

Evolving Trailer Technology

Volume • 12 / Issue • 1

The Proof Is in the Testing

Study Confirms Safety Benefits of Stability Control Systems

Not-So-Heavy Metal

New All-Aluminum Flat Offers Weight Savings, Eliminates Corrosion

Getting the Edge in Business

Parts, Service Program Gives Customers Another Advantage



Great Dane Trailers

CALENDAR

April

April 15 – 17
Truck World
International Centre
Toronto, Ontario
Canada

April 18 – 20
National Private Truck Council (NPTC)
Annual Conference and Exhibition
Hilton Netherland Plaza Hotel
Cincinnati, OH

April 21 – 25
Truck Trailer Manufacturers
Association (TTMA)
Omni Orlando Resort
Orlando, FL

June

June 20 – 22
Georgia Motor Trucking Association
(GMTA) Annual Convention
Ritz Carlton
Amelia Island, FL

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Quality, Service and Support for the Road Ahead

Dear Customer,

At Great Dane Trailers, we pride ourselves on providing you with the most innovative, up-to-date trucking solutions to help you get the greatest return on your investment. In short, we work hard to drive your business forward.

To do this, Great Dane stays on top of new developments in our industry, as well as tests and develops new products for your benefit. In this issue of *Evolving Trailer Technology*, our engineers discuss the benefits of our new all-aluminum flatbed and the positive results of recent roll stability control testing.

Finally, the advantages of Great Dane's new national accounts parts and service program are outlined and show our continued dedication to an ongoing relationship with our customers by providing top-notch service after the sale.

Some of our customers who have entrusted us with their business are featured here. These Classic reefer customers rely on the know-how, quality and continued service we offer for the unique needs of their operations.

Because the purchase of a Great Dane trailer marks the beginning of our relationship - not the end - we continue to educate ourselves on new products and testing for your benefit. We look forward to working for your business and to keeping it by using our expertise to keep you on the road.

Regards,

Jim Pines
Executive Vice President
Great Dane Trailers



8 Land O'Frost, Inc.

Great Dane Classic Reefers, Innovation
Helps Packaged Lunchmeat Maker Succeed



14 Did You Know?

Great Dane's Exclusive CorroGuard Protection Superior to Galvanizing in Fighting Corrosion



12 Maines Paper and Food Service Inc.

Foodservice Distributor Trusts Great Dane, Dealer Relationships to Go the Distance

Table of Contents

Volume • 12 / Issue • 1



4

News and Trends

Trucks of the Future: U.S. Department of Energy Awards More Than \$115 Million for SuperTruck Project

5

Inside Track:

- RSS Study Results
- Great Dane's New All-Aluminum Flatbed
- AdvantEdge: Account Service & Parts Program

8



Land O'Frost, Inc.

Classic Reefers and Valued Relationship with Great Dane Key to Land O'Frost's Ongoing Success

10

Vendor View:

- Randall Manufacturing
- Whiting Door Manufacturing Corp.

12



Maines Paper and Food Service, Inc.

Great Dane Classic Reefers A Smart Investment for Maines Paper & Food Service

14

Did You Know?

Great Dane's CorroGuard Provides Superior Long-Term Protection

15

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Trucks of the Future

U.S. Department of Energy Awards More Than \$115 Million for Projects Under 21st Century Truck Technology Partnership

W

hile truck manufacturers are always pursuing the development of new technologies that will improve fuel efficiency, some of those efforts are now set to receive a big boost. Through its 21st Century Truck Technology Partnership, the U.S. Department of Energy (DOE) has announced it will fund three projects totaling more than \$115 million aimed at developing cost-effective measures to improve the efficiency of Class 8 long-haul trucks 50 percent by 2015.

Under what is known as the “SuperTrucks” program, OEMs are now embarking on five-year projects to develop and demonstrate prototype vehicles with systems-level fuel efficiency technologies for improved aerodynamics, reduced engine idling, waste heat recovery, advanced combustion techniques and powertrain hybridization.

