



Roanoke Valley Operations Grows Mack® MD demand drives RVO expansion

Is Electric Right for You? Four factors to consider while electrifying

Mack Museum Marks 40th Anniversary

Mack's past continues to inspire the future

Vol. 1 2024





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MDSERIES



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VIEWPOINT

Creating New Solutions

e're just a few months into 2024 and already Mack Trucks has introduced product offerings to meet the changing needs of our industry and customers, a new line of zeroemissions trucks, an extension of a technology that saves customers time and money, and new service offerings designed to make truck operations more efficient and hassle free.

For several years Mack Trucks has been laying the foundation for our growing position in the commercial truck industry. This has been an extensive effort, with significant investments in new products, technologies and services, while our dealers continue to invest in and grow an already strong network.

The trucking industry is in a dynamic period of change and transitionchanges that are driven by the rollout of market-ready electric vehicles and research into other powertrain technologies, coupled with ever tighter emissions and greenhouse gas regulations. At the same time, economic and societal challenges continue to pressure the trucking industry. New solutions are needed. Mack has them.

Mack has been making necessary investments in product, infrastructure and resources as part of the Volvo Group, a strong global leader that understands the immense importance of the North American market to its future. Mack is a key part of that strategy. Our dealer partners also play an integral role in this effort, and have invested more than \$1 billion in facilities, technology and resources over the last 10 years to support this future.

This bigger and stronger dealer network will be selling some incredible new products. The next generation of conventional trucks for Mack is part of a \$2 billion-plus investment in North American products by Volvo Group. This is likely the most important product introduction in Mack's recent history, taking Mack into new segments of the market while solidifying Mack as the outright leader in our current markets. You can expect to start seeing the first of these trucks next year. Volvo Group has also committed to increasing our manufacturing footprint in North America to support the new products and open or



expand our reach in several other markets with a new production facility in Mexico (see article on this page).

This follows Mack's rollout of two successful battery electric vehicles, the LR Electric refuse truck and the MD Electric medium-duty. The MD in particular has a very strong value proposition through our industryleading ElectriFi program. It's another example of Mack bringing new technologies and services to market in a way that benefits our customers.

As much as we love to show off our trucks, we really love when our trucks help customers make money and be successful. A fleet succeeds or fails based on the quality of actionable information the fleet operator has. This is another area where Mack's comprehensive understanding of how our customers use their trucks helps us come up with solutions to make them more productive.

An example is Mack Connect, which improves fleet managers' visibility into the health and performance of their vehicles and makes it easy to access this data quickly and use it to make decisions. Since its release, Mack Connect has grown steadily, with more than 13,000 VINs and their data registered through the tool. Many customers appreciate the detailed information and the ability to provide updates over the air (OTA) to keep trucks up to date without unscheduled down time.

Mack's trucks, technology and support are all designed to help customers overcome challenges. If you are not currently using Mack Connect, talk to your dealer.

With the first half of the year behind us, our focus is on finishing the year strongly. Mack is well-positioned to meet the ebbs and flows of this economy. Given everything coming our way next year, Mack's 125th anniversary as a company looks to be memorable. ■

Jonathan Randall, President, Mack Trucks North America

New **Manufacturing Plant to Increase Mack Trucks Production Capacity**

New assembly plant expected to be operational in 2026

Mack Trucks' parent company, Volvo Group, announced it will be building a new heavy-duty truck manufacturing plant in Mexico to supplement the Group's North American production.

Due to open in 2026, the plant will provide additional manufacturing capacity to support the sales and growth of Mack Trucks in North and Latin America, in addition to supporting Volvo Trucks production.

The new plant will be approximately 1.7 million square feet in size and will focus on production of heavy-duty conventional vehicles. It will be a complete conventional vehicle assembly facility including cab body-in-white production and paint.

Adding production in Mexico will improve logistics for truck sales in the southwestern and western regions of the U.S. and in Mexico and Latin America. It also increases the capacity, resilience and flexibility of the Group's North American production capabilities.

The Mack LVO plant in Pennsylvania and the Volvo NRV plant in Virginia will continue to be the company's main North American heavy truck production sites. The Group has invested more than \$73 million over the last five years in LVO expansion and upgrades and is currently investing an additional \$80 million to prepare for future production.





Spotlight on E-mobility at Advanced **Clean Transportation Expo**

Mack Trucks featured three battery electric vehicles (BEVs) at the Advanced Clean Transportation (ACT) Expo in May 2024.

"We are proud that Mack is now producing and delivering the Mack® MD Electric and Mack LR Electric vehicles to its customers," said Jonathan Randall, president of Mack Trucks North America. "We have worked diligently to ensure that we are making it as easy as possible for customers to adopt e-mobility into their fleets through our total ecosystem of support, such as financing, infrastructure development, funding opportunities, service and support."

The Mack MD Electric complements its diesel-powered MD Series sibling, but with zero tailpipe emissions to support the company's and customers' long-term sustainability goals. The Mack MD Electric is in full production at Roanoke Valley Operations (RVO), in Roanoke Valley, Virginia, where the diesel-powered MD Series is also assembled.

The MD Electric is the second electric vehicle introduced by Mack Trucks to the

industry. The first was the Mack LR Electric, which went into production in December 2021.

LR Electric now integrates fully electric Heil RevAmp

During ACT Expo, Mack announced the ability to integrate the Heil fully electric RevAMP Automated Side Loader (ASL) with its Mack LR Electric Class 8 battery-electric vehicle (BEV) as an option through Heil Environment, which upfits and sells the body.

The fully electric compactor and auger includes an independent battery pack, enabling the Mack LR Electric refuse vehicle to run longer. The Heil RevAMP ASL is also best-in-class in terms of quietness and has zero hydraulics, preventing potential leaks or breaks and reducing maintenance.

"Mack is excited that the Heil RevAMP can now be installed on our Mack LR Electric refuse truck," said Jonathan Randall. "The pairing of the Mack LR Electric with the fully electric ASL helps fleets to achieve sustainability goals, while also reducing greenhouse gas (GHG) emissions. The self-contained unit will draw power from its own source, ensuring maximum range to meet the demands of the application."

The ASL lift arm has a fast eight-second cycle time and is shake-free, helping to reduce driver fatigue and improve productivity. Because there is no arm kickout, the Mack LR Electric with the ASL can collect refuse in alleyways and other tight urban areas.

Mack 2024 MD Electric and LR Electric models eligible for California HVIP

Mack Trucks announced during ACT Expo that model year 2024 MD Electric and LR Electric models now qualify for the California Air Resources Board (CARB) Clean Truck and Bus Voucher Incentive Project (HVIP).

HVIP can help accelerate the commercialization of ZEVs by offering pointof-sale vouchers to increase the affordability of advanced technologies for customers.

"Mack is excited to have two more vehicles added to HVIP so our customers can receive vouchers to help with the purchase of electric refuse and medium-duty vehicles," said George Fotopoulos, Mack vice president of e-mobility. "Mack continues to look for new ways to help customers with the transition to electrification, and this is just one additional option that can help improve the ZEV adoption rate."

Mack also has a dedicated person focused on identifying grants and other funding to help encourage customers to adopt zeroemissions technology. This is part of Mack's strategy to provide support for the entire ecosystem surrounding e-mobility.

"Mack is here to help customers navigate through the multiple funding opportunities to help lessen the burden on our customers," said Rose Jansson, Mack customer experience project manager for e-mobility.

The MD Electric is approved for an \$85,000 voucher and the Mack LR Electric refuse vehicle is approved for a \$120,000 voucher through HVIP. The MD Electric first qualified for HVIP in 2023, and the LR Electric first became eligible in 2021. ■



HEADLIGHTS

Mack Trucks Expands Certified EV Dealer Network to 53 Locations

wenty-four Mack Trucks dealerships have recently achieved Certified Electric Vehicle (EV) status, bringing the total to 53 across 26 U.S. states and four Canadian provinces.

