

Comment on EPA Proposed Glider Vehicles Rule, Docket ID EPA-HQ-OAR-2014-0827,  
submitted January 5, 2018

## Appendix E

### Descriptions of Glider Vehicles by Industry Participants

## Description of Glider Vehicles by Glider Manufacturer

Fitzgerald Glider Kits, "What is a Glider Kit"  
<https://www.fitzgeraldgliderkits.com/what-is-a-glider-kit>  
(accessed Jan. 3, 2018)

# WHAT IS A GLIDER KIT?

The answer is here



This is a question we get quite frequently and the answer is simple. A glider kit is a new truck without an engine or transmission that has reman rears that are factory installed. The name "Glider Kit" comes from the fact that these units are unpowered from the factory. Glider kits retain the factory warranty on the cab and chassis of 1 year/ 100k miles. We then take the glider kit and install a number of different engine and transmission options to give you a complete unit ready to go to work.

We keep a large inventory of Peterbilt, Freightliner, Kenworth, and Western Star glider kit stock ready for immediate delivery. Once the assembly is complete you have a truck that looks, feels and drives like a brand new truck. The advantages really stack up to make a glider kit a great option when purchasing a new truck. We understand that nothing about the trucking industry is "conventional" and that's why we have a great in-house team devoted to just doing custom spec's for our customers.

#### Advantages of a Glider Kit:

- Lower cost of ownership compared to a factory truck
- Better fuel economy
- No DEF or EGR
- Lower maintenance costs
- Largest warranty network in the U.S.
- If you go with Fitzgerald's in house Detroit engine you have 4 warranty options ([learn more](#))



#### HISTORY

Glider Kits have been around for almost 50 years and are used for a number of applications, both on and off the highway. Gliders are less expensive than new trucks and offer a more economical option for fleets and owner/operators. In the beginning gliders had a bit of a bad reputation as many trucks were built out of used components that were not reconditioned. 20 years ago no one really put much thought into offering a better product to consumers. Fitzgerald Glider Kits set out to change that perception in 1989.

#### OTHER GLIDERS vs FITZGERALD GLIDERS

Fitzgerald is the largest and most trusted glider kit assembler for a reason, they are the best at what they do. Fitzgerald consistently produces quality trucks at great prices. Fitzgerald has been at this for almost 30 years and has the process down to a science. From the time you call in to speak with a sales professional to the time you pick up your new rig, you will be treated like part of the family. Great customer service and support before and after the sales is our number one goal.

#### THE FUTURE OF GLIDER KITS

Looking into the future, most manufactures are making newer model trucks available as a Glider. The most recent offering is from Peterbilt with the introduction of the Peterbilt 579 as a Glider Kit. We are also constantly working to offer different engine platforms in our Glider Kits. Year after year Fitzgerald Glider Kits as a company continues to grow giving our customers more options in glider kits, better services, and an ever growing warranty network across the U.S.

## Want to know more?

You can give us a call at 888-335-4181, reach out to us on [Facebook](#), or right here on the website via the [contact page](#) or the chat window at the bottom of your screen.

#### FITZGERALD GLIDER KITS

Fitzgerald Glider Kits is North America's largest and most respected Glider Kit assembler. We specialize in installing pre-emission engines into a rolling cab & chassis to create a more fuel efficient truck that requires less maintenance and yields less downtime.

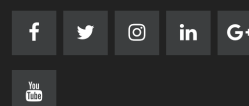
#### BUSINESS HOURS

**Sales**  
Monday - Friday: 8am - 5pm CST

**Parts**  
Monday - Friday: 7:30am - 4:30pm CST

Sales: 888-335-4181  
Parts: 888-873-0448  
Warranty: 888-331-7338  
Service: 877-680-0222

#### CONNECT WITH US



#### AFFILIATE COMPANIES



## Description of Glider Vehicles by Glider Manufacturer

Harrison Truck Centers, "Glider Kits"

<http://www.htctrucks.com/index.php/sales-1/harrison-truck-centers-glider-kits>

(accessed Jan. 3, 2018)

