## RIHM MONTHLY

New Year - New Product Options | JANUARY 2023



FEATURED PRODUCT: TRP Discount Coupons & Parts

WeatherTech®



MINNESOTA | WISCONSIN | SOUTH DAKOTA

## THE INSIDE LOOK

## LET'S TALK BOOKS

#### A Book Club That Helps Rihm Team Members Grow Personally & Professionally



Have you ever read a book and thought that describes my work situation or home life perfectly, or that is a lesson I can use?

In 2019, Rihm's leadership team implemented a "required" manager book club, encompassing all managers, with our first book, *The Five Dysfunctions of a Team* by Patrick Lencioni. Starting a book club at Rihm was a new idea and it was something we expected not everyone to fully embrace. Asking all managers to take time out of their busy schedules to read a leadership book was not something common in the heavy-duty truck world.

As one might imagine, there were managers who had probably not picked up and/or read a book since high

school or college, but I felt it was important to provide a different approach to help managers in both their personal and professional lives. Reading for pleasure was not something I typically enjoyed doing myself, but once I started finding books that could help me grow personally and professionally, it was something I looked forward to when time allowed.

Our book club, now titled, "Let's Talk Books", began during a quarterly management summit. Books were provided to roughly 40 managers, and time was spent explaining why we were starting a book club and the high-level view of what they would learn reading that first book – *The Five Dysfunctions of a Team*. We had a feeling that some managers would not read the book over the next 3 months.

During our next quarterly managers' summit, we asked the group who read the book what they thought. We didn't scold anyone who admitted to not reading the book but did encourage them to take time in the future to read a chapter or two. To our surprise, many of the managers did read the book... they seemed engaged, excited, energized, and open to share their thoughts and ideas about what they learned in the book. While we still didn't have buy-in from everyone that a book club was something they wanted to be part of, we knew if we continued, more people might get on board.

Over the course of the past 4 years, we have advanced from "mandatory" manager books clubs to optional clubs. Our participation rate varies depending on the time of year, what people have going on in their personal and professional lives and what books we select. We strive to select books that can impact people in various ways and provide insight and lessons that they can take home to their loved ones – that not only help them in a professional setting, but also provide impact in their personal lives.

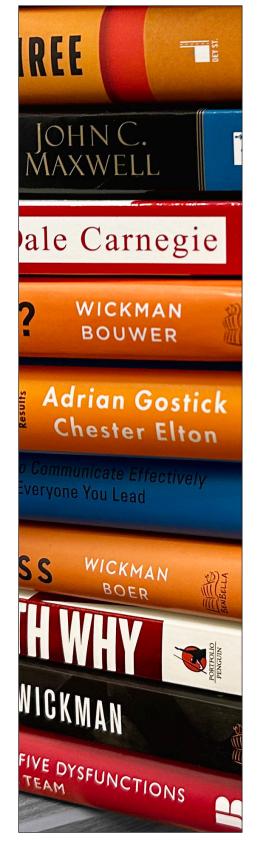
#### From inception, we have introduced 11 different books:

- 1. The Five Dysfunctions of a Team
- 2. Traction Get a Grip on Your Business
- 3. Start with Why
- 4. How to Be a Great Boss
- 5. 5 Voices How to Communicate Effectively with Everyone You Lead
- 6. Leading with Gratitude
- 7. What the Heck is EOS
- 8. How to Win Friends & Influence People
- 9. The Five Levels of Leadership
- 10. Pick Three: You Can Have it All (Just Not Every Day)
- 11. Rebalanced Thinking, Rebalanced Living

Book club discussions are led by volunteers and take place via zoom, typically over lunch with peers they may not normally see or communicate with on a regular basis. Putting people in groups with those they don't normally collaborate with has allowed team members to get to know others at different branch locations and has allowed them to expand their personal relationships.

In 2023, we plan to expand the book club to others in the organization who are not in management positions but who have interest in becoming a leader in the future. We feel it's important to provide the resources to make people successful not only in their professional life, but in their personal lives as well.

We will be kicking off the new year with our 12<sup>th</sup> book, *Good Leaders Ask Great Questions* by John C. Maxwell.



