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Mighty Medium Duty

Mack[®] MD
delivers for
customers

A Look Ahead

Mack Trucks ready to serve customers in 2022

Mack *mDRIVE*[™]

Paving the way for road builders

Ready for its Next Mission

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Vol. 2 2021



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Mack Work Bag

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Pendleton Camp Blanket



Gold bulldog pattern neck liner

Navy microfleece vest

Mack logo prominently featured on left chest

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VIEWPOINT

Maximizing our potential during turbulent times

Difficult times show the true character of an organization. After weathering the extraordinary global crisis of 2020, in 2021 we faced another unprecedented and ever-changing set of pandemic and supply chain challenges. Yet through it all, I remain grateful for, and impressed with, the ability of our customers, dealers and employees to navigate the challenges and serve the needs of our industry and society. I am proud to say that the people of Mack Trucks and Mack dealers continued to take care of our business according to the best traditions of this company. And because of that, Mack's future has never looked brighter.



Our dealer network and Mack employees fought through the obstacles and got their jobs done despite the many challenges. First and foremost, we focused on keeping our customers and our people safe. But we also continued to do everything Mack is renowned for, to keep trucks on the road and operating at full throttle. Our teams at the Uptime Center, our parts distribution centers, our sales and technical support staff, and most importantly, our dealers, gave everything they had to keep our customers operating in difficult times. Our character showed in 2020 and 2021, and I have no doubt it will again in 2022, as well.

As is well known, the current supply situation means it can be a struggle to maintain reliable delivery schedules. Like everyone in the truck industry, Mack has been affected by parts shortages and supply chain backlogs. In fact, we haven't seen supply chain disruptions like this since World War II. This turbulent environment has affected our customers and their businesses, as well as our operational flows and truck deliveries. Heroic efforts by Mack employees in many departments and within our powertrain and truck assembly facilities have minimized the effects of this turbulence.

Communication is key to overcoming these challenges, and managing the process. We have done our best to communicate frequently and in depth, sharing the best information we have in these low-visibility times, and treating customers, dealers and our suppliers with respect. We're all in this together, and we want to continue having great relationships across the customer-dealer-OEM-supplier value chain when normalcy returns.

Of course, one reason for the supply chain challenges is the good strength of our economy. The demand for trucks is very good now, and looks like it will remain strong next year. The hard work of our dealers and our employees helped Mack grow its market share, even with supply constraints. At the same time, it's frustrating for all to not be able to build all the trucks our customers want, when they want them. Normalcy won't return overnight, but until then, Mack is committed to doing the best we can for our customers, regardless of the conditions.

Even though the many effects of the pandemic continue to challenge global society, we do see a bright future. The Mack family has navigated many turbulent times over the last 121 years and we always emerge better prepared for the challenges and opportunities that lie ahead.

Please stay well, and may 2022 bring you and your family health, happiness and prosperity.

Martin Weissburg, President, Mack Trucks



Mack Trucks introduces new comprehensive maintenance program

Mack Trucks announced the new Mack® Premium Service Agreement, a comprehensive maintenance program that simplifies maintenance management and helps increase uptime, optimize vehicle safety and performance and improve cost of ownership for Mack Anthem®, Mack Pinnacle™, Mack Granite®, Mack TerraPro® and Mack LR customers.

The optional Mack Premium Service Agreement may be added to new truck purchases or added to trucks in service, prior to their first service interval. The service agreement replaces Mack's existing maintenance plans and streamlines maintenance management with a single solution that takes the burden of routine maintenance and preventative maintenance off the truck owner and transfers it to the Mack dealer network. Customers can tailor the plans to the length of their ownership cycle and to the expected operating duty conditions of the truck – normal duty or heavy duty – optimizing maintenance intervals based on duty cycle.

"Through a dynamic maintenance schedule approach, the Mack Premium Service agreement brings an unprecedented level of service customization to keep Mack customers moving safely and efficiently, while improving the total cost of ownership through improved uptime," says Greg Smith, Mack director of fleet support.

The Mack Premium Service Agreement includes a range of services to promote proper vehicle maintenance and peak performance, including:

- All aftertreatment maintenance and Diesel Particulate Filter (DPF) cleaning;
- All scheduled transmission and scheduled axle maintenance;
- All scheduled engine maintenance and valve adjustments;
- All scheduled chassis maintenance;
- Alternator coverage; and
- Regular 74-point inspection and oil analysis.

Customers may also add optional services to further customize their plan to fit the specific needs of their operations and duty cycles.

More information at macktrucks.com.

Trucking Hall of Fame honors Mack Trucks founders

Mack Trucks founders John "Jack" and Augustus "Gus" Mack were recently inducted into the American Truck Historical Society's (ATHS) new American Trucking and Industry Leader Hall of Fame (ATIL Hall of Fame) as part of its inaugural class.

Located at the ATHS headquarters in Kansas City, Missouri, the ATIL Hall of Fame focuses on honoring trucking professionals and their contributions to the industry and society. The inaugural induction ceremony took place in conjunction with ATHS's 50 anniversary celebration. ATHS is the world's largest nonprofit society dedicated to preserving the history of trucks, the trucking industry and its pioneers.

"It's truly an honor for the Mack brothers to be recognized for their indelible contributions to our essential industry, alongside the other legendary inductees," said Martin Weissburg, Mack Trucks president. "The Mack brothers' vision and spirit of innovation produced trucks that helped build countries and laid the groundwork for modern trucks that today build and move our world and support our quality of life."

Mack Trucks operates in more than 20 countries in the Americas, the Caribbean, Africa, the Middle East, and Asia/Pacific regions. Throughout the company's history, Mack vehicles have been on the jobsites of countless life-changing projects, such as the building of Hoover (Boulder) Dam, the Panama Canal, Boston's subway system, and the Trans-Canada Highway.

For more information about the Mack brothers and Mack Trucks history, go to the Mack Trucks Historical Museum website at <https://www.macktruckshistoricalmuseum.org/>.

HEADLIGHTS



L(left) Jesse Hibler, dealer principal of Northwest Equipment Sales, and Dan Brady, branch manager of the dealership's Boise, ID location.

Northwest Equipment Sales first Mack-Certified Electric Vehicle Dealer in Northwestern U.S.

Mack Trucks dealer Northwest Equipment Sales, based in Boise, Idaho, is now a Certified Electric Vehicle (EV) Dealer, making it the first Mack dealer in the Northwestern United States to achieve that status.

“The investment and certification ensures that Northwest Equipment is ready and able to meet the needs of our customers as we continue to see the adoption of electric vehicles in fleets,” says Jonathan Randall, Mack Trucks senior vice president of sales and commercial operations.

Northwest Equipment began the process for EV certification in February 2021. The 28,000 square-foot Boise dealership will have four bays available for battery electric vehicles (BEVs).

“We decided to make our flagship Boise location a Certified EV Dealer in preparation for the move toward electrification,” says Jesse Hibler, dealer principal for Northwest Equipment. “Mack made a difficult process simple, walking us through it step-by-step so that we knew exactly how to accomplish the goal of becoming a Certified EV Dealer.”

With the certification, Northwest Equipment Sales' Boise location is equipped to service the Mack LR Electric refuse vehicle. The LR Electric is equipped with four NMC (Nickel Manganese Cobalt Oxide) lithium-ion batteries, charged by a 150kW, SAE J1772-compliant charging system. The batteries provide vehicle propulsion, as well as power for all onboard accessories driven through 12V, 24V and 600V electric circuits. To account for the LR Electric vehicle's increasing load throughout the day, a three-mode regenerative braking system helps recapture the energy from the hundreds of stops.

