

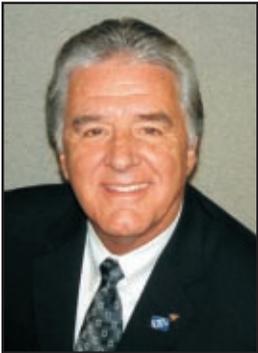
UTA INDUSTRY WATCH

Volume 7, Issue 8

Contact the UTA @ 1-877-GETS-UTA or www.uta.org

August 2005

President's Message...



Teamwork, Loyalty and Commitment (TLC) - these strong words can produce such rewarding results. I was reminded of this as I witnessed the summer baseball programs for the younger boys and girls getting into full swing. I had forgotten these values were taught and stressed to us at that young age by our coaches and parents.

We have all grown up with TLC. Some gave it a little different twist and called it Tender Loving Care. I recognize that also, but never without thinking of Teamwork, Loyalty and Commitment.

Today we are doing the same thing. We are asking the same three things from our employees on a daily basis. We are still a team. We instill values. Today's results have not changed either, and the results are just as rewarding.

It is amazing how much we use TLC in our every day lives. Try thinking about how many times a day, week or month you put it to practice. I know my wife Dianne and I do all the time.

The UTA could not even start to accomplish what it does without TLC. Each one of our businesses could not survive without it either.

If there is someone out there that doesn't feel like a teammate in some kind of way, find a way to talk to them about it. Being loyal and giving or making a

commitment are the main ingredients of being a team player. Putting the effort into where you are and what you are doing is very fulfilling. "Do the best you can with what you have where you are" is a favorite quote of mine.

Take a look at some of the successful people in our industry. I know there are many, but I'll mention a few of the older ones and please do not be offended if I don't mention your name. Take a look at Jim Sundy and what he has accomplished during his lifetime using the TLC method. Jerry Nerman, Marvin Gordon, CB Crook, Jerry Sharp, Jim Fowler, Dean Sapp, Bruce Jodarski, Claire Larson, Kenny Hoffman and hundreds of others that I can assure you, believe in TLC.

If you're not enjoying TLC you are truly missing out. It not only makes the world go around, but it also puts food on the table and a smile on your face.

As of this writing, July 16, 2005, the UTA had 544 paid members. However, we have 62 non-renewed members from last year. When we get them signed up, we'll be over 600 members strong.

We have called and will continue to call these 62 until the end of July. That is the deadline for members to get signed up or renewed in time to get their names in the new UTA member directory. This directory will be a completely new design. It will be a three-ring binder with tabs for updates that will be available from our web site. We will only do one hard copy directory each year but it will be like the old data book style

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How are **YOU** supporting the UTA?

GOT NEWS?

Expanding a business? Promoting staff? Won an award? Opening a new location? Share your news with the *UTA Industry Watch*. Send submissions, as well as ideas and comments.

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Market Insight

Owner-Operators and the Used Class 8 Truck Market

From Commercial Motor Vehicle Consulting's (CMVC) analysis of the owner-operator market segment for *OVERDRIVE* magazine, CMVC estimates there were 169,400 Class 8 owner-operator trucking business establishments in 2004 that control 269,300 Class 8 trucks. For this analysis, Owner-operator was defined as a Class 8 fleet in which the owner of the business drove a Class 8 truck and the fleet's primary business function was for-hire transportation services. This excludes small businesses whose business owner drove a truck, but the business' primary function was not for-hire transportation services.

