

# *Evolving Trailer* *Technology*

V14 • 3



## **The Silver Lining**

*ThermoGuard Saves Money, Fuel*

## **The Great Guardian LT**

*Johnson Refrigerated Truck Bodies*

## **Distinctive Doors**

*Great Dane Side Doors Stand Apart*

# 2012 Events Calendar

## October

October 29-31  
IFDA – International Food Distribution Association  
Las Vegas, Nevada

## November

November 2-4  
Cam Expo  
Quebec City, Quebec, Canada

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## Questions or Comments?

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Great Dane Trailers  
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## Focusing on the Future

Dear Customer,

Given the uncertainty of our see-saw economy and ongoing regulatory changes for our industry we find ourselves not only focusing on solutions for the current market but also trying to predict needs of tomorrow. At <Location> we are working hard to empower you with tools to make sound decisions relevant to your fleet today and the peace of mind knowing we can help you adapt to changes when they occur.

The combination of innovation and technology is crucial to positive change and growth over time. Continually pursuing innovative manufacturing processes, design, materials and service options based on customer feedback has been part of Great Dane's business model for 100 years. At <Location> we are proud to be able to provide you with products and services that have stood the test of time. But we also deliver to your doorstep breakthrough advancements in trailer engineering that can drastically improve your bottom line and potentially change the course of your business in the future.

As you read through this issue of Evolving Trailer Technology, you'll find case studies of customers who depend on Great Dane to provide consistent quality. There's the Arkansas trucking company owner who has relied on the durability of Great Dane reefers to help to grow his company for nearly 40 years and the lumber company based in New Mexico that has used Great Dane platform trailers exclusively for more than 20 years because of their value and reliability. You will also read about some of the innovations designed by Great Dane's R&D engineers to impact the future of your operation, like ThermoGuard—the only reefer liner proven to reduce operating and maintenance costs, increase efficiency and resale value and extend the useful life of a refrigerated trailer.

At <Location> we have a vested interest in the long term success of your business. Our job is to help you reach your performance goals today, but you can trust that we are also well-equipped to take on the challenges of change with you.

We appreciate your partnership and your business!

Regards,

Dean Engelage  
Executive Vice President, Sales and Strategic Planning  
Great Dane



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*Evolving Trailer Technology is published by  
Great Dane.*



# Rolling Billboards

Using trailer graphics to build brand awareness

**H**ow many customers see your trailers each year? It is estimated that delivery vehicles generate millions of visual impressions while on the road, making vehicle graphics an extremely effective form of advertising. A growing number of fleets are now using their trailers to build brand awareness.

“What’s changed is how carriers view vehicle graphics,” said Denny Smith, VP of sales and operations at TKO Graphix, a provider of vehicle and building graphics design, manufacturing and installation services that serves many well known fleets, as well as suppliers like Great Dane Trailers. “Graphics can be of real value to Great Dane customers by helping to create an image that is unique and memorable. There is no better way to market a company than to put its name on a trailer.”

Smith went on to say that graphics capabilities are greatly enhanced today by the latest digital technologies and the availability of high quality materials. For example, advances in digital printing enable companies to produce graphics quickly, accurately and cost effectively.

“New graphics are also more consistent in color and design, and are removable, in some cases up to seven years after being applied,” Smith added. “Repositionable decals allow companies to change their brand message or create a new identity when an acquisition takes place or when a trailer is being prepared for resale.” 3M Commercial Graphics recently introduced new colors to its line

of Scotchprint vehicle wraps, offering fleets an even greater number of finishes, textures and colors to create customized designs that stand out. The new colors increase the selection to a total of 39 options.

It takes four components to make a graphic message stand out, 3M notes, including a great design, the right graphics materials, a skilled graphics manufacturer and an expert graphics installer. 3M now offers programs for installers.

TKO Graphix provides Great Dane customers with one-stop graphics services, including manufacturing and installation. The company operates on the assembly lines at the Statesboro, Georgia, Jonesboro, Arkansas, and Terre Haute and Brazil, Indiana plants. In conjunction with the rebranding of Great Dane products, TKO is also updating signs and logos on all company buildings nationwide.

Today, anything a fleet can imagine can be designed, manufactured and put on any trailer. Made possible by advanced technology, the investment in literally “driving a brand message” is often pennies on the dollar compared to other forms of advertising. 📍



## Statesboro Plant Delivers First Customer Trailer to Rowland Transportation

Great Dane's new refrigerated trailer plant in Statesboro, Georgia recently celebrated the completion and delivery of the facility's first customer order, an Everest TL refrigerated trailer, for Rowland Transportation of Dade City, Florida.