Mack Anthem[®] moves race cars on time and in style

Mack Trucks highlights the Mack Anthem[®] 70-inch stand-up sleeper model in the latest installment of Mack's RoadLife 2.0 video series, showing how Vital Speed Motorsports depend on two Mack Anthem models for fuel efficiency, uptime benefits, and head-turning style.

The Beaverton, Oregon-based Ferrari Challenge and GT Racing team hauls their Ferraris to racetracks across the continent in style and on time, enabling Vital Speed Motorsports to focus on their high-performance cars and race day preparations.

“Having the old-school toughness that Mack brings, mixed in with the latest technology that makes it safer and a pleasure to drive – it just makes sense,” said Rich Baek, founder and driver for the Vital Speed Motorsports team. “It matches what we do and what we expect.”

Uptime is essential for Vital Speed because their cars must arrive according to schedule to prepare for race day, so they partner with Mack dealer TEC Equipment, with locations throughout the Western U.S., for their parts and service needs.

Additional RoadLife 2.0 features will air throughout the year. Viewers can watch RoadLife episodes on roadlife.tv, with additional content featured on Mack Trucks' social channels: Facebook, Twitter, Instagram, LinkedIn and YouTube. ■



Factory-installed eAPU to be available for Mack Anthem[®] early 2022

Mack Trucks will offer a factory-installed electric Auxiliary Power Unit (eAPU) for its 70-inch Mack Anthem[®] sleeper models. The Idle Free Series 5000 eAPU offers customers increased air-cooling capacity, reduced idling and simplified maintenance for improved total cost of ownership.

“Reduced idle time means increased fuel savings and engine life for Mack customers, along with decreased engine maintenance costs,” says Stu Russoli, Mack Trucks highway product manager. “The Idle Free eAPU also improves driver comfort because of its high-performing electric cooling capacity, which runs more quietly than diesel-powered APUs and can help drivers have uninterrupted rest time.”

The Idle Free eAPU features a 10,000 BTU compressor and three-speed evaporator fan to direct the airflow to the sleeper without duct work, allowing the driver to easily adjust temperature and fan speed from the control panel located on the evaporator in the bunk.

“The addition of the Idle Free eAPU to the 70-inch Mack Anthem sleeper maximizes efficiency in an already very fuel-efficient vehicle,” Russoli said. “The reduced idling also meets anti-idling laws and contributes to decreased emissions, which is better for the environment.”

The system can be retrofitted with an automatic start-stop kit which allows the truck to automatically idle to recharge the batteries, turning the engine off when they are fully charged.

The Idle Free eAPU will be available for order in Q2 2022.

COVER STORY



Mighty Medium-Duty

Strong start for the Mack® MD Series

Story by Carolyn Mason

Elaine Pivinski knew exactly what she wanted for her birthday. “Don’t send me emeralds or pearls,” she posted on social media. “I want a Mack® truck.” That’s how the owner and founder of Franklin Hills Winery in Bangor, Pennsylvania ended up with a brand-new Mack MD medium-duty truck. It’s a gift that keeps giving each day.

With the addition of the MD6 and MD7 models launched in early 2020, Mack Trucks now offers a complete lineup of Class 6 to Class 8 vehicles. Mack last offered a medium-duty truck nearly two decades ago, and the MD Series was greatly anticipated by dealers and customers who wanted the toughness, durability, uptime and dealer support they enjoy with Mack’s Class 8 models.

Mack launched the MD Series, at the new Roanoke Valley Operations (RVO) assembly plant near Salem, Virginia and then displayed the new trucks at the 2020 Work Truck Show. The initial response was overwhelmingly positive. “We knew the product had potential for strong market acceptance, and the initial reception and response confirms our confidence,” says Jonathan Randall, Mack senior vice president of North American sales and commercial operations.

Strong start

Production ramped up during 2020 and retail sales grew month over month. “In the third quarter (of 2021), our market share was 4.8% so we have gone from 0% to just under 5% in our first year, in a

market that has even more competitors than the heavy-duty market. Our dealers have embraced it. The customers have embraced it. And the customers are coming back for their second round of MDs. We are seeing the same order board demand in 2022 on the medium-duties as we do the heavy-duties,” Randall says.

“By adding that dynamic to our dealer business and then providing our dealers and customers the full range of Class 6-8 has really paid off for Mack, for the dealers and for the customers,” Randall says, “The strategy has been a great success, the product is well-received and is doing very well in the market.”

The build

Dayle Wetherell, Mack Trucks vice president of medium duty sales, says the stars aligned when production started on the MD Series. “In spite of the COVID 19 shutdowns and new safety protocols, we pushed through the challenges with the supply chain and in setting up a new factory, and we still rolled out the new models in record time.”

The strategy was to build a medium-duty truck that embodies traditional Mack qualities and toughness, while pulling in features from the heavy-duty Class 8 product line such as LED marker lamps, headlights, cab air suspension, a flat-bottom steering wheel, and an ergonomic and driver-focused dash. The MD Series also uses the tested and successful Mack Granite® cab for a spacious and well-built driver and passenger environment. Mack also decided to speed the MD to market by spec’ing the industry-accepted Cummins B6.7 engine, Allison 2500HS six-speed automatic transmission and Meritor axles.

“By not starting from scratch, we were able to achieve a remarkably short production time from prototype to launch,” Wetherell says.

The market

Mack initially targeted several market segments with the MD Series. “We knew we couldn’t get a new product to dealers as quickly as we wanted to if we targeted an unlimited market. We decided to go initially for 75% of the market, and focused on box vans, refrigerator vans, flat beds, small dump and towing and then, service and beverage trucks,” Wetherell says.



Melody Owen, transportation manager for Harvest Roasting/ Scooters Coffee and Tyrell Brice, route delivery driver

MACK® MD SERIES



Good-looking truck

The look of the MD Series is clearly Mack, with distinctive cues drawn from the Mack Class 8 range, especially the Mack Anthem®. “We did everything we could to make it look like it’s part of the Mack family, all the way down to the Bulldog hood ornament.

“We had a such a successful launch of the Mack Anthem that we wanted to carry over the Anthem’s popular features such as the squared-off nose, grille, ergonomic controls, wide windows, flat-bottom steering wheel and all the creature comforts drivers love,” Wetherell says.

That “Mack look” was what Elaine Pivinski said gave her the biggest thrill when she first saw her new MD6 with a Morgan 20-foot van body. The winery uses it to deliver wine and spirits throughout Pennsylvania. “It’s such a beautiful truck and our driver loves how it handles, the turning radius and the dock height. We used to deliver 80 cases of wine per trip in our old van, and with the new

dock-height MD6, we can load and unload 500 cases. That’s a gamechanger for us,” she says.

Maneuverability

The MD Series features a sharp wheel cut for increased maneuverability in tough to navigate urban settings, while overall dimensions ensure it has the capacity to handle the job at hand. For example, the air-suspended steel cab features an industry-best bumper-to-back-of-cab (BBC) measurement of 103 inches, while 8 wheelbase lengths accommodate 10- to 26-foot bodies.

The tight turning and easy maneuverability are two features that Christy Webber, owner of Chicagoland Landscape and Light Construction in Chicago, Illinois, says is crucial to her urban business. Webber, who started her business mowing grass in 1986 now owns and operates one of Chicago’s largest full-service landscape companies.

