ability to select which information is most important to you – from tire pressure to axle load – makes it easy to distinguish data with a quick glance downward.

The one-piece windshield delivers an unexpected boost in visibility, as does the elimination of splits in the side windows. That's a benefit you don't really notice until you're in the driver's seat. Visibility in the previous-generation Cascadia wasn't bad; it just wasn't this good.

My test truck was outfitted with the Elite Package, which included Oregon Ash wood-grain trim accents. My red sleeper also featured vented seats,

a factory-installed refrigerator, a 40-inch liftable lower bunk, a flat-screen television mount, a 1,500-watt Xantrex inverter, an upper cargo shelf, the ParkSmart HVAC system with optimized idle, a full-size microwave cabinet, front and side overhead storage cabinets and a dimmable LED ambient light bar.

Cascadia's new front suspension – a 12,500-monoleaf design – provides a smoother ride and improved roll stiffness, and the steering gear was relocated further forward; that small change improved steering precision to a point that it rivals Freightliner's German-engineered C-Class cousins. The Detroit Assurance 4.0 suite of safety systems includes Active Brake Assist that now provides full braking on stationary objects, Adaptive Cruise Control and Lane Departure Warning with optional video capture. The proprietary safety suite includes driver-friendly controls and is integrated seamlessly into the truck's dashboard, engine and transmission electronics and can enhance driver safety by mitigating collisions.

Thankfully, my three-hour drive was mostly uneventful, and I didn't need to test much of this system beyond the audible lane departure warning. When Freightliner first introduced the Cascadia in May 2007, the company said it would offer 3 percent fuel savings over the Columbia and Century Class models that it ultimately would supplant. Freightliner estimates the integrated powertrain on the new truck will deliver 8 percent better fuel economy performance over the current-model Cascadia Evolution.

Fuel efficiency gains are driven mostly by powertrain technology advancements and aerodynamic refinements, the fruits of Daimler Trucks North America's participation in the U.S. Department of Energy's SuperTruck project. My fully loaded Detroit 40K axle 6X2 averaged about 10 mpg, but we hit little traffic on the drive.

It takes a lot of guts to completely reinvent a truck that is already the most efficient product on the road, especially when you consider that a 40 percent-plus market share is on the line. **But with the 2018 Cascadia, Freightliner has hit home runs in style, efficiency and comfort.**

CASCADIA[®]



**THE NEW CASCADIA.
DON'T DREAM ABOUT THE FUTURE - DRIVE IT.**



TCI CHARITABLE CONTRIBUTIONS >



Michele Hopkins; Katie Hopkins, Executive Vice President; Justin Hopkins, Vice President-Sales; John Hopkins, Chairman and CEO; Flip Becker, Sr. Director – St. Louis Children's Hospital Foundation; Mike Yates, President



Photos by Paul Sues, St. Louis Children's Hospital



SHE SPENT OVER A YEAR IN THE HOSPITAL - THEN CAME THIS TENDER REUNION

By Rheana Murray, Today.com, October 19, 2016

Every day Emily Reimer has been in the hospital was another day she went without seeing her beloved dog - making her rare illness all the more difficult to bear.

That was until earlier this month, when she got to reunite with Casper, her fluffy Havanese, plus her grandparents' black poodle, Thor, thanks to a program at St. Louis Children's Hospital, where the 19-year-old transferred to in May.

"I've been waiting to see a smile like that for a long time," her mother, Amy Reimer, told TODAY, speaking in between tears.

Reimer has Diamond-Blackfan anemia, a rare blood disorder, and she's been a hospital inpatient for more than a year.

"She loves animals; she always has," her mom continued. "She would always ask for videos or we would Facetime the dogs — whatever we could to keep her in touch with the animals. That's really been the hardest."

Reimer called Emily, the eldest of three daughters, a "homebody," and said the most difficult part of her treatment has been being away from the pets and family she missed so much.

"So for them to be able to come here, it was like having a little piece of home come to us," she said.

Emily was diagnosed with DBA, which is characterized by a lack of red blood cells, when she was 9 months old, and was on steroids until she was 13. She underwent regular blood transfusions and eventually a bone marrow transplant, but complications and infections brought her back to the hospital last year, and she's been an inpatient ever since. She's currently on a ventilator.

"She keeps getting up and fighting every day and does it with a lot of grace and humor," Reimer, whose family lives in Nixa, Missouri, about a 3 1/2-hour drive from St. Louis, said. "It's pretty amazing to me that she's as resilient as she is."

"She takes it one day at a time and we always find our new normal — that's what we call it," she added.

The visit with Casper and Thor took place at the hospital's Purina Family Pet Center, which gives patients the opportunity to visit pets without leaving the safety of the hospital. Reimer says that despite her daughter's positive attitude, she "gets down," but seeing the dogs lifted her spirits.

"It breathed new life into her and gave her the motivation to get home," she said. "It doesn't seem so far away now."

ABOUT THE PURINA FAMILY PET CENTER

Pets are important family members and many studies have shown that pets can promote and improve the patient's wellness. The room opened in 2016 with the support of Truck Centers, Inc., and features washable surfaces (cleaned after each visit) and windows to provide natural light. It can accommodate a child in a wheelchair or hospital bed. The pets enter and leave the center directly from the garage protecting other hospitalized patients. The Purina Family Pet Center at St. Louis Children's Hospital is the 3rd pediatric hospital family pet center in the United States.