"It's exciting to see customer trailers rolling off of our assembly lines here in Statesboro," plant manager Kevin Black said. "We've made tremendous progress since opening our doors earlier this year—all made possible due to the hard work of our dedicated plant employees and community partners."

In taking delivery of the trailer, Rowland Transportation president Doc Hyder commented on his family's long-standing relationship with Great Dane. "Great Dane has been a leader in the field of refrigerated transportation, which is why my family has used them for 70 years. Our relationship with Great Dane goes back to the 1940s when my great-grandfather hauled fresh produce out of

Florida and North Carolina to Boston, using wet bed ice bunkers to keep the product cool."

Hyder is a Florida native with strong ties to the trucking industry. He started work with his family's business in 1983, but can trace his trucking roots back to the 1920s when his great-grandfather began Clay Hyder Truck Lines. The Hyder family expanded its business hauling commodities and foodstuffs, such as tea out of Boston and sugar from Savannah, and was one of the first carriers to haul fresh and chilled citrus products out of Florida to the Carolinas. Doc's grandfather, father and uncle continued that tradition through the years. Today Rowland Transportation mainly consists of hauling refrigerated food products throughout the country, with a focus in the Southeast region.

*Pictured above from left to right: Don Jones, Rowland Transportation Driver; Michael Chitty, Great Dane Sales Engineering Coordinator; Scott Anderson, Great Dane Sales Representative; Doc Hyder, Rowland Transportation President; Doug Kenney, Great Dane Branch Manager; and Kevin Black, Great Dane Plant Manager.*

## Great Dane Realigns Sales and Branch System

Great Dane recently restructured its sales and branch system to better serve the growing needs of the aftermarket. As part of the new structure, Jon Jeffries joined the company as Vice President and General Sales Manager. In this newly created role, Jeffries will lead all dealer and branch sales, national accounts, pre-owned trailer sales and sales administration activity. He will report directly to Dean Engelage, Executive Vice President of Sales and Strategy.

As part of the realignment, Great Dane promoted Dave Durand to Vice President, Aftermarket. In his new position, Durand will continue to oversee the Great Dane Aftermarket Parts Division and will assume responsibility for Great Dane's aftermarket operations, distributor development and aftermarket fleet services.

# The Great Guardian<sup>LT</sup>



Highly customizable, offering maximum payload capacity and superior thermal efficiency

**J**ohnson Refrigerated Truck Bodies provides innovative delivery solutions for store and home delivery of refrigerated and frozen products. The newest offering from Johnson, a Great Dane company, is the Guardian LT reach-in, a highly customizable refrigerated truck body.

To maximize payload capacity for customers without sacrificing durability, Johnson has redesigned the structure of the Guardian LT body to reduce weight. The lighter weight body also allows some operations to consider a less costly, lower GVW chassis, which also helps save fuel.

Aluminum dividers, shelving and refrigeration unit supports, and a newly designed stronger bed frame and bumper all help reduce mass. The low body height also contributes to weight savings by eliminating the need for side steps, while a low ground-to-floor height helps reduce injuries and insurance claims.

The Johnson Guardian LT is equipped with the industry's only polymer automotive style, automatic door lock system, which reduces weight and eliminates corrosion. With one click, the electronic key fob option locks all body doors and the cab. The patent

pending security system also has a Body Lock-out Switch option that locks product compartments and cuts power to those locks only, a critical feature when maintenance or repairs are being performed on a loaded vehicle.

Refrigeration options for the Guardian LT include mechanical units from Thermo King and Carrier as well as Johnson's AE100 deep frozen cold plate refrigeration system that maintains a -5 to -20°F temperature range. An all-electric refrigeration requiring no fuel, the system is an emission-free alternative, and with few moving parts needs little maintenance. Multi-temp options are available.

Optimizing thermal efficiency on Guardian LT bodies are the same advanced insulating methods used by Great Dane on its line of Everest reefers, the industry's most thermally efficient refrigerated trailers. The foaming process delivers maximum thermal performance by achieving consistent insulation thickness, and the void-free application produces consistently flat, smooth interior lining surfaces.

The Guardian LT can be configured with three, four, five or six doors per side and a rear door is an available option. The enhanced door seals feature a four-chamber gasket seal for extra protection against the loss of cool air or the intrusion of ambient air.