Webber is hands-on when she’s buying equipment. She operates two MD7 models with small dump bodies. Since most of the jobs are in the crowded urban center, her drivers say the power and tight turning radius of the new trucks makes their work easier.

“The guys love the large windshield for great visibility and comment on how quiet and comfortable the cab is,” she says. She struggles with labor shortages and believes that perks like offering the new MD7 to her top drivers can help recruit and retain drivers. While her drivers love the truck, she says she likes how American and Mack tough it looks. “It’s just a badass baby Mack,” she says.

Powerful performance

When Phil Buck, managing partner with Crawford Landscape Group decided to add another medium-duty work truck to his fleet, he was excited to order the MD7, adding a



strong player to his Mack fleet that includes a Granite grapple truck and a Granite chipper truck. Located in Naples, Florida, Buck leads the tree surgery side of the landscape group which requires equipment with power and durability. Buck's bright red MD7 is equipped with a Versalift 65' aerial boom, an 11-foot chipper dump body, a cross-body storage box with shelves, hooks, an inside ladder and pruner pole storage box. Buck, a long-time Mack fan, says it's the ease of operation, plus all the features on the dash, air ride suspension and the quiet cab that made the truck an instant hit with his drivers. "The drivers also appreciate the comfort and power of the truck, especially in the tight quarters of tree trimming, removal and surgery," Buck says.

Cool factor

Butch Jarvis, fleet manager for Coca Cola of Yakima, Washington jumped at the opportunity to buy the MD7 when it became



Christy Webber, owner, Chicagoland Landscape and Light Construction, Chicago, Illinois.

available. "It's a modern truck with a little 'old school cool,'" he says. The "Coke red," truck with a 12-bay Mickey beverage body, is used to transport Coke products to mostly urban areas. "I really liked the Anthem looks, like the hood and the grill," Jarvis says.

His driver likes the flat-bottom steering wheel, while the turning radius and automatic transmission make a big difference. "For city driving, it's so much easier and safer for the driver, and being able to turn without having to back up really makes a difference," he says. "The truck really makes a statement and I feel like it's good for business. It's a showpiece and we get nothing but compliments. That's always a good thing."

Medium duty, maximum benefits

Jason Snell, general manager of leasing for RDO Truck Leasing in Omaha, Nebraska was thrilled when Mack re-entered the medium-duty market. He's been in the leasing business for more than 25 years and says the MD Series hit the mark. One of his top customers, Melody Owen, transportation manager for Harvest Roasting/Scooters Coffee operates three Anthem day cabs, with four more Anthems on order and recently received an MD6 with a 26-foot refrigerator van body. Harvest Roasting/Scooters Coffee is a fast-growing operation that started with one coffee shop and today has 366 franchisees in 24 states. The company roasts the coffee in Omaha and then transports coffee and baked goods to the franchises.

Snell says the customer was so happy with the Anthems that he felt like the MD6 would be a perfect fit for them. "It was

well-received right away. The drivers liked the Mack look, feel and comfort and Melody Owen was happy to add the medium-duty to her fleet," he says. He likes how easy it was to add the refrigerator body. "It has the right wheelbase and dock height to accommodate most operations," Snell says.

Snell has leased dozens of new Mack medium-duty trucks and the reviews line up with Owen's. He says he hears lots of positive comments from new customers who like the grille and hood, and consider them a bold departure from the typically boring straight trucks. Customers say their drivers are enthusiastic and compare the MDs to Class 8 Macks in terms of desirability.

They also mention the reliability, quiet cab, comfort and power. Tyrell Brice, route delivery driver for Harvest Roasting/Scooters Coffee says he was impressed with the turning radius. "I have to maneuver the truck into a small kiosk in crowded parking lots. The MD6 performs under those tough conditions," he says. He particularly likes the dash arrangement for easy reach and says he is pleased with the extra visibility from the wide windows. "Guys come up and want to talk about the truck. It's got the whole Mack look and I like it," he says.

That's music to Snell's ears as his customers struggle with driver turnover. "Offering cool new equipment with the prestige that comes from Mack can be a recruiting and retention benefit that's critical to all my customers," he says.

Mostly, he says he's glad to be able to offer Owen everything from an Anthem to the MD, as well as all the Mack parts, services and maintenance. "She can receive all her equipment and service from the same place. That works out well for everyone." ■



What to expect: Setting the scene for 2022

Supply chain issues, labor shortages and inflation are concerns, but experts see a strong year ahead.

By Denise L. Rondini



Economic forecasting is challenging at the best of times; however, crafting an outlook for 2022 presents a unique set of challenges for experts. A good place to start talking about what's ahead for 2022 is by reviewing where we are in 2021. "We've seen in 2021 the best freight market in U.S. history," says Kenny Vieth, president and senior analyst at ACT Research. "We have consumers continuing to spend disproportionately on goods rather than services. The manufacturing sector is doing as much work as it can gets parts for, and the housing sector is going gangbusters."

While all these factors have contributed to a 5% plus GDP economy, the story of the year is not the increase in GDP, but the supply chain constraints that have affected every industry, including trucking and construction. Demand for trucks, trailers and construction equipment far outstrips OEMs' ability to produce them because they cannot get the necessary parts. While much of the news has focused on the shortage of semiconductors, there also are shortages of other materials such as aluminum and steel.

Adding to these complications during the

year was a growing concern about inflation. In an interview with the Financial Times, Treasury Secretary Janet Yellen said that elevated inflation was caused primarily by pandemic-related supply issues and that concerns about inflation lessened as efforts were successful at containing the virus.

How much longer?

How long the supply chain constraints will last is anyone's guess. But according to Bob Dieli, economist at MacKay & Company and president of RDLB, the supply chain problem is a physical one. "Everyone wants to bring politics into it or difference pieces of economic theory into it," Dieli says. "Those are completely irrelevant. [Solving the problem] is going to depend on how quickly we can get trucks under containers at all points of the supply chain."

Dieli suggests thinking of it this way: It's like when you are washing dishes, and something gets stuck in the drain. Even after you pull the blockage out it still takes some time for the sink to drain. "This is no different than what is happening at ports," he says. "There is a backlog at ports and even though things are moving out of ports once again, it is going to take time to clear up that backlog."

"The pandemic had effects on both supply and demand, some of which we are only beginning to completely understand," he says. "The adjustments are going to take time, and one big mistake we made at the beginning of the process was thinking it was going to be resolved quickly."

Seth Gatto, who as industry intelligence manager for Mack Trucks tracks and analyzes factors affecting the truck market, says once the supply chain constraints are resolved, other factors will also improve. "Easing of supply chain shortages will allow the economy to process the high backlog of orders, reduce inflationary pressure and greatly decrease economic volatility," he says.

While predicting the future is difficult, Avery Vise, vice president trucking at FTR Transportation Intelligence, thinks 2022 is going to be a solid year in part because of everything left undone due to delays in 2021. He says in the first half of next year there will be spillover from the stresses on the supply chain in 2021 that will make at least the first quarter of the new year stronger than it usually is. "For the year as a whole, we see truck loadings being up nearly 4 percent, which is pretty strong growth on an annual basis," Vise says.

Vise expects to see the beginning of some relief on the semiconductor shortage, which he says should increase automobile production. "However, the jury is still out on how quickly that is going to happen. In all likelihood, it will take well into next year before that translates into production because of all the spool up that is needed from all the various suppliers."

