

Evolving Trailer *Technology*

V16 • 2



Delivering the Goods

Custom spec'd reefers are a priority

Alpine | Light & Cool

The all-new JRTB truck body combines lightweight construction and thermal efficiency

Meeting Tight Demands

Customer's use of AdvantEDGE helps it hit short delivery windows

2014 Events Calendar

-  Great Dane Event
-  Johnson Refrigerated Truck Bodies Event

August

-  August 21-23
Great American Trucking Show (GATS)
Dallas, TX

September

-  September 28-29
National Lease Annual Meeting
Dallas, TX

October

-  October 1-3
National Trailer Dealer's Association (NTDA)
LaQuinta, CA
-   October 21-23
International Food Distribution Association (IFDA)
Indianapolis, IN

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Questions or Comments?

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Partnerships and Collaboration

Dear <Customer First Name>,

At <location>, we realize that more than ever before, partnership and collaboration are proving vital to meeting the challenges of today's trucking industry. We must look to build relationships across as broad a spectrum as possible. Teaming up with competent partners and thinking creatively about resources and materials allows us to cross the threshold from great to exceptional.

Nurturing our existing relationships is also a fundamental necessity. In this issue you will learn how one customer works with Great Dane to spec a variety of trailer lengths in its fleet so they can meet the high demands of their customers. Also, we feature another customer who relies on Great Dane to help add efficiency and cost savings to its fleet through our AdvantEDGE program.

Partnering widely and well also applies to other relationships. You will also find out in this issue of *Evolving Trailer Technology* how Great Dane teams up with Johnson Refrigerated Truck Bodies to create the most thermally efficient, high performance aluminum sheet-and-post truck body in the industry today.

As always, we truly value your partnership and appreciate your business.

Regards,

Brandie M. Fuller
Vice President, Marketing
Great Dane



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*Evolving Trailer Technology is published by
Great Dane.*

Alpine | Light & Cool



The all-new Alpine combines Great Dane's proven aluminum sheet-and-post construction with Johnson Refrigerated Truck Bodies' industry knowledge and expertise.

Johnson Refrigerated Truck Bodies (JRTB), in collaboration with Great Dane, has engineered the ideal combination of proven **sheet-and-post construction** with **exceptional thermal integrity**. The **all-new Alpine** is high quality, durable, lightweight and thermally efficient, delivering a high performance aluminum sheet-and-post truck body that meets the demands of the industry today.

Outside the Box

The Alpine comes equipped with carefully selected standard features—and has the ability to be customized to fit specialized needs. On the exterior, the Alpine's innovative body tie-down system provides secure mounting and reduced maintenance. Delivery, loading and unloading flexibility is made easier with a variety of rear door, side door, bumper, ramp and lift-gate configurations. As for ease of use, the Alpine makes loading and unloading easy as it's designed to accommodate the installation of a variety of steps, grabhandles and door releases.

Inside the Box

The interior of the Alpine is built for exceptional temperature control using high-tech panel foaming construction to provide consistent thermal performance. It also features seamless fiberglass lining for a clean, durable interior. Variable scuffband

options for lining and front wall protection can be incorporated as needed. In addition, customers can add cargo track to secure loads. The Alpine can also be equipped with interior lighting packages and multiple floor configurations to fit most every application.

Built to Order

The Alpine can be ordered in a variety of body length options, ranging from 16.5 to 26.5 feet. There are also height and width specification options available. The Alpine is designed to fit many needs and is ready to serve many markets including:

- Foodservice
- Frozen Food
- Dairy
- Meat
- Seafood
- Poultry Products
- Products
- Floral
- Ice
- Produce
- Vending

This adaptable, versatile, lightweight refrigerated body provides a durable option for refrigerated fleets—with the built-in quality Johnson Refrigerated Truck Bodies' customers have come to expect. It's one "cool" solution! 🐾



Delivering Excellence

Johnson Refrigerated Truck Bodies Delivers to the U.S. Army



When the best army in the world searched for a refrigerated truck body for its food distribution needs, the selected model had to meet specific requirements to qualify as a support vehicle on overseas assignments. After an extensive analysis of different manufacturers, the United States Army chose Johnson Refrigerated Truck Bodies (JRTB) as their approved supplier.

Qualifying to be a supplier for the armed forces is no easy task. Multiple audits and inspections are completed before and after the product is manufactured. These vehicles will be deployed overseas so the end user has to rely on the integrity and durability of the product. The manufacturing team in Rice Lake was very focused on

delivering the complete vehicle on time for this contract. Johnson's manufacturing team also worked very closely with the chassis OEM, Navistar, to coordinate the logistics of the power units pre- and post-production.

