



DRIVER

FORISTELL: Newest TCI Dealership Opens in June

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8 TRENDS Set to Change the Trucking Industry [PAGE 30]



15 TOP-RATED FREE APPS For Truckers

[PAGE 20]

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GREETINGS

We had the privilege of attending the DTNA National Dealer meeting in New Orleans April 30—May 2 with 30 of our TCI GMs, Service and Parts leaders. Our group arrived a day early and had a team dinner on Sunday evening and then an incredible visit to the WWII National Museum on Monday before joining the DTNA opening event in the Mercedes Benz Super Dome. I urge you to put the WWII Museum on your must-see bucket list – it is absolutely inspiring and moving in all facets.

During the DTNA event, our team along with 1,200 participants, all renewed our commitment to providing the very best service humanly possible to every single customer that we have the privilege to serve. In other words, “wow” them every single time. DTNA is providing significant systems and processes to help us all to achieve the World-Class Service and uptime that our customers deserve. As Martin Daum has said for the past 5 years, it is service that will win our customers; so, as dealers, the ball is in our court to provide the same.

DTNA is investing heavily in all things technology with the commitment to remain at the front of the pack on new products for safety, MPG, total cost of ownership, driver comfort and retention. We remain blessed to be partnered with Daimler/DTNA/DTF, who through their worldwide resources, give our customers and us the very best products and services available. And they will

be ready with the next breakthrough in electrification or whatever innovation comes next.

I am happy to report that we are now focusing on further enhancing our IT network and that the crisis of 9/1/17 is truly behind us except for the insurance recovery portion. So far, 2018 is proving to be a great year for business with the sales of new/used trucks and all things aftermarket. As we know, the record number of orders for new trucks has DTNA and most of the rest of the OEMs sold out already and now moving into 2019 calendar year build. It makes it extremely difficult for our sales team and customers to forecast nearly a year ahead on their orders but we will continue to do whatever it takes.

TCI-Effingham just celebrated their one year anniversary at providing “wow” service to our customers locally and the tens of thousands of transient customers passing by our convenient I-57/70 location. Congratulations to all!

TCI-Foristell will be competed on or about June 4, 2018, and we are really excited with our location directly on Interstate 70 with plenty of service bays, expansive parts warehouse area and great tractor trailer parking for our customers. We are planning an open house luncheon for June 14th. Exciting times!

I wish everyone a really great late arriving Spring/ Summer - it is finally here!

John Hopkins

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>> DRIVEN SPRING 2018 1



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NEWS & FEATURES

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JUST THE FACTS

So far, 2018 has jumped out to be a very unusual year. As everyone has been reading in the media, new truck orders have been coming in at record pace. Freightliner is entirely SOLD OUT for CY2018 for Classic Cascadia, New Cascadia and Medium Duty with Cummins power models. Our Western Star order board is also projected into the 4th quarter, with those slots quickly filling as well. The Freightliner models listed above were actually sold out in April so it has limited us on what can be ordered for the rest of this year for our customers. The lack of availability for CY2018 is a combination of a few factors:

- **First** and foremost, the original projection of all Class 6, 7 and 7 units for CY2018 was calculated to be the same or greater than

2017, which was 373-385K units. However, with the order intake being so great, the projections have been readjusted on at least three occasions to a current projection of 425-440K total units. Even with Freightliner's increased production, their large percentage of the additional order intake has absorbed all of the Freightliner line slots.

- **Secondly**, because other OEMs are also close to sold out, the suppliers who support the manufacturing process cannot keep up with the demand. This, in turn, makes it impossible to meet all the demands, even though we are only 4 months into 2018.

There is not much of a light at the end of the tunnel; however, Freightliner has requested dealers to clean up their order boards and eliminate speculative orders. They have instituted a tough penalty if the order is not cancelled by 5/31/18. Hopefully this will free up some

order slots but the initial reaction is that very few spots may only open. With that said, we are in the process of procuring orders for CY2019 and these will be model year 2020 units!

As others have mentioned, several members of our team recently attended the Daimler national dealer meeting and I was happy to be part of that group. Daimler is committed to making the customer experience unique and the highest level of service available in the industry. The emphasis for dealers was to become more engaged in reducing downtime during repairs and having processes and procedures in place to move from rhetoric to implementation. We were fortunate enough to have one of our larger Western Star vocational customers attend the event to give a testimonial on their expectations and experiences with the product. He and other customer guests shared their valuable feedback with the dealer body and Daimler representatives.

Several updated communication systems were introduced to dealers as well as more on proprietary, integrated Daimler parts and components to make them the undisputed market leader. Whether service systems, aftermarket solutions, new and used trucks, or parts availability, we are united together to continually raise the bar. We are excited to be a part of what is the best manufacturer in the industry and thank you for your continued support throughout all of it!

With 2018 proving to be an unusual year and supply not able to meet demand, we will be working quickly and proactively to establish orders for 2019 so we don't miss opportunities for you!

Have a great summer!

Mike Yates



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FORISTELL, MO

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ST. LOUIS, MO

747 E. Taylor Ave.
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WHAT'S HAPPENING...

NEWS FROM THE GMS

TROY

I-55/I-70 & HWY. 162
(800) 669-3454 • 24/7 PARTS & SERVICE



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Notable Highlights

- On February 15th we passed our annual Elite Support recertification. Way to go, team!
- We enjoyed Employee Appreciation Day on March 2nd with various food trucks for lunch.
- We hosted a Parts Vendor Training event for all parts staff from all TCI locations.
- Meritor presented ABS systems during a tech night in March
- Our Body Shop team hosted a chili cookout
- We had 4 full-time and 2 part-time employees recently retire – we wish them all well in their days of leisure.

Team News

- Our Service Department is geared up for Spring/Summer and ready to provide the support you need. Make sure that you get your A/C system checked and don't forget we provide mobile service too!
- We have ramped up our parts inventory for the season. Be sure to check out our monthly flyers at www.truckcentersinc.com
- Paint or body work needed? Call our Troy Collision Center! We are here for you and provide on- and off-site estimating.

- Our sales force is ready to show you our inventory of new and pre-owned quality trucks so give them a call or stop in today!
- The Troy team wishes you and your families a safe and fun Spring!
- With so many demands on your schedule, we do provide pick-up and delivery service to ease your scheduling load if a unit comes in for service or repair

Facility Updates

- Technician training lounge floors and been redone and repainted
- Collision Center received some fresh paint and ceiling improvements
- Several private offices are getting repainted
- Conference Room had LED lights installed

New Hires

- Paul Conlee (Service Tech)
- Michael Freeman (Service Tech)
- Tracy Von Rohr (Service Tech)
- Shane Zobrist (Parts Driver)
- Alex Capstick (Parts Driver)
- Kiris Kovarik (Housekeeping)
- Tyler Mackey (Housekeeping)
- Bess Pourchot (Housekeeping)
- Glen Bergman (Facility Maintenance)
- Timothy Childers (IT Field Tech)



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CHARLIE MELVIN
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Notable Highlights

- Our Springfield team received its DTNA Elite Support recertification for 2018!
- We were treated to ribeyes on the grill for Employee Appreciation Day on March 2nd. Thank you TCI!
- We hosted the Stemco Wheel End Training Clinic for our technicians and customers.
- We had several volunteers participate in the Decatur Teens, Trucks and Traffic event held on April 17-19th.
- A team traveled to Mt. Holly North Carolina for a Customer Plant Tour.

Team News

- Units equipped with the new DD8 engine have arrived and are available for demo drives. Contact our sales force to try one out!
- Springfield now offers full truck detail service. Please inquire when visiting us.

Team News/Updates

- We hosted an Express Assessment Service Training Workshop to continually strive to improve our customers' uptime.
- Marc Lindsey (Parts Manager) and Jared Hayes (Parts Counterperson) attended the DTNA collaboration training event in mid-May.

Facility Improvements

- Our pallet racking system and upstairs parts storage is improving efficiency and our footprint!
- Walls in the shop have been repainted to enhance our appearance.
- We have a new Sprinter van in our fleet for Parts deliveries.

New Hires

- Nick Koshinski (Service Foreman)
- Gaige Robinson (Service Tech)
- Cole Usherwood (Parts Delivery/Warehouse)
- Deb Rees (Detail Porter)
- Austin Adermann (Detail Porter)
- Charles Flexter (Driver)

ST. LOUIS

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



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FORISTELL

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M-F 7A-12A, SA 7A-3:30P



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Notable Highlights

- We were Elite Support recertified on April 3rd. Way to go Team St. Louis!
- We had 50+ attendees for the Meritor ABS Brake Training in March.
- Thank you TCI for the delicious lunch in celebration of Employee Appreciation Day on March 2nd.

Team News

- Salesman Cuna Smailhodzic was paid a visit by Mirza Selimovic, a famous singer from Cuna's country. Cuna was very proud!
- General Manager Jim Pennington and his wife, Margi, ran the Go St. Louis half-marathon in St. Louis. Congrats to both of them on finishing the race.
- Shout out to former employee Jamie Hults and husband, James, on the arrival of their handsome baby boy, Cash Michael, born in December 2017.

Facility Updates

- We have added more recliners and a bigger TV to our Customer Lounge.
- New lifts were purchased for the Service department.
- Our Pet Lounge has been given an upgrade.
- New signage has been installed.

New Hires (St. Louis)

- Anton Scott Duda (Service Tech)
- Kirk Brumley (Customer Service Manager)
- Ben Springston (IT Department)
- Austin Lahay (Porter)

Notable Highlights

- Welcome to Gerald McCombs, our newly appointed General Manager!
- On March 2nd, our employees were treated to a delicious buffet of fried fish, salads and other goodies in honor of Employee Appreciation Day!
- There are a lot of new faces in St. Peters as we prepare to relocate to our new Foristell dealership in early June. Take a minute to introduce yourself to someone new!

Team News

- Jacob Stolle (son of Dave Stolle, Foristell' Customer Support Manager) graduated Army Basic Training on April 19th in Ft. Benning, Ga. Thank you, Jacob, for your service!
- Dave Stolle also recently became a first-time grandpa! His daughter, Julie, gave birth to a beautiful, healthy girl named Sadie Elizabeth on April 10, 2018. She weighed 7lb12oz and was 21" long.

New Hires (Foristell)

- Gerald McCombs (General Manager)
- Dana Kucera (Office Manager)
- Val Blanchard (Parts Counter)
- Matt Sonnenschein (Parts Driver)
- Nick Abernerst (Evening Service Tech)
- Donald DuBray (Evening Service Tech)
- Tanner Goatley (Evening Service Tech)
- Richard Roberts (Apprentice Technician)
- Jeff Toebben (Service Tech)
- Jeremy Wandling (Service Tech)
- James Meder (Night Service Foreman)
- Valerie Murphy (Invoicer)
- Kristen Hall (Service Writer)
- Georgette Parker (Service Writer)
- Kenneth Heitzig (Service Tech)

JOIN US FOR OUR OFFICIAL GRAND OPENING ON JUNE 14TH BETWEEN 11A-1P

MOUNT VERNON

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



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Notable Highlights

- We were recertified for Elite Support in February.
- We hosted a Bendix Air Disc Brake training night and had excellent customer turnout.
- We grilled out for the March 2nd Employee Appreciation Day!
- Cardinal Opening Day was a blast! Go Cardinals! Tickets to the games and other items were given away.

Team News

- Congratulations to Eric Peterson (Service Tech) for being the winner of our weight loss contest. Sometimes, losing does mean WINNING! Great job to all who participated!
- Jeremy Reed (Salesman) continues his training in the Detroit Dealer Champion Program. He will be our go-to guy for Detroit product questions.

Facility Improvements

- For our customers' comfort, we recently replaced chairs in the customer lounge.
- To allow for more parts inventory, we have added shelving in the parts department.

WHAT'S HAPPENING...

NEWS FROM THE GMS

MORTON

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



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Notable Highlights

- We are proud to announce our 7th Elite Support recertification!
- We enjoyed an Employee Appreciation cookout & luncheon on March 2nd.
- Our Service department participated in Express Assessment Workshop to increase uptime for our customers.
- Leadership attended the Annual Elite Support Summit.
- We participated and supported the Illinois Trucking Foundation's Trucks, Traffic & Teens event.

Team News

- We are stocked and ready to go for the summer months ahead. In the Bloomington area? Come see us at our Hudson location for all of your parts needs.
- Come check out our new 18 Wheeler game! All proceeds go to the St. Jude Children's Hospital.

Team News/Updates

- We are excited to announce some changes in our Service department. Cathie Jenkins will be moving to a new mentor roll for our team and Josh Jones has assumed the

role of Service Manager. Zac Anderson will fill Josh's previous role as Customer Service Manager. Thanks to everyone for their continued dedication and commitment to great customer service!

- We hosted 2 popular training nights - Bendix Air Disc Brakes and Meritor ABS Training.
- We participated in the Midwest Truck Show at the Peoria Civic Center.
- Our team was present at the East Central Illinois Road Commissioners' Show and Convention.
- Congratulations to Ken Abbudusky (Mobile Tech) on his new granddaughter, Elliot Grace.

Facility Improvements

- We are updating our exterior lighting to LED lights
- Our Collision Center's parts warehouse received a makeover

New Hires

- Kennedy Lashbrook (Parts Driver)
- Adam Fuller (Service Foreman)
- Michele Lane (Body Shop Administration)
- Austin Bomhold (PDI Detail Tech)
- Charles Brackney (Service Tech)

EVANSVILLE

I-64 & HWY 41 • (800) 680-5910
M-F 7:30A-12A, SA-SU 7:30A-4P



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Notable Highlights

- TCI celebrated our team on March 2nd with a luncheon in honor of Employee Appreciation Day!
- We hosted a Stemco Customer Training Event.

