



Up to Speed

News and information on Volvo trucks with Volvo components

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Frankly Speaking . . .

Hold on to your hats awhile longer because the ill winds holding our industry back from recovery are still blowing. The market has missed a few of the "expectations" that would have put our industry back on solid ground. For example, one of the indicators we monitor is the Industrial Production Growth index. Normally when this index is at 3.5% growth, as it is today, there is an abundance of freight.

But that's not the case this time. Freight is now expected to continue at a ho-hum rate until the second half of 2008. This is certainly not the kind of news we want to hear, especially since truck inventories are at a 3.9 months supply. That's one month more than what was predicted for this point in time.

Think back. It was only a couple of years ago we were heralding industry sales of nearly 30,000 units per month. This past quarter the figure stood at about 10,000 per month for an annualized rate of just 117,500. Last year's replacement demand volumes stood at about 167,000. This year's reduction in demand means that total vehicles in operation will most certainly decline. And in order to balance increased inventories, manufacturing plant shutdown weeks are likely to be announced from now through the end of the year.

Fleets are coping with the soft freight issue by capping, or in some cases, reducing their fleet size. Mergers have slowed. And on a recent visit to a major TL carrier, we were told takeover requests are almost a daily occurrence.

But it's not all doom and gloom. There are still some strong indicators moving in the right direction. Government and commercial construction remains strong as well as quote activity. There are no indications of a recession and overall growth, although slow, is expected to continue.

The housing market, which represents 5% of the GNP, remains a challenge. This particular segment also has a major affect on freight volumes. When this segment moves up, you can expect freight volumes to move upward accordingly.

In the meantime, keep the faith. ■

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We're starting our 7th year of publishing Up to Speed, and we want to hear from you. If you have story ideas, news to share or comments on our publication, please send an email to: frank.bio@volvo.com

HELPING YOU SPEC THE RIGHT FRONT TIRES FOR THE RIGHT APPLICATION

It used to be the only tire choice a fleet had to make in specing new heavy truck tires was “ribs” or “lugs” for either on-road or on/off road applications. But that certainly isn’t the case anymore. The “one size/type fits all” approach is as outdated as tube tires on the family car.

Today’s truck customers want high quality, tires with longer original tread life and re-treadable casings, and they want tires engineered for each specific type of application and axle position.

Volvo selected Bridgestone as the standard tire on Volvo trucks in 2006 precisely for the reasons stated above. Bridgestone not only offers the quality and breadth of product line that Volvo customers desire, but they also recently joined forces with Bandag, the world leader in retreading. This merger now allows Bridgestone to better serve Volvo customers by offering the most comprehensive line-up of new and retread truck tires in the business.

Bridgestone also delivers benefits to Volvo dealers in the level of support they provide. With one of the largest dealer and truckstop networks already in place, Bridgestone supports you and your customers with a host of programs such as the Used Truck Tire program and the Volvo Lease National Fleet program (your local Bridgestone territory manager or your Volvo district sales manager has all the details on these and other support programs.)

To help you make sure you’re recommending the right tires to meet your customers’ various applications, Bridgestone offers the following tips on specing front steers.

SPECING FRONT AXLE TIRES

Steer axle tires are specific to on-road or on/off road applications. They continue to be generally rib designs, but modified for on-road or on/off road use.

There are three basic on-road steer tire applications: Long haul, regional haul and pickup & delivery (P&D) operations.

Steer long haul:

These tires are designed to operate on-highway traveling more than 500 miles per day at high sustained speeds. They are of a rib design varying in tread depth from 15/32nds to 19/32nds with generally low rolling resistance for good fuel economy. They are compounded and contain features that make them resistant to (but not immune from) irregular wear. The slow-wearing compound delivers long original tread mile-

age through its very stiff steel belt package under the tread and stiff body ply.

R287

Smooth wearing ultra-long haul steer/all-position

Ideal application: Extra Long Haul, Long Haul, Long Regional Haul

Compares to: Michelin XZA3, XZA2; Goodyear G395



See Volvo Product Information Bulletin #093-389 for additional information on the Bridgestone R287 long haul tire.