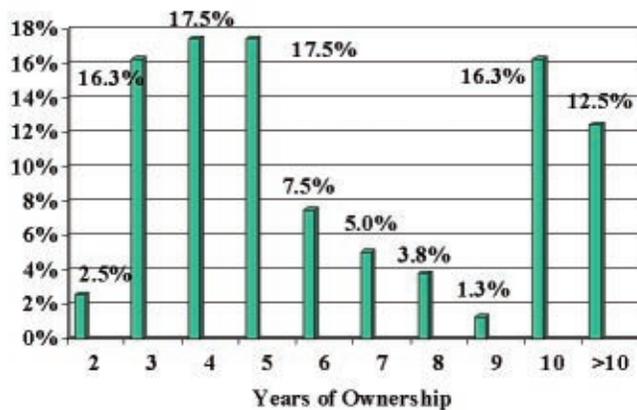
54.5% of the Class 8 trucks driven by owner-operators in 2004 were purchased used. This implies that the owner-operator used Class 8 truck population is roughly 146,800 units. Just like other businesses, the business environment largely influences owner-operators' investment spending decisions. The owner-operator business environment continues to improve in 2005 due to moderate expanding freight volumes and a shortage of available drivers. Carriers are forming business relationships with owner-operators to meet freight capacity requirements, since truck capacity expansion from company owned trucks is being constrained by the driver shortage. Strong demand for owner-operators is stimulating wage increases.

The *OVERDRIVE* Owner-Operator Database showed a large increase in average operating income for single unit owner-operator establishments in 2004 from 2003 due to changes in the business environment. Average operating income for single unit owner-operator trucking establishments increased to \$47,326 in 2004 from \$41,759 in 2003. The improved financial condition of owner-operator trucking businesses will cause owner-operators to replace older trucks that can no longer meet the economic requirements of the operating environments and will cause owner-operators to expand their fleets. The average fleet size of an owner-operator trucking establishment was 1.66 Class 8 trucks in 2001 as compared to 1.59 units in 2004. Demand for truck capacity expansion combined with higher operating income will cause owner-operators to

expand their fleet size in 2005. The improved financial condition of owner-operator trucking businesses will also cause individuals to establish owner-operator trucking businesses that will stimulate used truck sales. High truck utilization and increasing wages are causing owner-operators' revenues to expand at faster rates than costs, resulting in higher operating income.

Distribution of Owner-Operators' Length of Class 8 Ownership of Trucks Acquired Used

Source: *OVERDRIVE* O-O Database



The *OVERDRIVE* Owner-Operator database implies that the average length of ownership for an owner-operator of a used truck is nearly seven years. The average length of ownership is slightly misleading, since some owner-operators consider their trucks to be classics and these owner-operators have relatively long ownership periods. The median length of ownership of a used Class 8 truck by owner-operators is five years and the mode is four years. This implies the annual demand for Class 8 trucks by owner-operators is roughly 29,400 to 36,700 units. CMVC predicts demand for used Class 8 trucks by owner-operators will be at the high end of this range due to the positive business environment.

WELCOME New Members!

ADESA Corp., Tom Kontos, Carmel, IN

Bennett's Truck Source, Trevor Pasmann,
Salt Lake City, UT

Dealer Solutions, Victor Watson, Mission Hills, CA

Drive-Insurance from Progressive, Bryan M Fields,
Highline Heights, OH

Freedom Funding & Leasing, Clifford Joyner,
Macon, GA

Kenworth of Pennsylvania, Chris D. Sipes,
New Stanton, PA

Orlando Freightliner, Denny Harley, Apopka, FL

TEC Eugene, Kevin Cassens, Coburg, OR

TEC Fontana, Bob Dalton, Fontana, CA

TEC La Mirada, Paul
Pankey, La Mirada, CA

**TEC La Mirada-Wholesale
Division**, Ron Breeden Sr., Fontana, CA

TEC Medford, Kevin Cassens, Medford, OR

TEC Oakland, Rick Wolf, Oakland, CA

TEC Portland, Kevin Cassens, Portland, OR

TEC Portland, Fred Ille, Portland, OR

The Truckers Choice, Janice Fallacara,
Fort Dodge, IA

Transneva, Vitaly Shkvorov, St Petersburg, Russia

Truck Masters, Rusty Hill, Fort Dodge, SC



INDUSTRY NEWS BRIEFS

Changes To Heavy Vehicle Use Tax

There have been a number of changes made to Heavy Vehicle Use Tax. For the tax year ending June 30, 2006, changes include:

- Tax is now due in full. There is no longer an installment plan.
- There is now a credit for a tax-paid vehicle sold during the tax year.
- Companies paying the tax for 25 or more vehicles will have to file electronically. However, the IRS is not yet prepared to receive such filings, so taxpayers need to continue to file their Form 2290s by mail or in person. The IRS hopes to have the electronic filing system up and running later this year.
- Vehicles registered in Canada or Mexico that operate in the U.S. will no longer get a 25% reduction in the tax.

