

Cargo Securement Standard



By Lou Smyrlis
Editorial Director
Truck News, Truck West, Motortruck

Flat deck haulers can be certain of three things when it comes to safely transporting their loads: improperly secured cargo will move; the resulting accidents will move politicians to enact new legislation; and inconsistencies in that legislation and its enforcement will move carriers to tears of frustration.

That's exactly what's happening with the rollout of new cargo securement legislation. The North American Cargo Securement Standard, which specifies how cargo is to be carried by vehicles with a GVW or GCW in excess of 10,000 lb., is the backbone of both U.S. and Canadian regulations that came into effect in the U.S. in 2004 but were rolled out in Canada just this year.

The legislation had been developed over the course of a decade by a very representative committee of experts. And considering the amount of trade between the two countries, the logical emphasis should be on consistency. And it was, until politics got in the way.

As a result, the biggest current barrier to adopting "common" load security standards across North America is the differing opinions and interpretations of the legislation not only between Canada and the U.S., but within the different jurisdictions in the same country. For example, Canada and the U.S. don't agree on the required strength for a trailer's combined restraints, while enforcement officers across the two countries are coming up with different interpretations for the Working Load Limit of unmarked chains and winch straps. And let's not even get into the controversy of the "DoT wrap," which involves using the rub rail as a securement point. That apparently is in conflict with some other legislation.

A recent guide to the Canadian set of standards had to include no less than 69 interpretations and clarifications.

Perhaps the best way to view the new legislation is as a work in progress and to consider fighting every nonsensical ticket that you get.

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CARRIER SPOTLIGHT

A Combination of Solutions

As a member of the ThyssenKrupp Materials NA group, TKX Logistics * hauls materials of any kind. A leading North American materials management and services company with over 80 locations, ThyssenKrupp Materials NA is focused on distribution and processing of metals and plastics as well as supply chain management solutions and industrial services. Through its Ken-Mac Metals division, the company is also proud to have Great Dane among its valued customers.

ThyssenKrupp Materials NA boasts one of the most sophisticated logistics networks in the service center industry which is operated by its TKX Logistics unit. TKX is also a partner of choice for a wide range of external clients as a provider of customized logistics solutions.

To fulfill its philosophy of dedication to quality and excellence, TKX Logistics must run a tight ship from office technology to the equipment on the road and everything in between.

The company's late-model equipment – 2003 and newer – includes almost 500 power units and a matching fleet of van and flatbed trailers, some of which are Great Danes. A recent order of Great Dane platforms included both the FREEDOM and GP steel platform models. The combination of stock trailers and highly specified trailers assists TKX in providing tailored solutions for its customers.

TKX Logistics chose the FREEDOM stock trailer for its standard specifications, said Brian Brandenburg, fleet maintenance supervisor at TKX. "We take advantage of the FREEDOM being a stock trailer, although we add a few things, such as D-rings, for example," said Brandenburg, who worked in the trailer industry for 10 years prior to joining TKX Logistics.

The steel flatbeds, which are substantially modified, provide durability for the twisting and turning abuse the trailers take in TKX's local delivery use, with runs averaging 100 to 200 miles.

Among the modifications to the GP steel trailers are special stake pockets for easy lift-out – a safety feature that also adds to the appearance – Brandenburg noted. They also build the front bulkhead and add a side panel for high visibility corporate graphics.

"The Great Danes are one of the best products. We chose them for quality, consistency and lack of warranty issues," Brandenburg said.

TKX Logistics is a customer-oriented company with a commitment to a superior customer support to its clients. TKX currently provides integrated global value chain solutions to reduce customers' material costs and improve their cycle times while lowering their overall cost of doing business.

The company uses state-of-the-art systems with unmatched logistical personnel support and remains an active, dedicated partner with its customers' businesses. These efforts landed TKX in an elite group of carriers when it was named one of the top 500 private fleets by Fleet Owner magazine.

