

Evolving **Trailer** **Technology**

Volume • 10 / Issue • 3



Walking Away from Trailer Dock Walk

How to Reduce While Loading, Unloading

Shining a Light on Translucent Roofs

Consider Pros and Cons When Spec'ing

Turning Up the Pressure

Tire Inflation Systems Monitor, Maintain Preset Levels



Great Dane Trailers

CALENDAR

October

October 2 – 4

Truxpo
Tradex Center
Abbotsford, British Columbia

October 4 – 7

American Trucking Association
Management Conference and Exhibition
Hilton New Orleans and Ernest Morial
Convention Center
New Orleans, LA

October 12 – 14

International Food Distributors
Association
David L. Lawrence Convention Center
Pittsburgh, PA

November

November 6

Georgia Motor Trucking Association
Fleet Expo
Gwinnett Civic Center
Duluth, GA

November 7 – 9

Cam Expo
Centre de Foires de Québec
Quebec City, Quebec

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Quality Products, Innovative Strategies that Drive Business Forward

Dear Customer,

At Great Dane, our primary goal is providing the quality products and innovative strategies to help drive your business forward.

From the latest trucking industry efforts to lower rising fuel costs and practical solutions to common operational concerns, you will find it in this issue of Evolving Trailer Technology. Whether it's learning how to prevent trailer dock walk, understanding the pros and cons of translucent roofs, or the benefits of properly inflated tires provided by the latest technological systems, our engineering experts share their tips.

This issue also examines how some of Great Dane's customers count on our quality products. Great Dane's P-Series delivers lightweight performance without sacrificing quality for a high-tech truckload carrier. For another loyal customer, Great Dane's aluminum-steel combo flatbed goes the distance with dependability.

For our solid reputation and our extensive distribution, parts and service network, we hope you will entrust your business to us. We look forward to putting our expertise to work for you.

Regards,



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Weight, Not
Performance for
Truckload Carrier



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Evolving Trailer Technology is published by
Great Dane Trailers.

Industry Efforts to Lower Fuel Costs Can Pay Dividends

Customers, Environment Stand to Benefit from Trade Group Initiatives

Based on well-established economic principles, changing the supply-demand balance is a sure route to lowering fuel costs. Taking a lead role in proposing ways to both reduce demand as well as increase the supply of fuel is American Trucking Associations (ATA), the national trade group that represents more than 37,000 members covering every type of motor carrier in the U.S.

On the supply side of the equation, ATA is urging the federal government to help bring down the price of diesel fuel: by allowing environmentally responsible exploration of oil-rich areas in the U.S., which are now off-limits; by releasing oil from the Strategic Petroleum Reserve, instead of only filling it; and by streamlining EPA's regulatory framework for reviewing and processing applications for additional refinery operations. Other efforts include working with states to combat fuel price gouging, and establishing a national diesel fuel standard.

The trucking industry is also making every effort to limit fuel consumption. ATA has called on Congress to support efforts to reduce fuel consumption by creating incentives to speed the introduction of auxiliary power units to reduce main engine idling, to require states to grant a weight exemption for APUs and to suspend the 12 percent federal excise tax on the units. Also on the ATA agenda is a requirement for speed limiters set for 68 MPH or lower on new trucks, establishing a 65 MPH national speed limit, and supporting the Environmental Protection Agency's SmartWay program, which encourages fuel savings.

ATA's initiatives are formalized in its Sustainability Program, which defines areas where the industry can lower fuel consumption and reduce its carbon footprint to help improve the environment. In addition to the items mentioned above, these include advocating for an improved highway infrastructure to reduce congestion, the use

of more productive truck combinations such as a single tractor-trailer maximum gross vehicle weight limit of 97,000 lbs and double 33-ft trailers, and support for setting technologically feasible fuel economy standards for medium- and heavy duty trucks as long as they do not compromise performance.

The trucking industry is on pace to spend \$141.5 billion on fuel in 2008, according to ATA, \$29 billion more than a year earlier. In an industry with thin profit margins and escalating fuel costs, increasing fuel efficiency and minimizing fuel consumption are major goals, which also coincide with the global need for industries to lessen their environmental impact.

Thanks to advancements in technology, the trucking industry has continuously improved upon its environmental performance. Working together, we can further ease the industry's environmental impact and reduce its consumption of fuel.