Highly efficient, lightweight and built to last, Johnson Refrigerated Truck Bodies' Guardian LT offers everything a wide range of customers need in a premium refrigerated truck body.



Johnson's exclusive automotive style locking system with a key fob option saves drivers time when compared to traditional hardware with individual key locks.



# Lean & Green

Johnson's Guardian LT delivers for Deli Express



**W**hen Gregg Hodgdon, fleet manager at Deli Express/E.A. Sween Company, identified suppliers that could co-develop a fuel-efficient, lightweight and cost-effective delivery truck, Johnson Refrigerated Truck Bodies was high on the list.

For Hodgdon, Johnson and the Guardian LT, built with food service and delivery fleet needs in mind, became the obvious choice. The new model offers more capacity and weight savings, in addition to the body's thermal performance, which results in reduced fuel consumption needed to keep the cargo area at a desired product temperature.

Deli Express/E.A. Sween Company's focus for its sustainability standards was on a truck body that would carry a typical day's load without adding unnecessary weight. Fresh and frozen compartments were also part of the design.

The Guardian LT's durability design was also an attractive feature for Deli Express/E.A. Sween Company. By allowing the body to last the life of several chassis, the company noted, the design is the true definition of sustainable.

The newest Deli Express/E.A. Sween Company delivery trucks with Guardian LT bodies are built on Isuzu ECOMAX chassis rated 12,000 lbs GVW. Refrigeration units for the vehicles are Thermo King V-520 RT Spectrum direct drive models.

"For us it's a big win on many fronts," said Hodgdon. "We're pleased that we could significantly improve our fleet's carbon footprint through an innovative solution that also saves money without sacrificing customer satisfaction."

Deli Express/E.A. Sween Company currently has several Guardian LT equipped trucks on the road and more planned for production. The vehicles in the field are already demonstrating a nearly 50 percent improvement in fuel economy over the fleet's previous models.

Deli Express/E.A. Sween Company is a family-owned business that produces and distributes hot and cold sandwiches to more than 26,000 convenience, grocery and drug stores, and vending and other food outlets. Deli Express route trucks provide direct store delivery in 26 states. 🇺🇸



# Strong Relationships, Reliable Reefers

Bill Davis Trucking forges ahead with Great Dane reefers



Mentors and strong relationships have made all the difference for Bill Davis, owner of Batesville, Arkansas-based Bill Davis Trucking, Inc.

Growing up, Davis took his first breath of the trucking industry as he worked weekends with his father, who supervised large rigging operations at various job sites. This introduction to the trucking world was later augmented by the lessons and friendships of other truckers, who Davis says mentored him and developed in him a “burning desire to own and operate trucks.” They also gave Davis opportunities to study the trucking business from the ground up, and he later learned even more as a truck salesman for a dealer in Little Rock. These experiences led up to 1975 and the beginning of Bill Davis Trucking, Inc.

The two-truck operation flourished to its present coast-to-coast scope. Much of that success stems from Davis’ strong relationship with his wife Gail. For the last 36 years, Davis has run the company with his wife, and together, they have been successful

in not only their marriage and trucking, but in several other ventures outside the business. For 22 seasons until 2008, Davis owned Bill Davis Racing, Inc., where he fielded teams in all three series of NASCAR. His operation won the prestigious Southern 500 in 2000 and the Daytona 500 in 2002, the Truck Series Championship in 2008 as well as many pole positions and other races. The Davis’ also own Chimney Rock Cattle Co. in Concord, Arkansas, where they have registered and commercial herds of Brangus cattle.

Throughout the years, the husband and wife team has grown their company to a 48-state refrigerated hauler with a fleet of 36 tractors hauling 50 trailers. Most of the company’s outbound loads consist of dry food and household goods while refrigerated produce loads are the business’ mainstay. This makes Davis’ relationship with his reefer provider all the more important. “In our business, every load has to count, and we want to run every mile loaded if possible,” Davis says. “That’s why we buy only Great Danes.”



"Like a lot of trucking companies these days, our trade cycles are a bit longer than usual so we spec for longevity," he adds. "Great Dane has done a very good job of building a trailer we can use for many years."

Davis currently has 30 Super Seals and is ordering more of the Everest SS models this year. "One reason for this choice was a cost point that makes sense, and at the same time the inside height of the Great Dane reefers provides opportunities for all types of high cube loads," he says. "In addition, the durability of the Great Danes means we can run them for a long time and they are still in good condition. No other trailer has as much acceptance in the resale market as a Great Dane."