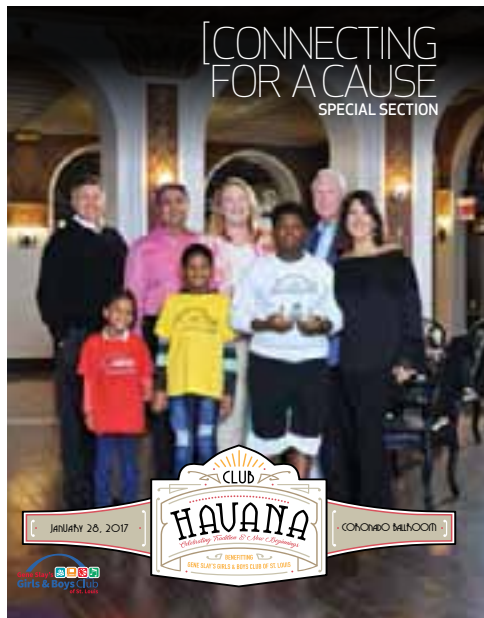
Robert Puricelli, Director of Development-GSBCSTL; John Hopkins, Chairman and CEO; Mike Yates, President; Prescott Benson, Executive Director - GSBCSTL; Katie Hopkins, Executive Vice President; Justin Hopkins, Vice President-Sales

Truck Centers, Inc. is a proud supporter of St. Louis Children's Hospital as an official sponsor of Six Flags Day, the Safe SleepSacks Program and the Purina Family Pet Center. While the Six Flags Day is a fun event exclusively for guests of St. Louis Children's Hospital, the Safe SleepSacks program is critical to the smallest patients. The program provides each Newborn Intensive Care Unit (NICU) infant with a fleece or cotton SleepSack utilized by the NICU staff to model and teach families appropriate safe sleep practices. TCI's contribution will impact 800 infants discharged from St. Louis Children's Hospital NICU annually.

Mike Yates, President; Justin Hopkins, Vice President-Sales; Katie Hopkins, Executive Vice President; John Hopkins, Chairman and CEO; Johanna Schloemann, Manager-Nurse Practitioners, St. Louis Children's Hospital NICU; Michele Hopkins



TCI is also a proud, long-standing supporter of the Gene Slay Girls and Boy's Club of St. Louis. This summer alone, the Club helped 374 kids make friends; stay drug and alcohol free; complete their grade; improve their attitude and confidence in reading; and have a safe and welcoming place to turn to.



NOVEMBER 16, 2016

LEARN & PLAY

GENE SLAY'S GIRLS & BOYS CLUB

by megan ortiz

FOR THE PAST 88 YEARS, GENE SLAY'S GIRLS & BOYS CLUB (GSGBC) has served the same area on the south side of St. Louis. While the nonprofit is a licensed child-care provider in the area, GSGBC has done more than just provide a safe haven for kids whose parents are at work. It has built a schedule for children around the center's priorities: academics, athletics, arts, health awareness and character-building. "We are really proud to implement these programs for kids who would not otherwise get them," says director of development Robert Puricelli. "South St. Louis is very underserved, and we are able to offer them critical tools."

With renovations that allowed it to expand its facility to include girls this past year, the center has been able to extend its reach in the community even deeper. All children age 6 through 18 are eligible to attend as long as they are enrolled in school. A \$30 fee is charged each semester, but Puricelli says no child has been turned away. "We are deeply rooted in the athletic component," Puricelli says. "A lot of kids want to play basketball or swim. Our facility is phenomenal, with an indoor pool, gymnasium and 6 acres out back to play soccer and flag football—whatever it takes to get them in here."

Each student is tested to find out where they fall academically. A program then is set up to meet the tutoring needs of each child, and the success is evident. Ninety-five percent of participants advanced to the next grade level this past year.

When Ariel began literacy tutoring, she was not

enthusiastic. Learning specialist Carol Mendez would have to coax her into the library, and completing her homework packet was a chore. After four days a week of GSGBC's rigorous academic curriculum, however, Ariel is well on her way to reading at grade level. Recently, she even brought a book in from the school library that had interested her—that would not have happened even weeks earlier, according to Puricelli.

"We know the stats, and it's scary," Puricelli says. "If a child can read at grade level by third grade, there is a 95 percent chance they will graduate from high school."

In the past two-plus years of its focus on strengthening the population's academics, 87 percent of participants have completed the literacy tutoring program and increased their reading by one and a half grade levels. "We know when they can't read, they get bored and fall behind," Puricelli says. "They start skipping school. We understand the need where we are located, and that's why we have to help."

With an impressive art program and health curriculum as well, the GSGBC hopes to keep its children's enrichment plans thriving. The center invested \$300,000 in its academic program recently, and a major donor gave \$100,000 to renovate the art space. As the needs of the children increase, so do the costs. To help offset the expense of current programs, the center is hosting Club Havana at the Coronado Ballroom in late January. The evening will include a variety of Cuban-related entertainment and food. "We want to honor our students, and we want to reach out to our friends, teach people about our mission and welcome new people on board," Puricelli says. 🍷

GENE SLAY'S GIRLS & BOYS CLUB IMPROVES THE LIVES OF AT-RISK AND UNDERSERVED YOUTH BY EQUIPPING THEM WITH THE SKILLS THEY NEED TO MAKE GOOD CHOICES AND ACHIEVE LONG-TERM STABILITY AND SUCCESS. PICTURED ON THE COVER: BOARD OF DIRECTORS PRESIDENT ANDY BLASSIE, CLUB HAVANA EVENT CHAIRS AMRIT & AMY GILL, BOARD MEMBER JOHN SONDRAG AND BOARD EXECUTIVE VICE PRESIDENT JILL SLAY GARLICH WITH CLUB MEMBERS. FOR MORE INFORMATION, CALL 314.655.9008 OR VISIT GSGBCSTL.ORG.

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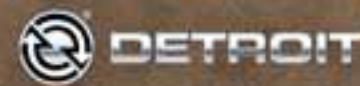


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DETROIT DD5™ ENGINE NOW IN PRODUCTION

Press Release, Daimler Trucks North America, July 28, 2016

Production of the Freightliner® M2 106 with the DD5™ engine is underway. The DD5 is the newest Detroit engine to be released and is built off of the same sound principles and design that have led to overwhelming success of its heavy duty platform which includes the DD13®, DD15® and DD16®.

The DD5 will offer customers a number of benefits over competitive engines. One example is the DD5 best in class scheduled maintenance intervals. Operators in short-haul pick-up and delivery applications will have extended oil and fuel filter change intervals up to 45,000 miles. The engine has undergone extensive development and testing in preparation for release and boasts impressive durability with an expected B10 life of 400,000 miles.

