2015 Marty Crawford Chicken Leg Award

Each year we have a little fun at the UTA Jerome Nerman Golf-Outing reception and this year was no different. We gather information from the previous golf outings, or from the annual convention golf outing, about the players’ legs that most closely match the two that I possess. The golfer’s legs must be pasty-pale and look like chicken legs right out of the freezer. In addition, they should not be very attractive or well-built.

We have had a number of candidates and winners over the years, all have been very proud of just being nominated. This year we almost had a tie between Robert Yost from Gateway Industries and Lee Wallace from National Inspection Services. Our Scholarship Committee examined many past photos in many golf positions to make this decision this year. Therefore after many long hours Lee Wallace was selected as our winner for this year’s prestigious award and I am sure that he will carry out the grandeur of this award through the convention and the entire year up until a new winner replaces him.

In closing, not many people have an award named after them and I am most proud of this award with my name attached to it.

Sincerely,

Marty Crawford
UTA President Emeritus
Board News and Views

A Matter of Perspective

It’s the first warm Saturday of spring. I’m outside enjoying the sun (with sunscreen on, of course), with my “run run” playlist going. I’m also carrying a new book, Getting Things Done, by David Allen. It’s time to turn to my tummy, so I move to a chaise lounge where my husband teases me because I laid down with my legs on the inclined back, and my arms rolled up around the bottom of the cushion. But, hey, it’s comfortable to me, so who cares right?

I’m lying there staring at the concrete when I notice these tiny red bugs mindlessly moving around on the pool deck. I look at them more closely, and in that tiny world of red bugs, I saw there were some that are bigger than the others. The bigger ones seemed to have an idea where the other red bugs are going, as they maneuver around each other to go off on their merry way.

These red bugs are called “clover mites.” And Wikipedia has more information about them than you’d ever need to know. It turns out the clover mite, or Bryobia praetiosa, is a species of mite. They are 0.75–0.85 millimeters long, oval-shaped arachnids, with a pair of long legs pointing forward, which are often mistaken for antennae. They are reddish-brown; the younger ones and the eggs are a bright red. They are very common in late spring. These mites are plant eaters and do not attack people (!), so there was no need to run to grab the bug killer—they weren’t going to bite me. Instead, they were going to make me think.

So as I’m watching these mites come out of the grass and move about the deck, I started wondering about what I looked like to them. Or, was I so big that I’m out of their range of sight? (As they were to me until I was close enough to the ground to see them.) See, I would never have noticed them if I had not put myself in the right perspective to see them.

The definition of perspective is to have a viewpoint of something, or a particular way of regarding it. The more I thought about the lives of those mites, the more I thought about the perspective that I have of other things around me, and the people I encounter each day. Do I take the time to really look at my customers and see their needs? Or, am I like these mites and just aimlessly doing my job? What is the viewpoint that I have of them? Do I put myself in their place and become a problem solver when they need me to?

These are all questions I think anyone should answer in whatever position or industry they’re in. We need to be looking down the ladder to see if there is someone who needs a hand or a boot, ha-ha, and what we can do to help them. We also need to look up the ladder at what those folk’s viewpoint of us might be. We can also take this into our personal lives, our families, and our communities. How do we perceive our spouse, children, and our neighbors? Do we ever put ourselves in a perspective so we can see what they go through every day? Do we help them and support them? Or, are we oblivious to our surroundings, like the clover mites, and just mindlessly walking our own paths? I would like to think that I take the time to regard others and the efforts they put into the things that affect me personally, and/or affect my job.

Since my encounter with the mites, I have made a better effort to pay attention to the little things around me. I do my best to not hinder, but to help make the world around me a better place. I hope that my story of the mites will make you think too, and that you will now take the time to put yourself on the level of those who you encounter every day, and work to enhance their world.

It’s all about your perspective.

Amanda Kent,
Co-Chair Marketing Committee
amanda@uta.org

“Quips & Quotes”

I attribute my success to this: I never gave or took any excuse.

~Florence Nightingale
It’s always a treat to welcome new members to the Used Truck Association. Each month we profile our new members in this newsletter. New members have the opportunity to complete a bio and send a photo so our current members can learn more about you. We hope to learn not just how to reach you, but what you enjoy about the work you do, why you joined the UTA, and what gets your gears going as a person. So please return your questionnaire so your fellow UTA members can get to know you!