Bill Davis Trucking's newest Everest SS reefers are 53-ft models equipped with Carrier 2500A refrigeration units. Specs include stainless steel for rear impact guards and wing plates on the landing gear, PunctureGuard interior lining, Hendrickson air ride suspensions, Meritor Tire Inflation Systems and wide base single tires on aluminum wheels.

Maintaining that connection with Great Dane is a prime example of the one lesson that rings truest for Davis - the immeasurable value of strong, long term relationships with family, friends and customers.

"We still run many of the same lanes for customers that have been our clients since we started this company. We also have people that have worked for us for a long time, and that's especially gratifying in a business that's known for a lot of turnover," Davis says. "The same is true of suppliers like Great Dane. They make a great product and are a company that's in this business for the long haul, just like us. We know we can depend on Great Dane, and for us that's a big part of what it takes to continue to be successful." 

# ACTION REQUIRED

## Verify Your Refrigeration Unit Compliance Status

Beginning January 1, 2013, freight brokers, forwarders, shippers and receivers will be required to only hire carriers that dispatch Transport Refrigeration Units (TRUs) compliant with California's in-use performance standards. With this new regulation, carriers will be required to provide proof-of-compliance to the hiring entity verifying they can transport refrigerated goods on California highways.

To guarantee compliancy, check the California Air Resources Board (ARB) "100 Percent-Compliant Carrier List." Carriers are encouraged to examine the list and act now to clear up any discrepancies in registration information.

Many carriers still need to enter their U.S. DOT Motor Carrier Numbers in the system and all need to verify the serial numbers for registered TRUs are correct. Newer models have been matched with serial numbers supplied by manufacturers, but still need to be checked against the unit's actual serial number to ensure accuracy. Discrepancies may require fleet manager attention.

If a TRU's serial number provided by the registrant does not match the serial number provided by the manufacturer, the TRU status may have been changed from "compliant" to "pending verification." Fleet managers must log into the system to correct any TRU data with a "pending verification" status. Fleet managers with large numbers of units registered can download a complete list of units. In addition, when a TRU's compliance information changes, the carrier must update the data as soon as possible to ensure current information is used to determine compliance status. The 100 Percent-Compliant Carrier List is updated in real time.

### For more information:

**Registration:**

<http://www.arb.ca.gov/arber/arber.htm>

**Help Pages:**

<http://www.arb.ca.gov/arber/trureg/trureg.htm>

**TRU Regulation:**

<http://www.arb.ca.gov/diesel/tru/tru.htm>

**TRU Advisories:**

<http://www.arb.ca.gov/diesel/tru/advisories.htm>

**Help Line:**

(888) 878-2826 or (916) 327-8737



# THE SILVER LINING

Research Details the Many Benefits of Great Dane's Patented Reefer Liner

The benefits of ThermoGuard are both real and quantifiable. In-house and independent testing over a period of seven years show that ThermoGuard can significantly reduce a refrigerated trailer's operating costs while extending its useful life in most every type of operation.

## IMPROVED INSULATION PERFORMANCE AND LONGEVITY

Laboratory testing indicates that while traditional liners allow rapid thermal degradation, trailers originally equipped with ThermoGuard show significantly improved insulation performance and longevity. Great Dane testing of in-service reefers with ThermoGuard has indicated a loss of thermal efficiency comparable to just one year after more than seven years of service.

## DECREASED COOLING UNIT FUEL CONSUMPTION

ThermoGuard produces significant cooling unit fuel savings in most every type of refrigerated trailer operation, with most operations generating average savings of almost 1,000 gallons over the life of the trailer.

## REDUCED COOLING UNIT RUN TIME

Better insulation performance can result in saving cooling unit run-time hours and savings in cooling unit fuel costs. Depending on the type of refrigerated trailer operation, testing has shown that ThermoGuard can potentially reduce cooling unit run time 1,000 hours or more over a seven year period. ThermoGuard can also reduce the need to purchase excess capacity cooling units to compensate for decreasing insulation performance over time.

## INCREASED PUNCTURE AND IMPACT RESISTANCE

The inherent stiffness in ThermoGuard comes from its high glass content and the placement of the glass material in the liner. This unique liner offers an excellent combination of stiffness and strength, and significantly better mechanical performance than traditional liners. In addition, ThermoGuard remains pliant over time, so impacts from loading equipment are less likely to cause the liner material to crack or puncture. In comprehensive tests measuring strength and impact resistance, ThermoGuard was found to be one fourth to one third stronger than competitive products. Other tests revealed it has up to 50 percent more impact resistance.