The engine will first be offered in 210 HP-575 lb-ft and 230 HP-660 lb-ft ratings and testing has proven that the DD5 will provide best in class fuel efficiency. In addition, Detroit will provide DD5 customers its award winning Detroit Connect Virtual Technician™ remote diagnostics system. The same system heavy duty customers use to make service decisions that minimize downtime, support accurate repairs when necessary and maximize up time.

"As a testament to our confidence in the DD5, I am excited to announce we are backing it with a 3yr/250,000 mile engine and aftertreatment system warranty," Kary Schaefer, General Manager, Marketing and Strategy, Daimler Trucks North America. "The Freightliner M2106 is a preferred choice today by customers in the medium duty market segment and combined with the fuel efficiency, durability and reliability of the DD5 presents an unbeatable combination."

The DD5 5.1L engine uses common design principles found on the heavy duty platform such as a deep rib block that provides robustness and minimizes noise. The engine also introduces some leading edge

technologies of its own such as variable cam phasing. Variable cam phasing technology provides Detroit the ability to optimize thermal management under low engine load conditions and improve the overall performance of the aftertreatment system. This is a key benefit to keeping customers up and running trouble free in the pick-up and delivery segment that often experience low load stop and go operating conditions.

While pick-up and delivery is a perfect segment for the initial launch of the DD5, the engine is also a great fit for a number of vocational applications. There are already plans to include power take-off options and widen its use within the DTNA portfolio in 2018 as production of the DD5 shifts from Mannheim, Germany to its Detroit powertrain facility. Detroit also has plans to launch a larger displacement DD8™ beginning in 2018.

"Once again our global powertrain engineering and vehicle integration teams have worked together in uncompromising manner to deliver a true total vehicle solution specific to our markets that will deliver real cost of ownership benefits to our customers," Richard Howard, Senior Vice President, Sales & Marketing, Daimler Trucks North America. "Not only am I excited to have the addition of the DD5 but our outstanding dealer and service network are extremely excited for its release and are committed to its support. This is a true testament to DTNA's continued commitment to providing our network partners, customers and end users with the best possible truck and powertrain solutions for their business needs"

GHG 2017 CERTIFICATION

Detroit is pleased to announce the receipt of EPA certification for the new DD5 medium duty engine. Detroit designed the engine to meet 2017 greenhouse gas and fuel efficiency standards as well as all on-board diagnostic and near-zero criteria pollutant standards. By meeting the world's most stringent fuel efficiency standards for such engines, Detroit demonstrates our commitment to delivering customers optimal Real Cost of Ownership™.

For more information, go to www.DemandDetroit.com.



DETROIT™ DD5™

TECHNICAL SPECIFICATIONS

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This next-generation medium duty engine delivers unsurpassed efficiency with exceptional endurance. All while achieving the longest maintenance intervals in the industry for maximum uptime.

PERFORMANCE

- Meet your deadline every time
 - Sturdy rear gear train and ribbed cast iron block minimizes noise vibration harshness (NVH)
 - Simple fixed-geometry dual-stage turbo provides performance, efficiency, and reliability
 - Robust design provides B10 life of 400,000 miles
 - Integrated engine brake option provides superior braking horsepower and extended service brake life

POWER

- Usable power and torque reached at lower engine speeds—ideal for the demands of today's medium duty truck operations

COMPLIANCE

- The DD5 is compliant with 2017 Greenhouse Gas (GHG17) requirements
- 2016 On-Board Diagnostics certified

ECONOMY

- Smart, fuel-efficient design makes the most of every gallon
 - Advanced common rail fuel pressure system optimizes each injection event to minimize fuel consumption
 - Piston and cylinder design reduce friction and provide optimal combustion
 - Variable cam phasing technology for improved aftertreatment system performance
 - Variable-speed fan and advanced cooling reduce fan on time, contributing to lower fuel consumption

SERVICEABILITY

- Longest scheduled maintenance intervals in its class
- Oil and fuel filters are positioned above the frame rails for easier, faster, and cleaner filter changes
- Maintenance-free crankcase breather
- Detroit™ Connect Virtual Technician™ integrated remote diagnostic system helps you maximize uptime

DD5 SPECIFICATIONS

Configuration In-line 4 Cylinder
Displacement 313 cu in (5.1 L)
Compression Ratio 17.6:1
Bore 4.33 in (110 mm)
Stroke 5.3 in (135 mm)
Weight (Dry) 1188 lb (539 kg)
Electronics DDEC®
Service Fill (Oil & Filter Change)	.. 18 qt (17.5 L)
Horsepower Range 210-230
Torque Range 575-660



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TRUCK PARTS EXPO



Truck Centers, Inc. hosted 45 of the industry's premier vendors and hundreds of customers at our Truck Parts Expo. The all-day event took place on September 29, 2016, at the TCI Training Center in Troy, Ill., and allowed vendors to show their latest product offerings, provide demonstrations and Q&A with customers. We appreciate everyone who took time out of their busy schedules to join us.





HEROES WORK HERE.



In recognition of Veteran's Day, Truck Centers, Inc. is proud to acknowledge those who have served selflessly for our freedoms and those of others around the world. While we pause to remember the men and women who have made the ultimate sacrifice, we must remember those who sacrificed and acted in valor for our country.

Truck Centers is honored to have 77 individuals who have proudly served our nation in active-duty service and combat. We are blessed to have each and every one of them as part of our team. Their skills, experience and dedication to their work and TCI are a core component to our success as a company and a vital benefit to our customers. In our business, all five branches of the military are represented – Air Force, Army, Marines, National Guard and Navy and several individuals who are veterans of Vietnam, the Gulf War, Bosnia and Operation Iraqi Freedom/Enduring Freedom.

THANK YOU FOR YOUR SERVICE!

