Evolving Trailer Technology

Volume • 11 / Issue • 4

Long-Lasting Reefer Value

Superior Insulating, Construction Methods Benefit Customers

Engineered for the Long Haul

Great Dane Introduces Classic Truckload Reefer

Enhanced Corrosion Protection

Upper Coupler Coatings Help Fight Deterioration

Great Dane Trailers

CALENDAR

February

February 28 – March 3
TCA – Truckload Carriers Association
Annual Convention
Wynn Las Vegas
Las Vegas, Nevada

March

March 25-27
Mid-America Trucking Show
Kentucky Fair and Expo Center
Louisville, Kentucky

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Getting the Best Return on Investment for the Life of the Trailer

Dear Customer,

At Great Dane Trailers, we're here to help you get the most value for your investment, and with our superior quality products, you can. Great Dane trailers are widely renowned for their unmatched durability and reliable performance.

Some of these products include our recently introduced Classic Truckload refrigerated trailer. Offering unmatched protection against everyday abuses and many low maintenance features, the CTL can prove its value for your operation on the road. Other engineering innovations you will read about in this issue of Evolving Trailer Technology are upper coupler coatings to help combat corrosion and the advantages of the foam insulation processes Great Dane employs.

Many Great Dane customers put innovative products and processes like these to work for their businesses, including two featured here. As you will read, our Classic refrigerated and Classic dry freight van models can be customized to suit a variety of applications.

Now more than ever, getting value, quality and dependability for your money is of chief concern for our customers. Not only will our sales staff assist you in helping you select the best options for your business, but also our parts and service support will be there to get the greatest return on your investment for the life of the trailer.

Regards,

Jim Pines
Executive Vice President
Great Dane Trailers

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Driven to Distraction

As FMCSA Bans Texting While Driving, Other Measures to Combat Distracted Driving Considered

With one study after another confirming that driver distractions are a leading cause of accidents on the road, the Federal Motor Carrier Safety Administration (FMCSA) took on one high profile issue by issuing a new rule that prohibits texting by drivers of commercial vehicles. Effective immediately, the prohibition subjects truck drivers who text while driving commercial vehicles to civil and criminal penalties.

Behind the new ruling is FMCSA research showing that drivers who send and receive text messages take their eyes off the road for an average of 4.6 out of every six seconds. At 55 MPH, this means that the vehicle covers the length of a football field, including end zones, without looking at the road. Drivers who text while driving are more than 20 times more likely than non-distracted drivers to have an accident.

"Our regulations will help prevent unsafe activity within the cab," said Anne Ferro, Administrator for the Federal Motor Carrier Safety Administration (FMCSA). "We want to make it crystal clear to operators and their employers that texting while driving is the type of unsafe activity that these regulations are intended to prohibit."

American Trucking Associations (ATA) was quick to applaud the FMCSA ruling. "Texting on a handheld phone while driving substantially elevates the risk of being involved in a crash," said ATA President and CEO Bill Graves. "ATA supports DOT's action to ban the use of handheld wireless devices by commercial drivers to send or receive text messages while driving."

Graves also noted that ATA supports other efforts to combat distractions caused by the use of electronic devices while driving. ATA's Executive Committee, for example, has voted to support the Avoiding Life-Endangering and Reckless Texting by Drivers Act, which would require states to ban texting while driving. In October 2008, the association adopted a policy limiting the use of electronic devices that may distract drivers and that encourages drivers and/or motor carriers to consider policies and safeguards intended to reduce, minimize and/or eliminate driver distractions that may be caused by the increased use of electronic technologies during the operation of all types of motor vehicles.

The new FMCSA ruling on texting while driving is the latest in a series of actions by the U.S. Department of Transportation to combat distracted driving. FMCSA is also working on additional regulatory measures that will be announced in the coming months.

There is no doubt that the costs of distracted driving can be high. According to the National Highway Traffic Safety Administration (NHTSA) on-the-job crashes cost employers more than $24,500 per crash and $128,000 per injury. For trucking companies, there is also a question of liability if an employee gets into an accident caused by a distraction, including whether or not the company provided the device. Associated costs in those cases can include higher insurance premiums and the possibility of multimillion-dollar lawsuit settlements when a company driver is found at fault.

