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ServiceTruck

THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

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EDUCATION

Technician programs abound

Demand for heavy equipment mechanics spawns plethora of programs

Universal Technical Institute runs automotive and diesel mechanic training programs at 11 of its 13 U.S. campuses.

Photo courtesy of Universal Technical Institute

SAUL CHERNOS

Whether you're looking for a two-year technician's program at your local college, a four-year university bachelor's degree, or specialist certification through product manufacturers, education programs for prospective service truck mechanics and technicians abound across the U.S.

With the fall semester getting underway, *Service Truck Magazine* checked in with representatives some of the many programs available.

In Iowa Falls, Iowa, Ellsworth Community College offers a two-year mobile service technician program. Part of the Iowa Valley Community College system, Ellsworth is in the heart of the Midwest farming belt, and the program reflects that, falling within the college's agriculture-related studies and delving into the inner workings of heavy equipment the region's food producers rely upon.

Instructor Kevin Butt says the program was inspired in part by a local equipment dealership that was finding it tough to find skilled service technicians able to make house calls.

"There was a huge need out here for something like this," Butt said, noting that many college

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TRADESHOW PREVIEW

DEMO ICUEE EXPO

Biennial ICUEE dreams of expanded field demos

Nearly 1,000 exhibitors will display their equipment over 28 acres at the Kentucky Exposition Center this fall

The 2019 International Construction and Utility Equipment Exposition will again cover 28 acres of exhibition space, both indoors and outdoors.

Photo courtesy of the Association of Equipment Manufacturers

The International Construction and Utility Equipment Exposition returns to Louisville, Ky., Oct. 1-3.

The biennial show — known by its acronym ICUEE and also as The Demo Expo — promises "an expanded roster of show-floor field classrooms and new eat-and-learn workshops," said a news release from the Association of Equipment Manufacturers, which owns and produces the event.

Dozens of manufacturers of service trucks and their accessories will be among the more than 900 exhibitors at ICUEE. They include service body makers like Auto Crane, Palfinger Inc., Maintainer Corporation of Iowa Inc., the Knapheide Manufacturing Company, Reading Truck Group, and Stellar Industries Inc., as well as accessory makers such as Boss Industries Inc., Coxreels, Fabco Power Inc., Hannay Reels Inc., Hippo Multip-

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HUMAN RESOURCES

Searching for trades talent

Companies are using new tactics to attract new blood

ERIN GOLDEN

A few decades ago, filling a manufacturing job may have been as easy as running an ad in the local newspaper and waiting for the calls to come in.

These days, a perfect storm of low unemployment, an aging workforce and a generation of young people aimed at college, rather than the workforce, have added up to a situation that demands a more hands-on search.

"From a labor market standpoint, this is the most difficult market I've seen in my career," said Shawn

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J&J Truck Bodies & Trailers promotes its products at the 2017 International Construction & Utility Equipment Exposition in Louisville, Ky.

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www. servicetruckmagazine.com

Editor - Keith Norbury • editor@servicetruckmagazine.com

Advertising Sales: Dan Parsons: 250-478-3979
dan@southerntippublishing.com

Art Direction/Production - James Lewis • james@southerntippublishing.com

Publishers - Tom Henry • tom@southerntippublishing.com
Peter Chettleburgh • peter@southerntippublishing.com

Regular Contributors - Dan Anderson, Saul Chernos, Nelson Dewey, Erin Golden, Matt Jones

Subscriptions info@servicetruckmagazine.com
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NEWS

CORRECTION

Outrigger article confused sources

A comment in an article on outriggers in the July-August 2019 edition was incorrectly attributed to Sondra Kirby, marketing manager for Summit Truck Bodies. The comment — "You can't rewrite the laws of physics." — was actually made by another source in the article.

Kirby would also like to clarify that a reference to a "truck's lifting capacity" should have been to a "truck crane's lifting capacity," and that capabilities attributed to Summit's outriggers are in fact capabilities of the crane control system.

Service Truck Magazine regrets the confusion.

The North American Commercial Vehicle Show returns to Atlanta, Oct. 28-31.

Commercial vehicle show adds symposium

A new symposium has been added to the North American Commercial Vehicle Show in Atlanta in late October.

The half-day symposium will be conducted off the main show floor from 8 a.m. to noon on Oct. 29.

The American Trucking Associations and *Transport Topics*, an industry news outlet, are partnering with show organizers on the symposium. It will feature "thought leaders and industry visionaries selected specifically to discuss a variety of trending industry topics," said a news release.

The ATA will also host operational benchmarking sessions on Oct. 31.

The biennial show itself runs from Oct. 28 to 31 at the Georgia World Congress Center.

The 2019 show will cover 530,000 square feet, up from 370,000 square feet at the inaugural show in 2017, said an earlier news release from the organizers.

Hannover Fairs USA is co-organizing the event with Newcom Media.

"This symposium is a great opportunity for attendees to take away actionable advice and information that can help both improve their fleet's profitability as well as protect their operations from outside threats," Chris Spears, president and CEO of the ATA, said in the most recent release.

For more information on the show, visit www.nacvshow.com.

Summit keynote talks trade strategy

Peter Zeihan

President Trump's recent tripling of Chinese exports to the U.S. is an "eminently sustainable" approach to the trade negotiations, according to the keynote speaker at the National Truck Equipment Association's annual Executive Leadership Summit this October.

In a recent guest editorial in the July 2019 *NTEA News*, geopolitical strategist Peter Zeihan outlined three factors that support Trump's approach to the trade dispute: cost — a few dozen billion dollars in tariffs is a fraction of the approximately $12 trillion U.S. consumer market; perspective — those most likely to feel price increases from the tariffs are most likely to give Trump the benefit of the doubt; and leverage — "China has almost none."

Zeihan, the president and founder of Zeihan on Geopolitics, will give his keynote address on Oct. 15 at 2:15 p.m. The conference takes place at the Charlotte Marriott City Center Hotel in Charlotte, N.C.

Registration opens Monday, Oct. 14 at 3:30 p.m. followed by an optional welcome reception at 5:30 p.m. The sixth-annual summit itself takes place on Oct. 15.

Other speakers include economist Dr. Thomas Kevin Swift, NTEA market data specialist Steve Latin-Kasper, workforce development consultant Amy Hirsh Robinson, and business advisor John Formica.

Those registering by Sept. 23 receive a $100 discount. The regular fee is $499 for NTEA members and $699 for non-members.

For more information, visit http://www.ntea.com/executivesummit.

COOL TOOL

Test leads prove reel handy

Kastar, Lang Tools, and S&G Tool Aid all offer 30-foot retractable test leads that are fantastic when you need jumper wires to test electrical components on opposite ends of a machine.

The test leads will handle up to 10 amps, stretch to 20 feet, but reel back into a hand-size housing for tidy storage. A two-wire unit is available, but only stretches to 15 feet.

Cost ranges from $15 to $30, with quality paralleling price.

— *Dan Anderson*

Test leads will handle up to 10 amps and stretch to 20 feet.

MECHANIC'S MUSINGS

Identical problems often occur on machines that are miles apart. *iStockphoto.com/shotsstudio*

They're conspiring against us

DAN ANDERSON

On the same day, two machines 20 miles apart developed identical problems with their computerized controls.

I've never seen that particular error code come up before, never seen those particular symptoms. Ultimately, both identical problems were traced to loose electrical connectors at a position sensor. The connectors looked like they were plugged together correctly, but needed a good squeeze to click and lock them back into a solid connection.

I've had that situation happen before, where two (or three, or four) machines suddenly develop the same problem within a few hours, or maybe a day or two, of each other. They're miles apart, the operators don't know each other, and there's no logical explanation why disparate machines suddenly develop identical mechanical or electrical problems.

My only conclusion is that machines can secretly talk to each other via some sort of long-distance mechanical telepathy. Every night while we sleep, they commune with each other, and decide which mechanics they're going to make miserable the next day.

I think my name is toward the top of their nightly list.

NEWS

Farm equipment sales slump

Sales of farm tractors in the U.S. dipped 3.5 percent in June 2019 compared with the same month a year before, according to the Association of Equipment Manufacturers.

Retail sales of self-propelled combines dropped much more, by 23 percent, said a recent AEM news release.

"Every product category saw a decrease last month, though year-to-date sales for tractors (up 4.3 percent) and combines (up 4.5 percent) remained solid," the release noted.

In Canada, June sales dropped even more than in the U.S. with tractor sales down 14.5 percent compared with June 2018, and self-propelled combine sales dropping nearly 47 percent.

In June, the AEM reported that farm equipment sales in the U.S. "saw minimal growth in most categories while Canada dropped in all but two." The latter included a 56.4 percent drop for total four-wheel-drive tractors.

"While numbers were up for the U.S. in May, the ongoing trade war has us concerned about the direction they may take in coming months," Curt Blades, AEM senior vice-president of ag services, said in a June 13 news release. "Free trade is critical to keeping the U.S. economy and our industry strong. Especially when you consider 30 percent of the equipment manufactured in the U.S. each year is earmarked for export."

Full reports are available to AEM members at www.aem.org/market-data/.

U.S. farm tractor sales slumped in June but were still up slightly for the year. *iStockphoto.com/valio84sl*

NEWS

ConExpo 2020 registration opens

Gold Lot exhibits move to new location

File photo

Versalift aerial work platform ascends 225 feet above the ground to offer this view of the Gold Lot at ConExpo 2017.

Registration is now open for the 2020 ConExpo-Con/Agg heavy equipment trade show in Las Vegas next March.

As in recent ConExpo iterations, dozens of service truck manufacturers and accessory makers will exhibit at the triennial event, taking place March 1-14 at the Las Vegas Convention Center. Among those exhibitors are Iowa Mold Tooling Co. Inc., Brand FX Body Company, The Knapheide Manufacturing Company, Maintainer Corporation of Iowa Inc., Jomac Ltd., Service Truck International, Summit Truck Equipment, Taylor Pump & Lift Co. Inc., and Teamco Inc.

Attendance for ConExpo 2018 and the co-located International Fluid Power Exposition was nearly 128,000, according to the Association of Equipment Manufacturers, which organizes both shows.

One notable change for ConExpo 2020 is the absence of the Gold Lot, best known for its displays of massive cranes from such manufacturers as Liebherr, Terex, and Manitowoc.

That area is now the site of a $935 million expansion to the convention center that is slated for completion in time for the 2021 Consumer Electronics Show.

In place of the Gold Lot, ConExpo 2020's big cranes will occupy an area called the Festival Grounds, which are adjacent to the Hilton Grand Vacations Club Hotel, about a mile to the northwest of the former Gold Lot.

In a video linked to the ConExpo website, show director Dana Wuesthoff explained that multiple routes will link the Festival Grounds with the convention center. That includes hotel shuttles to both locations as well as shuttles running on a continuous loop between them. Visitors can also take the Las Vegas monorail, which is free as part of the show badge.

The 1.5 million gross square feet of the Festival Grounds are about the same size as the Gold Lot, Wuesthoff said. The entire show occupies about 2.5 million square feet and features some 2,800 exhibitors.

For more information about ConExpo or to register, visit www.conexpoconagg.com.

Chile trade show presages Las Vegas extravaganza

ConExpo Latin America is returning to Chile, where its inaugural show in 2015 drew more than 32,000 visitors.

Before the next ConExpo-Con/Agg trade show takes place next March in Las Vegas, ConExpo Latin America is returning to Chile this October.