AIR FORCE – 7

SAM BUMGARNER
JACK DRAPER
ROBERT FRENCH
ONIS HARPER
JACOB MANGOLD
JIM MOOSE
JOE NORRIS

ARMY – 43

KEN ABBADUSKY
CHARLES ADAMSON
RON ADAMSON
DON ASHLEY
JOE AUD
BILLY BAKER
BENNY BICANICH
ANTHONY BLACK
MIKE BOSICK
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JOHN MILCHERSKA

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WAYNE PETERS
STEPHEN RICHARDT
BILL RINALDO
MIKE SCHMEIDERER
JOE SCHMITT
FRANCIS "SKUBY"
SKUBISZEWSKI
CLEOPHUS WILLIAMS

MARINES – 8

PAUL BUEHRLE
DOUG BURGESS
JOHN COLEMAN
JIM CROSIER
ANDREW GLOVER
BRETT KNELLER
JON ROTHOVE
JAMES WOOD

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DAVE DILLON
BERNARD HARRISON
CHARLES HERRON
FALENIKO ISAIA
TIMOTHY WAYMAN

NAVY – 14

JIM BEAVER
FRED BOWNES
JOE BRAUNAGEL
RAY CASHEN
JOHN DRAPER
BOB FERRY
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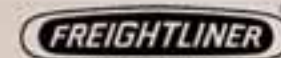
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We wanted to give our team a chance to share what makes them proud. Here are some of those things...



Justin Hopkins
Justin Hopkins II, attended his first Mizzou game this fall! (Justin Hopkins, VP of Sales)



Alan Carpenter & Connie Paschedag
were married in Jamaica on Sept 17, 2016. Both Alan and Connie work out of Troy location. Alan works in Parts, Connie in Accounts Receivables.



Stacey Collman
Stacey Marks became Mrs. Collman on September 10th. Her father, Terry, walked her down the aisle and her brother, Tim, gained a brother-in-law. (Stacey Collman, TCI-Corporate Payables)



TCI TEAM

NOTABLES!

Randy Melvin
Memphis Lynn Adkins was born to parents, Kyle and Hope, on November 9, 2016, at 4:55 am and weighing 8lb 10oz. Her proud grandpa couldn't wait to share the good news! (Randy Melvin, TCI-Springfield Service Manager)



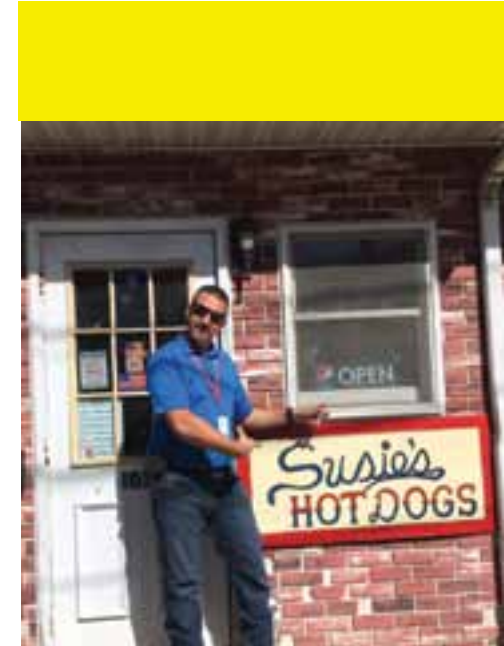
TJ Moore
October 24th marked one year of being seizure-free for Phoebe Moore... a true miracle for this little warrior! (TJ Moore, TCI-Troy Service Invoicer)



Scott Reller
Our team bid farewell to a 25 year employee of our Troy Service team, Scott Reller. Scott, a service technician, and his wife are moving to the coast to enjoy a new chapter in their lives. Best of luck for the future, Scott!



Steve Brachear & Dave Rexroat
Two veteran team members recently bid farewell as they leave to enjoy their retirements! TCI Trainer Steve Brachear (34 years of service) and Springfield Tech Dave Rexroat (29 years of service) both are enjoying their retirement. Thank you both for your service and dedication!



Josh Jones
enjoying his favorite restaurant – Susie's Hot Dog Stand (TCI-Morton Customer Service Rep)





John Pacotti

Jake Pacotti, son of John, shot a deer with a bow this season. (John Pacotti, TCI-Morton Sales Executive)



TCI TEAM NOTABLES!

Shane Morgan

Shane Morgan has an extensive and impressive dirt racing career. This winter, Shane and his crew will return to the DuQuoin (Ill.) State Fairgrounds to try and improve on their 14th place finish (out of 78 entries) at an indoor USAC midget race. This year they have built their own car from their own jig. Shane and his father also completed the inside of the 1996 Freightliner FL70 that they use to travel with. They will be at DuQuoin on December 17th and next year return to tracks around Central Illinois – Macon, Spoon River and Jacksonville to name a few. (TCI-Morton Body Shop Parts)



Gerard Fiegl

Gerard purchased a 1960 Ford Starliner in 2003 and finished restorations in April 2015. The car, dubbed "Big Sexy", has been featured on hotrod.com, has her own Facebook page and has taken top awards at several shows. Axalta also selected the car for their display at the 2016 SEMA Show in Las Vegas. (Gerard Fiegl, TCI-Morton Body Shop Tech)



John Hopkins & Brad Favre

Brad Favre, Dealer Principal-Velocity Truck Group, and John Hopkins with the Ryder Cup.

FLASHBACK!

FORMER COLLEGE ATHLETES

Missouri Valley College crew

WHAT A BUNCH! :) No one would share photos but one of Paul's friends was eager to share a photo of him from MVC! **Travis Dunn** (General Manager, TCI-Morton) was on the basketball team; **Justin Hopkins** (Vice President-Sales) played golf; **John Kobylanski** (Customer Service Rep., TCI-Troy) was on the baseball team; and **Paul Harmon** (Body Shop Foreman, TCI-Troy) played football.

Tony Hill

Tony Hill (Parts Counterman, TCI-Effingham) Tony has quite the bowling prowess and still enjoys participating in leagues. Eight times he has notched 300-point games and has a series' high of 813. He's earned numerous Effingham team, doubles and mixed doubles championships including with his wife, Erica. He is currently the President of the Effingham City Scratch League.