Autocar will make **Cummins** ISL and ISM the exclusive engines for its low-cab-over-engine Xpeditor truck models.

Freightliner Group plans to include electronic stability control with its Roll Advisor & Control safety technology for on its trucks. Developed in cooperation with ArvinMeritor's Meritor-Wabco Vehicle Control Systems subsidiary, the technologies uses sensors integrated into a truck's anti-lock brake system to track the truck's lateral acceleration and wheel speed and detect the potential for rollover. The technologies are designed to alleviate truck rollover by alerting drivers to recognize risky vehicle maneuvers and/or reduce the forces pushing the truck toward rollover by automatically slowing the truck to reduce the risk of an accident.

Hino Motors has opened a new U.S. headquarters and sales service training center in Farmington Hills, MI.

International Truck and Engine is purchasing **Workhorse Custom Chassis** and **Uptime Parts**, a replacement and aftermarket parts supplier for Workhorse. The two companies will operate as independent and wholly owned subsidiaries of International, allowing it an opportunity to expand its reach into the RV and Class 2 to 5 commercial markets.

Mickey Truck Bodies has entered into partnerships with

Rush Enterprises and **Carrocerias Altamirano** in Mexico. Rush Truck Centers in Fontana, CA and Phoenix, AZ will serve as Mickey authorized reconditioning and service centers. Body and trailer manufacturer Carrocerias Altamirano will sell Mickey beverage bodies in Mexico.



Nissan Diesel America has increased its standard warranty coverage on its 2006 model year UD Trucks for longer protection periods for the base vehicle and selected chassis and powertrain components. Coverage is for three years with unlimited mileage and 100% parts and labor reimbursement for warranty repairs.

Premium 2000 Warranties has a new used truck warranty "extension" program it has named Wrap because it "wraps" around the OEM's powertrain warranty. Offered only through authorized quality franchised and independent dealers, the program continues warranty coverage on powertrain components after the factory warranty expires. Designed for lower mileage trucks that may have 75,000-100,000 miles left on them, Wrap can extend coverage by 2 years/200,000 miles on trucks with OEM WARRANTY remaining. Wrap must be offered at time of retail sale only. For details call Larry Palkins, sales director, at (703)-501 8646.

Sterling Trucks unit of DaimlerChrysler plans to introduce a new cabover truck for the North American market in 2006 that covers Classes 3, 4 and 5. The vehicle will be manufactured using common components and parts from across DaimlerChrysler's various brands. Further development of other mid-range offerings is also in the works.

Wisconsin Kenworth has opened a new full-service, 11-service-bay facility in Mosinee, WI.

Workhorse Custom Chassis' new W42 commercial platform comes in gross vehicle weight ratings (gvwr) of 9,400, 10,000, 12,000 and 14,500 pounds, with wheelbases of 125, 133, 157, 178 and 190 inches and a single-rear wheel option for the 9,400-, 10,000- and 12,000-pound gvwr models. The W42 features a new 50-degree wheel and GM Vortec 6.0L and 4.8L gas engines with 300 and 270 horsepower, respectively. The International 275 VT diesel engine will be available later this year.

Truck Blue Book Dealt Winning Hand At Its 2005 Conference

Primedia's 23rd Annual *Truck Blue Book* Conference, held in mid-June in Las Vegas, was the largest *Truck Blue Book* Conference in nearly a decade, reflecting a positive used truck marketplace and the strong networking of the interactive agenda. More than 250 total attendees representing more than 550 locations from all aspects of the used truck industry attended.