Based in the U.S. in Maumee, Ohio, TKX Logistics is truly a North American logistics provider. The company is currently expanding its operations into Canada. Today TKX moves freight from southern Mexico to northern Canada and all points in between.

* TKX Logistics is a registered name of ThyssenKrupp Logistics, Inc.

TKX Logistics is a customer of Great Dane, Columbus, OH.

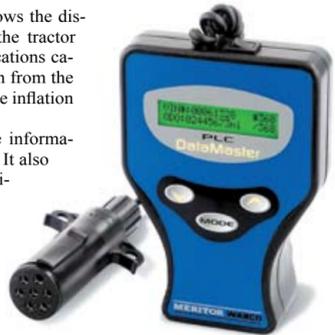
Meritor WABCO's new PLC

A new PLC Display from Meritor WABCO allows the display of real-time communications between the tractor and trailer. A significant addition to the communications capabilities is the transmission of critical information from the Meritor Tire Inflation System by P.S.I. and other tire inflation systems.

The PLC Display provides the driver with the information needed to easily monitor vital trailer systems. It also provides fleets with telematics capability to monitor equipment status, critical events and service requirements.

The InfoLink communications gateway allows more complete monitoring of ABS and integrates functions such as brake control, sensor inputs and output drivers, and provides a communications link to the existing tractor data bus.

The PLC Display's viewing screen, which mounts to the tractor's instrument panel for easy visibility, allows information for up to seven I/Os – five digital and two analog – to be displayed.



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CARRIER SPOTLIGHT

Specialized Service



The building of wind farms throughout the U.S. has opened a completely new area of expertise for LoneStar Transportation, Inc. In this country's quest to increase the depleting electrical energy supply, wind fields are being constructed all over the nation. LoneStar is hauling towers, blades, nacelles and support equipment in every direction, and the turbine components are being brought out of the fabricator plants in Shreveport, La., Coleman, Texas, and Tehachapi, Calif., while other are shipped into the Houston port.

LoneStar is a flatbed, heavy-haul specialized carrier headquartered in Ft. Worth, Texas, that operates in 48 states, Canada and Mexico. The company also has offices in Alabama, California, Georgia, Louisiana, Missouri, New York, Oklahoma, Tennessee and Texas.

The company's mission is to be a successful, growth-oriented industry leader, respected for the quality and competency of its people, superior customer service, industry diversification and commitment to safety.

LoneStar was founded in 1988 in Abilene, Texas, as a regional oilfield specialized carrier. Today, the company's fleet of more than 700 late-model tractors and 1,200 state-of-the-art trailers offers complete transportation service and serves the construction, aerospace, oilfield, chemical, paper, plastics, metals, pipeline and energy industries.

LoneStar attributes its strength and growth to its diversity and ability to fulfill specific customer requirements.

"Anything we can get permitted and on the trailer, we'll haul," said Garland Brown, Maintenance Director, LoneStar.

Included in the company's vast trailer fleet are combination aluminum/steel spread axle flatbeds, which are spec'd based on Great Dane's stock FREEDOM model. These Free-

dom-type trailers are spec'd slightly heavier than the stock version, although some modifications include weight reduction with aluminum.

LoneStar has been using Great Danes for about five years. "The Great Danes are running well for us, doing a good job," Brown said.

Durability is key to handle LoneStar's loads, but weight savings have been implemented "where we can get away with it," Brown said.

Technology is utilized in the fleet through GeoLogic Solutions trailer tracking systems and the Meritor Tire Inflation System by P.S.I. The P.S.I. automatic tire inflation system has paid off in reduced costs and increased safety, Brown related. LoneStar has used the tire inflation product for about eight years, and a computerized maintenance system helps track the benefits of the system.

"The system has lowered our costs some, and it has helped reduce downtime on the road," he said. "We still have downtime due to the nature of our business, but as far as air pressure it has helped quite a bit. Regarding safety, it helps eliminate roadside repairs, rubber on the road and blow-outs."