## GLIDER KITS

### THE NEXT BEST THING TO A NEW TRUCK

**EVERYTHING YOU NEED**

- Complete cab assembly with OEM windshield instrument panel and interior appointments customized to your specifications
- OEM exhaust piping components and mounting hardware are included in the loose parts box EPA 98-04 engines only
- Factory chassis built just like new tractors
- Optional factory-installed rear axle, wheels and tires
- Stop, turn and back-up lights with brackets and fasteners
- Rear mud flaps, mounting brackets and hardware
- Cab and chassis wiring harnesses are factory-installed to your specs
- OEM battery cables are included in the loose parts box
- Prep packages for a variety of transmissions are available for factory installation
- New steer axle with wheel ends, brakes wheels & tires built to your specs
- Engine preps for most popular diesel engines
- Radiator, shroud & charge air cooler are pre-installed at the factory
- New hood, fenders, grille and bumper with your choice of finish
- Factory installed air cleaner & filter
- AC compressor & pwer steering pump, brackets and mounting hardware are included in the loose parts box
- New Fuel Tanks

**THE MOST COMPLETE KIT AVAILABLE ANYWHERE**

At a glance, the most seasoned trucker won't spot the difference between a Freightliner Glider Kit and a new truck. A Glider Kit comes to you as a brand-new, complete assembly that includes the frame, cab, steer axle, wheels, a long list of standard equipment and a loose parts box with up to 160 additional parts. Your Glider Kit has everything you need to hit the road in a "new" Freightliner or Western Star.

### REPAIR YOUR WRECKED OR BADLY WORN TRUCK

- Spec a Freightliner or Western Star Glider Kit with the exact configuration and equipment you need.
- Get the latest Freightliner or Western Star features in day cab or sleeper cab.
- Factory-installed components covered by a Freightliner or Western Star New Truck Warranty.
- Factory-installed, reconditioned engine options include MBE 900 (for M2), MBE 4000, Cummins ReCon®, Detroit Diesel Reliabilt®, or Caterpillar® Reman.
- We are the only dealership in the country to offer Cascadia Glider Kits.

### AVAILABLE REPLACEMENT CABS

- Skeleton cab consists of sheet metal, doors and glass
- Service cab is the Skeleton with base model standard cab wiring, dash and gauges with engine-specific wiring
- Serial cab is completely trimmed as closely as possible to your vehicle's original specifications
- Completely trimmed, bolt-and- go hoods are available and come painted, with grille, headlights and bezels

### YOUR FREIGHTLINER GLIDER KIT HAS EVERYTHING YOU NEED.

HARRISON TRUCK CENTERS IS THE ONLY DEALERSHIP IN THE COUNTRY TO OFFER:

**CASCADIA, 122SD, AND M2 GLIDER KITS!**

**GLIDER KIT INVENTORY**

## Description of Glider Vehicles by Glider Manufacturer

Freightliner, "Glider: The Truck You Always Wanted" Brochure  
[www.dtnaglider.com](http://www.dtnaglider.com)

# Glider

by

FREIGHTLINER

THE TRUCK YOU ALWAYS WANTED





# WHICH ONE IS THE GLIDER?

## IT'S HARD TO TELL

Rolling down the road, it's difficult to spot any differences between a Freightliner Glider and a new Freightliner truck. A Glider kit comes to you as a brand-new, complete assembly that includes the frame, cab, steer axle and wheels, plus a long list of standard equipment. Every Glider also comes with a loose parts box containing up to 160 parts — everything you need to get rolling.





# SMART

A FREIGHTLINER  
GLIDER IS A

# CHOICE.



## THE NEXT BEST THING TO A NEW TRUCK

Designed, engineered and assembled alongside new Freightliner trucks, a Glider gives you everything a new truck offers except for two of the three main driveline components (engine, transmission and rear axle). You can either recapitalize any of these from your existing unit, or spec a factory-installed remanufactured engine or rear axle.

## BACKED BY A NEW TRUCK WARRANTY

Unlike a used truck, every factory-installed component on a Glider is covered by Freightliner's Warranty. This gives you peace of mind knowing your vehicle is backed by Freightliner's outstanding network of Dealers to provide you with expert service, unmatched parts availability and total customer support.

## GET IT THE WAY YOU WANT IT

Don't compromise your productivity with a truck that may not fit your needs. Spec a Freightliner Glider with the exact configuration and equipment you need for your specific operation. Gliders include the latest design enhancements and are available in day cab or sleeper units with a wide range of options — all with unsurpassed Freightliner quality.