### Alberto Alcala
Cummins, Inc.
8624 Heatherly Cove
Germantown, TN 38138
(812) 350-1367 (w)
alberto.l.alcala@cummins.com

### Stephen Ash, Regional Sales Global
On Highway Truck
Caterpillar, Inc.
100 NE Adams Street
Peoria, IL 61629
www.drivecat.com
(314) 541-6236 (w)
ash_stephen_m@cat.com

Now with Caterpillar, Stephen began his career in the truck business working for another well-known company, Hertz Penske Truck Leasing. He began that first job in 1987, and at one time he was the company’s District Rental Representative for the Kansas City area.

### Johnny Britton
The Truck People
73 WE Drive
Prestonsburg, KY 41653
www.thetruckpeople.com
(800) 698-4093 (w)
johnny.britton@thetruckpeople.com

### Cliff Cadwallader, Truck Sales Representative
TriNorth
2108 University Ave.
Saint Paul, MN 55114
(612) 615-5796 (w)
ciafford@rihmkenworth.com

### Mike Edwards
TruNorth
16740 Birkdale Commons Pkwy, Suite 208
Huntersville, NC 28078
www.TruNorthWarranty.com
(888) 980-1106 (c)
(800) 903-7489 (w)
mike@berkshirefleet.com

### G. Paul Fogle, General Manager
Quality Leasing Co., Inc.
7173 E. 87th Street
Indianapolis, IN 46256
www.qualityleasingco.com
(317) 253-4415 (w)
pfogle@qualityleasingco.com

Paul’s hoping his new UTA membership helps him in three areas in particular. These include the chance “to help individuals and companies with their truck financing needs, learn more about what is going on in the industry, and connect directly with the owners of used trucks.”

Paul really likes his current job. He especially likes “finding solutions for businesses, helping them grow, and being able to lead an experienced team with the flexibility to find better underwriting and process solutions, and watching our success.”

Occasionally, Paul likes to drive fast…and were it not for trucking he’d like to be a race car driver, “so I could drive fast legally.”

Paul is also a “very amateur carpenter.”

Finally, Paul wanted to say that the “the majority of the trucks Quality Leasing finances are used, and we are looking for new opportunities, nationwide.”

### Mark Gibson, New Truck Sales
Johnson Truck Center
3801 Ironwood Place
Landover, MD 20785
www.johnsontruckcenter.com
(301) 832-9100 (w)
mk@gjohnsontruckcenter.com

### Greg Halsey, Used Truck Sales
Johnson Truck Center LLC
3801 Ironwood Place
Landover, MD 20785
www.johnsontruckcenter.com
(301) 832-9100 (w)
ghalsey@johnsontruckcenter.com

### Aaron Israel, Business Development Engineer
Skyline Emissions, Inc.,
an ESW Group Company
200 Progress Drive
Montgomeryville, PA 18936
(610) 937-5337 (w)
aisrael@eswgroup.com

### Chuck Jackson, Owner
Jackson Equipment Company
6420 Second St. NW
Albuquerque, NE 87107
jacksonequip.com
(505) 345-3900 (w)
(505) 345-4098 (c)
chuckaduck@aol.com

Chuck got his start as a salesman in our industry back in 1978. In 1980, he bought the business where he got his start. His hope now is to move from a wholesaler of heavy duty trucks more toward retail sales. Chuck’s hoping his UTA membership helps him make more business contacts, as well as learn more about the used truck industry.

For Chuck, the best part of his job is the fact that he’s his own boss. “Being your own boss means the rewards reflect your efforts,” he told us.

Something many people may not know about Chuck is that he races sprint cars, “somewhere in the Southwest” every Saturday night. “My wife says it keeps her sane because it allows her to put up with me,” Chuck said!

In closing, Chuck reiterated that he’s looking forward to moving his business more toward truck sales, and less toward truck salvage.

New Members continued on page 4
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Larry McDaniel

Larry has been a UTA member for nearly 20 years. Today he is the Used Truck Sales Manager for Vanguard Truck Center in Phoenix, AZ, but throughout his career he’s also worked for Kirkland Brothers, Rush Truck Sales, and Arrow Truck Sales. Trucks and trucking more or less run in his family. “My first job was at Amigo Truck Parts in Houston, TX,” he recalled. “At Amigo I was given the opportunity to learn from two of the best in the business, my father, Larry McDaniel and Uncle Charlie McDaniel, the owner.”