Walking Away from Trailer Dock Walk

How to Reduce While Loading, Unloading

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railler dock walk is a series of horizontal movements away from a loading dock. It is caused by repeated entry and egress of a forklift during the loading and unloading of a trailer, which can result in a gap between trailer and dock if appropriate measures are not taken.

On trailers equipped with trailing arm air spring suspensions, the vertical drop of the trailer as the forklift enters the vehicle is translated into horizontal movement. This is due to the geometry of the suspension and its attachment to the trailer axle.

The primary way to stop trailer dock walk is to reduce or prevent the drop of the trailer as the forklift enters the vehicle. This can be accomplished in one of two ways:

- Use of a kickstand, a support leg that rotates into place and supports the trailer at ride height when the parking brakes are applied, minimizes trailer drop and generally maintains the vehicle's ride height.
- A dump valve that exhausts air from the air springs, lowering the suspension to rest on the internal bumpers of the air spring. By use of the dump valve dock height is not maintained, but vertical height changes are minimized. The dump valve can be manual (requiring operator intervention at each stop) or automatic, which means that air is exhausted from the air springs each time the trailer parking brakes are set and re-inflated when the brakes are released.

One other option to prevent dock walk is to specify an air spring suspension with an opposing arrangement of upper and lower control arms rather than a trailing arm suspension. This type of suspension may allow vertical drop or "squat", but the vertical drop generally does not translate into the type of horizontal movement referred to as dock walk.

Great Dane offers customers all of these options for reducing dock walk. 



Shining a Light on Translucent Roofs

Consider Pros and Cons When Spec'ing



Fiberglass translucent roofs for trailers have been available for many years. Made from fiberglass strands and polyester resin, these roofs allow large amounts of outside light (as much as 30 percent) to enter the trailer, making it easier for personnel loading or unloading to read information such as labels, packing slips, etc. In operations where trailers are partially unloaded at multiple stops during daylight hours these roofs may also eliminate the need for additional interior lights. Translucent roofs, however, also have some drawbacks.

Like a greenhouse, a translucent roof allows solar energy to enter the trailer but blocks heat from escaping. The temperature increase can be in excess of 20 degrees in some climates. In cooler climates, or when hauling cargo that is not heat sensitive, this may not be a factor, but it must be considered if the cargo could be damaged by heat.

Of more concern is the reduction in puncture resistance of translucent roofs compared to an aluminum roof. Component tests indicate that a typical 0.075-inch thick fiberglass roof has a puncture strength only 30 percent of a .040-inch thick aluminum roof and a tensile strength that is just 55 percent of a 0.040-inch aluminum roof.

While there are reinforced, higher strength translucent roofs now available that are stronger than a standard fiberglass roof, they still have significantly less strength than an aluminum roof. After several years of service the entire fiberglass roof may need to be replaced, and, consequently, dry freight van trailers with fiberglass roofs often have significantly reduced in trade-in values when compared to units with aluminum roofs.

In some applications, the benefits of translucent roofs outweigh the drawbacks. In others, sidewall skylights can provide sufficient light when used with a stronger aluminum roof. Great Dane sales representatives are well prepared with information about these choices and will be able to advise you on what specification would be best for your particular operation. 



Maximizing Tire Potential

Automatic Inflation and Monitoring Systems Can Provide Cost Savings



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hile tires still account for one of the highest single costs for fleets, Great Dane customers can take advantage of technologies that lower expenses by enhancing tread life and fuel efficiency.

A value-added option offered by Great Dane, an Automatic Tire Inflation System (ATIS) uses compressed air from the trailer's existing air supply to inflate any tire that falls below a preset air pressure during operation. In addition, these systems can alert drivers to a tire air pressure problem.