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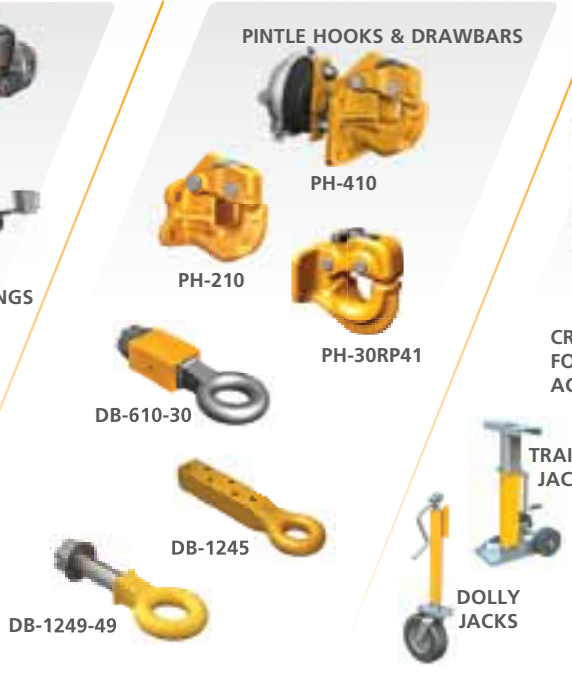
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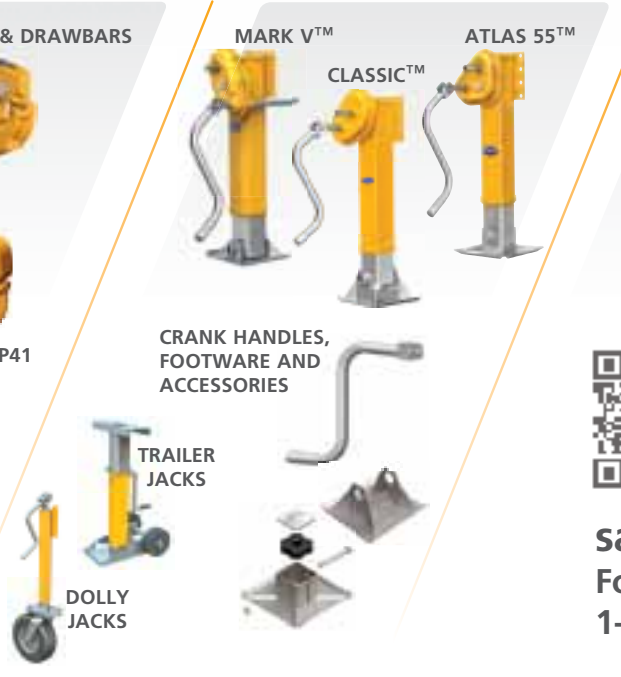
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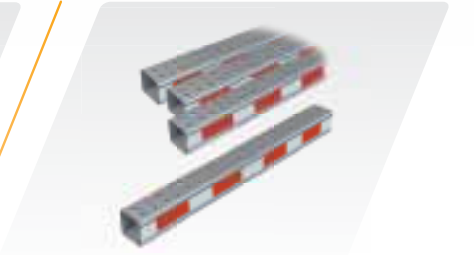
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THE LATEST EVENTS

INSIDERS

REP. MIKE BOST VISITS TCI-MT. VERNON

Our Mt. Vernon team was honored to receive a visit from Representative Mike Bost (R-IL). Mr. Bost represents Illinois 12th District and understands the specific issues facing the transportation industry as he previously ran his family's trucking business for a decade. The people just reelected him to another term.



TCI-MORTON FCCC OASIS DEALER OF THE YEAR

Congratulations to our Morton team on once again being nationally recognized as a FCCC Oasis Dealer of the Year. Our team's dedication to FCCC and RVing customers with superior facilities, products and timely service was honorably recognized. Thank you for all of our mutual customers who choose Truck Centers.



Our Collision Center management teams from all four locations recently traveled to the NTHECC Convention.



EFFINGHAM COOKOUT

Our Effingham store is still under construction but that doesn't stop GM Anthony Johnson from rallying his troops for a little cookout and to start the team building process!



FREIGHTLINER DEALER MEETING

Members of our management team participated in some team-building ziplining while in Colorado Springs for the Freightliner Dealer Meeting.



2016 NATIONAL TRUCK DRIVER APPRECIATION WEEK

The winners were:

50" Sharp Smart TV (TCI-ST. Louis) - **JARED WIGGER, Terminal Railroad**

Roku Streaming Device (TCI/HTS-Elkhart) - **KRIS HAMMOND, Horizon Transport**

Bluetooth Headset (TCI-Springfield) - **BOB BROWN, BAB Grain**

BONUS Roku Streaming Device since we had over 200 entries!(TCI-ST. Louis) - ENVER ALIC, Sibic Trucking



THE LATEST EVENTS INSIDETCI

ANNUAL TCI-TROY BODY SHOP CHILI COOKOUT

Once again thanks to the Body Shop team for the hospitality and Kent and Chuck for a great chili luncheon. And thanks to all of the team members, customers and vendors who joined us for some delicious food!



HALLOWEEN AT TCI

Our team loves to celebrate and Halloween is no exception. Two of the impressive sights are the showdown between Morton's sugary feast and Evansville's "Crockpot Armada".



TRUCK CENTERS 2016 WINTER SPECIALS



FINAL CHARGE[®] GLOBAL
COOLANT / ANTIFREEZE

FINAL CHARGE GLOBAL (OAT) EXTENDED LIFE

OWI FXA003	1 GAL	CONCENTRATE	\$12.99
OWI FXA001	55 GAL	CONCENTRATE	\$12.71/GAL
OWI FXA053	1 GAL	50/50	\$ 8.68
OWI FXAW51	55 GAL	50/50	\$ 8.32/GAL

DESCRIPTION:

FINAL CHARGE[®] Global Extended Life Coolant/Antifreeze is an Organic Acid Technology (OAT), globally formulated, ethylene glycol based coolant, which uses organic acid inhibitors (non 2-EH) to provide guaranteed protection for all cooling system metals. With proper maintenance, Final Charge Global Extended Life Coolant/Antifreeze delivers guaranteed cooling system protection for ONE MILLION MILES of on-road use (8 years or 20,000 hours of off-road use) without the use of Supplemental Coolant Additives (SCAs). Final Charge Global Extended Life Coolant/Antifreeze is nitrite-free, phosphate-free, silicate-free and borate-free.