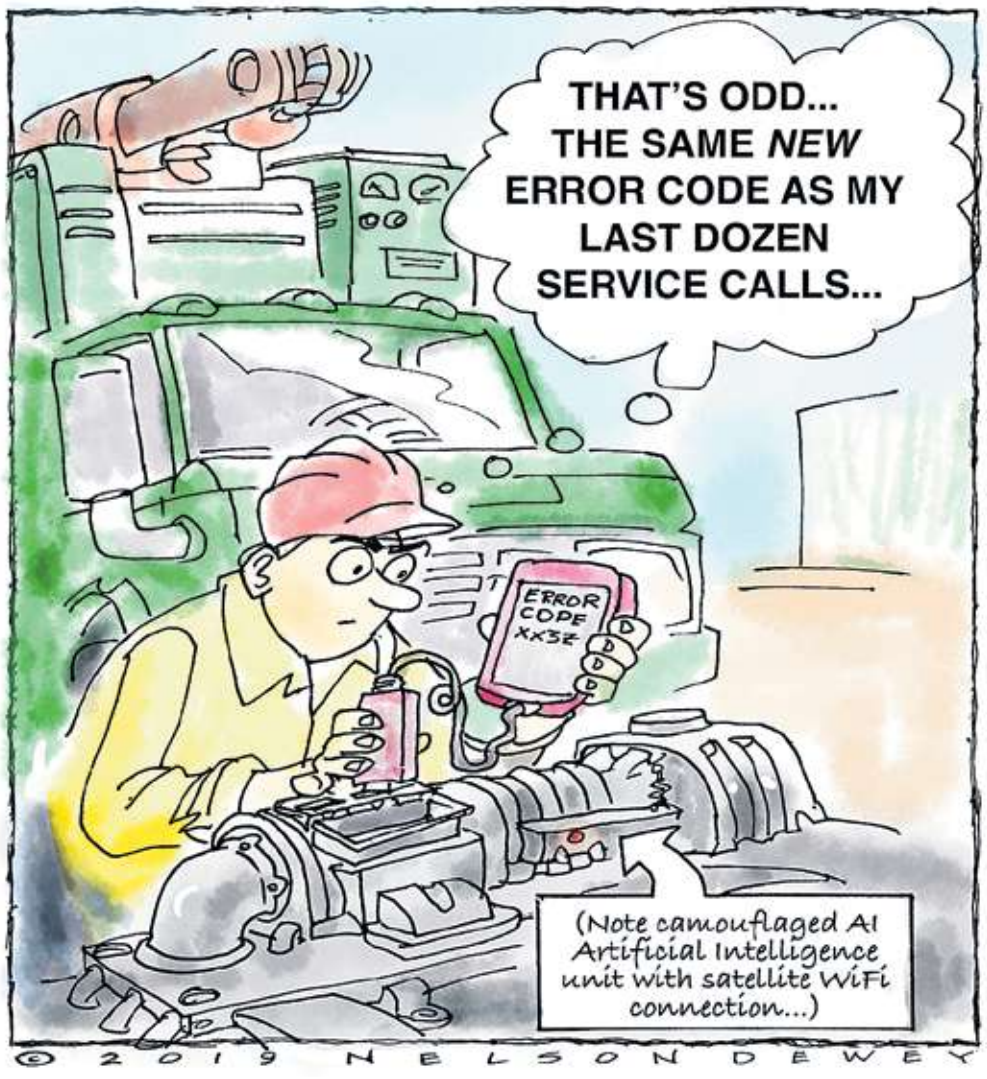
It follows up on a successful inaugural ConExpo Latin America, also held in Chile, in 2015, according to the Association of Equipment Manufacturers.

The AEM, which owns ConExpo-Con/Agg, is producing the Latin America show, which is co-located with Expo Edifica. Both shows take place Oct. 2-5 at Espacio Riesco Event and Convention Center in Santiago.

ConExpo Latin America is expecting more than 35,000 visitors and more than 900 exhibitors to its 75,000 square metres of exhibition space, according to the show's website. The 2015 show drew 32,600 visitors from 90-plus countries. It had more than 300 exhibitors and 40,000 square feet of exhibition space.

The event is Hispanic America's "largest and most prestigious" construction and infrastructure trade show, says the AEM.

For more information, visit conexpolatinamerica.com/eng/.



About our cartoonist

Nelson Dewey has been a prolific cartoonist for over 50 years. If his work looks familiar, maybe you read a lot of car comic books when you were younger.

In the 1960s, '70s and '80s, Dewey was a frequent contributor to those comics, particularly *CARtoons*. He also drew for *Hot Rod Cartoons*, *CYCLEtoons*, *SURFtoons* and *SKItoons*.

To see samples of Dewey's car cartoons, go to his website, www.nelsondewey.com.

OUR SUBMISSIONS POLICY *We invite your feedback and ideas*

Service Truck Magazine welcomes submissions of letters, guest columns, short notices, product announcements, press releases, and ideas for articles. Send them to editor@servicetruckmagazine.com.

Letters: Please limit your letters to 250 words. Include your full name, the city or town you live in, and a contact phone number. We do not publish anonymous letters or letters written under pseudonyms.

Guest columns: These can be up to 700 words. Please send a brief note of inquiry first, however, just in case space what you wish to write about has already received a lot of coverage in our pages. Include your full name, the city or town you live in, and a contact phone number.

Short notices: Tell us about individual promotions, appointments, awards, staff movements, plant openings, plant closures, expansions, and other milestones. These short items should be no longer than 100 words.

Product announcements: Are you a supplier to the industry? Has your company developed a new product or process? If possible, attach a photograph.

Press releases: These should have something to do with service trucks and mechanics trucks in North America. We might publish only part of a press release or use it as starting point for an article by one of our writers.

Story ideas: Maybe you have an idea you'd like us to explore for an article. A good rule of thumb is to limit your story idea to no more than 30 words. If it takes longer than that to describe it, then chances are we won't be able to take it on.

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is Oct. 9, 2019. Sooner is always better than later.

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EDITORIAL

Proposed highway bill looks like promising start

At last. Something in these politically fractured times that has bipartisan support.

In a unanimous vote, the U.S. Senate Committee on Environment and Public Works introduced a new $287 billion highway reauthorization bill in late July that includes $259 billion to repair and maintain the country's roads and bridges.

Not surprisingly, the Association of Equipment Manufacturers and the Associated Equipment Distributed applauded the bill, which they expect would give a boost to their industries and the overall economy. Both organizations have long called for such an initiative.

On top of the 21-0 vote from the committee, the America's Transportation Infrastructure Act received an endorsement from U.S. President Donald Trump, who tweeted that it will "have BIG IMPACT on our highways and roads all across our nation … Do I hear the beautiful word, BIPARTISAN?" the *Washington Post* reported.

Such support came despite it being the first transportation bill "to acknowledge climate change," *The Post* and other news media reported.

According to Delaware Sen. Thomas R. Carper, the top Democrat on the committee, $10 billion would go toward reducing emissions and enable infrastructure to be more resilient to climate change, *The Post* reported.

The bill still has to pass the House of Representatives. And Congress has to find the money for the initiative. Thomas said the Highway Trust is on "the brink of bankruptcy" and that the "budget gimmicks" largely financed the previous highway bill.

Even if the amount is approved, it will fall far short of meeting the $2.1 trillion infrastructure deficit that in 2017 the American Society of Civil Engineers calculated the U.S. would face by 2025.

Among the society's recommendations is "a 25-cent-per-gallon increase in the federal gasoline tax over the next five years to adequately fund the nation's bridges, roads and transit systems," the *American Journal of Transportation* reported July 29. As the engineers point out, the federal gas tax has frozen at 18.3 cents since 1993, losing 40 percent of its purchasing power over that time.

Of course, it's all like the mechanic used to say in those Fram Oil Filter commercials: "You can pay me now, or pay me later." Back in 2017, the engineers estimated the infrastructure gap would cost the U.S. economy $4 trillion and 2.5 million jobs by 2025.

Or put another way, borrowing $2.1 billion to close the infrastructure deficit would return nearly double that investment within a decade. With interest rates still at historic lows, one could argue that it's a far larger risk not to take on that debt when the rewards are so great. Robin Kemper, a professional engineer and president of the American Society of Civil Engineers, said unreliable infrastructure costs the average American family $3,400 a year in disposable income.

The spending has the added benefit of being on projects that by their very nature have to be built in America. These are U.S. roads and bridges, after all. The work can't be outsourced to Asia. It has to happen on U.S. soil.

Also, with China, the other superpower, embarking on a massive Belt and Road Initiative to modernize infrastructure in the developing world, it makes geopolitical sense for the U.S. to undertake a similar project at home. If nothing else, it will ensure that American roads and bridges don't crumble to Third World status. Think of it as a Marshall Project (or Manhattan Project) to reinvigorate the country's cardiovascular system.

About the only valid criticism of the $287 billion highway reauthorization bill is that it doesn't authorize enough money. It's a start, though. And far better than nothing.

It should also help the overall economy, which is due for a slump after a prolonged growth spurt. Construction projects spending in the U.S. fell in June, the Associated Press reported in early August. The 1.3 percent drop was the largest since a similar decline last November.

More to the point, the decline in spending on government projects was the biggest in 17 years.

Better roads and bridges will enable people and goods to move around more efficiently and safely. What's not to like about that? That's true regardless of the power source. New highways and bridges won't slow the adoption of electric vehicles. In fact, a higher gas tax as the engineers propose, might speed their adoption and inadvertently reduce the amount the gas tax can provide for infrastructure. So at some point a funding formula will have to take that into account.

The important thing is to get started soon so that the efficiencies of the better roads and bridges can work their magic by putting more people to work in skilled occupations, by cutting travel times, and reducing crashes that cost lives and money.

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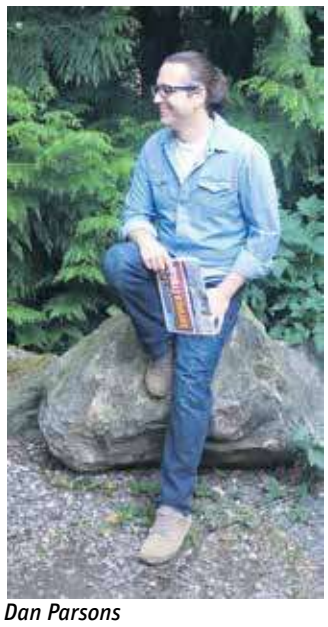
NEWS

New ad manager joins magazine

Service Truck Magazine has a new advertising manager.

Dan Parsons takes over the position from Nick Moss, who was one of the founders and key inspirations for the magazine, which launched in 2014. Moss is now focusing on his own business, Tractor Time Equipment, a dealer of new and used agricultural equipment.



Dan Parsons

Parsons bring to his new role over a decade of marketing expertise, most recently with CleanGo GreenGo Inc., a California-based maker of environmentally friendly cleaning products. Among his accomplishments was creating the initial branding strategy and investor materials to enable the company to launch via a paid infomercial program that consisted of more than 55,000 localized television airings. An expert in sales funnels, he also produced and executed multiple high-dollar digital marketing programs across multiple platforms.

His new job, however, represents his first foray into magazine publishing and the world of heavy equipment.

"The first thing I want to say is I'm stepping into a really great situation over here," Parsons said. "Our advertisers have been with us for a long time. They're working with us, and we're working with them. There's a synergy. I don't think you get more targeted than our magazine."

Originally from Edmonton, Alta., Parsons studied business at Vancouver's Simon Fraser University and later earned a diploma in business administration from McMaster University in Hamilton, Ont.

Along the way, he worked for about six years in Argentina, where he managed a team of 20 workers at a call center for Optima Capital. Much of his employment over the years was as a contractor, which enabled him to pursue his passion for rock climbing.

"Dan brings to *Service Truck Magazine* the unique ability to think from the client's point of view — what kind of marketing strategies work for what products, what mix of digital and print advertising works best on what budgets, that sort of strategic mindset," said Tom Henry, publisher of *Service Truck Magazine*. "Clients will not only benefit from working with Dan, but they'll enjoy it too because he's very easy to get along with."

Parsons looks forward to meeting face-to-face with many advertisers and players in the service truck industries when he accompanies editor Keith Norbury to the biennial International Construction & Utilities Equipment Exposition in Louisville, Ky. in early October.

Anyone interested in connecting with Parsons can reach him via email at dan@servicetruckmagazine.com.

New leader heads to Washington

Johan "Kip" Eideberg is now officially the senior vice-president of government and industry relations as well as head of the Association of Equipment Manufacturers' Washington, D.C. office.

Johan "Kip" Eideberg

The AEM announced the appointment in a July 15 news release.

Eideberg had served in an interim capacity since Jan. 1, 2019.

During that interim period, "the association has waged aggressive advocacy campaigns on trade and infrastructure, bolstered the I Make America national grassroots campaign, strengthened its advocacy efforts in Canada, secured a string of legislative wins in states across the country, and expanded its political operations," said an AEM news release.

AEM President Dennis Slater praised Eidenberg's leadership, saying he "has significantly expanded AEM's influence in Washington."

Eideberg takes over from Nick Yaksich, who will retire at the end of this year after 20 years with the association.

Eideberg originally joined AEM as vice-president of public affairs and advocacy in 2016.

COVER

Technician programs abound *continued from cover*

diesel programs focus on engines, transmissions and various power-related components, with less attention paid to issues such as error codes on tractors or the many things that can go wrong with sprayers. "That led to us doing some research, finding there's nothing out there, and then starting this program."

Teaching problem-solving

Instructors can't possibly teach students to fix every single problem or even anticipate every potential situation they might encounter. Rather, Butt says, the goal is to teach students how equipment works and to equip them with problem-solving logic so they can quickly get customers back up and running.

Kevin Butt, Ellsworth Community College, Iowa Falls

"There was a huge need out here for something like this. That led to us doing some research, finding there's nothing out there, and then starting this program."

For now, the program is among the smallest of its kind — just five students in each of the two years — and focused exclusively on agriculture. It's a relatively new offering, Butt explains. However, he says he envisions up to 30 students and perhaps a second instructor down the road.

