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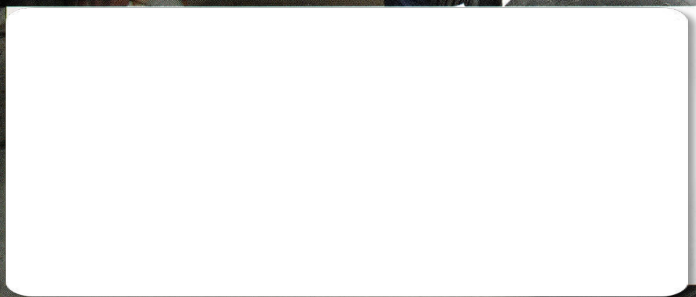
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Hacked: *The Real Threat to Trucking* pg. 78



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Reacting to GHG Phase 2

TRUCKING OEMS, TRADE GROUPS, and other industry representatives seem “cautiously optimistic” regarding compliance with the Greenhouse Gas (GHG) Emissions and Fuel Efficiency Standards Phase 2 Final Rule issued last month by the Environmental Protection Agency (EPA) and the National Highway Traffic Safety Administration (NHTSA).

The rule will improve overall efficiency of Class 7 and 8 tractors and vocational vehicles by as much as 25% over the course of more than a decade. Sean Waters, director of compliance and regulatory affairs at Daimler Trucks North America (DTNA), pointed out in a statement that this represents a “tremendous challenge for an industry that has been treating fuel efficiency as a first-order priority for our customers for many decades.”

He added that the up-to-5% engine efficiency improvements included in the overall efficiency target will require “continued development of engine technology” as well, though he stressed DTNA is “confident that we are up to the challenge.”

The Truck Renting and Leasing Assn. (TRALA) is concerned that the Final Rule “appears to have more stringent benchmarks” than the proposed rule; however, it is pleased that 2027 remains “the final target date” for full compliance as both EPA and NHTSA had considered a final date of 2024.

“We are pleased that the EPA and NHTSA granted our request to have the final implementation year of Phase 2 remain in 2027,” Jake Jacoby, president and CEO of TRALA, noted in a statement. “We’re also pleased that there appears to be harmonization of standards and some additional flexibility for the OEMs to reach these targets.”

Glen Kedzie, vice president and energy and environmental counsel for the American Trucking Assns., added that

industry representatives worked with EPA and NHTSA for three-and-one-half years to ensure Phase 2 standards took into account “the wide diversity of equipment and operations across the trucking sector,” which he believes remains the case.

“We are pleased that our concerns such as adequate lead-time for technology development, national harmonization of standards, and flexibility for manufacturers have been heard and included in the Final Rule,” he said in a statement.

“While efficiency milestones for vehicles, engines and trailers have all been slightly increased over the agencies’ initial proposal, we are encouraged that they addressed several important issues in the Final Rule, including undertaking annual rule assessments, not accelerating compliance timelines from those originally proposed, and refining emissions modeling based on industry data,” Kedzie stressed.

“However, while the potential for real cost savings and environmental benefits under this rule are there, fleets will ultimately determine the success or failure of this rule based on their comfort level purchasing these new technologies,” he continued.

According to the Consumer Federation of America (CFA), the American consumer is also expected to benefit from the Phase 2 rules largely because of lower fuel usage by freight-hauling trucks.

CFA calculates the average American family spends more than \$1,100 per year on indirect freight truck fuel costs passed on to consumers.

“That’s almost as much as the average family spends on household electricity,” Jack Gillis, CFA’s director of public affairs and vehicle expert, said in a statement.

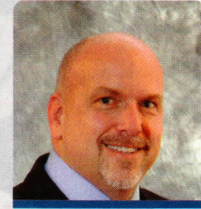
—BY SEAN KILCARR

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PEOPLE

HDA TRUCK PRIDE has named Tom Tecklenburg chief commercial officer.

HUTCHENS INDUSTRIES hired John Varner as regional manager of its northeast territory.



JOHN VARNER

ROADONE INTERMODALOGISTICS announced Adam Amorose has joined the company as vice president of safety.

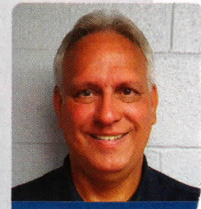


BETTSHD announced the hiring of Brian VanCamp as its new strategic account manager.

VOLVO TRUCKS NORTH AMERICA appointed Jeff Lester senior vice president of sales.

JEFF LESTER

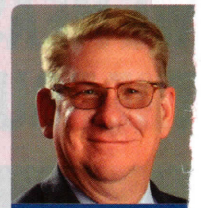
FONTAINE MODIFICATION VOCATIONAL SERVICES has named Dan Sacconi general manager of its Truck Modification Center in Avon Lake, OH.



DAN SACCONI

TMW SYSTEMS has named Caroline Lyle to the position of vice president of marketing.

YOKOHAMA TIRE has promoted Dan Funkhouser to senior director of commercial sales.



DAN FUNKHOUSE

PHILLIPS INDUSTRIES has hired Thomas Begin to fill the new role of director of innovation and emerging technologies.