Team News

- Von Lawyer retired — enjoy your retirement, Von!
- Gary Peck (Parts Warehouse) welcomed his first grandson, Lincoln Nash, born in October 2017. Congratulations Gary!
- Jeff Clayton (Parts Counterperson) was blessed with his first granddaughter, Denver, in January. Jeff handmade a beautiful crib for his new little princess!

Facility Improvements

- Vanities in our restrooms were updated.
- We have completed repairs following a thermos event.

New Hires

- Stan Hudson (Parts Driver)
- Emily Hicks (Receptionist)
- Rick Almon (Driver)
- Casey Tieken (Body Shop Tech)
- Wendell Baker (Parts Driver)
- Joshua Mayer (Intern)
- Stanley Grossman (Driver)

SOUTH BEND

1011 WEST SAMPLE ST
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ELKHART

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Notable Highlights

- To celebrate Employee Appreciation Day on March 2nd, both locations enjoyed subs provided by TCI. Thank you!
- We supported the South Bend Firefighters' Association's Survive Alive and Burn Camp initiative.
- On January 1st, we officially became Truck Centers, Inc.

Team News

- Our home city of South Bend was named Green Fleet's "Member of the Year" at the annual meeting of the South Shore Clean Cities Organization on February 20, 2018. South Bend has removed 175,000 gallons of diesel fuel at a cost saving of \$211,000 since moving to CNG. TCI-South Bend has had the privilege of providing the city several of their CNG units (refuse, dump and snowplow applications).
- All of the TCI locations pulled together to help support the Elkhart community that was severely impacted by record flooding. TCI employees along with a company match, raised \$7,182.00 for a family devastated by the flood. Thanks to everyone who generously participated!

- Tim Curran (OPS), Greg McCauley (OPS), John Milcherska (Parts Counterperson) and Dave Floyd (Parts Counterperson) attended the Troy Parts Vendor training.
- Caston Johnson (Service Sales), Kathy Christian (Warranty) and Dawn Kohler (Warranty) attended the Express Assessment Write-Up Training in Troy.
- Tim Curran (OPS) and Greg McCauley (OPS) traveled to Minnesota to attend the Donaldson Filtration Systems' Training Academy.

Facility Improvements

- At both our locations, the old Hill Truck Sales signage was removed and will be replaced with Truck Centers, Inc.
- Elkhart parts warehouse has installed new shelving and lighting.
- Elkhart has upgraded office furniture in all departments.
- We added a new parts delivery van to our South Bend fleet.
- South Bend updated our beautiful American Flag in front of the building.

New Hires

- David Floyd (Elkhart Parts Counterperson)
- Brandon Paskiet (South Bend Warehouse)

EFFINGHAM

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M-F 7A-12A, SA 7A-3:30P



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CHRIS WEBB
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Notable Highlights

- April 11th marked our 1 year anniversary! Thank you all for your support over the past year!
- Our team passed their Elite Support certification with flying colors!
- We hosted both Meritor and Bendix training nights for our employees and customers.

Team News

- Congratulations to Justin (Service Tech) and Lindsay (Shipping and Receiving) Elmore on the birth of their son, Camden Dean Elmore!

Facility Improvements

- Our customer lounge has had an update. We extended the square footage, added a glass wall and some extra seating.

- We have added directional signage throughout the facility for an improved customer experience.
- Both Cummins and Detroit Diesel exterior signs have been installed.
- Our Parts delivery team is the proud owners of a flatbed trailer.

New Hires

- Jacob Guy (Service Tech)
- Todd Pike (Parts Driver)
- Max Bunton (Service Driver)
- Jenni DeCoy (Service Writer)
- John Flood (Service Tech)

FROM THE DESK OF

KATIE HOPKINS: EXECUTIVE VICE PRESIDENT

Hello to all that are reading this!

Just like we are entering another season in the Midwest, we are also entering a new season at TCI. Yes, I know this sounds a little cliché. So why is this season different than others we have in the past?

First, please consider a brief look back of TCI's history. The company was founded in 1970. At that time, there was a single location in Highland, Ill., and only 14 employees. Fast forward to 2018, there are now 12 locations in the TCI network across three states employing nearly 700 team members. Specifically of note, since January of 2012 to June 2018, we grew from 6 locations in 2 states to 12 locations in 3 states!

One core value that has been consistent at TCI is to do whatever it takes to take care of the customer. Whether it is 1970 or 2018, that core value is still intact. And the customer centric culture that has been driven by John Hopkins and Mike Yates over the last four decades is one that is core to our business. That "passion and heart" has always been, and always will be, at the core of TCI.

What is changing with business expansions and changing technology is the need to adapt the way we manage the business to use more data, along with that passion and heart to make the customer experience the best it possibly can be. Whether that is analyzing data to be proactive on customer growth opportunities by specific part lines or staffing during

various hours of operation to cutting waste by easily monitoring aged inventory and stocking parts with annual trends, technology will only help us do business better.

I will offer a personal story about Google and myself.



During a recent family vacation, I took about 200 photos. I uploaded all the pictures to Google Photos to be able to share more easily with my kids, hubby and extended family (since I am sure they were ecstatic to review them). Anyway, a week or so after the trip, I noticed a notification from Google on my phone. Curiosity piqued, and I clicked on the notification and was significantly impressed by what appeared. Google took about 20 photos from the hundreds that I took and created a video clip with music and the highlights of our trip. Clearly, this is all driven by an algorithm that looks at the frequency of the photos taken

and who is in them to place them accordingly in a spotlight video. There were a lot of other people on the trip also in my photos, but the video literally zeroed in and spotlighted Devin, Madeline, Dave and me. It really was amazing to me (and side note, Devin, the tech kid, said Apple does same thing - news to me!) My point in sharing this story is simple - Google is using data and complex algorithms to deliver a superior customer experience. It wowed me. I wish that they did that for me for the videos we created for Devin and Madeline high school graduations that required wading through so many old photos.

We at TCI can and must do the same to evolve. Using data will help take our business and customer experience to the next level!

Thanks for reading and enjoy your summer!

Katie

OUR COLLISION CENTERS WILL MAKE YOUR TRUCK LOOK SO GOOD

YOU CAN'T HELP BUT LOOK



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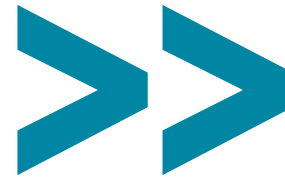
South Bend, IN 46619
JIMMY BERRIDGE, MANAGER
(800) 589-7364 jberridge@truckcentersinc.com

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St. Louis Metro (I-55/70 exit 18)
KENT ZOBRIST, MANAGER
(800) 695-9924 kzobrist@truckcentersinc.com

FROM THE DESK OF

JUSTIN HOPKINS: VP OF SALES



**Thank you,
thank you,
thank you!**

What am I thanking you for and to whom exactly? Whoever finally warmed it up around here - wow! We had snow in April here in St. Louis and spawn at Lake Kinkaid still on May 7th. What is this world coming to?!

revolutionize how we as a group can manage our relationships with customers and vendors alike. We have only scratched the surface with this system but soon we will be leveraging this tool to significantly improve the customer experience as well.

As for an update on Foristell, our newest project currently underway, the crew out there is working day and night to have her ready to open in early June! It will be a huge improvement for our customers in the western corridor of St. Louis! I know that the move will be a logistical challenge going from St. Peters to the new dealership but, other than the 10-mile drive with some very large toolboxes, we are all very excited! Please join us for our official grand opening on June 14th between 11A-1P if you are in the area.

Lastly, I will just say that I had the great honor of once again participating in our Jerry Duft Bass Tournament with 31 other teams from Truck Centers. This year was particularly special as it was the 25th anniversary so we were joined by the Duft family for weigh-in and lunch and we had a first-time team of winners. For those who are just joining us, Jerry was a body shop tech that passed away suddenly many years ago and he loved fishing with his sons. While we were giving away door prizes and awards, I couldn't help but be struck by the legacy that he has left behind; not only with his own family, but for our company. There were countless father/son teams again this year. While we miss Jerry each and every day in our lives, it can be said that his passion and love for the sport has been passed on to another generation with the creation of this tournament in his honor.

Thank you for allowing Truck Centers to be a part of your business families! We value it more than you would ever know.

Justin Hopkins

Anyways, I digress... I recently had the privilege of attending our National Dealer Meeting in New Orleans with our service leaders and general managers. It was an excellent event where we were able to discuss the current challenges our customers face with drivers and downtime. My biggest take away from this meeting is we as a team of manufacturers and dealers are not resting. We are charging forward with new programs and further business system integration to allow us all to feel to the customer as one cohesive unit. Whether it be Virtual Tech and the portal for customers to be able to communicate directly with shops and instantly track repair progress or DTNA continuing to make huge investments in additional PDCs to allow for better same-day parts delivery, great things are happening! I am not going to lie, I wasn't sure what to expect this time around but, after going through it, I feel it was a great motivational builder for the entire team.

I also had the privilege of being a part of our roll-out team for a new data analytics tool that we have purchased. It truly will



25TH ANNUAL JERRY DUFT BASS TOURNAMENT

1st 2nd 3rd

Dave Stolle (TCI-Foristell) and Mike Marty

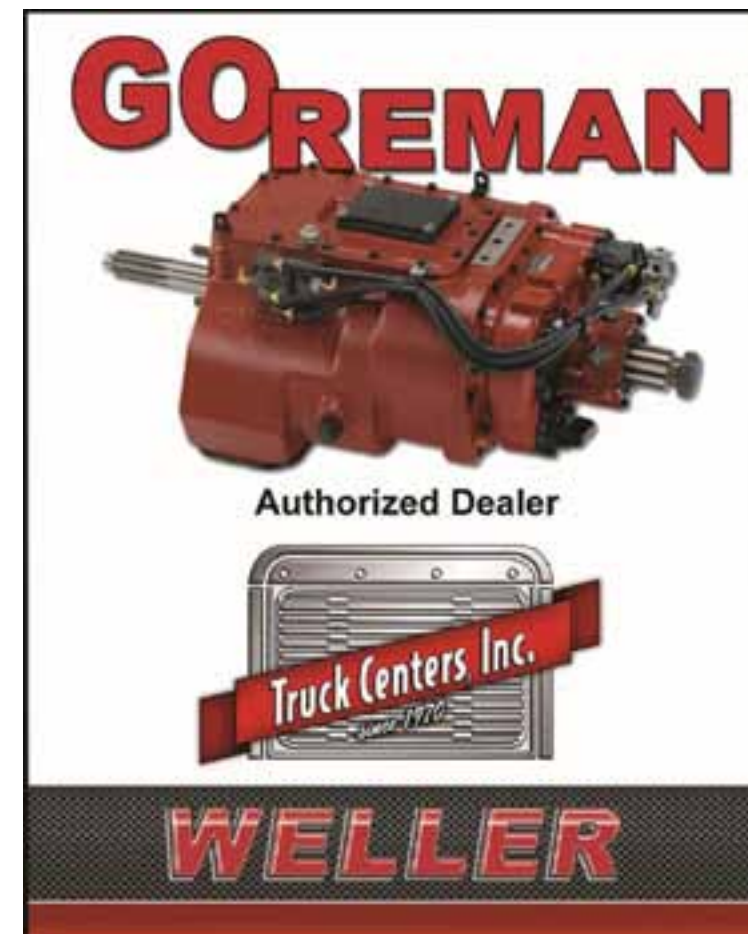
Joe Switzer (TCI-Troy) and Joey Switzer

Kevin Loepker (TCI-Troy) and Scott Loepker
*Also won Big Fish (4lb6oz)

4th 5th

Spencer Francik (TCI-St. Louis) and Jim Pennington (TCI-St. Louis)

Mike Tiemann (TCI-Mt. Vernon) and Jackson Tiemann



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IndustryNEWS



[DTNA PHOTO] Daimler Trucks North America named Brian Lewallen, Erik Johnson, and Jane Rosaasen to high-level positions in its manufacturing and remanufacturing operations.

DAIMLER TRUCKS NAMES MANUFACTURING, REMAN LEADERSHIP

Daimler Trucks North America has announced three high-level appointments to its manufacturing and remanufacturing operations.

Brian Lewallen has been named president of Detroit Reman, Erik Johnson has accepted the position of general manager of the Cleveland Truck Manufacturing Plant, and Jane Rosaasen has become the general manager of the Mount Holly Truck Manufacturing Plant. Lewallen will be responsible for developing innovative solutions for Detroit Reman customers and contributing to the company's environmental sustainability. In his most recent role, he was director of service operations for DTNA.

Johnson will lead all truck manufacturing operations and direct support functions at Cleveland to ensure the plant performs at maximum

efficiency. The Cleveland plant manufactures Freightliner Class 8 truck models, as well as Western Star 4700, 4900 and 5700 trucks. In his most recent role, Johnson was director of customer application engineering. He began his career with DTNA as an engineer. Johnson has a bachelor's degree in industrial engineering from Oregon State University.

Rosaasen is tasked with leading all truck manufacturing operations and direct support functions at Mount Holly. The Mount Holly plant manufactures Freightliner M2 and SD (severe duty) truck models, as well as the cabs for Western Star models built at the Cleveland plant. In her most recent role, Rosaasen was director of logistics and co-leader of the Mount Holly plant.

"These leaders have proven their skills and abilities time and time again throughout the company, and I have no doubt they will excel in their new positions," said Roger Nielsen, president and CEO of DTNA.

FIRST QUARTER 2018 TRUCK ORDERS HIT 12-YEAR HIGH

FleetInfo.com

Truck orders in the first quarter of 2018 hit the second highest mark in history and mark the best period for orders since 2006, according to ACT Research.

Truck orders have averaged 45,400 units per month, a mark that was only beaten in the first quarter of 2006 when the trucking industry experienced an ordering frenzy ahead of the EPA '07 emissions regulations. In March alone, truck orders were more than double the amount recorded in the same month of 2017, hitting 46,780 orders.