While Ellsworth's program is decidedly applied and hands-on, Montana State University-Northern in Havre, Montana has a range of diesel-focused offerings, including a one-year Certificate of Applied Science, a two-year Associate of Applied Science, and a four-year Bachelor of Science in Diesel Technology, all through MSU-N's College of Technical Sciences (COTS).

While diesel-related courses at MSU-N are designed with applied learners in mind, students partake in decidedly hands-on lab-type work as well as lectures in subject areas such as math, science and engineering.

A course on fuels and lubricants, for instance, explores the chemistry of various fuels and fits in with learning to diagnose fuel system problems.

"It ties in directly with the four-year diesel and also counts as a required science for general education," explains Steven Don, COTS chair and a professor of diesel technology.

A "full university"

"We have hands-on classes but they're a lot more advanced," Don says, describing an advanced fuel systems at the 400 (fourth year) level and advanced hydraulics and advanced electrical systems at the 300 (third year) level. Students can also take courses in essay writing, humanities and arts. "It's a full university," Don says.

The beauty of a university-level technical education is the emphasis on critical thinking and diagnostic skills. The idea, Don says, is not to simply accept conventional wisdom and replace a costly part but to teach students to determine, for example, why a filter unit is plugging up or failing.

"Rather than sitting inside the box and changing parts, they learn to think outside the box and look at root causes," Don says. "The diagnostic and critical thinking skills really set our four-year students apart from the two-year program."

Local colleges and universities aren't the only game in town for prospective diesel students. Universal Technical Institute (UTI) runs automotive and diesel mechanic training programs at 11 of its 13 U.S. campuses.

"Rather than sitting inside the box and changing parts, they learn to think outside the box and look at root causes. The diagnostic and critical thinking skills really set our four-year students apart from the two-year program."

— Steven Don, diesel technology professor, Montana State University-Northern

Students take part in a mobile service technician program at Ellsworth Community College in Iowa.
Photo courtesy of Ellsworth Community College

"They're year-round programs ranging from 45 to 75 weeks," explains Duane Kramer, vice-president of new campus operations and education programs at UTI.

One differentiator from a college program is that programs in the two streams at UTI start every three weeks and graduations stagger accordingly. "People can hop right into the cycle at any time," Kramer says.

A 17-course automotive diesel program begins with educational basics and theory and delves into practical application, with students using training aids and working on actual vehicles. "It covers everything from engines and powertrains to diagnostics and electrical fundamentals," Kramer says, describing topics such as braking, steering, suspension systems and manual and automatic transmissions.

Preventative maintenance focus

A 25-course diesel program, meanwhile, includes drive trains, brakes, engines and accessories. "Preventive maintenance is critical so we focus on that," Kramer says. "We also have a couple of additional, related programs for diesel, including transport refrigeration and hydraulic."

UTI currently has courses with hybrid technology and alternative fuels, but is holding off for now on advanced electrification. "We're working with our industry partners to determine if we should add additional courses that would prepare students for that," Kramer says. "But industry is saying entry-level technicians are not necessarily working on those kinds of vehicles right away, so they want us to focus on the principles and theory behind electrification and preventative maintenance."

Heavy equipment manufacturers are also getting involved. For more than two decades, Caterpillar has engaged its network of dealers, as well as post-secondary educational institutions, in ThinkBIG Development, a two-year educational partnership focused on developing advanced level technicians.

Kelley Maxwell, global learning consultant with Caterpillar, describes a focus on machine systems, electric power systems, system operations and troubleshooting. Students in 18 separate programs follow technical curricula developed by Caterpillar and participate in internships, all aligned to Caterpillar's global technician competency models, with a view to developing advanced skill sets and working towards accredited associate's degrees from its educational partners. "We want our students to be able to transfer to a university program, if desired, to continue their education at a bachelor's degree level," Maxwell says.

In-house Cat programs

Caterpillar has also pursued multiple educational pathways for students interested in careers as technicians in areas such as a heavy equipment and power systems. Caterpillar and its dealers offer in-house "train to task" programs which last 12 weeks to over three years and are designed

"We can't supply enough technicians to meet the demand," says UTI's Duane Kramer. "It's very competitive out there... and people are trying to figure out ways to attract and retain good talent."

Duane Kramer, vice-president of education programs, Universal Technical Institute

to provide foundational and advanced level training focusing on topics such as basic component identification and system operations, use of hand tools, assembly and disassembly procedures, an introduction to service information systems, and safety.

Apprenticeship programs build on these competencies and introduce students to more advanced functions that veer into applied-level systems integration, troubleshooting, failure analysis and customer interaction skills. Caterpillar even works with dealers to teach technicians how to support vocational truck and legacy truck engine customers.

"The goal of any of these programs is to develop valued and appropriate level of competencies that enable our Cat dealer technicians to deliver the best services in our industry," Maxwell says.

Despite different approaches to education, there's a general consensus that skilled technicians are in strong demand right now. They own the market.

High demand

"We can't supply enough technicians to meet the demand," says UTI's Duane Kramer. "It's very competitive out there…and people are trying to figure out ways to attract and retain good talent."

Kramer does recommend students figure out as early as they possibly can what they want to do, what their aptitudes and passions are, and then get a solid education that equips them with the skills to do what they want.

Steven Don expresses much the same. "Within our industry there's just so many opportunities that they (graduates) can head where they want," he says. Recent MSU-N diesel graduates are employed as technicians, service managers, equipment managers, fleet managers, contract managers and salespeople.

"I've seen national data for the trades industry … that for every five that are leaving through attrition or retirement there's only one coming in at the other end," Don says. "Most of our students will have at least three to four job offers on the table before they graduate."

Ellsworth's Kevin Butt says students attracted to his program tend to have a knack — and sometimes practical experience from family farms — for working with their hands. He wants high school guidance counsellors to emphasize skilled trades as viable, lucrative career options for students who would thrive in an applied environment.

At Caterpillar, Kelley Maxwell sees continued strong demand for technical training. "Skills sets have been and will continue to evolve as new technologies are developed to enable our customers' success," he says.

"Technicians who can understand system operations and interactions and can apply troubleshooting processes and learn to quickly locate and interpret information will be successful," Maxwell says. "Technicians also need to understand the importance of communication. Whether that is with their peers, their leaders or their customers, communication and teamwork skills are a must."

Saul Chernos is a freelance writer based in Toronto.

Diesel programs fuel technician passion

Former students praise the training that launched them on their career paths

SAUL CHERNOS

Andrew Montes has always liked working with his hands. So when his job at a Cedar Falls, Iowa plastics manufacturer dried up nearly a decade ago, a world of opportunities opened up.

"I was a jack-of-all-trades, but it was a factory job where you're just like a little robot," Montes recalls.

While the factory job was less than idyllic, Montes operated several large machines, including a forklift, and this helped prepare him for what would come next. Several friends suggested checking out Ellsworth Community College in Iowa Falls, and this paid immediate dividends.

"The lady in the office referred to me to someone I could talk to, and their mobile tech program sounded right up my alley," Montes says.

Today, the 34-year-old works as a mechanic at Meyer Truck and Alignment in Iowa Falls. But it's the two-year mobile service technician program at Ellsworth that helped him get his career on track.

While Iowa is farm country, Montes' experiences lay outside agriculture, so Ellsworth offered an opportunity to learn about farm machinery as well as trucks of all shapes and sizes, including the massive semis he would soon end up servicing. Courses in hydraulics, electronics and engine maintenance provided a ground-up understanding of the technician's world and, along the way, he learned basic skills such as wiring and soldering.

"We had independent study classes where I got to work on John Deere and Case tractors and other equipment," Montes says. "Ellsworth has its own farm equipment and they let me tinker with that. A lot of this was new to me and I was trying to learn as fast as I could."

Andrew Montes now often works out of a Peterbilt service truck at Meyer Truck and Alignment after graduating from a two-year mobile service technician program at Ellsworth Community College.
Photo courtesy of Meyer Truck and Alignment

Co-op placement praised

Helpful to Montes' successful transition back into the workforce was a co-op job placement Ellsworth organizes for students. Instructors have contacts with local employers who are willing hosts, and Montes landed with Meyer. Things worked out so well that, when he graduated, the company kept him on as a general mechanic.

Montes spends time both inside the shop and on-board the Peterbilt service truck he shares with his fellow mechanics. "It's all set up with tools and a little crane," he says. "I work pretty much on semis, changing brakes, wheel seals, air pressure — anything we can do on a semi, I do."

Well, almost. Montes doesn't yet work on internal engine components. "That's a further, different study," he explains. "To work on the inside of an engine would require a more specific program."

Montes has a family to support but still plans to eventually return to school in order to advance his knowledge of engines as well as some of the technologies that are driving automation and alternative fuels. "We're seeing those trickle in a little bit more and more, so I know I'll have to learn about them."

Montes is in good company. In Havre, Montana, Jay Mavencamp successfully transitioned from a four-year diesel program at Montana State University's Northern

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COVER

Diesel programs *continued*

campus to a service technician's position at Frontline Ag Solutions.

Even in high school, Mavencamp enjoyed technical challenges, becoming familiar with machines on his family's farm. Drawn to MSU-Northern for its close proximity, Mavencamp discovered it had relatively small class sizes and enrolled in its two-year diesel program.

The plan was to complete the program and return to the family farm, but a little education changed that. "When the two years came up, I decided I wasn't ready to be done with school yet," Mavencamp says, explaining that the two-year program is designed to extend into four years for a bachelor's degree.

Service manager JR Tchida and service technician Jay Mavencamp of Frontline Ag Solutions give high marks to the company's relationship with Montana State University-Northern's diesel tech program.
Photo courtesy Frontline Ag Solutions

From school to service truck

An internship placed Mavencamp at Frontline and he stayed there part-time until graduating in 2014, when management hired him full-time. "I hopped in a service truck and it's been that way ever since," he says, referring to a fleet of four that includes a 2.5-ton Chevy C550 with a small crane and hydraulic air compressor — "all that good stuff," as he puts it.

Now 27, Mavencamp took an array of courses and thrived thanks to extensive interaction with teaching faculty. On the technical side, he found himself tearing apart and exploring the inner workings of engines, fuel systems, transmissions and powertrains. He took several electronics classes and another that explored the chemistry of fuels and lubricants. "It went over the refining process, viscosities and changes in octane and butane ratings," Mavencamp says.

While a college education tends to be applied and trade-driven, a university approach is more academic, so classes in algebra, essay writing, geology and a history of Montana helped round out Mavencamp's education. "The math followed right about where we left off in algebra in high school and built on that," Mavencamp says, adding that the writing skills he picked up are proving useful with job-related paperwork.

Furthermore, a bachelor's degree demonstrates to potential employers that a job candidate is willing to put considerable time and effort into a longer-term program in order to gain in-depth knowledge, Mavencamp says. "I think having a four-year degree gave me an edge over other guys coming in who only had two years."

Mavencamp's supervisor, service manager JR Tchida, says Frontline works closely with MSU-Northern, with students regularly participating in co-op placements and graduates sometimes landing full-time jobs at one of the company's ten Montana locations (MSU-N actually has multiple partnerships).

Frontline, a John Deere dealership, also provides machines such as balers and combines for students to work with in the classroom. "We usually lend it to them for a couple weeks or so, and they'll go through the diagnostics and teach the kids how to do it," Tchida says.

The co-op placements, meanwhile, offer an opportunity for extensive hands-on learning. Students mostly shadow staff technicians, sometimes accompanying them on service calls. "We try to teach them engines, powertrains, hydraulics, electrical and air conditioning, so that when they go back to school they can they can pick up on all of that," Tchida explains.

In-depth training takes longer

Tchida says the four-year program meets increasingly complex repair and maintenance knowledge needs. "Two years is just not long enough for more than the basics for hydraulics and electrical and stuff. With the four-year they get more in-depth into hydraulics, electrical, air conditioning, powertrains and engines."

The four-year program is particularly helpful given the wide range of new technologies coming to the fore. "GPS is really hot right now," Tchida says, describing how farmers can save money when reliable geographic locator data tells them what's been sprayed and what hasn't.

"Every year they're coming out with all kinds of new stuff so it's kind of a growing process," Tchida says, noting an ongoing need for maintenance and repair. "If a steering sensor or something like that goes bad it can mess it all up. We're constantly working on that stuff."

At Crown Equipment Corporation, a New Bremen, Ohio-based forklift manufacturer, recruiting manager Brad Jordan says his company has manufacturing operations in Ohio, Indiana and North Carolina and a network of 75 retail branches across the U.S. that sell and service products. So its demand for skilled technicians is ongoing.

"Probably our largest need as far as volume of openings right now would be for field service technicians and mechanics," Jordan says, adding that Crown hires a considerable number of graduates from Universal Technical Institute (UTI), which runs automotive and diesel mechanic training programs at 11 U.S. campuses.