"Although comparatively speaking, the specs could have been produced by other competitive truck body manufacturers, the end user was very focused on three key factors that made Johnson's composite construction the best choice for their needs: durability, thermal efficiency, and low cost of ownership," says Eduardo Navarro, Director of Business Development for Johnson.

Spec'ing and building truck bodies using composites gave the end user the right combination of payload capacity and strength. The customer was especially pleased with the "fit and finish" of the trucks.

If Johnson can build a refrigerated truck body that tackles the hard conditions of overseas assignments and supports our troops, imagine what it can do for your business.

No matter what you transport—produce, dairy, ice cream, ice or food—Johnson Refrigerated Truck Bodies delivers. 



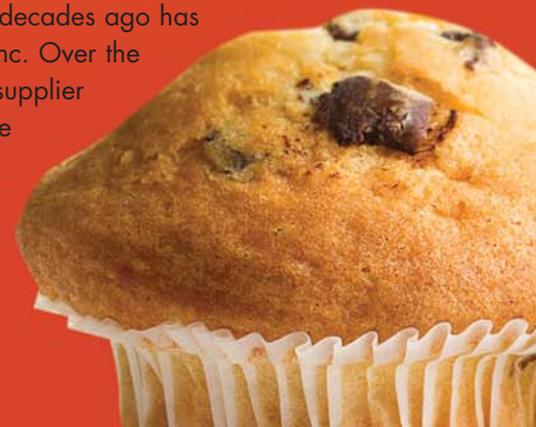


Sweet Success:

Meeting High Customer Demands

Ninety years in business, a corner donut shop has become international supplier

What began as a small but thriving bakery in Jackson, Michigan more than nine decades ago has evolved into the international bakery supplier known as Dawn Food Products, Inc. Over the years, the company has continually transformed itself, growing into a global bakery supplier that provides consistently high-quality goods and services to its customers. Through the years, Dawn has remained true to its core beliefs of maintaining a family business where every individual takes pride in their work.



"The superior insulating properties of Great Dane trailers help us deliver our high-quality products to our valued customers at the correct temperature—ambient, refrigerated, or frozen."

— Jeff Lardent, Regional Operations Manager

Meeting customer needs

To meet the requirements of its customers when delivering food products, the company relies on Great Dane Everest CL trailers. According to Jeff Lardent, Regional Operations Manager, "Our trailers are spec'd to cover a variety of needs so we can meet the high demands of our valued customers. We have deliveries that require a variety of equipment—from truck lengths (28ft., 36ft., or 48ft.), to lift-gates and multi-temps." In addition, for extra wall strength and cargo protection, the fleet uses Great Dane's proprietary PunctureGuard lining, and LED interior lighting to improve visibility during nighttime deliveries. We operate in all climates, from summers in the Southwest desert to winters in the Midwest and Northeast. The superior insulating properties of Great Dane trailers help us deliver our high-quality products to our valued customers at the correct temperature—ambient, refrigerated, or frozen."

Controlling costs

It is important to the fleet to control costs and the trailers it runs help the company's bottom line. Lardent says, "Costs are controlled by having standardized, reliable equipment with the required specs at all of our distribution centers nationwide. Our diverse customer base requires maximum flexibility of our equipment. We deliver to multiple types of businesses, from some of the largest retailers in the country to small, family-owned shops—many times on the same trailer on the same day. We encounter a wide range of delivery scenarios, from large distribution centers to strip-malls and downtown alleys. Flexibility is paramount."

Reliability and value

"Reliability and value were the reasons that we chose our Great Dane trailers," notes Lardent. Part of that value comes from the company's good relationship with its Great Dane dealer. "Our dealer, Royal Truck and Trailer, keeps us up-to-date on advancements in the industry and factory lead times to ensure we have the right equipment when we need it. Our dealer even takes care of the licensing for us."



EVEREST
CLASSIC **CL**

Customization in a class by itself

Offering extreme versatility, the Everest CL reefer can be divided into as many as three controlled temperature compartments and an ambient section to accommodate a variety of hauls. Whether your operation is in grocery, dairy, multi-temperature, or food service delivery, the Everest CL can be customized to meet your unique needs.

