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# SEVERE DUTY REPORT

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HOT TOPIC

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## BORDER PAVING'S DIVERSE FLEET SERVES DIVERSE NEEDS

With almost 60 years of experience, Border Paving, Ltd. in Red Deer, Alberta, Canada, does it all. As the largest independently owned Paving company in Alberta, they have it all covered from large highway jobs, to industrial and residential jobs, and they haul heavy equipment and materials year around. Alberta weather presents its own challenges, with temperatures ranging from 95 degrees F to below zero, and an average of 40 inches of snow each year. It started snowing in late October this winter, way earlier than usual, and the ground already is frozen. That means paving season is pretty much over for the year. From November to May, it's mostly hauling: gravel, snow, materials, excavators and other heavy equipment.

With core operations in Red Deer, Alberta, Border Paving has a total of four locations in Alberta and numerous mobile asphalt plants. Border has built a fleet that includes 140 Freightliner trucks, each suited to specific jobs. "Freightliner's products are as diverse as our needs," says Terry Wedderburn, Border Paving transportation manager. "Like us, they do it all." The company's replacement cycle typically is five to seven years and its trucks take a lot of punishment.

Border's roster of Freightliner trucks reflects both the range of the company's services and of the Freightliner product lineup. There are Cascadia tractors; Coronado® 122SD tri-drive winch tractors, day cab

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— Terry Wedderburn, transportation manager, Border Paving



tractors and gravel trucks; M2 112 gravel and water trucks; and M2 106 service and crew trucks. Wedderburn is impressed with the SD lineup of trucks and has ordered two 108SD, three 114SD and twelve Coronado 122SD trucks, due for delivery in January 2013. He says, "It's obvious that Freightliner is focusing on, and delivering, a good quality severe duty vocational truck."

In a company where 70 percent of the employees have been there more than 25 years, there's a genuine concern for driver comfort and well-being. Wedderburn says his employees like the Coronado 122SD's "very quiet, spacious cab and the nice leg room, and the HVAC is so good in the new trucks that they're comfortable in any conditions." The maintenance guys like the Detroit engines, saying they offer good power, good fuel efficiency and good electronics.

Maintenance department employees also are fans of the Detroit™ Virtual Technician™. Don Patterson, president and sales manager of Freightliner of Red Deer, where Border has been a customer for about 20 years, offers a recent example of the value of this feature. "A code came up on one of Border's trucks. They phoned us, we looked up the part number and we had the part in stock. It was fixed and the truck was back in service fast." Wedderburn credits "the excellent support of Freightliner of Red Deer for going above and beyond to keep us moving."

Border Paving. Freightliner of Red Deer. And a lineup of tough Freightliner trucks. A partnership that's doing it all.



Border Paving's roster of trucks reflects the range of the company's services and of the Freightliner product lineup.



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