FLEET CHARGE[®] SCA PRECHARGED
COOLANT / ANTIFREEZE

FLEET CHARGE SCA PRECHARGED

OWI FCA0B3	1 GAL	CONCENTRATE	\$ 9.35
OWI FCA0B1	55 GAL	CONCENTRATE	\$ 9.22/GAL
OWI FCAB53	1 GAL	50/50	\$ 5.84
OWI FCAB51	55 GAL	50/50	\$ 5.66/GAL

DESCRIPTION:

Fleet Charge SCA Precharged Coolant/Antifreeze is a Fully Formulated, ethylene glycol-based coolant, precharged with advanced technology Supplemental Coolant Additives (SCAs). Because it is SCA precharged, Fleet Charge SCA Precharged Coolant/Antifreeze requires no SCAs at initial fill and ensures proper chemistry at every top-off. Fleet Charge SCA Precharged Coolant/Antifreeze uses a low silicate and phosphate-free formulation.

ALLIANCE GREEN COOLANT

OWI AAA003	1 GAL	CONCENTRATE	\$ 8.31
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OWI AAA001	55 GAL	CONCENTRATE	\$ 8.18/GAL
OWI AAAW51	55 GAL	50/50	\$ 5.66/GAL

TRUCK CENTERS 2016 WINTER SPECIALS

MAKE IT A DRYER SEASON

GENUINE

BW AD-9 DRYERS & KITS:

BW 065225	NEW AD-9	\$236.63
BW R5009378	REMAN W/ BRACKET & HARNESS	\$159.95
BW R109685	REMAN W/O BRACKET & HARNESS	\$169.95
BW R5004341	REMAN PURGE VALVE ASY	\$ 54.18
BW R107794	REMAN CARTRIDGE	\$ 23.46
BW 107794PG	REMAN PURAGUARD CARTRIDGE	\$ 49.80
BW 109578	HEATER KIT	\$ 39.87
BW 5005037	PURGE KIT	\$ 33.16
BW 107800N	CHECK VALVE ASY	\$ 26.13

BW AD-IP DRYERS AND KITS:

BW 065612	NEW AD-IP	\$452.92
BW R109477	REMAN AD-IP	\$232.40
BW R109493	REMAN CARTRIDGE	\$ 68.47
BW 109493PG	REMAN PURAGUARD CARTRIDGE	\$100.88
BW K022105	PURGE VALVE ASY	\$ 87.10
BW 109495	HEATER KIT	\$ 69.17

BW AD-SP DRYERS AND KITS:

BW 800887	NEW AD-SP	\$367.29
BW 5008414	CARTRIDGE	\$ 51.97
BW 5008414PG	PURAGUARD CARTRIDGE	\$ 97.19
BW 109995	PURGE KIT	\$ 72.12
BW 109495	HEATER KIT	\$ 68.60
BW 109993	TURBO CUT-OFF MAINT. KIT	\$ 39.35
BW 5005624	CHECK VALVE KIT	\$ 15.32

BW AD-IS or DRM (DRYER RESERVOIR MODULE):

BW R5004050	AD-IS DTNA DRM VERSION	\$299.52
BW 5008414	CARTRIDGE	\$ 51.97
BW 5008414PG	PURAGUARD CARTRIDGE	\$ 97.19
BW K022105	PURGE VALVE ASY	\$ 87.10
BW 5004049	GOVERNOR AND CHECK VALVE KIT	\$ 71.16
BW 109495	HEATER AND THERMOSTAT KIT	\$ 68.60
BW 800361	NEW GOVERNOR	\$ 43.74

MERITOR WABCO:

TDA R955205	SS1200 DRYER	\$273.39
TDA R955205X	REMAN SS1200	\$175.31
R950014	PURGE KIT	\$ 48.10
TDA R950015	HEATER KIT	\$ 62.47
TDA R950011	CARTRIDGE	\$ 53.19
TDA R950068	COALESING CARTRIDGE	\$ 63.18

AFTERMARKET

AD-9 DRYERS & KITS:

TDA R955065225NP	NEW AD-9	\$171.21
TDA R955065225NX	REMAN AD-9	\$133.25
TDA R9555004341X	REMAN PURGE VALVE ASY	\$ 48.10
TDA R955107794X	REMAN AD-9 CARTRIDGE	\$ 20.70

AD-IP DRYERS AND KITS:

TDA R955109477X	REMAN AD-IP	\$191.16
TDA R955109493X	REMAN CARTRIDGE	\$ 61.84

AD-SP DRYERS AND KITS:

TDA R955109991X	REMAN DRYER	\$172.28
TDA R109994	CARTRIDGE	\$ 21.42
TDA R955109995N	PURGE KIT	\$ 51.96

AD-IS or DRM (DRYER RESERVOIR MODULE):

TDA R109994	CARTRIDGE	\$ 21.42
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MERITOR WABCO:

DN P951413	COALESING FILTER	\$ 40.56
TDA R109994	CARTRIDGE	\$ 21.42



MERITOR WABCO



TRUCK CENTERS

2016 WINTER SPECIALS

ENGINE HEATERS



8605556	Series 60	\$44.23
3500077	Series 60 (2007-Newer)	\$40.31
3500095	DD15 (2008-Newer)	\$36.96



3500022	ISB, QSB	\$39.10
3500032	ISC, QSC	\$44.12
3500107	ISX, QSX (2007-Newer)	\$46.68
8600015	ISM, M11	\$68.20



3500098	MaxxForce 9&10 (2007-Newer)	\$46.92
3500095	MaxxForce 11&13	\$36.96
3500044	DT466, DT466E, 530 (19942006)	\$49.04



3500046	MBE900	\$56.74
3500080	MBE4000	\$61.47
3500082	New MBE4000	\$68.96



3500013	C10, C12	\$48.94
3500111	C13, C15 Acert (2007-Newer)	\$46.93
8605556	C15, C16 3406	\$44.23
3500077	C9, C15, C16 New Acert	\$40.31
3500081	C7 New Acert	\$69.92
3500033	3406E	\$58.55



CORDS & RECEPTACLES

3600008	6' HD Replacement Cord	\$15.65
8606080	Receptacle Only (4 Hole)	\$35.83

A few basic winterizing guidelines to help you maintain peak performance and dependability as the temperature drops.