LoneStar provides safe, efficient and dedicated service with its broad geographical terminal network, which assures the shipper immediate response regardless of origin, destination or size of shipment.

"We have a great team at LoneStar. With a resource of over 800 contractors, agents and employees, and access to some of the finest equipment in the industry today, we are able to provide our customers with unprecedented customer service," said Tex Robbins, owner. "We are very excited about the future of our company."

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FMCSA revises cargo securement rules

The The Federal Motor Carrier Safety Administration modified or clarified several aspects of its load securement regulations. The latest rule was published in the June 22 Federal Register.

There are now two criteria for tiedowns: 1) *Breaking strength.* Tiedown assemblies and other attachment or fastening devices...must be designed, installed and maintained to ensure that the maximum forces acting on the devices or systems do not exceed the manufacturer's breaking strength rating under the following conditions, applied separately: (i) 0.8 g deceleration in the forward direction; (ii) 0.5 g acceleration in the rearward direction; and (iii) 0.5 g acceleration in the lateral direction.

2) *Working load limit.* Tiedown assemblies and other attachment or fastening devices...must be designed, installed and maintained to ensure that the forces acting on the devices or systems do not exceed the working load limit for the devices under the following conditions, applied separately: (i) 0.435 g deceleration in the forward direction; (ii) 0.5 g acceleration in the rearward direction; and (iii) 0.25 g acceleration in a lateral direction.

The changes were made in response to various petitions filed and issues raised for rulemaking submitted after the agency's Sept. 27, 2002, final rule on the issue by the ATA, the Canadian Council of Motor Transport Administrators and various companies and associations in the logging industry.

The changes, which largely adopt a proposed rule issued last June, make the final rule more consistent with the Dec. 18, 2000, notice of proposed rulemaking to adopt the North American Cargo Securement Standard Model Regulations, FMCSA said.

In addition to clarifying the enforcement of the cargo securement regulations, the changes to the 2002 regulations address manufacturing standards for tiedowns and cargo securement requirements for dressed lumber, metal coils, paper rolls, intermodal containers and flattened cars.

Information from eTrucker.com, 6/22/06

"The vast majority of cargo-securement related accidents do not involve problems with the anchor points. The majority of these accidents appears to involve an inadequate number of tiedown devices, improper placement of the tiedowns, or other factors unrelated to the design or performance capability of the anchor points."

– FMCSA

Evolving Trailer Technology



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The Road Ahead



Good news for flatbed operators

Phill Pines
Chief Operating Officer
Great Dane Trailers

Great Dane is experiencing the strongest demand for flatbed trailers in our history. We are fortunate to have recently opened the finest state-of-the-art flatbed manufacturing facility in North America at Huntsville, Tenn. This multi-million dollar investment was made to enable Great Dane to provide the flatbed market with the finest quality product, meeting our customers' requirements, at a competitive price. We have accomplished what we set out to do.

The future looks positive for flatbed haulers. Specific industries and programs are contributing to the continued expansion being experienced by flatbed operators.

Although the construction industry is slightly off its high, it is still very strong by historical standards. Additionally, ever increasing demands for petroleum products and steel continue to significantly stimulate North American flatbed sales.

During this period of high demand and high backlogs, Great Dane continues to be focused on our customers. We will provide a product meeting our customers' needs. Even though we are experiencing this high level of business, we will continue to seek product improvements and manufacturing improvements that will decrease the life cycle cost of Great Dane flatbeds for our customers.

Within our flatbed division there are plenty of choices to ensure customers can acquire platform trailers that will best serve their operations. Whether a carrier needs rugged and durable or cost-effective and lightweight, or a combination of the two, Great Dane has a platform trailer that will fit the requirement.

