



*Neil Perkins – owner of Perkins Specialized Transportation.*

## **Success Story — Perkins Specialized Transportation**

Perkins Specialized Transportation is gearing up for the biggest haul of its history and has enlisted another severe-duty specialist, Mack Trucks, Inc. to help.

The Northfield, Minnesota, company specializes in super loads — the biggest, longest, heaviest cargo allowed on the nation's highways. Over 40 years the firm has grown from a dozen workers and trucks to 65 employees and 22 heavy-duty rigs. It hauls everything from steam turbines and bridge beams to dryers for ethanol plants and gun mounts for destroyers.

In 2011 Perkins faces one of its biggest challenges when it transports four steam generators from a power plant in California to a long-term storage site in Clive, Utah. The loads are massive: each generator measures 47 feet long by 15 feet wide by 14 feet 9 inches high and weighs 804,000 pounds. When loaded the rig will stretch 399 feet with a gross combination weight of 1.5 million pounds, or 750 tons. The route is long and steep, a 960-mile trek

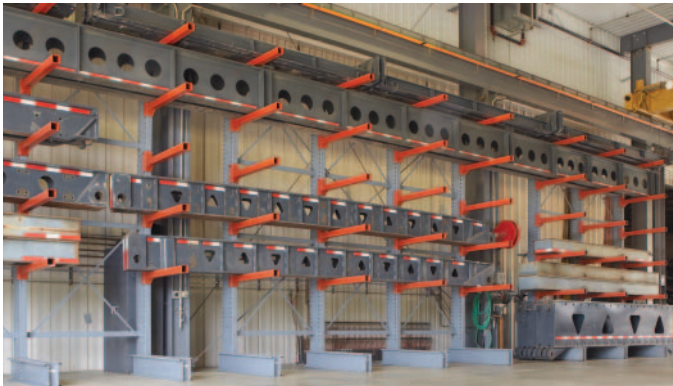




over streets, county roads and freeways that includes a 15-mile trip up a 7% grade of Interstate 15 through California's Cajon Pass.

The company has spent two years and millions of dollars studying the route and designing systems to move the generators, which are shielded to protect humans from low-level radiation. To safely execute the project Perkins contracted with multiple top-tier equipment vendors to design and develop a project-specific, state-of-the-art trailer. It's big, too, stretching across two lanes of highway.

Perkins has also secured permits, notified police and communities and analyzed 50 bridges for potential failure. After detailed analysis of every bridge on the route, Perkins will shore up two of them.



Each move will take three to four weeks at a top speed of 25 mph. "There's going to be some slow going," said Equipment Services Manager Justin Brevik.

To handle a project this massive Perkins turned to Titan by Mack, the only truck he thought equal to the challenge. Three Titan models will handle the load, two to push and one to pull. Customized for

Perkins in the New Vehicle Options Center (popularly known as the Mod Center) at Macungie Assembly Operations, two of the models feature 605-HP Mack® MP10 engines, 4-speed auxiliary transmissions and rear-engine PTOs to run the hydraulics. Each one has triple frame rails, 70,000-lb. planetary rear ends, customized front-frame extension and modified interiors. The third Titan tractor sports an Allison 4700 automatic transmission, a first for Titan, and Mack's ClearTech™ selective catalytic reduction (SCR) system.

"We worked with the Mod Center to build a Titan of Titans, a tractor that can pull upwards of one million pounds — with some help, of course," said Bob Nuss, president of Nuss Truck & Equipment, which sold the units to Perkins.

"That's one of the reasons Mack is here," said company President Neil Perkins. "The job requires the right tools and equipment. We have to plan exactly how the equipment will be spec'd. This isn't something we want to do every time a new truck comes out. Mack was willing to make changes to the tractor that met the challenges of our business."

Neil Perkins is confident that with the right equipment and manpower his company can meet its biggest challenge. "We focus on moving big things, heavy things, and we don't do anything else. All of our energy is focused on this mission. That's what's made us successful."



## **The Mack Trucks, Inc. 10-Point Service Commitment**

1. Customers will have service available to them on a 24/7 basis.

---

2. Customers will be able to schedule a service appointment promptly.

---

3. Customers will find knowledgeable service advisors/managers at all Mack dealers.

---

4. Customers will have their problem diagnosed within 2 hours.

---

5. Customers will have parts available when and where they need them.

---

6. Customers will be updated/communicated with during the repair process.

---

7. Customers will be notified promptly of completed repair.

---

8. Customer repair will be finished when promised.

---

9. Customer problems will be resolved correctly the first time.

---

10. Customers will have assistance in understanding warranty coverage and resolving warranty questions.



**BUILT LIKE A MACK TRUCK®**

**Mack Trucks, Inc.  
7900 National Service Road  
Greensboro, NC 27409-9667**

**1-800-922-MACK (6225)  
macktrucks.com**