This certification enables dealerships to provide comprehensive service and support for Mack's battery-electric vehicles (BEVs), including the Mack® LR Electric refuse truck, Mack's first fully electric Class 8 vehicle, and the Mack MD Electric medium-duty vehicle.

"A robust certified dealership network is crucial for our shift toward a sustainable future," said Jonathan Randall, president of Mack Trucks North America. "We applaud Mack dealers for taking this next step to make the transition to electric easy and convenient for our customers."

The following dealer locations have recently achieved EV Certification:

Northeast Region

- Bergey's Truck Centers New Castle, Delaware
- Transedge Truck Centers Allentown, Pennsylvania

Central Region

- Housby Mack, Inc. Des Moines, Iowa
- Kriete Truck Center Madison, Wisconsin
- M & K Truck Centers Des Plaines, Illinois, Summit, Illinois and Frankfort, Indiana

Southeast Region

- McMahon Truck Centers Columbus, Ohio
- Gainesville Truck Center, Inc. Gainesville, Georgia
- Gulf Coast Truck & Equipment Company, Inc. Mobile, Alabama
- McMahon Truck Sales of Charlotte Charlotte, North Carolina
- Transource Equipment, Inc. Colfax, North Carolina

Southwest Region

- Bruckner's Truck Sales, Inc. Tulsa, Oklahoma
- East Texas Mack Sales, Inc. Longview, Texas

Western Region

- Mountain West Truck Center West Valley City, Utah
- TEC Equipment Lacey, Washington and Des Moines, Washington
- Transport Equipment, Inc. Missoula, Montana and Spokane Valley, Washington
- Western Truck Center West Sacramento, California

Canada

- Nortrux, Inc. Edmonton, Alberta
- Transwestern Truck Centres Calgary, Alberta
- Vision Truck Group Cambridge, Ontario and London, Ontario

Mack Defense Awarded Contract by U.S. Marine Corps to Develop Medium Tactical Truck

The U.S. Marine Corps awarded Mack Defense a 12-month contract for the initial development of a new Medium Tactical Truck (MTT) fleet. The new family of vehicles will replace the Marine Corp's Medium Tactical Vehicle Replacement fleet (MTVR), which includes cargo, dump, wrecker, tractor and re-supply trucks supporting air-ground task force combat support missions.

The Marine Corps initial development requirements for the MTT fleet will focus on three cargo variants consisting of 10-, 15and 20-foot cargo bed configurations with hybrid-electric technology for reduced fuel consumption, extended range and reduced noise for silent watch capabilities. A 70% off-road and 30% on-road mission profile will be supported by a 60-inch fording capability to traverse through water up to five feet. The vehicles will feature a 10-kilowatt on-board power generator and will have the capacity to deliver 30-kilowatts of external power. Advanced driver safety and force protection systems will be key features.

"We were confident in our ability to meet the needs outlined by the U.S.

Marine Corps," said David Hartzell, president of Mack Defense. "Being chosen for the initial development phase of this program confirms that the U.S. Marine Corps recognizes Mack Defense has the proven experience in developing tactical vehicle platforms that incorporate the latest system designs and technologies to meet the strict requirements outlined for the MTT."

As part of the initial development phase, Mack Defense will provide a detailed engineering technical data package for three MTT cargo variants. Mack Defense will incorporate an open systems architecture, ensuring the U.S. Marine Corps can integrate future technological advancements into the next generation of medium tactical vehicles.



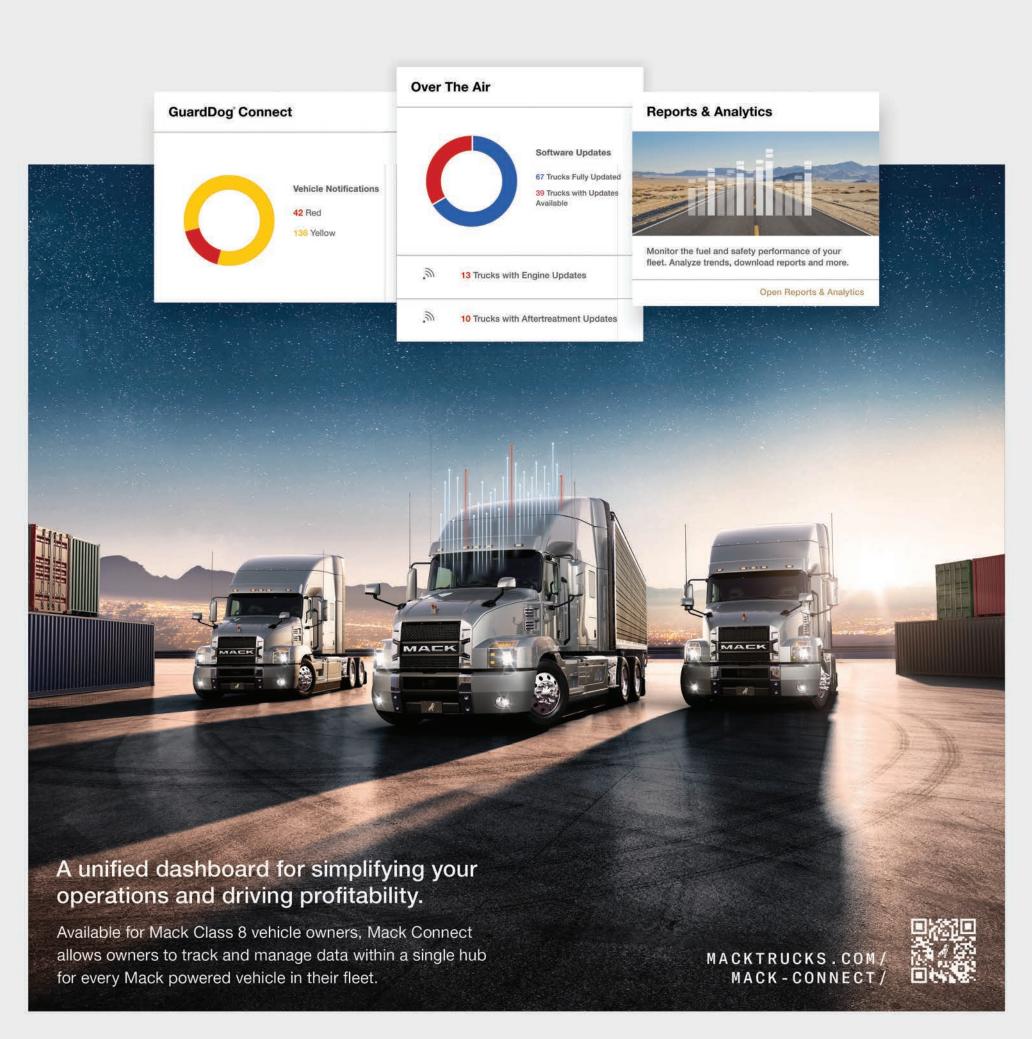
Former Mack President Jack Curcio Dies

ormer Mack Trucks President and CEO John B. "Jack" Curcio passed away on June 5 at the age of 90. Jack joined Mack in 1967 after several years in the trucking industry following his decorated service in the U.S. Marines in the Korean War. He was president of Mack from 1980 to 1989. In 1985 he was elected to the Automotive Hall of Fame and named Automotive Leader of the Year. He was also instrumental in founding the America on Wheels museum in Allentown, PA. According to the Automotive Hall of Fame, during his tenure, Mack was the leading American exporter of heavy duty diesel trucks and expanded exports sales. He led the company to increased results, achieving record sales and earnings in 1984. ■



Mack Connect

Fleet Performance Portal







Mack Anthem® wins the race long before the green flag

NASCAR team 23XI Racing partners with Mack Trucks

Article by Carolyn Mason, Photos by Justin Kase Conder

Ou can build the fastest, best of class race cars, but if you can't get them to the track on time, then they are not racing," says Mike Lorusso, director of shop operations for 23XI Racing, a NASCAR team based in Huntersville, North Carolina. Which is why 23XI Racing relies on the Mack Anthem® to get them to the starting line.