"Like 2006, 2018 has the same economic/freight component, rising carrier profitability component, and also a significant regulatory component that impacted the broader market (if in starkly different ways)," said Kenny Vieth, president and senior analyst. "An evolving differentiator is the driver shortage, which is moving from a conditional to a structural component of the market, and we would be remiss if we did not acknowledge the powerful force that was the tax cut."

Medium-duty truck orders also had another banner month in March, hitting 29,287 units for the month. This is the second-best level since July of 2006.

"We continue to believe that strong demand in the lease/rental market has led to a mini pull forward in demand and expect to see order activity slow meaningfully in the next month or two," said Vieth.

The equipment purchasing boom has extended to the trailer industry, which continues to perform historically strong. A recent FTR report showed that March trailer orders were at their highest level in several years and the market continues to be driven by increased freight demand and decreased capacity.



TRUCK DEALERSHIPS EMPLOYED 12% MORE PEOPLE LAST YEAR

American Truck Dealers

In 2017, the truck dealer industry employed more than 145,300 people, hitting its highest level in five years. By far the largest groups of truck dealer employees were in the parts, service and maintenance departments. Technicians alone made up 37.1% of all dealership employees on average, while sales people only represented 5.8% of employees. While employment was up at these dealerships, demand remained high for technical positions within the service department. The increase in employment also correlated with a general increase in profitability for truck dealerships.

"Truck dealers continue to contribute to their communities with jobs that pay well and offer the ability for advancement," said Patrick Manzi, ATD senior economist. "Last year, the majority of truck dealership employees saw their incomes rise."

An uptick in employment corresponded with a general increase in profitability for dealerships. Truck dealers sold 3.7% more medium- and heavy-duty trucks in 2017, and total new truck dealership sales topped \$97 billion, up 13.9% compared to 2016. Texas saw the largest amount of sales, worth over \$7.9 billion, while the state with the least sales was Delaware, at \$258 million.

Service and parts remains an integral part of the truck dealer business, with new technologies allowing for more efficient service scheduling and communication to reduce downtime. Last year, service and parts sales increased to \$31 billion from more than 11 million repair orders for the year.

"With new and advanced communication technologies, commercial vehicle drivers can receive up-to-date information about which dealerships in the area have the parts and availability to service their vehicles the fastest," said Manzi. "Truck drivers will no longer have to stop and wait while they find out if a dealer has a part they need."

IndustryNEWS

TEUTON BECOMES FIRST WOMAN TO HEAD AMERICAN TRUCK DEALERS

American Truck Dealers

Jodie Teuton, vice president of Kenworth of Louisiana and Southland Truck Leasing, has been elected chairwoman of American Truck Dealers at the ATD show in Las Vegas. She is the first woman to be elected chair of ATD, which was founded in 1970.

She spoke to members at the ATD Show outlining the challenges that face medium- and heavy-duty truck dealerships in the U.S., such as changing technologies, legislative and regulatory issues, and cultivating the next generation of dealership employees.

“We’re seeing the advent of new power sources,” said Teuton. “We need to understand how autonomous and assisted-vehicle legislation will affect our industry in the future, and how new

technology will impact customer demand.”

She also urged dealers to take an interest in legislative issues, such as the infrastructure bill, changes to the tax code and regulatory burdens.

“Let’s continue to build bridges with our lawmakers and regulators,” said Teuton. “Invite them to the dealership. Let them see the faces of your business. Help them understand our challenges. And let them know the rules affecting our business should be practical for both dealers and the customers we serve.”

Teuton advocated for widening employment pools in order to address challenges in recruiting, hiring, and retention.

“Women and millennials are untapped resources in our industry,” she said. “As a parent of a 17-year-old in Generation Z, I know there’s a dynamic job force that’s coming on the heels of millennials. We just need to attract them to our business. Let’s get everyone excited about dealership careers.”



[ATD PHOTO] Jodie Teuton is the first woman to be elected chair of American Truck Dealers in the organization's 48-year history.



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CHECK OUT THESE
TOP-RATED, FREE APPS
FOR TRUCKERS AVAILABLE FOR
IOS AND ANDROID DEVICES

BY MICHELLE PETROFF



1. Trucker Path

When it comes to trucker apps, Trucker Path is the gold standard. Talk to any truck driver that uses apps and they will tell you that Trucker Path is a must download for your smartphone and/or tablet. Whether you are looking for truck stops, parking availability, fuel prices or weigh station status, this app has got you covered. It does it all and has a strong reputation for being reliable. Need to know where to park in San Jose? Where to fill up in Cleveland? If so, Trucker Path Pro has got you covered. And now it has a new Truck Posting feature, which allows you to let brokers know when you are ready to haul a new load wherever you happen to be. This way, brokers can proactively reach out to you.

2. GasBuddy

When burning hundreds or even thousands of gallons of diesel each week, even the smallest savings can add up. The free GasBuddy app relies on a community of users working together to give drivers up-to-date diesel prices for thousands of stations across the U.S. and Canada. With this app, drivers can find the cheapest fuel, locate nearby fueling stations and sort them by fuel prices, view gas stations and see gas station features.

3. Drivewyze Weight Station PreClear

Drivewyze is a free trucker app that lets you bypass weigh stations at over 700 sites with a PreClear feature for weigh stations. This app saves truckers time and money. Depending on your carrier safety score, you can be allowed to bypass scales in states throughout the United States.

4. Waze GPS

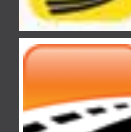
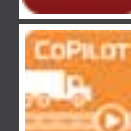
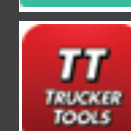
Most GPS and interactive mapping programs have dabbled in traffic alerts/navigation in hazardous conditions, but Waze does it best. With a unique interface that is user-friendly and detailed, this app tells you exactly what obstacles lie ahead on a particular route and then suggest which alternative you ought to take. It also can send you to the cheapest gas station in your area when it's time to fill up.

5. CamScanner

This app is universally useful for any businessperson. Use your smartphone or tablet to snap a picture of contracts, receipts or paperwork that are bogging you down to scan them with CamScanner and save them in the cloud. Once they're saved, your documents can be emailed or faxed to whoever you need, wherever you need.

6. Trucker Tools

This app was originally a coupon app similar to Groupon so drivers can source coupons from more than 5,000 truck stops across America, find the lowest diesel prices in any given area, search for truck stops and get turn-by-turn directions to each stop. The Trucker Tools app is similar to the Trucker Path app previously listed but not as highly rated.



7. Co-Pilot Live Truck

This first-of-its kind app uses voice-guided GPS-navigation to give drivers customized, safe and reliable truck-legal routes calculated based on vehicle size, weight and load type. Maps are downloaded and stored on the phone, providing drivers instant access-even when offline. Drivers can avoid low-clearance and weight-restricted roads, create custom route profiles for easy switching between vehicles, view and plan efficient routing options, and help avoid out-of-route miles.

8. iExit Trucks

An easy way to identify truck-friendly businesses (and the cheapest diesel prices) at nearly every interstate exit in the United States. Find fuel, lodging, shopping, food, healthcare services, auto parts stores and more for every exit on your route.

9. Freightliner Smart Source

Smart Source provides quick and easy access to up-to-date news, videos and brochures from Freightliner Trucks. It also provides quick links to other Freightliner resources including Team Run Smart, DTNA eLink, maintenance schedules, manuals, fault codes, service locator and more. To utilize full diagnostic capabilities, compatible vehicle connection adaptors are available from diagnosticlink.nexiq.com

10. Weigh My Truck CAT Scale

Hate wasting time walking inside to pay at weigh stations? This app is built to work with CAT Scales to save drivers time at the weigh stations. Weigh your truck and pay for your weight using your smartphone at the scale without the need to leave your truck. The app accesses your location, you fill in your truck and trailer info and pay straight from the app. A copy of your weigh ticket is emailed to you (although you could still opt for a hard copy).

11. BigRoad Trucking Logbook

The BigRoad Trucking app is made exclusively for truckers to help them easily track hours of service. Overall it is easy to use and reliable. It has been downloaded over 100 thousand times and has rave reviews.

12. Detroit™ Connect

With the Detroit™ Connect app on your mobile device, you'll have access to real time vehicle performance data for your Detroit-powered Freightliner™ and Western Star™ trucks, enabling you to make the best decisions for your business while reducing your cost of ownership through actionable insights. Detroit Connect Virtual Technician diagnostic information is sent right to your device, delivering notification of fault events within minutes, allowing you to remotely view in-depth fault event diagnostics and to track fault event history and trends within your fleet. The Virtual Technician feature will let you know within minutes when a vehicle experiences a fault event, the severity of the fault, and when, where and how to best fix the issue.

13. Trucker's Slide Calculator

Enter your axle weights and the Trucker's Slide app calculates how much each axle is over or under, including gross.

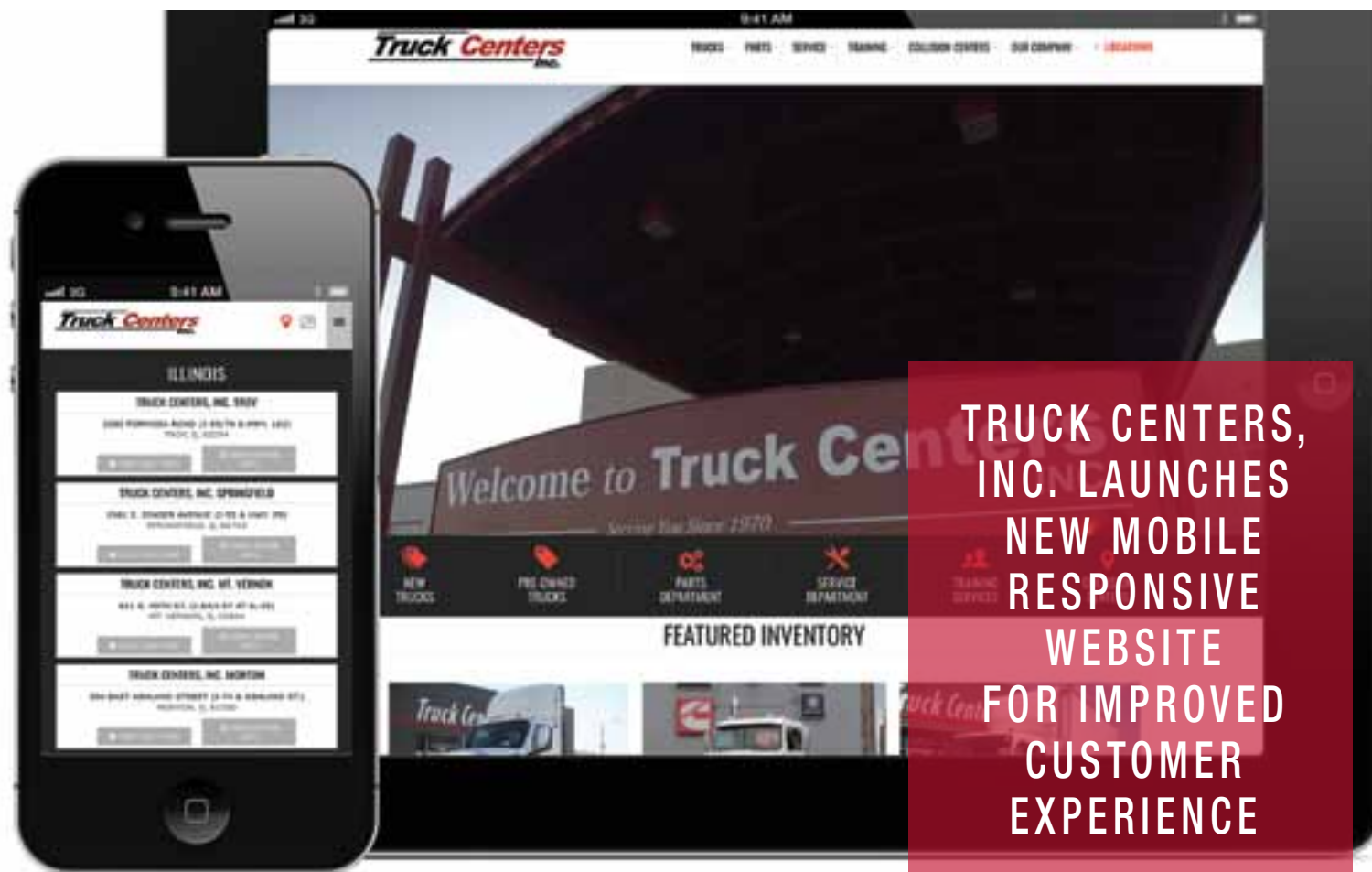
14. FatSecret Calorie Counter

FatSecret is fast becoming a weight control favorite among truck drivers. It is a free calorie counter app that truckers can use while on the road or at home. Use this app the next time you eat at a restaurant or pickup food somewhere else.

15. Fuelbook

Fuelbook is another option for truckers to find low fuel prices and never overpay again. This app also prides itself on helping fleets save money on fuel with a custom fuel code. It searches over 7,000 truck stops nationwide to help you save on fuel.

NEW WEBSITE



Truck Centers, Inc. recently announced the launch of their new website to provide an enhanced customer-oriented experience with a wealth of easily accessible information.

The new virtual home of TCI is built on an ultra-modern platform that is mobile responsive to allow for an improved user experience from any type of device. Visitors can easily engage with any area of the database-driven platform to search truck inventory, dealership services, detailed location information and so much more.

“This new website is a significant upgrade to our previous platform and shows how far technology and the development team have come in the last two years,” states Michelle Petroff, Truck Centers, Inc. marketing manager. “They have really improved the responsiveness for mobile platforms, which is critical as more of our customers are

accessing information from smartphones and tablets. The design change and move to a new platform was driven by our desire to bolster support and functionality for a premier customer experience.”

On the site, customers can not only find in-depth information about the TCI legacy and leadership, but also details on the different dealership services and amenities including dealership location landing pages, filtered truck inventory searches, financing, service appointment scheduling, Elite Support, special services, parts requests, promotions, training services and collision repair. A streamlined navigation helps customers access the information they need in fewer clicks.