In his current job, Larry spends his days managing his sales staff, appraising trades, and overseeing the reconditioning of used inventory. It’s a job he is sincerely enjoying. “Aspects of my job I enjoy the most are buying or trading for a truck below market value and getting to see how excited a salesman gets when he or she sells it,” he said. As he looks back over his career, Larry is especially proud of the people he’s worked with. “Some of my proudest moments came starting my career in a family-run business,” he said. He is also very proud to have known and worked for Jesse Kirkland. His training with Jesse gave him the opportunity to work with “the best used-truck company in the world, Arrow Truck Sales,” he added.

Larry turns again to his interactions with others when he considers his success in the used truck industry. “It’s not what you know, it’s who you know in this industry,” he said. He has also developed the ability to refuse to settle for a loss. No matter how a situation may appear, Larry keeps trying to make it work. He does wish he’d learned a little earlier how to more successfully distinguish between a genuine buyer and someone who is just poking around looking to waste valuable time without a real commitment to the purchase.

As he looks forward, Larry sees a two-fold challenge in the industry. “I feel some of the biggest challenges in the future are going to be the ability to find quality inventory and credit-worthy customers,” he said. Both of these entities must be in place for a sale to go through! He does have some advice for the younger sales staff just getting started. “The advice I would give is simple,” Larry said. “Just listen to your customer, and be patient. Everything else will work out.”

Larry and his wife, Karen, who he refers to as a “blessing” have been married for 22 years. Larry credits Karen for helping him to share both the good times and bad times in the industry. They have two daughters, Morgan and Madison. Morgan is just about to graduate from Texas State University with a degree in accounting, and Madison is studying sports management at Rice University where she received a volleyball scholarship. “My interests outside of the industry revolve around my family, playing golf, and watching any sport that can be viewed from my recliner,” he said.

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## Industry Events Calendar

### SEPTEMBER

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<tr>
<td>11-12</td>
<td>Big Iron Classic</td>
<td>26487 600th Street, Mantorville, MN</td>
<td><a href="http://www.bigironclassic.com">http://www.bigironclassic.com</a></td>
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<td>15-17</td>
<td>FTR Transportation Conference</td>
<td>Union Station, Indianapolis, IN</td>
<td><a href="http://www.FTRConference.com">www.FTRConference.com</a></td>
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<td>25-26</td>
<td>Guilty By Association Truck Show</td>
<td>4 State Trucks, Joplin, MO</td>
<td><a href="http://www.chromeshopmafia.com/guilty-by-association-truck-show/">www.chromeshopmafia.com/guilty-by-association-truck-show/</a></td>
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<td>5-6</td>
<td>Selling for Success, UTA Sponsored Training</td>
<td>Courtyard Denver Airport, Denver, CO</td>
<td><a href="http://www.uta.org">www.uta.org</a></td>
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<td>4-7</td>
<td>16th Annual UTA Convention</td>
<td>Gaylord Texan Resort &amp; Convention Center, Grapevine, TX</td>
<td><a href="http://uta.org/2015/03/01/2015-uta-convention-dallas/">http://uta.org/2015/03/01/2015-uta-convention-dallas/</a></td>
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### MARCH 2016

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<tr>
<td>2-4</td>
<td>The Work Truck Show</td>
<td>Indiana Convention Center, Indianapolis, IN</td>
<td><a href="https://www.ntea.com/worktruckshow/index.aspx?id=938">https://www.ntea.com/worktruckshow/index.aspx?id=938</a></td>
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<tr>
<td>14-16</td>
<td>Truck World</td>
<td>Toronto International Centre, Mississauga Canada</td>
<td><a href="http://www.truckworld.ca">http://www.truckworld.ca</a></td>
</tr>
<tr>
<td>22-24</td>
<td>75 Chrome Shop Truck Show 2016</td>
<td>Wildwood, FL</td>
<td><a href="http://www.75chromeshop.com">http://www.75chromeshop.com</a></td>
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</tbody>
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190 Charlois Blvd, Suite 200B
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June’s Kansas City Golf Open a Great Success!