The three DOE projects called “Systems Level Technology Development, Integration, and Demonstration for Efficient Class 8 Trucks” were awarded to:

- Cummins Inc., in partnership with Peterbilt Motors Company—\$38,831,115 for a highly efficient and clean diesel engine, an advanced waste heat recovery system, an aerodynamic tractor and trailer combination, and a fuel cell auxiliary power unit to reduce engine idling.
- Daimler Trucks North America, LLC, shared by DTNA’s sister company, Detroit Diesel Corporation—

\$39,559,868 for engine downsizing, electrification of auxiliary systems such as oil and water pumps, waste heat recovery, improved aerodynamics, and hybridization.

- Navistar, Inc.—\$37,328,933 for improved truck and trailer aerodynamics, combustion efficiency, waste heat recovery, hybridization, idle reduction, and reduced rolling resistance tires.

“This funding enables us to significantly accelerate our research and development of advanced technologies,” said Elmar Boeckenhoff, senior vice president, engineering and technology for DTNA and director of the DTNA SuperTrucks project team. “It will strengthen our ability to bring ever more efficient products to the market and help us quickly and fully explore the ‘stretch’ technologies that can lead to the next level of product innovation.”

“These R&D programs help us develop the best products for our customers and the environment,” said Cummins president and COO Tom Linebarger. “The funding will create jobs, help address climate change and reduce oil consumption. This public-private partnership is a win for our economy, a win for the environment and a win for energy challenges.”

“Navistar is delighted to work on a project that will improve truck and trailer aerodynamics and reduce our nation’s dependence on foreign oil,” said Dee Kapur,

president, Navistar Truck Group. “With more than 80 percent of the nation’s diesel fuel consumed by heavy-duty on-highway Class 8 trucks, the development of a ‘Super Truck’ has enormous energy-saving potential as well as significant environmental benefits.”

The DOE awards, announced by Department of Energy Secretary Dr. Steven Chu at the Cummins Technical Center in Columbus, Ind., in early January, also included over \$71 million for six projects aimed at increasing the fuel economy of passenger vehicles by 25 percent to 40 percent by 2015. The total of more than \$187 million in total funding includes over \$100 million from the American Recovery and Reinvestment Act.

Currently, the transportation sector accounts for 28 percent of total U.S. energy use. As these vehicle technologies are adopted broadly across the country, they could save more than 100 million gallons of gasoline and diesel per day, and reduce carbon emissions from on-road vehicles by 20 percent by 2030.

“Improving the efficiency of our vehicles is critical to reducing America’s dependence on foreign oil and addressing climate change,” said Secretary Chu. “These awards will help demonstrate the potential benefits for long-haul trucks to play an important role in building a more sustainable transportation system.” 



Safety Pays Off

Study Shows Stability Control Systems Are Proven Technology

In October 2009, the National Highway Traffic Safety Administration (NHTSA) released its final report on stability control systems for commercial vehicles. Called "Safety Benefits of Stability Control Systems For Tractor-Semitrailers," it was conducted by the University of Michigan Transportation Research Institute (UMTRI) under a cooperative agreement between NHTSA and Meritor WABCO Vehicle Control Systems.

The purpose of the NHTSA study was to examine the performance of roll stability control (RSC) and electronic stability control (ESC) systems for heavy-duty tractors and trailers. The evaluation analyzed independent crash data using engineering and statistical techniques to estimate the probable safety benefits of stability control technologies for five-axle tractor-trailer combinations.

Among the study's findings were the following conclusions:

- Tractor-trailers are involved in 178,000 crashes a year. Only 4.6 percent involve rollovers, yet two-thirds of all heavy-truck occupant fatalities occur in rollover crashes. Also, injuries are most severe in rollovers.
- Odds of loss of control are 4.7 times higher on curved roads than straight ones. A rollover is more likely on dry surface conditions, while loss of control was more likely on wet

surfaces or in road conditions with less friction.

- The odds of rollover increase as cargo weight increases.
- The odds of loss of control were 1.9 times greater for tank trailers than for vans.