## REDUCED TRAILER WEIGHT

At .070 inches thick, ThermoGuard is considerably lighter than traditional plywood and FRP linings, which can reduce trailer weight up to 200 pounds, increasing cargo capacity and reducing fuel costs.

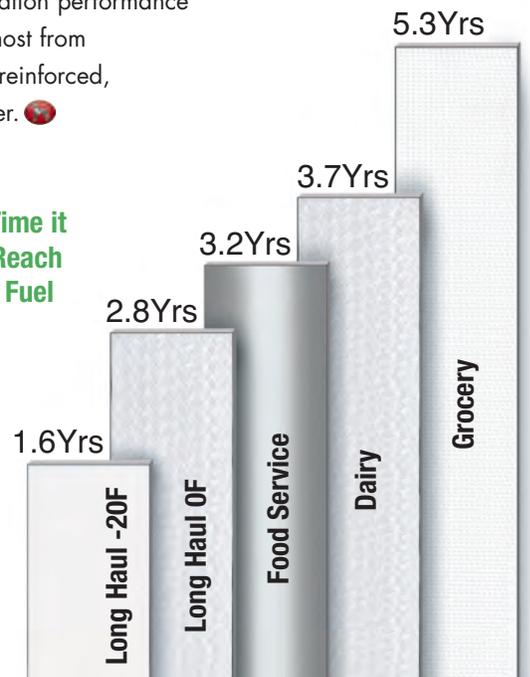
## TRAILER VALUE RETENTION

With ThermoGuard there is reduced cause for refrigerated trailers to lose value and become less efficient and productive due to decreases in insulation performance as the trailer ages. Additionally, ThermoGuard's puncture-resistant lining helps the trailer maintain a like-new appearance, increasing resale value.

## WHO CAN BENEFIT FROM THERMOGUARD?

Research has proven that virtually all refrigerated trailer operators can derive some type of benefit from ThermoGuard. However, customers that place the greatest demand on insulation performance will benefit the most from the unique glass-reinforced, thermoplastic liner. 🚛

Average Time it Takes to Reach \$1000 in Fuel Savings.



*Calculations are based on fixed diesel fuel cost of \$4.00 per gallon and assume representative operational factors and conditions for each operation type specified. Your results will vary based on your trailer's specific operating parameters, including items such as trailer UA, cooling unit capacity and fuel burn rates, door openings and average outdoor temperatures.*

Scan this QR code to watch our ThermoGuard video, or visit our website at [www.greatdanetrailers.com/thermoguard](http://www.greatdanetrailers.com/thermoguard) for more details.





# DISTINCTIVE DOORS

Side doors  
unlike any other  
on the market

**U**nlock the latch to a distinct alternative in trailer side door design. Great Dane's elimination of protruding outer lock rods on trailer side doors greatly reduces the potential for damage, and recessed door hinges prevent costly repairs while still ensuring a full 180 degrees of opening.

Efficiency and cargo protection are also built into the durable side door lock system. While outer lock rods only provide two or three points of positive contact, Great Dane's Blade Lock design for side doors puts constant pressure on the doors' dual compression seals for the full height of the opening, ensuring a tight seal.

Side door frames on Great Dane trailers also contribute to overall trailer durability. Made from high-yield strength aluminum alloy extrusions that incorporate the recessed hinges and lock jams for the blade locks, the frames ensure straightness. In contrast, steel framing is usually fabricated and welded, causing warping and reduced sealing potential. In addition, stainless steel fasteners are used throughout the Great Dane design. A variety of interior options can be matched to the trailer interior, including scuff bands and cargo track.

All Great Dane trailer side doors located in high stress areas contain partial or full

shrouding. These shrouds are integral to the doorframe, wrapping the top and sides. The bottom of the door opening is also reinforced along the exterior of the bottom rail with stainless steel or aluminum, extending a minimum of 24 inches ahead of and behind the door openings.

This unique side door design not only provides functionality and durability over the entire service life of a trailer, it also lowers the total cost of ownership for our customers. 📍



# Lumber Support

Dodson Lumber continues to choose Great Dane combo platform trailers

"We're not in the trucking business. We're in the lumber business and the last thing we need is trailer trouble," says Derrick Chavez of Dodson Wholesale Lumber Co., Inc.