To experience it for yourself, log on to www.truckcentersinc.com from your computer or mobile device.



[THE TCI-EFFINGHAM TEAM CELEBRATING THEIR ELITE SUPPORT CERTIFICATION LESS THAN ONE YEAR AFTER OPENING.]

**DAIMLER TRUCKS NORTH AMERICA
ELITE SUPPORT DEALERS**
PROVIDE THE HIGHEST STANDARDS
OF CUSTOMER SERVICE IN THE
TRUCKING INDUSTRY

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- Offering the Best Trained Techs
- Commitment to Continuous Improvement
- Providing Robust Parts Availability
- Offering Exceptional Amenities

At Truck Centers, we are customer-centric and committed to what truly matters – delivering quality products and services promptly and at fair prices for an unparalleled customer experience.

Congratulations to seven TCI locations on their Elite Support recertification...

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SPRINGFIELD
MT. VERNON
MORTON

EVANSVILLE
ST. PETERS
ST. LOUIS

And welcome **TCI-Effingham** to the Elite Support Network!

Eight full-service dealerships in the Truck Centers, Inc. network are certified members of the Elite Support Dealer Network of Daimler Trucks North America. This comprehensive support network of dealers are trained and certified annually to provide the highest level of knowledge, professionalism and service in the industry. Elite Support certified dealers are held to the highest levels of customer service standards to provide customers the best possible experience. You can expect the following standards from every Elite Support dealer:



TCI Service AWARDS >>

CONGRATULATIONS TO ALL OF OUR SERVICE AWARD RECIPIENTS... AND THANK YOU FOR YOUR HARD WORK AND DEDICATION. WE APPRECIATE YOU!

January

5 YEARS

Eric Maytas (Foristell – Service Foreman) Eric and his wife, Stephanie, have one daughter, Ari, and a baby boy expected to arrive soon. Eric is also a talented musician and a youth leader in his church.

10 YEARS

Candy Beach (St. Louis – Office Manager) Candy and her husband, Craig, live in Swansea, Ill. She has two bonus sons, Caleb (17) and Damian (11), along with 2 fur babies adopted as rescues, Shadow and Goldie. Candy is an avid golfer and she and Craig play on a couples league every year. When asked if she is a good golfer her reply was “I have beaten Craig twice!”

February

5 YEARS

Shawn Brase (Troy – Body Shop Technician) was presented his 5 year award. Shawn and his wife, Stacey, live in Edwardsville, Ill., with their two sons, Luke and Trey. In his spare time you may find Shawn on the golf course or coaching baseball and soccer.

10 YEARS

Connie Carpenter (Troy – Accounts Receivable) received her 10 year service award. Connie works in Accounts Receivable at Troy. She and her husband, Alan, live in Lemay, Mo. Connie has one daughter, Megan, and a 4 year old Grandson, Kyler. She absolutely loves being a Grandma and spending time with Kyler. Connie is a St. Louis Blues fan and attends games frequently with her husband and friends.

15 YEARS

Pete Vankleef (Troy – Service Technician) received a 15 year award. He and his wife live in Pocahontas, Ill. They have one daughter. Prior to working at TCI Pete was a roller coaster mechanic at 6 Flags Great America in Chicago. He enjoys farming and hunting. Pete is an Army Veteran.

20 YEARS

Gabriel Kline (Morton –Service Technician) received his 20 year award. He lives in Chillicothe, and has 2 sons and 1 daughter who he loves spending time with. In his spare time you may find Gabe on the baseball field coaching little league.

20 YEARS (CONT.)

Corey Knebel (Troy – Body Shop Technician) was presented with his 20 year award. He and his wife, Stacey, live in Pocahontas, Ill., with their daughter, Karley, and son, Chase. Corey enjoys running and also vacationing with his family where you may find him Camping and Fishing.

40 YEARS

Doral (Dwane) Witt (Troy – Body Shop Technician) was presented with his 40 year award. Dwane and his wife, Mary, live in Pocahontas, Ill. They have 2 daughters, Susan and Kaylynn, and a son, Dustin. He is Grandpa to Kiya, Davis, and Walker. Dwane is known as the repairman at his Home Ranch. He is also a diehard Minnesota Vikings Fan. Skol! Skol!

March

5 YEARS

Mark Russell (Foristell – Parts Counter) was presented with his 5 year award. Mark works 2nd shift parts counter at our Foristell location. He lives in Warrenton, Missouri, with his wife, Susan. They have one daughter and a son-in-law that live in Washington, Missouri. Mark is an avid outdoorsman. He enjoys kayaking, camping, fishing and shooting.

10 YEARS

John Sering (Morton – Shipping and Receiving) received his 10 year award. John will be married for 30 years this October. He and his wife, Sharon, live in Morton, Illinois. They have 4 children – John Jr, Terri, Nicole, and Sarah. He is proud grandpa to 9 grandchildren. He enjoys spending time with his family. This proves quite challenging as the closest is living in Chicago. John Jr. is serving in the Army which makes his dad really proud.

Don Kinworthy (Troy – Body Shop Technician and Estimator) was presented his 10 year award. Don works in Troy in the Body Shop as a Bus Repair Technician and Estimator. Don had his own bus repair shop before joining TCI and is well known in the bus industry. He and his wife, Barb, have been married for 35 years. They live in Maryville, Illinois. They have one son, Nicholas, who is also employed at TCI. In Don's free time you will most likely find him fishing.

Dean Blevens (Mt. Vernon – Service Technician) received his 10 year award. Before joining TCI, Dean lived in Orange County, California, where he worked as a Service Supervisor. He now resides in Anna, Illinois. Dean has one biological child but has raised 22, yes 22 children. That deserves an award all its own. In Dean's free time he enjoys fishing with his children.



March (CONT.)

25 YEARS

Angie Fickert (Troy – Corp. Payroll Administrator) received her 25 year award. She lives in Marine, Illinois. Angie has one son, Brenden (age 25), who lives in St. Louis. Angie has worked in multiple positions at TCI and, in 2000, she settled into the Payroll Position she holds today. She enjoys spending time with friends, playing Bocce Ball and camping at Cloud 9 Ranch, but her “happy place” is on the beach.

30 YEARS

Clarence Kachuba (St. Louis – Service Night Shift Foreman) was presented with his 30 year award. Clarence and his wife of 38 years, Cindy, live in Greenville, Illinois. They have 2 daughters, Melissa and Ashley. They have 3 grandchildren, Blake 16, Ethen 10, and Adalyn 18 months. Clarence loves to camp, hunt and fish. He has a 36’ fifth wheel camper that they enjoy all the time. Clarence has been the proud recipient of the Annual STL Big Buck Contest.

April

5 YEARS

Paul Watkins (St. Louis – Service Technician) was presented his 5 year award. This is his 2nd round with the TCI family and we are glad he is here! Paul and his wife, Heather, live in House Spring, Missouri. They have one daughter, Delaney, who is 9 years old. Paul loves drag racing and is working on restoring a 64’ Chevelle.

15 YEARS

Harold Delap (Evansville – Service Technician) received his 15 year award. Harold is fully certified and is known as the “go to guy” in Evansville Service. In his free time, he restores cars. Harold is also a Member of the American Legion.

Blake Schaefer (Evansville – Parts Counter) was presented with his 15 year award. He has been married to his wife, Jeannie, for 27 years. They have 7 children. 6 boys and 1 girl. The oldest boy, Dakota, works on the Parts Counter in Evansville. Blake is very involved in the Boy Scouts Program. He serves as a leader and takes groups to campouts and hikes. Just recently his grouped hiked 4 miles!



April (CONT.)

20 YEARS

Mike Holguin (Corporate – Facility Maintenance Manager) received his 20 year award. Not only did Mike receive his service award but also he retired in April, going from Full-time to Part-time Status. Mike and his wife, Sandy, live in St. Peters, Missouri. They have 6 children in their blended family including Noel, Cara, Lisa, Jimmy, David and Sarah. They are proud Grandparents to 17! Mike enjoys Cardinals Baseball, woodworking, and the outdoors.

Steve Lanier (Troy – Corp. Used Truck Manager) was presented his 20 year award. He served as the SelecTruck leader for many years coordinating the Daimler Used Truck Group, now known as Daimler Truck Remarketing (DTR). Steve has 3 children, twins Kayla and Adam (26) and Hailey (20). Steve enjoys spending time with his family and his lady friend Chris. In his free time, you may find him fishing or cooking up something in the kitchen. He is a very good Chef!

35 YEARS

Alan Carpenter (Troy – Parts Director) received his 35 year award. He and his wife, Connie (Troy-A/R), live in Lemay, Missouri. They have one daughter, Megan, and a Grandson, Kyler. Before joining the TCI Family Alan worked at 2 other Freightliner dealerships. He has served as Parts Manager and IT support before becoming Corporate Parts Director. His hobbies include golf, cars, woodworking, computers and home remodeling.

40 YEARS

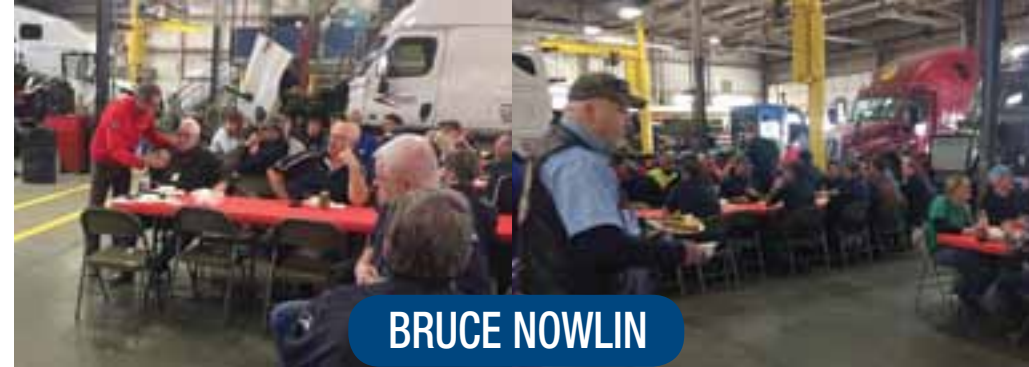
Aloys “Butch” Riebeling (St. Louis – Service Technician) was presented his 40 year award. Butch and his wife, Cheri, will celebrate their 45th Wedding Anniversary in August. They live in Columbia, Illinois. They have 2 children, Shelly and Bryan, and 4 grandchildren – Kaylee (19), Sydney (17), Emma (6) and Ian (4). Butch is a devoted Grandpa and spends lots of time with his grandkids. He loves to hunt, shoot, and collect coins and old paper money. He just may hold the most extensive collection of bank notes for the National Bank of Columbia of any out there. In their spare time, Butch and Cheri take their 1971 and 2003 Corvettes to car shows.



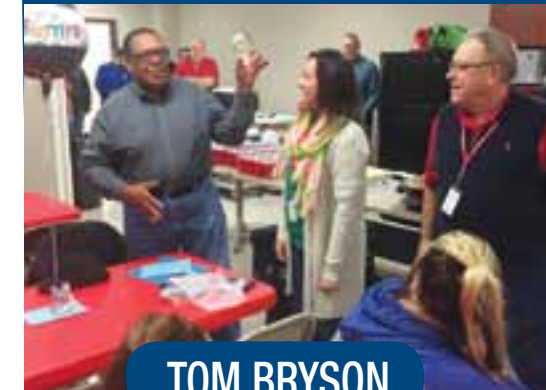
TCI NEW HIRES

Brandon Paskiet (South Bend - Parts Warehouse)
Charles Brackney (Morton – Service Tech)
John Flood (Effingham – Service Tech)
Paul Conlee (Troy – Service Tech)
Benjamin Springston (Corp - IT Field Technician)
Timothy Childers (Corp – IT Field Technician)
Michael Freeman (Troy – Service Tech)
Richard Roberts (Foristell – Apprentice Tech)
Austin Adermann (Springfield – Porter)
Shane Zobrist (Troy – Parts Driver)
David Floyd (Elkhart – Parts Counterperson)
Jeffery Toebben (Foristell – Service Tech)
Debra Rees (Springfield – Porter)
Nicholas Koshinski (Springfield – Service Foreman)
Austin Lahay (St. Louis – Porter)
Tanner Goatley (Foristell – Service Tech)
Jeremy Wandling (Foristell – Service Tech)
Joshua Mayer (Evansville – Intern)
Nicholas Alberternst (Foristell – Service Tech)
Valerie Murphy (Foristell – Invoicer)
Jennifer DeCoy (Effingham – Service Writer)

Adam Fuller (Morton – Service Foreman)
Tracy Von Rohr (Troy – Service Tech)
Charles Flexter (Springfield – Driver)
Gerald McCombs (Foristell – General Manager)
Valorie Blanchard (Foristell – Parts Counterperson)
Bess Pourchot (Troy – Housekeeper)
Kirk Brumley (St. Louis – Customer Service Rep)
Kennedy Lashbrook (Morton – Parts Driver)
James Meder (Foristell – Service Foreman)
Jacob Guy (Effingham – Service Tech)
Alex Capstick (Troy – Parts Driver)
Richard Almon (Evansville – Driver)
Dana Kucera (Foristell – Office Manager)
Kristen Hall (Foristell– Service Writer)
Michele Lane (Morton – Body Shop Writer)
Cole Usherwood (Springfield – Parts Driver)
Kenneth Heitzig (Foristell – Service Tech)
Stanley Hudson (Evansville – Parts Driver)
Matthew Sonnenschein (Foristell – Parts Driver)
Emily Hicks (Evansville – Receptionist)
Todd Pike (Effingham – Parts Driver)
Anton Duda (St. Louis – Service Tech)
Casey Ticken (Evansville – Body Shop Tech)
Max Bunton (Effingham – Driver)
Gaige Robinson (Springfield – Service Tech)
Kiris Kovarik (Troy – Housekeeper)
Glen Bergman (Troy – Facility Maintenance)
Wendell Baker (Evansville – Parts Driver)
Stanley Grossman (Evansville – Driver)
Donald DuBray (Foristell – Service Tech)
Georgette Parker (Foristell – Service Writer)
Tyler Mackey (Troy – Housekeeper)
Austin Bomhold (Morton – Detail Tech)



BRUCE NOWLIN



TOM BRYSON



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RANDY GALL



MIKE HOLGUIN



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MERITOR

8 EMERGING TRENDS SET TO CHANGE THE TRUCKING INDUSTRY

BY MICHELLE PETROFF



1

Driver Shortage

Driver shortage is not a new topic as it has been at the forefront of industry conversations for the past few years, but the shortage continues to increase in 2018 and beyond. A 2017 American Trucking Association report noted that the industry needs to hire almost 900,000 more drivers to meet rising demand. Without

professional drivers to move the freight, industry growth will throttle to a max capacity until the workforce can meet the demand. With logistics forecasted to continue to grow due to changing consumer behaviors, trucking companies are faced to intensely focus on training, recruitment and retention.