23XI Racing, co-owned by basketball legend and lifelong NASCAR fan Michael Jordan and current driver and three-time Daytona 500 champion Denny Hamlin, fields two cars in the NASCAR Cup Series, the No. 23 driven by Bubba Wallace and the No. 45 driven by Tyler Reddick.

Mack Trucks provides three Mack Anthem sleepers and a Mack® MD medium-duty truck to support the team throughout the NASCAR Cup Series season.

Lorusso manages the group that builds the racecars, as well as coordinating the logistics of transporting vehicles and equipment to and from the track each week during the season. This amounts to 38 races in 20 states, complicated by the fact that the team has to bring everything it will need for the race to the track each weekend. Two of the Anthems transport the racecars, while the third occasionally hauls additional parts and equipment. It's a detailed logistical operation that logs more than 65,000 miles per truck in a season. Anthem's reliability and Mack's Uptime Services provide assurance that the racecars will be at the track in plenty of time for

There's a quick turnaround between events and the haulers are critically important to the operation. "The truck drivers do a phenomenal job of getting the cars and equipment to the track. Without them, there is no show," Lorusso says.

The drivers are responsible for being on time, getting the trucks washed before the event and making sure everything is in top shape. Their duties, other than driving, include grocery shopping for snacks and making sure all components (including spares) are ready. Meeting the demands of the NASCAR roster includes using team drivers for half of the 38 races in order to keep drivers safe and compliant.

The 23XI Mack MD is used to transport racecars to testing sites and other facilities near the team's headquarters. It's outfitted with a custom rollback body that is designed for the low-clearance cars to be loaded without damage to the bodywork. The MD's powertrain includes a 300-horsepower, 6.7L Cummins turbodiesel engine and a six-speed Allison automatic transmission.

All three Anthem models started with black paint, but each is strikingly decaled and wrapped. They are designed for performance and driver comfort with 70-inch stand-up sleepers and full aerodynamic fairings packages, Mack MP®8-505C+ engines and mDRIVE™ 12-speed automated manual transmissions. The Anthems are each equipped with an electric auxiliary power unit (eAPU) that keeps the cab cool without having to idle the engine while stopped. The drivers are pampered from the driver's seat to the sleeper, with premium seats and Mack's innovative Command Steer electronic steering assist system to provide superior control and reduce driver fatigue, while Mack's Elite trim provides all the creature comforts for the sleeper.

"Man, this thing is sweet!" was one reaction from the drivers when Anthems first joined the fleet. Lorusso says they far exceed expectations for comfort, safety and esthetics. "It's been a great partnership with Mack from the start," Lorusso says.



The right stuff

Dennis Valverde is a senior hauler driver for 23XI Racing. His truck-driving background was owning his own trucking company to deliver produce around the country. "Hauling produce means you are dealing with refrigerated systems, temperature controls and the pressure of knowing late loads will be rejected," Valverde says. Handling that kind of pressure prepared him for working with a NASCAR team.

"Our saying out here is that when everyone else is sleeping, we're out here driving," he says. "Our work is invisible to everybody else on the race team."

23XI's Anthems are high-profile on the highways, with massive attention from race fans everywhere. Valverde says the Anthem's looks supports the team's image. He's dubbed his Anthem "the Big Mack" as a nod to one of the sponsors, McDonalds. It's an attraction for other drivers at the racetrack, with everyone commenting on how they like its look. Valverde also says he's impressed with the power, especially going up and down hills, and is happy with the mileage as fuel is a big expense.

"We are always on top gear on the interstate, running speed limit and getting more than six miles per gallon," he says.

Valverde gives a thumbs up to the Mack interior and says it's got all the comforts including the heated seats with the lumbar system, easy-to-see controls, automated transmission and an infotainment center.

Although there was an adjustment, Valverde says he likes the Command Steer now that he is used to it. "It makes everything easier. You're not fighting the steering wheel and can turn it with one finger. If you're backing it, it'll

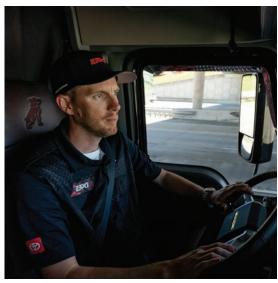


put itself back in the center mode," he says. Valverde also likes the GuardDog Connect for maintenance updates and any easily fixed issues on the road. "It's a great security system because we know the trucks are going to talk to us about any issues," he says.

23XI Racing haulers Chris Miko and Tony Manns say one of the perks of the prestigious hauling job includes driving the coolest trucks. Miko hauls for No. 45 Tyler Reddick and Manns for No. 23 Bubba Wallace, and both had never driven a Mack before the Anthems.

Miko says it's the best truck he's driven in 24 years.

"When I started driving one, I fell in love!" he says. ■



Tony Manns Jr.

Introducing the 2025 Mack **Calendar Contest Winners**

Article by Jim McNamara

nline voting for the 2025 Mack Trucks Calendar has concluded, and the winners have been chosen. The twelve winning Mack® trucks will each be featured for a month apiece in the popular calendar that showcases the brand's customers in the U.S. and Canada.

Thousands of Mack fans chose among 177 submissions in seven separate categories: Mack Anthem®, Granite®, Legacy, LR, Mack MD®, Pinnacle™, and TerraPro®. These represent the truck models currently available in the Mack lineup, except for Legacy, the category for Mack models no longer in production but still in operation with

customers. Mack owners submitted photos and videos of their trucks in order to enter.

"It was exciting to see how involved everyone was in this year's contest," said David Galbraith, Mack Trucks vice president, global brand and marketing. "We received a record 432,000 votes this year, which is particularly special to us considering the 125th anniversary of Mack in 2025. The strength of the Mack community, even after all these years, shows an affinity for the brand that is unmatched in virtually any industry."

In honor of Mack's 125th anniversary, this year's contest included a special category for the oldest Mack still in revenue operation.

The winners will be professionally photographed this summer for calendar. Updates and behind the scenes photos from the shoots will be posted on Mack's social media platforms in the coming months, too. The 2025 Mack calendar will be available later this year on mackshop.com.

To be eligible for the calendar, each truck, including the Legacy truck models, must currently be in operation in a business or trucking company; the truck must be in routine use; and trucks may not be collector or show trucks that are no longer licensed for commercial use.

Congratulations to this year's winners! ■

The winners for the 2025 Mack Calendar are:

Oldest Truck

(1966 R Model – delivered July 11, 1966)

• Knobeloch Trucking-Pittsburgh, Pennsylvania

Anthem

- Teeswater Concrete Teeswater, Ontario, Canada
- PITT OHIO-Allentown, Pennsylvania

Granite

- Macmillan Oil Co. of Allentown, Inc.—Allentown, Pennsylvania
- GFP Mobile Mix Supply—Wilmington, Delaware

MD

- EMI Landscape -- Macungie, Pennsylvania
- Willingham & Sons-Newberry, South Carolina

- Packers Logistics Solutions Stoney Creek, Ontario, Canada
- Marbert Transport Ltd. Lindsay, Ontario, Canada

• Waste Management - Cranston, Rhode Island

• Brundage Bone—Thornton, Colorado

Legacy (R Model)

• Sweeney Enterprises - Suffield, Connecticut















Electrifying Progress in Waste & Recycling

Four factors to consider when adding electric to your fleet

Article by Tyler Ohlmansiek, E-Mobility sales director, Mack Trucks



he topic of electrification has been mainly seen through the lens of passenger vehicle development in recent years. But now battery-electric heavy- and medium-duty vehicles are actively being sold in North America.