CARRIER SPOTLIGHT



Driven to Succeed

From humble beginnings in 1932 with just a single truck and an intense drive to succeed, National Freight and its sister companies have grown to an almost \$700 million a year empire. Based in Vineland, NJ the organization includes one of the largest trucking companies in the U.S., a logistics business, one of the country's top 10 warehousing corporations and a leading real estate development company serving the transportation and warehousing industries.

National Freight, as part of the NFI (NFI) Industries conglomerate, is still family-owned and operated with core values of dedication, integrity and service excellence that have defined the company for 74 years.

"National Freight began its relationship with Great Dane Trailers as it built its fleet of 7,000 vans, insulated and refrigerated trailers, the majority of which are Great Danes," said Jeff Brown, President of National Freight. Several years ago, the company began to purchase Great Dane Sentry aluminum/steel combo and GPS model flatbeds for their customer, Portable On Demand Storage (PODS).

"PODS was looking for a company that could grow with them and provide national coverage," Brown related. "We are able to provide extra trailers for surge capacity during the moving and storage business spike between May and August."

Based in Tampa Bay, Fla., PODS was founded in 1998 and originated the moving and storage concept of transporting mobile storage containers directly to customers to pack at their leisure. PODS serves both consumers and businesses, and can be used for short or long-term storage or for local, interim or inter-franchise moves.

The PODS brand container, designed by the company's founders, is delivered and placed at ground level for easy packing and unpacking.

This ground-service delivery process is accomplished by utilizing a hydraulic lift system, which is patented and only available with PODS. The lift is designed to significantly reduce shift in contents and securely transport PODS to a dry and secure storage facility or from state to state.

There are approximately 106,000 PODS brand containers in service.

"The way we see it, PODS is revolutionizing the whole moving and storage industry," Brown said.

"In just one-and-a-half years, National Freight has gone from 38 to 100 rigs for the PODS business," said Mike Holloway, Vice President of Dedicated Operations-National Freight.

"The Great Dane flatbeds have been strategic in our growth with PODS," Brown said.

Continued on page 4

Market Trends

Market Boom

By Keith Monroe
Director, Flatbed Division
Great Dane Trailers

We are in the middle of a boom in the flatbed market. Last year ended with a 22 percent increase in platform trailer production over 2004, and I anticipate 2006 will be another banner year for the platform trailer market.

Here at Great Dane the high demand for our flatbed products continues, as evidenced by our ever-increasing backlog. Current production includes orders for large flatbed fleets, private carriers and major leasing companies.

A large percentage of our order base is being fueled not by replacement of older equipment, but by growth within the flatbed trucking sector.

The driving force behind the platform market boom continues to be requests for composite (aluminum and steel construction) flatbeds and drop decks. Nearly 100 percent of these trailers are specified with Hendrickson's INTRAAX air ride, mostly in spread-axle configurations. We are seeing some demand for 53-foot trailer lengths, but the bulk of our orders are 48-foot lengths.

An on-going trend is the demand for readily available trailers that meet most users' specifications. Several years ago, changes within the platform market created this need, and Great Dane developed the FREEDOM line of flats and drops specifically to accommodate this segment of the market.

Since the FREEDOM program was so well embraced by our customers, Great Dane recently introduced a new all-steel trailer stock line appropriately named "Sentry." (See related article, next page.) Both the Sentry and FREEDOM lines of program stock flats and drop decks are designed to include every conceivable specification that either the large fleet buyer or the owner operator would need for transporting most all commodities. Both are stocked at all Great Dane branch and dealer locations. To accommodate this continuing demand from platform trailer customers, plans to increase production will be implemented by year's end.

By all indications, the flatbed market boom should continue for the next several years. Great Dane is poised to meet the demand as well as continue to develop products specifically designed for customer needs.

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ENGINEERING TECHNOLOGY

Integral siderail gives FREEDOM to choose your load

By Roger Roach
Platform Trailer Product Manager
Great Dane Trailers

Cargo restraint options are key features of the Great Dane FREEDOM line of platform trailers, which offer a number of popular, standard specifications. The "integral" extruded aluminum siderail is designed to provide an almost infinite number of cargo restraint locations on your trailer using industry-standard components.

