


THERMO KING

A Matter of **DEGREES**

A publication for the over-the-road transport temperature control industry.

THERMO KING'S TRIPAC™ APU IS DRIVER RECRUITMENT TOOL FOR SAV EXPRESS INC.

Dry haul company SAV Express Inc., a division of Minneapolis-based SAV Transportation Group, began transitioning its business model from owner-operator to company-owned fleet in 2013. Management knew that choosing new, reliable equipment and technology was an essential factor in attracting quality drivers. Thermo King's TriPac™ APU is one of the components of SAV Express' new fleet that not only allows drivers some extra comforts while on the road, but also gives back to the company's bottom line.

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THERMO KING'S TRIPAC™ APU IS DRIVER RECRUITMENT TOOL FOR SAV EXPRESS INC.

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"Our company is in a major transition right now," said John "JP" Peterson, director of recruiting, safety and maintenance for SAV Express. "We have long been an owner-operator company but over the past several years it's become more and more difficult to find dependable contract drivers AND maintain the service our customers expect. Choosing the right equipment for our new, company-owned fleet has been essential ... for running efficiently and enticing drivers. The TriPac has been a positive recruitment tool for us."

Historically, SAV Express has had about 85 owner-operators on its payroll. That number had dwindled to 50 by the time Peterson was hired in March of last year. One year later, SAV Express is made up of 25 owner-operators and will soon have more than 80 new company-owned trucks in the fleet. The company's first 50 were specified with Thermo King's TriPac APU, and this year, 30 new trucks with the TriPac EVOLUTION are being added.

"Driver retention is an industry challenge, no doubt," said Peterson. "An APU is a big draw as it allows drivers to make the most of their time on the road. It keeps them warm, powers refrigerators, microwaves, TVs and even CPAP machines for the growing number of drivers diagnosed with sleep apnea."

"Of course, these conveniences help drivers sleep better, eat better and maintain some normalcy when they are away from home, but it translates to happier, safer drivers for us as well. And of course it helps our bottom line when it comes to fuel savings as idle times decrease dramatically when the TriPac is used correctly. It also satisfies growing environmental regulations when it comes to emissions. The TriPac has been a real win for our company."

Why TriPac?

Because SAV Express was building its fleet from the ground up, it had not purchased APUs in the past. Peterson called on Thermo King Sales & Service in St. Paul, Minnesota, based on a working relationship he had developed more than 10 years prior. "I turned to Dan Vesper and Jeff Pengra at the dealership and asked what they recommended for our company in terms of APUs. The reputation of the TriPac, its performance record, ease of use and low operating costs, as well as a trusting partnership with the dealership, were enough for us to choose the product. We've been very happy with the performance of the units and the drivers love them," said Peterson.

"The 30 trucks coming this year are equipped with the new TriPac EVOLUTION model. We're even more excited about this batch of APUs because they come with a simpler control panel and are easier to trouble-shoot. In addition,

the maintenance interval is at 2,000 hours. That doubles the interval of the previous version and keeps our trucks on the road longer between service requirements. Going with the TriPac also offers us a nationwide dealer network. If we do have an issue on the road, there is always a Thermo King dealer nearby," continued Peterson. "That is added peace of mind for SAV Express and our drivers."

The TriPac EVOLUTION was introduced just last year and is built on the industry-leading TriPac APU. It was not only developed to meet Tier IV EPA final regulation requirements, but offers unrivaled performance, easy operation, low operating costs and greater fuel savings.

Naturally, besides providing brand-new tractors (2015 Cascadia Evolution by Freightliner this year) and equipment (like the TriPac), SAV Express is cognizant of the other factors that attract good drivers as well including balanced home time, profitable mileage counts and simply treating employees well. The company's long-term goal is to maintain a fleet of 100 trucks and a 1 million mile/month fleet goal.

SAV Express Inc. is an asset-based dry haul truckload carrier that has been delivering high quality transportation services to customers throughout the United States for more than 18 years. Servicing the lower 48 states, the majority of the company's runs are in the South, Southeast and Midwest. The company is owned by Mike Abbott and Joe Speltz. Abbott is the president and founding partner of SAV Transportation Group and a past winner of Heavy Duty Trucking Magazine's 'Innovator of the Year' award.