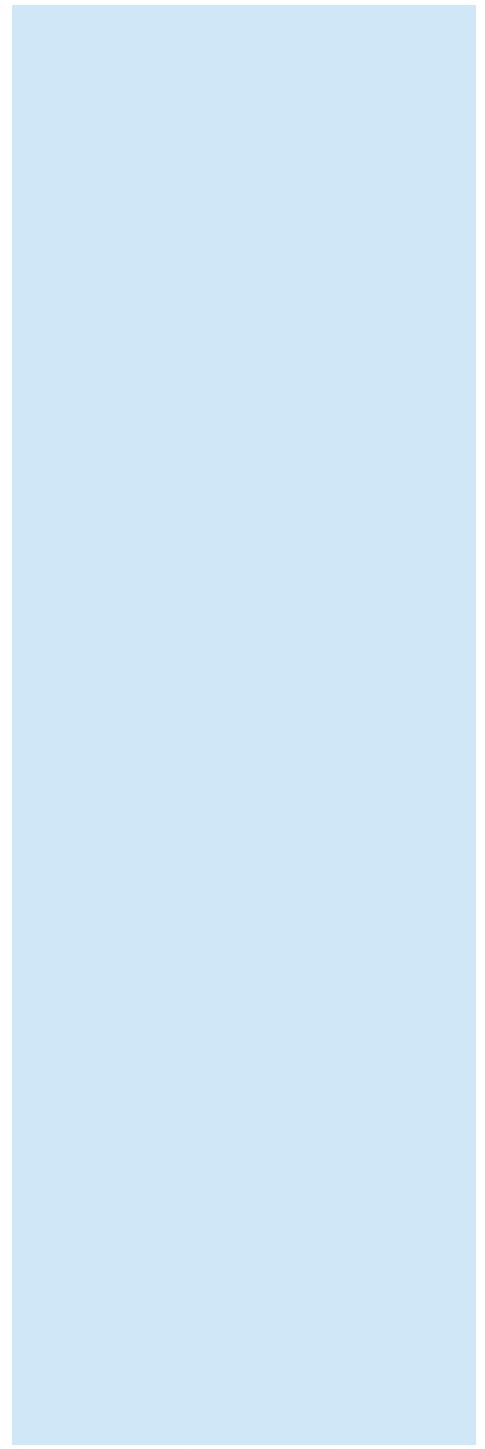
There are four primary benefits of a tire inflation system, including:

- 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.

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 stationary axle to the rotating wheel end. The systems also employ 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. In addition, there is also a control box that is used to regulate and/or set tire pressure and alert operators that the system is functioning or when a tire needs further attention.

Offered by Great Dane the Meritor Tire Inflation System (MTIS) by PSI can also be ordered with ThermALERT, an optional wheel-end heat sensor designed to detect air that is escaping from the axle's thermal plug and out through the hubcap tee vent and help prevent damage caused by elevated wheel-end temperatures.

ATIS offered by Great Dane keep trailers on the road delivering loads on time, which translates into reduced downtime, enhanced fuel efficiency and tire life, all of which add up to lower tire costs. 



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Central Refrigerated Service, Inc.

Fleet Customer Counts on Great Dane P-Series Dry Freight Vans to Lighten the Load



"Our focus is on customer service as well as on-time delivery," states Mark Hadley, director of transportation at Central Refrigerated Service, Inc. (CRSI). "That's a main reason we are awarded more and more business from companies concerned about the shipment of their products."

CRSI, headquartered in Salt Lake City, Utah, serves a "Who's Who" of food industry companies in North America. The full-service truckload carrier fulfills requests for temperature-controlled and dry freight transportation with a fleet of 2,700 trailers and 1,800 tractors based in multiple terminals and drop yards. The operator of one of the largest fleets of temperature-controlled trailers in the U.S., CRSI also fields a fleet of 140 new Great Dane P-Series dry freight vans.

The use of satellite-based tracking systems helps CRSI meet its goal of maintaining its excellent record for on-time delivery. Every company tractor, for example, is now equipped with a QUALCOMM Omnitracs Satellite Communications System that provides communication between dispatchers and drivers, enables location and refrigerated load temperature monitoring, quick routing changes, and updates on trailer and tractor status.

CRSI's first Great Danes, the P-Series trailers, were purchased to meet the specific needs of a dedicated customer and are now in use on routes from Georgia to California. "This customer is very weight conscious and asked us to find a high quality dry van that was as light as possible," Hadley relates. "In the Great Dane P-Series, we found a trailer that could be built at a lighter weight without sacrificing durability."