"We had independent study classes where I got to work on John Deere and Case tractors and other equipment. Ellsworth has its own farm equipment and they let me tinker with that. A lot of this was new to me and I was trying to learn as fast as I could."

— Andrew Montes, mechanic, Meyer Truck and Alignment

While Crown doesn't have service trucks, per se, it does have a fleet of several thousand service vans because vans are more than adequate for servicing forklifts on the spot.

"Our forklifts have hydraulic systems, electrical systems and mechanical systems, so it's the same principle as semis or (larger) diesel equipment, just that the parts going into forklifts are a little bit lighter," Jordan says. "So they (technicians) are generally going to need the same skill sets."

Close collaboration

Crown has collaborated with UTI for decades, working closely in areas such as curriculum development to ensure graduates know what they need to when they're looking for work. Crown also works with other schools and also visits to meet with students. "We can't just go with one school, we have to find out where the best talent is across the U.S.," Jordan says.

What does Crown look for in graduates?

Strong hands-on skills and electrical and mechanical knowledge, Jordan says. "We provide additional training, but they (graduates) need to come with a strong base foundation."

Communication skills are also vital if a technician hopes to interact with customers rather than remaining inside the repair shop. "If you can wrench on a piece of equipment but can't communicate with the customer there's still a need for that

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Shawn Smalley (right) supervises one of his employees at Mobile Diesel Service in Sutherlin, Oregon.

Photo courtesy of Mobile Diesel Service

Oregon shop prefers school of hard knocks

SAUL CHERNOS

Post-secondary schooling can be the ticket to a successful service truck career. But Shawn Smalley of Mobile Diesel Service in Sutherlin, Oregon, is a fan of the school of hard knocks.

The shop's three trucks are fitted with laptops and service everything from logging machines to road-building equipment. Two Ford F450 trucks have welding equipment and a small compressor, while a Ford F550 has an 8,000 pound crane, hydraulics and large compressor.

Some of the shop's seven technicians — including Smalley and his brother Jason, who are co-owners — have attended college or university, but none of their diplomas or degrees is automotive or diesel related.

"Pretty much the school of hard knocks, all my guys," Smalley tells *Service Truck Magazine*. "I hired my two best guys when they were 20 or 21. I've had them both for over 15 years and have taught them everything I know."

"Sometimes if you're taught by a book or in a super clean classroom it's not the same as diving into a garbage truck. You've got to know the nuts and bolts from the bottom up, then work your way into building an engine, and then work your way into emissions, wiring and modules."

— Shawn Smalley, co-owner, Mobile Diesel Service

Not that Smalley avoids outside learning. The shop's employees participate in educational offerings that manufacturers offer. "We go to classes and three-day schools quite often to try to keep up with the new stuff coming out," Smalley says.

Still, he recalls his own start in the family business when his father and grandfather owned Smalley Trucking. "I was born and raised in that company and could build a 400 Cummins by the time I was 14 years old."

Smalley's advice?

"Sometimes if you're taught by a book or in a super clean classroom it's not the same as diving into a garbage truck. You've got to know the nuts and bolts from the bottom up, then work your way into building an engine, and then work your way into emissions, wiring and modules."

While technology is ever-changing, Smalley says he loves the way of life.

"It's a lot of long days, working in the shop all day, running calls all night, but it's very satisfying when, after 20 years, you still have a lot of the same customers coming back to you. It's been an absolute great livelihood for me."

Andrew Montes (second from left) during his studies at Ellsworth Community College.

Photo courtesy of Ellsworth Community College

technician but it's probably going to be within a facility," Jordan says. "But since (roadside technicians) are the face of our organization, for the customer, we're looking for someone who has the communication piece."

From a student perspective, Andrew Montes says college met his need for hands-on learning.

His advice to others considering a service truck career path?

"Make sure you have basic knowledge of what's going on, and pay attention to detail and to your quality of work." He also gives more than a nod to safety. "Stuff can happen quickly and you can hurt yourself," he points out.

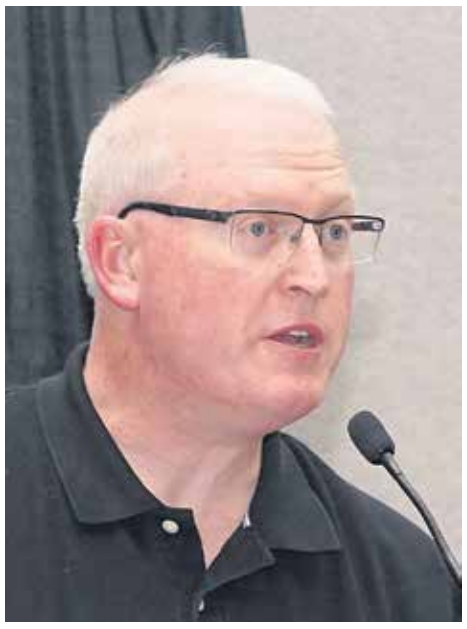
Jay Mavencamp says he appreciates the relatively small size of his university campus. "The one-to-one interaction with the teachers was phenomenal. Anytime I had any questions they were more than willing to go out of their way."

"We try to teach them engines, powertrains, hydraulics, electrical and air conditioning, so that when they go back to school they can they can pick up on all of that."

— JR Tchida, service manager, Frontline Ag Solutions

Saul Chernos is a freelance writer based in Toronto.

NEWS



Brian P. McGuire

Highway bill given high praise

A proposed $287 billion highway reauthorization bill is receiving kudos from equipment manufacturers and distributors.

The U.S. Senate's Environment and Public Works Committee's leadership released the five-year reauthorization bill July 29, noted a news release from the Associated Equipment Distributors.

"The America's Transportation Infrastructure Act is a great step to modernizing the United States' decaying roads and bridges while creating sustained economic growth and job creation, improving our nation's safety and security, and enhancing quality of life for all Americans," AED president and CEO Brian P. McGuire said in the release. "Construction equipment dealers are eager to provide the machinery to rebuild the country and AED urges support for the legislation."

Meanwhile, Association of Equipment Manufacturers president Dennis Slater said in a news release that the act would be good for equipment manufacturers and communities across the nation.

"Our industry depends on the strength of our nation's infrastructure to transport the equipment we make across the country and around the world," Slater said. "That same equipment is also critical in the construction and maintenance of nearly all aspects of our nation's infrastructure network."

The bill includes $259 billion to repair and maintain the country's bridges and roads. The investment increases by 27 percent the amount of the current highway bill that expires Sept. 30, 2020.

The committee voted 21-0 to endorse on July 30, the Washington Post reported. The bill, which acknowledges climate change, also received a supportive tweet from President Donald Trump.

However, as an Aug. 1 Wired.com article noted, the bill has a long way to go before becoming law, including passing through the House. Lawmakers also have to figure where the money will come from.

The AEM's Slater said his organization will "work with members of Congress on both sides of the aisle to secure a comprehensive infrastructure package that provides adequate, sustainable, long-term funding to modernize and improve our nation's entire infrastructure portfolio."

The AED represents about 600 companies with combined annual sales of over $60 billion in the U.S. and Canada. The AEM's more than 1,000 member companies contribute about $159 billion to the U.S. economy each year.

For more information, visit http://aednet.org.

White paper offers spec tips

Be aware of technological changes when speccing a new vehicle, notes a new white paper on the subject from the National Truck Equipment Association.

The NTEA website has links to several white papers.

Authored by Bob Raybuck, the NTEA's director of technical services, the white paper is titled "Are Your Work Truck Specifications Creating an Optimized Product?"

Among the questions Raybcuk advises asking are "What current and emerging technologies can help with safety and efficiency?" and "What advancements in collision warning, automated braking, vehicle tracking, and fuel savings (such as automated stop-start or component hybridization) would be advantageous?"

The white paper is the latest in a series that can be found on the NTEA website at www.ntea.com/white-papers.

Topics of other white papers include the following:

- underhood versus PTO solution;
- basics of European tires;
- consequences of overloaded vehicles; and
- designing for reliability.

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NEWS

Delayed Iowa expansion project still slated for production this fall

Poor weather has delayed work on a $2.25 million expansion of Maintainer of Iowa Corporation Inc.'s manufacturing facilities.

However, the company still hopes to begin production in the new 28,800 square foot building by this fall, marketing manager Todd Karolczak said by email.

Headquartered in Sheldon, Iowa, Maintainer broke ground on the expansion project on April 30 at a ceremony co-hosted by the Sheldon Chamber and Development Corporation.

Christensen Construction, based in Estherville, Iowa, is leading the project, notes a recent news item on the Maintainer website.

Once completed, the new building will give Maintainer more than 140,000 square feet of manufacturing facilities in Sheldon and Rock Rapids, about 25 miles northwest of Sheldon.

"This is our third expansion project in just over four years," Maintainer president Shelley Morris said at the groundbreaking. "But this is the most significant project we've had to date."

Dignitaries attending the event included Sheldon Mayor Greg Geels, Iowa State Senator Randy Feenstra, and Skip Tanner of the Sheldon Ambassadors Club, who presented Morris with a golden shovel.

Morris thanked the City of Sheldon, the Van Wyk family, and business ambassadors for their support at the event.

"We've been blessed with great employees, and we want to build upon that in the years to come," Morris added.

Maintainer's products include customized mechanics service truck bodies, lube truck bodies, and extendable boom cranes. *For more information, visit www.maintainer.com.*

Photo courtesy of Maintainer of Iowa Corporation Inc.

Work is underway on a 28,800 square foot building at Maintainer of Iowa's location in Sheldon.

Artist rendering shows what building will look when it is completed later this year.

Dignitaries take part in groundbreaking ceremony April 30.

BY DAN ANDERSON

SPEC MY TRUCK

Unlike Any Other

One mechanic's version of the "ideal service truck"

Photos by Sukhvir Sanghera

Veteran field service technicians who notice Sukhvir Sanghera's service truck at truck stops always take a second glance for the reason that they've never seen a truck exactly like it. That's because Sanghera's truck was custom-built, from its rear bumper to the sun-bright floodlamp on the tip of its crane.

"I shopped locally, but nobody wanted to build me a truck exactly like I wanted," says Sanghera, an independent heavy equipment mechanic based in Surrey, British Columbia. "They all wanted to give me a cookie-cutter service body on a standard off-the-lot truck chassis. I decided if I was going to spend that much money, I was going to get a truck that was adapted to the way I work, not a truck that made me adapt to the way it was built."

Sanghera specced a Kenworth T440 chassis with a Cummins ISL9 engine and a six-speed Allison 3000RDS transmission. "Off-the-shelf" service bodies didn't match Sanghera's vision for what he wanted on that chassis, so he conducted a continent-wide search for a company that specializes in custom-built service bodies. Happily, he found Oro Design and Manufacturing in Hawkestone, Ont. The small, family-owned company was willing to help him design and build a service body to his specifications.

Sanghera wanted a lube skid, but didn't want the skid taking up room in the bed of the service body. He had Oro mount a custom-designed lube skid behind the cab, ahead of the service body. The skid is self-contained, with a 500-liter waste oil tank and two 200-liter fresh oil tanks, with enclosed reels and preset meters.

Sanghera's design nestled a Miller Big Blue Air Pack in a recessed area on the right side of the service body atop a compartment with a sturdy pull-out shelf containing welding accessories, including two retractable cable reels built by Magnum Reels in White Rock, B.C., outfitted with 100 feet of 2/0 welding cable.

A torch compartment behind the welding area houses acetylene and oxygen bottles as well as Reelcraft reels for his torch hoses. The compartment over the right rear wheel houses a Miller 12VS suitcase wire welder, a Hypertherm 65 plasma cutter and a NOCO-brand 12/24 volt portable jump pack.

A Stellar 12,000-pound-capacity crane was the biggest crane Sanghera could spec for that service body. The crane is his "hired help."

"I work alone," he says. "The crane is my helper."

The crane also provides illumination for night-work. A JW Spieker Model 623 work light mounted to the tip of the crane puts out 40,000 lumens of light to nearly duplicate sunlight over an engine compartment or work area.

"It pulls so many amps that I have to run my generator to power it," he says. "I can swing the crane around and position that light exactly where I need it so I don't have to rely on little portable lights."

The left side of the truck is the "working side," with the compartment behind the lube skid dedicated to frequently used hand tools organized in drawers designed by Sanghera and Oro Manufacturing. Dividers and trays keep the tools neatly organized to decrease losses and increase efficiency.

"When tools are all organized it's easier to tell at a glance if something is missing when I'm ready to leave a job," he says. "Plus, if I need to have somebody grab a tool for me, it's easy to tell them the wrench I need is in a specific drawer in a specific compartment."

"When tools are all organized it's easier to tell at a glance if something is missing when I'm ready to leave a job. Plus, if I need to have somebody grab a tool for me, it's easy to tell them the wrench I need is in a specific drawer in a specific compartment."