"The purpose of the Conference is to create an environment for shared information for the industry and to bring professionals together to exchange ideas," commented Terry Williams, managing editor of the *Truck Blue Book* and a UTA board member. "I think this year's conference was the best ever, and we will continue to make it a 'must attend' event."

Williams promised that "next year's Conference will be more exciting and provide more networking opportunities than ever before."

For further information visit www.usedtruckseminar.com or contact Terry Williams by phone at (913) 967-7507.



UTA 6th Annual Convention



Hyatt Regency
Savannah, Georgia
Nov. 2-5, 2005

OUR MEMBERSHIP SUPPORT IS PHENOMENAL

As of July 9, 2005, the companies listed below have signed up as sponsors for the UTA's 6th Annual Convention, and we sincerely thank them for their support:

Adesa Corp.
American Trucker
Arrow Truck Sales
ATD/N.A.D.A. Commercial Truck Guide
Best Used Trucks
CAG Truck Capital
Caterpillar
Cobalt Finance
Coldiron Companies
Cummins
Detroit Diesel Corp.
Eaton Corp.
Equipment Data Corp.
Fastline Publications
Fort Wayne Vehicle Auction
Fort Worth Vehicle Auction
Freightliner Market Development Corp.
Heavy Duty Marketing Associates
Highline Capital Transportation
HTAEW.com
International Truck & Engine Corp.
Intersafe, Inc.
Kenworth Truck Company
Mack Trucks
My Little Salesman
National Auto Research - Black Book
National Truck Protection
Onewaytrailers.com
Overland Truck Sales
Penske Truck Leasing
Peterbilt Motors
Premium 2000 Plus Warranties
R.L. Polk & Co.
Ritchie Bros. Auctioneers
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Hunter Truck Sales & Service
Htaew.com
Idealease
Interstate 65 Truck Sales
Nalley Motor Trucks
Premium 2000 Plus Warranties
Ryder Systems
SOARR/Interstate Online Software
The Truck Blue Book
Truck Paper
Volvo Trucks North America



Proprietary Drivetrains

Good or Bad News for the Truck Owner?

In recent months there has been more and more discussion of the coming of proprietary drivelines by all Class 8 original equipment manufacturers (OEMs). There is concern that the Class 8 truck buyer will then not have the option of choosing engines and transmissions as they do currently and will have to take the engine, transmission and axles that are supplied by the OEM.

The word "proprietary" as defined by a dictionary (in terms of a truck OEM) means the truck OEM is a seller or proprietor of its own engine, transmission and axles. Many people refer to this as a "captive driveline," as the OEM is the only source for parts and service.

This idea of proprietary engines is nothing new in the light and medium duty markets as historically, many of the Class 3, 4, 5, 6 and 7 truck OEMs have offered their own engines in their trucks. Many of the Japanese manufacturers and International Truck and Engine Corp. have their engines exclusively in their light and medium duty trucks, offering no other engine choices. Others such as Ford, Freightliner and Sterling have CAT and Cummins engines available in addition to "family engines." Paccar remains the only Class 6 and 7 truck OEM that does not offer its own engine.

But in this marketplace, a captive or proprietary engine has been a positive factor. Many of you may be familiar with International's DT 466 engine, exclusive to International Class 6 and 7 trucks. This engine has been very popular with customers over the years and has a reputation for reliability. Thus, having no other engine choice for these truck buyers is not such a bad thing.

Now the industry is stirring with news that all Class 8 OEMs will be offering proprietary engines and eventually that is all the Class 8 buyer will be able to purchase. In Europe this concept has been around for decades as most OEMs such as Mercedes, Renault Trucks, MAN, Volvo and DAF offer only their own engines, transmissions and axles.

Currently in the USA all Class 8 OEMs have developmental partnerships or sister companies that manufacture engines. The latest Class 8 OEM to announce a heavy duty engine program is International Trucks, which has formed a partnership with the European truck manufacturer MAN to jointly develop and supply heavy duty engines. A recent Automotive News article on International Trucks questioned the impact of International supplying its own (MAN) engine and the impact on International's long term relationship with Cummins.