## EXTEND THE USEFUL LIFE OF YOUR OLDER EQUIPMENT

If you currently have an older truck with a robust powertrain but need to update the cab or frame, a Freightliner Glider is the perfect solution. Gliders are a smart business decision for making application conversions, standardizing fleet units and repairing a down unit due to wreck or fire.



A Freightliner Glider gives you more for your hard-earned money than any other OEM. From the complete cab and chassis, to the value of the components in the loose parts box, to Freightliner's Warranty, choosing a Glider provides you with all the benefits of a new truck at a fraction of the cost.



**THE TRUCK YOU ALWAYS WANTED**

# **IS MORE AFFORDABLE THAN YOU THINK.**

## **REDUCE YOUR COST PER MILE**

Get all the advanced engineering, design upgrades, state-of-the-art efficiency and long-lasting reliability of a new truck while lowering your total cost of ownership. Running a Glider means you also save big on maintenance and service costs and reduce profit-killing downtime.

## **FASTER LEAD TIME**

Thanks to Freightliner's SpecPro software, a Glider can be ordered to your exact specifications, including all required components. And, because it arrives as a complete kit, your Glider can be assembled in less time than a typical in-frame overhaul, which gives you more productive uptime.

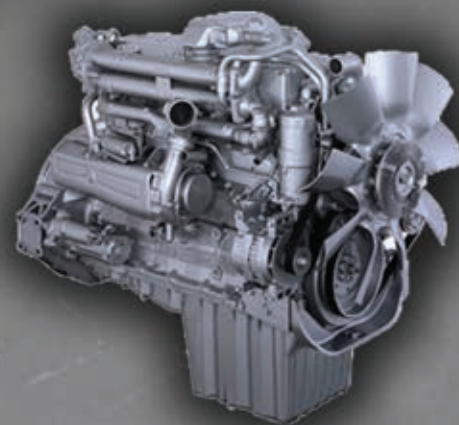
## **SAVE ON FET**

Get new truck performance without paying US Federal Excise Tax. When you purchase a Freightliner Glider in the US, you may be exempt from the FET, giving you a substantial savings of 12%. Additionally, a new Glider is often deductible as a depreciable asset. Consult your tax professional about the tax implications for your specific operation.

## **FINANCING THROUGH DAIMLER TRUCK FINANCIAL**

Daimler Truck Financial offers financing options for your Glider at or near new truck interest rates, giving you lower monthly payments. In many cases, the value of the components you supply can be used toward your down payment. See your Freightliner Dealer for complete financing details and donor vehicle requirements.

# PICK YOUR POWER.



## POWERED GLIDER OPTIONS

Daimler Trucks North America is the only OEM that offers a Glider kit with factory-installed remanufactured engines. When you choose the powered Glider option, you can spec a POWERChoice Detroit Series 60® or MBE 900 or 4000 remanufactured engine for like-new performance, efficiency and reliability. You can also spec a remanufactured engine from the Cummins ReCon® product line.

Availability varies by Glider model.

## POPULAR ENGINE PREPS

Get your Glider delivered ready-to-go for the specific engine you want to drop in. Available engine prep options include factory-installed mounting, plumbing and wiring components to make installing most popular engines faster and easier. You can also choose to add a factory-installed rear axle assembly with an engine prep kit.

## DIAL BACK THE EMISSIONS CLOCK

A Glider may allow you to meet earlier emission requirements when a remanufactured engine is installed. A Glider that is spec'd with an earlier EPA engine or engine prep may only be required to meet emission standards or better of a qualifying donor. See your Freightliner Dealer for complete details.

## ALTERNATIVE FUEL OPTIONS

A Freightliner Glider is an excellent platform for installing engines that run on compressed natural gas (CNG) in Class 6 and 7 trucks, which can help lower fuel costs and reduce emissions released into the environment.



# THE TRUCK YOU ALWAYS WANTED IS AT A FREIGHTLINER DEALER.

## ROLL ON IN

Your Freightliner Dealer is the best resource for information about the tremendous value and lower cost of ownership that spec'ing a Glider represents. Freightliner Dealers have the expertise, experience and support that makes ordering your custom Glider a fast and flexible process.

## MANY MODELS AVAILABLE

Freightliner Gliders are available for all Class 8 model configurations offered in the current Freightliner product line, along with some Class 6 and 7 models. Some older models not currently offered as new trucks may also be available as a Glider kit. Visit your Freightliner Dealer for specific model availability.