The rapid developments in commercial EVs happened through collaboration between OEMs and end customers who have made business and social commitments to transition to more sustainable fleets. And within the waste and recycling industry, there is even more impetus to adopt EVs: after all, this is the industry helping clean up and maintain our planet.

In recent years, Mack Trucks has introduced two battery EV (BEV) truck models: the LR Electric for waste and recycling operations, and the medium-duty MD Electric. Both trucks are in customer hands today. They mark the start of a monumental shift in the industry, one that has been achieved through close collaboration among OEMs, battery makers, charging partners and end customers to determine the best paths forward.

As waste and recycling operations look to sustainable vehicle solutions, there are four key factors that should be considered when deciding whether to electrify their fleets.

Application

To begin, customers need to decide if a BEV makes sense for their operations. The waste and recycling industry has been an excellent testbed for BEVs due its closedloop application, meaning the refuse vehicle returns to its home base each day. This allows the customer to charge the vehicle onsite or at a nearby location, as opposed to on-highway vehicles that don't return home each day and would need charging locations on the way to and from the destination.

The customer also must consider the daily route for each vehicle, including stops per day and how this affects the truck's range



and the duration of its charge. Mack dedicates considerable resources to determine the feasibility of BEVs based on specific data gathered from each customer's routes before any purchase. This clarifies if a BEV is the correct choice for a specific fleet or operation. Fleets should work with an OEM that offers both internal combustion engines and BEVs for their application, as this will allow them to assist with the transition between power sources.

This was the approach Mack Trucks used with Coastal Waste & Recycling in southeast Florida. In February, Coastal took ownership of their first battery-electric refuse vehicle, the Mack LR Electric model, after an in-depth assessment of their current operations and long-term sustainability goals.

Infrastructure implications

Once a decision is made to move forward with the purchase of an electric vehicle, OEMs need to consider how the vehicle will be charged. Several options exist, including installing the charger onsite at the customer location. OEMs should have dedicated, qualified specialists who can support the customer with not only this decision, but the implementation of their infrastructure upgrades.

Mack currently works with charging partners to help provide customers access to on-hand inventory, hardware installation services and support resources focused on charger uptime. Customers should consider the support they will receive from their OEM and dealer network, as that support can ease the transition and adoption to electrification. Identifying which desired power works best for the customer's fleet duty cycle and dwell times is also something to be considered. Infrastructure is an investment, so making sure all options are scrutinized is critical to the successful adoption of the technology.

Just as there are now different trucks to help a fleet reduce emissions, there are multiple options with which to charge them. Overnight grid charging is a reliable option, but there are also DC fast chargers, solarpowered portable chargers, towable power banks and more — with others being developed almost every day.

"It's not enough just to provide the vehicle. OEMs need to offer a holistic approach to meet the needs of customers."

Tyler Ohlmansiek, E-Mobility sales director, Mack Trucks

Financing options and managing expenses

The upfront cost of a battery-electric vehicle is higher than diesel-powered trucks as the technology is so new. For many, this could be a barrier to adoption, even if they desire to own them. However, the long-term benefits of owning an electric vehicle are evident when reduced operational costs and total cost of ownership are studied.

It's not enough just to provide the vehicle. OEMs need to offer a holistic approach to meet the needs of customers. Customers should question their dealers about what types of financing the OEM provides. Grants and funding are available in several states, and Mack can help the customer identify

which ones they qualify for. The OEM and dealer should also be able to help qualifying customers through the process of applying for them.

Some OEMs also offer flexible financing and leasing options. Customers should talk to their dealer to ensure they have all the information to make the most informed decision to help improve their total cost of ownership.

Customers also can seek help in better managing expenses through all-inclusive plans, such as Mack Financial Service's ElectriFi Subscription, that may include items such as the chassis, the body, taxes and a vehicle protection plan. The protection plan should offer coverage of scheduled maintenance, preventive maintenance, towing and repair, battery monitoring and uptime support.

Testing

Testing electric heavy equipment directly in the applications where diesel equivalents are already working will provide the clearest, most actionable feedback for the customer and the OEM. Most OEMs are open to enduser pilots, which can be an easy way to become familiar with electrification without a substantial initial investment. There is an added layer of comfort knowing the OEM is providing wraparound support for training, charging and uptime.

Companies willing to try these new electric trucks will not only help the industry advance, but they will also see the potential impact the transition can have on their emissions and their bottom lines.

While the transition may still feel a little intimidating or complicated, it's full of promise and possibility. Partnering with manufacturers and innovators to achieve sustainability in the waste and recycling industry is an exciting opportunity worth pursuing. ■



FoodPro relies on the strength of its Mack relationship

Mack® MD and Mack Anthem® help fuel FoodPRO growth

Article by Carolyn Mason, Photos by Justin Kase Conder

When FoodPRO customers spot the metallic shimmer of cobalt blue Mack Anthem® and Mack® MD trucks delivering fresh-cut steaks, fish and produce to restaurants in the Maryland, Virginia and Washington, D.C. areas, they are quick to report the sightings back to the company. "I saw your truck!" is a frequent comment and music to the ears of FoodPRO president and third-generation leader, Scott Brunk.

Brunk's grandfather started the company 80 years ago with one truck, and today, Frederick, Maryland-based FoodPRO is a \$150 million company with 167 employees.

Brunk says the strategic integration of the

Mack MD and Mack Anthem models into their fleet has been central to the nearly 60% growth it has experienced post-pandemic. The trucks navigate tricky urban delivery challenges requiring tight turns and maximum visibility in the usually congested areas where popular restaurants are located. The fleet meets crucial uptime and fuel economy requirements while representing FoodPRO's brand with well-maintained, top-of-the-line trucks.

"We believe our fleet is not only functional but also the best-looking in the industry," says Brunk.

The incorporation of the fleet's new Mack

trucks stemmed from two primary factors: a robust relationship between the company and their local Mack dealer, and FoodPRO's remarkable economic resurgence from the COVID-19 turbulence.

Pandemic perspective

The onset of the COVID-19 pandemic presented unprecedented challenges for businesses worldwide, and the restaurant and food services industry were hard hit. However, Brunk says they made the deliberate decision to keep drivers on the payroll when business slowed down.

"This decision was not just about business;



FoodPRO is a wholesale restaurant supplier and food-service distributor with clients throughout Virginia, Washington DC, New Jersey & Pennsylvania. FoodPRO has been growing and expanding products and services for over 80 years, first as Frederick Produce Company, then as FPC Food Service, and now as FoodPRO.

it was about supporting the livelihoods of our dedicated team members who are the backbone of FoodPRO," says Brunk.

In addition to solidifying employee loyalty, FoodPRO extended its support to struggling clients.

During the early days of the COVID-19 shutdowns, they purchased gift cards from their customers in the restaurant business who experienced the brunt of the hard times and distributed the gift cards throughout the Frederick, Maryland community. Chris Ziegler, the fleet's transportation manager says that's also the timeframe the company begin adding Mack Anthems to the fleet, which laid the foundation for further investments in Mack trucks and services.

Meeting the post-COVID demand challenge

As the economy began to recover, FoodPRO experienced a surge in demand, requiring the use of rental trucks to bridge equipment gaps. While rentals served immediate needs, they fell short of the company's professional standards and image.

At the time, FoodPRO was already operating seven Anthems under a full-service leasing contract for turnkey maintenance. Positive experiences with Baltimore Truck Center and stellar reviews regarding the Anthem's driver acceptance, fuel efficiency, safety features and enhanced uptime paved the way for transitioning from stop-gap rentals to Mack MDs and increasing the Anthem fleet.

Bill Gross, salesperson with Baltimore Truck Center, said the relationship with

FoodPRO was already strong and results oriented. "We were in the position to help FoodPRO as they continued to grow," he says. The dealership is a member of the Mack Leasing System (MLS).