3

Electric and Clean Energy Alternatives

Between fully electric, hybrid electric, alternative fuels and cleaner

traditional fueled vehicles, the global push for clean energy alternatives is poised to continue to increase in coming years. The plethora of choices are often overwhelming for consumers but sales brand experts, such as the award-winning team at Truck Centers, Inc., can help customers identify the best fuel choice for their specific application and needs. Freightliner is one of the leading producers of clean transportation technology, making strides in both alternative fuel vehicles and in fuel economy improvements for conventional diesel engines. Using BlueTec Emissions Technology for heavy-duty vehicles and Selective Catalytic Reduction systems on medium-duty vehicles, Freightliner has made industry-leading increases in fuel economy in recent years.

Freightliner's alternative fuel options, including natural gas and hybrid electric, have had success in specific applications and uses and give customers the opportunity to experience the savings and sustainability provided by utilizing alternative fuel solutions. Fully electric vehicles are challenged by not having batteries with enough storage capacity to allow for the heavy loads of trucks to cover significant distance before requiring a recharge. It will be interesting to see how electric alternatives will catch on in the U.S. in the coming years since they currently have stronger inroads in Western Europe and China.



2

Changing Labor Force

By 2025, 75% of the U.S. workforce will be comprised of Millennials. With the industry-wide driver shortage, many companies are looking to Millennials to fill the void with targeted advertising and recruitment. Why aren't Millennials jumping at the opportunity to make up to six figures? While trucking does allow purpose-driven Millennials to be a part

of the world around them, make a difference and see the country, it is a challenge to compete with other careers that do not require extensive time away from home. Also, Millennials want to enjoy a work-life balance and the good life. The stringent requirements of holding a CDL license and limiting alcohol consumption, time away and a more isolated work environment are countercurrent to the data collected on what this generation desires.

4

Autonomous Vehicles

What once seemed like a crazed *Back to the Future* experiment, it is increasingly evident that automation is taking root in trucking. Daimler's self-driving truck was the first of its kind and now others such as Tesla and Uber also have autonomous vehicles in the works. In fact, Uber is now testing an autonomous truck delivery system in Arizona. First, a trucker collects the freight from a warehouse and drives to a hub near a highway. There, a trade-off takes place so a self-driving truck takes the goods to another hub near the delivery point. And lastly, another trucker collects the load and transports it to the final few miles to the recipient.



[PHOTO BY STEVEN MARTINEZ]

5

Emerging Technology

While the use of self-driving vehicles is still in the early phases, other aspects of automated technology have changed the way manufacturers, shippers and drivers do business. From Daimler's robotic assembly lines that turn raw materials into a complete Class 8 tractor by the end of a shift and warehousing fulfillment automation, technology is changing the landscape of several labor-intensive industries. Onboard diagnostics and proprietary programs such as Detroit's Virtual Technician™ are attempting to offset the technician shortage and costly downtime that driver's face when their truck does require a repair.

6

Capacity Crunch

We are experiencing a market with low truck supply and high freight demand. One of the reasons for this capacity crunch is the ongoing driver shortage. Year after year, drivers are retiring with fewer younger counterparts to take their place. The work is not for the faint of heart - it involves long hours, driving long distances, being away from family for long periods of time and a lot of personal sacrifice. Fewer drivers mean fewer trucks on the road to haul increasing freight. Fewer trucks means rates increase because of basic supply and demand.

On the dealer side of the industry, we are also facing a critical technician shortage. While technology has changed many aspects of the job, repairs still require people and skills to complete them. Our customers are more pressed than ever to reduce downtime due to the demands of shippers and drivers sitting idle, but we also have a similar capacity crunch on just how many trucks can physically be handled. Many of the nations top dealerships, such as Truck Centers, are not limited by parts inventory or bays, just manpower. As part of the Elite Support network, we are committed to maximizing customers' uptime and reducing waste during the repair process so we continually work to offset the limited supply of new technicians.



7

ELD Mandate

Another factor that is changing the industry and impacting capacity is increased government regulations like the electronic logging devices (ELD) mandate that came in December 2017. The ELD mandate essentially requires all motor carriers to install electronic devices in their trucks that automatically track drivers' hours of service. By law, drivers are only allowed to drive for 11 hours with a mandatory, continuous rest period of 10 hours each day. Prior to the mandate, most drivers kept manual logbooks to track their hours of service but some larger fleets did have ELDs. While many carriers have become compliant, some have been resistant because of the installation cost and resistance to automatic governmental tracking of their movements.

8 EMERGING TRENDS SET TO CHANGE THE TRUCKING INDUSTRY



8 E-Commerce Game Changer

Analysts predict that e-commerce and retailers like Amazon will control 17% of the broader retail market within five years and over 20% in 10 years. E-commerce moves faster than traditional retail stores and has a refined, lean supply chain that allows for rapid fulfillment, same day delivery or next day delivery as consumers continue to demand products faster. Amazon is building a \$2 Billion airfreight and parcel hub in Cincinnati and is rumored to be building their own fleet of tractors and intermodal trains so they are changing the face of logistics in the 21st century.

Additionally, enter the hot button topic of last mile logistics. In actuality, the last mile delivery can range from a few blocks to 100 miles but it is the use of parcel or small package carriers to deliver products to the end consumer. While companies such as Amazon may be internalizing the entire supply chain and delivery process, others will only demand vendors to match the last mile demand to deliver products faster and cost effectively. Not only may we see smaller delivery vehicles utilized, but some also wonder about automated delivery or drones having a place in last mile delivery.



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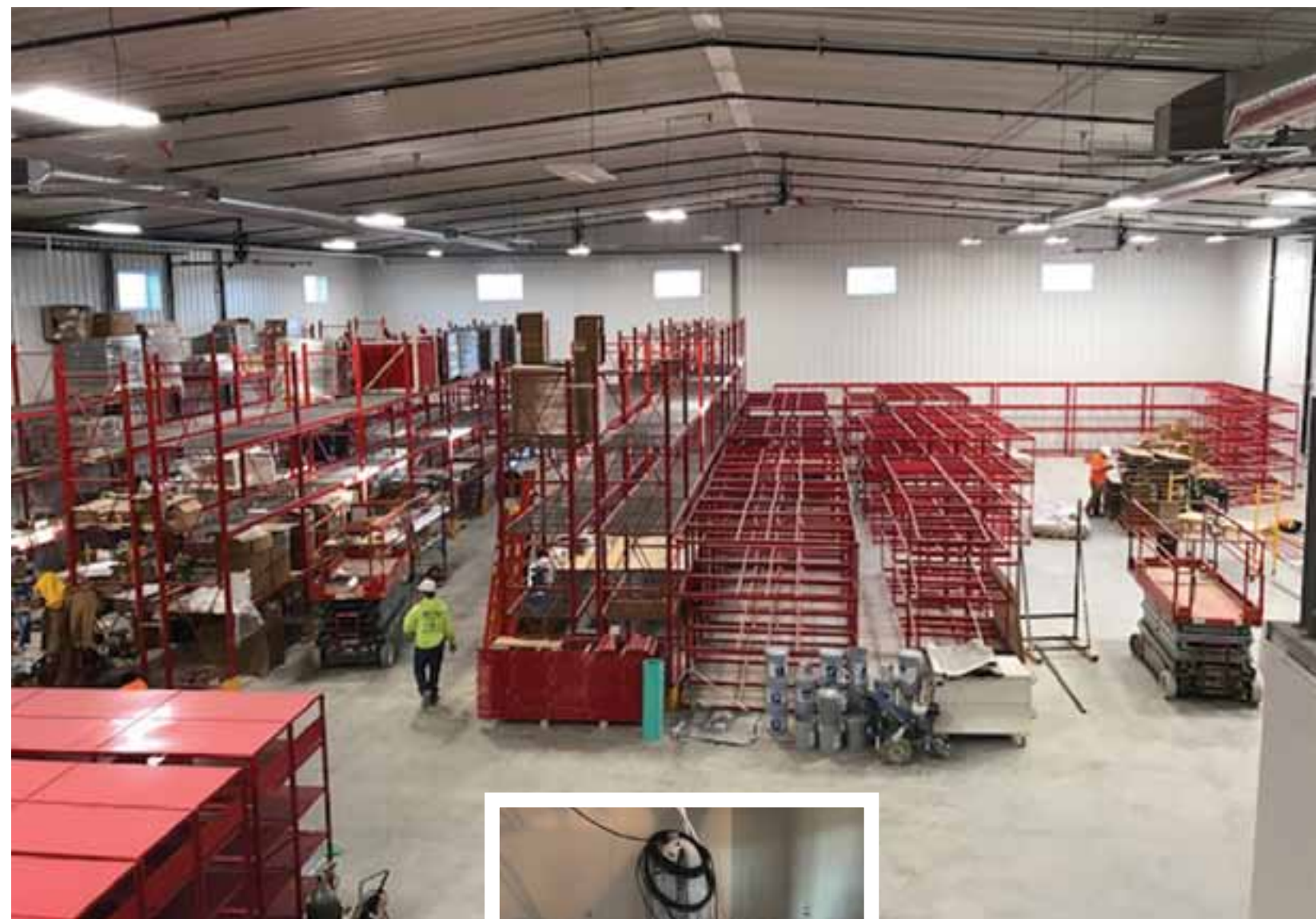
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FORISTELL



After a chilly Spring, construction continues to progress in Foristell. Here are a few photos from along the way. We are anticipating our move the first week of June so stay tuned to our social media if you utilize our St. Peters, Mo., location. The Foristell dealership will host their grand opening on June 14th. The new location is on the North Service Road between exits 200 and 203 on I-70. **720 North Service Road, Foristell, MO 63348**





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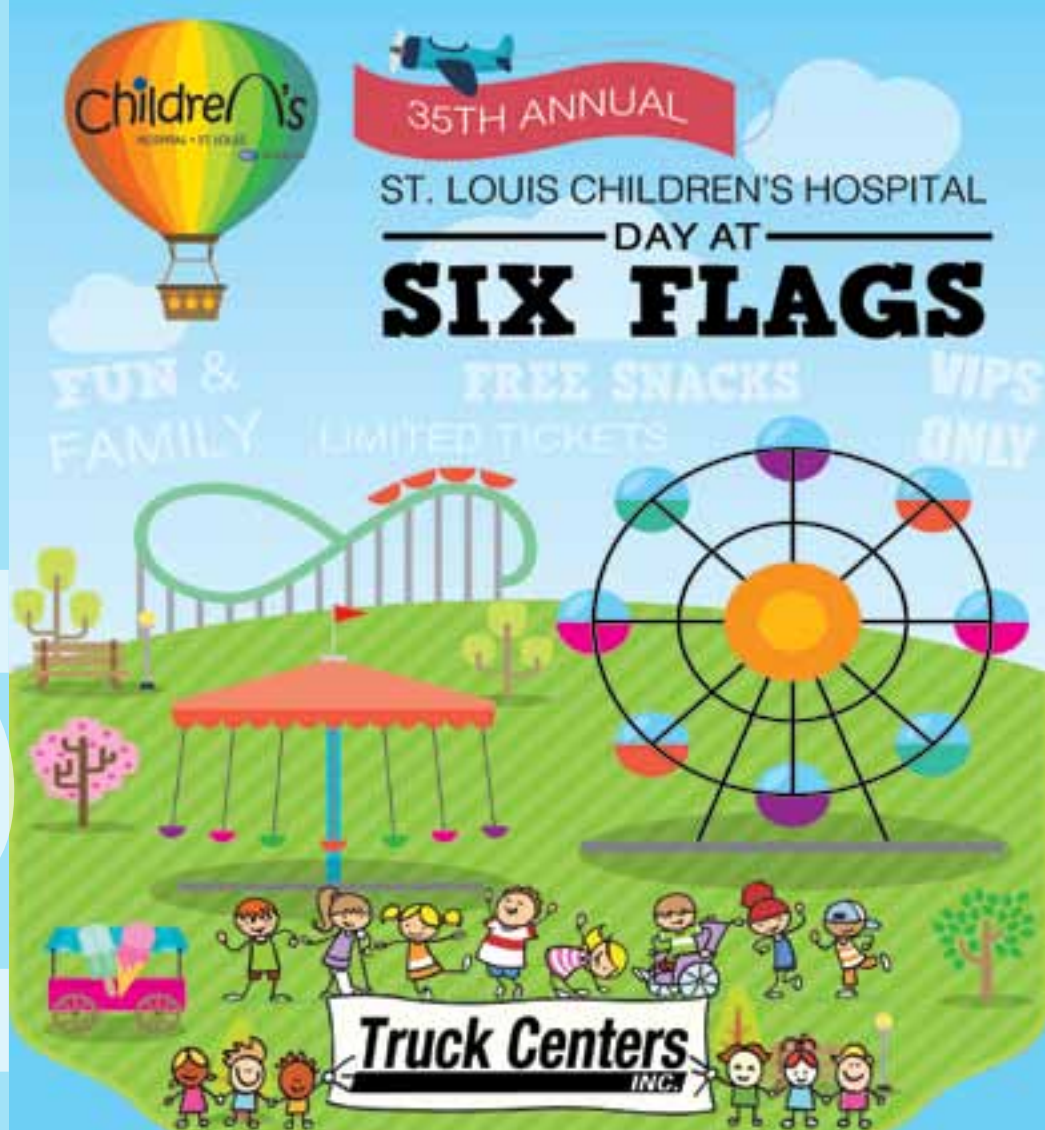





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GIVING BACK

Here at Truck Centers, we take great pride in giving back to our local communities and those we serve. Two of our longtime partnerships include the Gene Slay's Girls and Boys Club of St. Louis and the various children's hospitals in the area including St. Louis Children's Hospital. We are once again honored to sponsor two of their upcoming events – the GSGBC Golf Classic and SLCH Day at Six Flags.