Well Built

Insulating and Construction Methods for Great Dane Reefers Provide Long-Lasting Value for Customers

With trailer weights and resale values becoming more important, consistently well-built trailers are highly desired by Great Dane customers. This is especially true for reefers, where Great Dane employs insulating methods and construction processes designed to assure long-lasting value.

At Great Dane's Wayne, Neb., and Brazil, Ind., plants, reefer walls, floors and roofs are insulated using a high-pressure foaming process. In both plants, individual panel sections are insulated with urethane foam mixed and injected using high pressure processes. The panels are then cured in massive presses designed to withstand the pressure generated by the foam expansion.

The process begins by mixing polyurethane foam components by high pressure impingement mixing (HPIM), ensuring consistency. By contrast, older technology low-pressure mixing using rotary or helix mixers allows the possibility of having voids in the insulation due to improper foam mixing, fill or subsequent expansion.

With the urethane foam mixed and injected using high-pressure foaming technology, Great Dane is able to tightly control the foaming process for reefer walls, floors and roofs. The whole process is highly automated, ensuring consistent fill and foam expansion. The advantage this provides customers includes a lack of voids in the foam, which means better thermal performance and minimum refrigeration unit run times that saves fuel and cuts maintenance costs.

Great Dane's plants use large panel presses to manufacture entire side and front walls, floors and roofs. The fully-insulated components are then assembled using modular construction processes. For customers, the advantages of this process include a consistent product from trailer to trailer, and, if necessary, the ability to replace an entire wall or roof panel with an equally durable and consistent component.

While other reefer insulating and construction processes and technologies are used in the industry, they cannot ensure the consistently high quality delivered by high-pressure foaming and modular construction. These technologies represent a major investment by Great Dane.

By employing insulating and construction technology that produces more consistent reefer walls, floors and roofs, Great Dane Trailers is building longer lasting refrigerated trailers and helping customers lower their cost of ownership.

Enhancing Performance

Great Dane's Classic Truckload Reefer Engineered for the Long Haul

Designed to enhance performance and dependability for long-haul truckload carriers, Great Dane's new Classic Truckload (CTL) reefer offers customers increased durability in several areas. Notable on the CTL are the rear frame design and swing doors that strengthen lower corners and provide better dock impact protection.

Swing rear doors on the CTL paired with the enhanced frame feature a gasket that provides for superior moisture protection. The design is made up of a dual-lip outer seal fastened to the perimeters of the door, which is also easier to replace, and a separate inner compression seal attached to the frame. This also provides for over 1 inch of additional opening width and over a half inch of additional height.

The CTL's swing door hinges are accurately installed from a universal location measured from the bottom. Bolt holes for hinge placement are located with CNC machining, helping ensure that replacement doors fit precisely.

The foaming process used on CTL doors with standard 3 inches of insulation does not require polystyrene fillers to ensure a full fill of insulation in all cavities. The process also yields a flatter, smoother appearance in both aluminum and stainless steel cover sheets.

Additionally, fewer door skin fasteners enhance the smooth finish, and make repairs easier and less time consuming.

To enhance rear impact protection, CTL trailers feature an additional lamp rib, rear lamps located lower so light bars are flush with the bottom of the sill, the vertical bumper bar located to the outboard side of the rear frame post, and the rubber bumper positioned between the lamps on each side.

In addition, the new outboard lamp position does not require outboard header lamps. Finally, a post cap added to the bottom of the rear frame post and sill reinforces the outer impact area.

CTL reefers specified with minimum DOT lamps are equipped with Grote MicroNova upper front, rear side marker and header lamps. The aerodynamic LED clearance marker lamps are designed to fit in the narrow top rail of the trailer using only a three-quarter inch mounting hole. The low half-inch profile of the lamps also makes them less susceptible to damage.

The CTL reefer is also standard with one additional crossmember at the rear of the trailer, providing for 8-inch spacing in the rear 4 feet. Standard insulation packages on the trailer include 2 inches in sidewalls, 2.5 inches in the roof and floors, and 3.5 inches in the front wall. Other insulation packages are available to meet specific customer needs.

The product of Great Dane's innovative engineering, the Classic Truckload reefer offers customers unmatched protection in demanding operations.

Greater Protection

Enhanced Upper Coupler Coatings Latest Advancement in Great Dane's Fight Against Corrosion

Corrosion is an ever-present enemy to trailers. According to the U.S. Federal Highway Administration, it costs the transportation industry more than $50 billion annually. At Great Dane, proactive engineering and manufacturing with corrosion resistance in mind is addressing this costly problem.