The technologies available to combat the potential for rollovers on trailers today include RSC systems. Simpler and less expensive than ESC, RSC is designed to react to roll instability, primarily a roll event with too much lateral acceleration. The technology reduces the risk of a rollover caused by excessive speed in a curve or during rapid directional change and/or an avoidance maneuver.

ESC technology includes all the features of RSC, with the addition of the ability to address directional instabilities, typically referred to as over- or under-steer conditions. These systems can sense a loss of directional control and react by braking the appropriate wheel of the vehicle to correct the direction it is traveling.

Annually, the NHTSA report concludes, stability systems have the potential to prevent as many as 4,659 crashes, 126 fatalities, and 5,909 injuries, and as much as \$1.738 billion in economic losses. For safety's sake, Great Dane offers systems to satisfy different customer applications. 



Not-So-Heavy Metal

Great Dane's New All-Aluminum Flatbed Offers Weight Savings, Eliminates Corrosion

Combining the latest technologies and proven components from other platform models, the new Great Dane all-aluminum platform trailer is the result of two years of development and extensive testing. Today, following a significant capital investment in the Huntsville, Tenn., plant where the trailers are built, units are now ready for customers.

The aluminum Great Dane platform trailer eliminates the potential for corrosion found in steel and combination steel and aluminum models. The new trailer features two-piece bolted aluminum main beams, and like the GPL—the aluminum/steel combination platform—has extruded aluminum side rails, and an aluminum floor, rear assembly and crossmembers.

Weight savings are inherent in the new all-aluminum platform model. At 8,260 lbs when equipped with aluminum wheels, the new trailer weighs about 1,000 lbs less than a comparable combo aluminum-steel unit.

Tested at 60,000-lb concentrated and in excess of 100,000-lb distributed loads, the all-new Great Dane aluminum platform trailer underwent as many as six types of evaluations to prove its strength and durability. Customer testing of prototypes was also conducted with very favorable results.

The all-new Great Dane aluminum platform model will be offered initially in 48-ft and 53-ft by 102-inch wide versions. Standard specifications include a 10-ft spread axle with air-ride suspension.

Lighting systems, support gear, and items like chain ties and winch track are similar to those available on FREEDOM platform models. Steel and aluminum wheels, and wide-base single tire options are offered as well.

Great Dane's all-aluminum platform is the result of the company's vast expertise in building other flatbed trailers and its willingness to investigate, evaluate, test and incorporate new technologies.

This latest addition to the Great Dane platform product line compares very favorably to the competition, and enables Great Dane to effectively participate in a new market and continue to expand its business. 





ADVANTEDGE
DRIVING YOUR BUSINESS FORWARD

Getting the Edge in Business

Great Dane's AdvantEDGE Program Takes Dedication to Service, Support to New Level

Already known for industry-leading service and parts programs, Great Dane's network of branches and dealers in the U.S. and Canada are now raising the level of support they provide.

AdvantEDGE, Great Dane's National Account Service and Parts Program, makes it easier and more cost effective for customers to do business with Great Dane. With AdvantEDGE, customers are connected to a nationwide network that fulfills their parts and service needs in beneficial ways.

AdvantEDGE allows customers access to Great Dane's extensive branch and dealer network throughout North America. Once an account is established, customers can arrange for service and/or parts purchases at more than 130 participating locations.

With features like Preferential Service & Parts Priority, Centralized Invoicing and Consistent Parts Pricing, AdvantEDGE removes the headaches from over-the-road service and parts purchases.

With 24/7 online access, AdvantEDGE streamlines business processes and procurement management. Customers can locate a service and parts provider, review their historical purchases or pay their bill through the convenient online system.

By making it simpler and easier to do business with Great Dane's branch and dealer locations, and by offering functions that can help control costs and reduce downtime through streamlined service, AdvantEDGE offers unmatched advantages.

AdvantEDGE is one more way that Great Dane is helping customers keep their businesses on the road to success.