DONOR SPOTLIGHT 2018
TRUCK CENTERS, INC.

Truck Centers, Inc. has been extremely generous supporters of the Gene Slay's Girls & Boys Club for more than a decade. Truck Centers, Inc. is headquartered in the Metro East (Troy, Ill.) and is a family-owned dealer group providing a full array of Freightliner/Western Star products and service to the heavy-truck industry including truck sales, parts, service, body shop and training. For 48 years, strong relationships with their customers, team members, manufacturers and the communities that they serve have forged them into the premier organization and industry leader that they are today. The TCI team has grown from a single dealership and 15 employees in 1970 into a network of 650+ individuals working at 10 full-service dealerships and two auxiliary locations across Illinois, Missouri and Indiana. They have fostered a strong culture of being good partners and stewards in the communities that they serve.

Last year, they were Tournament Sponsors at the Silver Anniversary Golf Classic and Citizenship Level members of the Pillar Society, representing businesses and individuals who invest more than \$25,000 in the youth of GSGBC annually. They also made a significant investment in updating GSGBC's infrastructure. Thanks to everyone at Truck Centers, Inc. for their ardent support of our mission and kids!

210 youth demonstrated increased capacity for self-expression and artistic comfort, while developing teamwork, interpersonal skills, and appreciation for other cultures

3.5 The 7th and 8th grade basketball team scored big at school and on the court in 2017 with a combined GPA of 3.5 en route to a 13-0 championship season.



Earlier this year, the Elkhart area was particularly hard hit by flooding. The area near Beardsley Elementary was severely impacted and our Elkhart team reached out to Elkhart Community Schools to adopt a family that needed help.

A school social worker put us in touch with the Banks family. Their home suffered extensive damage in the flood and they had to relocate to stay with relatives. They returned home in spite of still having water in the basement. The furnace, water heater, washer and dryer were all in the basement and needed replaced. The mother babysits from their home, so their family income is reduced until repairs are made. They also lost all of their perishable food.

Generous contributions of cash and household goods from the entire TCI network and a corporate match raised \$7,182.00 for this family of three. They were so grateful for the support and said this was life changing for them. Thanks to all who helped this family in their time of need!



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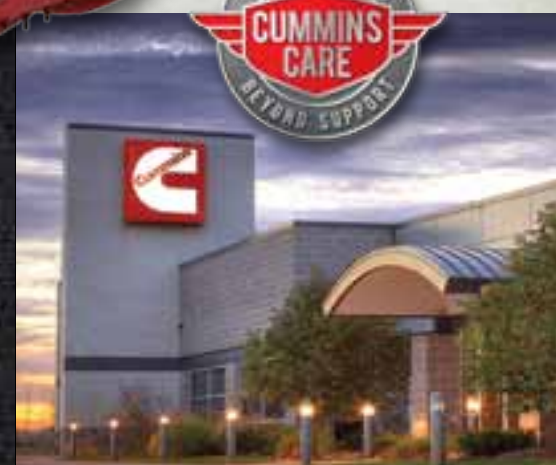
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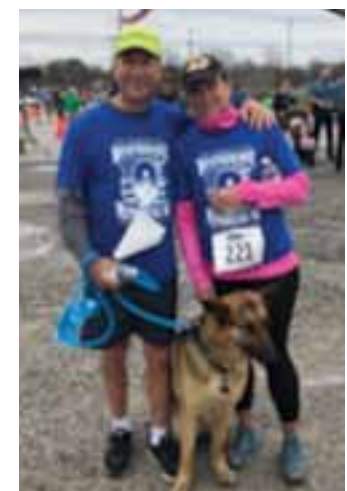
Cummins is reinventing the heavy-duty engine category with two unique X15 engines for 2017. The X15 Efficiency Series has the highest compression ratio in the industry, for unmatched fuel efficiency and responsiveness, delivering up to 1850 lb-ft of torque starting at 1000 rpm. The X15 Performance Series delivers unprecedented power, with up to 605 hp and 2050 lb-ft peak torque. Plus, every X15 engine comes with over-the-air calibration capability, a Single Module™ aftertreatment system, the most powerful engine brake in the industry and extended service intervals, for maximum uptime. Two X15 engines. Zero compromises. Learn more at cumminsengines.com.



THE LATEST EVENTS INSIDE

6TH ANNUAL TROOPER KYLE DEATHERAGE MEMORIAL 5K

Several TCI team members participated in the 6th Annual Trooper Kyle Deatherage Memorial 5k. Kyle worked at TCI-Troy prior to becoming an Illinois State Trooper and he was tragically killed in the line of duty in 2012. Corey Knebel finished 4th overall and 1st in his age group. Lynn Kohlbrecher also finished 1st in her age group and Irene Molinar finished 3rd in her age group. Congrats to everyone who participated and finished!



TRUCK CENTERS INC SUPPORTS THE ILLINOIS TRUCK FOUNDATION TEENS, TRUCKS, AND TRAFFIC

Each year a group of TCI employees volunteer in the No-Zone training sessions for Teens, Trucks, and Traffic event to show students the blind spots around commercial motor vehicles. All of the students have an opportunity to sit in the big trucks and see firsthand how cars and motorcycles are often difficult to see to the truck driver. We teach the students how to share the road safely with trucks, other cars, and motorcycles. It is a hands on and eye opening experience these teens will never forget!



MID-WEST TRUCKERS SHOW

TCI once again had a great setup at the Mid-West Truckers Show in Peoria. Thanks to all of the team members who helped make it possible and for all of the customers and visitors who stopped by.



INSIDE TCI EVENTS >>



MTV COOKOUT CARDINALS OPENING DAY



CAREER JOB FAIR

Steve Spihlman (Corp Service Director) and Jennifer Price (Corp HR Manager) educate Juniors and Seniors about our industry at the Career Job Fair in Jerseyville, Ill., on March 22nd.



THE DIESEL PROGRAM

The Diesel Program at the Southern Indiana Career & Technical Center won the award for "Best Program for Education" at the Leadership Evansville Celebration. Jim Buente, the program director, is pictured with three members of the TCI-Evansville team - Makayla Saalweachter (Service Writer), Ryan Siebert (Service Manager) and Buddy Shires (Regional GM). Makayla was the second female to ever graduate from the program and Ryan is on the Board of the program with representatives from Navistar, CAT and Cummins. Founded in 1976 by a group of future-thinking local leaders, Leadership Evansville gives annual awards to individuals, programs or projects, and business or organizations that make a difference in the community.



GENERAL MANAGER, GERALD MCCOMBS

We are proud to announce our newest General Manager, Gerald McCombs. Gerald is a respected industry veteran who relocated to Missouri after working for Stoops Freightliner in Indiana for 14 years. Gerald started in February and will be the GM of our new Foristell, Mo., dealership that is set to open in early June.



EFFINGHAM 1-YEAR ANNIVERSARY

Just as our Foristell location is finishing completion, our Effingham dealership celebrated their first anniversary on April 11th. Congratulations to the entire Effingham team on their anniversary and thanks to everyone for making the first year a success!



BENDIX AIR DISC BRAKE TRAINING

The week of February 19th, Bendix and TCI hosted customer tech nights at various locations along with Fleet Training at Nussbaum. Ed Gresky from Bendix spoke on various topics relating to basic air disc brake training and diagnostics to the 100+ customers in attendance.

MERITOR ABS TRAINING

The week of March 26th, Meritor and TCI hosted ABS/Advanced ABS customer tech training at our Morton, Troy, St. Louis and Effingham stores along with Fleet Training at Nussbaum and Gilster. Meritor's Eric Iott focused on ABS, Advanced OPS systems on truck including OnGuard and OnLane systems. Over 270 customers and TCI team members attended this session.

STEMCO WHEEL END/ BRAKE TRAINING

Stemco and TCI hosted a Wheel End/Brake seminar at our Evansville location on March 28th. Patrick Boland focused on foundation basics, brake balance, ASA, trouble shooting and inspection. Over 75 customers and TCI team members attended the event.

TCI TRAIN TO SELL (T2S) EVENT MARCH 15TH

TCI held its first Outside Parts Sales (OPS) training for 2018 on March 15th in Troy. All of our OPS and several counter people participated in this product training. Vendors showcased new product technologies and reviewed their product line. Participating vendors included: Alliance Clutch (IAT), Alliance Fan Clutch (Kit Master), Alliance Radiator and CAC (Spectra), SAF Holland, Haldex, Meritor, New Life, Shur-Co, Hendrickson and Minimizer.

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We wanted to give our team a chance to share what makes them proud. Here are some of those things...



Corey Knebel (Troy Body Shop Tech) recently ran his first marathon, the 6th Annual Trooper Kyle Deatherage Memorial 5k, and finished first in his age group (men 30-39) and 4th overall. Kyle was previously a TCI employee before he became an Illinois State Trooper and was killed in the line of duty in 2012. Corey said, "That has to be one of the hardest things I've ever done physically and mentally!" Well done, Corey!



Sara Tomaszewski (Corporate A/P) her husband and son Ethan happily welcomed Logan Cole on March 29th at 7:52 am. He was 8 lbs. 7 oz. 20.5 inches long. Congratulations!



Justin Hopkins (Corporate VP of Sales) better up his hockey game. Check out Justin Hopkins II on the ice!



Ken Abbadusky (Morton Mobile Tech) is the proud grandpa to his new granddaughter, Elliot Grace. Congrats Ken!



Brian Schmidt (Corporate IT) and Crystal are very proud of their little angel, Pearl. :) She just celebrated her first birthday on April 20th.

TCI TEAM

Jim Pennington (St. Louis General Manager) and his wife, Margi, completed the Go St. Louis half marathon. This was Jim's first race before the big 5-0 and hopefully not his last. Margi finished ahead of him and cheered him to the finish line. Way to go!



Debbie Harper (Corporate A/R Manager) received an award from St. Louis Credit Association for her contributions to the Credit profession, employees and NACM as a speaker, presenter and mentor. Congratulations Debbie! We are so proud to have you on our team!



Dave Stolle (Foristell Customer Support Manager) has two bits of exciting news. He is now a first-time grandpa as his daughter, Julie, gave birth to a precious baby girl, Sadie Elizabeth, on April 10th. And son, Jacob, graduated from Army Basic Training in Ft. Benning, Ga., on April 19th. Congrats Dave and thank you, Jacob, for your service!



Jeff Clayton (Evansville Parts Counter) made this moon shaped crib for his first granddaughter, Denver, born in January 2018. Very impressive Jeff!



Katie Hopkins (Corporate Executive VP) is proud of her furbaby, Chief. Chief passed the AKC "Good Citizen" certification and became a certified therapy support dog. (He is the ferocious looking fella on the right.)

Joey Talbert (Mt. Vernon Parts Delivery) is a proud dog parent to Piper. She is an adorable Lab/Great Pyrenees mix.



TJ Moore (Troy - Service Invoicer) Phoebe is now 2.5 years seizure-free. She is talking more each day and doctors said she would never talk. She is doing great in school and has been officially released by the neurologist and neurosurgeon. My son, Hayden, made the Edwardsville High School baseball team and is having a great year as the starting centerfielder and lead-off batter. Evan made the honor roll all 4 quarters this year and we are proud of him.





WESTERN STAR

**TWO TCI SALES
EXECUTIVES
AMONGST 2017
WESTERN STAR
STAR
PERFORMERS**

Western Star Trucks announced the winners of the 2017 STAR Performer Program. This program recognizes and rewards the top-selling sales professionals at Western Star dealerships in the United States and Canada.

In order to qualify for the program, individuals must have been 2017 Western Star CSC certified and must have sold 20 or more Western Stars in 2017. We are proud of our two Star Performer Achievers for 2017 – **Greg Bonnett** (TCI-Foristell) and **Ron Donze** (TCI-Troy). Well done, gentlemen!