Newflash! The Jerome Nerman Family Foundation Kansas City Golf Open, held June 24 and June 25, was a huge success all around!

First, I hope everyone enjoyed the golf and fellowship! We had well over 100 members attend our Welcome Reception and Golf Tournament at the Adams Pointe Conference Center, Marriott Courtyard, KC East.

The Welcome reception went perfectly! Everyone had a wonderful time catching up with fellow members and helping this great scholarship program get a much-needed shot in the arm.

I want to personally thank everyone who came and helped support our scholarship program. All of the sponsors were very gracious. And so were the many UTA members who made a donation to have their photos taken with Jerry Nerman. Others donated to this great cause by playing our 50/50 game. What a fun time!

This is such a wonderful event; we’re all proud that the UTA has been overseeing it now for the past ten years. This year, I had the distinct privilege of chairing this fun and exciting event! Jerry Nerman said it best when he stated: “Our industry needs young and aggressive men and women, and they need to be educated!” He is so right. This is wonderful program, that can really make a difference.

The Used Truck Association works with the Jerome Nerman Family and Johnson County Community College to oversee the selection of 10 college scholarships. One of our scholarships is given to a technical college to help a student further his or her education in the field of Diesel Technician. How exciting is that? We will be furthering the education of someone who will use their talents in our industry.

I look forward to next year’s event. I hope it will be bigger and better than this year’s. I also look forward to this year’s convention when we announce our 10 scholarship winners!

How would you like to have an additional Golf Tournament fund raiser early next year? Details are coming soon!

Jay Burgess
Chairman, Jerome Nerman Family Scholarship Foundation
jay@uta.org
NADA Update

Chris Visser, Senior Analyst and Product Manager, Commercial Trucks
Twitter: @NADAUsedCarGde

Market Summary
The retail and wholesale Class 8 markets diverged a bit in June, with retail volume off notably but wholesale volume up by a similar degree. Pricing in both channels was similar to last month. Medium duty cabovers recovered somewhat from their May dip, while conventional units were stable to mildly upward.

Sleeper Tractors – Retail
We consider June a typically slow summer month for sales. Prices paid for trucks that did sell suggest that market appetite remains strong for late-model trucks, even in a month where end users were more focused on shipping than buying.

3-5 year-old trucks headed back up this month, for a relatively strong start to the summer. Through the first six months of 2015, 3 and 4 year-old sleeper tractors are performing mildly worse than same-period last year, while 5 year-old sleepers continue to perform notably better. Specifically:

- 2013’s averaged $82,349 through June 2015 – a $3,776 (or 4.4 percent) decrease over 2012’s this time last year.
- 2012’s averaged $72,897 through June 2015 – a $2,187 (or 2.9 percent) decrease vs. 2011’s this time last year.
- 2011’s averaged $64,046 through June 2015 – a $4,808 (or 8.1 percent) increase over 2010’s this time last year.

See “Average Retail Price by Model Year” graph for detail.

Looking at the market overall, the average used sleeper tractor retailed in June was 76 months old, had 506,302 miles, and brought $59,657. Month-over-month, this truck was 2 months older, had 4,508 (or 0.9 percent) fewer miles, and brought $565 (or 1.0 percent) more money. Year-over-year, this average sleeper was 2 months older, had 15,284 (or 2.9 percent) more miles, and brought $2,519 (or 4.4 percent) more money.

See “Average Retail Price and Mileage” graph for detail.

Sleeper Tractors – Wholesale
Unlike the retail channel, wholesale sales volume was up notably in June. Pricing was similar to last month. Stable pricing with higher sales volume indicates a healthy market.

Through the first six months of 2015, 3 year-old sleeper tractors are performing similarly to same-period last year, 4 year-old trucks are performing mildly worse, and 5 year-old trucks are performing substantially worse (with a caveat). Specifically:

- 2013’s averaged $68,955 through June 2015 – a $544 (or 0.8 percent) increase over 2012’s this time last year.
- 2012’s averaged $56,524 through June 2015 – a $2,401 (or 4.1 percent) decrease vs. 2011’s this time last year.
- 2011’s averaged $53,022 through June 2015 – a $12,538 (or 26.4 percent) decrease vs. 2010’s this time last year.

See “Average Wholesale Price by Model Year” graph for detail.