For more information on the Great Dane AdvantEDGE Program, please call 877-600-3433 or find us on the web at <http://AdvantEdge.GreatDane.net>.

It's All About Trust

CASE STUDY



Classic Reefers and Valued Relationship with Great Dane Key to Land O'Frost's Ongoing Success

"Land O'Frost is a focused, fast and flexible company and we see the same qualities in Great Dane."

*David Cummings
Director of Transportation, Land O'Frost*

"Our philosophy is to be a trusted partner to our customers and to our suppliers," says David Cummings, Director of Transportation at Land O'Frost. "Great Dane is and always has been a trusted partner to Land O'Frost, which is one reason our fleet of 72 refrigerated trailers is made up entirely of Great Dane Classic models."

All Classic models, the newest reefers to join the Land O'Frost fleet feature Great Dane's exclusive PunctureGuard lining on ceilings and sidewalls as well as a thicker version of the product as a bottom scuffband along interior walls. "We changed our specs from traditional interior linings and metal scuffband to PunctureGuard over the past three years," Cummings states, "and it has eliminated interior wall damage in our trailers."

Based in Lansing, Ill., Land O'Frost is the third largest and fastest growing maker of packaged lunchmeat in the U.S. The third-generation family owned business that celebrated its 50th anniversary in 2008 has grown significantly over the past decade into a nationally recognized brand.

On the Great Dane Classic reefers at Land O'Frost as well is a heavy-duty safety grip duct floor, which Cummings notes both improves airflow around products and resulted in zero slips, trips and falls in 2009. "When we visited the Brazil, Ind., plant a few years ago," he says, "one thing we came away with was this specification, which is a way to improve the safety of our drivers."

The Land O'Frost fleet of Great Dane Classic reefers services customers in 48 states. From the company's three plants, in Searcy, Ark., Lansing, Ill., and Madisonville, Ky., loads are hauled mainly to distribution centers of virtually every major grocery chain in the U.S. In addition, a line of specialty meat products is distributed to restaurant chains and major food manufacturers.

Specifications for Land O'Frost trailers also call for Carrier Transicold single-temp refrigeration units, Whiting ColdSaver roll-up rear doors and two rows of E track on sidewalls. "In our multi-stop operation," Cummings explains, "cargo protection can be a challenge. The roll-up doors help maintain proper temperatures because drivers waiting to unload don't have to keep the doors open. Also, on the road, cargo is secured using the E track and straps rather than load bars."

The fleet also uses its contract authority to transport dry and refrigerated loads headed in proximity to company plants for other customers.

For the past five years, all of Land O'Frost's Great Dane Classic reefers have been fitted with the Meritor Tire Inflation System by P.S.I. (MTIS). The automatic tire inflation systems, Cummings says, have proven to reduce tire failures and improve fuel economy. Additionally, for the past three years, the trailer fleet has been operating on Michelin X One wide base single tires and aluminum wheels, a move Cummings says was a weight

saver for the company. One new spec for trailers that will be operating in California is Freight Wing AeroFlex side fairings.

Cummings also reports how Great Dane has met a special request by Land O'Frost aimed at improving safety on the road. "We opted for a Grote wiring system and all LED lamps on our trailers," he explains. "We also asked Great Dane to configure the five clearance marker lamps on the rear header so the right and left lamps function as turn signals and the three middle lamps work as brake lights."

Great Dane met the request through collaborative efforts between the Little Rock branch, the Brazil plant and Great Dane's engineering team.

"That is one clear example of why we continue to operate and purchase Great Dane reefers exclusively," Cummings concludes. "Land O'Frost is a focused, fast and flexible company, and we see the same qualities in Great Dane. Land O'Frost is the brand your family can trust for generations and we think of Great Dane in the same way—as a company that we continue to value as a trusted partner."