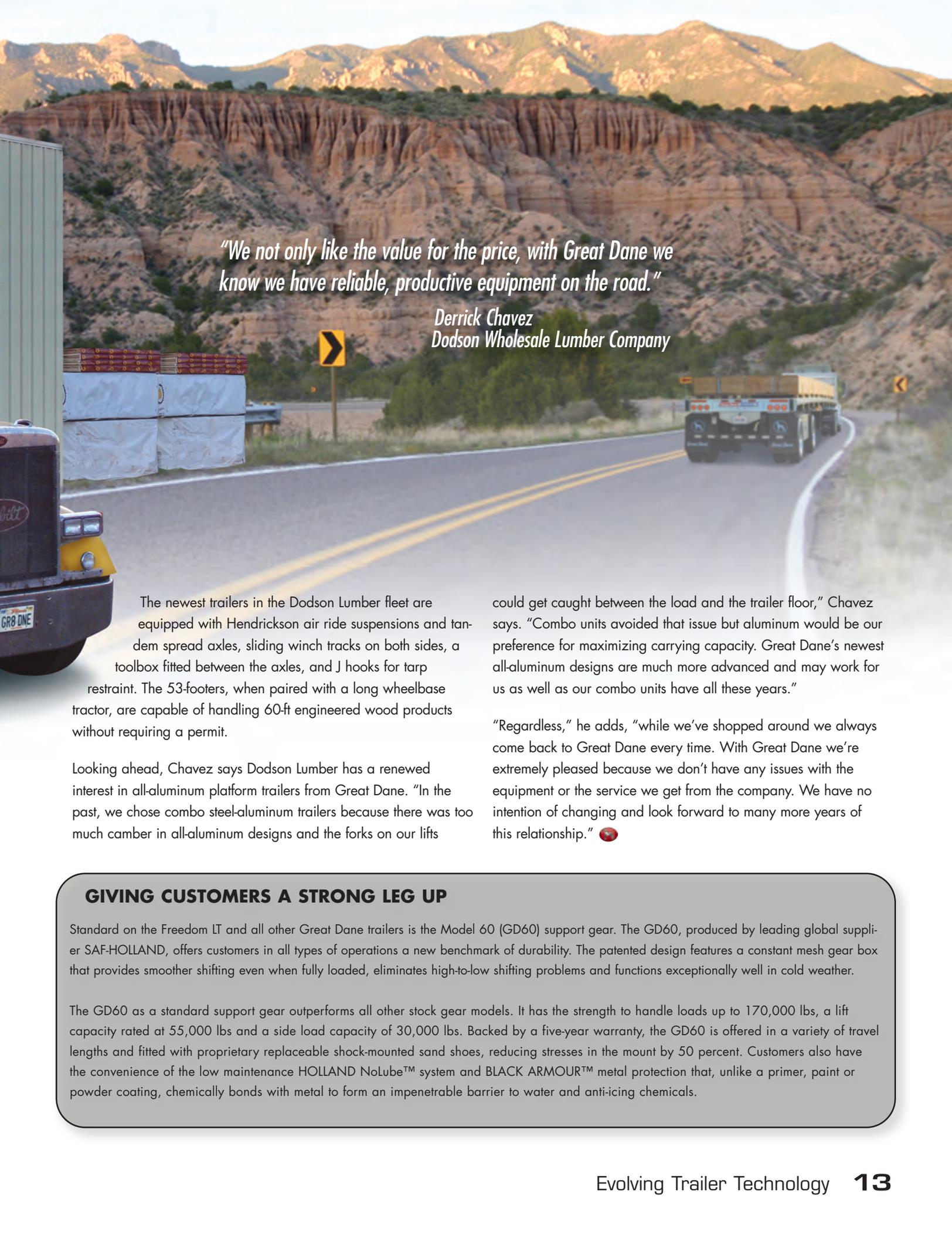
That is why, since 1990, Dodson Lumber has used Great Dane flatbed trailers exclusively.

"We not only like the value for the price, with Great Dane we know we have reliable, productive equipment on the road," Chavez says.

Dodson Lumber's trailer of choice is the Great Dane Freedom LT, a combination steel-aluminum model. Currently, the fleet of 11 trailers includes 2010 model year 53-ft by 102-inch combos as well as a few 2002 model year flatbeds. The company's tractor fleet includes seven Peterbilts.

Based in Roswell, New Mexico, with a second facility located in Lubbock, Texas, Dodson Lumber has been a privately owned wholesale lumber, plywood, and engineered wood products dealer since 1955. It sells its "goods from the woods" to independent lumberyards and major chains in New Mexico, Arizona, Colorado, Texas and Oklahoma.