We continue to consider the market generally at a high plateau, with the newest trucks exhibiting a mild degree of depreciation.

Model mix was more balanced than in recent months, with no single model disproportionately represented. The lower selling prices for 3 and 4 year-old trucks are due primarily to natural market forces – namely, increased supply of trades resulting from the strong new truck delivery rate. 5 year-old trucks continue to compare favorably to the newest trucks exhibiting a mild degree of depreciation.

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- 2011’s averaged $53,022 through June 2015 – a $12,538 (or 26.4 percent) decrease vs. 2010’s this time last year.

See “Average Wholesale Price by Model Year” graph for detail.
2012’s continue to lead this cohort in volume. The International ProStar, Peterbilt 386, and Volvo VNL64T 670 were the 2012’s most commonly represented this month. As for 2011’s, the ProStar was the truck with the highest volume this month. We are seeing increased mileage on 2011 trucks, with one sold unit returning over 900,000 miles. As incredible as it sounds, it is possible for a team-driven truck to accumulate that many miles in just over 5 years of service.

As for the market overall, the average used sleeper tractor wholesaled in June for $41,598, had 561,310 miles, and was 76 months old. Compared to May, this truck brought $2,937 (or 7.6 percent) more money, had 28,880 (or 4.9 percent) fewer miles, and was 6 months newer. Compared to June 2014, this average truck brought $1,107 (or 2.7 percent) more money, had 54,461 (or 8.8 percent) fewer miles, and was 1 month newer.

See “Average Wholesale Price and Mileage” graph for detail.

A healthy wholesale environment generally predicts solid retail conditions in the short term.

Medium Duty – Class 4 and 6 Conventionals

The market for medium duty conventionals has been more stable through the first 6 months of 2015 compared to same-period 2014. Class 4 conventionals have generally fared better than Class 6’s, with our benchmark 4-7 year-old Class 4 group bringing about 23 percent more money than last year, and our Class 6 group bringing about 8 percent less. Average mileage is up about 3 percent for the Class 4 group and 9 percent for Class 6. Volume is down for both cohorts – by 33 percent for Class 4’s and 18 percent for Class 6’s.

In terms of specific numbers, the average 4-7 year-old Class 4 conventional wholesaled in June for $21,947 and had 109,096 miles. Pricing was $1,563 (or 7.7 percent) higher, and mileage was 6,103 (or 5.9 percent) higher month-over-month. Year-over-year, pricing was $6,094 (or 38.4 percent) higher, and mileage was 6,103 (or 5.9 percent) higher.

Our Class 6 cohort averaged $18,769 with 148,810 miles in June. Pricing was $5,267 (or 21.9 percent) lower month-over-month, and mileage was 22,016 (or 17.4 percent) lower. Year-over-year, pricing was $2,501 (or 11.8 percent) lower, and mileage was 41,759 (or 39.0 percent) lower.

Overall, our benchmark group of 3-5 year-old sleeper tractors brought $373 (or 0.5 percent) less than last month, and $2,686 (or 3.7 percent) less than June 2014. 4 year-old trucks are primarily responsible for the year-over-year decrease, as 2012 model year trucks this year are bringing $3,964 (or 4.9 percent) less than 2011 model year trucks last year. International ProStars are responsible for the majority of this average loss, thanks to the switch to all-MaxxForce power in 2012. At the same time, other models also depreciated during this period.

Pricing for individual models is essentially stable, month-to-month fluctuations notwithstanding.

See the "Average Retail Price of Selected 3-5 Year-Old Sleeper Tractors” graph for detail.

NADA continued on page 12
Medium Duty – Class 3 and 4 Cabovers

June recovered moderately from May’s substantial drop, but not enough to bring average pricing back to 1st quarter levels.

The average 4-7 year-old cabover sold wholesale in June for $14,814 and had 132,607 miles. Pricing was up by $1,183 (or 8.7 percent) month-over-month, but down $1,285 (or 8.0 percent) year-over-year. Mileage was 4,091 (or 3.2 percent) higher month-over-month, and 13,924 (or 11.7 percent) higher year-over-year.

Despite the two-month slump, pricing in the 1st half of 2015 is still 11.4 percent ahead of same-period 2014, with a substantial increase in sales volume. There are currently no real factors behind this pricing reversal, so we will continue to monitor the market and identify developing trends.