## What's your next read going to be?

Author: JB Rihm Chief Operating Officer Rihm Family Companies



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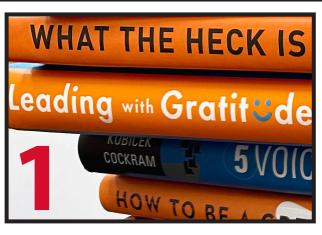
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#### RECOGNIZED DAYS THIS MONTH

New Year's Day: 1/1

National Human Trafficking Awareness Day: 1/11

Korean American Day: 1/13
Martin Luther King Jr. Day: 1/16

## Tech Talk

Are you installing your own Electronic Log Devices (ELD) or other aftermarket accessories in your cab? Are you having a 3rd party do the work for you? If the answer is yes, then the information being shared below is critical to read to ensure a proper installation and prevent unnecessary downtime and repairs.



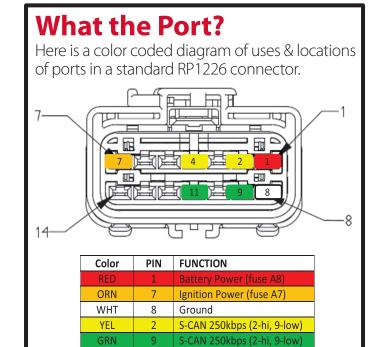
Since 2018, Kenworth, along with all other major Class 8 truck manufacturers, has provided separate connections for ELDs. Under the old system, networks were flooded with messages, and in the service department we often saw tons of error codes come up that were related to loss of communication between different modules. This resulted in unnecessary trips to the shop along with wasted time and money trying to diagnose a problem that was intermittent.

The addition of these new connection points, specifically for add-ons, to your truck helps reduce the strain on existing networks and provides a separate network dedicated entirely to just the add-on accessory. This has greatly reduced the occurrence of error codes related to communication issues. Unfortunately, we still see many trucks coming into the shop with improperly installed aftermarket devices. Some are spliced into existing wiring harnesses, with others having an adapter to the 9-pin diagnostic port. Neither of these options are a recommended way to tap into the provided CAN network and both could result in producing error codes that may turn on the Malfunction Indicator Lamp, ABS light, or even a Check Engine Light.

Please ensure that whoever is installing your aftermarket devices utilizes the RP1226 connector, an extra connection spot that is present specifically for that purpose. Kenworth provides one of these connectors located directly next to the fuse panel on the driver's side, with a second connection in the same location offered as an option to spec with your truck. Newly offered for 2023 builds started this past November and later, are two more additional connector spots located behind the gauge cluster on the dash. All trucks are now equipped with the necessary

RP1226
connector
and pins
for wiring
accessories
correctly and
connecting
directly to
the network.
Depending on your
accessory's needs,
there are multiple bus
speeds available as well. K-CAN
for 250kbps and S-CAN for 500kbps.

Please reach out to your Rihm truck sales representative for more information, or to receive a body builder manual, about getting a truck equipped with the RP1226 so that you can ensure that all devices used in the truck are installed correctly. Additional RP1226 connectors and installation harnesses are also available for order through your local Rihm parts department or sales representative.



K-CAN 500kbps (4-hi, 11-low)

K-CAN 500kbps (4-hi, 11-low)

Author: Kenny Service Manager, South St. Paul 11 Years of Experience

YEL



## A LOOK INSIDE THE PAINT BOOTH!



CUSTOM PAINT DESIGNS FOR ALL TRUCK MAKES & MODELS!

GIVE US A CALL FOR A FREE DESIGN ESTIMATE!

Body Shop Rihm Kenworth 651.236.6080 9400 Evergreen Blvd, Coon Rapids, MN 55433

## POWER & ENERGY

We've got the power...even on our roof!

## Goodall Jump Starters

A great way to *start up* this winter!

\$889each

Portable Jump Starter 10,000 AMP

Part #: JP-1210000T



## DID YOU KNOW?

## Rihm Kenworth Installs Rooftop Solar Panels to Reduce Carbon Footprint

iDEAL Energies partnered with Rihm Family Companies to install a 336 kWDC rooftop solar array at our dealership locations in South St. Paul, MN and Coon Rapids, MN.

