



# EX-GUARDIANS OF THE GALAXY

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# 15 DEER COLLISIONS



We have had over 15 deer collisions in the past year with these new units and not one has had to be shut down due to the hit. These Ex- Guards have been nothing short of OUTSTANDING!"

**Brian Feher**

*Black Horse Carriers, Tully, NY*

**EX-GUARD**





# // 2017 APNA TMC SHOW

@Abbotsford Canada





# DID YOU ATTEND THIS YEARS CANADIAN APNA SHOW ?

## 2017 ATLANTIC PROVINCES NUMISMATIC ASSOCIATION

The APNA Truck Show was held on June 11 – 12 at the Tradex Centre in Abbotsford, BC. Bob Saxton (Director of Marketing) and Wayne Worobec (Western CA Sales Rep) attended the show and represented the Ex-Guard brand at exhibit #207.

A multitude of attendees stopped by our booth, no doubt attracted by the HD-425C we had on display. The HD Series is the newest from Ex-Guard and is offered in both our original PVC coating and in chrome. Our HD-425C drew continual accolades from attendees for its unique design, latch functionality, ease of installation and just the pure beauty of its chrome. We were also able to explain our renowned PVC coating that is available on all our grille guards.

All exhibitors displayed their latest and greatest products and had field specialists giving live demonstrations. I was highly impressed with the design and ingenuity shown by many!

A VIP dinner was held on Saturday night after the show. The event was a great way to network and attended by many of the exhibitors and show sponsors.

Overall, the show was a great success with 150 exhibitors and over 15,000 attendees.





THE

# HISTORY

OF TRUCKS



- 1899 X Alexander Winton designed the automobile hauler to deliver his cars
- 1905 X Mack Brothers Co. start designing and manufacturing trucks
- 1909 X International Harvester Co. begins manufacturing trucks
- 1916 X Mack Brothers Co. introduced the AC Model with a chain drive rear axle
- 1923 X Kenworth manufactured their first truck
- 1930'S X Kenworth invents the first sleeper cab
- 1934 X International Harvester Co. built the first tandem axle, 6 wheel truck with power to both rear axles
- 1938 X Mack designs its own heavy duty diesel engine
- 1939 X Peterbilt was founded by T.A. Peterman
- 1942 X Freightliner designs the shovelnose/600 – first commercial vehicle with an all aluminum cab
- 1950'S X Freightliner introduces the eastern Freightliner a b-42 tractor that can haul a single semi trailer
- 1953 X First cab-over engine sleeper
- 1958 X Freightliner creates the 90 degree tilt cab for easier maintenance
- 1962 X Mack introduces F Model all set cab over engine truck
- 1967 X Western Star started up
- 1969 X Mack designs cab air suspension
- 1984 X Customer demand shifts from C.O.E. to conventional long nose
- 1986 X Hino started distributing to the US



THROWBACK

# KENWORTH 1953







## RE-ENGINEERED FOR THE FUTURE

# GENERATION II

FEATURED LT-350

A question often heard in the field is, “I have LED headlights, does that make a difference?”

The answer is no, not with Ex-Guard! LED headlights are the future, no doubt about it. Ex-Guard has a firm belief in continuous improvement, we chose to further eliminate any possibility of LED lights being affected by our guards. So, our R&D team created solutions to not only ensure the full spread angle of all headlights but also one that compliments truck designs and is additionally aerodynamic.

Our newest addition to the Ex-Guard family is the HD Series with an all new design that utilizes our popular single-hand release latch. The Ex-Guard HD Series are specifically designed to fit trucks that have both LED headlights and collision avoidance systems. All HD Series grille guards are available in our traditional coating and chrome.

The lightweight LT Series has had an upper guard design update to match this ground breaking HD Series with its contoured headlight protection. The XG Series have had the outer bend angles



## NEWSLETTER



## FEATURED XG-125

increased to ensure that they facilitate the LED headlights as well.