— Sukhvir Sanghera, Surrey, B.C.

The compartment over the left rear wheel features a unique flip-up compartment door that serves as a rain shelter/sunshade. The compartment itself is filled with carefully organized storage bins. Beneath the bins, a pull-out shelf serves as a workbench for repairing small components or as a field desk when he needs to look up parts or schematics on his laptop computer. The rear compartment on the right side of the truck has Reelcraft one-inch and 3/8-inch hose reels as well as a clean water tank for clean up at the end of a long day.

Sanghera admits that even though he custom-designed the truck to his exact specifications, he still occasionally adds shelves, brackets and accessories to fit his evolving needs.

"There's always room to improve," he says, "even to the truck of your dreams."

Dan Anderson is a part-time freelance writer and full-time heavy equipment mechanic with more than 20 years of experience working out of service trucks. He is based in Bouton, Iowa.

Kenworth T440 chassis boasts a Cummins ISL9 engine and six-speed Allison 3000RDS transmission.

Stellar 12630 service crane is Sanghera's "hired help."

Sukhvir Sanghera searched the continent for his custom truck.

It's easy to tell which wrench goes where.

Hand tools are organized in drawers designed by Sanghera and Oro Manufacturing

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Oro Design and Manufacturing designed and built the body to Sanghera's specs.

Lube skid is custom-mounted between the cab and the service body.

Torch compartment behind the welding area houses acetylene and oxygen bottles.

Self-contained lube skid has a 500-liter waste oil tank and two 200-liter fresh oil tanks.

JW Spieker Model 623 work light on the crane tip puts out 40,000 lumens.

Pull-out shelf serves as a workbench for repairing small components or as a field desk.

Truck is replete with American Eagle brand drawers.

Compartment over the right rear wheel houses a Miller 12VS suitcase wire welder and a Hypertherm 65 plasma cutter.

Dividers and trays keep the tools neatly organized to decrease losses and increase efficiency.

The rear compartment on the right side of the truck has Reelcraft one-inch and 3/8-inch hose reels.

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DEMO ICUEE EXPO

ICUEE TRADESHOW PREVIEW — DEMO ICUEE EXPO — LOUISVILLE, KY., OCTOBER 1-3

Expanded field demos

continued from cover

ower, Reelcraft Industries Inc., Sage Oil Vac Inc., Taylor Pump & Lift, Vanair Manufacturing Inc., Venco Venturo Industries LLC, and VMAC.

About 18,000 people attended the 2017 show, slightly fewer than the record attendance of the 2015 version. They came from all 50 U.S. states, nine Canadian provinces, and about 50 other countries.

ICUEE public relations manager Pat Monroe said about the same numbers are expected this time around.

"Registrations are starting to come in," she said in mid July. "So it's a little early for us to be saying what it might be. And we usually don't say that until we get on site. But it's looking to be a great show and there's a lot of stuff going on."

U for "utility"

For 2019, ICUEE again happens at the Kentucky Exposition Center, with the show itself covering more than 28 acres of exhibition space, indoors and outdoors. The wide array of machinery — which includes excavators, digger derricks, cranes, maintenance and material handling equipment, and service trucks — "is exhibited in job-like conditions and attendees can experience first-hand equipment in action, working at ground level, underground, and overhead," notes an ICUEE fact sheet. It's the interactive demonstrations that give the show the moniker, The Demo Expo.

New this year is a demo area for UTVs, utility task vehicles, which will give attendees a chance to compare various UTV models.

The U in ICUEE stands for "utility," meaning the target audience consists of providers of "electric, telecommunications/cable, natural gas, water, and wastewater services as well as the contractors who provide utilities with infrastructure engineering and construction services," the fact sheet points out.

New to the 2019 show are disaster-readiness simulation labs and "eat and learn workshops," as well as more of the field classrooms — "walking" classrooms on the trade show floor — that were introduced at the 2017 show.

"ICUEE education sessions are a great way to conveniently ramp up the knowledge of your team," show director John Rozum said in a news release. "We've developed relevant programs and gathered leading experts to help you and your team stay informed and up to speed on the latest industry developments."

File photo by Keith Norbury

The National Commission for the Certification of Crane Operators perform a demonstration at ICUEE 2017. For the 2019 show, the NCCCO will invite qualified attendees to test their skills on a Liftmoore service truck crane.

Bob Fury, Fabco Power founder and president, receives backup from Arthur Andersen, Terry Moon and Katherine Fury at the the company's booth at ICUEE 2017.

"ICUEE education sessions are a great way to conveniently ramp up the knowledge of your team."

— John Rozum, show director, ICUEE

Cory Kats works the booth of Service Truck International at ICUEE 2017.

Those participating in the education sessions can earn credit for professional development hours. The National Commission for the Certification of Crane Operators will promote crane safety and benefits of NCCCO crane and rigger certification throughout the show.

Test a service crane

"Qualified attendees will have an opportunity to try their hands on the controls of a service truck crane courtesy of Liftmoore Truck Cranes and to test their skills on an NCCCO practical exam course," notes a recent news release on the NCCCO website.

Field classroom topics include "Toolbox/Tailgate Talks" led by safety trainer Abby Ferri; "Equipment Hydraulics," led by Cliff Anderson, a training project manager at Almon Inc.; and "Fleet Management Overview," conducted by Dan Samford, president of Peak Performance Asset Services LLC. Samford led a field classroom on that subject at the 2017 show.

The new one-hour disaster simulation labs take place Tuesday, Oct. 1, at 2:30 p.m., and Wednesday, Oct., at 11 a.m. and 2:30 p.m. Leading those workshops will be Desi Matel-Anderson, the first and former chief innovation officer with FEMA, the Federal Emergency Management Agency. Among other things, the workshop will show how to plan, develop, and implement a utility/heavy equipment

continued on page 18

Get educated at ICUEE

Dozens of sessions to choose from at biennial trade show

The biennial International Construction and Utility Equipment Exposition, taking place Oct. 1-3 at the Kentucky Exposition Center in Louisville, features two dozen educational sessions.

The following are just a few examples of those educational offerings:

• **Equipment Hydraulics**, Tuesday, Oct. 1, 11 a.m.-12:30; Wednesday, Oct. 2, 11 a.m.-12:30 p.m. Cliff Anderson, a training project manager at Almon Inc., conducts this field classroom, which meets at room W4 in the center's West Hall. Highlights include "insights on a comprehensive maintenance program and the best oil type for your work flow," according to the ICUEE education program.

• **Toolbox/Tailgate Talks**, 1:20-2:50 p.m., Oct. 1. Abby Ferri, president of the Ferri Group, leads this field classroom, from W4, that presents "six brief safety talks that you can take immediately back to your team."

• **Electrical Hazards and Equipment**, 2-3:30 p.m., Oct. 1; 1:40-3:10 p.m., Oct. 2. David D'Ostilio, a longtime heavy equipment operator instructor with the International Union of Operating Engineers local 478, leads this field classroom, from W4. Among its objectives is to "identify electrical hazards associated with construction machinery/equipment."

File photo by Keith Norbury

Consultant Dan Samford (left), principal of Peak Performance Asset Services LLC, conducts a field classroom session at ICUEE 2017.

• **Disaster Simulation Lab**, 2:30-3:30 p.m., Oct. 1; 10-11 a.m., and 2:30-3:30 p.m., Oct. 2. Desi Matel-Anderson, former chief innovation officer with FEMA, leads these sessions in room B104. The session teach participants how to tailor innovative solutions, such as planning, developing and implementing a "utility/heavy equipment emergency simulation."

• **Workforce Development — Generational Story**, 7:30-8:30 a.m., Oct. 2. Talent retention strategist Leah Brown leads this breakfast session in Room B104. It focuses on "opportunities for success in retaining and recruiting all generations of the workforce to ensure their staying power."

• **Fleet Management Overview,** 9:40-11:10 a.m.; and 1-2:30 p.m., Oct. 2. Dan Samford, president of Peak Performance Asset Services LLC, leads this field classroom, from W4. The session "will provide a close look at the life cycle of equipment, from acquisition to ownership to disposal."

• **Drone Panel: Effective Applications in Utility Industry**, noon-1 p.m., Oct. 2. Steve Eisenrach of Dominion Energy and Richard Lopez of Hensel Phelps leads this lunchtime session in Room B104. The session promises "insights on how the industry is changing with 5G, out of sight piloting, and integration of data into systems."

For more information, visit www.icuee.com.

ICUEE PREVIEW

Who's coming to ICUEE

Service truck industries well-represented at biennial trade show in Kentucky

Dozens of service body manufacturers and makers of accessories for service trucks are sending representatives to Louisville, Ky., in early October to exhibit at the biennial International Construction & Utility Equipment Exposition.

Among the service truck industry firms exhibiting at ICUEE 2019 — taking place Oct. 1-3 at the Kentucky Exposition Center — are the following (with booth numbers in brackets):

Adrian Steel Company (N3305)
Altec (K129, L165, L306, L365, L366)
American Eagle Accessories Group (L449)
ASA Electronics (N2210)
Association of Equipment Manufacturers (3340)
Autec North America (3455)
Auto Crane (N1014)
Auto Truck Group (N1014)
Bad Dog Tools (4644)
Badass Workbench (1540) new
Bailey International LLC (2305)
Bigfoot Construction Equipment Inc. (3130)
Boss Industries LLC (L475)
Brand FX Body Company (L350)
Buyers Products Company (2526)
Cast Products Inc. (4745)
CK Power (1064) new
Coxreels (4656)
CTech Manufacturing (4440)
Crane Inspection & Certification Bureau (2401)
Custom Truck One Source (N3017) (L102)
Dakota Bodies (L231)
Dejana Truck and Utility Equipment Co. (N1045)
DICA Outrigger Pads (3652)
Diesel Laptops (4051)
Eaton Corporation (1710) (2317)
Eby Truck Bodies (4006)
EZ Stak LLC (N2208)
Fabco Power Inc. (3140)
General Truck Parts (2364)
Getec Inc. (4336)
Golight Inc. (3010)
Hannay Reels Inc. (4921)
Hansen International (4852)
HBC-radiomatic Inc. (3552)
Hiab USA Inc. (N1021)
Hilti Inc. (N1013) (3228)
Hippo Multipower (N1011)
J J Kane Auctioneers (3406)
J&J Truck Equipment (N20027)
J.R, Merritt Controls Inc. (2955)
Jotto Desk (4316)
Knapheide Manufacturing Company (N2046)
Liftmoore Inc. (3755)
Maintainer Corporation of Iowa Inc. (N1002)
Masterrack (N2061)
Meritor (3229)
Miller Electric Manufacturing Co. (N1019)
Milwaukee Tool (2314)
Mobile Desk (2856)
Muncie Power Products (3040)

Juan Ibarra, star of Discovery Channel's Gold Rush, checks out the new CTech drawers on his service truck on display at CTech's ICUEE 2017 booth.

National Commission for the Certification of Crane Operators (N2212)
National Fleet Products (L361) new
Nordic Lights NA Inc. (2035)
NTEA — The Association for the Work Truck Industry (4412)
OEM Controls Inc. (3233)
Optronics International (2217)
Palfinger North America Group (N2010)
Parker Hannifin Corporation (1826)
RAM Mounts (2959)
Ramsey Industries (3206)
Ranger Design (N1047)
Reading Truck Group (L155)
Reelcraft Industries Inc. (3006)
Royal Truck & Equipment Inc. (2940)
Safe Fleet (3806)
Sage Oil Vac Inc. (N2004)
Samsara (4310)
Sauber Manufacturing Company (L394)
Scanreco North America (3510)
Service Trucks International & Tiger Cranes (N2045)
Snap-on Inc. (3029)
Sonetics (3706)
Sortimo (N2047)
Spartan Mat LLC (4915)
Stahl (N2031)
Stellar Industries Inc. (N1012)
Streamlight Inc. (4952)
Superwinch (1712)
Taylor Pump & Lift Co. Inc. (N1004)
Teamco (N2223)
Terex Utilities (L316)
Thunder Creek Equipment (3016)
Tireboss Tire Pressure Control (3225) (N3109)
TruckOffice LLC (3638)
Trux Accessories (4354)
United Rentals (1930)
Vanair Manufacturing Inc. (L417)
Venco Venturo Industries LLC (N1059)
Viking Mat Company (4765)
VMAC (3352) (L336)
Warn Industries (4820)
Whelen Engineering Co. Inc. (3705)
Youngstown Glove Company (3664)
Zone Defense LLC (4223)

Expanded field demos *continued from cover*

emergency simulation, notes a course description on the ICUEE website.

The new eat and learn workshops meanwhile happen on Tuesday, Oct. 1, at lunch, and Wednesday, Oct. 2, at breakfast and/or lunch. They feature such topics as a panel on the effective application of drones in the utility industry, a business model for building and maintaining a smart utility infrastructure, and a workshop on successfully recruiting and retaining all generations of the workforce.