The decision to expand with MLS's fullservice leasing, maintenance and repair program through Baltimore Mack was the right call, says Kevin Putman, senior operations coordinator. The lease includes all equipment costs, preventive maintenance, repairs, permitting, licensing, access to an extensive parts inventory, one-stop service and warranty repairs.

FoodPRO's facilities were already bursting at the seams with a 100,000-square-foot food warehouse, so avoiding the overhead and complexities of operating a maintenance shop was a priority. Leasing found the necessary sweet spot for the fleet operations. "Our commitment to maximizing uptime for our customers hinges on well-maintained, top-of-the-line equipment, and the Mack fullservice lease delivers," emphasizes Putman.

Decision point

The Anthem fleet expanded to its current size of 12 day cabs, plus one sleeper used to backhaul dry or refrigerated goods from other warehouses the fleet utilizes. The trucks foster customer acceptance and furthers their driver recruitment and retention goals.

The acquisition of 10 Mack MDs, a mix of Class 6 and 7 units, was based on criteria such as safety features, fuel economy, driver comfort and acceptance and familiarity with Mack's full-service lease.

"The new equipment underscores FoodPRO's commitment to safe, up-to-date

MACK EQUIPMENT BY THE NUMBERS

- 12 Anthem Day Cabs
- 1 Anthem Sleeper with 53-foot refrigerated body
- 3 MD6 with 18-foot refrigerated bodies
- 7 MD7 with 24-foot refrigerated bodies

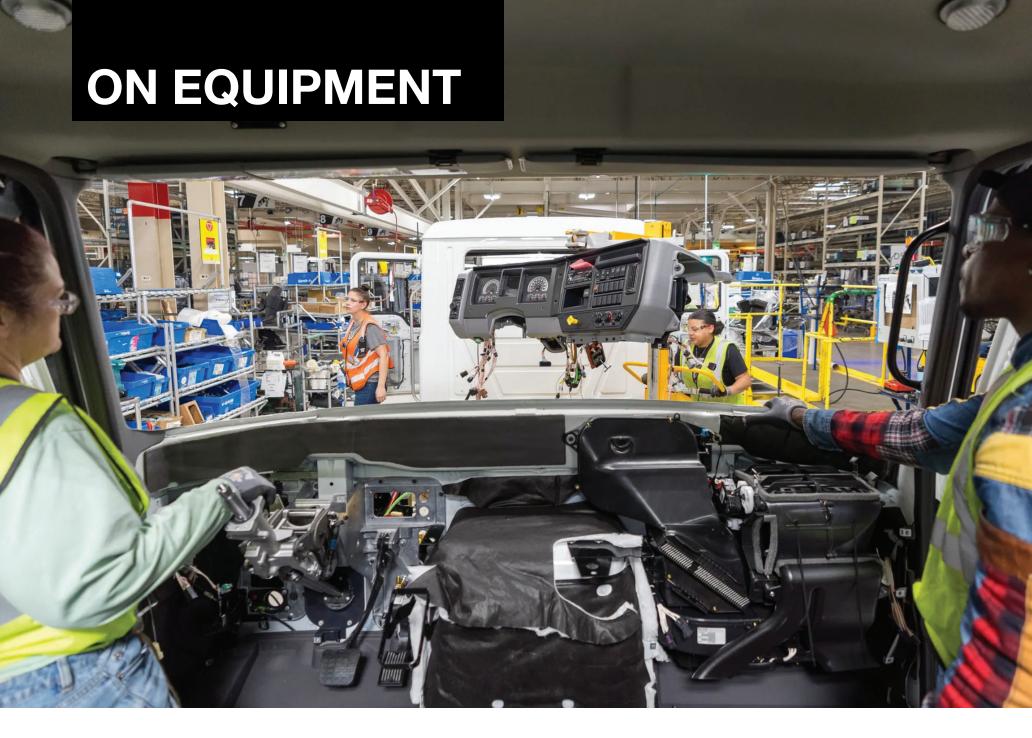
equipment operated by drivers renowned for their customer service, on-time delivery and professionalism," Ziegler says.

Results

The integration of Mack into FoodPRO's fleet yielded tangible benefits, including increased uptime, improved fuel economy and enhanced driver satisfaction. Data indicates a significant fuel savings per truck, translating to substantial cost reductions and improved profitability. By eliminating rental truck costs, FoodPRO also experienced bottom-line monthly savings of \$10,000-\$16,000.

Future trajectory

FoodPRO sees a future of continued growth and expansion with Mack Trucks playing a pivotal role in its success. As the company studies leasing more equipment to meet anticipated demand, its partnership with Mack remains instrumental in driving operational efficiency and customer satisfaction.



Mack MD Grows With Customer Acceptance

Demand leads to new electric offering and plant expansion

Article by Kevin Williams, Photos by Justin Kase Conder

ack Trucks has demonstrated a strong commitment to the medium-duty market since the Mack® MD Series launch in 2020, offering the company's legendary reliability paired with unparalleled comfort in Class 6 and 7 options.

Produced at a manufacturing facility in Virginia focused on delivering on Mack's promise of delivering dependability, exceptional driver comfort and superior performance, Roanoke Valley Operations (RVO) is now home to the MD Series and Mack MD Electric vehicle, launched in

Launching operations during the pandemic posed challenges for the RVO team; however management and the workforce were able to overcome those obstacles and achieve a high degree of success with customers, who welcomed the trucks with an enthusiastic

reception, says Antonio Servidoni, VP of Roanoke Valley Operations, Mack Trucks.

Productivity built in

Mack's decision to offer a medium-duty truck based on heavy-duty expectations led to the approach of configuring RVO to deliver precisely what their customers needed. According to Servidoni, when the MD Series came on the market, buyers were able to find Class 6 and 7 trucks built with the same durability, reliability and comfort of Mack's Class 8 vehicles. The MD Series appeals to a broad range of truck applications and buyers, and the MD6 doesn't require a commercial driver's license for non-hazardous loads.

Once the Mack MD Electric was introduced in 2023, customers had another medium-duty option to choose - this one with zero tailpipe

emissions to align with both Mack's and the company's customers' long-term goals. Boasting the same heavy-duty quality as the diesel-powered MD Series, the MD Electric is available in 4x2 configurations featuring a sharp wheel cut, and an industry-best short bumper-to-back-of-cab measurement of 103 inches. The MD Electric is already being delivered to customers across the country.

"We're excited that the Mack MD Electric is in full production and that customers are beginning to take delivery of it," says Jonathan Randall, president of Mack Trucks North America. "We built on the success of the diesel-powered Mack MD Series to bring an electric vehicle to the medium-duty market to help customers meet their sustainability goals with the same Mack promise of durability and reliability."

"We safeguard quality control of everything."

Antonio Servidoni, **VP** of Roanoke **Valley Operations**

Meeting Mack customers' needs

Every aspect of the RVO experience is geared towards meeting and exceeding customer expectations. Each vehicle goes through rigorous quality control every step of the way, under the watchful eye of trained, certified auditors.

"Every single truck goes through an audit process before they go to the customer," Servidoni says. "Every torque is controlled through Wi-Fi validation and inspected through a rigorous in-house production inspection system so that the force applied to every joint, bolt or nut meets standards."

Before leaving RVO, everything in the truck is validated according to the original specs. When the Mack is ready to roll, it's put into a sophisticated outbound system to make sure it gets to the customer who ordered it.

"We safeguard quality control of everything," says Servidoni.

More Macks

The addition of a new truck meant increased demand, which meant a need for increased space. This April, the ground will break on a 72,000-square-foot addition expected to be completed in Q4 of 2025.

In addition to adding square footage, Mack's investment will go toward equipment and tooling. When the project is complete, the facility, which was previously used for other purposes, will be 352,000 square feet.