Key features:

- **Panel foaming process:** the industry's most advanced modular panel foaming process produces a more thermally consistent and high-performance product.
- **Long life floor system:** features a heavy-duty, 16,000 lb-rated aluminum duct floor automatically welded to seal out moisture. Composite sills support the floor continuously for maximum support and are anchored by sill screws that employ an organic multi-layer coating system that resists corrosion. An impact-resistant thermoplastic sub-pan completes the floor design creating an extremely durable floor.
- **Modular panel construction:** makes possible quick replacement of entire wall or roof panels with equally durable and thermally consistent panels.





INSIDE TRACK

DELIVERING the GOODS

Custom Spec'd Reefers for Grocery Store Customers are a Priority

While Great Dane continues to grow and thrive, it has not lost sight of its proud roots. It is still a family-owned business that puts a top priority on its relationships and partnerships with customers. Because of that commitment, the company listens intently to its customers' needs and challenges—and works to make the solutions a reality. A case in point is the relationships it continues to build with its grocery customers who rely heavily on their Great Dane reefers. Hauling temperature-sensitive loads requires a well-built refrigerated trailer. For those reasons, Great Dane regularly develops custom-spec'd reefers for grocers to provide the best model for their operations.

Right Specs are Key

Ensuring the right specification begins by selecting a new Great Dane Everest model refrigerated van trailer. Then grocery customers can customize the van by choosing top quality options such as:

- Heavy-duty aluminum radius corners to increase strength and puncture resistance
- Upper nose rail guards to further protect the trailer's front end
- Heavy-duty bottom rail reinforcement gussets and dock bumpers to protect against dock impact.
- Stainless steel roll-up rear frame "doubler" plates to further protect against dock impact
- A heavy-duty reefer cargo floor with a 20,000 lb forklift performance rating
- Custom built heavy-duty pallet stops to protect the trailer's interior front wall
- Heavy-duty extruded aluminum sidewall scuffbands
- ThermoGuard—Great Dane's patented reefer liner that helps seal the trailer's insulation to significantly reduce "out gassing" effects and weight gain over the life of the trailer from moisture intrusion

These special options not only help ensure that temperature-sensitive groceries are protected in transit from warehouse to store, but also that the reefer trailers provide a long service life for fleets. They also reinforce Great Dane's commitment to product integrity and highlight the company's interest in mutual success with its customers. The bottom line: helping grocers deliver the best service and the freshest products to their customers—because our partnerships rely on this expectation. 🐕



Tooled to Perfection

Automated torque tools provide the correct tension every time

Ever wonder how the quality “fit and finish” of Great Dane trailers is achieved? It is a direct result of attention to detail and the creative tool designs provided by the company’s Manufacturing Engineering department, which is responsible for equipment upgrades and improvements of the methods and tools used to build the trailers in your fleet.

The right tools are important for ensuring that every trailer built meets the stringent requirements of the customer. For example, the automated torque tools used in the company’s trailer construction provide guaranteed consistency for high-quality results. The five-spindle lug nut tooling equipment is currently in use at the Great Dane’s Statesboro (GA), Danville (PA), Brazil (IN), Terre Haut (IN), Jonesboro (AR), and Wayne (NE) plants. Without this automated equipment, an operator would have to use a torque wrench to properly torque each

lug nut onto a wheel. Applying precisely the right amount of torque is a physically demanding task requiring skill and controlled accuracy. The automated equipment simultaneously tightens five lug nuts quickly and guarantees the proper amount of torque each time. It also records the job for tracking and certification.

When the appropriate tool technology is not commercially available, the Manufacturing Engineering team creates its own automated solutions customized to fit Great Dane’s specific needs. Two of the company’s engineers have developed and successfully integrated eight original equipment designs into the manufacturing process. The custom equipment is engineered to help maximize quality and consistency. Development of an original equipment design can take six to nine months to complete, depending on the complexity of the project. The process includes approval of a concept, fabrication, testing and installation, and whenever possible, patents are secured to ensure that equipment designs and proprietary technology remain exclusive to Great Dane. That’s your guarantee that the trailers you purchase will provide the service and service life your fleet requires. 🚛





Getting Products to Market

The companies of Universal Forest Products rely on drop deck flatbed trailers

Since 1955, Universal Forest Products has consistently grown its brand portfolio, its product lines—and its reputation. The companies of Universal deliver a wide variety of wood and wood-alternative products to customers nationwide. Getting those products to market requires a dedicated fleet of tractor/trailers.