FUEL ADDITIVES

Diesel fuel contains paraffin that causes fuel to gel as it cools and that leads to engine malfunctions. Check the fuel's cetane rating at the pump - the higher the number, the easier your truck will start in the cold winter months. Also, anti-gel additives during each fill up will boost engine performance.

FUEL FILTER & WATER SEPARATOR

Fuel contaminants including condensation shorten the service life of your engine and lead to costly repairs. To minimize risk, check your water separator daily and invest in a new fuel filter.

COOLING SYSTEMS

Visit your local Truck Centers' store for a comprehensive winterization check including inspection of the cooling system - radiator, hoses & belts - to check for issues that may worsen in cold temperatures and lead to engine damage. Additionally, coolant tests will make sure your coolant is at the optimum freeze point.

ENGINE

Diesel engines are harder to start in cold weather than gasoline-powered vehicles because of their need for higher cylinder temperatures. Consider investing in electric-powered block heaters such as those offered in this flyer to keep your engine warm overnight and minimize large fluctuations in engine temperature.

AIR DRYER

The air dryer collects and removes air contaminants before they enter the brake system to prevent water freezing in the lines and causing brakes to become inoperable. TCI Service Departments are offering winterization specials and can schedule your truck for an air dryer inspection or filter change in preparation for icy roads.

BATTERY

Cold temperatures drain batteries faster so it is important to check the age and life-cycle of your battery before winter. TCI Parts Departments maintain a large inventory of Continental Batteries for Heavy-Duty and Xtreme-Duty applications with superior cold-cranking ability.

VISIT THE PROS AT TCI

Preventative maintenance maximizes performance and minimizes costly downtime. If you will be heading into colder climates during winter months, prevent problems from arising and schedule a comprehensive winterization service at any of our dealerships.

PERFORMANCE WHERE IT COUNTS...SAVINGS WHERE IT MATTERS!

TRUCK REFURBISHMENT PROGRAM



With the soaring costs of raw materials and emissions technology, new truck prices continue to climb. Truck Centers, Inc. has a proven refurbishment program that several national fleet customers have utilized to extend the life of their current fleet. Refurbished trucks offer new truck reliability and comfort with less cost and downtime. Truck Centers, Inc. is a nationally recognized dealer network that proudly boasts nine locations with four state-of-the-art collision centers representing Freightliner, Western Star and Detroit. Our experienced refurbishment team will advise you on the best options for your company based on individual needs and budgets and customize a program based upon that information. The same dedicated team will directly manage and oversee the rejuvenation of your trucks.

Please contact us to learn more about the benefits of refurbishment and why national fleets choose our proven program. Ask about potential financing or truck lease options!

BRYAN JUBELT
Truck Centers, Inc.
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- Breathe new life into your trucks with Detroit Step-UP engine refurb options with up to 3 year/300,000 mile warranty and various reman drivetrains available
- Fleet mechanics continue working with known technology and equipment so no additional training or tooling costs
- Avoidance of FET taxes associated with new equipment purchases
- Avoidance of costly EPA up charges (up to \$15K per new truck) associated with new equipment. Refurbished equipment has reduced operating expenses throughout the lifecycle, no DPF's to clean or DEF fluid to purchase
- Refurbishment at TCI is performed by factory-certified technicians to ensure superior quality
- Cutting-edge body repairs and paint technology offers durable factory finish. Our body specialists can also finish each unit with new custom graphics and lettering

- Interior is restored to like new appearance and functionality with many options such as seat upgrades to bolster driver comfort and satisfaction
- For municipal customers, refurbished units can be upgraded with "no smoke particulate filters" to comply with local air quality programs
- Refurbishment stretches school transportation budgets by updating equipment appearance and functionality without new equipment expenditures
- Vocational customers benefit from refurbishing the power unit under expensive, retrofitted vocational equipment to restore reliability and improve appearance for a fraction of the cost and with minimal downtime

- Refurbishment of existing fleet provides cost effective restoration for improved performance, appearance, uptime, and DOT compliance
- Reduced fleet investment and downtime compared to new equipment purchases
- Four different refurbishment levels of complexity to accommodate all budgets as well as customization options to each package to guarantee your specific needs are met
- Tax incentive of bonus depreciation of 50% for the current calendar year (total of 70% depreciation) and the remainder being depreciated over the taxable life of the refurb (please consult your tax professional)

- Refurbishment is a "green" process that utilizes the three pillars of recycling. Reduced landfill waste as associated with scrapping of equipment, reuse of 60-70% of the existing vehicle and all parts removed are sorted for proper recycling and remanufacturing where applicable
- Reduced ongoing maintenance costs by replacing worn parts with current technology and the latest version of each replacement part to offer a level of preventative maintenance comparable to new trucks complete with replacement parts warranties

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2013 FREIGHTLINER CASCADIA 125

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2012 FREIGHTLINER CASCADIA 125

48" MRXT, Det. DD13, 450 HP, 10 Spd, 212" WB, Alum. Whls, Pwr Options, 508K Miles, Stk # 145805

2012 FREIGHTLINER CASCADIA 125

C72" RR, Det. DD15, 455 HP, 9 Spd Convertible to 13, Alum. Whls, Webasto Heater, 1 yr Select Warrty Included! Stk# 240494



2012 FREIGHTLINER CASCADIA 125

72" RR, Det. DD15, 455 HP, 10 Spd, EW3 5yr/550K OEM Warrty, Espar Heater, Stk# 233967

2011 FREIGHTLINER CASCADIA 125

Det. DD15, 455 HP, 10 Spd, Air slide, 241" WB, 428K mi, Stk# 108021



2011 WESTERN STAR 4900FA

Quad Axle Dump, Det. DD13, 450 HP, 8LL, Chalmers, 17' Bibeau, 280K Mi, Stk # 100003



2012 FREIGHTLINER CASCADIA

72" Dbl Bnk, Det. DD15, 455 HP, Ultra + Trans., 6X2 Axles, Wide Base drives, ParkSmart APU. Miles 492-514Kk



2017 FREIGHTLINER 122SD

58" Mid Roof, Det. DD13, 450 HP, 10 Spd, Dual Exhaust, 226" WB



2017 WESTERN STAR

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TO BE ADDED TO OUR MAILING LIST AND FOR ALL PAST ISSUES

Winterizing Your Electrical Harness

Wire harnesses today far surpass those of the past in quality. However, even if you have a first class harness system in place, it's practically useless unless it's protected at the front end. Without a sealed front end, corrosion and contamination will wick their way through the front of the harness, "clogging the arteries", rendering the sealed harness virtually useless.