This solar array is expected to generate 378,000 kWh (kilowatt hours) of electricity each year, offsetting 43% of our total electricity expenses. This is enough electricity to power 52 homes for one year as planting 4,400 trees and letting them grow for 10 years.



Aerial view of our South St. Paul dealership



Aerial view of our Coon Rapids dealership

## FENDERS & KITS

PART DESCRIPTION	PART #	PRICE
FENDER HALF ROUND 67"	FHR67B	\$154.70
FENDER HALF ROUND 78"	FHR78B	\$173.55
FENDER HALF 55"	FH55B	\$85.40
FENDER HALF 67"	FH67B	\$178.10
BRACKET KIT	BK10BS	\$310.66
BRACKET KIT	BK12BS	\$286.42
BRACKET KIT	BK50BS	\$320.49
BRACKET KIT	BK51BS	\$199.43
BRACKET KIT	BK40BS	\$472.30
BRACKET KIT	BK41BS	\$446.07



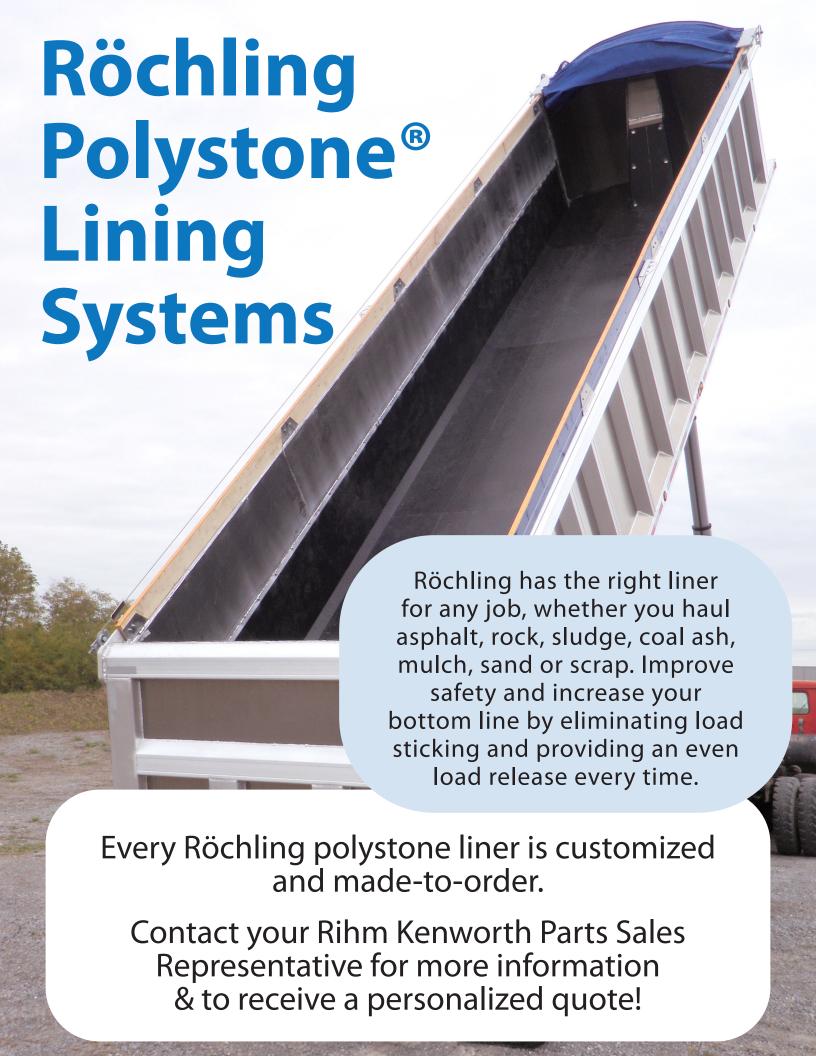
FH67B



FHR67B



## Tough Fenders, Fast Install, Clean Look



#### STOCK UP THIS YEAR ON PARTS & ACCESSORIES







F50-6308RMC

\$37.11



**RADIATOR CAP** 

RC1040RMC \$6.85



**RADIATOR CAP** 

RC1540RMC \$6.40



**RADIATOR CAP** 

RC1630RMC \$5.85



**RADIATOR MOUNT** 

\$6.57 13-03096RMC

#### MISC. **SENSORS**



**POST-SCR NOX SENSOR** 

22014032RMC \$390.22



NITROGEN OXIDE (NOX) SENSOR

22303390RMC \$428.89



**EGR PRESSURE SENSOR** 

4928594RMC \$77.62

#### **AUTOMATIC SLACK ADJUSTERS**



AUTOMATIC SLACK ADJUSTER 6" HALDEX STYLE 400-10212RMC \$59.68



AUTOMATIC SLACK ADJUSTER 5.5" GUNITE STYLE

AS1132RMC \$60.01



AUTOMATIC SLACK ADJUSTER 5.5" GUNITE STYLE

\$57.03

AS1136RMC



AUTOMATIC SLACK ADJUSTER 5.5" GUNITE STYLE

AS1140RMC \$57.45



AUTOMATIC SLACK ADJUSTER 6" GUNITE STYLE AS1141RMC \$57.03



AUTOMATIC SLACK ADJUSTER 5.5" MERITOR STYLE

R801073RMC \$63.57



AUTOMATIC SLACK ADJUSTER 5.5" - 6.5" HALDEX STYLE

400-10143RMC \$63.79



#### GREAT PRODUCTS FROM THE BRAND YOU TRUST

#### COMBO **VALVES**



\$214.35

AVC295-8RMC



M66-3541RMC \$283.90

#### **EXHAUST PARTS**



**COMBO VALVE** 329358XRMC \$128.44



EXHAUST BUSHING M13-1011RMC \$11.34

#### MORE RMC PARTS



**WATER PUMP** 

85142304RMC

