

## Seminar explains trucking changes

September 21, 2007

**By Elizabeth Lisican Post-Tribune correspondent**

SCHERERVILLE -- Representatives from municipalities throughout Northwest Indiana gathered at Teibel's Restaurant for the 2007 Truck City & Lindco Municipal Seminar on Thursday.

The nine-hour-long event featured presentations advising industry members on technological advancements in trucking equipment, and how to adapt to the new government-mandated emissions regulations.

"This last go-around has actually changed some of the configuration of the truck," said Ron Coffman, general sales manager of Truck City of Gary, a full service Class 5-8 truck dealership. "It's going to change the fuels that these guys use; it's going to change the oils that they use; it's going to change their maintenance... So what we wanted to do here today is explain to them, 'Look, these are the changes that you're going to have to deal with, and here are some of the ways to do it.'"

Lindco Equipment Sales, Inc. joined Truck City in sponsoring the free seminar.

"It used to just be that you turned a knob and salt would dump on the road," Coffman said. "Now they actually have computer systems that will gauge how much salt is dropping per mile, and it's saving the cities millions of dollars because they're not just dumping it all out."

Matching updates with old equipment was also a concern. "I've got some folks coming from Conoco Oil that are going to explain the new fuels to them and the new oils, and what they're going to have to do in their fleet in order to get ready for this, and how it affects the older trucks," Coffman said.

Kevin Solomon, a maintenance manager at U.S. Steel Gary Works, attended the seminar to gain a better sense of the new equipment on the market.