See the “Average Wholesale Selling Price – 4-7 Year-Old Cabovers” graph for detail.

Sales Volume

June’s retail sales per rooftop came in at 4.5 – a whopping 1.3 trucks lower than May, and also 1.3 trucks lower than June 2014. This year has been moderately weaker than last, with the first six months of 2015 trailing same-period 2014 by 0.8 trucks. Used truck pricing and new truck market trends do not point to any shift in demand, so we are not assigning much importance to a one-month decrease, even one of this magnitude. It is possible that June was just a summer month in which more end users were focusing on moving freight instead of acquiring iron.

See the “Average Number of Retail Sales per Rooftop” graph for detail.

Wholesale pricing moved in the opposite direction, with the number of trucks sold through auction and dealer-to-dealer channels increasing by 584 trucks (or 16.1 percent) over May, and 526 trucks (or 14.3 percent) over June 2015. 2015 saw the historically typical March/April spike in wholesale sales, as dealers stocked up their inventory and end users shopped for replacement trucks. June was also a typically strong month, as new truck deliveries front-loaded to the first half of the year created increased trade-ins. Logically, the increased new truck orders and deliveries in 2015 compared to 2014 has resulted in a higher number of trades.

See the “Total Wholesale Volume” graph for detail.

Outlook

Retail sales per rooftop was the only measure to decrease notably in June. The new truck market remains healthy – the healthiest since the pre-buy year of 2007, in fact, and July orders were unexpectedly strong. Used truck pricing remains stable, wholesale volume is positive, and general economic trends continue to move upward. We expect continued mild supply-driven depreciation for newer used trucks in upcoming months.
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June’s Class 8 Orders “Defy Expectations”: ACT

Dry Vans and Reefers Show Strength

June’s trailer net orders came in at nearly 27,900 units, according to ACT Research. This was a jump of more than 73 percent over May’s tally, according to the company’s recent report, State of the Industry: U.S. Trailers.

“Although not the strongest June on record (that was the 32,000 volume of June 1994), the June 2015 order surge is exceptionally early, with strength coming from dry vans and reefers,” said Frank Maly, Director–CV Transportation Analysis and Research at ACT. “The lack of cancellations, along with early 2016 commitments, indicates strong fleet confidence in the short to medium term outlook.” Maly noted that ACT Research’s outlook continues to be positive, although vocational trailers continue to endure energy sector headwinds. He stated, “While there has been some softening in freight rates, lower fuel costs have helped offset those shifts and fleets’ bottom lines continue to be firm.” Maly summarized: “Our view that 2015 will be the best trailer market since the late 1990s remains unchanged.”

What June Swoon? FTR sees Trailer Orders Rebounding “Significantly”

But Flatbed Orders were Weak

Who would have thought a summer month would see such strong sales? For its part, FTR said June 2015 U.S. Trailer net orders came in at 26,700, “a significant 76 percent increase from May and 32 percent better than a year ago.” Like ACT, FTR added that several large dry van orders for delivery in 2016 boosted June orders with refrigerated van orders also exceeding expectations. “The large order volume in June kept backlogs at a steady level in spite of trailer build increasing one percent per day over May production. U.S. trailer orders have now totaled 333,000 units over the past twelve months,” FTR added.

FTR noted that June’s dry van orders resulted from “significant placements with a few OEMs, and production was very strong during the month.” Refrigerated van orders, FTR said, were also good, although not as strong as the dry segment. Contrary to most of the segments, Flatbed orders were particularly weak for the month.

“There is a dichotomy in these numbers,” said Don Ake, FTR Vice President of Commercial Vehicles. “Vans, both dry and reefer, had a great month. The fact that some fleets are so confident about next year that they placed orders three months early, is a great sign for the industry. However, there is concern in some of the other segments. Flatbed orders were unusually low; hopefully that is simply because all the orders are in for this year with fleets now waiting to begin ordering for 2016 during their typical purchasing season later in the year. Both liquid and dry tank markets have also started to slow down. This is primarily a result of softening in the energy industry.”

16 Dealers Re-branded as Premier Truck Group

Some sixteen dealers in five states have joined together under the new name of Premier Truck Group.

The new company is based in Dallas, and has locations throughout Texas, Oklahoma, New Mexico, Tennessee, and Georgia.