Addressing California Emissions Rules

Enforcement of the California Air Resources Board's (CARB) Airborne Toxic Control Measure for In-Use Diesel-Fueled Transport Refrigeration Units (TRU), which put in place a 15-year plan to reduce diesel particulate matter (PM) emissions from TRUs that operate in the state, is now getting underway. Carriers that transport perishable goods using diesel-powered trailer refrigeration units are faced with replacing TRUs or retrofitting existing refrigeration units, either with new compliant engines or particulate filters.

Looking ahead to another CARB ruling, under new "SmartWay" regulations, 53-ft model year 2011 dry freight and refrigerated trailers in California will have to be fitted with side fairings and low-rolling resistance tires. Retrofits are required on older units starting in 2012, but fleets that implement an approved plan will have longer to comply.

To assist customers in understanding CARB rules that will impact their operations, Great Dane has developed detailed web pages with information on trailers affected, exemptions, compliance schedules, enforcement procedures and more. For details, visit www.greatdanetrailers.com/CARB.





Randall Manufacturing Curtains

Economic, Efficient Solution for Multi-Stop Applications

Keeping refrigerated trailers cool is easy with Great Dane because of their superior design and premier interior insulating materials. However, when multiple stops are required and doors are being open and shut for extended periods of time, it's difficult to maintain thermal efficiency without increasing cooling unit run time and consumption of cooling unit fuel.

Randall Manufacturing curtains are an economic and efficient solution for multiple stop applications. They function as a press through barrier when doors are required to be open. They are available in all shapes and sizes for side and rear doors, including "no cut" PVC and vinyl. Stationary, moveable, tear-away and automated options are also available.

The popular rear roller curtain is easily installed. A recent rear roller curtain test was conducted on two 38-foot two-compartment trailers, both on city routes with multiple stops. One trailer had a rear roller curtain and the other did not. Both had a front set point of 0 and a rear set point of 39. The results showed that the trailer with the rear roller curtain had a 45 percent reduction in diesel run time.

A revolutionary, new innovation is the rear door tear-away curtain. It was designed to work compatibly with forklifts and other loading devices. The tear-away curtain withstands the rigors of real-world application. It releases from the hardware if it is caught or snagged by the loading apparatus, thereby significantly enhancing its useful life cycle.

For side-door, foot-traffic loading, the SMART Door is an excellent option. It opens in the center for maximum clearance. It is operated with a quick pull of a handle and closes automatically. Drivers can set the time-delayed closing mechanism to suit their specific needs.

Randall Manufacturing is an industry leader in temperature zoning products, delivering a complete range of integrated product solutions to the foodservice industry. Transportation items include bulk-heads, center divide systems, strip curtains and chutes. Their specialty warehouse products include insulated curtain walls and air doors, plus insulated boxes, bags and pallet covers. For more information about Randall Manufacturing, visit www.randallmfg.com.



Whiting CommandLIFT Remote Door System

*Enhanced Safety, Security for
Trailer Roll-Up Door Applications*

A new offering from Great Dane supplier Whiting Door Manufacturing Corp., is the CommandLIFT remote control door system. Designed for most trailer roll-up door applications, CommandLIFT eliminates the need for drivers or warehouse personnel to have to manually open and close roll-up rear doors.

With the push of a button, the CommandLIFT remote door system provides added security and convenience, and increases productivity while reducing driver fatigue and the strain and injuries often associated with opening and closing trailer doors.

With CommandLIFT, street-level deliveries can be handled without climbing up and down the back of the trailer to close the door. The system also makes it easier to keep doors on refrigerated trailers closed during delivery operations, enhancing cargo protection. For security, it takes 600 lbs of force to overcome CommandLIFT in the closed position.

For safety and cargo protection, CommandLIFT stops and reverses if it hits any obstruction. In addition, the system is available with two integrated Luma Bar LED lights that provide additional illumination with very little current draw.

The lights stay on for 15 minutes when the door opens and turn off one minute after the door closes.

CommandLIFT also helps maximize roll-up door service life through its controlled openings and closings. Mounted in the center of the trailer ceiling, CommandLIFT operates the door evenly and smoothly, traveling at 7 inches per second.