Great Dane's latest corrosion fighting initiative is an improved internal coating procedure for upper couplers on both P-Series and Classic dry freight and Classic refrigerated trailers. Now standard on both Great Dane models is an internally applied asphalt emulsion specifically formulated for underbody corrosion protection.

The coating is applied during the coupler manufacturing process to provide full coverage to corrosion-prone areas around the kingpin and reinforcing gussets.

All exterior surfaces and accessible areas on couplers will continue to be coated with Valspar's Dry-Flex undercoat. The soft and flexible film resists stone chipping and temperature extremes while blocking moisture from reaching vulnerable components. This type of corrosion preventive compound is effective because it has a strong molecular affinity for steel and is self healing, thereby preventing water from reaching the metal, even when the film above it is damaged or partially removed.

The new upper coupler coatings in use on Classic and P-Series trailers complement other recently announced design enhancements that limit water intrusion through hand-holes and conduit race-ways. Always working to find solutions, Great Dane is also using corrosion-resistant materials such as stainless, galvanized and Galvannealed steels as effective and durable barriers.

Even more advanced is CorroGuard corrosion control technology. The spray-in-place thermoplastic elastomeric coating, an option on a growing number of models, was developed specifically for trailer suspension and support gear protection from rock and stone impingement, extreme weather conditions and all current de-icing chemicals. It will not cut, peel, chip, blister or corrode under normal operating conditions, providing superior long-term protection.

Great Dane's partnership with its vendors to develop technologies to further enhance underbody corrosion control is also ongoing. Through its understanding of the underlying causes of corrosion, Great Dane Trailers is using its vast experience and those resources to find strategies and technologies that can be implemented to control this costly problem.

One-of-a-Kind Solution

Built by Great Dane, PACE AIR FREIGHT Fields the First Biorepository on Wheels

"They needed a type of trailer that had never been built before, and we knew immediately that Great Dane was the right company to make it happen."

Robert Pfeffer, President
PACE AIR FREIGHT

"About 15 months ago," says Robert Pfeffer, president of PACE AIR FREIGHT, "our customer BioStorage Technologies, Inc., came to us with a novel concept. They needed a type of trailer that had never been built before, and we knew immediately that Great Dane was the right company to make it happen."

Designed and built unlike any other trailer, the 53-ft Great Dane Classic multi-temp reefer that was transformed at the Brazil, Ind., plant is a highly unique warehouse on wheels. Today, PACE is using the trailer to serve BioStorage Technologies as it strives to meet a growing need to provide a solution for shipping temperature-sensitive biological materials and pharmaceutical ingredients.

Dubbed OSIRIS (Overland Sample Inventory Relocation and Intelligent Shipping™), the custom-designed Great Dane Classic reefer is operated by Plainfield, Ind.-based PACE, a regional motor carrier that specializes in serving the pharmaceutical industry. To transform the trailer into a mobile biorepository, Great Dane worked with PACE, BioStorage and other suppliers.

On the first-of-its-kind Great Dane Classic are three Thermo King refrigeration systems, one in the front wall and two belly-mounted units that are all equipped with standby electrical power. In addition, there are two 10KW generators underneath the trailer to supply electrical power to the on-board biomedical refrigerators and cryogenic tanks.

Incorporated as well into the trailer's design is a sliding lift gate for street level pick-ups and deliveries. Inside there are specialized stainless steel compartments to house generators and electrical equipment, and customized workstation and communication cabinets supplied by Aero Industries.

For security, the BioStorage Technologies trailer was outfitted with Thermo King tracking and GPS locating systems. In addition, it is equipped with a six-camera surveillance system designed by Apachi Networks that includes an eight-channel recorder to monitor the driver and the exterior and interior of the vehicle.

"Working on this project was rewarding," Pfeffer says. "We were presented by our customer with a unique challenge, and the team effort that followed led to tremendous success in designing and building this one-of-a-kind trailer.

"Great Dane not only builds the top quality trailer in the industry," Pfeffer concludes. "Without its extensive engineering capabilities, we couldn't have done anything better to help meet BioStorage Technologies' needs smoothly and effectively."