Sealed Front Ends

It is essential to use a socket that is made to withstand the effects of moisture and corrosion. Today, fleets have more than one option available to them. Metal sockets are one option. They are cost effective and get the job done. However, the anti-corrosive property zinc will only succeed at helping to maintain the integrity of the actual socket housing itself, rather than the electricals within. This is because all metal sockets leak. Due to their construction, they are not a completely sealed component. So what does a fleet need to do? Start by converting metal sockets to glass filled nylon and make sure they are insert molded. Insert molding seals the pins to the housing which will prevent contamination from entering the harness system. This is your best bet at sealing out corrosion where it is most likely to begin.



TIPS

Have technical questions? Get the latest tips from a skilled Phillips engineer! Call: 888-959-0995 OR e-mail: techtips@phillipsind.com

- Convert all metal sockets to glass filled nylon sealed sockets.
- Secure all pigtails as close to the lamps as possible to avoid road ice buildup.
- Apply dielectric grease to pigtails and clean 7 way socket and plug connections.
- Look for and repair any damage to the harness insulation using solder and seal or heat shrink terminals.

When Sealed Front Ends are Not an Option

So what is a fleet to do when a sealed front end is not an available option, and maintenance on the electrical system is due before winter hits it's hardest? Here are some tips to follow:

- Start by disconnecting all pigtails and inserting new corrosion protective dielectric grease.
- Cable tie or secure all loose pigtails as close to the lamp as possible. You don't want to give road ice a place to buildup, which can inadvertently disconnect pigtails from the lamps.
- To protect wires from sharp edges, small grommets can be used where wire entry holes are utilized in the trailers frame. Make one cut from the outer edge to the center. Insert the wire so that it runs through the center, and attach the grommet to the frame. Another "trick of the trade" is to use a gladhand seal with a dust flap on all entry holes going to the stop tail directional lamps.
- Check for any damage to the electrical harness insulation and repair using solder and seal or heat shrink terminals to make a new connection. Consider using clear heat shrink terminals to visibly ensure a perfect connection. Where heat shrink terminals are not available, heat shrink tape is another option. Simply cut a short strip and wrap it around the defective wire. This tape cures in the air after a short time and will give a great seal.
- Properly clean all 7 way sockets and plugs using a plug and socket brush. Then apply a healthy amount of dielectric grease on all contacts

These tips will help fight corrosion during the winter season, and when combined with a sealed front end, you are almost guaranteed a weather-proof harness system.

*Phillips Industries, to the best of our knowledge, has compiled the information contained herein from what it believes are authoritative sources. This information is not to be taken as representation for which Phillips Industries assumes legal responsibility.

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ASK THE TECHNICIAN: COOLING SYSTEM TESTING & MAINTENANCE



Liner Cavitation

What's at Stake?

Today's modern engines are placing greater thermal loads on the coolant than ever before. Since Ethylene Glycol is hydrocarbon based, the fluid is susceptible to thermal oxidation. High temperatures cause the glycol to degrade into glycolic acid, formic acid, oxalic acid and others. These acids can cause corrosion, scaling and erosion to occur to critical engine systems and components. In efforts to reduce weight and increase performance and efficiency, many modern materials have been introduced into the market including aluminum alloys, composites and high-tech sealing materials. Changes to the coolant acidity or alkalinity can have detrimental effects to these materials as well as good, old-fashioned steel and cast iron.

Additive packages are chemicals added to the coolant to protect against corrosion, scaling and foaming. They also include dye for identification purposes. Assuring adequate levels of these additives are present in your coolant is paramount to properly maintaining your cooling system. The anti-corrosion additives coat the surface of all components they contact and act as a shield against cavitation. Cavitation is a mechanical process that is caused by small vapor bubbles imploding on the surface of a cylinder liner or water pump impeller. When these bubbles implode, they blast away the additive coating. Once the additive is depleted, the bubbles will wear at the metal causing significant erosion. I have seen 3/8" thick cylinder liners eroded through in less than 200,000 miles with improperly maintained coolant. Detroit DD Heavy Duty engines (DD13, DD15 and DD16) are all designed with a B50 life of 1,200,000 miles. This means that with proper maintenance, our engines can last up to 1,200,000 miles without needing an overhaul.

So, what's at stake? About 1,000,000 miles of reliable engine operations... **BIG BUCKS!**

What to Do?

For this article, I am going to focus on testing procedures for the recommended coolant in our DD series engines – Detroit Power Cool Plus Extended Life.

- Check Glycol concentration using a refractometer. Detroit requires a freeze point of -34°F except in extreme cold climates where -60°F may be required
- Test the additives (organic acid levels) – Detroit recommends Final Charge test strips (PN FXATK4)
- ELC extenders can be used if additive levels have been depleted beyond recommended levels
- Laboratory testing is the best method to determine ELC coolant quality. Laboratory Testing is available through Truck Centers, Inc.
- Always visually inspect coolant, it should be clear (not cloudy) and have no signs of fuel, oil or other contaminants
- Smell the coolant for signs of DEF, fuel or burning. Repair the source of contamination if present, flush cooling system and replace coolant

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*Applies to all applications with Standard and Flex models in the U.S. & Canada. Please refer to the Roadranger Warranty Guide (TCW10300) for the latest warranty time and mileage offerings.



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