More information about SAV Express and the SAV Transportation Group can be found at

www.savtrans.com



Learn more about Thermo King's TriPac EVOLUTION APU at

www.thermoking.com

MEET THE NEWEST MEMBER OF THE PRECEDENT™ FAMILY

S-700



Officially unveiled at the 2014 Mid-America Trucking Show (MATS), the new single-temperature Precedent S-700 is the only deep frozen refrigeration unit with shore power capabilities. Featuring industry leading pull down, the S-700 is an ideal solution for customers moving temperature sensitive products like pharmaceuticals, fresh seafood or frozen loads through hot climates.

As a member of the Precedent family, the S-700 features a completely new platform for the trailer market and is designed to be fully compliant with the new Environmental Protection Agency (EPA) Tier 4 final regulations. It is also California Air Resources Board (CARB) ULETRU compliant. The unit utilizes the all-new Diesel Direct Electric (DDE) architecture to drive optimum efficiencies and double-digit fuel savings across real-world applications.

Highlights of the Precedent S-700

- ✓ CARB evergreen in California
- ✓ Greater pull-down, improved time to temperature
- ✓ Improved efficiency
- ✓ More deep frozen capacity
- ✓ Smart Power Prep
- ✓ Smart Power (12 or 19 HP)
- ✓ Supplemental Power Package
- ✓ 30 AMP BC

Real World Testing

The unit has been field tested since August 2013 by several fleets including Texas-based Blue Bell Creameries, a direct distribution company. Manufacturer of Blue Bell ice cream, which ranks as one of the top three, best-selling ice creams in the country, the company depends on reliable transport temperatures to maintain product quality. During the past seven months, Blue Bell Creameries has recorded more than 1000 hours on its Precedent S-700 while hauling ice cream at -18 F.

"In addition to the impressive fuel savings, we like the reliability of the Precedent S-700 best. That's key to keeping our product on the road and in stores. We have had zero issues with the unit; it has always maintained our desired temperature, no matter the ambient temperature," said Steven Glaesmann, trailer supervisor.

The Precedent S-700 is available for order. Learn more at
www.thermoking.com

CPx RELIES ON **TracKing** FOR EFFICIENT, REAL TIME FLEET MANAGEMENT

Coastal Pacific Xpress (CPx) has been partnering with its customers and continually looking for ways to improve its offerings for more than 30 years. Specializing in meeting stringent just-in-time requirements, CPx provides flexible and tailored solutions that encompass truckload and less-than-truckload services as well as the warehouse and distribution capacities needed for companies throughout North America. Assisting the Canadian-based company to provide even greater service value to customers is Thermo King's TracKing™ telematics system.

"TracKing telematics allows our employees to monitor the current and past temperature history of a load, trailer location, fuel levels, door openings and reefer operation data in real time and across our organization. This has enabled us to improve our asset utilization, reduce fuel consumption, and better manage maintenance," said Kevin Johnson, vice president, CPx. "We recognized the importance that our customers place on cold chain security, and the Thermo King TracKing system gives us real-time temperature monitoring now, and a traceability solution ready for those who will be needing it in the future."

A Thermo King customer since 2006, CPx began implementing TracKing telematics in 2010 when it completed its transition to an all-Thermo King refrigerated fleet made up of both single- and multi-temperature units. Today, with 400 systems in place, CPx can monitor and control its refrigeration fleet remotely with a touch of a button. Utilizing the TracKing website, CPx receives data on each refrigeration unit, allowing increased visibility and control over refrigerated cargo and reducing risk of load loss for CPx and its customers.

TracKing offers remote capabilities such as:

- Flagging temperature set point changes
- Starting, pre-tripping and stopping the unit
- Sending real-time notifications and clearing unit alarms
- Changing operation modes (i.e. continuous run vs cycle sentry)
- Identifying trailer/reefer location
- Monitoring door openings and fuel levels
- Manage preventative maintenance schedules

"Simply put, the TracKing technology gives CPx the tools to proactively manage our reefer fleet. We've seen a significant reduction in cargo claims and can provide reefer performance downloads within minutes of a request, right on a customer's dock," said Johnson. "Providing a data download that also shows the GPS location of the trailer, door openings and reefer operation addresses a principle concern of our customers relative to cold chain integrity."

