BULK CARRIERS SEES BENEFITS OF INTERNATIONAL® A26 ENGINE AND EXPANDS LONG-TERM PARTNERSHIP

Bulk Carriers (P.E.I.) Limited was founded in 1973 by Jack Kelly in Cornwall, Prince Edward Island, Canada. Originally a one-truck operation, their main focus was the hauling of bulk petroleum throughout the province and Eastern Canada for Gulf Canada. Since then, they have diversified into long haul refrigerated transport and have continued to expand steadily to a nearly 100-truck fleet today.

Still a family-owned company, Blaine Kelly (son of Jack) is now Bulk Carriers’ VP of Fleet Operations. His primary focus is growing the company successfully.

“AT THE END OF THE DAY, IF YOU WANT TO STAY IN THIS BUSINESS IT’S ALL ABOUT GROWTH.”

A key factor in promoting that growth is maximizing his fleet’s Uptime through reliable products and service, a mission International Truck has supported from the start.

Bulk Carriers has been a loyal International Truck customer for decades, purchasing a 4300 in 1974 and later adding a PayStar® truck to the fleet during the ‘80s. What keeps Blaine returning to International is the customer service he receives, the high-quality products, and the massive scale of the dealer network.

“The product is one of the best in the industry. Dealer locations are the other side of it, the dealer support on the network is massive. I can pick up the phone and say, ‘Hey, I’m having this issue’ and right from the corporate side I have always had somebody who’s got my back looking after me. I make one call and it gets dealt with.”

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This strong history of collaboration continued when, after some initial conversations with International engine and chassis engineers and dealer principal Dave Lockhart, Kelly agreed to spec and test the new A26 field unit. He came out with a strong appreciation for the new International Truck and how they are moving forward as a company. Since becoming an A26 field test customer, he’s received consistently positive feedback from Bulk Carriers’ drivers about the engine and the driver experience it provides.

“The drivers say it’s extremely quiet, and that the engine brake and overall experience is phenomenal.” He recounts drivers saying specifically “I don’t think you’ll be able to claw me out of this after I’ve been driving it!”

When asked how the A26 is superior to other engines he’s used in the past, Kelly was very optimistic if not downright positive.

“For my mechanics, it’s much easier to work on. I think there are going to be far fewer mechanical problems because there’s a lot less stuff on it. Plus it’s lighter. I have two Cummins in my fleet, ISXs that are fairly new units, and they’re not as fuel efficient. I have 40 International® LT™ Series units ordered that are powered by A26 engines and I am hoping long term that less downtime and improved reliability will help Bulk Carriers thrive in this industry that’s all about on-time deliveries.”

**BULK CARRIERS’ TOP THREE A26 ENGINE FEATURES/ATTRIBUTES:**

1. **Noise** – Quieter ride, feels more like driving a car.
2. **Engine braking** - Improved functionality across varied terrain.
3. **Simplified design** - Reduces weight and is easier to service.

Blaine Kelly is very impressed with what he’s seeing from International Truck. “People are going to be surprised. This is really a unique engine.” He feels International’s commitment to building products that truly drive uptime.