Steer Regional Haul:

These tires operate mostly on highway and paved secondary roads at high sustained speeds traveling 300 miles per day or less. They may even be used in limited pick-up and delivery work. They are of a rib design varying in tread depth from 18/32nds to 22/32nds and deliver equal to (or slightly less than) the fuel economy of long haul steers. They are compounded for slow wear with features that resist irregular wear. They are designed for long original tread mileage with a very stiff steel belt package under the tread and a stiff body ply.

R280

Versatile long/medium haul steer/all-position

Ideal application: Extra Long Haul, Long Haul, Regional Haul

Compares to: Michelin XZA1, XZA2 & XZA3; Goodyear G395



See Volvo Product Information Bulletin #093-374 for additional information on the Bridgestone R280 long/medium haul tire.

Steer P & D:

These tires operate on mostly paved primary and secondary roads at all speed ranges and in high scrub and tight-turning P&D applications. They are generally rib designs that look a little more aggressive than their more highway-oriented counterparts and vary in tread depth from 18/32nds to 22/32nds. These tires are not compounded or designed for good fuel economy, but for high scrub, curbing, tight turns and travel over debris in delivery areas. They are designed for resistance to irregular wear and have sidewall protectors to better survive the curbing and operational abuse they’ll likely encounter. The belt package

and tread are stiff as is the body ply.

R260F

Triple-tough regional/urban steer/all-position

Ideal application: Local P&D Service, Regional Haul, Special Service

Compares to: Michelin XZE; Goodyear G169, G149



See Volvo Product Information Bulletin #093-481 for additional information on the Bridgestone R260F tire.

Steer On/Off Road:

These tires operate almost everywhere from paved and unpaved roads to completely off-road vocational operations. These tires tend to be used at lower maximum sustained speeds than highway tires and cover mileage similar to P&D operations. They are not designed or compounded for fuel economy, but mainly for high scrub situations. The tread compounds are designed for cut and chip resistance and utilize a more flexible belt package, tread and casing to better survive off-road obstacles. This flexibility would lead to excessive wear if the tread was used exclusively on paved surfaces.

M850

Aggressive, long-lasting

Ideal application: On/Off Highway

Compares to: Michelin XZY3, XZY2 XDY3, XDY2; Goodyear G287



See Volvo Product Information Bulletin #093-547 for additional information on the Bridgestone M850 on/off highway tire.

As you can see there’s more to choosing the right steer tire than just specing a “rib”. All the information you need to help your customers make the right choice can be found in the Bridgestone data book (your dealership should have a copy); on TM2, or on the Bridgestone website at www.bridgestonetrucktires.com. Or contact your local Bridgestone representative, your district service manager, or Clark Johnson, Volvo OE account executive, at 1-615-585-2332 or johnsonclark@bfusa.com. ■

Cruisin' Woodward with the Street Rods

Detroit . . . the Motor City. It's people have had a passion for all things motorized with wheels since the days of Henry Ford and the Model T. And for over a decade now, Detroiters have celebrated their love of cars and trucks during the annual Woodward Dream Cruise.

Woodward Avenue, a 22-mile thoroughfare from downtown Detroit to the suburbs, is the most famous "cruising" strip in the world. From the early '50s and for decades thereafter, Woodward Avenue was the place to "see and be seen" by young people in their hot rods, muscle cars and street machines. So it was the logical place to hold the largest one-day parade and celebration of cars and trucks in the world.