“The Premier Truck Group will facilitate national brand recognition, improved parts availability and a unified management approach as we focus on a consistent customer experience across our network,” said Premier Truck Group President Richard Shearing.

Premier will sell new Freightliner, Western Star, and Sprinter commercial vehicles, “a large selection of previously owned commercial trucks,” and a full suite of maintenance and repair services, according to the company. Premier says it will also offer a wide selection of parts and accessories. Premier has approximately 1,100 employees, and is part of the Penske Automotive Group. For more information, visit www.premiertruck.com.

Navistar Makes “Dream Come True” for Arkansas Trucker

James Wright was the winner in International’s Diamond Renewed™ Used Truck Giveaway. The event was promoted at this year’s Mid-America Trucking Show. Naturally, the promotion sent lots of traffic to the International Used Truck booth while boosting awareness of its Diamond Renewed program. Diamond Renewed is a program that certifies used trucks.

Wright received the 2012 International® ProStar® tractor at International’s Nashville Used Truck Center. The International ProStar comes with a MaxxForce® 13 engine and a 9-speed manual Eaton® Fuller® transmission.

“Receiving this truck is a dream come true, a thrill of a lifetime for my family and me,” said James Wright, who is a driver for Knight Transportation. “My wife and I were looking to purchase a truck in the next several years, drive for a while, and then retire. Now, with this ProStar, we can accelerate the timing of our goal.”

International said Wright recently turned in his company truck and leased his new, Diamond Renewed ProStar to Knight Transportation, “effectively making him an owner-operator.” Wright lives in eastern Arkansas with his wife, Katrina and son, Billy.
International Begins Producing WorkStar Trucks

International also announced it’s started production of its first WorkStar® vocational trucks, powered by the Cummins® ISB6.7 engine. Both the WorkStar and the International DuraStar® medium-duty trucks are available with the ISB6.7 as an engine option, the company noted.

"Production of the WorkStar with Cummins ISB6.7 is an important milestone in meeting the needs of vocational customers by providing a comprehensive offering of proven components," said Navistar executive Jeff Sass. "The WorkStar with Cummins ISB6.7 gives customers a winning combination of performance and strength."

The WorkStar features multiple-frame rail options, a double-sided galvanized steel cab protected by an extensive five-step corrosion protection process, and comes standard with the Diamond Logic® electrical system—an advanced multiplexing architecture.

The addition of the Cummins ISB 6.7-liter engine expands the WorkStar model’s extensive powertrain options, which include Navistar’s proprietary 9.3-liter and 13-liter offerings.

International said WorkStar is also available with traditional manual and automated-manual transmission offerings from Eaton, and fully-automatic offerings from Allison. The Cummins ISB6.7, rated up to 325 horsepower and 750lb.-ft. torque, and features flexible horsepower and torque ratings, with higher ratings specifically for fire and emergency applications.

For more information, visit www.internationaltrucks.com.

Truckloads to Become the “Uber” of Trucking?

Trucker Path, a company that’s had some success with an app for Truckers featuring reviews of truck stops, mechanics, and other sources, will soon move to connecting truckers with freight as well. The start-up recently received $20 million dollars in venture capital, a testament not only to Trucker Path’s previous success, but also to the trucking industry’s significance. Trucker Path is calling its new service Truckloads.

Trucker Path’s Success

As background, the original free Trucker Path app helps truckers find truck stops, parking, rest areas, open/closed weigh stations, and much more. “It improves a trucker’s life by reducing the frustrations of unproductive stops and sleep deprivation,” the company notes on its website.

Trucker Path says it already has America’s #1 app for drivers, with over 300,000 truck drivers and “thousands of trucking companies” using it. Over 30,000 people have “liked” its Facebook page.

Truckloads

Now, with Truckloads, Trucker Path says it’s also created the world’s online marketplace for the commercial trucking industry. “We’ve replaced load boards with an automated marketplace where truckers can find truckloads on their smart phones, enabling them to increase revenues and improve cash flow. And brokers can automatically contract with their preferred and most reliable carriers,” the company announced.

Trucker Path is nothing if not ambitious. Of that new round of venture capital, $1.5 million is from Renren, a Chinese holding company. The money may help Trucker Path enter the huge Chinese market.

The Uber for Trucking?