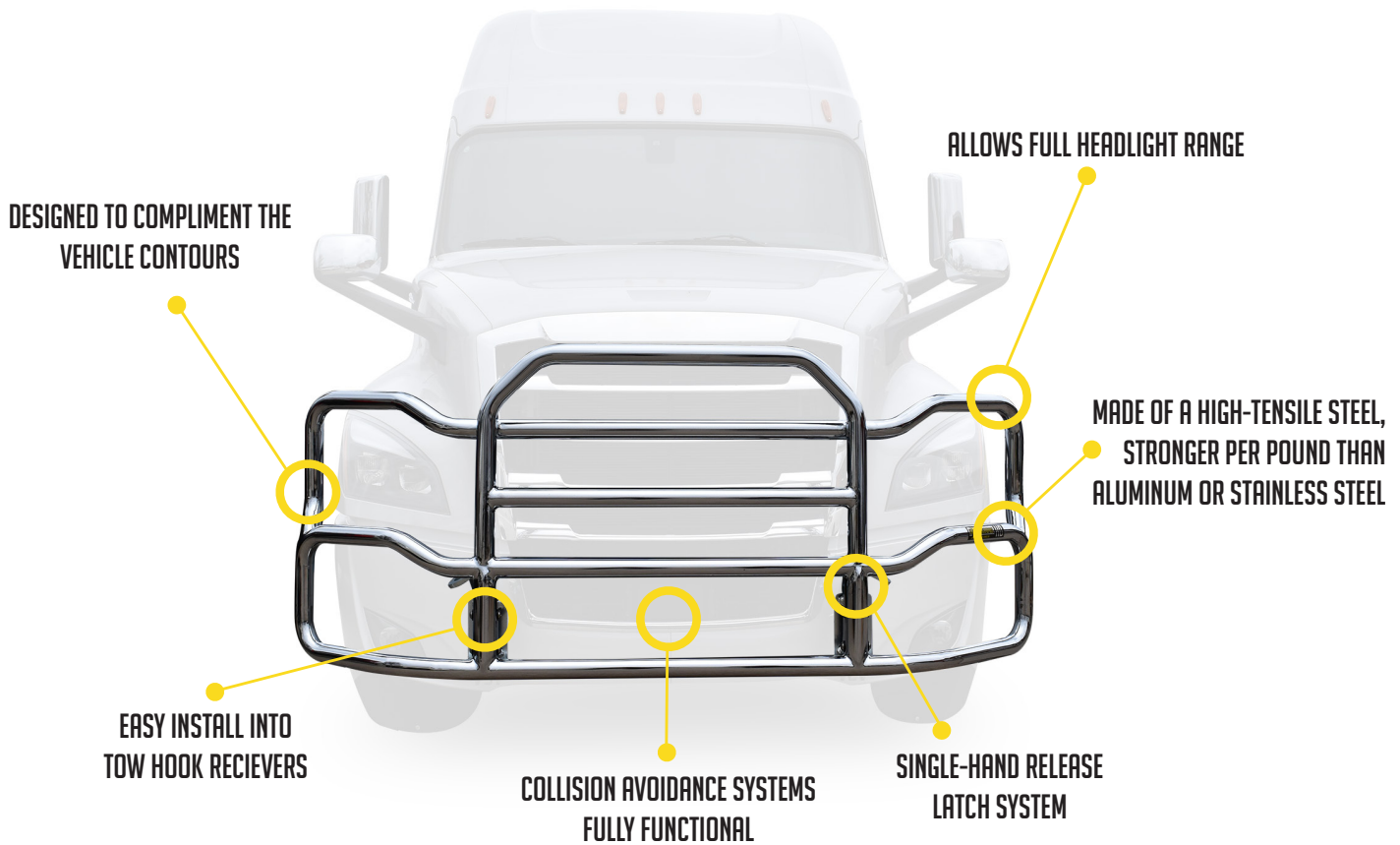
Grille guards with these design enhancements are notated as the Generation II or GEN II grille guards. With these improvements come a few truck model exclusions that the GEN II guards will not fit. The following trucks are not compatible with GEN II or HD Series guards and will require the GEN I grille guards:

- Freightliner Coronado models using the XG-06FCOR or XG-09FCOR mounting bracket kits
- International 9100/9200/9400 using the XG-INT9 mounting bracket kits

As additional info, the '04-'17 Volvo VNL and VNM models require the XG-17VN mounting bracket kit to use GEN II guards. The XG-04VN is not compatible with the GEN II series of guards and is consequently being discontinued. This bracket kit is being replaced by the XG-17VN. For the same reason, the XG-99VN is being replaced by the XG-99VNE.

Please verify with your sales or customer service rep when ordering any of the above-mentioned mounting bracket kits.