CommandLIFT is composed of several main components, including a low-profile track assembly mounted on the ceiling, a motor assembly and a remote control key fob. The direct-drive system, which requires a 12- or 24-volt power supply, provides long life and reliability because there are no chains or belts to wear out.

The system's fail-safe internal and external release system also means the motor unit can be easily disengaged from inside

and out, allowing for conventional door operation. 



WHITING
DOOR MANUFACTURING CORP.



CASE STUDY



In It For the Long Haul

Great Dane Classic Reefers a Smart Investment for Maines Paper & Food Service

“It would be easy to approach a capital requisition for new trailers by looking for the least expensive alternative,” relates Mike DiLarso, New England Division President of Maines Paper & Food Service, Inc. “We could compromise on quality and save money, but in the long run that means compromising on having the best equipment to deliver goods to our customers. We buy Great Dane reefers for our fleet because they last for the duration.”

Headquartered in Conklin, N.Y., Maines Paper & Food Service was founded in 1919. Still family owned and operated, the company is one of the largest independent foodservice distributors in the country. Operating from nine distribution centers in seven states, it provides over 30,000 items to customers in 33 states.

Formerly the vice president of operations at Maines, DiLarso uses the experience he gained to oversee the centralized specification and purchasing of trailers for the entire company. Currently, Maines operates about 200 Great Dane Classic multi-temp reefers. Over 100 of the trailers have been fielded in the past five years, and in 2010, the company has plans to add 90 Classics to replace older units in its operation.

Maines values its relationship with Great Dane and their dealer, Northeast Great Dane in New Jersey, to stay abreast of the latest

innovations and solutions for their business. “Those relationships are especially important because with different specs required by different divisions you have to stay on top of everything,” DiLarso said.

Operating 28-, 36- and 48-ft Classic reefers with a mix of Thermo King and Carrier Transicold refrigeration units, the Maines fleet includes models with either duct or flat floors, some with moveable bulkheads and others with center dividers, both supplied by FG Products. Waltco liftgates are spec’ed on some trailers.

Great Dane also fits most of Maines’ trailers with specially built side door platforms. The system includes a stanchion and safety chain that extends from the open door to prevent a driver from inadvertently stepping off the platform. Ramps carried under the trailer attach to the rear facing edge of the platform for ease of unloading. All units also feature Grote LED wiring and lighting systems, including rechargeable battery-powered LED spotlights at door locations.

“One of the goals established by the senior executive team, CEO Chris Mellon and COO Terry Walsh,” DiLarso says, “is to spec trailers that help differentiate Maines as a provider of exemplary distribution service. We want our customers to know that we’ve spent money on the technology it takes to maintain the quality of products they buy from us.”

That objective has led Maines to adopt some unique specifications available only on Great Dane reefers. On a previous group of trailers, for example, the company opted for PunctureGuard lining to protect interior walls from damage caused by load lock bars. For its latest trailer order, Maines has decided to spec Great Dane’s exclusive ThermoGuard interior lining. The revolutionary liner helps significantly reduce the thermal degradation that occurs with conventional reefer linings.

“We first saw ThermoGuard during a plant tour in Brazil, Ind.,” DiLarso relates. “Thermal integrity is very important to us because it’s very important to our customers. Managing the cold chain is critical so we made the decision to upgrade all of our new trailers with ThermoGuard.”

Another new standard specification on all Classic reefers fielded by Maines is CorroGuard, Great Dane’s exclusive spray-in-place impact-resistant coating applied to suspensions and support gear that helps fight corrosion. “Anything we can do to resist rust on the undercarriage of our trailers will benefit us in the long run,” DiLarso states.

“Our goal,” DiLarso continues, “is to operate our trailers for at least 10 years. In leasing terms, that’s a long time so our suppliers, including Penske Truck Leasing and Aim Nationalease, have to be comfortable with our specs. With the Great Dane Classics, they are.

“We could have saved money by spec’ing a different trailer,” DiLarso concludes, “but quality for the long haul is more important to us. We’re buying Classic reefers because, like us, Great Dane is always striving to be the best in the business.”