**THE LOADS
ARE STILL BIG.
THE COLLARS
NOT SO MUCH.**



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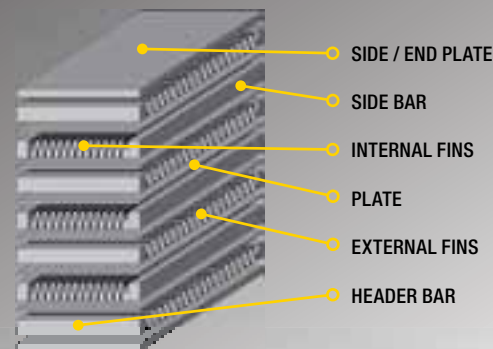
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ABP N09 4401 3504	NAVISTAR 4800	\$578.35
ABP N09 4401 3508	NAVISTAR 3700	\$683.95
ABP N09 4401 4705	FREIGHTLINER CASCADIA	\$708.50

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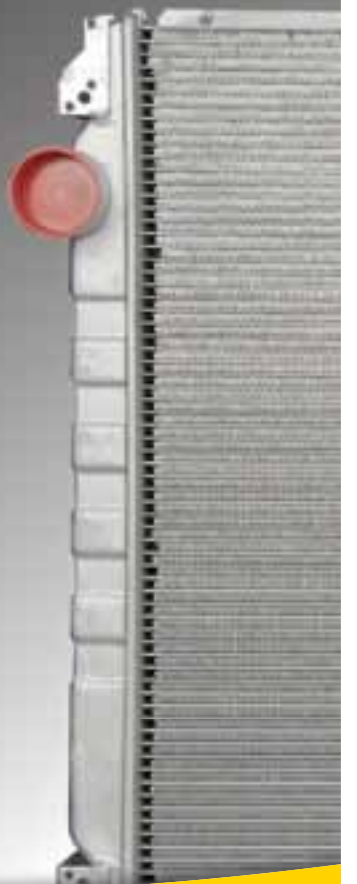
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ABP N20 2001 1712	FREIGHTLINER CORONADO	\$796.72
ABP N20 2001 1723	FREIGHTLINER CASCADIA	\$653.00
ABP N20 2001 1725	FREIGHTLINER CASCADIA	\$637.26

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Effingham IL 62401
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Mt. Vernon, IL 62864
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(800) 786-2545

Morton, IL
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Morton, IL 61550
(309) 263-4240
(800) 397-4292

Hudson, IL
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Hudson, IL 61748
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St. Louis, MO 63147
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Foristell, MO
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d/b/a Hill Truck Sales**
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(574) 262-3441
(800) 686-7364

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(574) 289-4065
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EXPRESS 2000

Express 2000, Inc. is a provider of freight service and distribution solutions to a wide variety of companies and industries. Based in Bridgeton, Mo., Express 2000 offers less than truck load (LTL) services throughout the central portion of the United States and to all points in Canada utilizing its own equipment, infrastructure and exclusive partners.

Express 2000, Inc. has the power to perform and the people to make the difference. It is the way they have done business since 1996 and they take great pride in giving customers the best transportation solutions possible. The Express 2000 team takes great pride in delivering reliable on-time shipping with less than 1% of claims on overall sales of \$11M and growing.

Owner Chuck Quigle is a proud customer of TCI-St. Peters. With a fleet of 37 power units, 31 of which are Freightliners, we are thankful Chuck and his team continue to rely on the DTNA and TCI network as a valued partner in his business.

“Don Smith with Truck Centers, Inc. goes above and beyond researching and finding us the best trucks out there so we can, in turn, keep America moving,” said Quigle. “From start to finish, Truck Centers has been and will continue to be our go-to for our price-driven market for tractors that we purchase.”

To learn more about Express 2000, Inc. visit their website at www.express-2000.com

EXPRESS 2000

 A screenshot of the Express 2000 website. At the top, there's a banner with a city skyline and the slogan "The Power To Perform". Below this, a navigation menu lists: Home, LTL Service, Truckload - Volume LTL, and Warehouse Services. A prominent text box says: "To schedule a pickup call us at 888-202-5886 or email at: dispatch@express-2000.com". The main content area features a map of the United States with a focus on the central region. Two callout boxes on the map provide phone numbers: "CENTRAL DISPATCH 888.202.5886" and "MOBILE 888.520.3727". Below the map, there are lists of "Terminal Locations" (Colorado, Illinois, Indiana, Kansas, Missouri, Nebraska, Oklahoma, Texas, Wisconsin) and "Service Centers" (Missouri, St. Louis, Springfield, Kansas City). A footer bar contains the text: "Now, one call can handle all of your shipping needs; local, regional, or LTL going across the country."

EMPLOYEE APPRECIATION



TROY EMPLOYEE APPRECIATION LUNCH



MORTON EMPLOYEE APPRECIATION LUNCH



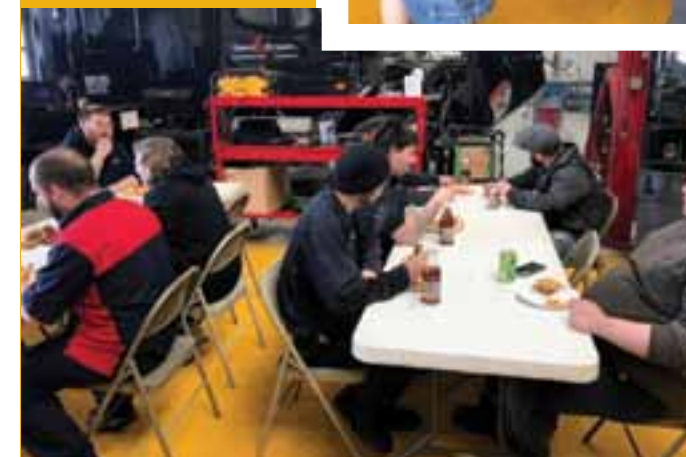
MOUNT
VERNON
EMPLOYEE
APPRECIATION
LUNCH



ST PETERS EMPLOYEE APPRECIATION LUNCH



SPRINGFIELD
EMPLOYEE
APPRECIATION
LUNCH



Employees at Springfield enjoyed not just lunch but started the day with Mel-O-Crème doughnuts for everyone. Parts enjoyed Head West Subs and Service grilled burgers and brats! Sales enjoyed a little of both. The sub was enough to feed 10 people remarked Dave Dillion in parts. Patties were made with wonderful seasonings and Melvin and crew gilled those up.

Not only did our employees get treated but we were fortunate enough to have a waiter in Service to share the grub!!

Jeremy Williams is making plans for future events to possibly include a Fish Fry either at the store or at Lake Springfield. That would give opportunity for some fishing and allow the kids to play on swings and slides.

PHILIPS

WE MAKE PRODUCTS THAT MAKE A DIFFERENCE*

3-IN-1 ELECTRICAL & AIR ASSEMBLIES



- All**
- Spiral wrapped for a clean and organized look
 - Includes hanging clamp and stainless steel clip for easy installation (P/N: 5-5018)
 - Outstanding kink and abrasion resistance

Electrical ABS & NON ABS

- Spring-wrapped compression contact pins*
- Chemical and abrasion resistant
- The QCMS2™ has a tight STA DRY® seal that locks out road contaminants, completely stopping the devastating effects of corrosion
- QCP™ cartridge is field replaceable in under two minutes
- WEATHER-TITE™ seal blocks all contaminants from entering the electrical system
- The M7, or Molded Z-way electrical assembly, features plugs that are unbreakable and completely molded to the electrical cable to combat against the devastating effects of corrosion

Air Rubber Air Lines

- Large red and blue handle grips for easy coupling/uncoupling and hose support
- Trailer end includes swivel fitting for easy installation
- Provides excellent abrasion resistance and resists cracking, kinking and weathering
- Rubber air lines are color coded red and blue to denote emergency and service*

*With exception to all M7 assemblies

PLUGS



QCMS2™ Connects to QC32™



QCP™ (Quick-Change Plug)



WEATHER-TITE™ PERMAPLUG™



M7 (Molded Z-Way)



Zinc Die-Cast Plug

ABS ELECTRAFLEX™ 1/8, 2/10 & 4/12 gal.

(1) QCMS2™ and (1) QCP™ (Quick-Change Plug)

30-2155	12', ABS with (1) QCMS2™ and (1) QCP™, rubber air lines
30-2175	15', ABS with (1) QCMS2™ and (1) QCP™, rubber air lines
30-2195	20', ABS with (1) QCMS2™ and (1) QCP™, rubber air lines

QCP™ (Quick-Change Plug)

30-2154	12', ABS with QCP™, rubber air lines
30-2174	15', ABS with QCP™, rubber air lines
30-2194	20', ABS with QCP™, rubber air lines

WEATHER-TITE™ PERMAPLUGS™

30-2150	12', ABS with WEATHER-TITE™ PERMAPLUGS™, rubber air lines
30-2170	15', ABS with WEATHER-TITE™ PERMAPLUGS™, rubber air lines
30-2190	20', ABS with WEATHER-TITE™ PERMAPLUGS™, rubber air lines

Zinc Die-Cast Plugs

30-2151	12', ABS with zinc die-cast plugs, rubber air lines
30-2171	15', ABS with zinc die-cast plugs, rubber air lines
30-2191	20', ABS with zinc die-cast plugs, rubber air lines

ABS 1/8, 2/10 & 4/12 gal.

M7 (Molded Z-Way) Plugs

30-1157	12', ABS with M7 plugs, black rubber air lines	NEW
30-1177	15', ABS with M7 plugs, black rubber air lines	NEW

NON-ABS DURAFLEX™ 1/10 & 6/12 gal.

Zinc Die-Cast Plugs

22-2151	12', NON-ABS with zinc die-cast plugs, rubber air lines
22-2171	15', NON-ABS with zinc die-cast plugs, rubber air lines

For new and innovative products, visit www.phillipsind.com

12070 Burke Street, Santa Fe Springs, CA 90670
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PHILIPS

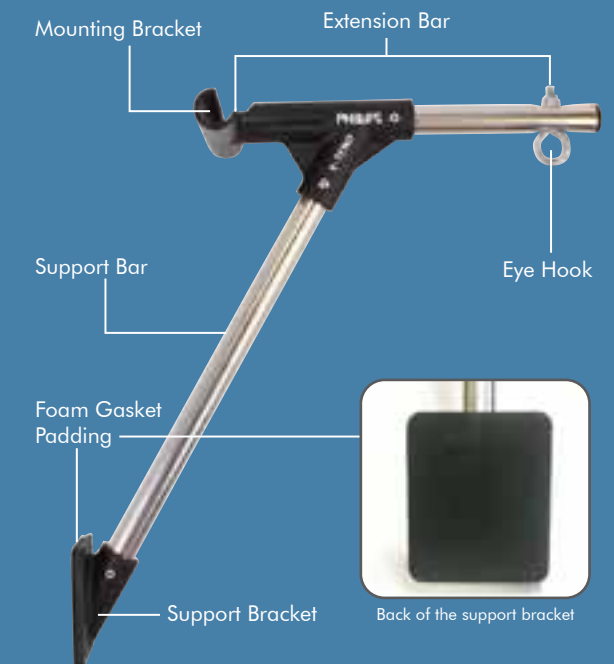
KEEPS CABLES AT ARM'S LENGTH

X-TEND™

BY PHILLIPS

PREVENTS SCUFFS AND MARRING ON THE BACK OF THE CAB BY EXTENDING THE CABLES OUT AND AWAY FROM THE BACK OF THE TRACTOR.

- Extends the tracker spring kit and cables out an additional 8 inches from the tracker bar, with a total of 12 inches away from the back of the cab!
- Non-corrosive nylon mounting bracket works with tracker bars with a 3/4" diameter
- Metal tubing and eye hook are made of stainless steel for durability and corrosion resistance
- Non-corrosive nylon support bracket rests up against the back of the cab, eliminating the need for installation hardware
- Soft cushion of foam gasket padding on the back of the nylon support bracket prevents damage to the back of the cab



17-3000 X-TEND™ tracker bar extension



Can be used on tractors with a solid metal back or windows with a metal frame down the center of the back of the cab. NOT for use with tractors that have solid, one-piece back windows.

WE MAKE PRODUCTS THAT MAKE A DIFFERENCE®

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PHILIPS

(LXTEND-ENG) REV0 1/8/18

USED TRUCK SPECIALS & NEW TRUCK DEALS

2015 FREIGHTLINER CA125 EVOLUTION

Detroit DD15, 455
HP, DT12 Auto, 72"
Dbl. Bunk, 538K
Miles, Espar Heater,
Stk #173838



2015 FREIGHTLINER CA125 EVOLUTION

DD15, 455 HP,
DT12 Auto, Fridge,
Shore Pwr., Opti
Idle, Espar Htr,
OEM Warranty, Stk
#184628



2015 FREIGHTLINER CA125 EVOLUTION

DD15, 455 HP,
DT12 Auto,
Espar Htr., EW4
Warranty, Fridge/
TV/Micro, 6X2,
Stk #177757



2012 FREIGHTLINER CASCADIA 125

DD15, 455 HP,
10 Spd, Air Ride,
All Alum. Wheels,
228" WB,
697K Miles,
Stk #B90943



2013 FREIGHTLINER CA125 CASCADIA

Detroit DD15, 455
HP, 10 Spd, 72"
RR, 414K Miles,
Warranty Included!
On-Guard! Stk
#269113



2014 FREIGHTLINER CA125 CASCADIA

DD15, 455 HP,
DT12, Park Smart
APU, Deer Guard,
OEM Wrty. EW4 to
500K, Stk #247122



2015 WESTERN STAR 4900SA

Detroit DD13, 450
HP, 10 Spd, Dual
Stacks, 211"
WB, 589K Miles,
Stk #251641



2014 PETERBILT 579

Cummins ISX, 450
HP, Ultrashift+,
Fridge/Microwave/
TV, Espar Htr, Head
Rack, 6X2, Stk
#271091

2019 FREIGHTLINER NEW CASCADIA 126

Detroit DD13, 470 HP, 10 Spd,
72" MRXT, Aluminum Wheels,
221" WB, Stk #270582



2019 FREIGHTLINER M2 106

Cummins ISL, 350 HP, Allison
Automatic, TufTrac Susp.,
16' Bibeau Dump Body,
Stk #270460



2019 FREIGHTLINER NEW CASCADIA 126

Detroit DD13, 450 HP, 10 Spd,
Alum. Wheels, 200" WB,
Stk #270580



2019 FREIGHTLINER 122SD

DD13, 470 HP, 10 Spd, Air Ride
Suspension, Aluminum Wheels,
225" WB, Stk #270561



2019 FREIGHTLINER CA125 CASCADIA

Detroit DD13, 450 HP, 10 Spd, Air Ride,
Alum/Steel Wheels, 182" WB, Stk #270564

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Right Weigh Load Scales



EXTERIOR MECHANICAL LOAD SCALE 310 SERIES

Our exterior mechanical load scales are ideal for those that simply want to monitor and maintain legal weights. The exterior mechanical scales are easy to install and calibrate, and can be mounted on either a truck or trailer. Specific models are available for single, tandem and triple axle configurations. The 310 Series, the larger 3 1/2 inch gauge comes mounted in a custom, weather resistant enclosure with a push-pull valve to bleed the pressure out of the gauge when it is not in use. Liquid filled gauges contain silicon that prevent corrosion and absorbs vibration and pressure spikes, even in extreme weather conditions. These liquid filled scales are ideal for flush and fully exposed exterior mounting.