Trailer Tracking

Real-time temperature monitoring for sensitive loads, instant notification of temperature changes or unit malfunctions, and the ability to change refrigeration unit settings remotely are among the main benefits of the trailer tracking systems in growing use today. Along with ensuring load integrity, the access to location data in the systems is also a means of providing enhanced customer service and improving asset utilization.

On OSIRIS, the specially built Great Dane Classic reefer for BioStorage and Technologies and PACE AIR FREIGHT uses three separate Thermo King TracKing Cellular GPRS systems. This new solution from Thermo King enables access to accurate location and real-time temperature data, identifies door opening events and unit functionality, and alerts to any potential problem conditions that may exist. The cellular-based system, which functions on tethered and untethered units, is the latest offering in Thermo King's expanding family of telematics products and services.

Hendrickson INTRAAX AANL 23K

Lightweight, Low Maintenance Suspension High in Durability

INTRAAX AANL

Designed for weight-conscious motor carriers operating platform trailers, the Hendrickson INTRAAX AANL 23K now weighs an average of 75 lbs per suspension less than the previous INTRAAX AAL 23K model. By trimming additional weight from the low-ride, liftable integrated suspension-axle-brake system, the INTRAAX AANL 23K, according to the manufacturer, provides for 150 lbs of savings on tandem axle trailers.

A central feature of the INTRAAX AANL 23K is its Advanced Axle/Beam Technology (AXT) that teams tapered-beam and Hendrickson Large-Diameter Axle (LDA) solutions. This provides for increased stiffness, reduced weight and improved durability, Hendrickson notes, allowing customers to move even more cargo on each haul.

The INTRAAX AANL 23K has a carrying capacity of 23,000 lbs in ride heights from 6.5 to 17 inches. Its rigid trailing arm-solid axle connection, the company says, is complemented by low spring rates that deliver superb ride quality. TRI-FUNCTIONAL Bushings and large bore shocks with greater fluid volume on the system optimize ride softness and control. Premium seals and bonded bushings extend life, and high-capacity air springs offer low operating pressures, reducing air demand.

Features of the INTRAAX AANL 23K axle include a patented axle wrap for optimal structural integrity and a 14 percent increase in bending stiffness over industry standard 5-inch axles, which means less axle deflection under load. In addition, brake hardware is welded to trailing arms rather than the axle, minimizing axle stress while spindle and spider mounting surfaces are machined after friction welding to ensure precise brake geometry and wheel positioning for maximum brake life and efficiency.

Brakes on the INTRAAX AANL 23K include the manufacturer's standard Cam Tube System featuring heat-treated components and a 10-inch S-cam that eliminates windup and reduces bushing wear, extending brake component life. Up to a half-inch less stroke is required on the system, providing for more braking reserve without the need for long-stroke chambers. This also lowers air consumption, critical for ABS performance, and means faster application and release cycles.

Maintenance requirements on the INTRAAX AANL 23K are minimized, Hendrickson points out, by its simple, functional design with fewer parts. Another feature, QUIK-ALIGN, provides for fast, reliable and convenient axle alignment without requiring welding or special tools.

Adding Up Savings

Ideal for "what if" scenarios, fleet planning, potential fuel-cost impact or other weight-critical hauling analyses, fleets and owner operators can now estimate the potential value of lightweight components by using an online weight savings calculator provided by Hendrickson Truck Suspension Systems (www.hendrickson-intl.com).

The easy-to-use tool for calculating potential payload revenue increases and fuel-cost saving opportunities with lightweight components allows users to simply click the "Load sample data" button and edit sample values to more closely match their own fleet operating data, or directly enter their operating data into the available fields. The potential increased payload revenue and fuel savings per truck and per fleet are automatically calculated and displayed on the screen as the data is entered or modified.

HENDRICKSON

Webb Vortex High Performance Brake Drum

Innovative Design Allows Operation at Lower Temps Than Conventional Drums

Improved braking performance, lighter weight, enhanced safety, lower maintenance costs and longer life, according to the manufacturer, are among the benefits of the innovative Webb Vortex brake drum from Webb Wheel Products.

Designed with external cooling ribs and a contour that adds 15 percent to the drum's surface area, Webb notes that the patent-pending Vortex drum conducts heat away from the brake surface more effectively.

The Webb VORTEX brake drum's superior heat dissipation characteristics have been proven in FMVSS 121 tests, the company says. Those tests indicate that the VORTEX drum operates at temperatures that are 75 to 175 degrees F lower than conventional drums. Cooler running brakes translate into longer brake and lining life and lower maintenance costs.