The design of the integral siderail starts with the built-in winch track. The winch track provides for installing any number of winches required at any location along the trailer length you choose. The winches used are the industry-standard "Double-L" design so that replacements or additions are readily available. The built-in winch track was thoroughly tested in Great Dane's Research and Development Center and meets or exceeds both U.S. and Canadian requirements.

In addition to the built-in winch track, the integral siderail

also provides an anchor point for the other end of the cargo restraint system – the flat hook. The built-in anchor point for the flat hook means that there is no need to add bars to the bottom of the crossmembers or any additional anchor points. Users can simply hook at any point along the trailer length.

The FREEDOM trailer is standard with the integral siderail on both sides of the trailer. This allows winches to be installed on either or both sides of the trailer – roadside and curbside – and there is always an anchor point on the other side of the flat hook.

The integral siderail with built-in winch track and built-in provision for flat hook anchor points give customers the freedom to secure loads safely and securely.



Winch on Integral Track Siderail

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Hendrickson Tridem

Hendrickson introduces VANTRAXX tridems

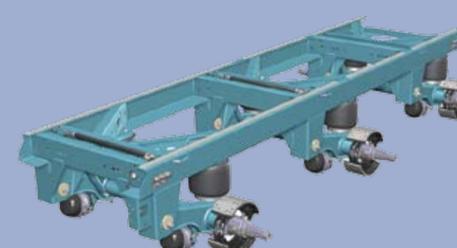
Hendrickson has added a three-axle configuration to its popular VANTRAXX® family of trailer air slider systems.

VANTRAXX tridems (HKAT 69K23 • 69K25) incorporate pioneering INTRAAX® air-ride suspension systems and patented "K" slider box technology for durability and weight savings. Drawing on all of the advantages of VANTRAXX, the tridem provides fleets and owner operators with a new tool to address critical needs for lighter, more durable products that help reduce operating costs.

Tridems give operators the flexibility to haul across international, provincial and state borders

while remaining in compliance with a wide variety of bridge and weight laws and Canadian "infrastructure-friendly" regulations.

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NEW STOCK PROGRAM

Sentry all-steel platforms

Great Dane Trailers has expanded its stock trailer program with the introduction of the Sentry, an all-steel version of the popular FREEDOM composite trailer. The Sentry was specifically designed to provide an all-steel platform that is readily available in various lengths and suspensions to support the demand from regional and intrastate operators who are hauling various products.

"The original stock FREEDOM flatbed program was so well received by our customers, we knew we needed to add an all-steel version that would allow us to pass on the economies gained through manufacturing large order runs, thus giving our customer base readily available trailers at the lowest possible cost," said Keith Monroe, Director Flatbed Division, Great Dane Trailers.

Pre-spec'd from the factory, the Sentry is designed to be easily modified at Great Dane branch and dealer locations, with add-ons such as tool boxes, bulkheads and tire carriers. Currently, the Sentry is available in the following configurations: 45' x 102" with spring slider and 48' x 102" available with spring slider, air ride

slider or air ride spread. Additional models may be added in the near future.

All of the Sentry trailers share the same standard features:

- One piece fabricated main beams
- 6" structural channel at 6.5#, with pockets, spools and rubrails
- Steel front crossmember, includes pockets and reinforcement for rated bulkheads
- 4" steel I-beam crossmembers on 12" centers
- 1.13" full-length Apitong flooring
- Full-length steel winch track on R/S
- Grote incandescent lamps
- Jost 2-speed landing gear
- Two-part epoxy primer and urethane finish coat

"We are very pleased to offer our heavy haul, regional customers the combination of strength, durability, low maintenance, appearance, versatility and innovation in an all-steel stock trailer," Monroe said.