310-54-RK \$199.95



INTERIOR MECHANICAL LOAD SCALES 510 SERIES

Our interior mechanical scales are designed for mounting in the truck dash panel, inside the cab. The gauge will fit any standard 2 1/16 inch gauge hole. This scale can monitor air suspension single or tandem axle groups monitored by one height control valve, commonly a tractor's tandem drives. For dedicated tractor and trailer, a second interior load scale can be used to determine the weight of the trailer tandems using a quick connect between the tractor and trailer. For a drive axle with two height control valves, a supplementary valve called the dual height control valve is necessary for connection. Each interior dash scale comes with a 7-color LED black light.

510-46-RKC \$99.95



www.truckcentersinc.com



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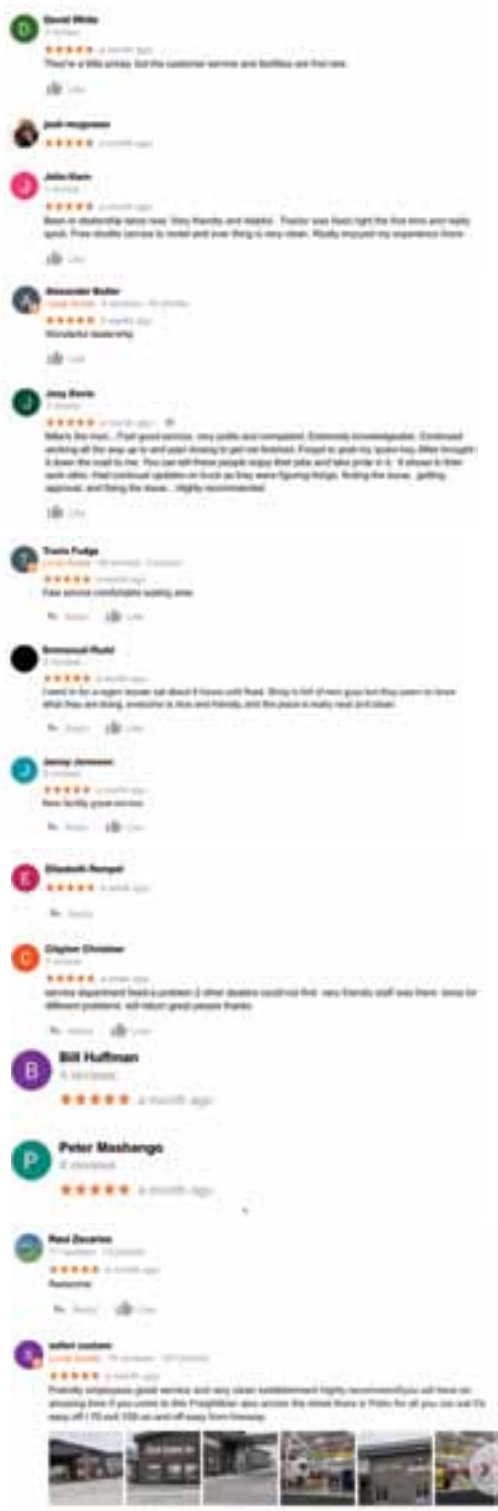
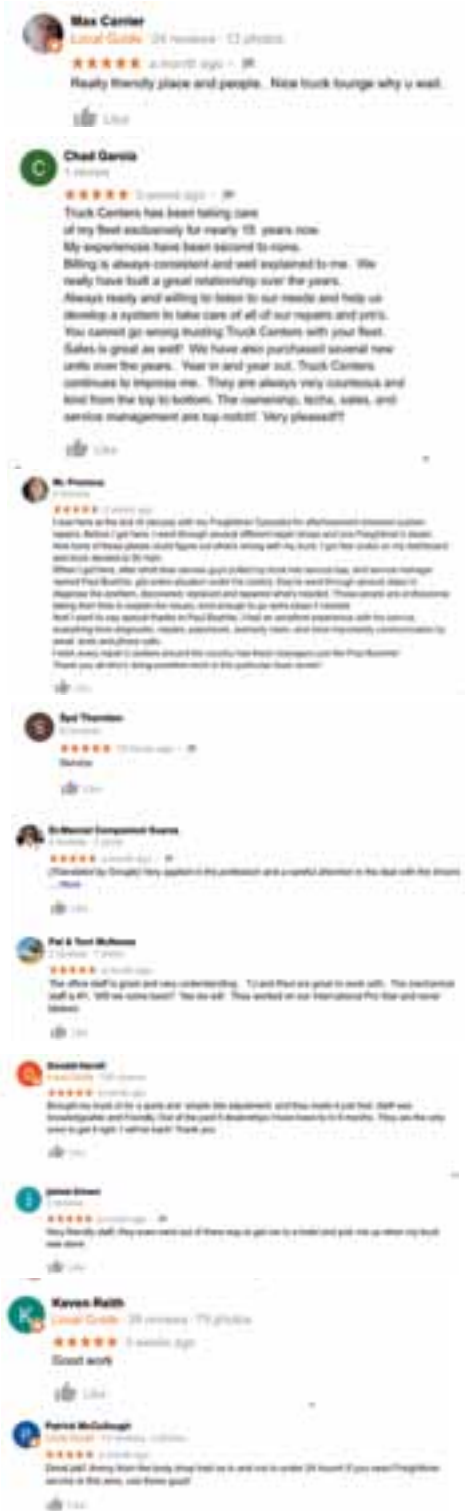
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STRIVE FOR 5

THANK YOU TO ALL OF OUR CUSTOMERS WHO TAKE THE TIME TO LEAVE US VALUABLE FEEDBACK AND JOB WELL DONE FOR OUR TEAM MEMBERS WHO DELIVER 5-STAR CUSTOMER SERVICE AND MAKE TCI SHINE!



WHEREVER YOU ARE

IS WHERE WE CAN BE 24/7

24/7 MOBILE REPAIR SERVICE

13 ROADSIDE REPAIR LOCATIONS

THE SAME FAST, FRIENDLY SERVICE THAT YOU EXPECT FROM TRUCK CENTERS, INC. BUT MOBILE!

- Roadside Repair Service
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- Morton** (309) 263-4240
- Effingham** (217) 342-3300
- Mt. Vernon** (618) 244-2545
- Springfield** (217) 525-1280
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- Evansville** (812) 868-2700
- Foristell** (636) 978-387
- St. Louis** (314) 381-3800

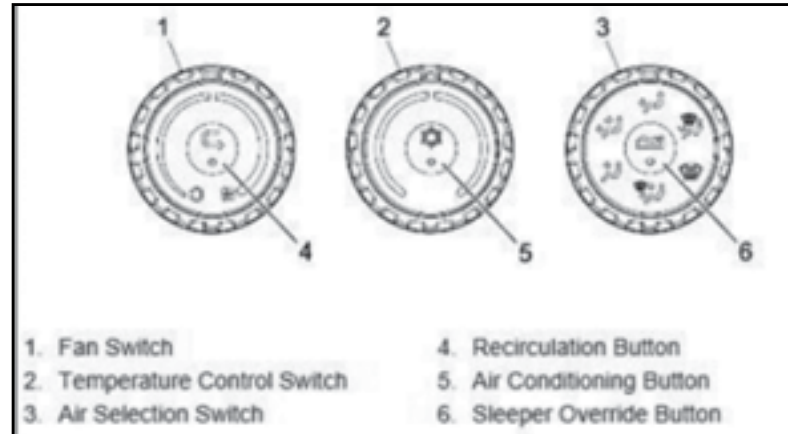


TRUCKCENTERSINC.COM

ASK THE TRAINER: UNIQUE FEATURES ON THE NEW CASCADIA

CAB CLIMATE CONTROLS

The standard cab climate controls include a fan switch with a recirculation button, temperature control switch with an A/C button and an air selection switch with a bunk override button.



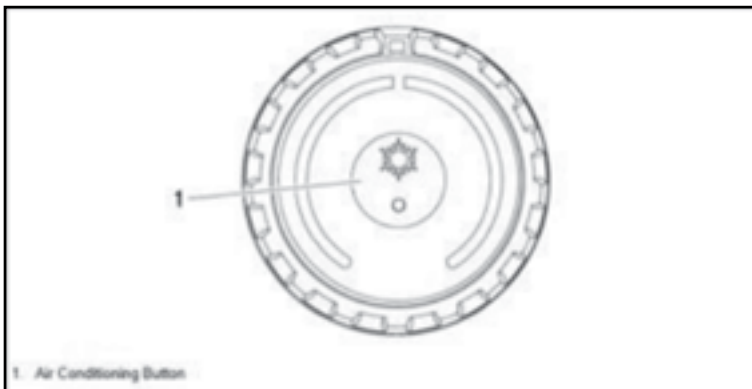
AIR CONDITIONING BUTTON

The air conditioner cools and dehumidifies the air inside the cab. Press the A/C button to turn the air conditioner on and off.

The A/C has three modes:

- Off
- Economy (ECO) - green LED
- Full A/C (maximum cooling) - blue LED

The ECO mode does not cool the air temperature as low as the full A/C mode and can provide fuel savings. When using the climate control in Full A/C mode, after 45 minutes the system will automatically switch to ECO mode to improve fuel economy. Full A/C can be reset by pushing the A/C button again.



LOW AIR PRESSURE WARNING SYSTEM

WARNING BUZZER SOUNDS

The warning buzzer only sounds when the park brake is released, that way the buzzer does not become an annoyance. Also, the brake lights will be on solid when the ignition switch is on with low air pressure.

New Cascadia vehicles were built with a DD engine shutdown feature after 45 minutes of idling, even when the idle shutdown is disabled.

SYMPTOM:

The DD engine will shutdown after 45 minutes of idling, even with the "Idle Shutdown" parameter disabled.

ISSUE:

There is a new feature on all of the New Cascadia vehicles, it is called "Inactive Idle Shutdown" and is present for fuel economy reasons. The feature will shutdown the engine after 45 minutes of idling even if the "Idle Shutdown" parameter is disabled.

SOLUTION:

To disable this feature, the Common Powertrain Controller (CPC) Parameter: PG360 - Enable Inactive Shutdown - needs to be changed to "Disabled". All of the New Cascadia vehicles will come from the factory with this parameter "Enabled".

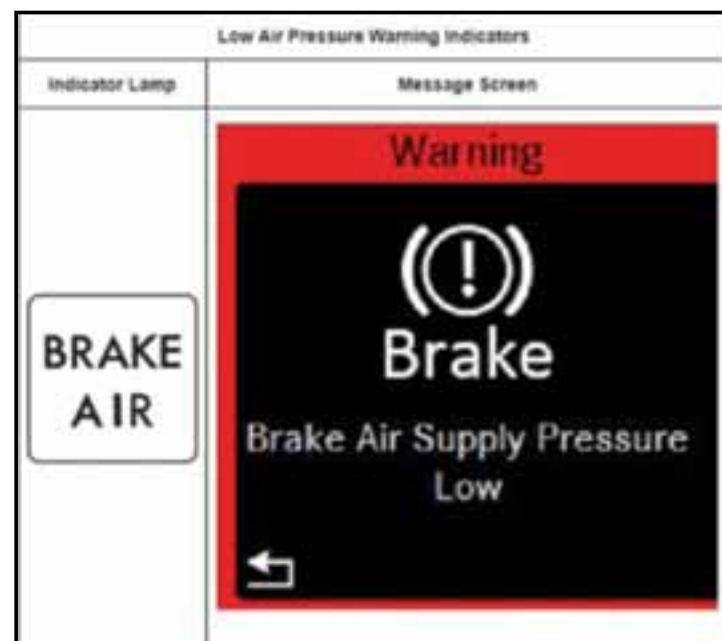
John "Buster" Lamke
Certified Dealer Trainer
Truck Centers, Inc.

When the air pressure is low (below about 70psi) and the park brake is set:

- ICU displays Red Alert Screen - Brake Air Supply Pressure Low
- ICU telltale on "Brake Air"

When the air pressure is low (below about 70psi) and the park brake is released:

- ICU displays Red Alert Screen - Brake Air Supply Pressure Low
- ICU telltale on "Brake Air"



TRAINING CENTER



Truck Centers, Inc. proudly boasts the industry's premier dealer-owned Daimler Trucks of North America Training Center. Four award-winning, fully-certified instructors lead all classes and certification training for Truck Centers technicians as well as teams from other dealerships and customer fleets. The 24,000 sq. ft. facility was constructed in 2000 on the Troy campus and contains 4 state-of-the-art classrooms, high-tech computer lab, 4 hands-on classrooms, shop training facility, conference rooms and a dining hall. In addition to offering scheduled courses on key topics, we are also capable of handling private training sessions for your group or hosting conferences and events at our facility.

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WHERE BRAIN MEETS BRAWN.

The Eaton® UltraShift *PLUS* automated transmission delivers intelligence and performance that make it easy on the driver and the bottom line. When you choose a transmission that isn't just as good as your best driver. It's better. When you need a spec that's right for your fleet. When Gear Selection Logic knows when to skip gears to maximize fuel efficiency and your focus is where it should be – on the job. It's fuel economy and power that's smarter than ever before. And it's all backed by Roadranger® support. Drive your choice. Drive stress-free. Drive UltraShift *PLUS*. Drive on. Find your Eaton solution at roadranger.com.

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