\$193.17



CONDENSER

20461065RMC \$121.50



DUMP PUMP, C SERIES DIRECT, MOUNT WITH AIR SHIFT CYLINDER

C102ASRMC

\$573.43

\$25.74



4" CHARGE AIR COOLER HOSE, HOT, AIR RETURN 1673-866-CRMC \$30.31



TOROUE ROD BUSHING

839310RMC

Meet Your Parts Professional



**Andrew Volkmann Assistant Parts Manager** 

Andrew has been an active part of the trucking industry for 28 years now, with next month marking his 11th full year with Rihm. His favorite part of his job is getting to regularly help customers, working with great co-workers, and continuously growing and learning on the job. Outside of work, Andrew enjoys spending time with his family and friends, being a spectator at his kids' events, and, when time allows for it, golfing, fishing and gardening.

When asked about a favorite trip he has taken, he answered, "Probably our family trip to Moab, UT. We hiked around the national parks and even got to go rafting down the Colorado River, but I actually enjoy all of our driving trips and just getting the chance to spend more time with my wife and three girls."

Main Store Location: Sauk Centre, MN

## COUPON DISCOUNTS



#### **JANUARY MONTHLY SPECIALS**

PART DESCRIPTION	COUPON CODE	DISCOUNT
CUMMINS GENUINE EGR COOLERS	M23JAN4192	\$40 OFF
CUMMINS GENUINE AIR COMPRESSORS	M23JAN4193	\$25 OFF
CUMMINS GENUINE DEF DOSER	M23JAN4194	\$15 OFF
CUMMINS GENUINE NOX SENSORS	M23JAN4195	\$10 OFF

#### **2023 ANNUAL SPECIALS**

PART DESCRIPTION	COUPON CODE	DISCOUNT
HD CUMMINS OVERHAUL KIT & CYLINDER HEAD**	Y234387	\$1500 OFF
HD CUMMINS OVERHAUL KIT & CYLINDER HEAD*	Y234386	\$1000 OFF
HD CUMMINS OVERHAUL KIT & CYLINDER HEAD	Y234384	\$500 OFF
TRW REMAN STEERING GEARS	Y234219	\$40 OFF
HORTON REMAN FAN CLUTCHES	Y234309	\$30 OFF
EATON CLUTCHES	Y234354	\$30 OFF
TRP® CLUTCHES	Y234356	\$30 OFF
BEZARES PTOS	Y234373	\$30 OFF
TRP® BUMPERS	Y234374	\$25 OFF
HORTON FAN CLUTCH REPAIR KIT	Y234306	\$20 OFF
TRP® CLUTCH INSTALLATION KITS	Y234357	\$20 OFF
TRP® STEEL JACKET BRAKE DRUMS	Y234377	\$20 OFF