Jonathan Randall, senior vice president of sales and commercial operations at Mack Trucks, says that when it comes to 2022 the

die has already been cast. "We know what we are getting as far as it relates to truck orders and truck availability," he says. Fleets that understood the dynamics of the market and got their orders in know they are getting trucks, although they may not be getting all the trucks they want or need because of the shortages.

For 2022, most fleets will be running trucks longer than anticipated and their large capital investments are likely going to go to something other than new equipment purchases. "Whether that is paving lots or refurbishing buildings — whatever the case may be — some of the budget that was set aside for transportation equipment is now going to be spent elsewhere," Randall believes.

Dieli notes that consumer spending is a big driver of the economy and has a huge impact on the trucking industry. "No matter what it is, everything spends some time on a truck," he says.

Finally, an infrastructure bill

President Biden signed a \$1.2 trillion bi-partisan bill that should improve U.S. highways, roads, and bridges. More than \$500 billion of the total authorization is earmarked for transportation infrastructure improvements.

The White House says the spending package could result in 700,000 new jobs — 100,000 of which will be in the transportation industry.

Chris Spear, president and CEO of the American Trucking Associations praised the passing of the bill saying, "From farmers to truckers, the millions of hard-working people who make this country great won today."

The bill includes a vehicle miles traveled pilot program that will explore how to tax vehicles — both cars and trucks — with per mile user-fees. These fees would be used to fund the Highway Trust Fund.

Early versions of the bill had a provision for higher liability insurance minimums of more than double the current minimum of \$750,000. The fact that this provision was not in the final bill is being viewed as a big win for trucking.

What about consumers?

There are some downside risks when it comes to 2022 and the biggest is that consumer spending may slow down, Vise says. "We have had extraordinarily high levels of consumer spending even at this point — six months after the last stimulus checks have been issued. But we are getting advanced payments for child tax credits that are substantial."

Vise says there are questions about consumer spending for 2022, but the theory has always been that job growth would offset the loss of stimulus. According to Gatto, as of August 2021 there were 4.1 million more open positions than hires. "Labor participation (percent of people



either working or looking for work) is currently 1.8% lower than January 2020 indicating there likely has been a permanent shift in the labor market with fewer people available for work,” he says.

He adds, “For context, there was a decline of 1.4% in the same period after the 2018 recession. Increased retirements, personal health concerns, childcare needs, and reprioritization in workers’ personal lives signal that current labor shortages will likely continue through 2022.”

Even though there are a significant number of people still out of work, Vieth says job growth has been good as has wage growth. “The bad news is inflation is chewing away at wage growth, but consumer savings are at an extremely strong level. Wealth is at record levels. There is a lot to like on the consumer side.”

Vieth believes as consumers get more comfortable with lower COVID rates we are likely to see a move away from spending on goods to spending on services. “We will see more trips to grandma’s house, more trips to sporting events and rock concerts, more stays in hotels, etc.” This could affect freight rates.

Keep an eye on inflation

Dieli, who has been following inflation for 45 years, says that the Consumer Price Index rising from 2% to 5% was directly related to the rebound from the pandemic. “The composition of demand changed,” he says. “The composition of supply changed and some of it manifested itself as higher prices.” Today the CPI is at 5.4%, but Dieli points out that 3.5% of that was caused by the rise in gasoline prices which had plummeted to \$1.90 at the height of the pandemic when very few people were going to their offices, and no one was traveling. “Once we were told we could go back

outside we began driving our cars. This increased the demand for gasoline and crude oil prices went back up.”

FTR also follows inflation very carefully, and Vise says it is still a concern although less so than it was earlier this year. “The thinking of the Federal Reserve is that this is a near-term issue because of supply chain disruptions in the suppliers of commodities not being able to provide materials as quickly as they are needed. Once they do, it will settle out.” He says we are already seeing this with lumber, as once skyrocketing prices have come down.

“If you look at inflation now, we are still at 4-5% over 12 months, which is the highest in a long time,” Vise says. But it is not getting worse, and the indications would be that it could potentially get better. I don’t see inflation as a huge problem unless it does continue more than half of next year or past next year or if it becomes a much more long-term situation like it was in the late 70’s for example.”

Follow monetary policy

On a broader level, Dieli says another factor the trucking industry needs to be aware of is changes in monetary policy. “We are at the point in the business cycle where the Federal Reserve has to shift from a policy that is designed to promote growth to one designed to sustain growth,” Dieli says, likening this to the difference between having your foot on the accelerator as you are entering the expressway and when you let up on the accelerator once you have merged into traffic.

“This is normal and is what is done as we move from promoting growth to sustaining it.” The first step of the process, tapering, is when the Fed will slow down the rate of bond purchases. The next step is to raise the target Fed Funds Rate. Dieli emphasizes that

both of these actions are normal given where we are in the economic cycle.

Final predictions

Vise says FTR sees a lot of strength in the economy for 2022 because of the lower COVID rates in the United States. “However, we must look at the global economy because vaccination rates outside the U.S. are not there yet, especially in Asia which we depend on a lot as a business partner. So, there are some headwinds there.”

“Barring some unforeseen problem, there is a very favorable outlook for 2022,” says Vieth. The economic setup for freight creation should continue favorably. We are carrying a lot of pent-up demand not just for heavy trucks and trailers but in the machinery industry broadly.”

Supply chain shortages are going to continue, and Randall says it is time to move past 2022. “Not only is 2022 going to be capacity constrained, but we also believe that the demand not met in 2022 will still exist in 2023. We project 2022 to be a strong market and we project 2023 will be equally strong if not stronger. These are going to be strong years for truck demand.”

He adds, “Knowing that 2022 is fairly well set, it is time to start planning for 2023. We have got to be ready sooner in the cycle than we have been in the past to address customers’ needs.”

Mack is in the process of structuring 2023 from an order board management and availability standpoint. “We are looking at exactly what those things are going to look like and what the process and cadence is going to be for working with our customers,” Randall says.

Mack’s plan is to be as transparent as possible in sharing information. “We will overcommunicate, just as we have done throughout the pandemic,” Randall says. ■

AT WORK



New trucks for New Way Trucking

New Way Trucking powered by Mack Anthem[®]

By Carolyn Mason

When Harman Brar attended the launch of the Mack Anthem[®], he knew he found the perfect truck for Calgary, Alberta-based New Way Trucking. As business development manager of Transwestern Truck Centres in Calgary, it was his responsibility to report back to New Way's owners about the great new truck he'd seen.

The owners were intrigued enough that they ordered 50 of the brand-new over-the-road trucks. The first Anthems were delivered in 2019 and were a hit, to the point the formerly mixed-truck operation is on its way to becoming an all-Mack fleet based on positive driver feedback, increased uptime

and reliable Mack support.

New Way's name reflects their solid reputation in the industry, a new way of doing business and a new way of offering customer service. "Your satisfaction is our business" is the company's motto.

Customers with exacting on-time demands such as Purolator, a Canadian freight and courier company, named New Way Trucking their 2019 Carrier of the Year, and Walmart honored them with the Outboard Carrier of the Year award. Walmart cited New Way's 99% punctuality rate as one reason for the honor, a feat that Randhir Brar, CFO and partner, says is thanks to the Anthem's reliability.