This year's Dream Cruise, held on August 18th, attracted over one



million visitors who reveled in the spectacle of over 40,000 custom, collector and special interest vehicles, including two Volvo VT 880s, appearing in the festivities for the first time thanks to the Volvo Marketing Department. Brian Balicki and Ruben Perfitti of Volvo's 3P product design group attended the event and passed out Volvo-branded water bottles and Volvo blue beach balls to scores of enthusiasts. According to Brian and Ruben, the event was a huge success and they're looking forward to 'cruisin' again in 2008. ■



10 SCR Units in Field Test

Five Volvo VN daycabs equipped with Volvo's SCR technology designed to meet the upcoming 2010 emission standards were put into service in September at Talon Logistics of Pittsburgh, PA. Talon Logistics, the distribution arm of one of the largest food retailers in the nation, Giant Eagle, Inc., also participated in an earlier field test of Volvo's SCR technology that began in 2002. Those units accumulated more than six million miles during the test period. A total of 11 trucks with SCR technology are scheduled to enter field test service this year with additional units entering service in 2008.



Mike Stephens (left), director of outbound logistics for Giant Eagle and Mike Lickert, corporate fleet manager for Talon Logistics with the five SCR equipped Volvo VN daycabs.

Volvo's technology solution for 2010 builds upon its current emissions reduction technology with a diesel particulate filter (DPF) and exhaust

gas recirculation (EGR). The technology is being used successfully by Volvo in Europe where more than 100,000 SCR-equipped trucks have been built and are currently in operation. ■



Champions Choose Volvo

Volvo trucks once again dominated the winner's circle at the 2007 National Truck Driving Championships held in late August.

Volvo VN's were driven to first-place finishes in five of the seven categories open to tractors, and clinched 15 of the 21 top-three positions in those categories:

3-Axle — Volvo sweeps 1st, 2nd and 3rd place

4-Axle — 1st and 2nd place

5-Axle — 2nd and 3rd place

Flatbed — 1st place

Tanker — 2nd and 3rd place

Twin Trailers — Volvo sweeps 1st, 2nd and 3rd place

Sleepers — 1st and 3rd place

Participants are free to choose the truck they will compete in from a number of different brands, even if it is not the brand their fleet operates. This year's National Grand Champion, Alphonso Lewis, a Roadway driver, chose to drive a Volvo in the competition because he had "heard a lot of positive things about Volvos from other drivers and wanted to try using one at the Nationals."

This year's victory is further proof that Volvo's superior visibility, maneuverability and driver environment is the choice of champions. ■

POWER POINTS

Volvo Meets This Fleet's Needs on Many Levels

In 1963, at the tender age of 18, Dennis Firestone started a trucking company. He and a college buddy began hauling goods for a local furniture company with one used truck and a lot of ambition. "It was pretty much a 'seat-of-the-pants' operation," admits Firestone, but it gave him the background and experience to launch a successful career in truck transportation. At age 22, Firestone bought an established 9 tractor/10 trailer fleet. In the early years, KKW Trucking, Inc. was primarily an LTL carrier that employed many owner-operators. "In the mid-80s we migrated to truckload, and today we are active in not only truckload, LTL and dedicated operations, but warehousing and logistics management as well," said Firestone. KKW's current fleet comprises 340 tractors and 750 trailers. Within the tractor fleet, 180 units are Volvo VNL 670s, 780s and VNM 200s; 70 are owner-operator units; and the remainder are International and Freightliner trucks.

"In the late 1990s we were interested in improving both the quality and image of our fleet," said Firestone, "and that ultimately led us to Volvo. The folks at Carmenita Truck Center had been aggressively pursuing our business and they impressed us with not only their professionalism, but with everything they had to say about Volvo trucks. Truth be told, we are highly driven by price — not necessarily purchase price, but total cost of ownership. When Carmenita put pencil to paper and demonstrated the low cost of ownership of Volvo trucks, we liked what we saw and purchased our first 20 or so units. But it wasn't until we started putting miles on them that we recognized the true quality and driver-friendliness of Volvo trucks. Our drivers love the ride, the quiet, comfortable interiors, the maneuverability, visibility and turning radius. We also think Volvo trucks represent our company in a positive manner. They are good looking trucks with great styling. But they also have a solid

reputation for quality and safety, and that's the kind of image we want to project."