The Sentry flatbeds are readily available at branch and dealer locations across the U.S. and Canada.

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ON-LINE TECHNOLOGY

The full versions of the articles in this newsletter are published in the e-newsletter which can be delivered right to your in-box! Access the Great Dane web site to find out how and to access the in-depth articles that carry the e-newsletter symbol. Great Dane's web site also provides a full library of trailer technology news and product information. For additional information on the manufacturers or suppliers referenced in this issue, access their web sites below.

Customer Spotlights

www.tkxlogistics.com
www.lstinc.com
www.nfiindustries.com

www.pods.com

Founded in 1998, Portable On Demand Storage (PODS) originated the concept of transporting mobile storage containers directly to the customer to pack at their leisure.

www.hendrickson-intl.com

Learn more about Tridem, the new three-axle configuration Hendrickson has added to its popular VANTRAXX® family of trailer air slider systems.

www.meritorwabco.com

Meritor WABCO is offering a new PLC Display for real-time communications.

www.sturdy-lite.com

Sturdy-Lite's products have been featured on the popular "Trick My Truck" show.

www.trucknews.com

Truck News and its sister publication Truck West, trucking newspapers in Canada, are the sponsors of the nationally recognized Canadian Owner/Operator of the Year Award.

www.terion.com/products/flatbed

Learn more about Terion's flatbed version of the FleetView 3, FleetView 3F, which offers an enclosure to meet the demands of flatbed hauling.

http://dms.dot.gov/search

For a copy of the FMCSA's final rule on the Cargo Securement Standard. Search for Docket

Sturdy-Lite Bulkheads

Sturdy-Lite, the proud manufacturer of Cab Racks for the popular "Trick My Truck" show on CMT, offers a variety of truck and trailer parts and accessories. Included in this product line-up are bulkheads, or trailer-mounted headerboards. Sturdy-Lite Bulkheads are manufactured to highest quality level. They are designed and tested to meet the static load requirements of D.O.T. 393.114.

Sturdy-Lite's trailer-mounted headerboard product line-up features the DiamondBrite Bulkheads, which fit 96-inch or 102-inch trailers with a 9-, 10- or 22-inch wrap; the Smooth Aluminum Bulkheads; and the two- or four-post Aluminum Flat Bulkheads.

Sturdy-Lite's bulkheads are available in heights of 4, 5 and 6 feet and widths of 96 inches and 102 inches with turnbacks of 10 or 22 inches. The 22-inch turnback provides for sidekit storage.

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Four-Post Aluminum Bulkhead

Flatbed Solution: FleetView 3F

The benefits of Terion's FleetView 3 is now available for flatbed trailers.

Flatbeds operate in the harshest environments on and off the road, so the FleetView 3F provides the tracking and security benefits of the dry van and reefer products with an enclosure designed to survive the road's toughest tests.

The new unit mounts securely below the deck on most flatbeds with the antenna located at the nose of the trailer.

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ENGINEERING TECHNOLOGY

More than just a pretty topcoat

By Roger Roach
Platform Trailer Product Manager
Great Dane Trailers

One of the keys to keeping platform trailers looking good and working hard for years to come is a quality paint job. To get to a truly quality paint job, the process goes much deeper than that shiny paint on a new trailer. A superior paint job has quality built in all the way down to the steel.

Surface Preparation

The quality of the paint job begins before any paint is ever applied. The first – and some say the most important – step is surface preparation. Before applying any paint, Great Dane subjects the surface of the steel to a mechanical shotblasting process.

In layman's terms, shotblasting is a process of hurling small steel particles onto the steel surface at high speeds. This is accomplished in a machine that literally throws a continuous barrage of steel particles at the steel parts from every conceivable angle.

The impact of these fine particles on the steel surface achieves two objectives. First, shotblasting removes surface contaminants such as rust and mill scale, which ensures that the paint will adhere to the steel and not to loose contaminants. Second, shotblasting creates a profile on the surface of the steel. On a microscopic level, this profile roughens the surface of the steel, creating hills and valleys that give the paint particles something to hold on to. In other words, a shotblasted profile improves the paint's adhesion to the steel.