Randhir's brother Gurpreet Brar founded New Way Trucking in 2004, and the two now run the company together (Randhir and Gurpreet are not related to Harman Brar.). The Brar's migrated from Punjab, India, in 1993, and Gurpreet drove trucks, became an owner-operator and then started the company with one truck.

Randhir joined in 2006, and the brothers have grown the business to 650 workers, 450 trucks (including owner-operators) and 800 trailers. Nearly 60% of New Way's drivers are from India's Punjab region. They believe much of their success is due to striving for the utmost satisfaction for their customers and continuing to innovate in all

AT WORK



Left to Right: Victor Ghumman, safety manager, New Way Calgary terminal, Harman Brar, TransWestern Truck Centres, Gurpreet Brar, co-owner/CEO, New Way, Randhir Brar, co-owner/CFO, New Way, Tirath Gill, managing director, New Way.

business areas, including equipment.

Choosing to purchase the new Anthems right out of the gate is one of many examples of their ability to pivot in order to expand.

“We are growing while trying to meet the demands of our core customers. We looked to Mack to provide reliable equipment for optimal uptime. We simply can’t have equipment failures in this hyper-competitive, on-time business,” Randhir says.

Rising fuel costs and the increased holiday season business make the Anthem’s fuel efficiency critical to their operation.

“Increased fuel costs are a direct hit to profit margins,” he says. “More efficient equipment like the Anthem helps to reduce some of the impact.”

While hiring drivers is a challenge for all trucking companies, Randhir says, “It helps to run new equipment to attract and retain good drivers.”

He credits their relationship with Transwestern Truck Centres as key to their success and says they work closely with Harman on every aspect of purchasing, spec’ing and operating the Anthems. “Harman knows more about our equipment than we do. He guides us, takes care of us and is our total point of contact, including all of our maintenance issues,” Randhir says.

Adding Anthems

Harman Brar says New Way’s 150 Mack trucks are mostly Anthems, with 20 more to be delivered by the end of 2021 and 115 on order for 2022.

New Way operates Anthem models with

70-inch Stand Up Sleepers, powered by an MP8®HE engine with 455 hp, 1,860 lb.-ft torque and Mack *mDRIVE*™. The Brar brothers are pleased with the fuel efficiency at an average of 8 mpg, which is even more impressive considering the extreme cold weather conditions and rough, mountainous terrain. “They get better fuel efficiency on shorter hauls but for this kind of operation, hitting 8 mpg average is way better than other equipment they’ve used,” Harman says.

Driver comfort and safety

Randhir Brar cites labor shortage as one of the most crucial issues facing his company’s growth, and driver acceptance was a key factor deciding repeat purchases.

He didn’t have to worry for long for the driver verdict. Driver reaction to the first 50 Anthems was overwhelmingly enthusiastic. Harman Brar says the drivers liked the bold Mack design, the comfortable cab with plenty of headroom, how quiet the ride was — and especially the power of the new truck. The sleepers include double beds and built-in refrigerators. Harman says the *mDRIVE* was a huge hit, especially after drivers had a chance to switch from shifting to automatic. “We credit the *mDRIVE* with increased safety and uptime,” Harman Brar says.

Ken Brown, safety director at New Way’s Edmonton terminal, has his finger on the pulse of driver behavior and satisfaction. A former driver himself, Brown says he appreciates the Anthem’s creature comforts,

such as the flat bottom steering wheel, ergonomic dash and especially *mDRIVE* when he takes drivers on test drives.

“When the new Anthems come in, we use them in two ways. We put the new trucks in the most brutal Yukon routes with weather conditions that can go to 45 degrees Celsius below zero and offer them as reward and incentive to our safest, most reliable drivers,” Brown says.

Connected

Because of the demands of their on-time customers, Harman Brar says they rely on Mack® Connect. “We use GuardDog® Connect and Over the Air (OTA) and really depend on the connectivity offered by Mack. We will get an email from the Mack Uptime Center about a potential problem before it’s even on our radar,” he says. Because their customers demand constant communication, Harman Brar says the fleet uses all the Mack offerings. “Uptime is everything,” he emphasizes.

As the company continues to grow, Randhir Brar says the customer expectations for high performance delivery and uptime continue to grow, too.

“We have to be focused on customer service and at same time remain competitive, modify operations with customer and market demand, and continue infrastructure growth with terminals across Canada. All of this can be accomplished with our honest, dedicated and hardworking drivers, and the most efficient, high performing equipment.” ■



Build



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BORN READY.

AT WORK



A concrete strategy for success

By Jim McNamara | Photos by Kirk Zutell



For Rusty Simmons, president of Rockingham Redi-Mix, Harrisonburg, Virginia, Mack Trucks is the definition of a ready-mix truck.

"My dad has been running Mack® concrete trucks since I was a kid," he says. "I don't remember having anything else."

Rockingham was founded in 1976 by his father, Roy Simmons. The company now operates 16 concrete plants from Winchester to Pulaski, Virginia on the I-81 corridor, and has spread into a range of concrete related

businesses. These include pre-cast products, such as concrete barriers, manholes and bridge beams.

"We're also very big in the reinforcing steel business, so we provide rebar all over the Mid-Atlantic. That led us into the concrete accessories supplies business, so all very heavy concrete based." The company also has two asphalt plants, sandpits and quarries and is in the paving business. It even operates Mack TerraPro™ front end loaders for construction site trash.

Simmons explains the wide offer is a function of being focused on what they do best, which is concrete. And Mack trucks transport everything and anything for them.

"Our goal always is to provide as many products as we can to one particular jobsite. That's really the basis for any business that we're in. We want to get one project and we want to get all the things we can with that project. People like a package deal and they want to deal with one person. We're already going to the job, we might as well take all the

AT WORK



Rusty Simmons, president, Rockingham Redi-Mix

stuff out there. We actually use Mack trucks everywhere.

"Macks have always been incredibly reliable and tough for us. Everything we've got, we've got to truck out there. It's easy to make concrete, but it's kind of hard to get it there sometimes. Jobsites have ruts, they have holes and you're backing into mud to pour. You're not running on the Interstate all day."

So Rockingham's Macks are tough, but they also need to be nice, because ready-mix companies face the same recruiting and retention issues any other company has. "You are truly competing with all industries to attract someone to drive a concrete truck."

"Part of our recruitment process over the past year was to put up a billboard with a gigantic picture of our Mack Granite." Simmons wants to put the idea in potential employees' heads that "It's like driving a big pickup and it's that approachable. It's just a large local delivery truck."

Rockingham Redi-Mix Specs

- Mack Granite Mixers: Mack MP®7 425M, Allison 4500 RDS 6-speed transmission, 20,000lb Mack FXL20 front axle, 44,000lb Mack S440 rear axle, Mack SS440 Camelback suspension, McNeilus 10-yard mixer body with boost-a-load axle.
- Mack Anthem Day Cabs: Mack MP®8 445C, Mack *mDRIVE* 12-speed transmission, 12,000lb Mack FXL12 front axle, 40,000lb Mack S40 rear axle, Mack air ride suspension
- Mack Granite Dumps: Mack MP8 445M engine, *mDRIVE* HD 13-speed transmission, 18,000lb Mack FXL18 front axle, 46,000 Mack S462R rear axle, Hendrickson Haulmaax suspension

Driver comfort, a good ride and amenities such as Mack *mDRIVE*™ are must-haves, and the truck also has to look good on the job.

"We need them to look good, because people want to drive a nice truck and they take care of a nice truck. Put people in junk and they treat it like junk," he says.