As noted in the following chart, all Class 8 OEMs have activities or relationships with engine companies.

OEM	OEM Parent Co.	Affiliated Engine Co.	Engine Parent Co
Freightliner	DaimlerChrysler	Mercedes Benz Detroit Diesel	DaimlerChrysler DaimlerChrysler
Sterling	DaimlerChrysler	Mercedes Benz Detroit Diesel	DaimlerChrysler DaimlerChrysler
Western Star	DaimlerChrysler	Mercedes Benz Detroit Diesel	DaimlerChrysler DaimlerChrysler
Kenworth	Paccar	DAF engines	Paccar
Peterbilt	Paccar	DAF Engines	Paccar
Mack	AB Volvo	Mack Powertrain	AB Volvo
Volvo	AB Volvo	Volvo Powertrain	AB Volvo
International	International Truck & Engine	Strategic partnership	MAN

The next stages of development in proprietary drivelines are transmissions and axles. For many years, Mack Trucks and Volvo Trucks have both offered their own transmissions and axles in addition to engines. The Mack axle and "Camelback" suspensions have been very popular with Class 8 customers over the years. Now Freightliner, a DaimlerChrysler company, is offering their own axles on their Class 8 chassis in addition to their own engines (Mercedes Benz).

Why are OEMs trending to offer proprietary drivelines in the trucks they sell? There are a number of reasons, one of them being development costs for new vehicles. If the OEM also manufactures the engine, etc., future vehicle development for truck and engines can be closer tied together. With the huge costs involved in developing engines to meet new EPA standards, truck manufacturers have to allocate R&D resources on focused areas. This may mean developing new trucks with less engine offerings and driveline choices, thus lowering R&D costs.

While the new truck buyer in the future will have fewer choices in powertrain selection, he will, however, have a number of benefits. Among them:

- The truck OEM will design the truck to accommodate its own engine and can optimize design specs so that both engine, transmission and axles all perform more efficiently.
- As the OEM will be focusing most R&D resources on its own powertrain offerings, less development costs have to be built into the selling price of the truck.
- The OEM dealer organization will have trained technicians and staff that are specialists in supporting "their own" powertrain products.
- As the truck components are manufactured and supplied by the OEM, the truck customer only has to go to one place for service work.

One of the clouds around a proprietary driveline in the past is that the customer is forced to go back to the dealer where the truck was purchased. Let me point out that this train of thought has diminished somewhat over the years as truck OEMs expand the size of their dealer networks as well as the hours dealers are open.

In conclusion, there are probably a lot of other good and bad reasons for proprietary drivetrains that you can think of, but OEM drivetrains are here to stay and will undoubtedly be a growing percentage of the used truck market place in the years to come.

Hal Dickson
UTA Board Member
harold.dickson@volvo.com

- Quintessential Quote -

"All decisions should be made as low as possible in the organization. The charge of the Light Brigade was ordered by an officer who wasn't looking at the territory."

— Robert Townsend

FILE CABINET



Who pays the most for truck maintenance? Owner Operators pay the highest per mile maintenance costs - an average of 25 cents per mile, finds a recent study from the Heavy Duty Manufacturers Assn. (HDMA). The next highest maintenance cost is construction fleets, which average 20 cents a mile. According to the study: commercial carriers average 16 cents; private fleets average 15 cents; agriculture, mining and forestry fleets average 14 cents; production and distribution fleets average 12 cents.

Truck rental security guide. The Truck Renting and Leasing Assn., in cooperation with the Transportation Security Admin. and the Department of Homeland Security, has created a Security Guide for Truck Rental Company Employees to help them identify potential security threats. To view the guide visit www.trala.org.

Newspapers losing readers. A recent study by Nielsen/Net Ratings revealed that newspapers are continuing to lose readers to online editions. Among the study highlights: 21% of those web users who read newspapers now do so online; NYTimes.com is the newspaper most frequently read online, followed by USA Today.com and WashingtonPost.com.