Fuel, Environmental and Food Safety Concerns

Like never before, fuel, environmental and food safety concerns are three big challenges facing today's trucking companies. Companies can use TracKing as a tool to address all three. "Increasing fuel costs have companies looking for viable ways to reduce energy use through decreased reefer idling. Decreased run times improve emission output and environmental impacts. Food safety standards are being scrutinized and mandates



are being determined that will reduce contamination risks throughout the cold chain," said Steve Bach, Thermo King district sales manager.

"TracKing provides the real time data and traceability to assure units are running as efficiently as possible while maintaining food safety parameters. TracKing technology will validate that a shipment was conducted properly, within temperature requirements," explained Gayatri Abbott, director of smart products and telematics for Thermo King. "In the end, it protects the trucking company and the customer."

Bottom Line Improvements

The savings realized due to TracKing telematics come on the maintenance side also for CPx. Alarm code notifications are also real time, which means they can be dealt with proactively and immediately. "If an alarm indicates an anomaly in the operation of the reefer, we can route a trailer to the closest dealer before the load is threatened. We can view the engine hours on each reefer in real time to schedule preventative maintenance and more," said Johnson. "This data is the information that ensures we have one of the best maintained fleets in the industry."

CPx works closely with local dealer Thermo King of British Columbia and benefits from the entire network of 182 Thermo King dealers throughout North America if service is needed while a unit is on the road.

"TracKing has not only allowed CPx to provide an even greater value-added transportation solution to their customers, but it has

positioned them as a leader in load monitoring capabilities throughout North America," said Ivan Loisel, sales manager, Thermo King of British Columbia.

Founded in 1986, CPx is a Surrey, British Columbia-based trucking company specializing in temperature-controlled and just-in-time overnight deliveries. The company's main warehouse and distribution facility is in Surrey, with a second warehouse/office facility located in Calgary, Alberta. CPx also operates terminals in Nanaimo, British Columbia and Edmonton, Alberta. CPx's fleet of more than 350 trucks and 550 trailers serves major markets throughout North America.

More information can be found on www.cpx.ca.



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Kevin Johnson, vice president, CPx

The logo for CPx Coastal Pacific Xpress Inc. features the letters "CPx" in a large, bold, blue font with a stylized American flag graphic behind the "P". Below this, the full name "Coastal Pacific Xpress Inc." is written in a smaller, blue, sans-serif font.





INNOVATING THE RAILCAR INDUSTRY

CRYO-TRANS, INC. LEASES BUILD-TO-ORDER MECHANICAL REFRIGERATED RAILCARS

Cryo-Trans, Inc. (CTI) of Owings Mills, Maryland, has created its own niche in the railcar industry, offering the largest fleet of privately-owned, mechanically refrigerated railcars in North America. Built-to-order and technologically advanced, CTI's railcars are designed to ensure customers realize the transportation savings and efficiencies that rail transportation can provide. The company is North America's only designer/ builder and lessor of refrigerated and insulated railcars.

"We are a full-service lessor to our customers," explained Herman Haksteen, CEO of CTI. "This includes taking responsibility of all maintenance and operational issues related to the fleet and tailoring our railcar leasing program to each customer's individual needs. This customized approach helps each food shipper company integrate rail transportation into their supply chain in the most efficient way possible."

CTI was founded in 1985 on the premise of technological innovation. The company revolutionized the frozen rail

industry, securing a patent for a cryogenic railcar and developing long term leases for 500+ boxcars throughout its first 10 years. The company began converting the majority of its fleet to mechanical refrigerated railcars in 2000 due to the increase in carbon dioxide (CO₂) prices, and hasn't looked back.

With innovation still the priority for CTI, the company does not cut corners on its modern fleet of nearly 1300 boxcars, which are leased primarily by food manufacturing companies ... many of which are Fortune 500. CTI builds each railcar to stringent standards including extra insulation and innovative floor designs to withstand years of wear and tear, typically 50 years for railcars.

The performance of the refrigeration units selected for each railcar is crucial as well, primarily due to the long, unattended trips railcars endure. CTI chooses Thermo King reefers to provide the reliability required to meet the demanding needs of the rail industry. "Quite simply, it's a

must for us to specify the most reliable refrigeration units for rail. Downtime is detrimental to the cargo and to our customers' bottom lines," said Haksteen.