The Webb VORTEX, made from conventional gray iron, is designed with a reinforcing center band, creating a brake drum that weighs less, but does not compromise structural integrity, reliability or the braking capabilities expected in heavier drums.

Using the latest Computer Aided Design, solid modeling, finite element analysis, in-house prototyping and dynamometer technologies to design the VORTEX drum, Webb's engineering team focused on the two-fold mission of cutting weight and improving heat transfer efficiency. The result, the company states, is that Webb VORTEX drum weighs much less than standard drums, and dissipates heat much better than standard and steel shell drums.

Webb also notes that its VORTEX brake drums cost about $200 less per tandem axle than steel shell drums. Offered on new trailer axles, the Aftermarket Business Unit of Webb Wheel Products also makes the VORTEX brake drum available for replacement needs.

Airgas, Inc.

Great Dane Classic Dry Freight Vans Perfectly Suited for Unique Applications

"Our fleet operates from 1,100 locations across the U.S." says Tuffy Baum, National Fleet Manager at Radnor, Pa.-based Airgas, Inc. "We field over 3,500 trailers from those facilities. To assure a high level of reliability and to provide the best possible customer service, we buy nothing but Great Dane dry freight vans when our applications require a dry freight model."

Airgas, Inc., through its subsidiaries, is the largest U.S. distributor of industrial, medical and specialty gases, and related hardgoods, such as welding supplies. Airgas is also a leading U.S. distributor of safety products, the largest U.S. producer of nitrous oxide and dry ice, the largest liquid carbon dioxide producer in the Southeast, and a leading distributor of process chemicals, refrigerants and ammonia products.

For two of its applications, Airgas uses Great Dane Classic dry freight vans. "We've been buying Great Dane Classics since 1969," Baum relates. "Today, while we still operate some of those 30-year-old models, we have trailers from almost every year up to the 2010 model year units we are just putting into service.

"Beyond the proven durability of the Classic dry vans in our operation," Baum continues, "we also continue to spec these trailers because Great Dane has the ability to meet our needs with standard and custom specifications. We use the Classics in two specific applications, one for hauling solid carbon dioxide (dry ice) and another for carrying medical gas cylinders, which have to be protected from the weather."

The 48-ft Great Dane Classic dry vans at Airgas feature Hendrickson axles and suspensions as well as the manufacturer's TIREMAAX tire inflation systems, added, according to Baum, for safety reasons. "We are also using Air-Weigh on-board scales and aluminum disc wheels to help maximize productivity, especially in remote locations," he adds.

Other specifications on the Great Dane Classics at Airgas include Grote Long Life LED lighting systems and Todco Door Saver roll-up rear doors. In addition, the trailers are equipped with Great Dane's aluminum dry cargo standard duty, safety-grip non-welded floors and an aluminum threshold plate.

With its fleet spread out across the U.S., the Airgas fleet administration group also turns to Great Dane branch and dealer locations to meet its trailer service needs. "The excellent quality of the Classic dry vans means we have very few issues," Baum states. "For routine maintenance, any problems that do arise and warranty repairs, however, the Great Dane network is always there to provide top-notch service.

"From long-lasting trailers and specification options to supporting us on the road," Baum says, "Great Dane handles our needs from tooth to tail. Everyone at the OEM has done a great job over the years to make the specification, ordering and delivery process of our trailers as painless as possible. For Airgas, Great Dane makes it happen."

> "From long-lasting trailers and specification options to supporting us on the road, Great Dane handles our needs from tooth to tail."
>
> *Tuffy Baum*
> *National Fleet Manager*

Choosing Trailer Floors

Spec'ing trailers effectively includes choosing the right floor for each application. Floors made of appropriate materials for the loads being hauled, including hardwoods and aluminum, help minimize stresses on components, eliminate failures and lead to longer trailer service life.

For wood floors, fleets need to consider numerous factors, including load rating, decay resistance of the wood, nailing requirements, wood used, type of loads hauled, expected life, maintenance needs, lifetime cost and trade-in value. Standard flooring from Great Dane offers improved joint technology for greater resistance to wear-and-tear from daily loading and unloading. Commonly used 1.38-inch laminated hardwood floors are installed with two 5/16-inch screws per board in an alternating pattern. Floors are caulked at joints and pre-undercoated on the bottom and sides to further extend their service life.