"We transformed the building," Servidoni says. "It was quite a good fit for this segment, the height was great, and we were able to give our team a perfect environment in which to work."

The increased capacity is necessary to meet increased demand for the MD and MD Electric. The current plant employs 420 workers in two shifts, which should grow to around 500 once the expansion is complete.

"We need to evolve as a plant," Servidoni says. Like most models, MDs evolve based on customer needs and expectations. Servidoni says research and resources have been poured into creating the best driver comfort along with a robust safety package.

With an overwhelmingly positive response to the MD Series and MD Electric, the RVO team is positioned to use the upcoming expansion to further meet the evolving needs of Mack customers.







VISIT THIS ARTICLE AT MACKTRUCKS.COM/MAGAZINE/ FOR A VIDEO TOUR OF RVO.



Poor quality is the bane of many businesses, especially when it comes to operating equipment. Cheap equipment is rarely a bargain when repairs and downtime begin to devour profitability. Investing in quality equipment ultimately saves money due to its lower total cost of ownership and increased productivity.

John Passero of Thorold, Ontario, has seen this firsthand in his own business. He started the Silverline Group, Inc. in 1992 with a single 1988 Mack® DM 6905 tandem dump truck his family already owned. Later, he purchased an additional 1991 RB tandem dump and a 1992 RB triaxle dump for the five-man construction company.

"We have a great team dedicated to being successful," Passero says of his now nearly 140 employees. He largely credits his Mack truck fleet with helping them achieve that success.

"The dedication put into Mack trucks allows us to provide quality work to our customers," he says. As a result, Silverline has remained loyal to both Mack and its dealer since the purchase of those first RB models.

"Mack trucks offer a reliability that cannot

be beaten, and Vision Truck Group has always made us a priority," Passero says. "We have bought over 100 trucks from the same salesperson."

Silverline's Vision Truck Group salesperson, Sean Whelan, has traveled the road of growth with Passero and his company for more than 30 years. He assisted the fleet's expansion with delivery of 40 trucks during the 1990s. As Passero and his team transitioned to homebuilding in 2000, Whelan was Silverline's go-to person for providing the necessary additions to the fleet.

"They have been a tremendous customer over the years," Whelan says of Silverline, whose fleet currently consists of 25 Mack trucks, with five more scheduled for delivery this year. Passero says Silverline will end the year with 27 Granite® models operating in various configurations, including triaxles, tractors, slingers, hook lifts, boom trucks and a water truck.

"The Granite trucks are versatile and can meet all applications we need," Passero says.

Another reason the Mack Granite has anchored itself as an essential tool of

Silverline's success is its appeal to drivers. While these trucks provide a sleek appearance, the design enhances comfort, making the driver's job more enjoyable and manageable.

"Mack has really spent time creating a comfortable ride for drivers," says Kevin Webb, a driver with Silverline. "The dash is angled perfectly around the driver, the mirror placement allows for great visibility and the quality leather seating is very comfortable."

As a business owner, Passero appreciates the reliability of the Mack trucks. He says that the trucks experience minimal downtime outside of regularly scheduled maintenance, despite the demanding use they experience in the construction industry. Mack reliability allows Silverline to spend money on other expenses and improvements instead of costly truck repairs.

When the rare breakdown does occur, Silverline appreciates a dealership that is committed to getting the truck back in the field.

"We really don't have breakdowns, but Vision is there by the next day at the latest to get us up and running," Passero says.

The reliability of Macks also gives them



excellent resale value, Passero says. In 2012, Silverline chose to sell some of their older Macks in order to replace them with newer Mack models.

"Those trucks had 35,000 hours, and we hadn't even had to rebuild the engines," Passero says.

As trucks begin to age, Silverline only turns Macks over to upgrade with newer Granite models. Although their older Macks still run well, Passero says, increases in fuel efficiency and improvements in technology make late-year Mack models extremely appealing.

"Silverline is starting to move to the mDRIVE™ with their last four or five truck purchases," Whelan says. "It provides approximately 10% in fuel savings. We see it from the worst driver to their best driver by switching from the manual transmission. No clutch use in traffic makes life much easier for the driver."

GuardDog® Connect is another advancement on the newer Mack models that helps Passero run his business better. The core of Mack's Uptime Solutions, GuardDog Connect has a comprehensive three-part approach to keeping you on the road. The system identifies problems including fault codes, diagnostic needs and maintenance milestones; creates alerts for Mack's OneCall customer care center, service providers and your decision maker; and services by scheduling parts and repair, tracking maintenance and repair information



Joe Bonanno, driver

and relaying information to all parties, providing driver peace of mind.

In honor of Silverline's longstanding and profitable partnership with Mack, Passero, his sons and Whelan will travel to Mack's Lehigh Valley Operations in Pennsylvania to witness the construction of their 101st and 102nd Mack trucks before they are delivered later this year.

"We have been loyal to Mack only," Passero says. "We stick with them since they never steer us wrong."

And as for that original DM Mack, it remains a company icon. "We still have it in our yard and are planning to restore it completely," Passero says. ■



Building a Better Mack® One Body at a Time

Article by Denise Rondini

very vocational truck needs to have a truck body or equipment installed and ensuring that happens efficiently takes an orchestrated effort among the truck maker, body builder, dealer and customer. Getting the body installed on the chassis can be a complicated process because body builders typically work on a variety of trucks and a variety of body options for customers that have unique requirements.

Truck bodies and equipment are used to accomplish virtually any type of truck application, from basic van bodies to multiaxle concrete pumpers and cranes. The large

majority of the Mack® Granite® models produced annually receive bodies, as do other models, such as the medium-duty Mack MD series.

As the leader in vocational trucks, Mack takes seriously its responsibility to support its customers. Major elements of that leadership are the Body Builders Support Group and Body Builder Portal, both of which provide in-depth technical support to the whole process behind installing truck bodies and equipment in the most efficient and highquality way. According to David Troupe, representative, body builder support at Mack, the portal is an online interface and a good place for body builders to find reference material including installation manuals, information on installing PTOs and PTO programming, an *m*DRIVE™ PTO pump speed calculator, wiring diagrams and truck specifications.

"Having this information in one location decreases the time it takes from when the truck rolls into the bodybuilder's yard until it leaves their facility to be delivered to the end users," Troupe says. "We help take one or two days off the schedule and sometimes even as much as a week."

Tim Wrinkle, senior product manager vocational and medium duty at Mack, adds, "We want to make it very easy to install a body or upfit one of our chassis."

Mack works with a wide variety of body companies that install a vast range of body types, each with its own requirements. To ensure the end customers get the best quality installation and the best complete vehicle, Mack leveraged its engineering knowledge to establish the portal to assure the completed Mack truck body builders deliver to customers is as optimally integrated as possible.

Even when bodies are going into similar applications — for example, dump truck bodies are a third of body installations — no two installations are exactly alike. Troupe explains that PTO programming is one of the biggest issues for body builders. "Engine speed limitations and road speed limitations when the PTO is engaged vary by customer and can be complicated."

When problems occur with programming, the body builders can turn to the portal or they can call the three-person body builder support team for assistance. Troupe says the team can field several dozen calls a day.

Wrinkle adds, "The biggest priority is getting the truck to be functional as quickly as possible. If the body builder runs into a roadblock, and can't figure out proper wiring, for example, the truck just sits there," and the end customer is left waiting.

The portal and members of the support team "help free the log jam reducing that lead time to customers and increasing the quality of the product to the customer," he says.

The site is accessible to anyone needing the information. "We've taken a different approach than some of our competitors and made the information public," Wrinkle says. "We did this to prioritize giving access to our end customers and body builders."