Jim Brown, KKW Maintenance Manager, says Volvo trucks are easy to maintain, and that the durability of both the cab and engine is excellent. KKW began purchasing Volvo engines in 2003, and currently all but a handful are powered by either 465-hp (linehaul use) or 330-hp (regional use) Volvo D12 engines. "We've never had a catastrophic failure on a Volvo engine, although we have experienced some of the typical heat-

related problems all the new EGR engines, regardless of brand, have in common," said Brown. "Fuel economy is on par or perhaps a bit better than other brands we have in our fleet. If I had one wish with regard to Volvo engines," he added, "it would be an expansion of engine service points throughout the Western half of the country. When we do have an engine problem, as fate would have it, it's often in a location with no Volvo dealership nearby. Aside from that, however, I believe Volvo trucks are phenomenal pieces of equipment."

While Firestone and Brown would both like to see service capacity added to the dealer network, they say the quality of service they receive from Volvo dealers is good. "We're particularly pleased with the service we receive from both Carmenita Truck Center and from TEC of California. Quality and price aside, our next priority is fast turnaround time on product repairs," said Firestone. "We just can't afford to have trucks down for lengthy periods of time, and both Carmenita and TEC deliver on that requirement. TEC also has additional locations throughout the West which is a big plus for

us," said Firestone.

KKW is now ready to begin the quote process for 2008 trucks. Firestone said Volvo trucks are their preferred brand, and is hopeful negotiations will result in additional Volvo capacity within their fleet. "We're also very anxious to give the new I-Shift transmission a try," he said.

"I'd also like to mention that I have been very impressed with the Volvo management team over the years," added Firestone. "I know we are not one of Volvo's largest customers, but they've still provided us with a great deal of support and attention — all very positive and very professional. My hat's off to them. When compared to my experience with other OEM's, they certainly have a leg up." ■



Dennis Firestone, President and Owner of KKW Trucking, Inc. of Pomona CA, with one of this Volvo trucks.

Fleet Profile

- **KKW Trucking Inc., Pomona, CA**
- **Truckload, LTL and dedicated hauler with warehousing and logistics management capability**
- **340 tractors, 750 trailers in fleet which includes 70 owner-operators; 180 Volvo 670s, 780s and VNM 200s, most with Volvo D12 engines**
- **Other brands in fleet — International and Freightliner**
- **Set road speed and cruise : 68 mph**
- **Average annual miles per unit: 125,000**
- **Volvo customer since late 1990s**



ASK THE TECH WIZARD

QUESTION: What's different about the clutch on Volvo I-Shift transmissions and why is it better?

ANSWER: Volvo's I-Shift uses only a 17" single plate clutch.

Popular clutches for manual transmissions have long been two plate technology. They have two driven discs and a 15.5" diameter, and they work fine – in manual transmissions.

Volvo's I-Shift transmissions have been designed and developed around the a ZF Sachs 17" single plate clutch, which has been **precisely matched** to the Volvo I-Shift application. Critical to the functionality of an automated mechanical transmission, it features a low-inertia single-plate architecture that ensures **smooth, drag-free synchronization** during gear shifts. The **smoothest possible clutch engagement** characteristic is achieved through the use of spring-cushioned organic friction facings. The combination of these

non-aggressive facings and I-Shift's ability to minimize heat during clutch engagement results in **longer clutch life** and **reduced fly-wheel wear** compared to cerametallic facing clutches. This means that the I-Shift clutch will not get hot and "shudder" during multiple engagements, such as several repeated starts on an upgrade.

Drivetrains are protected from damaging torsional vibrations by the soft-damper spring design of the disc assembly, which includes a pre-damper stage for prevention of idle gear rattle. Together, the single-plate design and stamped cover housing offer a greatly reduced **weight advantage** compared to older cast/twin-plate clutches. The I-Shift clutches are **completely adjustment- and maintenance-free**.