The majority of Rockingham's trucks are axle-forward Granite ready-mix trucks, with some Granite dump trucks and several Mack Anthem® day cabs.

"What we've found with Mack is they have been successful in all applications," says Simmons. "We have Mack trash trucks, we have Mack knuckle boom crane trucks, we have Mack dump trucks, we have Mack concrete trucks. We also have the Anthem tractors, which are an absolute dream to drive. It's been a nice progression for us that we can basically put a Mack in any role."

Simmons credits their Mack dealer Truck & Equipment, of Harrisonburg, Virginia, for its

support of the company since his father's days. "They've been our dealer since I can ever remember. I grew up understanding that Macks were good tough trucks. Their service has always been great, and I think there is a lot of efficiency in running the same brand."

"Truck & Equipment Corp. appreciates and values the relationship we have with the Simmons and Rockingham Redi Mix," says Sonny Lasam, president of Truck & Equipment. "It gives us tremendous satisfaction to see how the Mack truck product has contributed to their growth and development."

Rusty Simmons thinks there is more to come for this partnership.

"A guy could buy a Mack truck and run it for 20 years," he notes. "There's a lot of other brands where after five years you better get rid of that puppy, because it's going to start costing you money." ■

AT WORK

Bellwether at work, left to right:
Terry Davis, Matt Moldenhauer,
Udell Sims, and Wes Cheatham



Transporting timber

Bellwether Forest Products rely on Mack® Pinnacle™ to haul from forest to market

Story by Carolyn Mason | Photos by Mark Urmos

When Matt Moldenhauer, owner and president of Camden, South Carolina-based Bellwether Forest Products bought the company in 2016, he set out to make it live up to its name. Bellwether: an indicator or predictor of something describes the innovative approach Moldenhauer takes to the typical fragmented business model. Instead of three small businesses—timber dealer, logger and hauler—Moldenhauer says they have integrated all three under one roof and can offer a full-service solution with all employees working together as a team.

“By having total control from the timber sale to the delivery, it removes the ability to point fingers or make excuses, and instead forces us to be positive, proactive and solution-oriented. This is the business model of the future for the forest products industry,” Moldenhauer says.

This approach greatly benefits their trucking operations by enabling the company to invest more than a standalone trucking company could. “We’ve steadily incorporated transportation technology in our business over the years from dash cameras to remote

monitoring to digital load tracking and logistics planning. Implementing technology in the field and in administration is absolutely necessary in order to build scale and efficiency in our business,” Moldenhauer says.

Under this new vision, Bellwether has grown from 13 employees and 7 trucks to 75 employees and more than 40 trucks, the majority Mack® Pinnacle™ Day Cabs, including the delivery of 10 new Pinnacles this year. “We’re excited to grow with Mack Trucks because having a single truck type/

AT WORK



platform is important to streamline and build efficient scale for our operation,” Moldenhauer says.

In the past, timber haulers sometimes had a seat-of-the-pants image, but when Bellwether’s striking green Pinnacles are spotted throughout rural South Carolina and Georgia, the image is of a professionally run company making waves with a new approach and top-of-the-line equipment. In an industry that’s South Carolina’s number one rural commodity, Bellwether is making its mark.

Hard-working Mack Pinnacles

Moldenhauer says they have moved from leasing to buying new Pinnacles spec’d specifically for logging. “With each new order, we’ve learned how to spec them better and achieve the balance of payload, pulling power, fuel economy and durability we’re looking for,” he says.

The Pinnacle Day Cabs include all-Mack components such as heavy-duty rear axles, MP®8HE engine with *mDRIVE*™ HD and the

“I believe our “jellybean green” Mack Pinnacles have come to be a visible symbol of how we are investing and reinvesting in the most challenging part of the sector—forest products trucking.”

**Matt Moldenhauer,
president and owner of
Bellwether Forest Products**

rugged Camelback suspension. They hold up well in the rugged, wooded terrain and the drivers appreciate the high ground clearance and easy maneuvering during the off-highway operations. Moldenhauer says they considered the Mack Granite model but went with the lighter Pinnacle because it allows for additional payload.

Another critical advantage is the advanced technology and support of the Mack connectivity platform that maximizes the uptime required by the mills for on-time delivery. They use GuardDog® Connect uptime service and support platform, Over the Air (OTA) software and parameter downloads, and Mack OneCall™ for 24/7 support.

Moldenhauer credits the trucking fleet with being front and center in building their reputation and brand, as well as reliably delivering on their promises to customers. “I believe our “jellybean green” Mack Pinnacles have come to be a visible symbol of how we are investing and reinvesting in the most challenging part of the sector—forest products trucking,” Moldenhauer says.



“We’re excited to grow with Mack Trucks because having a single truck type/platform is important to streamline and build efficient scale for our operation.”

Matt Moldenhauer,
president and owner of
Bellwether Forest Products

Truck Centers works closely with Davis and Moldenhauer as they move from leasing to purchasing new Pinnacles. He collaborates with the team and says their one stop operation gives them a competitive advantage. “They have a first-class operation. The ‘Bellwether green’ trucks make a strong impression,” he says.

Meyers is working with Davis and the team to assist Bellwether as they build out their own shop in Camden.

Plans for growth

“Our goal is to grow our fleet to more than hundred trucks over the next few years. I believe that a larger fleet will allow us to deliver a more consistent, efficient, and professional service to our timber clients and customers. We believe if we stay focused on creatively solving the tough transportation problems the industry faces, we can be one of the largest transporters of in-woods raw fiber in the southeast,” he says.

To achieve that goal, he plans to use the integrated entity (timber buying/logging) to help invest profits from all the businesses into professionalizing the trucking side of the business.

The goals include everything from a Mack-only fleet to setting up an in-house maintenance workshop and rolling out more logistics, onboarding, safety and compliance systems. ■

Challenges and solutions

Moldenhauer says they face the same challenges as others in the trucking industry such as driver recruiting, rising insurance costs, and depressed freight rates. However, they also deal with issues unique to the timber business such as changing weather patterns (higher precipitation, wetter production conditions), outdated operational norms (trucks being assigned to a single job site rather than dynamic dispatching) and fluctuations in mill demand and available wood supply. Some of the challenges they can’t control, but on the trucking side, driver satisfaction directly impacts their recruiting and retention issues.

Driver response

Terry Davis, fleet manager for Bellwether, says that the driver reaction to the new Pinnacles has been extremely positive. “They complain about the automatic for a few minutes and that’s all it takes before they are converted to the comfort and ease of operating the Pinnacles with *mDRIVE*. When they get home, they are less tired and feel

more ownership of the trucks,” Davis says.

Driver recruiting and retention is always a challenge, but Davis says offering new, comfortable equipment to the safest drivers helps keep the driver seats filled. One driver told him, “Driving the *mDRIVE* is like getting a promotion,” something that Davis likes to hear. While they offer competitive pay and benefits packages, the new equipment gives them a retention and recruiting edge.

“This is a hard job so when drivers feel comfortable and safe, that’s a good thing.”

Davis says the truckers are allowed to take the company Pinnacles home since the workers and the work sites are spread out over rural areas. “It’s an incentive for them and gives them a sense of pride.”

Powerful partnership

Shealy Truck Center in Columbia was an early partner with Bellwether. Moldenhauer joined their full-service leasing program in 2017. “It was very helpful in getting our fleet up and running when we were new and small. That program let us hit the ground running with good maintenance support,” he says.