At about 12,200 lbs, the P-Series vans now in the CRSI operation are about 2,000 lbs lighter than standard models, thanks to several technologies designed,

engineered and offered by Great Dane. Among the items on the CRSI aluminum sheet and post vans are composite swing doors, PunctureGuard scuffband and lining, Havco composite floor, Walther EMC Dura Light hubs, and single wide-base Michelin X One XTE tires mounted on Accuride aluminum wheels.

Dennis Ford, service manager at CRSI, is also quick to note that lightweight and durability go hand in hand in the P-Series. For example, he points to the trailer's top rail, extruded aluminum bottom rail, double riveted roof bows, hat section uprights that are reinforced by an internal steel bulkhead, and the rear frame of high-strength, tubular steel.

"The Great Dane P-Series was the right choice for us because we were able to lighten the trailers without sacrificing quality," Ford states. "These dry freight vans incorporate features and options that lead to reliability and low maintenance costs. We compared other trailers at a similar weight to the P-Series and it was obvious that Great Dane offered the best overall value."

Great Dane's willingness to develop a relationship and work with CRSI to meet its needs was also a factor in the decision to purchase P-Series vans, says Mark Hadley. "We knew Great Dane was an expert in the design and manufacture of dry vans," he states. "We soon found out how that expertise could benefit us when we started working with Bill Nehmer at Great Dane of Utah and with the staff at the plant in Terre Haute, Indiana."

"At about 12,200 lbs, the P-Series vans now in the CRSI operation are about 2,000 lbs lighter than standard models."

Mark Hadley, Director of Transportation,
Central Refrigerated Services Inc.



Technology That Puts Fleets on the Right Track

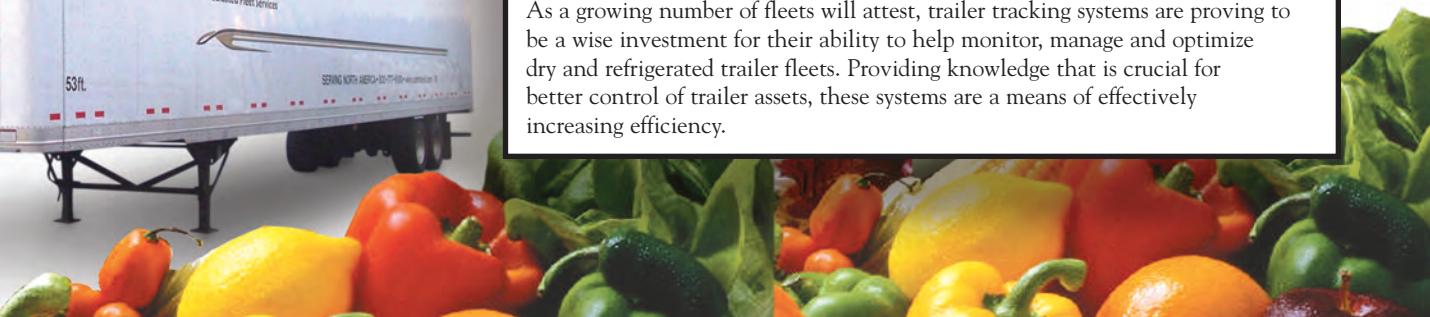
Satellite Tracking Helps Control Assets, Improve Efficiency

For an increasing number of fleets, the use of trailer tracking systems is becoming a normal part of doing business. These systems provide trailer identification, location and status updates for motor carriers to efficiently track and manage their assets.

Untethered trailer tracking systems are comprised of communications and computer technologies for tracking a trailer when it is connected to and disconnected from a tractor. These systems use satellite-tracking Global Positioning System (GPS) technology, and in some cases, cellular and wireless communications to monitor equipment and report to a carrier's enterprise management system. For refrigerated trailers, systems also monitor and control critical refrigeration unit data, such as cargo temperatures and reefer fuel levels.

A number of suppliers offer trailer tracking solutions today, including Fleetilla, GE, PAR Logistics, Qualcomm, Skybitz, StarTrak and Transcore, to name just a few. While each supplier's technology differs, most of the solutions offer a common set of benefits. For example, tracking systems can improve operational efficiencies, optimize trailer utilization, increase detention billing, enhance customer service, and even help track stolen trailers.

