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True innovation comes from hard work, a determined will, and a passion and a vision that goes beyond the status quo. A true innovator is at the cutting edge, ready to make a change by trying something different that achieves greater results and eventually makes a difference.

That is why Phillips Industries wanted to be a part of HDT's 2018 Truck Fleet Innovators. These five honorees see not only where the trucking industry has been, but where it is heading. They have applied new techniques and technologies to increase efficiency that will boost profits. They helped grow their fleets while adding innovation to their companies and the industry as a whole.

Whether an individual is in a top management position of a company, a department head, or a director of maintenance who has led a key initiative, HDT's Truck Fleet Innovators are among the leading industry professionals that help to shape the way we all move forward.

Phillips Industries has built its brand on creating innovative solutions that solve our fleet customers' challenges, and it is for that reason that for the second year we recognize the value in sponsoring this fine program and congratulate this group of influential, innovative and successful people as the 2018 Truck Fleet Innovators.

**Rob Phillips**  
President & COO  
Phillips Industries

**G**et ready to meet five forward-thinkers, all of whom are helping to lead trucking by example in various ways that point the way to overcoming challenges and leveraging opportunities.

Each year, Heavy Duty Trucking's editors review nominations sent in from across the industry as well as give consideration to fleet executives they've met over the year. The editors then single out several fleet executives who have consistently shown innovation and leadership in one or more areas of truck-fleet management.

This year's honorees, from fleets both large and small, are being saluted for management accomplishments in areas ranging from rethinking the buying of power units and road-testing fuel-saving concepts to launching new streams of revenue and improving driver health and satisfaction:

- **Andrea Crisan**, COO and executive vice president, Andy Transport, Salaberry-de-Valleyfield, Quebec
- **Joel Morrow**, director of research and development, Ploger Transportation, Bellevue, Ohio
- **David Myers**, senior vice president of operations, Sygma Network, Dublin, Ohio
- **Sergio Rojas**, director of wellness, Hirschbach Transportation, Dubuque, Iowa
- **Tom Schilli**, CEO, Schilli Transportation Services, Remington, Indiana

Our five 2018 Truck Fleet Innovators, sponsored by Phillips Industries, will be honored during the second annual Heavy Duty Trucking Exchange. HDTX is an invitation-only fleet networking event to be held May 9-11 at the Scottsdale Resort at McCormick Ranch in Scottsdale, Arizona. Following an awards ceremony, this year's Innovators will participate in a panel discussion on industry-wide issues.





# PRODUCT UPDATE



## Utility 4000AE drop-deck flatbed

Utility Trailer Manufacturing's 4000AE drop-deck flatbed trailer is designed to haul heavy or awkward loads. The 4000AE features a combination of 3- and 4-inch aluminum crossmembers. It comes standard with a 39,000-pound coil-haul package with a 5-foot span of 4-inch aluminum crossmembers tapered to 3 inches on 8-inch centerlines, and a ConMet aluminum hub system. The 4000AE saves 541 pounds compared to Utility's previous design.

## Standard-track Paccar front axles from Kenworth

Kenworth is offering new standard-track options for its Paccar proprietary front axle lineup in Class 8 construction and other vocational models. Paccar says its front axle enhances vehicle payload capability and complements the performance of Paccar's MX-11 and MX-13 engines. The Paccar front axle was introduced last year with wide-track configurations rated at 20,000 pounds and 22,800 pounds. Paccar front axles use a tapered-kingpin roller bearing, which simplifies the design and delivers improved steering efficiency and offers steering angles up to 50 degrees.



## BF Goodrich Cross Control all-terrain tires



BF Goodrich commercial truck tires launched the Cross Control S and Cross Control D tires, two all-terrain tires for use in construction, logging and energy applications. The Cross Control tire line features thick sidewalls to resist damage from impacts, heat-release compounds to reduce internal casing temperatures, a full-protector ply to protect against road hazard penetrations, cuts and chips.

## Eaton EverTough aftermarket clutches

Eaton upgraded its line of EverTough



Self-Adjust and Manual-Adjust heavy-duty aftermarket clutches to help streamline maintenance and improve performance. The release bearing has been upgraded with wider thrust pads to optimize the interface with the release fork, providing more contact area for the fork for less wear and longer clutch life. A third grease zerk fitting has been added for better access for routine lubrication. EverTough clutches are available in 7-, 8-, 9- and 10-spring designs with torque ratings ranging from 1,400 lb-ft. to 2,050 lb-ft., and include premium dampers to help reduce harmful driveline vibration.

## Denso PowerEdge aftertreatment filter line

Denso expanded its PowerEdge line of diesel aftertreatment replacement filters to cover light- and medium-duty trucks. Originally launched for the heavy-duty aftermarket, the PowerEdge line of diesel particulate filters and diesel oxidation catalysts now covers light- and medium-duty Ford, GM, Sprinter, Dodge, and Ram trucks. Installation gaskets are included with each filter. Replacement clamps and gaskets for the heavy-duty market are also available for purchase.



## Phillips Industries' Qwik-Check

Phillips Industries' Qwik-Check was developed for quick and easy confirmation of power within the seven-way connection



between a truck and trailer. Designed for integration into the electrical system of the nosebox, it eliminates the immediate need for a continuity tester by visually confirming an electrical signal from the tractor to the trailer. With the tractor's ignition turned on and power supplied to the seven-way connection, the color-coded LED lights of the Qwik-Check will light up as each circuit receives power. Each light is an indication that power to the correlating circuit is reaching the seven-way connection. If a light does not come on, it indicates a problem with the associated circuit and further investigation is warranted.

## UStart engine starting system

Ioxus added a uStart engine storage device for Class 7 and Class 8 daycab trucks and tractors with up to 12L engines. UStart is a smart-power product that claims to improve starting reliability and extend battery and starter life. Installed by the OEM or as a retrofit, as a drop-in Group 31 battery replacement, uStart provides a higher level of starting power compared to typical batteries, particularly in tough duty cycles or cold weather, according to Ioxus. The system reduces stress on starters and provides jumpstart capabilities.



For more details on these and other new products, see our online Product News section at [www.truckinginfo.com](http://www.truckinginfo.com). Sign up for weekly new product e-newsletters at [www.truckinginfo.com/newsletters](http://www.truckinginfo.com/newsletters).