<sup>\*</sup> Valid only with purchase of Overhaul Kit, Cylinder Head and \$5,000 to \$9,999 in Cummins Genuine Parts

#### **OPC EXCLUSIVE ANNUAL SPECIALS**

These coupon codes are only available to redeem using the online parts counter (OPC). If you are not already registered to purchase parts through the OPC, please reach out to your local Rihm parts representative for details on how to get signed up.

PART DESCRIPTION	COUPON CODE	DISCOUNT
EATON CLUTCHES	0234355	\$40 OFF
TRP CLUTCHES	0234375	\$40 OFF



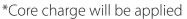
<sup>\*\*</sup> Valid only with purchase of Overhaul Kit, Cylinder Head and \$10,000 or More in Cummins Genuine Parts

## CLEARANCE CORNER

Parts from the Sauk Centre store that MUST go!

#### LIMITED QUANTITIES AVAILABLE OF ALL CLEARANCE ITEMS

PART DESCRIPTION	PART #	QUANTITY AVAILABLE	PRICE
FUELTANK	K239-2800-3	1	\$1,756.08*
FUEL TANK - TAKEN OFF TRUCK	TO-K86-1131-030	1	\$1,000.00
AIR CHIEF SEAT	98CW-S92MH0X01	1	\$1,119.80
SEAT - TAKEN OFF TRUCK	TO-S78- 10593445422310	1	\$250.00
SEAT, KW 2195 B-CAB	S78-10591531605310	1	\$1,200.00
AIR CLEANER, STAINLESS STEEL	ACHSS13K	2	\$395.19
AIR CLEANER, STAINLESS STEEL	ACHSS15K	2	\$432.63
HEATER WITH BLOWE MOTOR	F31-1036SS-1	2	\$767.00
BLOWER KIT	F31-1036BM-K1T	2	\$265.00
BUMPER, 16" TAPERED	TX08V0013-02NS	2	\$408.14
BUMPER, 389 7GA 20" BOX END	TU78V2014-51NS	1	\$708.72
CLUTCH, REMAN	MU-129044-DSXB8	2	\$249.18*
CLUTCH, REMAN	MU155698-12SB9	2	\$343.20*
FLOOR MAT, W990	KWL0G0990	2	\$100.74
PETERBILT PEDAL SET - BLACK POWDER COAT	RWP235-5BP-P	1	\$226.42
PETERBILT PEDAL SET - RAISED DIAMOND CUT	RWP235-5-P	1	\$199.12
EXHAUST PIPE, 5" X 60"	25-50060CP	1	\$179.39
HELLCAT BRACKET KIT	033-04992	1	\$129.99
CONVEX MIRROR	SA8*5S1LED	1	\$22.64
GASKET	23516322DDC	1	\$23.11
CONVEX MIRROR	PHD27169	1	\$37.70
LIGHT WEIGHT DRUM 16.5" X 8.625"	80008-018	31	\$168.12



All listed Clearance Corner items are only available for purchase from the Rihm Kenworth dealership located in **Sauk Centre, MN**. If you are unable to visit the Sauk Centre location, please ask your local Rihm parts sales representative for shipping options & costs.





Seat with KW Bug



Convex Mirror



Peterbilt Pedal Set - Black



Take off - Seat



Air Cleaner



Peterbilt Pedal Set



Hellcat Bracket Kit



Fuel Tank

## WHEEL SEALS & HEATERS

We're HEATING things up with a SEAL of a deal!