Jonathon Meyers, salesperson with Shealy



Mack *mDRIVE*™ HD paves the way forward for vocational

How the automated manual transmission delivers roadbuilding excellence

Roadbuilding is a tough application for trucks and for their drivers. Spec'ing trucks for these applications is all about delivering power and performance at the jobsite while easing the workload demands on drivers there, all while ensuring fuel-efficiency and vehicle durability.

One spec choice that positively impacts all these factors is Mack's automated manual transmission for work trucks, the Mack® *mDRIVE*™ HD. It's designed to stand up to on- and off-road service and to help drivers focus more on their job-specific tasks as they

operate the truck. Such is the case with Mack Granite® models spec'd to carry out various roadbuilding applications, especially in this era of driver shortages. In fact, the *mDRIVE* HD comes standard on the Granite.

Smooth and quick

"What's key for me is providing my drivers with a safe and comfortable environment to do their job," says Gary Grewal, president of GBA Haulage of Brampton, Ontario. Launched in 1998, GBA provides gravel, paving, road resurfacing, and excavation

services in the Greater Toronto area. "The *mDRIVE* transmission has proven to reduce driver fatigue. My drivers love it. They find it smooth and quick. In fact, they refuse to drive anything else."

For Bee Line Ready Mix, the initial impetus to switch from automatics to the *mDRIVE* was to cut the weight of the fleet's transit mixers. "The *mDRIVE* HD is the first automated manual we've run," says Paul Black, vice president of the Lavon, Texas-based firm. "Mack's automated manuals shave 300 pounds off the truck's weight. That matters.

We make more money with less weight,” since lighter components mean the truck can legally carry more concrete. Bee Line, which started up in 1993, operates a batch plant and delivers readymix to job sites in the Dallas-Fort Worth metroplex. It offers a range of other services as well, including concrete and asphalt repairs.

The 12-speed *mDRIVE* HD is now available with optional 13- and 14-speed “creeper” gears. Offering this extra gearing reflects how Mack aims to deliver excellence for roadbuilding applications, points out Tim Wrinkle, Mack construction product manager.

Flexible gearing

“With two additional low gear ratios plus multi-speed reverse gears,” he explains, “this transmission is designed to provide flexible gearing for low-speed operations and improved startability for heavy loads. It also maintains proper gearing for fuel efficiency at speed and saves wear and tear on clutches and brakes.”

The premium version of the *mDRIVE* is controlled through a dash-mounted shift pad by selecting drive, neutral, reverse and mode. To complete more demanding jobsite maneuvers, the premium shift pad can be operated manually to hold a gear, downshift, or upshift as needed. The mode can also be changed to give optimal fuel economy or off road performance.

Josh Seiferth, Mack LCOE (low cabover) product manager, points to a specific application advantage for concrete pumpers: The *mDRIVE* HD is “tuned for them, in that the transmission’s split shaft PTO functionality allows the high torque levels needed to provide more power to the pumps. This ‘split box’ functionality is controlled by special software. Not all AMTs have this capability.”

In addition, the MP engines’ performance is carefully calibrated to handle close speed control under stressful pumping operations, says Seiferth. The *mDRIVE* HD can be set to hold MP engines to the correct RPM level for pumping so that with very little effort from the operator, the truck drives the pumping operation with ease. “This Mack powertrain combination is a game changer for concrete pumper applications,” he says.

Mack provides the concrete market with the industry-leading share of concrete pumpers, both the TerraPro™ low cabover and the Granite.

The *mDRIVE* in roadbuilding applications is “a key in driver comfort and retention,” Wrinkle remarks. “It makes the job easier for drivers at job sites and on the highway. It reduces driver fatigue and helps them focus on the task at hand.”

mDRIVE ordered with Premium Shifter will also have “Rolling Start” functionality built in. This function allows a driver to go directly from neutral to drive without applying the service brake. This feature is especially desirable in paving applications to avoid stopping the paving machine and causing

material (asphalt or concrete) to make a lump when the dump truck in neutral is being pushed along by the paver.

Offered in overdrive and direct drive, *mDRIVE* HD continuously monitors changes in grade (both up and down), vehicle speed, throttle position, acceleration, torque demand and gross vehicle weight. It automatically chooses the best gear for the road condition so that drivers can concentrate on the terrain and their tasks rather than on shifting gears. The *mDRIVE* HD is only offered for the Mack MP®7 and Mack MP®8 engines.

“My drivers love *mDRIVE*. They find it smooth and quick. In fact, they refuse to drive anything else.”

Gary Grewal, GBA Haulage

Shop and fuel savings

“All of my fleet uses Mack’s *mDRIVE* transmission. Before buying Macks, I was using 18-speed manual transmissions,” says GBA Haulage’s Gary Grewal. “The fleet is currently made up of 21 Macks. I use 17 Granite tri-axle dump trucks and recently bought four Mack Anthem® tractors for the ‘live-bottom’ part of the business.” He explains that rather than dumping a load of gravel or asphalt like a typical dump truck, a live-bottom trailer pushes material out the back via a conveyor belt bed.

Grewal says he opts to run with Mack for several reasons. “I can rely on these trucks and I can trust that my drivers are able to get their job done efficiently and safely. The Granites are proven and the Anthems, although new to my fleet, have been a welcome addition.”

Along with increasing driver satisfaction and productivity at job sites, Grewal says the switch to the *mDRIVE* transmission has yielded savings in the shop and at the fuel pump. “My maintenance costs have gone down big time,” he relates. “The manual transmissions were constantly in for service, whether for clutch, u-joint, or bearing issues. That’s all a thing of the past now.” He adds that Macks’ after-sale support is also a factor, noting that “my dealership has always treated me well.”

Then there’s fuel, the cost of which is a growing concern for everyone. “When I learned from my Mack salesperson that I could be saving considerably on fuel by opting for the *mDRIVE* transmission, I was skeptical,” says Grewal. “But I’ve done the comparison over the years, and I’m seeing a

savings of CAD\$40 to \$50 (\$31 to \$40 USD) per day, per truck. That goes straight to my bottom line.”

On/off excellence

That the transmission helped trim mixer weight by several hundred pounds was just the starting point at Bee Line Ready Mix. “We started with the *mDRIVE* on our Granite transit mixers, which we’ve put in service since 2018,” says Black. Those are tandem-axle, rear discharge mixers.

The fleet runs 37 of these trucks to transport ready mix from its batch plant to job sites, where the product is discharged into concrete forms or concrete pumpers. The transit mixers also provide readymix for city street repairs, commercial parking lot maintenance, and new residential construction.

Bee Line also fields 14 Mack Pinnacle™ models with end-dump trailers, which pick up concrete aggregate materials from quarries and haul it to the company’s batch plant. Black says that the *mDRIVE* excels in on/off-road operation in this application as well.

“We’re ‘Gold Bulldog’ with all our trucks,” Black relates. “They are all spec’d with Mack engine, transmission, and rear axle. We only have to go to our Mack dealer for service; they take care of their customers.” Servicing their previous vendor transmissions meant “dealing with a whole other network” outside the OEM channel, which adds time and complexity.

He says that out in the field, the *mDRIVE* stands out with its gearing. “Fourteen speeds give you a good selection to work with. The crawler low gear helps especially with getting the truck through wet fields at job sites.