Clutch Actuator

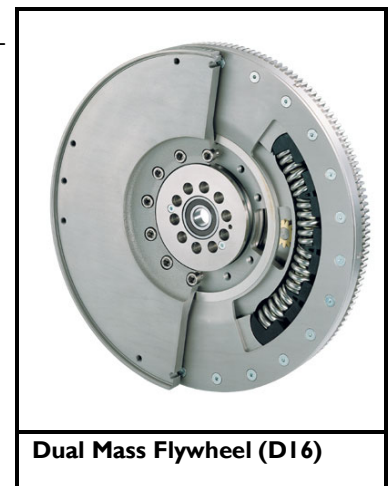
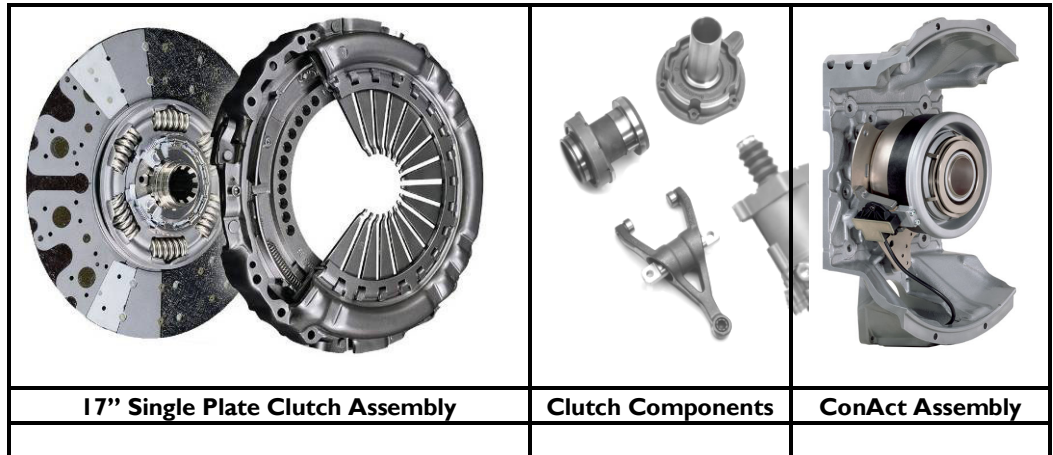
ZF Sachs "ConAct" clutch actuator provides the Volvo I-Shift with numerous advantages over competitive AMT transmissions. The **lighter-weight** and **maintenance free** ConAct is a completely pneumatic device which is electronically controlled by the I-Shift.

Combining the functions of clutch actuator, release fork, clutch bearing, transmission quill, and various bushings/pivot points of alternative release systems into **a single integrated unit**, the wear points and resulting inaccuracies of operation are virtually eliminated. The result is **smooth automated transmission shifts** over the entire life of the I-Shift. **No hydraulics** are involved, and the concentric in-bell Housing design eliminates undercarriage ground clearance restrictions of "catapult fork-type" set-ups.

Dual Mass Flywheel (D16)

The ZF Sachs 17" (430mm) Dual Mass Flywheel (DMN), used in combination with the Volvo I-Shift and D16 engine, provides **unparalleled driver comfort** and **drivetrain protection**. The DMN is wisely used in the bus industry. Buses are among the most severe clutch applications in the industry.

The amount of dampening that is achievable within a clutch assembly's disc design is restricted by the close-in positioning of its spring elements and axial packaging space limitations. Conversely, the DMF has its spring elements positioned near its radial extremities, which provides geometry with a far greater angle through which the damper is actuated, enabling **a much softer damper rate** to be used, resulting in greater isolation of engine vibratory effects **over the full range** of engine speeds. ■



VOLVO TRUCKS WITH VOLVO ENGINES

WHO'S BUYING

WHO'S SELLING

<p>Foltz Trucking Transport Service Co. Highway Transport, Inc. Jones Brothers Trucking Action Transports</p> <p>Moodie, Inc. Conley Transport II Doyle Sims & Sons Trucking TDL Group Corp. Aggressive Transport</p>	<p>Chicago Truck Sales RDO Truck Center Volvo & GMC of Atlanta General Truck Sales Old River Supply</p> <p>Nacarato Volvo & GMC Wausau Truck Center National Truck Centre Lounsbury Truck Centre Harvey Truck Center</p>
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