Enhancing Reefer Efficiency

Great Dane’s exclusive ThermoGuard interior lining is helping maintain thermal efficiency and maximizing useful reefer life for a growing number of customers. The innovative design of the revolutionary thermoplastic liner consists of a composite layer that seals the trailer’s insulation, significantly reducing the degradation caused by normal aging in trailers with traditional interior linings.

With ThermoGuard, cooling units do not have to work as hard, reducing cooling unit run-time hours and saving fuel. Recent testing of some of the first production line ThermoGuard-equipped Classic reefers indicated a loss of thermal efficiency—after more than four and a half years of service—comparable to just one year. Earlier evaluations after six, eight and 20 months of service revealed an almost insignificant reduction in thermal effectiveness.



CorroGuard Great Dane's Corrosion Protection Technology

Providing Superior Long-Term Performance

Protecting the underside of trailers from road abrasion and corrosion is an ongoing challenge. With increasing exposure to more corrosive de-icing chemicals as well as road hazards, traditional methods such as galvanizing are simply no longer up to the task.

CorroGuard, Great Dane's exclusive spray-in-place coating, is a solution for superior protection against impingement and corrosion that can result in rust and deterioration.

A .045- to .050-inch thick layer of polyurea hybrid thermoplastic elastomeric coating applied to sub-frames and support gear, CorroGuard was developed with unique properties specifically for trailer underbody protection. CorroGuard is:

- Extremely durable and will not cut, peel, chip or blister from impingement by from road debris or abrasive substances.
- Provides superior corrosion protection under normal operating conditions and is resistant to all current de-icing chemicals, including sodium chloride, magnesium chloride and calcium chloride materials.
- Flexible and is able to perform in all types of weather from extreme temperatures (-40 to 450 degrees F) and humidity to ice and snow, as well as remain pliable over time and withstand prolonged UV exposure.
- Washable due to its excellent substrate adhesion, so even under high pressure washing the coating will not flake or separate.

CorroGuard's proven quality and effectiveness result from its unique properties and Great Dane's internal quality controls, which do not include any outsourcing of the application process.

Now available in select Great Dane manufacturing plants, CorroGuard offers a level of protection unmatched for combating corrosion on trailers by any other alternative. 



*A key component of Great Dane's
Total Protection Package*



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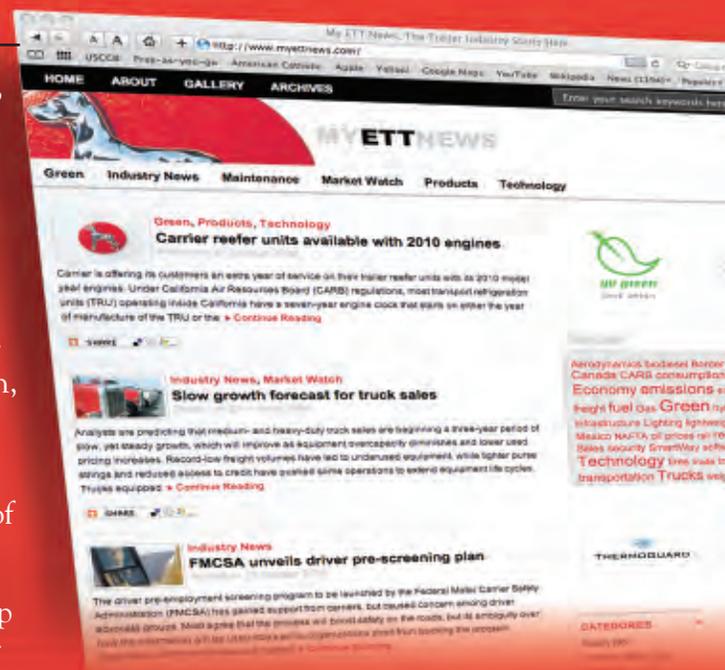
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IS CORROSION EATING AWAY AT YOUR BOTTOM LINE?



*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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