As a growing number of fleets will attest, trailer tracking systems are proving to be a wise investment for their ability to help monitor, manage and optimize dry and refrigerated trailer fleets. Providing knowledge that is crucial for better control of trailer assets, these systems are a means of effectively increasing efficiency.



STEMCO Platinum Performance System Plus

*Get High Performing, Long-Life
Wheel End at Lowest Possible Cost*

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The STEMCO Platinum Performance System Plus (PPS+), a high performance wheel end system for installation on new Great Dane trailers, is designed to address all significant failure modes found in the typical wheel end.

With premium long-life products that work as a system to ensure the most comprehensive wheel-end performance available, the integrated PPS+ uses a combination of components to enhance three critical areas: sealing, lubricant integrity, and bearing life.

PPS+ includes the following STEMCO high performance, premium wheel end components:

- Discover or Guardian HP Seal combining high temperature elastomers with Teflon for long life sealing performance.
- Sentinel or Integrated Sentinel Hub Cap-bi-directional venting using expanded PTFE membrane filter technology for water and contaminant exclusion.
- Pro-Torq Axle Nut enabling consistent, repeatable bearing adjustment set to precise specifications to optimize bearing life.

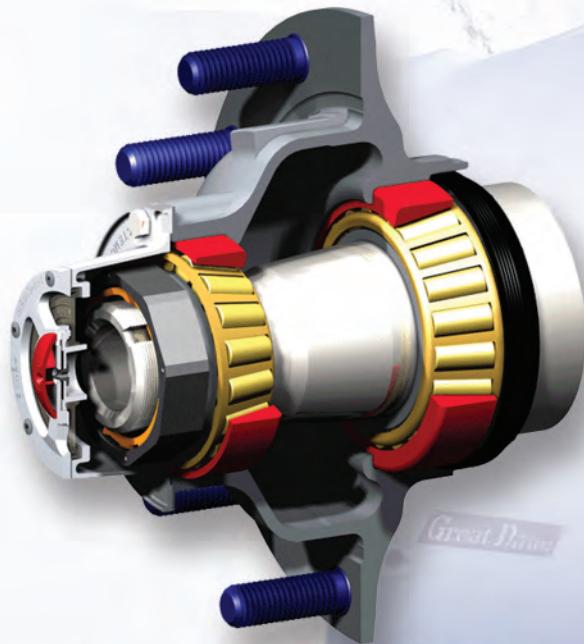
PPS+ also utilizes STEMCO precision OEM quality heavy-duty bearings to provide for system safety, reliability and performance and ensure that all components function as a system.

The STEMCO Platinum Performance System Plus is covered by a limited 5-year parts and labor warranty on new vehicles.

By addressing critical performance areas with advanced technology, trailers equipped with PPS+ are able to use standard hubs and axles for a wheel end that provides outstanding performance at the lowest possible cost. 



A Higher Standard of Performance.™



New Hendrickson Suspension Lowers the Bar

Lighter INTRAAX AANL 23K Loses Weight, Not Value

Hendrickson Trailer Suspension System's new, lighter weight INTRAAX AANL 23K low-ride/liftable integrated trailer suspension system is now available on Great Dane trailers. Weighing in at an average of 75 lbs lighter than the AAL 23K system it replaces, the INTRAAX AANL 23K is designed specifically for weight-conscious haulers, including those running Great Dane FREEDOM and GPL platform trailers.

With a 23,000-lb capacity, the INTRAAX AANL 23K is Hendrickson's lightest low-ride/liftable suspension system in its weight class and is available in ride heights from 6.5 to 17 inches. Other features and benefits of the INTRAAX AANL 23K include:

- Hendrickson's Advanced Axle/Beam Technology (AXT), which teams tapered-beam and Hendrickson Large-Diameter Axle (LDA) technologies to enhance component system strength while reducing weight compared to similar-capacity suspension systems.
- LDA increases the axle diameter in the AANL 23K to 5 3/4 inches while also slightly reducing the wall thickness. Combined, this enhances strength while reducing weight. LDA also delivers as much as a 15 percent increase in bending and torsional stiffness compared to the 5-inch walled axle, which reduces axle deflection under load, helping keep the axle straighter.
- The AANL tapered-beam design uses patented, high-performance TRI-FUNCTIONAL III Bushings that feature a unique rubber compound for outstanding durability and ride.
- INTRAAX AANL provides all of the benefits of a standard trailer Cam Tube System to reduce S-cam maintenance.
- Hendrickson's INTRAAX AANL 23K boasts the industry's straightest axle/spindle assembly to help stretch fuel mileage and extend tire life.