Growing concern

For the most part, exhibitors at ICUEE 2017 sounded satisfied with how the show turned out two years ago.

"It's been real busy," Cory Kats, a sales manager for the midwest U.S. with Service Trucks International, told *Service Truck Magazine* at the time. "We have some vendors that actually help us out and supply a lot of our stuff and we see a lot of customers here."

Bob Fury, president and founder of Fabco Power, Fury has been coming to ICUEE for about a quarter century, since the days it was held in Kansas City, where it took place from 1979 to 1985.

"It's gotten bigger and better and it's still growing," said Fury, whose Chester, N.Y. company manufactures hydraulically powered air compressors. "It's a good show."

ICUEE traces its history back to 1964 when the field demonstration concept was developed "to help solve an equipment evaluation and communications problem," says the show's fact sheet. "Illinois Bell invited 12 trencher manufacturers to demonstrate equipment in the same field, on the same day in the summer of 1966."

The forerunner of ICUEE was known as the "Elburn show," Monroe said by email. A professional management firm took over the show in 1978. Since 1987, the show has taken place in Louisville. The AEM, which had previously provided industry director, became the show's owner and producer in the 1980s.

Music and bourbon

Other highlights of ICUEE 2019 include ICUEE Live! at Louisville's Fourth Street Live! downtown entertainment destination. A new event, it happens 7-11 p.m. on Wednesday, Oct. 2, and features music by two bands, the Louisville Crashers, and Soul Circus. The following day, from 2 to 2:30 p.m., ICUEE hosts the return of its Bourbon, Beer & Bites reception — featuring samples from local distilleries and breweries — in the North Lobby at the convention center.

The day before ICUEE 2019 kicks off, the inaugural Diesel Progress Summit takes place Sept. 30 at the Omni Louisville Hotel. Presented by Diesel Progress publisher KHL Group, the summit targets senior managers, design engineers and supply chain professionals at original equipment manufacturers and powertrain suppliers, as well as managers of large equipment fleets.

The event features a dozen speakers and panelists. They include keynote speakers Jennifer Rumsey, vice-president and chief technical officer for Cummins Inc., and Ramin Younessi, group president of construction industries for Caterpillar Inc.

Topics include market forecasts on switching from diesel to electric, electrification and hybrid powertrains, and off-road implementation of electric vehicles.

For more information on the summit, visit www.dieselprogresssummit.com.

For more about ICUEE, visit www.icuee.com.

COVER

Searching for trades talent *continued from cover*

Kaufman, director of human resources at Riggs Industries, the Pennsylvania-based parent company of several manufacturers, construction and retail firms, including J&J Truck Bodies & Trailers, Somerset Welding & Steel, and Lincoln Contracting & Equipment.

Finding good workers — and keeping them — has become an all-out battle, requiring persistence, creativity and the confidence to try new strategies.

For some employers, the first step is rethinking how to sell both the company and the work to a new audience of would-be employees. Highlighting the growing role of technology in manufacturing jobs, the competitive wages and room for quick career growth — even right out of high school — can be key to attracting newcomers to the industry.

School partnerships

Kaufman said his company partners with local schools to start that work early, setting up visits to classrooms or opportunities for students to come observe the workplace for themselves. Joe Calderone, director of operations for Somerset Welding and Steel, said his company makes it a priority to host tours for educators, who can go back to the classroom and share about what's often an "eye-opening" experience.

"It's nice to be able to get in touch with some of these educators, show them the type of work that's being done, and let them see the finished product as well as teaching them on how well the field pays and trying to make it a viable option for their students," Calderone said.

And at the Riggs family of companies, students who decide to sign on for a job are rewarded with a special celebration.

Last year, Riggs followed the lead of a Virginia school system that started hosting a "signing day" — just like the ones for star athletes who commit to a college athletic program — for young people who land a job offer for after graduation. The event serves a dual purpose: building excitement for a new entrant into the workforce and drawing broader interest into the company and the jobs it offers.

"It's important for our industry to make sure that the public sees that there are opportunities in the skilled trades," Kaufman said. "It's something that requires an education, but it doesn't mean you need to commit to several years and tens of thousands of dollars (in tuition.)"

Community connections

Elsewhere, Kaufman and other representatives from Riggs are often busy blanketing the community with messages about both the company and the jobs it has to offer. He speaks at meetings of the local Rotary Club, and makes sure the company is advertising on a variety of platforms: in print media, online and on the radio.

"We've done crazy things like putting up billboards in front of competitors' locations," he said.

Calderone said radio has proven to be a particularly useful place to search for new workers, because it reaches them both on the job and while on the go.

"In our industry, a lot of people who do this type of work are probably working beside a radio, plus the commute to and from work," he said. "If they're working somewhere and they're not happy, to hear an advertisement on the radio for a company that's looking for their exact skill set my pique their interest."

"From a labor market standpoint, this is the most difficult market I've seen in my career."

— Shawn Kaufman, director of human resources, Riggs Industries

Calderone said his company has also rethought its training processes, thanks to a bit of trial and error. In the past, Somerset had operated its own training program, bringing in people and paying for their training before they'd committed to a job.

That strategy came with complications: the expensive and time-consuming process of bringing trainees on board, complete with drug testing and the potential for earning benefits, coupled with a number of students who left after a week or two at work.

A better solution came in a partnership with a local career and technology center. The school runs the training, based on a curriculum the company develops — all at no cost to the students. But now, the trainees aren't officially employees until they're offered a job, after they've completed their classes.

Retention challenges

Getting workers in the door, however, is only half the battle. The next great challenge — and the one Kaufman said is actually the most challenging — is ensuring that those workers stay and grow with the company.

At Riggs, leaders have narrowed down their strategy to three points: compensation, recognition and workplace culture.

Over the last couple years, the company has done a serious analysis of its wages and annual increases, plotting out whether the standard cost-of-living raises will be enough to keep the best workers satisfied. (The short answer: probably not.)

Riggs now does monthly reviews of employees work, rather than waiting for an annual opportunity to assess whose work stands out.

"If they have a new hire who is progressing beyond expectations, their wages are going to reflect that," Kaufman said. "And we try to do the same for our veteran employees who are here doing a great job, and we're trying to hold on to them."

He admits that in this competitive labor market, it's still sometimes not enough.

"Does it work? Sometimes," he said. "Do we get into bidding wars with other companies? Yes."

Kaufman said it's clear companies should also do more to recognize good work outside of employees' paychecks. Riggs displays the names of workers hitting milestone anniversaries with the company on screens in the workplace, and sends those workers an email thanking them for their efforts.

In addition, the company runs radio commercials where it calls out employees by name, to recognize and thank them for their work. That strategy has been a huge hit, Kaufman said.

"It's shocking to me how well that's worked," he said. "We were told this was an idea, and we thought we'd give it a shot. But we've had people who say: 'My wife heard the ad! My neighbor heard the ad!'"

"It's nice to be able to get in touch with some of these educators, show them the type of work that's being done, and let them see the finished product as well as teaching them on how well the field pays and trying to make it a viable option for their students."

— Joe Calderone, director of operations, Somerset Welding & Steel

Culture changes

Changing the culture of the workplace has also been a heavy lift. Kaufman said Riggs' home base, in western Pennsylvania, is an area that's been "in a tough place economically" for decades. And for decades, that meant companies could see workers as replaceable, knowing that if they became unhappy and left there would be plenty of eager jobseekers ready and willing to take over.

"The mindset exists in our region that jobs are hard to come by — but the opposite is true," Kaufman said.

Now, companies must see their workers as valuable, hard-to-replace resources, and treat them accordingly. Kaufman said that means changing everything from how managers talk to employees to the company's openness to accommodating workers who need more flexibility.

Thanks to all that hard work, Calderone said he's optimistic about the future. Still, he can't help be concerned by the tidal wave of baby boomers heading out of the workplace and the seemingly never-ending struggle to fill those jobs.

"We've gotten very good about having retirement parties around here," he said. "We've got a lot of ground to make up, that's for sure."

Erin Golden is a writer based in Minnesota.

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NEWS

Welding education linkage forged

Lincoln Electric is partnering with Tooling U-SME to enhance Lincoln's trademarked U/Linc welding curriculum platform.

"The new partnership gives Tooling U-SME the authority to administer U/Linc and leverages the company's extensive access to industry and academia, as well as its competency-based learning and development solutions," said a recent news release from Lincoln, which is headquartered in Cleveland, Ohio.

As a provider of manufacturing training solutions, Tooling U-SME works directly with thousands of companies, including over 50 percent of Fortune 500 manufacturers, as well 600 educational institutions across the country, the release said.

The agreement enables U/Linc subscribers to receive additional support and reporting capabilities with Tooling U-SME also able to provide U/Linc as part of its product offerings. The curriculum materials will integrate with popular learning management systems such as Moodle and Blackboard.

Jason Scales

"Tooling U-SME has a proven track record of providing solutions that help welding educators enhance their practice, leading to measurable results and improved performance outcomes," said Jason Scales, business development manager for Lincoln Electric's education division, in the release. "We're excited about this partnership because it will allow us to make our industry-recognized welding curriculum even easier for welding school instructors and industry trainers to integrate and enhance their welding programming."

Lincoln Electric's U/Linc curriculum platform has a new partnership with Tooling U-SME.

Thirty-five top welding educators developed U/Linc, which contains more than 18,000 pages of curriculum resources, the release noted. The materials leverage more than century of welding training experience at Lincoln.

"For 15 years, we have partnered with Lincoln Electric to bring industry-leading welding content to the manufacturing community, and we are proud to further extend our partnership by providing management support for the company's U/LINC program," Jeannine Kunz, vice-president of Tooling U-SME, said in the release. "Our goal, as is Lincoln Electric's, is to bring the most relevant and forward-thinking content to market, and by providing accessibility to more people, we will ensure the industry's workforce is well prepared to perform in today's and tomorrow's advanced manufacturing world."

The plan is to migrate U/Linc over to Tooling U-SME this fall. Existing U/Linc subscribers will still be able to access the U/Linc platform in its current form until the transition is completed in January 2020.

For more information, visit education.lincolnelectric.com/ulinc.

Former president remembered

Lincoln Electric Holdings Inc. is mourning the loss of a former president.

John M. Stropki Jr., who was also Lincoln's chief executive officer and chairman, died May 11, 2019, at the age of 68.

"On behalf of the Board of Directors and the entire Lincoln Electric family worldwide, we extend our deepest condolences to John's family at this difficult time," said Christopher L. Mapes, the company's current chairman, president and CEO in a news release announcing Stropki's passing. "John was not only an icon at Lincoln Electric, but was one of the most respected leaders in our industry. His relentless passion for the company, its customers and the industry left an indelible mark that will continue to live on forever."

John M. Stropki Jr.

Stropki served as Cleveland-based Lincoln's seventh CEO from 2004 to 2012. He had joined the company's board of directors in 1998, and became president and CEO in 2004.

His 41-year career with the company began with a summer internship while he attended college. Stropki earned a bachelor's degree in industrial engineering from Purdue University and an MBA degree from Indiana University.

He served on the boards of The Sherwin-Williams Company, Hyster-Yale Materials Handling Inc., and Rexnord Corporation. Stropki also supported numerous industry associations and non-profit organizations, including University Hospitals.

Service tech program explores new turf

The U.S. Department of Labor has approved a new registered apprenticeship program from equipment manufacturer John Deere.

The company, headquartered in Moline, Ill., will make the program available to its agriculture and turf, and construction and forestry dealers, said a July 17 news release on the John Deere website.

New apprenticeship program aims to address a shortage of rural technicians. *File photo*

"The program will help address a widespread shortage of service technicians, especially in rural areas across the country, by providing dealers with a formalized, on-the-job and technical training plan to help them develop more highly skilled employees," the release said.

Grant Suhre, a regional director of customer and product support for John Deere Ag & Turf, said in the release that the new program will complement the company's existing tech program.

"In addition to the on-the-job training experience, an apprentice will receive technical instruction and be assigned a personal mentor as a part of the highly organized training structure," Suhre said. "Upon completion of the apprenticeship, he or she will receive a nationally recognized journeyworker certificate."

Participating dealers "formally commit" to an "earn-while you learn program" to develop additional talent, the release noted. The apprenticeships involve structured on-the-job training with experienced mentors.

"Because of the earn-while-you-learn nature of the program, it will help dealers more easily recruit new employees and further develop a highly skilled workforce," the release quoted Tim Worthington, manager of customer support for John Deere's construction and forestry division.

Dealers can collaborate with various local organizations as part of the program. They include K-12 schools, colleges, labor groups, and the John Deere Tech program.

Those wishing more information are asked to contact their local John Deere dealer.