Many media outlets are suggesting Truckloads may one day become the “Uber” for trucking. Uber is the popular company that connects people needing transportation, with drivers willing to provide it—all through its apps. Its drivers are independent contractors who work when they want for a set fee. Uber has taken off in cities where there are many more riders than there are cars, such as New York, and Washington D.C.

Truckloads has generated lots of press partially because the media has enthusiastically associated it with Uber. Will all this press translate into a revolution of sorts in the trucking industry? Some, like Yossi Sheffi, an MIT Professor of Engineering Systems, are saying not so fast. In a recent article posted to LinkedIn, Sheffi notes that there is much more to freight transportation than matching loads with trucks.

Sheffi added that “while the new technologies offer many exciting possibilities, they are not likely to substitute for strong, well-capitalized, full-service freight brokerage firms.”
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We hope you enjoyed our little imaginary driving school in last month’s newsletter. Could you tell we had some fun writing it? Well, we could easily go on and on, because the observations and subsequent “lessons” happen routinely. There is no shortage of crummy drivers in our little corner of the world, and we’re guessing you don’t have to import them either. It doesn’t matter where you live or how much traffic you endure, we’re old enough to know that the good Lord, in His infinite wisdom, seems to have made more horses’ behinds than He did horses. Almost all of them eventually get around to passing a driver’s test and getting a license. We haven’t come here to offer another installment to our imaginary lesson plans, but driving lessons and licensing have both been on our minds lately.

We take issue with a recent decision passed by our state’s governing body. Many people like to find fault with their local and/or state governments. You may have noticed we’re not even mentioning our federal government. This newsletter doesn’t have enough pages for us to go there. But, we actually love the state where we live. Oh, our neighbors complain about the taxes, but then most of them never lived in the state of New Jersey. We have, so we can easily talk trash about high taxes. We don’t mind the taxes we pay, because our state maintains our roads very well, we have ample services for most things we need, and we’ve even called state agencies only to have the phones answered by real humans! Incredible as it is to believe our state government often works on its citizens behalf. So, we’re not here to bash the decisions that come down from the state legislature, not most of them anyway.

Most recently, the General Assembly has decided that new drivers no longer have to prove their ability to parallel park to qualify for a driver’s license. Does that seem as crazy to you as it did to us? We both had to take our driving tests twice, lo those many years ago, when we couldn’t wait to get that newly minted ticket to freedom. One of us failed, because, with the blossoming of the movement for equality between the sexes, one of our local inspectors insisted on failing every single teenage girl he tested whether or not there was reason to do so. Can you tell who was lucky enough to draw that charming individual on testing day? The other one fell to the ways of that terrible parallel parking section. Oh, it’s hard, we agree. I personally learned the trick with tears running down my cheeks as Daddy’s patience had worn to the last thread. Fortunately, with an abundance of big brothers, another member of the family stepped in and the teaching/learning got easier. Tears really do alter your visual perception.

But, parallel parking is a vital skill for any driver. Now, we’re not ostriches. We fully recognize that within a matter of years, technology will be able to make it possible for cars to parallel park themselves. We’ve already seen some of that happening. But, that’s not really the point, is it? When an inexperienced driver masters parallel parking, it means that he’s integrated the movement of the car as it goes backwards as well as forward. We can remember learning that you’re not a competent driver until you consider the car to be simply an extension of yourself as you move through space. We, for the most part, have no trouble walking among our fellow citizens without crashing into each other, and by integrating the car as part of yourself you can achieve the same happy effect on the road.

Even if technology makes it possible for drivers of all new cars to seamlessly and effortlessly slip into a parking space that will not prevent us from needing a clear understanding of how to maneuver a car in reverse. Plus, speaking only for ourselves, many of us drive cars that are much older than current technology. One of ours doesn’t even have a CD player! So, we stand in opposition to the decision that this skill is an old saw ready for the junk heap. We were told that so many people fail the test on this skill that the backlog for retesting drivers extends out to near two or three months. It seems that budgetary issues are at the root of the new edict. That seems crazy. Personally, we’d be willing to up the taxes just a smidge if that would mean we’d drive among others who have the best driving skills possible. In our minds, that means forward, backward, highway, country road, parking lots, and city streets. We will see how this new decision works out for all concerned, but for now, we’re a little worried, from where we sit.

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