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## Work Truck Industry Will See Growth, Aging Fleets Updating

Replacement activity for older commercial trucks will drive growth in the work truck industry, and the sector will outpace the overall economy thanks to uneven business and consumer confidence, trade industry executives said at the annual Work Truck Show in Indianapolis.



“Whatever goes on in the overall economy, the work truck sector will be better,” said Steve Latin-Kasper, Director of Market Research for NTEA – The Association for the Work Truck Industry, which hosted the annual Work Truck Show. A key reason, he said, is the rising age of commercial trucks still on the job — especially within state and municipal fleets that have been restricted from replacing older vehicles.

“They have been patching them up, keeping them running, but they can’t do that forever,” Latin-Kasper said during the Work Truck Show. “They need to replace some of their trucks.”

The inactivity is rooted in government-imposed limits on how fleets can spend their budgets, he said, despite a broad increase in tax revenue around the country.

“They are dealing with mandates to deal with debt first, which is why they are not spending,” he said. “And they took on a pretty big pile of debt.” He

doesn’t expect states to get out from under most of that debt until 2015.

“Some aged vehicles are working their way through the system to this day,” NTEA Executive Director Steve Carey said, speaking about the overall work truck industry. “Vocational fleets are looking at multiple solutions and trying to match to the application — looking at fuel source, driver training and the application when making choices.”

Latin-Kasper added that while the average age of commercial trucks nationwide has increased, he believes that will level off. “The average age of trucks is still relatively high, and actually went up in 2013 versus 2012, but we think that finally stops in 2014,” he said.

More broadly, he said the overall economy is being held back by shaky consumer confidence, which in turn is holding businesses back from spending. This is despite consumer debt-to-income levels that have markedly improved since the recession that closed out the last decade, Latin-Kasper added.

MORE INFO: <http://bit.ly/1g1pHcA>  
SOURCE: TruckFleetMgmt.com

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### Featured Video



#### Air Filter Fights Spring Allergies

The benefits of the new Luber-finer® Extreme Clean HD™ Premium Cabin Air Filter are explained in detail in a video featuring John Gaither, PE Director of Heavy-Duty Engineering, Luber-finer. See this [video in its entirety](#).



#### ExtremeClean HD™ Premium Cabin Air Filter With Arm & Hammer™

The Luber-finer® ExtremeClean HD™ Premium Cabin Air Filter provides increased protection for occupants in the truck cab from dust, smog, pollen and airborne contaminants while using carbon and Arm & Hammer™ Baking Soda to filter unpleasant odors.



#### Luber-finer MXM™ Force Air Filters

MXM™ Force Air Filters, with revolutionary MicroGold Fiber technology, are engineered to address high-dirt and dust environments while delivering 99.9% cleaning efficiency.

### Upcoming Industry Events

HD America/TruckPride  
Phoenix, AZ - April 23-27

Heavy-Duty Distributor Council  
Quebec, Canada - May 31-June 3

## Cabin Air Filters Can Help Drivers Suffering From Allergy Symptoms

With the arrival of the spring season, seasonal allergy sufferers are preparing for the annual assault on the senses. According to the Filter Manufacturers Council, more than 40 million Americans suffer from allergy symptoms, which may be the single-biggest reason to consider replacing a cabin air filter.

The Luber-finer® ExtremeClean HD™ Premium Cabin Air Filter can help a person suffering from asthma or some type of allergy caused by airborne contaminants. The addition of Arm & Hammer™ Baking Soda adds a unique additional line of defense by absorbing unwanted odors within the truck cabin.

Whether it is simply incoming fresh air, or air entering the cabin during the use of the heating, ventilation and air-conditioning system (HVAC), the environment inside the cabin of a heavy-duty vehicle is subjected to attack from exhaust gases, pollen, bacteria, dirt, dust and soot. Any one



of these contaminants may cause an allergic or adverse reaction for the driver.

Bottom line is — the cabin air filter is going to filter outside air that you are going to breathe inside the cabin. When you look at the opportunity for a front line of defense for occupants of the cabin, a properly functioning cabin air filter can remove up to 98% of (5 to 100-micron) particles before anyone ever breathes them.

MORE INFO: [Luber-finer.com/extremeclean](http://Luber-finer.com/extremeclean)  
 SOURCE: Luber-finer.com

## OEM Panel Looks At 10% Natural Gas By 2020

Natural gas trucks could soon comprise 10% of the Class 8 market, OEM representatives speaking at the recent Green Truck Summit agreed. The only point of contention is just how long it will take to get there.

Brian Daniels, product manager, vocational and alternative fuels with Daimler Trucks North America, predicted that natural gas trucks will account for 10% of industry wide production by 2020.

Andrew Douglas, national sales manager with Kenworth, was even more bullish, estimating natural gas trucks will make up 10% of the Class 8 market within three years.

There's been increasing confidence among truck buyers that natural gas is a viable alternative to diesel for heavy-duty trucks, as the product line-up has

broadened and fuel availability has improved.

Douglas said 2013 represented a "tipping point" for the on-road segment, with about 2-3% of Class 8 trucks ordered with natural gas power. Three forces came together to make natural gas an attractive option for buyers: the low cost of gas as vast shale formations have become accessible; the development of new engine technology; and expansion of the fuelling infrastructure.

Douglas said there's a lot to like about natural gas. It's a mature technology and the engine shares about 80% of its componentry with its diesel counterpart, it's robust and there's a proven return on investment in high-mileage applications.

MORE INFO: <http://bit.ly/1kJmkrt>  
 SOURCE: TruckNews.com

## Facts and Trends

### Seven Trends Help Fleets Navigate Maintenance Costs



Work Truck magazine spoke with fleet management companies ARI and PHH Arval to get their outlooks on current and upcoming challenges. They shared these seven trends to help fleet managers navigate the current and future truck maintenance landscape.

MORE INFO: <http://bit.ly/1nEBP8u>  
 SOURCE: WorkTruckOnline.com

### Trucking Industry Braces For PC-11 Oil Regulations



To meet the expected greenhouse gas/fuel efficiency standards that the federal government is in the process of establishing, oil companies and engine makers are developing a new standard for engine oils that will provide low viscosity to improve engine efficiency.

MORE INFO: <http://bit.ly/114KmQk>  
 SOURCE: TruckingInfo.com

### Tech Maintenance Council Launching Service Scorecard

Technology Maintenance Council (TMC) is piloting a new scorecard service for capturing and reporting on key industry data and trends. The new TMC Scorecard Service will allow participants is breaking at the end of the line. to see how their service and maintenance data compares to similar companies based on type and size of fleet, industry/SIC code, cargo type, and other parameters.

MORE INFO: <http://bit.ly/Nv8gFE>  
 SOURCE: VehicleServicePros.com

## Upcoming Ads

### April

Fleet Equipment  
 Fleet Maintenance  
 Fleet Owner  
 Heavy Duty Trucking