Before the truck order is placed, the customer and their Mack dealer salesperson holds a meeting to ensure the truck is spec'd

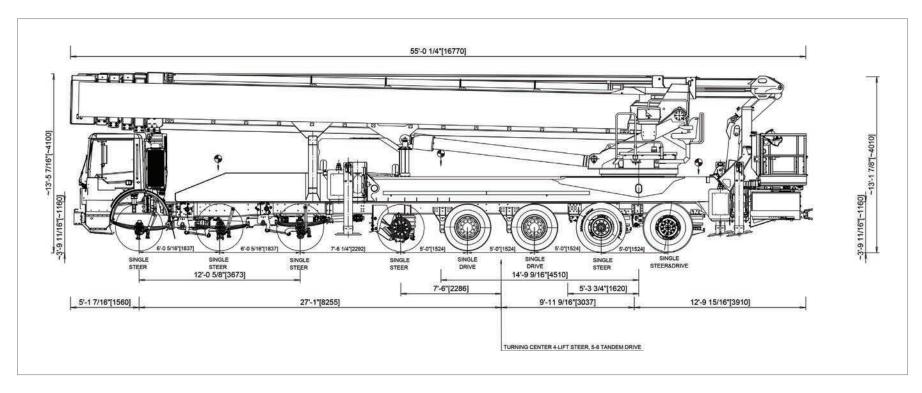


"We did this to prioritize giving access to our end customers and body builders."

Tim Wrinkle, **Senior Product Manager Vocational and Medium Duty**

properly. The dealer is also able to use the Sales Engineering team to assist in spec'ing the truck prior to ordering. A review is done to ensure items like fuel tanks, DEF tanks, battery boxes and air dryers are in the proper location on the chassis and don't interfere with the components being added by the body builder.

Recognizing that technology changes and leveraging knowledge gained during body installations, Mack regularly updates the information on the site, so body builders and vocational vehicle customers have the latest information for a smooth integration and a truck that does what the customer wants.





The Mack® LR checks all the boxes for refuse management

Amwaste leverages Mack LR for efficient refuse management

Article by Carolyn Mason, Photos by Justin Kase Conder and West Branch Media

Waste removal customer service satisfaction depends on safe and on-time pick up, professional drivers and trucks with extreme uptime. For Amwaste, a full-service waste and recycling company with operations in Alabama, Georgia and Louisiana, measuring its customer satisfaction guides their business philosophy as they continue to expand into new markets

Jason Zepp, vice president of operations, says the company's 35-40% growth over the last four years is the result of founder Chip Russell's vision to create a modern version of a hardworking roll-off and landfill operation that offers a wide range of services for everything from residential garbage collection and recycling to portable toilets and holding tanks along with owning transfer

stations and landfills.

With more than 500 employees servicing 300,000 customers per week, productivity and profits require reliable, safe and versatile trucks that are easily configured for the wide variety of operations and services they offer.

That's why Amwaste's fleet of more than 100 Mack® trucks continue to generate positive reviews from customers, drivers and management. Their fleet includes Mack LR, Granite® and TerraPro® models powered by Mack MP®7 engines along with Cummins Westport L9N natural gas engines. The trucks are configured for a variety of standup and seated options, rear and front loaders for residential and commercial applications, and automated side loaders (ASL) for residential and curbside pickup, all designed for easy body installation.

Residential refuse

In the labor-intensive segment of residential refuse collection, Zepp, says his ideal chassis/body configuration is the Mack LR model with an ASL body that offers safe, fast cycles and touchless collection. He says the LR's low entry level and flexible body configuration is his top choice for safety and productivity reasons.

"The body and chassis allow for a smooth, tight-turning radius to operate within cul-desac neighborhoods," he says. And he explains that the cab gives drivers a panoramic view of the surroundings, including the ability to see behind the cab while servicing a neighborhood, which improves safety. His drivers say the large mirrors and abundant window glass allow them to see pedestrians and other vehicles



while they are working. Other features he points out include the low cab floor for easy ingress and egress, easy-to-reach controls and the tilt and telescopic steering wheel. Drivers give thumbs up on the seats' comfort and ergonomics and say it's a smooth ride with everything they need conveniently placed.

Data driven results

Zepp is not just pleased with the Mack LR with the side-loader body combination, he also has the data to support its productivity.

In January 2023, Amwaste completed a yearlong customer satisfaction survey for the city of Newnan, Georgia, using a fleet of ASL Mack LRs. The results were collected by an independent group and found 99.98% customer satisfaction with their residential refuse collection. Equally remarkable was the zero driver turnover during that period, something Zepp attributes to several factors, such as highly competitive pay and benefits packages and the comfortable productive

Mack trucks they operate. Uptime and professional drivers directly affect customer satisfaction. Good drivers and reliable productive trucks are also necessary for regular schedules designed for the least disruption to neighborhoods.

Those Newnan, Georgia, retention rates are not outliers: recent retention data from 2024 Q1 as compared to 2023 Q1 showed a 45% reduction in turnover for the whole company.

"When talking about recruiting and retaining drivers and creating a drivercentered culture, the trucks' comfort, safety and productivity is a huge advantage," Zepp says.

Partners in growth

Amwaste has their own maintenance shops in their various locations, but they also rely on their Mack dealers for more complex repairs, parts and services. Because uptime is a crucial part of their business equipment failure leads to uncollected trash

and customer complaints — the Mack LRs are a valuable and dependable workhorse.

Chuck Choate, Amwaste's Mack sales representative for Georgia-based Nextran Truck Centers, says their working relationship is a partnership that goes beyond transactions. "We are positioned to assist Amwaste's growth by offering the new and used trucks they need along with customized service solutions," Choate says. The dealership provides services such as mobile and embedded certified technicians, on-demand parts and services delivered to their locations and maintenance troubleshooting as needed. "They are a valued customer and our goals for their growth are strategically aligned," Choate says.

Expanding markets

Zepp says that the benefit of owning transfer stations and/or landfills means they can maximize efficiency and profits well beyond just a pick-up service company, and the assets give them crucial leverage as they continue to expand into new markets.

Zepp says they are fortunate to have the availability of Mack and their body manufacturers, which gives the company the flexibility to fulfill a wide range of municipal

Brandon Weems, vice president of strategic development says Amwaste is on a journey to become the world-class leader in the waste industry. He says they want their people and the communities they serve to thrive and be better for having partnered with Amwaste. "We are working to change the landscape of how waste is collected and repurposed in the future. Mack gives our people the best-in-class equipment to help us achieve our goal on our journey." ■





Mack Museum marks 40th Anniversary

Museum educates and entertains Mack enthusiasts from around the world

Article by Kevin Williams, Photos by Kirk Zutell

Mack Trucks have been shaping the world for almost 125 years. For the last 40 years, the Mack Trucks Historical Museum has chronicled and curated the impact that Mack Trucks has had on society and the trucking industry.

The Mack Museum has undergone several incarnations since its incorporation in 1984. Today, the 15,000-square-foot museum is located within the Mack Experience Center in Allentown, Pennsylvania, in what used to be Mack's Engineering, Design, Development and Test Center. Around 10,000 visitors come through its doors every year from all over the world. While visitors are drawn to the vintage trucks and motorized Mack history, there is a lot more to the museum than old-school engines and shiny chrome. The Mack Museum is a history repository housing over 40 million pages of records that detail Mack's storied past and chronicle its journey as a

leader in the development of the modern American truck.

Doug Maney is the museum curator and lead caretaker of the Mack legacy. He, his staff, and group of dedicated volunteers are responsible for not only the trucks and the thousands of other items which make up the collection, but also answering the 1,500-plus Mack-themed requests that come to the museum each year. Maney says the museum gets requests for information from dealers servicing older trucks still in operation. Or perhaps a hobbyist is restoring a truck and has a question about some obscure parts long out of stock.

"We want to share our history and how important Mack trucks have been to the function of the world," Maney says. His job is the definition of variety, and his tasks go beyond the typical curation of collections.