FEATURING THE  
**EX-GUARD® HD SERIES**



**EX-GUARD®**

☎ 888.902.2777  
✉ SALES@EX-GUARD.COM  
**EX-GUARD.COM**



WATCH ON YOUTUBE



## TOUGHEST COATING YET

No one can possibly have forgotten the beauty of the HD-495C from Ex-Guard if they've seen the video. For anyone who believes in the unrivaled Ex-Guard coating, it's not going anywhere! It is too good to be left out so we are now offering the 2017 HD series in our traditional coating, black or silver! All HD series guards boast our single-hand release latch, 8 gauge steel and our toughest coating yet. Which one best suits you and your truck, the beauty or the beast?



[YOUTUBE.COM](https://www.youtube.com)

EX-GUARD INDUSTRIES

# GUESS THIS TRUCK



**A.** STERLING A-9500

**B.** MACK CXU

**C.** PETERBILT 386

**D.** FREIGHTLINER COLUMBIA

**E.** KENWORTH T680

**F.** VOLVO VNL730

// ANSWER ON BACK



## NEWSLETTER



## // COMING UP THE NACV SHOW

@Atlanta Georgia

### *The North American Commercial Vehicle Show*

The NACV show makes its debut in Atlanta Georgia this September the 25-28<sup>th</sup>. There will be over 400 exhibitors from the commercial vehicle industry; manufacturers of commercial and special vehicles, producers of parts, components, and more. Ex-Guard is excited to display our guards, and dive in to meeting the attendees & exhibitors. Visit Ex-Guard at booth 554.



NOT JUST FOR  
**DRIVERS**

These trucks are all on FSL with Hi-Pro. So, we made the decision to use the Ex-Guards on their trucks. We have been proponents of the Ex-Guard for years now, and found that it is a very inexpensive piece of insurance to protect our assets. Hitting one Elk, can put a vehicle down for weeks. This minimizes our customers' downtime, and saves money by not having to secure replacement vehicles.

**Chris McDevitt**

*General Manager, RWC Group, Spokane, WA*



# EX-GUARD FOR EMERGENCY VEHICLES

LIVES DEPEND ON YOUR  
**SAFE & TIMELY**  
ARRIVAL!



CV-50SP1B



CV-25TR1B

“ A BEACON OF HOPE ...  
WHEN MINUTES MATTER.

When saving lives is your profession every second counts, and even the smallest of delays can be costly. Mercy EMS worked with Ex-Guard to ensure both their drivers and vehicles are kept safe after they are dispatched.

EX-GUARD

VIEW ALL GUARDS AT [EX-GUARD.COM](http://EX-GUARD.COM)





# // **NORTHEAST**

USA

**Reg Rowden**  
*Northeast Sales Consultant*



## SALES CORNER FEATURING

# REG ROWDEN

My name is Reg Rowden and I am the Northeast US Sales consultant for Ex-Guard. I am very pleased to be a part of Ex-Guard Industries because they have an amazing team. Even better than that, they also have a very high quality product and continue to add value to and improve it every day.

I was born and raised in Rochester, NY and still live there today. After graduating from high school, I began my working life at a local fastener company. After 12 months in the shipping and receiving department, I earned a promotion to the warehouse manager and held that title for six years. As I love a challenge, I requested a sales position so I could increase my value to the company and to learn more about the industry. I was blessed with an opportunity as an opening in the sales department was made. My sales experience began with inside sales, customer service and some outside sales. I quite enjoyed my five years in fastener sales and developed lasting relationships with all my customers.

Ex-Guard has commissioned me with caring for our customers in the Northeast region of the USA. My responsibilities include establishing new dealers and partnering with fleets in their area. There's nothing more satisfying than hearing from fleets about how much they love their grille guards and the amount of time and money they save by running Ex-Guard. I have met many new people within this role and look forward to meeting many more. My goal is to continue to help fleets find the best solution in front end protection with our brand as protecting you is our business!