Primer

After proper surface preparation is performed, the next step in achieving a quality paint job is the application of a high-quality primer. For excellent corrosion protection, Great Dane

uses an Epoxy Primer, which consists of two chemical components. These components are mixed in a concise ratio using computer-controlled metering and mixing equipment for consistent quality.

Topcoat

The final step is application of the topcoat. This final, visible component seals out moisture and corrosive chemicals from the environment and provides the glossy appearance.

The topcoat for a Great Dane platform trailer is a two-component urethane paint. Like the primer, the two components are mixed in exactly the right ratio using computer-controlled metering and mixing equipment for consistent quality.

The result of these steps – surface preparation, primer and topcoat – is the high-quality paint job customers should expect on all Great Dane platform trailers.



NATIONAL FREIGHT from front page 1

"Great Dane has met our needs," Mike Holloway added. "From a service standpoint, Great Dane has been responsive."

In addition to the PODS business, National Freight offers truckload, over-the-road, dedicated and specialized transportation services throughout the US. The company operates nearly 50 trucking support centers and mobile maintenance facilities nationwide. This enables NFI to provide a national reach for its customers while maintaining regional focus.

NFI also maintains its mission of being a family-owned business. The firm was originally founded

by Israel Brown, but at a young age Israel's son Bernie (Bernie) took over the business. Under Bernie's direction, the company expanded from a few trucks to more than 1500. In 2002, Bernie turned the company over to his three sons: Ike, Sid and Jeff who share ownership and operational responsibilities of NFI today. Bernie is still actively involved as Chairman of the Board and comes into the office everyday as a consultant to his sons.

"Our goal is to carry on the family legacy of what our father and grandfather created," Jeff Brown said.

It seems that NFI is well on its way. NFI recently moved up in the rankings to one of the top ten largest truck carriers in the US. (Transport Topics Top 100 Carriers 24 July 2006).

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Did You Know?

Bulkheads 101

A bulkhead is a device at the front of a platform trailer whose purpose is to "prevent load shifting and penetration or crushing of the driver's compartment." Some call it a "headerboard" or a "headboard." This Q&A will assist you in determining if you need one, and to what specifications yours should be.

Do I need a bulkhead? Every cargo-carrying motor vehicle must have a front-end structure that conforms to the rules for a bulkhead. The requirements for a bulkhead may be met by the use of a device performing the same functions as a bulkhead, if the device is at least as strong as, and provides protection against shifting cargo at least equal to, a front-end structure that conforms to those requirements. (One example might be a "headache rack" on the tractor.)

How big is it? The bulkhead height must extend either to 4 feet above the floor of the trailer or to a height at which it blocks forward movement of any item of cargo being carried on the vehicle, whichever is lower. It must have a width that is at least equal to the width of the vehicle or which blocks forward movement of any item of cargo being transported on the vehicle, whichever is narrower.

How strong does a bulkhead have to be? The bulkhead must be able to withstand a forward static load equal to one-half of the weight of the cargo being transported. The forward static load is to be evenly distributed over the entire portion of the bulkhead that is within 4 feet above the trailer's floor OR that is at or below a height above the floor at which it blocks forward movement of any item of the vehicle's cargo, whichever is less.

How do I know my bulkhead is strong enough? Your trailer manufacturer should be able to assist you in answering this question. For example, Great Dane has tested the bulkheads it offers on platform trailers to ensure they meet these requirements.

What kinds of bulkheads does Great Dane offer? Bulkheads are available in aluminum or steel, and flat or turnback, configurations.

What features can bulkheads have? Bulkheads are available that are compatible with side kits and that have a bar added for tying down a tarp.

Reference: Code of Federal Regulations 49CFR393.106

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