"I meet curators from other museums, and

they don't have a lot of the responsibilities that I have," Maney says, which include crank starting a 1909 vintage bus, checking valves in aging engines, and inspecting gaskets in trucks that mostly disappeared from the road 50 years ago.

There are 40 vehicles in the museum and all of them run. The oldest is a 1909 Mack bus that once took tourists on leisurely tours seasonally in Chicago and New Orleans. "It is very much like driving an early farm tractor," Maney says of driving the vintage bus with foot and handle throttles and a chain drive.

While his role includes working on the trucks in the collection, he also performs typical curator duties, like "making sure we are preserving materials in the appropriate way," which includes cataloging and preserving photographs, drawings, and films that all capture the Mack mission. There are always boxes of microfilm, drawings, posters,



or old emblems donated to the museum. Maney and his staff carefully go through them and determine what is kept, how to preserve the items, where to store them, and how to catalog them.

Something for all ages

The museum is a magnet for school groups, where kids ooh and ahh over Megatron, the 2006 Mack Granite® military truck that was converted to portray Megatron's vehicle form in the third installment of Transformers, Dark of the Moon, which was released in 2011. They also love the 20-foot-tall Bulldog mascot that used to keep watch over Mack's former headquarters in Allentown. The fabulously rich trove of Mack memorabilia and ephemera that makes up the rest of the collection entertains many other visitors of all ages.

An eye on the future

Maurice Oppe, formerly of Mack International and retired from Mack Defense (a subsidiary of Mack Trucks), is President of the museum. He has nearly half a century with Mack, and Renault Trucks, both around the world and in Allentown. Oppe says the museum has three primary functions.

First, he says, are the trucks.

"You need the collection of trucks; that is what attracts people to visit the museum," Oppe says. Second, he says the museum has a less glamorous but equally important function: archiving. "We have a lot of documents, but if you don't know what you have and where it is, it has no value, so we have to preserve and organize."

The third function of the museum is to answer information requests from Mack fans and others, using that archive as the source material.

Oppe says that as the museum looks towards the future, it will continue its mission as a repository for all things Mack, for all those who need Mack-specific information. They also want to attract more visitors and grow, so that more trucks can be displayed, and exhibits can be rotated to keep things fresh.

"The more people who come, the more people you can

enlighten," Oppe says. The museum is a nonprofit organization, so donations are accepted and are indeed vital to keeping the museum functioning.

Meanwhile, Maney will keep curating all things Mack. He says he doesn't have anything special planned for the big anniversary yet, but they'll tip the hat to 40 years at the Mack Trucktoberfest this October. The museum has also built its social media presence through Facebook, Instagram, and YouTube. Each month, a "Truck of the Month" is showcased in a posted video.

With 40 years in its rear-view mirror, not to mention 124 for Mack

Trucks, there is a big future for the Mack Trucks Historical Museum as it celebrates the Mack brand's contribution to the world.

"Mack has been around longer than anyone alive. It is an icon and fixture. American history parallels Mack history," Maney says, citing the many important accomplishments made possible by Mack's products and innovation.

"You name it, there has been a Mack there; the reach goes beyond our borders," Maney says. ■



Matt Landis keeps a vintage Mack fire truck in running trim.

PRO TIPS



Optimize Highway Driving with Powerful Driver Assists

Mack technology improves driver safety and efficiency

Article by Taylor Berglund

ant to improve driver safety and want to improve since year Torres, efficiency in the field? Juan Torres, senior manager of sales training at Mack Trucks, says it starts with state-of-the-art driver-assisting technology built into the truck.

"Mack Trucks has always been known across the industry for its improvements, innovations, and reliability," says Torres. "The new Mack Connect system builds on that reputation. It tracks performance, maximizes uptime, increases efficiency, and simplifies daily operations within the Mack Connect hub for every Mackpowered vehicle."

For optimizing truck productivity, Torres recommends the powerful Mack mDRIVE™ automated manual transmission. The mDRIVE not only lightens the physical load for the truck-weighing in hundreds of pounds lighter than the competition—but also lightens the stress load on drivers, so that they can be more rested and focused.

"The mDRIVE is basically a manual transmission that is shifting on its own, but it shifts at the perfect time," Torres says. "You can compare it to the best driver who knows exactly when to shift. That helps the driver to be more efficient but also more relaxed."

The mDRIVE can also take advantage of Predictive Cruise, which automatically adjusts speed, torque, and gearing based on the route's topography in GPS, resulting in 1% less fuel burned per drive cycle.

Torres also points to the Command Steer system in Mack Anthem® and Granite® axle back models as a powerful optimization tool. It adds an electric motor to the hydraulic steering system, reducing the physical exertion required to steer.

"With Command Steer, you could basically drive the truck with one finger," Torres says. "And when you let go of the steering wheel, it goes back to zero, like a car. The Command Steer is a huge added value to the driver, because studies have found it reduces driver effort by up to 85% and can cut muscular strain by up to 30% to reduce the risk of long-term injury." ■

Each month, Bulldog delivers productivity and safety tips on a range of topics. Check them out at macktrucks.com/magazine/.

Maximize Fleet Efficiency and Driver Safety

The importance of effective pre-trip inspections

f you want to run an efficient, safe fleet, the last thing you need is avoidable vehicle malfunctions or accidents. That's why it's so important to make sure drivers are regularly performing pre-trip inspections on their vehicles.

Jamie Hagen-President of Hell Bent Xpress, a 12-truck fleet—says he's a firm believer in the necessity of conducting pretrip inspections every day. And as a driver, he practices what he preaches to his team.

"Through pre-trip inspections, you can catch a lot of issues before ever having to deal with them on the road or encountering a catastrophic failure."

> Jamie Hagen, **President of Hell Bent Xpress**

"I'm a huge proponent of doing them every morning," Hagen says. "Through pre-trip inspections, you can catch a lot of issues before ever having to deal with them on the road or encountering a catastrophic failure."

Hagen says the most important parts to inspect are your lights, tires, and hoses: "They're wearable items. It's not a matter of if it's going to wear out; it's when. So, keep an eye on the important stuff." In particular, check lights for corrosion or burnout, tires for proper inflation, and hoses for cracking or rotting.

Hagen says Mack® trucks make inspections easy thanks to its Pre-Trip Assistant, which assists the drivers in checking their exterior lights, light switches, and brake systems.

"Their Exterior Light Inspection Test shaves off a lot of time," says Hagen. "You just flip the switch, and it starts cycling through all your lights and testing them for you."

The Mack Co-Pilot display also contains menus that drivers can refer to for additional pre-trip steps.

While a good pre-trip inspection may take a little extra time and attention upfront, it's worth it to avoid the risk, expenses, and time lost to accidents and vehicle breakdowns. Keep your drivers safe and your fleet productive by emphasizing pre-trip inspections. ■

MACK

Maximize driver comfort with Mack Anthem.

- 1 MACK COMMAND STEER
 DRIVER-ASSIST TECHNOLOGY
- 2 PREMIUM INTERIOR TRIM OPTIONS
- 3 AMPLE SPACE WITH UP TO 7'1" STANDING ROOM





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NASCAR & Mack join to salute Armed Forces

Mack Trucks, the official hauler of NASCAR, joins forces with NASCAR each year for the NASCAR Salutes campaign. This campaign expresses gratitude and respect for those who serve in the United States Armed Forces, their families, as well as honoring our fallen heroes. The campaign features a patriotic graphic design for one of NASCAR's haulers, chosen in an online vote by Mack and NASCAR fans. The winning design debuted during NASCAR's Memorial Day weekend race. Catch a glimpse of this patriotic-themed Mack Anthem® throughout the remainder of the 2024 NASCAR season.

Read Bulldog Magazine Online for the Latest Mack Updates

Bulldog Magazine is available online with even more Mack-related news. The online edition, at macktrucks.com/magazine/ has all the articles from the current print issue, plus updates and new articles every month.

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