"Our typical haul is a few hundred miles and most of our trailers are back at our facilities every day," Chavez remarks. "Loads can include a single stop or as many as five deliveries, and we also haul some products back to our two locations. By fielding more trailers than tractors we can load empty trailers at our facilities a day in advance and always have enough vehicles available to meet customer needs."



*"We not only like the value for the price, with Great Dane we know we have reliable, productive equipment on the road."*

*Derrick Chavez  
Dodson Wholesale Lumber Company*

The newest trailers in the Dodson Lumber fleet are equipped with Hendrickson air ride suspensions and tandem spread axles, sliding winch tracks on both sides, a toolbox fitted between the axles, and J hooks for tarp restraint. The 53-footers, when paired with a long wheelbase tractor, are capable of handling 60-ft engineered wood products without requiring a permit.

Looking ahead, Chavez says Dodson Lumber has a renewed interest in all-aluminum platform trailers from Great Dane. "In the past, we chose combo steel-aluminum trailers because there was too much camber in all-aluminum designs and the forks on our lifts

could get caught between the load and the trailer floor," Chavez says. "Combo units avoided that issue but aluminum would be our preference for maximizing carrying capacity. Great Dane's newest all-aluminum designs are much more advanced and may work for us as well as our combo units have all these years."

"Regardless," he adds, "while we've shopped around we always come back to Great Dane every time. With Great Dane we're extremely pleased because we don't have any issues with the equipment or the service we get from the company. We have no intention of changing and look forward to many more years of this relationship." 🚛

## **GIVING CUSTOMERS A STRONG LEG UP**

Standard on the Freedom LT and all other Great Dane trailers is the Model 60 (GD60) support gear. The GD60, produced by leading global supplier SAF-HOLLAND, offers customers in all types of operations a new benchmark of durability. The patented design features a constant mesh gear box that provides smoother shifting even when fully loaded, eliminates high-to-low shifting problems and functions exceptionally well in cold weather.

The GD60 as a standard support gear outperforms all other stock gear models. It has the strength to handle loads up to 170,000 lbs, a lift capacity rated at 55,000 lbs and a side load capacity of 30,000 lbs. Backed by a five-year warranty, the GD60 is offered in a variety of travel lengths and fitted with proprietary replaceable shock-mounted sand shoes, reducing stresses in the mount by 50 percent. Customers also have the convenience of the low maintenance HOLLAND NoLube™ system and BLACK ARMOUR™ metal protection that, unlike a primer, paint or powder coating, chemically bonds with metal to form an impenetrable barrier to water and anti-icing chemicals.

# Skirting Harm's Way

The new shape of Laydon Composites Ltd. TRAILERSKIRT W averts road damage

Anything but meek and tired, the new TRAILERSKIRT W from Laydon Composites Ltd. (LCL) breathes bold functionality and common sense into an old skirt fashion.

Ingenious in its design, this trailer aerodynamic device, both California Air Resources Board (CARB) compliant and EPA SmartWay approved, mounts in the center of the underside of Great Dane dry van and refrigerated trailers, unlike two-sided skirts that sit exposed to road elements. The single piece wishbone shaped fairing is fitted in front of the slider where it is less susceptible to damage.

With the TRAILERSKIRT W, the center-mounted panel is independent of the rear deflector and will bend in either direction, always returning to the center position. The design employs stainless steel and zinc-plated hardware, including an injection-molded clamp and flexible spring to allow the panel to bend, flex and absorb impacts.

Using newly redesigned mounting struts the panel is placed so it will not be

contacted by the slider in its most forward position, or interfere with fuel tanks on refrigerated trailers or spare tire carriers.

TRAILERSKIRT W is made from a Crane Composites panel that uses a woven thermoset composite for strength and durability, and weighs just 129 lbs. Two technicians can install the aerodynamic device in less than one hour, cutting downtime and proving that TRAILERSKIRT W is more than just fashion forward, but a practical solution to the wear and tear of the road.

In response to fleet concerns about complexity, damage potential, and SmartWay and CARB compliance, according to the company, LCL took a new approach when designing TRAILERSKIRT W. Goals included meeting the five percent minimum fuel savings requirement for compliance and delivering the lowest installed weight and cost of any EPA or CARB certified device. CARB rules mandate trailer aerodynamics on all 2011 model year 53-ft trailers and a phase-in period for retrofitting older vehicles. 🚚



# PuR Genius

Prolam PuR prevents water intrusion for ultimate trailer floor protection

It doesn't take a genius to see the benefits of the Prolam Polyurethane Reactive (PuR) coating for wood floors. On Great Dane trailers, PuR can be applied to provide a superior moisture barrier, increase durability and reduce floor maintenance costs.

