

**INTERNATIONAL®  
A26 IN ACTION  
ERL INTERMODAL**



# NO LIMITS

*The International® LT with A26 puts ERL Intermodal ahead of the competition hauling ultra-heavy loads with zero downtime*





Transporting intermodal freight to and from east coast ports all over New York state is back-breaking work. Overseas containers are usually loaded to their limit, about 80,000 pounds. To make operations efficient, ERL Intermodal, based in Utica, New York, often runs tandem-trailer loads. It's not uncommon for its International® LT® Series trucks to haul up to 143,000 pounds at a time, the maximum allowed on the turnpike.

### ERL'S CUSTOMERS DEMAND ON-TIME DELIVERY, SO UPTIME IS CRITICAL.

Since bringing the A26-powered International LT and RH™ Series trucks into its fleet, ERL has experienced zero unscheduled downtime, according to General Manager Steve Sperbeck. Impressively, the A26 is handling loads that have long been the domain of heavier, bigger bore engines.

### AT A GLANCE

**COMPANY:** ERL INTERMODAL (ERLTRUCKS.COM)

**LOCATION:** Utica, New York

**OPERATING SINCE:** 1979

**PRIMARY BUSINESS:** import/export truckload services; regional hauling

**TRUCKS:** 15 LT and 5 RH Series trucks with A26 engines

"The previous thinking in the industry was you would need a 550 horsepower motor to pull that much weight," says Sperbeck. "The A26 has proved that you can do it with a 12.4-liter motor and do it efficiently."

ERL took delivery of its first new LTs in July 2017. With a fleet that averages 125,000 miles per year, the A26's fuel economy has been a large contributor to the bottom line, achieving seven and eight miles per gallon compared to the previous four-and-a-half miles. The trucks are roughly 1,000 pounds lighter than their predecessors, which also enhances fuel savings.

Subzero temperatures and overwhelming snow make upstate New York legendary for its tough weather, so the need for tough trucks is critical. Hauling everything from garden hoses to espresso makers, the trucks need to get their maximum-weight loads to their destinations on time—no matter the conditions.



"Running doubles down into the ports, you could be holding up a load that's got to get onto a ship," says driver Mike Diorio. "They are not going to wait for you."

Another one of ERL's drivers, Jeff Cook, was newer at running doubles. But he feels confident in the LT—even while climbing steep and snowy roads.

"As we're pulling the hill, this A26 engine really digs in," says Cook as we climb a mile-long 7% grade outside Little Falls, NY. "I don't even need to touch the shift or the four-way flashers. I don't feel like I'm going to be sliding all over, which makes it easier to run two trailers down the freeway."

Diorio also appreciates the power of the LT's engine brake. "It lets the A26 do its thing," he says. "But it will hold us back on a steeper grade if it needs to."

As one of the fastest-growing transportation companies in the area, ERL Intermodal needs equipment that will perform day in and day out. The alternative is not an option. "Previously we had a smaller fleet, but we had twice the problems," says Sperbeck.

### *"The A26 has given us that tie-in between fuel economy and power."*

Demonstrating about the same efficiency whether a driver is pulling one trailer or two, the cost savings have given ERL a huge advantage over the competition.

As the company adds more trucks, ERL's fleet of LTs and RHs is also proving to be a difference maker as they compete for drivers. Since word got out about ERL's enhanced fleet, drivers have been turning up wanting to work there.

The comfort, the quietness of the engine and the tight turning radius are features that the drivers enjoy. But reliability is number one.

"Knowing that you have a truck that's reliable, that every day you can drive up and down the road and not worry about a breakdown, is a huge weight off your shoulders," says Cook. "Just get in and hammer down."



To learn more about the fuel-efficient A26 engine, contact your International dealer today or visit [Internationaltrucks.com](http://Internationaltrucks.com)