For more about the company itself, visit www.johndeere.com.

Company names new service manager

Micah Gerrity has joined Curry Supply Company as service manager.

Gerrity brings to his new job nearly 17 years of in-the-field experience in a career that began as a shop and field tech with Beckwith Machinery and Cleveland Brothers, said a news release from Curry Supply. From 2011 to 2019, he moved into the service manager's role at Foster F. Wineland Inc. before deciding to move to Curry Supply this June.

"The people here have made my transition a very easy one," Gerrity said in the news release. "Everyone is very accommodating and always there to help. The future for the Service Department is a bright vision on the horizon of things to come to Curry Supply."

Before launching his career, Gerrity earned an associate degree in heavy equipment technology from Pennsylvania College of Technology. He lives just outside of Williamsburg, Pa., with his wife, Barbara, and their children, Wyatt and Eva. Outside of family life, Gerrity's main interests are archery and hunting.

A family-owned business based in Martinsburg, Pa., Curry Supply was founded in 1932. Its product lines include mechanics trucks, and fuel/lube trucks.

For more information, visit www.currysupply.com.

Engineering promotions announced

Maintainer Corporation of Iowa Inc. recently announced two promotions in its engineering department.

The service truck manufacturer, headquartered in Sheldon, Iowa, named Nathan Schiermeyer as director of product and reliability. Also promoted was Kurt Vos to product engineering manager.

The changes are in conjunction with the company's recently announced 28,800 square foot expansion of its facilities, said a news release.

A Maintainer employee for 16 years, Schiermeyer will focus on product innovation in his new role.

Vos, who has been with the company for 21 years, will focus on design and configuration of Maintainer's existing product line.

Cincinatti firm makes leadership changes

File photo

Venturo, the trademarked brand of Venco Venturo Industries LLC, has restructured its leadership, the Cincinnati-based producer of truck and van cranes announced in July.

Among those joining company president Brett Collins on the new leadership team are following:

- Tony Albanese, vice-president of sales and marketing;
- Joe Dirr, engineering manager;
- Charles Klein, production manager;
- Michael Strittholt, chief financial officer; and
- Barb Duke, human resources manager.

Meanwhile, marketing director Ian Lahmer will add western U.S. territory manager to his duties.

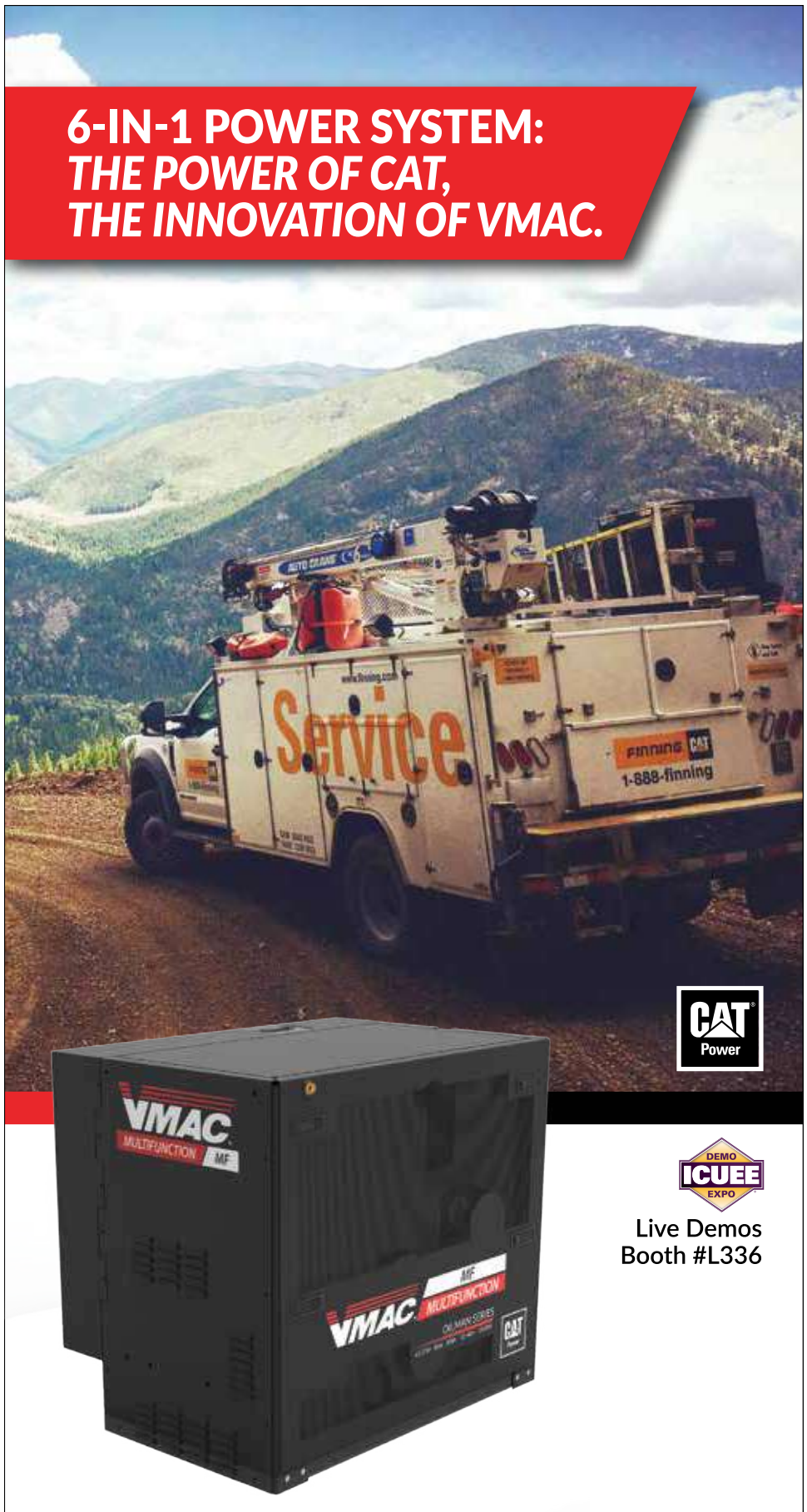
Venco has also hired Ray Browning as internal customer support rep for parts and new unit sales.

"I'm proud to be part of the next wave of Venturo's success in serving our customers and paying attention to their needs even after the sale is secured," Albanese said in a news release. "We have always set the bar high for ourselves, but our team is really taking their commitment to a new level."

Ian Lahmer (left) and Tony Albanese of Venco Venturo Industries LLC flank their president, Brett Collins, at the Cincinnati-based company's booth at the 2015 International Construction & Utilities Equipment Exposition in Louisville, Ky.

In other news, the company recently added a crane selector tool to its website. "This easy-to-use web app lets prospective customers discover the appropriate crane for their application based on length of boom and weight capacity," the release said.

For more information, visit venturo.com.



NEW PRODUCTS

New service body unveiled

Charlie Horton, vice-president of sales and marketing for Eby Truck Bodies, promotes the company's new aluminum service body at the 2019 Work Truck Show.

Pennsylvania-based Eby Truck Bodies has introduced an all-aluminum service body.

The eight-foot body, dubbed the Renegade, was unveiled at the 2019 Work Truck Show in Indianapolis.

The company has been building bespoke aluminum service bodies for the railroad industry for years. One such truck was even on display at Eby's stand during the 2017 International Construction & Utility Equipment Exposition in Louisville, Ky.

"So we have a lot of experience in service bodies and we took that experience in designing the new mainstream service body," said Charlie Horton, Eby's vice-president of sales and marketing, during an interview at the most recent Work Truck Show.

The Renegade body features 44-inch high cabinets, a little taller than standard, Horton said. The cabinets also have baffles that enable air to escape when the doors are closed.

"It's just kind of an indicator of the quality of the seal," Horton said. "We had to install that baffle or else there would be back pressure if you tried to close the door."

The sides and cabinetry are formed from pre-painted aluminum. The interior of the compartments, however, are unfinished because that's an area that takes abuse," Horton said.

Similarly the tailgate, has a rounded top, which also protects against that area of abuse. A recessed tailgate gives the body "a nice clean finish," Horton said.

"A lot of times that tailgate, if it's sticking out past the back of the truck, can become a source of irritation for the operator," he said.

For the load compartment floor, made of 3/16th inch aluminum, Eby uses a special tool to raise a football-like pattern 1/16th of an inch. "The idea there is that if it was flat aluminum it would be slick," Horton said. "This gives a nice friction surface for if it gets wet. But it's also has little enough resistance that you can move package around the inside."

Other features include "hidden stainless adjustable hinges and side doors that are flush with fender panels," as well as LED lights and a trademarked TouchTronics keyless entry system, noted John Howley, Eby's chief engineer, in a recent news release

The body is aimed at heating and air-conditioning contractors and the like, as well those engaged in the light-duty mobile repair of equipment. "Any service work — the guy that's out there getting the work done," Horton said.

The Renegade body isn't suitable though for mounting larger equipment like a crane.

"This particular spec set or this particular body is not set up for a crane but we do build crane bodies for the railroads," Horton said.

The company eventually plans to enter the broader crane-body market, he said.

"We've got a really refined design in the 6,000 pound crane market, which is kind of a niche," Horton said. "It handles a lot of mechanics, a lot of service guys."

Eby's tooling is set up to build unique pieces, he said.

"We can do 1,000 different things in one day with the same tooling. So customization is easy."

The new service body is the seventh product in M.H. Eby Inc.'s repertoire, which also includes a "Big Country" flatbed towing body, and three landscaping bodies. Founded in 1938, the third-generation family-owned business has four manufacturing plants — in Pennsylvania, Ohio, and Iowa. It is headquartered in Blue Ball, Pa., in Lancaster County. President Travis Eby and engineering vice-president Nick Eby now lead the company while the father, Menno. H. Eby Jr., serves a chairman

"The company got its start building wood and steel cattle bodies," Horton said. "And then in the 80s made the switch over to all-aluminum construction."

For more information, visit www.mheby.com.

New feature strengthens reel drums

Brawny option minimizes potential damage from increased pressure, company says.

A new Brawny option is now available for 100 Series hose reels from Coxreels.

The Brawny feature adds strength to the reel's drum, "minimizing potential damage under increased or pulsing pressure usage," says a recent news release from Coxreels, which is headquartered in Tempe, Ariz.

Made of steel, 100 Series reels can be mounted to a truck, floor, ceilings, wall, or bench, the company says. The U-shaped frame of the reels features two-point axle support "to provide stability during operation," the release says. A brake assembly also locks the drum to the desired hose length.

The Brawny option is available for drum widths of 8, 12.5, and 18 inches.

For more information, visit www.coxreels.com.

Trailer maker introduces lube truck

A company best-known as a manufacturer of lube trailers has entered the lube truck market.

Thunder Creek Equipment's new Multi-Tank Upfit is a 920-gallon chassis upfit for diesel fuel that doesn't require a commercial driver's licence or federal hazardous materials endorsement, said Luke Van Wyk, the company's vice-president of sales.

"What's unique about this is we can transfer or transport bulk quantities of diesel fuel without having to deal with those burdens," Van Wyk said during an interview at the 2019 Work Truck Show in Indianapolis where the new lube truck was on display.

Van Wyk noted that the industry already faces labor challenges, which are compounded by CDL and hazmat requirements.

"So this gives contractors or fuel distributors or lots of other people in the marketplace the ability to transfer that large quantity of fuel without the need for those endorsements and those licences — and the expensive insurance that comes with hazmat and all the other things."

Luke Van Wyk of Thunder Creek Equipment touts the company's new lube truck at the 2019 Work Truck Show.

Thunder Creek Equipment's new Multi-Tank Upfit doesn't require a CDL or federal hazmat endorsement.

At the Work Truck Show, the upfit was on a Ford F-550 with the unit weighing in at 18,500 pounds, well below the 26,000-pound threshold for needing a CDL.

"And then the way we have the tanks designed, the manifolding (and) everything else, is what helps us to abate the hazmat endorsement," Van Wyk said.

Each truck is outfitted with eight independent 115-gallon tanks "that are only connected when a common manifold is opened at the pumping station," a news release explained.

(The release also offered the caveat that local hazmat regulations might apply.)

The design has a rear utility box that contains the manifold system and the diesel pump. Among the options are meters for measuring, security and tracking, a four-micron filter "to ensure greater fuel quality," different makes and lengths of reels, and color schemes that match other Thunder Creek products.

The new upfit is compatible with Ford F-550s with or without power take-offs. Thunder Creek — which is headquartered in Pella, Iowa — plans to engineer the body for other class 5 and 6 chassis.

"Right now we're doing the upfits ourselves and we're setting up so that the dealers can take delivery of the body and do their own installing," Van Wyk said.

For more information, visit www.http://thundercreek.com.