Flooring manufacturer Prolam offers hot-melt PuR to resist moisture intrusion from underneath the trailer, especially in areas like trailer wheel locations that are more prone to degradation. Its viscosity, according to the manufacturer, allows PuR to adhere perfectly to wood, creating a solid bond and providing a single uniform barrier against moisture. PuR can even bridge wood defects, knots and critical areas like butt-end joints.

Prolam also notes that PuR provides superior moisture resistance because it has a thickness of .010 inches compared to .0035 inches for water-based coatings. The thinner water-based coating breaks down when subjected to intense water spray and road debris, causing the wood to absorb moisture, warp, swell and deteriorate glue bonds.

In sandblast tests, PuR was 11 times more abrasion-resistant and outperformed water-based trailer coatings in tests measuring strength, resistance to abrasion, adhesion and water absorption.

With PuR from Prolam, Great Dane customers have access to an intelligent, effective and efficient solution to what could otherwise be a costly problem. 🚚

Scan with your QR code reader to watch the PuR video.



DID YOU KNOW?

# Blizzard Busting

## Preparing trailers for cold weather operation

**F**or all trailers, and especially those that spend time in winter climates, entering the season is a good time for extra care. Early and pre-season preventive maintenance and inspections on trailers heading into cold weather operations may avoid costly

repairs and downtime on the road. Follow these cold weather maintenance tips, and you will be on your way to beating the next blizzard.

### Cold Weather Maintenance Tips:

- Purge the air system of water to avoid freeze ups, and splitting of lines, fittings and valves.
- Inspect lighting and electrical connections for corrosion. These areas will worsen with increased moisture and road de-icing agents.
- Install dielectric grease in all electrical connections.
- Inspect flat deck, van and reefer bodies, and couplers areas, rear frames and crossmembers, for corrosion. On older equipment especially, already corroded equipment will worsen with increased moisture and road de-icing agents.
- For auxiliary items such as tailgates, check charging system connections for corrosion, test battery condition and look for oil leaks that may worsen in colder, more demanding temperatures.
- Install arctic grade grease in dolly legs and hitching equipment lube points.
- Install wheel turn indicators that are easily visible to the driver.
- Check tire air pressures at the first frost and at 30-day intervals throughout the winter season.
- Drain all moisture from air tanks and valves and flush the emergency brake circuit with air brake antifreeze.
- Ensure gladhand seals are in new or like new condition.
- Drain summer fuel from reefer tanks or dilute with a winter diesel blend.

### Fighting Corrosion

With increasing exposure to more corrosive de-icing chemicals as well as road hazards, protecting the underside of trailers, especially during winter, is an ongoing challenge.

Taking corrosion resistance a step further, CorroGuard, Great Dane's exclusive spray-in-place thermoplastic elastomeric coating applied to suspensions and support gear, provides superior long-term protection from corrosion. A .045- to .050-inch thick layer of polyurea hybrid thermoplastic elastomeric coating applied to sub-frames and support gear, CorroGuard is developed with

unique properties specifically for trailer underbody protection.

Part of a complete package of comprehensive corrosion prevention solutions, CorroGuard is extremely durable and highly resistant to de-icing chemicals, road debris, climate fluctuations, and ice and snow. Air and water tight, it will not peel, crack, warp, flake or split under even the harshest of conditions. It also remains pliable over time and withstands prolonged UV exposure. 🚗



Scan the QR code to watch the CorroGuard video.

If every reefer trailer built this year had  
ThermoGuard lining, our industry could  
**SAVE MORE THAN 7.5 MILLION GALLONS**  
of diesel fuel annually.



**That's an average of 200 gallons saved per trailer.**

ThermoGuard's revolutionary patented design includes an exclusive metal barrier layer that seals the insulation — significantly reducing thermal degradation over time. The result is reduced cooling unit run time and maintenance. *And that's more money to your bottom line.*

Find out how much you can save...[www.greatdanetrailers.com/thermoguard-video](http://www.greatdanetrailers.com/thermoguard-video)



Exclusively from

***Great Dane***

***The only liner that helps maintain  
insulation performance for the life of the trailer.***

\*Fuel savings examples based on projected annual industry refrigerated trailer production in North America for 2012 and average annual savings over the life of a trailer. Individual results may vary based on factors such as trailer maintenance and operational load cycle.

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