- Standard on the AANL 23K is QUIK-ALIGN for fast, easy, accurate axle alignment.

The lighter weight INTRAAX AANL 23K, designed to allow for carrying higher payloads on each haul, is also equipped to provide exceptional freight protection, superior performance and rugged durability on Great Dane platform trailers. 



HENDRICKSON
For The Road Ahead™

Builders Transportation Company

"Great Dane knows our business very well, and that is why we have enjoyed such a beneficial partnership with the OEM since 1981," says Dwight Bassett, CFO at Builders Transportation Co., LLC (BTC). "We've grown by providing outstanding service to our customers and by making effective changes to our equipment to meet changing needs. Great Dane has been instrumental in helping us achieve that over the past 27 years."

Founded in 1954, the Phillips family has operated Memphis, Tennessee-based BTC since 1961, the year Frank Phillips purchased the six-truck operation. Today, the flatbed carrier operates 440 Great Dane GPL platform trailers throughout the 48 contiguous states. The general commodities common and contract carrier primarily hauls coil steel, wire products, structural and sheet steel, aluminum, building materials, cast iron and steel pipe and machinery, often providing service as a core carrier for customers.

"A few years ago, we recognized the need to have the ability to haul more payload," Bassett states. "With Great Dane's input, and especially the help of Mark Kelley at the Memphis branch, we were able to seamlessly switch our entire flatbed fleet from all steel models to lighter weight 48-ft by 102-inch aluminum-steel combination GPL models. We began updating the trailers in 2003, and last year we added 175 GPLs and traded in the last 130 steel flatbeds in our operation."

"The 2003 through 2008 model GPL trailers in our fleet today weigh about 10,800 lbs, or from 1,200 to 1,400 lbs less than the all steel models they replaced," Bassett continues. "That's a savings we can use to increase payload capacity for shippers, and we also believe there's a fuel economy bonus when they are lightly loaded or running empty. Lowering fuel costs is even more important today, so combined with tractors that we've specified to weigh 1,000 lbs less than previous models, these trailers are enhancing our efficiency."

Great Dane GPL Flatbeds and Commodities Carrier a Winning Combination



Beginning in 2004 as well, BTC equipped all of its Great Dane GPL platforms with the Meritor Tire Inflation System (MTIS) by P.S.I. While properly inflated tires help the fleet save fuel, the systems are also being credited with improving tire wear rates and virtually eliminating expensive tire related road calls. Also helping cut maintenance costs for BTC trailers are Grote Long Life Light Systems with LED lamps.

The Great Dane GPL flatbeds at BTC are specified with Hendrickson AAT-23K air ride suspension-spread axle running gear designed to meet Bridge Formula Laws. The aluminum-steel GPL models are fitted as well with chain ties for securing cargo, and an extra electrical outlet at the rear for lights used when hauling oversize loads. Safety on the trailers is enhanced by the addition of anti-skid tape around the perimeter of the deck, and, for its latest order of 50 trailers with November delivery, the fleet added Meritor WABCO RSSplus trailer roll stability systems.

"The Great Dane GPL platform trailer is an excellent choice for us because of its lighter weight and its long term durability," Bassett points out. "Its design and options also help minimize downtime and lower our costs."



"The Great Dane GPL platform trailer is an excellent choice for us because of its lighter weight and its long term durability."

Dwight Bassett, CFO Builders Transportation Co.



FREEDOM to Take Initiative Down the Road Low Cost, Lightweight Flatbed Doesn't Sacrifice Quality

Highly popular among fleets, the Great Dane FREEDOM line of straight frame and drop-deck platform trailers offers a design that combines light weight, strength and low maintenance in a single set of standard specifications, and at a lower cost.

The FREEDOM flatbed is available with 12-inch crossmember spacing for extra strength in forklift operations and with 16-inch crossmember spacing for heavy-load hauling. The trailers feature a rear crossmember constructed of extruded aluminum and doubler plates to provide reinforcement of crossmember punches and transition areas. Modular construction of the FREEDOM line also makes repairs easy and reduces maintenance requirements.