Sink not

“Our drivers like not having to shift. And they like knowing they can just push a button to lock the rear-axle differential, put the truck in low gear, and know they will get in and out when off-road. Right now, it’s the rainy season here in Texas. But you still have to pour concrete. The job site may be so muddy that the mixer might sink six to twelve inches into the ground. The drivers like knowing they will still get out.”

As for maintenance, Black says the fleet makes good use of Mack’s GuardDog® Connect integrated telematics solution. If a potential vehicle issue is detected, GuardDog Connect sends a notification to Mack OneCall agents at the Mack Uptime Center, which runs 24/7. The OneCall experts quickly diagnose the issue and determine the best course of action. “The way it works,” says Black, “they will be telling us about things they notice on our trucks often before we do.”

In both of Bee Line’s truck applications, the *mDRIVE* HD is performing “better than expected,” Black reports. “Soon after switching, we found that transmissions were no longer on our list of ‘things to watch for.’ Really, they’re bullet-proof— even when running on and off the road all day.” ■

CALENDAR

Beauty shots

Mack Trucks' 2022 calendar models



The 2022 Mack Trucks Calendar is now hanging on walls across North America, nowhere more proudly than for the 13 excited winners of the contest. Each year, Mack's fans on social media cast their votes for their favorite trucks in each model category. Truck owners submit photos of their trucks to be considered in seven categories, one for each of Mack's current models, including: the Mack Anthem®, Pinnacle™, Granite®, LR, TerraPro™ and MD Series, plus an additional category for legacy Mack models that are no longer in production but still hard at work. There are no "show trucks" in the Mack Calendar, only working trucks.

The 2022 calendar is notable for having the first winning entries from Hawaii (two winners) and one from Puerto Rico, which shows even paradise needs Macks. It also has the youngest winner in calendar history, Dylan Mercier, who at age 20 already owns a Mack tractor for agricultural hauling and wrapped it with heroic graphics honoring fallen firefighters. It's a very special calendar and individual copies can be ordered from mackshop.com. ■

**West Oahu Aggregate, Co.
Honolulu Hawaii**

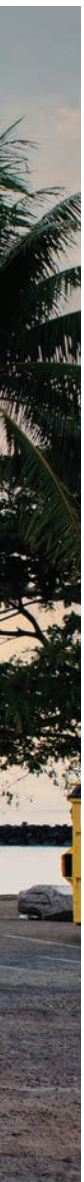




Volume Tank Transport Inc.
Mississauga, Ontario



Mercier Valley Irrigation
St. Anne, Illinois



Brandon Franklin LLC
Farmington, Kentucky

CALENDAR

Here are the winning trucks by model, along with the those who submitted them.

Vintage

1990 Mack RB690
Alexis Dube-Fortim, owner
ADF Exca-For
Saint-Joachim-de-Shefford, Quebec

2005 Mack CXN613 Vision
Dylan Mercier, owner
Mercier Valley Irrigation
St. Anne, Illinois

Granite

Brandon Franklin, owner
Brandon Franklin LLC
Farmington, Kentucky

Rusty Simmons, president
Rockingham Redi-Mix
Harrisonburg, Virginia

Anthem

Nyles Saeger, driver
Centerra Co-Op
Ashland, Ohio

Nick Balan, driver/dispatcher
Volume Tank Transport Inc.
Mississauga, Ontario

Pinnacle

Peggy Miller, owner
M&M Transportation
Fisher, West Virginia

Jesse Luongo, driver
F.E. French Construction
Belmont, Massachusetts

Mack MD

Elaine Pivinski, owner
Franklin Hills Vineyard
Bangor, Pennsylvania

TerraPro

Siria Reyes
Andres Reyes Burgos, Inc. (ARB)
Catano, Puerto Rico

Sasha Figueira, sales
Aloha Waste Systems
Kapolei, Hawaii

LR

Ryan Penaroza
West Oahu Aggregate, Co.
Honolulu Hawaii

Michael Dietrich, owner
Consolidated Disposal Services
Ephrata, Washington

F.E. French Construction
Belmont, Massachusetts



Mack is ready for its next mission

Mack Defense begins new U.S. Army tactical vehicle production on dedicated line at Mack Experience Center

By Amy Materson

Following a \$6.5 million investment in a dedicated production line at the Allentown, Pennsylvania, Mack Experience Center, Mack Defense delivered the first production M917A3 Heavy Dump Truck to its new owners—the U.S. Army and U.S. Army Reserve. The first new heavy tactical wheeled vehicle the Army has added to its fleet in 12 years, the HDT is based on the Mack® Granite® and will be used in Engineer units on construction and maintenance missions to complete infrastructure assets such as roadways, airfields and landing strips.

Many of the Army's engineering vehicles in operation today are between 30 and 50 years old, and the military has selected Mack Defense to help modernize its aging equipment. While the new HDTs will be militarized, 80 percent of their engineering and components are from the commercial Mack Granite, and the Army will reap large benefits from only customizing 20 percent of the vehicle, such as military lift and tie-downs for air transport, central tire inflation and an 8x8 all-wheel drive system.

"The government is looking for ways to lower acquisition cost and can look at the commercial truck industry to bring them a better value," says David Hartzell, president and CEO of Mack Defense. "As one of the largest commercial vehicle manufacturers, Mack Defense, as part of Mack Trucks and the Volvo Group, can deliver attractive economies of scale."

An additional benefit Mack Defense brings to the military is advanced technology. Whether it's advanced driver safety systems, electrification, or autonomous solutions, technology is a critical expectation in these Army support vehicles. "Eighteen-year-olds entering the Army today have never driven vehicles that don't have backup cameras, antilock brake systems, cruise control systems or some type of forward collision systems," Hartzell says. "They want that



advanced technology for those soldiers, and they see us bringing that with us."

And by utilizing proven Mack technology, the military will again save money by reducing research and development costs while still receiving top-of-the-line equipment.

Along with the latest technology, Mack delivered its signature toughness in the HDT. It was built to withstand the most brutal environments. Forty weeks of intensive testing at the Aberdeen Proving Grounds in Maryland showed that both the armored and non-armored test vehicles exceeded threshold level testing as defined by the Army. In fact, the Mack Defense trucks met the higher standard of objective level testing, Hartzell says, ensuring that our soldiers can complete their missions and return safely.

"It's been successful and has exceeded their expectations under test," he says. "They proved to themselves that they can take a commercial-based vehicle platform and have it perform duties for the U.S. military."

To date, the Army has issued two orders totaling \$56 million dollars, requesting a total of 155 units to be delivered to active duty with the Army, Army Reserve and the Army

National Guard. These represent the first production orders placed against the contract award of up to \$296 million dollars to deliver up to 683 trucks over five production years.

A 60-ton Mack Granite-based Line Haul truck is also now available for military applications. Although the truck is built on the Granite chassis, the Line Haul truck features a Mack Anthem cab. The military Line Haul model has a 13-liter MP®8 engine delivering 440 horsepower and up to 1,660 lb.-ft. of torque and a Mack *mDRIVE*™ 12-speed automated manual transmission. The truck was featured during this fall's Association of the U.S. Army's (AUSA) Annual Meeting and Exposition in Washington, D.C.

The success of these ventures, with their trusted engineering and the acceptance of their designs by the Army, is leading Mack Defense to look at other programs in the future. As a longtime partner with a strong military heritage, Mack Defense feels they can enhance our soldiers' capabilities to accomplish their mission.

"This is where commercial value and technology meets military readiness," Hartzell says. ■



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