Universal Forest Products, Inc., is a holding company whose subsidiaries supply wood, wood composite and other products to customers in three robust markets: retail, construction and industrial. In 2013, its sales were \$2.5 billion. Its trans-

portation affiliate, UFP Transportation, Inc., relies on Great Dane flatbed trailers to deliver products and meet customer expectations. According to Matt Gilbert, Director of Asset Management at Universal, “One of our major growth goals is expanding sales to our industrial customers, for which we design, manufacture and deliver custom pallet, box and crate solutions. With increasing costs in almost all expense categories in transportation, optimizing the number of units we can ship on every load is critical. Adding 53-foot drop deck flatbed trailers to our fleet in many markets and 57-foot drop deck flatbed trailers in the Texas market has



“When we looked at competitors, we decided that Great Dane trailers provide the best overall value.”

*Matt Gilbert, Director of Asset Management,
Universal Forest Products*

helped us stay competitive.” He goes on to say that the long drop decks provide a bigger “box” to fill before we “cube out.”

As for controlling costs, Gilbert notes that the trailers allow for more units in every load, mitigating cost increases in other areas and helping the company maintain its margins. “The payback for the trailers happens relatively quickly if you keep the trailers running. And because the trailers have a relatively long life, they are a very good long-term investment,” he adds.

The trailer purchasing process is a collaboration between the company and its Great Dane branch. “We have a longstanding relationship with Great Dane and a trusted relationship with their sales team. They have been wonderful problem-solvers for us. They listen to our challenges and present us with practical, timely, cost-effective solutions.” Gilbert adds, “When we looked at competitors, we decided that Great Dane trailers provide the best overall value.” 🚛

The Low Down on the Drop Deck

Great Dane’s Freedom LT and Freedom SE flatbeds both come with drop deck configurations.

Great Dane ★ **FREEDOM LT**

Drop Deck Features and Options:

Freedom LT features weight-saving steel and aluminum construction, which combines versatility and innovation with strength and durability to meet a variety of hauling needs.

- Standard upper coupler height is 40” with an 18” king pin location
- Drop depth from the upper deck is 20” with a rear deck height of 40”
- Reinforcing doubler plates in critical stress areas like crossmember punches and upper to lower transition area increase durability

Great Dane ★ **FREEDOM SE**

Drop Deck Features and Options:

Freedom SE features an exemplary blend of quality workmanship and proven design. This all-steel flatbed delivers long-term value and proven performance.

- Standard rear deck height is 40” with a drop depth of 20” for the standard 48” upper coupler height
- Standard upper deck length is 10’, optional 11’ front deck length available
- Galvanneal drop plate for corrosion protection
- Continuous side rail over wheel cut out



Structural integrity

The Champion SE's optional MDPE-plastic lining is glass-reinforced polypropylene, which is the main component of Great Dane PunctureGuard reefer linings. It is thinner, yet has a higher puncture strength than traditional HDPE linings. The construction incorporates polypropylene, a thermoplastic, which is reshaped using heat from a panel that's initially flat. This thermoforming allows it to install under the edges of the logistics posts without fasteners.

Saving Weight

The lightweight lining saves 350 lbs. over traditional HDPE linings while still providing excellent puncture strength. This helps fleets find the perfect balance between weight savings and protection. This addition to Great Dane's lining options is just another spec fleets can add to the already lightweight model year 2015 changes.

Ideal for specific applications

The MDPE-Plastic lining technology provides a great solution for applications where a lighter weight dry van body with reinforced construction protects cargo and allows for greater capacity. In addition, the Champion SE trailer is well suited for fleets that have high-cube loads or haul floor-loaded cargo. 

350
250
300

Extending Steel Wheel Service Life

The wheels on tractor-trailer units are subject to harsh environmental forces: ice and snow, rain, heat and sun, gravel and road debris. The sand, road salt and chemicals used to keep highways clear of ice and snow deteriorates standard wheel finishes.

As a solution to this problem, Accuride introduced Steel Armor™, which the company says can save fleets thousands of dollars in maintenance cost annually. The advanced coating technology, introduced in 2013 for commercial vehicle steel wheels, is now standard across all of the company's steel wheels and is proprietary to Accuride. Accuride's Steel Armor wheels now come standard on all Great Dane models.



It employs a three-phase coating process with enhanced corrosion-fighting properties that extend steel wheel service life up to two additional years, compared to standard coatings currently in use. The process begins with the application of the proprietary formula of tri-metal zinc phosphate. Next, Accuride's new best-in-class cathodic epoxy electrocoat (e-coat) is optimized for sharp-edge and overall corrosion protection. The final step is an exacting application of premium powder coat, formulated exclusively for Accuride to meet the tough demands of the heavy truck environment.

The PERFECT Landing



The HOLLAND GD65 landing gear—now standard on Great Dane flatbed trailers—provides excellent performance and rugged durability.