Braking rules. The National Highway Traffic Safety Admin. has amended its Final Rule on minimum performance requirements for a vehicle's service and parking brake systems to include all trucks, buses and multi-purpose passenger vehicles with a gvwr greater than 10,000 pounds. The Final Rule takes effect June 30, 2006.

Where are the long-haul truckers? The long-haul, heavy duty U.S. truck transportation industry is experiencing a national shortage of 20,000 truck drivers, finds the American Trucking Assns.' study, U.S. Truck Driver Shortage Analysis and Forecasts. It predicts the shortage of long-haul truckers will increase to 111,000 by 2014 if current demographic trends stay their course and if the overall labor force continues to grow at a slower pace. "The driver market is the tightest it has been in 20 years," noted the ATA. "It's a major limitation to the amount of freight that motor carriers can haul."

GM truck fuel economy. General Motors is combining new hybrid and gasoline engine technology to help boost the fuel economy of its light trucks. Calling it displacement on demand (DOD), the technology turns engine cylinders "on" and "off" depending on how much power the vehicle needs at any one time, depending upon highway driving conditions. GM plans to introduce DOD on its 2008 model light trucks.

ULSF date delayed. The U.S. EPA is delaying the compliance date for the retail sale of ultra low-sulfur diesel (ULSD) until Oct. 15, 2006, from a previous Sept. 1, 2006, deadline to allow a higher level of sulfur content during the transition period. As a result, diesel fuel meeting a 22 parts per million (ppm) sulfur level will be able to be marketed as ULSD "in order to speed the transition." The previous standard was 15 ppm.

Dana Spicer Drive Axle System Aimed at Fuel Efficiency

Dana Commercial Vehicle Systems group is demonstrating a conceptual drive axle system on its Dana Technology Truck to gather industry feedback on a configuration that provides maximum fuel economy. The system consists of the new Dana Spicer S21-170DE high entry single-drive axle and Dana Spicer R21BS reconfigurable tag axle. The truck is also fitted with a prototype Fuller UltraShift fully-automated transmission with an experimental fuel-saving calibration in the software.

Dana says the 6x2 drive and tag combination eliminates the extra weight and complexity associated with a traditional 6x4 tandem and generates more than a 200-pound installed weight savings when compared to a traditional 40,000-pound tandem. To address the issue of traction deficiency historically associated with 6x2 vehicles, the air bags of the tag axle are exhausted when the differential lock is engaged. This temporarily shifts all the weight to the driven axle at low speed, which gives the same traction as a traditional tandem axle.

The single-axle design requires 14 fewer pints of lubrication, providing additional weight and maintenance savings, and efficiency improvements are achieved by eliminating energy losses associated with inter-axle drivelines and rear axle assemblies. Eliminating the inter-axle driveline also reduces maintenance concerns and avoids damaging driveline-related vibrations.

USED TRUCKS

Dana plans to offer a kit to convert Dana's unique 6x2 configuration to a conventional tandem axle to increase vehicle resale value and offer flexibility for a variety of second-owner vehicle applications.

The conversion would contain all the necessary parts to convert the vehicle from a 6x2 to a 6x4 configuration. This complements the planning for a convertible transmission package that Eaton may offer to transform the Fuller 13-speed from a fuel economy calibration to a high-performance automated transmission.

For more information visit to www.roadranger.com or call 800-826-HELP (4357).

HONORS

Mack Truck Sales of Charlotte, NC, has been selected as Mack Truck's U.S. Distributor of the Year. The Mack Canada Distributor of the Year is **Cambridge Mack, Ontario**. **Salinas Y Fabres**, headquartered in Santiago, Chile, was recognized as the Mack International Distributor of the Year.

Sheehan's Truck Centre, Burlington, Ontario, Canada, has been honored with Volvo's Gold Symbols of Excellence Award for being the top Volvo Truck dealer in Canada.