CATEGORY	ARGOSY	CASCADIA	COLUMBIA	CORONADO	M2
Engine Equipment	X	X	X	X	X
Transmission Equipment	X	X	X	X	X
Front Axle and Equipment	X	X	X	X	X
Alternator and Starter	X	X	X	X	X
Rear Axle and Equipment	X	X	X	X	X
Frame	X	X	X	X	X
Chassis Equipment	X	X	X	X	X
Front Hubs, Tires and Wheels	X	X	X	X	X
Cab and Equipment	X	X	X	X	X
Instruments and Controls	X	X	X	X	X
Cab Interior	X	X	X	X	X
Lighting and Electrical	X	X	X	X	X
Paint	X	X	X	X	X

*A Glider kit includes nearly everything needed to build a complete tractor assembly.*

A/C compressor and power steering pump, brackets and mounting hardware are included in the loose parts box.

Complete cab assembly with OEM windshield, instrument panel and interior appointments customized to your specifications.

New hood, fenders, grille and bumper with your choice of factory finish.

Air cleaner and filter are factory-installed.

Radiator, shroud and charge air cooler are pre-installed at the factory.

Engine preps for most popular diesel engines are available.

New steer axle with wheel ends, brakes, wheels and tires built to your specs.

Prep packages for a variety of transmissions are available for factory installation.

OEM battery cables are included in the loose parts box.

Cab and chassis wiring harnesses are factory-installed to your specifications.

# FREIGHTLINER GLIDER KITS ARE THE MOST COMPLETE AVAILABLE. ANYWHERE.

## EVERYTHING YOU NEED TO BUILD A COMPLETE TRUCK

A Freightliner Glider kit is the best value in the market because the Glider, loose parts box and your recapitalized parts combined give you all the components required to get up and running quickly. Kit contents are important when comparing gliders from other OEMs, because their unassembled Glider kit pricing may not include all the required components. The cost of additional parts and the labor to install them may add significantly to the total acquisition cost. With a Freightliner Glider kit, assembly labor time is reduced because the Glider assembly and loose parts box are so complete.

Note: This list highlights some of the main Glider components and the parts contained in each loose parts box that is shipped with every Freightliner Glider kit. This list has been abbreviated for clarity. Each Glider kit parts box will vary based on individual vehicle specifications.



OEM exhaust piping components and mounting hardware are included in the loose parts box.  
*EPA '98 -'04 engines only.*

Stop, turn and back-up lights are included in the loose parts box with mounting brackets and fasteners.

New fuel tanks mounted to your specifications.

Factory chassis is built up along the same assembly line as new tractors.

You can spec an optional factory-installed remanufactured axle assembly, complete with wheels and tires, when you choose an engine prep kit.

Rear mud flaps, mounting brackets and hardware are included in the loose parts box.

**GO WITH A GLIDER.**

**FREIGHTLINER**

**HAS YOU**

**COVERED.**

**GLIDER WARRANTY BACKED BY FREIGHTLINER**

Glider kits are covered by Freightliner's Warranty, a huge value and investment protection you just don't get with a used truck. Every Glider comes with comprehensive warranty coverage that includes:

- 1 year / 100,000 miles on the basic vehicle, including 100% parts and labor
- 3 years / 300,000 miles on the cab structure
- 6 years / 750,000 miles on the frame and cross members
- Extended service coverage is available

**WARRANTIES**

- 1 YR / 100,000
- 3 YRS / 300,000
- 6 YRS / 750,000



by







# UNPARALLELED CUSTOMER SUPPORT WHEN YOU NEED IT.

Outstanding parts availability, expert service and helpful customer support is available at more than 400 Freightliner Dealers across North America.

- Freightliner's 24/7 program provides exceptional customer service 24 hours per day, 7 days per week at many Dealer locations
- You can reach the 24/7 Freightliner Call Center at 1-800-FTL-HELP (1-800-385-4357)
- Expedited parts shipping for Mission Critical units and down units is available





For the Freightliner Trucks Dealer nearest you, call 1-800-FTL-HELP or visit [www.dtnaglider.com](http://www.dtnaglider.com) DTNA/PSM-B-700. Specifications are subject to change without notice. Freightliner Trucks is registered to ISO 9001:2000 and ISO 14001:2004.

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