Great Dane's aluminum duct floor is robotically welded to seal out all moisture. The floor's insulation is further protected from external moisture by a one-piece fiberglass sub pan. Extruded aluminum I-beam inserts extend in nearly 4 feet from the rear to reinforce the center 72 inches of the floor.

Flooring suppliers can provide specific information about their products, and Great Dane stands ready to offer details about crossmembers, connections, load ratings, floor testing and each floor type's relevance to the transport application. When fleet managers gather all this information, it puts them in the best position to spec the most cost effective floor systems for their trailers.

Understanding Automatic Tire Inflation and Monitoring Systems

One of the highest single costs for fleets, tires and tire-related maintenance account for large amounts of operating budgets. While advanced technologies and designs have made new and retreaded tires longer lasting, more fuel-efficient and less susceptible to premature failure, a majority of tire problems are still caused by improper inflation.

Underinflated tires decrease fuel efficiency, putting added pressure on a fleet's bottom line. Inflation pressures on a trailer can vary by as much as 25 lbs per tire depending on the weight of the load being hauled.

To help achieve long tire life, maximize fuel efficiency and enhance safety, fleets need to ensure that the actual inflation pressure of each tire on a trailer meets the requirements set by the tire manufacturer.

Today, Great Dane customers can take advantage of technologies that lower tire expenses by enhancing tread life and fuel efficiency. A value added option on trailers, an Automatic Tire Inflation System (ATIS) uses the trailer's air supply to inflate any tire to a desired pressure setting, even while the vehicle is moving.

These systems will notify the driver of an underinflated tire and continue to pump air into the tire. This can allow the vehicle to continue to its destination or to a repair facility. The value of an ATIS is especially important when four wide-base single tires are used in place of traditional duals on a tandem trailer axle.

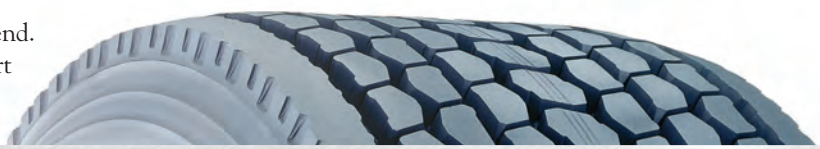
The main components of an ATIS include a special hubcap with air hoses for each wheel and a rotary union in the end of the spindle to allow for transition of air from the axle to the wheel end. A control box is used to regulate and/or set tire pressure and alert operators that the system is functioning or when a tire needs further attention.

An ATIS employs a relayed air supply from the trailer's reservoir based on one of two main designs — one that uses supply lines routed through the axle to the rotary union and another that pressurizes the inside of the axle, creating a reservoir of available air pressure. An ATIS can be installed on any type of new trailer and kits are also available for retrofit.

Primary benefits of an ATIS include:

- Fuel Savings – Underinflated tires tend to scuff and drag, increasing rolling resistance and fuel consumption.
- Reduced Tread Wear – A properly inflated tire maintains its footprint, promoting even wear and prevention of premature fatigue of the tire's steel cords. A 20 percent under-inflation of trailer tires can cut their usable life by 25 percent.
- Labor Savings – Automatically maintained tire pressure can save labor time associated with manually checking tire pressures, a process that can take up to 30 minutes per combination.
- Increased Up Time – A properly inflated tire will reduce the potential for flats and hazardous breakdowns, allowing fleets to avoid downtime and costs associated with road calls.

By maintaining proper pressure in trailer tires, an ATIS helps lower tire costs by extending tire, maximizing tread wear and retread potential, and by enhancing fuel efficiency. ATIS offerings from Great Dane keep trailers on the road delivering loads on time.



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IS CORROSION EATING AWAY AT YOUR **BOTTOM LINE**?

CorroGuard PROTECTION

A key component of Great Dane's Total Protection Package

The most galvanizing force available to help combat corrosion on your trailers isn't galvanizing at all. Available exclusively from Great Dane Trailers, **CorroGuard** with Technology by GatorHyde provides impingement protection unmatched by any other alternative. By covering entire sub-frames, landing gear and other components, CorroGuard is the most powerful defense against the profit-eating effects of corrosion.

Great Dane

For more about how to extend the life of your trailer, visit **www.greatdanetrailers.com/corroguard**

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