All-steel reels fit tight spaces

The new 3000 Series reels from Reelcraft Industries fit easily in a one-foot by one-foot space, says a recent news release from the manufacturer.

Reelcraft's 3000 Series hose reels are suitable for mobile applications.

Of all-steel construction, these ultra compact reels are suitable for "a wide range of bench mount or mobile applications with critical space requirements," the release says.

Reelcrafts 3000 series cord reel comes with 30 feet of 12/3 cord.

The reels' multiple slotted mounting holes "accommodate many configurations." A guide accessory is available as an option for "for multiple adjustment positions of the hose or cord."

The air and water hose reels are available in sizes up to 1/4-inch by 25 feet and 3/8 inch by 20 feet. Cord reel models are available with 30 feet of 12/3 cord and "multiple cord ending options including a new quad box receptacle."

For more information about Reelcraft, which is headquartered in Columbia City, Ind., visit www.reelcraft.com.

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Personnel basket unveiled

A planetary gear drive is among the new features on the HC-7x truck crane from Auto Crane.

The gear system results in less side-to-side play on the crane, said Todd Hannum, Auto Crane's director of sales marketing, during an interview at the 2019 Work Truck Show in Indianapolis.

"In this particular crane, because it's longer, it allows it not to do all of that shaking at the end," Hannum said.

The X in HC-7x stands for extended.

Todd Hannum (center) of AutoCrane goes over the features of a service crane on display at the 2019 Work Truck with Phill Walker (left) and Wes Gun of Tafco Equipment Co. of Blue Earth, Montana.

"So it's a 30-foot crane adapted to a Class 5 truck," Hannum said. "We also have an HC-8x, which is the same concept but that allows you maximize your lift capacity on a Class 5 truck. And that'll then make it where you can lift with 100 percent stability as much as you can around a Class 5 truck."

HC-7x truck crane lists PBAF-350 personnel basket at the Auto Crane booth at the 2019 Work Truck Show.

Also new at the Auto Crane booth was a personnel basket attached to the boom of the HC-7x.

"Our basket is foldable," Hannum said. "You actually fold it up, kind of like a cardboard box."

The basket can lift a single person to perform repairs on jobs in jurisdictions where the use of ladders is restricted.

"If you've got to do something that has some reach and do something that has a hydraulic attachment or hoses or whatever it is that you need to do to make a repair, a lot of customers have turned to this kind of a basket now," Hannum said.

According to documentation on the Auto Crane website, the PBAF-350 personnel basket has a patent-pending designed that weighs 215 pounds, has a capacity of 350 pounds including tools, and fits most existing Auto Crane cranes.

Based in Tulsa, Okla., Auto Crane is a subsidiary of Ramsey Industries.

For more information, visit https://autocrane.us.

Crane features proportional controls

Cincinnati-based Venco Venturo LLC has introduced an extended version of its best-selling crane, the ET12KX crane.

The ET12KXP, introduced at the 2019 Work Truck Show in Indianapolis, booms out to 16 feet compared with the 15 feet for the ET12KX, said marketing director Ian Lahmer.

"The 12KX had a single-stage hydraulic and a manual pullout," Lahmer explained.

The new version has a full single-stage hydraulic extension, meaning no more manual pull out. The "P" stands for "proportional."

"This crane also features proportional controls on an electric crane, which means you can feather the movements on the rotation, the elevation, and the extension," Lahmer said.

Ian Lahmer, marketing director for Venco Venturo LLC, stands by the company's latest version of its ET12KX crane, the ET12KXP.
Photo by Keith Norbury

ET12KXP also has a redesigned housing "to make it easier for any manual overrides or serviceability by our distribution network," Lahmer said.

As an electric crane, the ET12KXP uses a regular radio remote control. "But it also has a brand-new auto-adjust anti2block device, which is all the way at the tip," Lahmer said

"If you look at existing anti2blocks, they're cage style. This one actually moves to the load and it keeps the load block from damaging the head of the crane."

A boom-tip work light can even be mounted that will follow the load as it moves up and down.

"As you lower this crane, that anti2block goes down. It will stay the same. So no matter where that load block is, that boom-tip work light is going to follow it."

Body adds bumper storage

Photo by Keith Norbury

A new all-aluminum service body from Ontario-based Wilcox Truck Bodies Ltd. was designed with more storage space in mind.

The eight-foot body, featured in the New Product Spotlight at the 2019 Work Truck Show in Indianapolis, has storage in the bumper as well as deeper compartments.

Albert Ribeiro, sales and marketing manager for Wilcox Truck Bodies Ltd., shows off the new deep drawers on a Wilcox service body, part of the New Product Showcase at the 2019 Work Truck Show.

"What we tried to do here is utilize as much space as possible in a body that's only eight feet long, and utilizing the space also in between the two cabinets," he added.

A canvas cover protects items in the truck bed between the cabinet compartments.

The model on display was made for Cleveland Brothers, a Caterpillar dealer based in Pennsylvania. Welders, compressors, hose reels, and multifunction units can all be mounted on the body.

"For this size you can mount a small crane but we'd have to reinforce the crane compartments," Ribeiro said.

Headquartered in Milton, Ont., about 35 miles west of Toronto, Wilcox recently launched a division that manufactures airport baggage carts and related equipment.

"We're always looking for new ideas and new customers and we wanted to have something that's away from the truck body industry," Ribeiro said.

Not that the truck body business isn't booming.

"Business has been crazy," Ribeiro said, noting that the company now has about 60 employees and just started a second shift

"We can't keep up," he said. "And right now our biggest hardship is trying to find employees. That's harder than making the bodies."

CALENDAR

SEPTEMBER 2019

Sept. 15-17, 2019
Tennessee Trucking Association 88th Annual Convention
Hilton Sandestin Beach Golf Resort & Spa, Destin, Fla.
http://www.tntrucking.org/

Sept. 15-18, 2019
Intermodal Expo
Long Beach Convention Center
Long Beach, Calif.
"Expo is the intermodal industry's platform for products, services and solutions; a classroom for new skills and know-how; and an exchange for ideas and business."
http://www.intermodalexpo.com/

Sept. 17-18, 2019
NTEA Truck Product Conference
Suburban Collection Showplace, Novi, Mich.
"The conference is a unique opportunity where attendees have a chance to preview new model year work trucks and engage OEM engineers on critical upfitter modifications."
http://www.ntea.com/truckproductconference

Sept. 17-19, 2019
Farm Science Review
Molly Caren Agricultural Center, London, Ohio
"Attracts upwards of 140,000 visitors from all over the United States and Canada."
https://fsr.osu.edu/about

Sept. 22-25, 2019
Railway 2019 Interchange
Minneapolis Convention Center, Minneapolis, Minn.
"Railway Interchange is the largest railway exhibition and technical conference in North America."
http://conference.arema.org/AREMA_Conf/

Sept. 22-26, 2019
Commercial Vehicle Safety Alliance Annual Conference & Exhibition
Beau Rivage Resort & Casino, Biloxi, Miss.
"Don't miss your opportunity to join your colleagues at year's most important gathering of the commercial motor vehicle safety community."
https://cvsa.org/eventpage/events/cvsa-annual-conference-and-exhibition/

Sept. 30-Oct. 2, 2019
Canadian Transportation Equipment Association's 56th Manufacturer's Conference
Fairmont Hotel, Mont-Tremblant, Que.
"The Canadian Transportation Equipment Association's Annual Conference and Trade Fair is an opportunity for trailer and vocational truck manufacturers, their dealers, suppliers and service providers to gather and network."
https://www.ctea.ca/events/event_list.asp

The biennial International Construction & Utility Equipment Exposition comes to Louisville, Ky., Oct. 1-3.

Sept. 30-Oct. 2, 2019
Women in Trucking Accelerate! Conference & Expo
Sheraton Dallas, Dallas, Texas
"Discover how gender diversity can have a positive impact on your career and your company's success."
http://www.womenintrucking.org/accelerate-conference

OCTOBER 2019

Oct. 1-3, 2019
International Construction & Utility Equipment Exposition
Kentucky Exposition Center, Louisville, Ky.
"ICUEE is the utility industry's largest trade show, covering 28+ acres of indoor and outdoor exhibits, and bringing together more than 18,000 utility professionals every two years."
http://www.icuee.com/

Oct. 2-5, 2019
ConExpo Latin America
Espacio Riesco Event and Convention Center, Santiago, Chile
"The largest and most prestigious construction and infrastructure trade show in Hispanic America."
https://conexpolatinamerica.com/eng/

Oct. 5-8, 2019
Independent Distributors Association Convention & Trade Show
The Westin Copley Place, Boston, Mass.
"The world's largest networking event and conference for equipment parts distributors."
http://idaparts.org/convention/

Oct. 8-10, 2019
Breakbulk Americas 2019
George R. Brown Convention Center, Houston, Texas
"This is your opportunity to find new business as the economy improves in 2019 and beyond."
https://americas.breakbulk.com

NTEA Fleet Product Conference takes place in September in Novi, Mich.

Oct. 8-10, 2019
CanWEA Annual Conference & Exhibition
BMO Centre, Calgary, Alta.
"Don't miss this rare opportunity to meet industry experts."
http://windenergyevent.ca

Oct. 9-10, 2019
Waste & Recycling Expo Canada and the Municipal Equipment Expo
Enercare Centre, Toronto, Ont.
"Explore 16 product groups covering every aspect of the waste, recycling and public works industries."
https://waste-recycling-expo-canada.us.messefrankfurt.com/canada/en.html

Oct. 14-15, 2019
NTEA Executive Leadership Summit
Charlotte Marriott City Center, Charlotte, N.C.
"The Summit offers insights into relevant global economic forces, political realities and possibilities, and timely business issues that can directly impact your company."
http://www.ntea.com/NTEA/Events/

Oct. 16-18, 2019
Green Industry & Equipment Expo
Kentucky Exposition Center, Louisville, Ky.
"The 2019 event is expected to showcase for more than 1,000 exhibitors."
https://gie-expo.com

Oct. 22-24, 2019
Automotive Testing Expo North America
Suburban Collection Showplace, Novi, Mich.
"America's world's largest vehicle and component testing and validation technology and services exhibition."
http://www.testing-expo.com/usa/index.php

Oct. 23-25, 2019
The Assembly Show
Donald K. Stephens Convention Center, Rosemont, Ill.
"Focused exclusively on assembly technology equipment and products."
http://www.theassemblyshow.com/

Oct. 28-30, 2019
Fleet Safety Conference
M Resort Spa and Casino
Henderson, Nevada
"The only conference of its kind designed specifically for fleet, risk, safety, sales, human resources and EHS professionals that offers current and expert insights and practical education on improving fleet safety."
http://www.fleetsafetyconference.com/

Oct. 28-31, 2019
North American Commercial Vehicle Show
Georgia World Congress Center, Atlanta, Ga.
"More than 500 companies covering maintenance services, high-quality accessories, last mile delivery, and more."
http://nacvshow.com

Nov. 5-8, 2019
SEMA Show
Las Vegas Convention Center, Las Vegas, Nevada
"It draws the industry's brightest minds and hottest products to one place."
https://www.semashow.com

Nov. 6-7, 2019
Buildex Calgary
BMO Centre, Calgary, Alta.
"Learn about new, innovative products, materials, technologies and services in over 100 different categories for the entire spectrum of building design, construction, renovation and management."
http://www.buildexcalgary.com/

Nov. 7-9, 2019
Tree Care Industry Expo
Pittsburg, Pa.
"The ideal place to compare equipment, evaluate products and take advantage of special show-only pricing from hundreds of exhibitors."
https://expo.tcia.org

Nov. 11-13, 2019
Work Fleet Forum
Ponte Vedra Beach, Jacksonville, Fla.
"50 fleet leaders who run hard-working fleets of trucks, vans, pickups, service trucks, bucket trucks and more gather at Work Fleet to share insights, ideas and inspiration." http://workfleetforum.com

Nov. 11-14, 2019
Fabtech
McCormick Place, Chicago, Ill.
"Find the tools to improve productivity, increase profits and discover new solutions to all of your metal forming, fabricating, welding and finishing needs."
http://www.fabtechexpo.com/about

Dec. 4-6, 2019
The Buildings Show
Metro Toronto Convention Centre, Toronto, Ont.
"A gathering of great minds for a dynamic showcase of innovative technology."
https://www.thebuildingsshow.com/en/home.html

JANUARY 2020

Jan. 14-17, 2020
Associated Equipment Distributors Summit
Hyatt Regency, Chicago, Ill.
"Discover new product lines and business solutions for your dealership."
http://aednet.org/summit/

Feb. 4-7, 2020
World of Concrete
Las Vegas Convention Center, Las Vegas, Nevada
"Education program offers sessions providing training and certification, safety, leadership, construction fundamentals, updates on changes in technology, infrastructure and career opportunities and more."
https://worldofconcrete.com

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