

Postmaster: Send Form 3570 to Box 66010
Houston TX 77006. Controlled Circulation
postage paid at Shepherdsville KY 40165.
Modern Bulk Transporter (USPS 429-360).

Modern **Bulk**

Transporter

November 1981

Buying Directory of Truck Specifications

—Starts on Page 44

**Power Guide
1982**



Drivers Like Terpening's Truck Specs

—See Page 22

Sharp Trucks Attract Attention For Growing Terpening Companies



Terpening Trucking's shiny blue Kenworth tractors are quickly noticed when they pull in to load product at Syracuse's "Oil

WHEN TERPENING tractors pull into Syracuse's "Oil City," they look a little out of place. Among the workhorse tractors operated by oil companies and jobbers, Terpening's shiny blue Kenworths look like refugees from an owner-operators' convention.

Trimmed with chrome mirrors, stacks and hubcaps, and accented with light blue feature stripes, the eye-catching units appear to have been specified by and for drivers. In fact, the air conditioned tractors with the AM/FM radios were specified by former drivers who know the importance of an impressive truck to drivers and company image.

The Terpening brothers, George, Chuck, and Dick, all drove trucks for the company they now manage. Terpening Trucking specializes in delivering light oils throughout New York state. Most of the operations are conducted in an area bordered by Utica, Rochester, the Canadian border, and Pennsylvania.

Obviously, the equipment is designed for more than good looks. With its large operating area and just 17 petroleum trailers, the company must specify its tractors for performance. And in addition to a striking appearance, the fiberglass and aluminum cabs fare better than

steel tractors in the region's rough winters which feature corrosion and salt covered roads.

Long Wheel Base

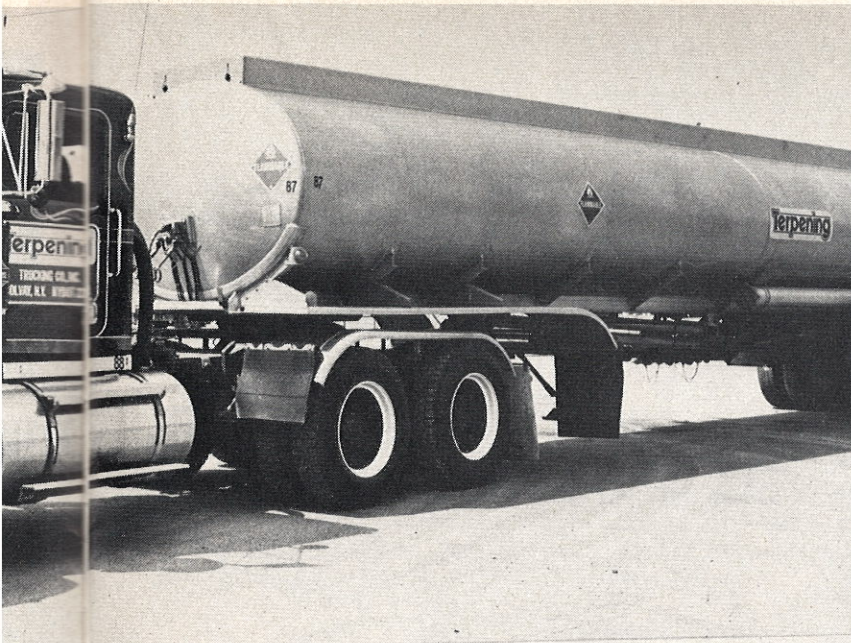
One specification which has benefited both tractors and trailers is the Kenworth W900's 185-inch wheelbase. The longer wheelbase has provided a smooth ride with less wear on the whole unit, especially the fifth wheel plate and front understructure of the tank. "We

found the damage caused to the nose of the tank from the constant pounding greatly reduced by the longer wheelbase," says Dick Terpening.

The company specifies Reyco 102 suspensions on its tractors, and Reyco 21B suspensions on trailers. The carrier delivers gasoline to service stations and has found those suspensions perform well in the tight turns encountered by drivers. The 102 is also very flexible for going



Five of the six bays at the Terpening terminal are utilized by the repair portion of Tri Tank Corporation. The company began tank repair operations in 1978. Management offices are located above the repair bays.



City." Driver satisfaction and company image are two reasons the tractors are specified. The 185-inch wheelbase contributes to a smooth ride and less wear on equipment.



George Terpening Sr is flanked by his son Dick (left) and George. A third son, Chuck, involved in the company management was on a sales trip when this picture was taken.

over curbs. "Torsion bar suspensions are fine for long runs, but not for local delivery," says George Terpening.

The tractors have Detroit Diesel 6V92TA engines set for 335 hp at 2200 rpm. "We have actually increased mileage by unsqueezing the fuel squeezer," says George Terpening. The company fleet is averaging just over 6 mpg at the current setting. The units were averaging 5¼ mpg with engines set for 270 hp and 5½ mpg at 307 hp. Fuller RTO 11509 transmissions and 14 inch Lipe clutches are specified. The tractors have 12,000 lb front axles and Rockwell SQHD 38,000 lb rears.

Cut Tire Inventory

Terpening now uses tubeless steel belted radials on its tractors and trailers. The company has standardized on 11R24.5 winter tread caps for both drive axle and trailer tires. "We got some funny looks at first, but standardizing on the lug tread year round eliminated a lot of our inventory," says Dick Terpening. "We are now down to an inventory of steering axle and drive axle or trailer tires."

The lug tires on the trailers have resulted in almost no loss of mileage, says Dick. "We have also found that the trailer tires with the extra tread have better braking ability in the

snow. The lugs have a tendency to keep the trailer behind the tractor in snow and have reduced jackknife potential." The company uses the Oliver cold cure recap program on tractor drive and trailer tires.

Radio Equipped

The three Terpening brothers represent the third generation of management of the family-owned business. The company was started in 1916 as a milk hauler by Charles Terpening. It switched to petroleum hauling in 1936. George Terpening Sr ran the company for many years, and was succeeded by his three sons.

Dick Terpening credits the installation of two-way radios in all company tractors as a significant factor in providing service. "The radios have both saved us money and helped us provide a quick response customer needs." The company debated purchasing the radios because of the expense involved.

The 100 watt radios help the trucks and dispatch remains in contact for up to 75 miles. In some cases, communications has been maintained to 100 miles. Dispatch can react immediately if a driver has a problem with equipment or a delivery. Control over the fleet is increased. Drivers and dispatchers are pleased with radios.

More importantly, Terpening can

increase service to its customers. "Petroleum distribution is a service business. Good service means quick response," Dick says. Gasoline station customers sometimes require more product in a day than they ordered. When a customer calls with an emergency order, dispatch uses the radio to find out what units are in the customer's area or near a product terminal. "Being able to tell the customer exactly when he will receive product is a direct benefit of the radios," adds Dick Terpening.

Rounded Increments

Another Terpening specification practice which has assisted customers and dispatchers is ordering tank trailers in 500 gallon increments. Dick Terpening recalls "One of the things that drove me up the wall when I was dispatching was the odd-ball compartment sizes—2675, 3250, 2190, etc." All trailers in the fleet now have compartments in 500 gallon increments. Four compartment trailers have 2500, 1500, 2000, 2500 gallon compartments. Newer five compartment floor models have 2500, 2000, 1000, 1000, and 2500 gallon compartments. Terpening has just added a new four compartment Heil trailer which has 2500, 2000, 2000, and 2500 gallon compartments.

"It's much easier for the gasoline