“ Love being out on the road  
meeting more every day ”

# 2017 ATHS

AMERICAN TRUCK HISTORICAL SOCIETY NATIONAL CONVENTION



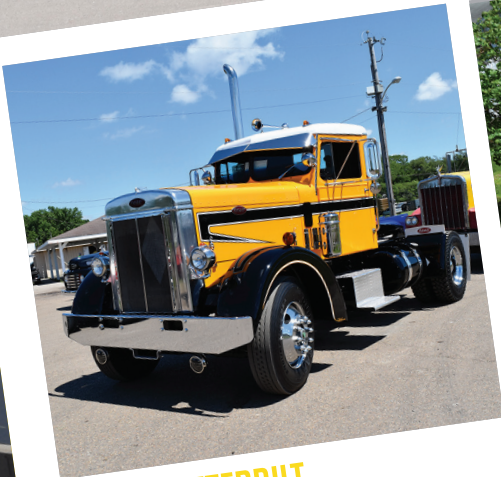




# 1989 FORD

LTL-9000

The 2017 AHS show took place May 2017 at the Iowa State Fair Grounds. The AHS is dedicated to preserving the history of trucks and the trucking industry. Owners displayed a large variety ranging from trucks in the 1800's to 2017 models. Armored cars, hearses, early semi-trucks, and movie look-a-likes all made their way to this show leaving truck lovers drooling.



# 1950'S PETERBILT

280



# 1979 KENWORTH

W-900A



# 1939 INTERNATIONAL

D-15 Armored Truck



# 1933 MACK



# 1947 STERLING



# 1923 FORD





ANDREW HUMMER / DON HUMMER / CHRIS HUMMER

## // GOOD DEEDS & GIVING BACK

One of our feature articles in this month's newsletter is the 'Good Deeds and Giving Back' section. At Ex-Guard, we are grateful to all our vendors, dealers and customers that ensure our continued success at Ex-Guard. At Ex-Guard, we have a firm belief that it is our duty to volunteer and give back to our community whether it is through monetary support to a local school or volunteering to help others in need. That being said, we are featuring Don Hummer Trucking of Oxford, IA who shares our philosophy. To give you a little background, I've known Don Hummer since 1960. We started kindergarten together, worked together at his uncle's gas station, and both of us graduated from Clear Creek High School in 1972. After graduation, Don attended college and got into the trucking business. It seemed like a natural fit for him as his father, Buck Hummer, was one of the largest livestock haulers in the United States in the 60's and 70's.

This humble beginning coined a favorite line of Don's, "A driver and one truck". Don's business grew throughout the years where "a driver and one truck" (Don and a 1972 Kenworth) turned into a fleet of several drivers and trucks. In 1975, Don Hummer Trucking was officially formed and in December of 1976, Don was able to purchase his first new truck, a 1977 Kenworth. The company went on to be incorporated in 1982 and officially became Don Hummer Trucking Corporation.

As Don continued to grow his business, his generosity to his community grew in proportion. Don had never forgotten his ties to his hometown of Oxford nor to his adopted community of Amana. Anyone with a good cause could always count on Don Hummer or his company for his generosity and support whether it was a request for a donation to a school/church fundraiser or just to help someone in need. In April of 2008, a fire broke out that destroyed the equipment maintenance facility at the Don Hummer Trucking main terminal.





The Oxford Community Fire Department and Amana Community Fire Department were both contacted and swiftly responded to the call. There were also several other surrounding community fire departments that responded and gave assistance. Amazingly, all trucks were removed out of the burning building and none were destroyed by the fire. More importantly "no employees were injured." The fire was quickly extinguished and about half the building was saved due to the combined efforts of all the fire departments that fought the blaze. It did not take long for Don to quickly rebuild the equipment maintenance facility, and it was up and running in no time.

As Don looked back, he was very touched and especially impressed by the quick response he received from the Oxford and Amana Fire Departments. As a token of his appreciation for all their efforts, he now donates all the fuel for the fire trucks of both departments. At the end of fire calls, these two fire departments fill up their fire trucks and emergency equipment fuel tanks at the Don Hummer Trucking terminal....at no cost to their communities!

THANK-YOU DON FOR 'GIVING BACK'!

**By Bob Saxton**  
*Director of Marketing*

“ A driver and one truck. ”



# TRUCK FACTS



The design of truck engines enables it to travel **one million miles** before retirement. In comparison, car engines are designed to run for just **200,000 miles**.



In **the past 19 years**, heavy-truck and off-road exhaust emissions have plunged by **95%**.



Approximately **15.7 million trucks** are currently in use in the U.S. If you lined up all of those trucks end-to-end, they would reach the moon!



It has been estimated that commercial trucks use **20,500 gallons of fuel** a year, while an average car uses meager **500 gallons**.







**EX-GUARD**

**GUESS THIS TRUCK ANSWER:**

**B.**



XG-150

**TRUCK ANSWER:**

**B.**

**MACK CXU**