Wheel Seals & Hub Cap Oils

PART DESCRIPTION	PART #	PRICE
REV MAX WHEEL SEAL	RM-S01	\$30.73
REV MAX WHEEL SEAL	RM-D02	\$30.73
REV MAX WHEEL SEAL	RM-T03	\$30.73
REV MAX WHEEL SEAL	RM-T04	\$30.73
REV MAX WHEEL SEAL	RM-S05	\$30.73
REV MAX WHEEL SEAL	RM-T09	\$30.73
HUB CAP, OIL	RHO-S01	\$22.33
HUB CAP, OIL	RH0-T03	\$22.33
HUB CAP, OIL	RHO-T04	\$22.33
HUB CAP, GREASE	RHG-T03	\$22.33
HUB CAP, GREASE	RHG-T04	\$22.33





### **Espar Heaters & More**

PART DESCRIPTION	PART #	PRICE
PIN-GLOW 12V WITH WRENCH D2/4AIR	25.2069.01.1300.2Z	\$161.99
THERMAL INSULATOR FOR AIR D2 BURNER	25.2069.06.0001.2Z	\$3.65
BURNER-HEATER, AIRTRONIC D2	25.2069.10.0100.2Z	\$199.07
SCREEN-GLOW PIN D2/D4 AIR	25.2069.10.0102.2Z	\$8.17
BLOWER-AIR, 12V D2	25.2069.99.2000.0Z	\$255.85
ESPAR AIRTRONIC D2- 12V TRUCK KIT	20.2781.10.0222.0Z	\$436.07
CONTROLLER- ELECTRONIC DIGITAL	20.2800.70.1500.0Z	\$91.42





Contact your local Rihm Kenworth location to order a new heater part and/or system today!

## 30-DAY LEAD TIME!



All RoadWorks Custom products that have been approved by the customer and placed on order, will now be available with a 30-day lead time!

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RoadWorks Offers the highest quality, most comprehensive catalog of accessories, backed by the best warranty in the market!

"Get It Made"!

Unlimited Customization Options Available Through RoadWorks Custom



## **GROW YOUR BUSINESS** FINANCE YOUR TRUCK WITH RIHM!

Step 1: Complete the required Rihm Kenworth credit application. Scan the QR code to the right to access our online credit application.



credit application

Step 2: Upon receiving your completed application, Rihm Kenworth will follow up by calling you for a customer interview. Our team will then begin working on your application and will keep you informed and updated throughout the entire financing process.



**Step 3:** Our team will call you to discuss the terms and conditions of the loan and/or TRAC lease.

Step 4: Upon coming to a final agreement, we will then provide you with all the required loan documents and other items to complete in order to receive funding.

**Step 5:** You will be contacted by your truck sales representative to schedule a delivery time to receive your truck.

Step 6: Pick up your truck and put it to work!



## Flexible options to fit your company's needs:

- Flexible payment structures
- 100% financing
- Up to 84 months
- TRAC lease
- Competitive rates

CONTACT LISA TO APPLY FOR YOUR NEW TRUCK! Lisa Mick | 651.649.5607 | <u>lisa.mick@rihmfamilycompanies.com</u>

## TRUCK SALES UPDATE

#### Kenworth Debuts T680 Next Generation with Aurora Driver

By Paul Hartley, Kenworth Truck Co.

KIRKLAND, Wash., Nov. 4, 2022 – Kenworth debuted a T680 Next Generation equipped with the Aurora Driver, representing the future of autonomous trucking, at the recent ATA Management Conference and Exhibition in San Diego. The truck was displayed in the Kenworth booth at the San Diego Convention Center.

The prototype Kenworth T680 Next Gen provides an autonomy-enabled truck platform integrated with the Aurora Driver, a Level 4 autonomy system. The platform features new control interfaces, and redundant braking, steering, and power systems to achieve the requirements needed for reliable and safe self-driving operations.

The Aurora Driver consists of sensors that perceive the world, software that plans a safe path through it, and a

computer that powers and integrates the sensors and software with the truck, allowing the Aurora Driver to drive safely in autonomy on the road.

The sensors on the T680 Next Gen include Aurora's First-Light Lidar, imaging radar, and high-resolution cameras. These sensors work together to build a 3D representation of the world, giving the Aurora Driver a nearly 360-degree view of its surroundings in real-time.

"Kenworth and Aurora are working closely together to develop next-generation autonomous trucks designed to safely and efficiently transport goods. The Kenworth T680 Next Gen combines our expertise in heavy duty truck development with the Aurora Driver system's advanced technology," said Kevin Baney, Kenworth general manager and PACCAR vice president.