Volvo Trucks North America has announced its highest-achieving dealer sales professionals:

- U.S. Salesperson of the Year - **David Jeff**, Premier Truck Center, Fulton, AL.
- Canadian Salesperson of the Year - **John Spieran**, Expressway Trucks Waterloo, Ayr, Ontario.

(Continued on page 7)

SALES

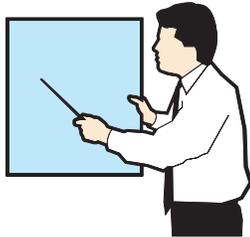
Prospecting Strategies To 'Knock Your Socks Off'

All salespeople know that prospecting is as important as it is difficult. For many, it is downright terrifying - especially the cold calling.

The idea behind the book, *Knock Your Socks Off Prospecting: How to Cold Call, Get Qualified Leads and Make More Money*, is to make the whole "prospect" of prospecting more appealing.

A humorous and practical guide, the book shares the hard-won, in-the-trenches prospecting and cold-calling secrets of the most successful salespeople. These techniques show how to approach prospecting more positively and maximize productivity. Among the subjects covered:

- Practical, easy-to-use tools and step-by-step skill-building exercises.
- A collection of "super-powerful" how-to cold-calling tips.
- Follow-up techniques guaranteed to win more sales.



Knock Your Socks Off Prospecting, written by William "Skip" Miller and Ron Zemke, was published in June by AMACOM. To order, call (800) 714-6395.

President's Message...

(Continued from page 1)

replacements. The new directory will be nice and I'm certain you will find it even more useful.

We will be announcing the site for our 2006 convention soon, and it will be a more exciting location than even Savannah, GA, which is where we're holding the UTA's upcoming convention in early November, which will feature lots of networking, learning and fun for all.

Jim and Jenny Sundy are really looking forward to being everyone's tour guides and they will offer the straight scoop about "The Garden of Good and Evil." They lived in Savannah, yah know. They also know the good places to eat and shop. Jenny is the perfect Southern Belle and Jim is a different kind of "Southern Gentleman."

We will all enjoy the time spent at our annual convention, and we will each come away with something that will better our lives. We will, that is, if we look for it. As Norman Vincent Peale wrote:

If you're not getting as much from life as you want to, then examine the state of your enthusiasm.

— Eddie Walker
UTA President

HONORS

(Continued from page 6)

- North American Fleet Salesperson of the Year - **Wayne Robertson**, Nacarato Volvo & GMC Trucks, Nashville, TN.
- U.S. Used Truck Salesperson of the Year - **Mike Farnario**, Northwest Trucks, Portland, OR.
- Canadian Used Truck Salesperson of the Year - **Jason Ker**, Mid-Ontario Truck Centre, Shanty Bay, Ontario.

Owner Operator **Glen White** of Avoca, PA, has been honored with the Knight of the Road Most Excellent Award for July 2005. The Knights of the Road Program was created to restore the image of truck drivers as the Knights of the Road and to reward drivers for their good work of kindness, professionalism and service to the industry's image.

Industry Events Calendar

August 21-28
National Truck Driver Appreciation Week 2005
www.truckline.com



August 25-27
Great American Trucking Show
Dallas Convention Center
Dallas, TX
www.gatsonline.com; (888) 349-4287

September 8-10
International Trucking Show
Anaheim Convention Center
Anaheim, CA
www.intltruckshow.com; (800) 809-8839

September 18-25
Technology & Maintenance Council Fall Meeting
Valley Forge Scantican Convention Center
King of Prussia, PA
www.truckline.com; (703) 838-1763

October 6-8
National Trailer Dealers Association Convention
Siena Spa Hotel Casino
Reno, NV
www.ntda.org; 800-800-4552

October 13-15
The Truck Show Latino
Fairplex
Pomona, CA
www.truckinginfo.com; (800) 233-1911

November 2-5
Used Truck Association Convention
Hyatt Regency
Savannah, GA
www.uta.org; (941) 492-2429



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