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# Bulldog<sup>®</sup>



**TITAN  
BY MACK  
NEVER BACKS DOWN**

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**GRANITE<sup>®</sup> MHD**  
*'Right Tool for the Job'*



*TransEdge Distributor of the Year*



# Granite® MHD: 'The Right Tool for the Job'

No one has ever called Mack a lightweight and gotten away with it. Until now.

Late last year Mack Trucks, Inc. introduced the world to the Mack® Granite Medium Heavy Duty model, a vehicle designed for operations in states with stringent weight and environmental regulations. The Granite MHD is equipped with a 9-liter Cummins ISL9 345-HP engine with a maximum torque rating of 1,150 lb.-ft. and either a manual or Allison automatic transmission. Mack's proven *Cornerstone™* chassis, now with an optional 7 mm frame rail, is standard. So are the UniMax™ steer axle hubs, 16,000-lb.-capacity axles and 6.6 gallon integrated diesel exhaust fluid (DEF) tank.

Dealer and customers who have driven the MHD say it's the right tool for the job.

"The further west you go the lighter the trucks have to be," said Bill Rink, a sales rep at Chicago Mack. "We have very strict weight laws. Illinois doesn't recognize pusher or tag axles. Our dump truck market

is a three-axle tractor with a two-axle trailer. Our customers need a lighter truck to haul a bigger payload."

## Good for Business

That's why Ken Petruck was one of the first in the nation to buy a MHD. Petruck, who owns Excel Environmental Inc. in River Forest, Ill., wanted a rugged but lighter truck that could handle a 3,700-gallon tanker in on- and off-road service. A special waste-hauler licensed with the

"Weight is an important factor. The lighter the unit, the more benefit to you. The license plates are cheaper. You'll use less diesel fuel. But with the MHD you have the solid body and frame. You have a slightly smaller engine that is more cost-efficient. When totally loaded it will weigh less than 50,000 pounds. Without a load the truck is a little over 20,000 pounds, and that's with a steel tank, which will contain fluids better than aluminum in the event of a rollover. Our other trucks are about 3,000 pounds heavier than the MHD.

**“ The truck gets the job done. ”**

– **Dennis Pyle**

Driver, A & A Ready Mixed Concrete

U.S. Environmental Protection Agency, Excel Environmental transports used oil from service stations and other locations.

The Granite MHD made sense for his business, Petruck said.

That means we can haul a bigger payload because of the lower weight of the unit, and that gives us a better return. The Macks are a tremendous tool for us."

*Excel Environmental Inc. gets more mileage out of their lightweight Granite MHDs.*



*Mack Trucks, Inc. featured its Mack Granite Medium Heavy Duty (MHD) model, among other trucks at World of Concrete® this year.*

## Lightweight and Strong

Across the country the situation is similar. A & A Ready Mixed Concrete has purchased big, beefy R, RD and Granite models for years. But when California tightened its weight and emissions laws, the Newport Beach company needed a strong but lighter solution. And it needed one that would scale, since A & A operates 28 plants, employs 500 people and is responsible for 1,000 vehicles.

“A mixer here needs to be different to carry a decent sized payload,” said Mike Cook, fleet/purchasing manager A & A. “We need a truck that will last a long time and still meet the weight requirements. The MHD Granite’s spec allows us to haul a payload that is better than the other trucks we have in a similar class. Mack has made a more competitive truck for the California market.”

Like Petruck, Cook is pleased with the performance. “It gets good fuel mileage. It’s a good fit for our company.”

That’s because the Granite MHD is optimized for shorter runs and lighter-duty cycles.

“We understand the decisions companies face in today’s economic environment, so for jobs that don’t require the full muscle of a Granite model, the MHD provides a great option,” said Curtis Dorwart, Mack vocational marketing product manager. “The MHD packages all the rugged features and driver amenities required for the jobsite in a lighter spec.”

## Gets the Job Done

Rink said what sets the MHD apart from the competition is the starting point for Mack engineers — the Granite.

“All of our competition has taken a smaller truck and muscled it up. They’ve taken a medium-duty Class 6 or 7 truck and put bigger components on it and called it a Class 8. We took a rugged truck and used an engine and transmissions that will do the task at hand. Would you rather have

a little guy that can’t handle the job or a bigger guy who will be around forever? That’s what Mack has done and I think they’ve done a real good job with it.”

Drivers think so, too. “The MHD is quiet and smooth-riding, loaded and unloaded,” said Dennis Pyle, who drives for A & A Ready Mixed Concrete. “The cab is comfortable, visibility’s nice, steering’s good. I think it turns tighter than the competition. It looks good. The truck gets the job done.” 

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