Designed for greater efficiency and increased cooling capacity in a rail-ready unit, Thermo King's SB-RR unit has served CTI and its customers well for the past two years, with the company ordering 450+ units in 2013. Key features of the technology are high speed engine lock-out when railcar doors are open, which saves fuel and stops ambient air contamination, and the low ambient Cycle Sentry override that keeps units running when ambient temperatures fall below 10 F. "This, along with an integrated fuel heater, helps avoid fuel gelling issues during unattended rail transport during the cold winter months," explained Rick Boily, Thermo King strategic accounts, rail. "Cryo-Trans' units also utilize a custom Optiset file, which helps keep box temperatures very consistent while utilizing as much low speed operation as possible."

All-New Precedent™ Rail Unit

"The SB-RR has been extremely reliable and has offered tremendous fuel savings for CTI," said Brandon Pugh, Thermo King Northwest, CTI's home dealer. "With the introduction of the new Thermo King Precedent rail line, CTI and its customers will be enjoying even greater savings and reliability, as well as the best warranty in the North American rail industry."

The Precedent all-new rail-ready unit platform was designed to deliver double-digit fuel savings and offer compliance choices that don't compromise performance. The engine offers a 30 percent longer maintenance interval with more capacity than standard packages and is built to function in unattended situations. The Precedent S-700 RR units were installed in CTI boxcars in January for initial performance testing by various CTI customers.

If the Precedent rail line performs as promised, it will further transform the rail industry and should help convince more shippers of the benefits rail transportation can provide. Haksteen claims that "rail is already four times more fuel efficient than shipping by truck. On average, 3.2 trailer loads

of product can fit into one boxcar. The savings – in fuel and on the environment – are undeniable."

"The fuel efficiencies, maintenance and overall operational cost savings that the new Precedent rail ready units tout will ensure customers the lowest cost of ownership among all reefers in the market," explained Doug Moore, Thermo King business development/applications manager, rail. "The technology is years in the making and was successfully introduced into the trailer product line in 2013. The impact this cost-saving technology will have in rail should be dramatic considering a typical boxcar will go through 6-7 refrigeration units in its lifetime. The savings in fuel and maintenance equate to faster return on investment."

Helping keep costs down further is Thermo King SVC's centralized billing program. "This ensures service for CTI boxcars at Thermo King's network of authorized dealers across North America and guarantees parts and service pricing," explained Patrick O'Meara, SVC director, Thermo King.

CTI has equipped all of its reefers with satellite-based, two-way GPS communication capabilities and the units are enhanced for reliable operation. This includes solar panels on boxcar roofs to charge the battery, built-in accelerometers, temperature sensors in the reefer unit and in the boxcar, door open sensors, and remote fuel level monitoring. In addition, trip history temperatures can be downloaded through an Internet-based platform 24-7 via laptop, iPad or smartphone.

"This is an exciting industry that is ever-evolving and growing fast," said Haksteen. "We expect to build at least another 100 boxcars in 2014 to meet demand of our leasing customers. Private railcar programs provide guaranteed transportation capacity year round; capacity swings based on seasonal growing seasons will not affect the private railcar user! Currently, less than five percent of temperature-controlled product is shipped via boxcar rail. Cost savings, environmental regulations, and efficiency demands will continue to nudge more companies towards the advantages of rail transport. CTI is ready to provide the custom solutions to meet the need."

Cryo-Trans, Inc., part of the MHW Group, owns and operates the largest private fleet of refrigerated boxcars in North America. This technologically-advanced railcar fleet helps customers efficiently transport temperature-controlled foods across North America at substantial cost savings compared to trucking. In addition to its rail shipping and railcar leasing services, CTI also offers a full menu of fleet management and logistics solutions.

The MHW Group is the market leader for innovative transportation solutions. Comprised of four companies, Chambersburg Cold Storage, Cryo-Trans, Inc., Cryo-Trans Logistics, LLC., and Perryville Cold Storage, the MHW Group provides refrigerated rail, truck, and warehousing cold supply chain services. Leveraging one of the industry's largest transportation networks, the MHW Group combines technology and services to tailor transportation solutions to the needs of our customers, shippers, carriers and suppliers.

More information on CTI can be found at
www.mhwgroup.com

More information on Thermo King's new Precedent Rail platform of refrigeration unit can be found at
www.thermoking.com



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Contact your local Thermo King dealer or visit www.thermoking.com to learn more about Thermo King Aftermarket offerings.

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