With a lift capacity of 65,000 lbs., the proprietary landing gear features a three-gear constant mesh gearbox that eliminates high-to-low shifting problems common to traditional landing gear. Using a crankshaft with a roll pin, only the crankshaft moves to engage the drive gears. No in-or-out movement of drive gears is required—keeping the gears constantly meshed. This design not only provides smooth shifting under loaded conditions, but also prevents slip cranking and difficult high-to-low shifting in cold weather. In addition, the GD65 has a FloatingNut™ and twin-bulkhead design. The FloatingNut protects the elevating screw and threads from excessive side loading caused by dock-walk damage, which can cause poor cranking performance

or binding. The unique twin-bulkheads, above and below the FloatingNut, further increase structural resistance to side-load forces when legs are fully extended. In addition, it offers an 80,000 lb. psi yield steel upper and inner tube for reduced weight and structural integrity.





Meeting Tight Demands

Fairrington's use of AdvantEDGE helps it hit short delivery windows

Founded in 1981, Fairrington is the largest, full-service, independent mailing logistics provider in the United States. Headquartered in Bolingbrook, Illinois, near Chicago, Fairrington also has facilities in Cranbury, New Jersey, and Dallas, Texas.

Fairrington's dedicated fleet, FTC Transport, Inc., powers tight-window, drop-shipment delivery of direct mail to postal facilities across the country and then brings time-sensitive material back to their facilities, with the goal of no time lost in between.

According to Phil Komorowski, Division Manager, "Fairrington has a fleet of 40 power units and 138 trailers (50 are Great Dane). "We run consistent dedicated lanes, but have the flexibility to go anywhere in the U.S. We adjust lanes to respond to our customers' changing needs to preserve service or position equipment for specific backhauls. Oftentimes, these backhauls are just-in-time pick-ups where the freight must be delivered as planned or production lines at our facilities will shut down."

Komorowski said that he was attracted to AdvantEDGE because of his experiences with Great Dane—from trailer purchases and local maintenance repairs. "We use our local Great Dane location for our repairs and maintenance and also have had outstanding commitment and support from Great Dane during trailer purchases." "We look to design partnerships with our vendors, not work on a transactional basis. Great Dane has always listened to our specific needs and helped create solutions that benefit our company. I knew I

would have Great Dane and its people behind me with this program," he said.

The key feature that makes the program work for Fairrington is the 24-hour nationwide coverage for any roadside need, which means getting freight moving again safely and quickly.

"We believe in proactive preventative maintenance at Fairrington to reduce downtime," Komorowski said. "As a result, our roadside breakdowns are minimal, however, when incidents do occur Great Dane AdvantEDGE helps by providing emergency assistance in all areas of the country that quickly get us back up and running. I am confident that regardless of where I send my fleet, that I can resolve a repair issue with one call."

Komorowski appreciates the single point of contact he has using AdvantEDGE. "My dispatchers have many responsibilities and juggle many tasks," he said. "They do not have time to waste. The efficiency from being able to quickly call in a repair and move on confident the matter has been resolved is of great value. The Great Dane AdvantEDGE program certainly has helped us to add efficiency and cost savings to our fleet and to achieve our vision of becoming 'The world-class provider of delivery solutions that move the world by conquering time'."



ADVANTEDGE
DRIVING YOUR BUSINESS FORWARD

TONY'S TECH TIP

Shedding Light on Violations

The most common CSA violation is lighting. With increased use of aggressive de-icing chemicals, corrosion has multiplied, causing poor or no current flow at

connections. It is vital that all connections have dielectric grease, and are tightly sealed and secured. In addition, LED lights should be replaced when some of the diodes fail. Proper pre-trip, enroute and post-trip inspections will reveal lighting issues prior to a violation.



Tony Neven
Great Dane Aftermarket
Service Manager

CHAMPION **SE**



UNDISPUTED CHAMPION

PROVEN PERFORMANCE. TIME-TESTED DESIGN.



Our lightweight 101" interior option provides increased payload capacity with reduced weight.

This innovative dry van's rugged sheet-and-post construction helps keep profit-eating repairs to a minimum, and delivers a rock solid return on your investment.

With long-term durability built in you'll enjoy more value, increased productivity and less downtime from this proven champ. And with a wide range of popular options, you'll have all the versatility you need to own the road.



Great Dane

DRIVE AWAY WITH MORE

Available with CorroGuard for maximum lifespan.



Find an approved Great Dane location near you by visiting www.greatdanetrailers.com, or download our new mobile app for free from the **App Store** or **Google Play**.

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