"We were elated to unveil a Kenworth truck designed for the Aurora Driver. This initial platform is the result of close collaboration over the past year and represents a significant milestone toward our shared goal of deploying autonomous trucks that can haul goods around the clock, safely and reliably," said Sterling Anderson, chief product officer and co-founder at Aurora.





# NEW RENTAL DAYCABS

#### SPECS

188" Wheelbase
455 HP Paccar MX 13 Engine
175 Gallon Fuel Capacity
12 Auto Shift Transmission
2.85 Rear Axle Ratio
15" HD Digital Dash Display
18" Smart Wheel/Integrated Radio& Cruise Control
Integrated Front Air Dams & Redesigned Chassis Fairings



Drive into the new year in one of Rihm Leasing's high-quality, medium or heavy-duty rental trucks!

## Happy New Gear!

REFRIGERATEDTRUCKS

STRAIGHTTRUCKS

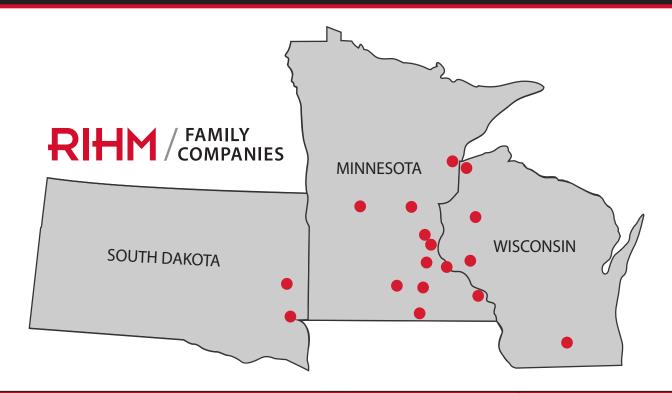
TANDEM AXLE DAY CABS

SLEEPERS

CALL TODAY FOR CURRENT RATES & AVAILABILITY!
Tim Carroll | 507.456.4344 | Tim.Carroll@rihmfamilycompanies.com

## **CONTACTS & LOCATIONS**

### Multiple locations - for your convenience



#### Albert Lea

**MINNESOTA** 

77847 209th St Albert Lea, MN 56007 507.552.1340

#### Cloquet

801 Industry Ave Cloquet, MN 55720 218.879.2473

#### **Coon Rapids**

9400 Evergreen Blvd Coon Rapids, MN 55433 651.236.6080

#### Mankato

2401 9th Ave Mankato, MN 56001 507.550.3800

#### Northfield

1720 Cannon Rd Northfield, MN 55057 507.645.1657

#### Owatonna

3205 Hoffman Dr NW Owatonna, MN 55060 507.451.2990

#### **Red Wing**

860 Bench St Red Wing, MN 55066 651.388.7067

#### Sauk Centre

805 Shamrock Ln Sauk Centre, MN 56378 320.352.8540

#### South St. Paul

425 Concord St South South St. Paul, MN 55075 651.646.7833

#### Winona

6830 Martina Rd Minnesota City, MN 55959 507.452.4400

**WISCONSIN** 

1504 Guy Ave Barron, WI 54812 715.637.1301

**Barron** 

#### Durand

904 West Prospect St Durand, WI 54736 715.279.3210

#### Madison

6025 Femrite Dr, Unit #1 Madison, WI 53718 608.224.0133

#### Superior

4501 Tower Ave Superior, WI 54880 715.395.5350

#### SOUTH DAKOTA

#### **Sioux Falls** 4001 North Jessica Ave

Sioux Falls, SD 57104 605.339.2927

#### **DID YOU KNOW?**

You can text your local Rihm Kenworth dealership location's phone number to place a parts order. We even accept texts with photos of the needed part!



## WeatherTech®

Now available to order at all Rihm Kenworth dealership locations!



Golf Cart Mats



All Purpose Mats

#### PRODUCTS YOU DIDN'T EVEN KNOW YOU NEEDED!

Ask your Rihm parts representative for a custom quote on WeatherTech products for your home, vehicle, golf cart, pets & so much more!



Tablet Holders with interchangeable colored knobs



Truck Bed Mats



Tall Dog Food Bowls



CupCoffee With Sticky Sleeve