Cargo restraint options are a key part of the Great Dane FREEDOM line. The platform trailers feature integral extruded aluminum side rails designed to provide an almost infinite number of cargo restraint locations. The integral side rail also provides a built-in anchor point for the cargo restraint system's flat hook so there is no need to add bars to the bottom of the crossmembers or additional anchor points.

FREEDOM flatbeds can be equipped with industry-standard components. For example, Double-L winches can be installed on either or both sides of the trailers.

Part of an "in stock" program that produces multiple units with standard specs, the thoroughly tested FREEDOM flatbed from Great Dane is increasingly popular with fleets looking for highly durable, versatile, low cost trailers to meet their needs.



SFI Certification Means Greener Trailer Floors

Eco-Friendly Option the Result of Responsible Forest Management

As an industry leader in the adoption of environmentally friendly trailer components, Great Dane is proudly supporting the use of 100 percent SFI Certified trailer floors.

SFI Certification, issued by the Sustainable Forestry Initiative program, is available to any land management company (usually with 10,000 acres or more), forest product manufacturer, paper producer or any other company that manages forest products.

With more than 152 million acres certified across North America, the SFI certification program is one of the largest in the world, with a standard based on principles and measures that promote responsible environmental behavior and sound forest management, including measures to protect water quality, biodiversity, wildlife habitat, species at risk and forests of exceptional conservation value.

Great Dane's flooring suppliers can choose to purchase hardwood only from SFI-certified flooring material suppliers. Prolam, a Quebec-based provider of laminated trailer flooring, was the first to announce the capability of producing 100 percent SFI-certified trailer floors because

its two major suppliers achieved SFI status. Currently, a portion of Prolam's laminated floors, about 3,000 per year, can be produced using 100 percent SFI-certified hardwood.

SFI was developed in response to criticism from environmentalists aimed at logging practices that did not promote forest sustainability. SFI program participants practice sustainable forestry on all the lands they manage. They also influence millions of additional acres through the training of loggers and foresters in best management practices and landowner outreach programs.

SFI certification requirements include completing initial, annual surveillance and recertification audits every five years, posting of audit summary documents on the SFI Program website, and third party certification by audit firms that complete a special accreditation program.

SFI certified hardwood suppliers ensure that trailer flooring used by Great Dane is from environmentally acceptable sources and is handled properly.



Less is More



Experience fuel savings that's better for your bottom line and the environment with the help of Great Dane, a key member of the EPA's SmartWay Transport Partnership. Now customers committed to measuring and improving the efficiency of their freight operations can adopt a range of trailer systems and components with the EPA SmartWay spec that can help significantly reduce fuel consumption.



Advantages of the EPA SmartWay Spec

(Options below available on 53-foot or longer dry freight vans)

- **Aerodynamic Trailer Side Skirts:** Smooth air flow and reduce cross-flow along and below the side edges of the trailer. Side skirts provide a fuel savings of at least 4 percent, for applications based upon testing.
- **Front and/or Rear Mount Gap Fairing:** Smooths air flow around exposed top and side edges of the trailer and reduces tractor-trailer gap. For applications based upon testing, these provide at least a 1 percent fuel savings.
- **Aluminum Wheels:** Add to weight savings and contribute to fuel economy.
- **Lightweight Materials:** New trailers can achieve greater weight savings by using aluminum, composite, and/or other lightweight components.
- **Low-Rolling Resistance Tires:** Duals or singles mounted on aluminum wheels provide a 3 percent fuel economy benefit, relative to mid-range rolling resistance tires as defined by EPA. Certain manufacturers and tire models qualify.

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Lose the Weight. Not the Value.



No matter how heavy or how big the load, you can count on Great Dane's line of FREEDOM straight frame and drop frame flatbeds to complete your delivery. With its aluminum construction, FREEDOM flatbeds help lighten the load without sacrificing value. For strength, low maintenance, durability and innovation, the FREEDOM is the industry's highest quality flatbed on the road.

We've gone to great lengths to ensure our flatbeds add value to your business, while also watching your operation's waistline.

For more information about how FREEDOM flatbeds can add value to your operation, visit www.greatdanetrailers.com



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Great Dane

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